

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2020

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|-----------------|-----------------|-----------------------|-----------------------|-------------------|-----------------|-----------------|------------------|-------------------|
| July-19 | 1,053,249.06 | 894,227.77 | 852,680.31 | 841,158.85 | 1,186,518.99 | 1,158,147.43 | 1,075,009.25 | 7,060,991.66 | 6,947,618.82 |
| % of Total | 14.92 | 12.66 | 12.08 | 11.91 | 16.80 | 16.40 | 15.22 | 100.00 | |
| August-19 | 786,646.91 | 811,675.90 | 729,343.82 | 668,009.62 | 1,093,044.02 | 1,206,422.67 | 1,168,654.31 | 6,463,797.25 | 6,275,178.79 |
| % of Total | 12.17 | 12.56 | 11.28 | 10.33 | 16.91 | 18.66 | 18.08 | 100.00 | |
| September-19 | 639,939.10 | 750,609.88 | 642,375.53 | 640,709.68 | 1,023,022.09 | 1,003,195.47 | 1,100,668.89 | 5,800,520.64 | 5,381,402.11 |
| % of Total | 11.03 | 12.94 | 11.07 | 11.05 | 17.64 | 17.29 | 18.98 | 100.00 | |
| October-19 | 673,808.15 | 852,978.03 | 811,535.73 | 666,304.81 | 1,219,512.15 | 1,129,231.51 | 1,358,584.92 | 6,711,955.30 | 6,425,907.73 |
| % of Total | 10.04 | 12.71 | 12.09 | 9.93 | 18.17 | 16.82 | 20.24 | 100.00 | |
| November-19 | 481,809.98 | 731,230.74 | 683,714.62 | 555,664.26 | 988,333.81 | 882,404.63 | 1,072,808.38 | 5,395,966.42 | 5,704,882.64 |
| % of Total | 8.93 | 13.55 | 12.67 | 10.30 | 18.32 | 16.35 | 19.88 | 100.00 | |
| December-19 | 530,541.01 | 680,260.10 | 623,784.16 | 546,168.01 | 947,351.15 | 790,805.68 | 970,021.36 | 5,088,931.47 | 4,515,898.67 |
| % of Total | 10.43 | 13.37 | 12.26 | 10.73 | 18.62 | 15.54 | 19.06 | 100.00 | |
| January-20 | 321,512.70 | 529,852.15 | 485,088.58 | 503,144.03 | 794,332.45 | 667,682.57 | 963,077.11 | 4,264,689.59 | 3,844,697.69 |
| % of Total | 7.54 | 12.42 | 11.37 | 11.80 | 18.63 | 15.66 | 22.58 | 100.00 | |
| February-20 | | | | | | | | - | 4,043,660.46 |
| % of Total | - | - | - | - | - | - | - | - | |
| March-20 | | | | | | | | - | 5,161,764.79 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-20 | | | | | | | | - | 5,815,127.24 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-20 | | | | | | | | - | 6,604,259.06 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-20 | | | | | | | | - | 6,756,080.60 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD (\$) | \$ 4,487,506.91 | \$ 5,250,834.57 | \$ 4,828,522.75 | \$ 4,421,159.26 | \$ 7,252,114.66 | \$ 6,837,889.96 | \$ 7,708,824.22 | \$ 40,786,852.33 | \$ 67,476,478.60 |
| % of Total | 11.00 | 12.87 | 11.84 | 10.84 | 17.78 | 16.76 | 18.90 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2020

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|-----------------------|-----------------------|-------------------|--------------|-----------------|--------------|-------------------|
| July-19 | 4,580 | 3,970 | 3,525 | 3,003 | 4,530 | 5,218 | 5,682 | 30,508 | 28,236 |
| % of Total | 15.01 | 13.01 | 11.55 | 9.84 | 14.85 | 17.10 | 18.62 | 100.00 | |
| August-19 | 3,880 | 3,978 | 3,247 | 2,697 | 4,514 | 5,771 | 6,597 | 30,684 | 29,026 |
| % of Total | 12.65 | 12.96 | 10.58 | 8.79 | 14.71 | 18.81 | 21.50 | 100.00 | |
| September-19 | 3,546 | 3,890 | 3,125 | 3,057 | 4,642 | 5,223 | 6,403 | 29,886 | 27,335 |
| % of Total | 11.87 | 13.02 | 10.46 | 10.23 | 15.53 | 17.48 | 21.42 | 100.00 | |
| October-19 | 3,467 | 4,256 | 3,879 | 2,832 | 5,208 | 5,869 | 7,712 | 33,223 | 30,011 |
| % of Total | 10.44 | 12.81 | 11.68 | 8.52 | 15.68 | 17.67 | 23.21 | 100.00 | |
| November-19 | 2,688 | 3,564 | 3,140 | 2,549 | 4,216 | 4,622 | 5,985 | 26,764 | 28,323 |
| % of Total | 10.04 | 13.32 | 11.73 | 9.52 | 15.75 | 17.27 | 22.36 | 100.00 | |
| December-19 | 2,309 | 3,130 | 3,013 | 2,456 | 3,952 | 3,867 | 5,086 | 23,813 | 23,116 |
| % of Total | 9.70 | 13.14 | 12.65 | 10.31 | 16.60 | 16.24 | 21.36 | 100.00 | |
| January-20 | 1,639 | 2,839 | 2,396 | 2,369 | 3,506 | 3,563 | 5,364 | 21,676 | 21,430 |
| % of Total | 7.56 | 13.10 | 11.05 | 10.93 | 16.17 | 16.44 | 24.75 | 100.00 | |
| February-20 | | | | | | | | - | 22,628 |
| % of Total | - | - | - | - | - | - | - | - | |
| March-20 | | | | | | | | - | 27,885 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-20 | | | | | | | | - | 29,234 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-20 | | | | | | | | - | 32,579 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-20 | | | | | | | | - | 30,270 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD | 22,109 | 25,627 | 22,325 | 18,963 | 30,568 | 34,133 | 42,829 | 196,554 | 330,073 |
| % of Total | 11.25 | 13.04 | 11.36 | 9.65 | 15.55 | 17.37 | 21.79 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2020

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|-----------------------|-----------------------|-------------------|--------------|-----------------|--------------|-------------------|
| July-19 | 229.97 | 225.25 | 241.90 | 280.11 | 261.92 | 221.95 | 189.20 | 231.45 | 246.06 |
| August-19 | 202.74 | 204.04 | 224.62 | 247.69 | 242.15 | 209.05 | 177.15 | 210.66 | 216.19 |
| September-19 | 180.47 | 192.96 | 205.56 | 209.59 | 220.38 | 192.07 | 171.90 | 194.09 | 196.87 |
| October-19 | 194.35 | 200.42 | 209.21 | 235.28 | 234.16 | 192.41 | 176.17 | 202.03 | 214.12 |
| November-19 | 179.24 | 205.17 | 217.74 | 217.99 | 234.42 | 190.91 | 179.25 | 201.61 | 201.42 |
| December-19 | 229.77 | 217.34 | 207.03 | 222.38 | 239.71 | 204.50 | 190.72 | 213.70 | 195.36 |
| January-20 | 196.16 | 186.63 | 202.46 | 212.39 | 226.56 | 187.39 | 179.54 | 196.75 | 179.41 |
| February-20 | - | - | - | - | - | - | - | - | 178.70 |
| March-20 | - | - | - | - | - | - | - | - | 185.11 |
| April-20 | - | - | - | - | - | - | - | - | 198.92 |
| May-20 | - | - | - | - | - | - | - | - | 202.72 |
| June-20 | - | - | - | - | - | - | - | - | 223.19 |
| YTD | 202.97 | 204.89 | 216.28 | 233.15 | 237.25 | 200.33 | 179.99 | 207.51 | 204.43 |

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2020

| | Alamo | | | Avis | | | Budget/Payless | | | Dollar/Thrifty | | |
|-----------|-----------|-----------|----------|-----------|-----------|----------|----------------|-----------|----------|----------------|-----------|----------|
| | 2019 | 2020 | % Change | 2019 | 2020 | % Change | 2019 | 2020 | % Change | 2019 | 2020 | % Change |
| July | 834,828 | 1,053,249 | 26.16% | 959,584 | 894,228 | -6.81% | 851,379 | 852,680 | 0.15% | 739,441 | 841,159 | 13.76% |
| August | 586,753 | 786,647 | 34.07% | 848,433 | 811,676 | -4.33% | 698,248 | 729,344 | 4.45% | 705,486 | 668,010 | -5.31% |
| September | 561,438 | 639,939 | 13.98% | 751,076 | 750,610 | -0.06% | 631,135 | 642,376 | 1.78% | 541,372 | 640,710 | 18.35% |
| October | 762,479 | 673,808 | -11.63% | 969,474 | 852,978 | -12.02% | 745,422 | 811,536 | 8.87% | 512,454 | 666,305 | 30.02% |
| November | 639,827 | 481,810 | -24.70% | 873,801 | 731,231 | -16.32% | 677,011 | 683,715 | 0.99% | 434,205 | 555,664 | 27.97% |
| December | 534,456 | 530,541 | -0.73% | 622,906 | 680,260 | 9.21% | 530,009 | 623,784 | 17.69% | 422,640 | 546,168 | 29.23% |
| January | 438,008 | 321,513 | -26.60% | 520,332 | 529,852 | 1.83% | 433,512 | 485,089 | 11.90% | 337,231 | 503,144 | 49.20% |
| February | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| March | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| April | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| May | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| June | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| Totals | 4,357,789 | 4,487,507 | 2.98% | 5,545,606 | 5,250,835 | -5.32% | 4,566,716 | 4,828,523 | 5.73% | 3,692,829 | 4,421,159 | 19.72% |

| | Enterprise | | | Hertz | | | National | | | Totals | | |
|-----------|------------|-----------|----------|-----------|-----------|----------|-----------|-----------|----------|------------|------------|----------|
| | 2019 | 2020 | % Change | 2019 | 2020 | % Change | 2019 | 2020 | % Change | 2019 | 2020 | % Change |
| July | 1,347,598 | 1,186,519 | -11.95% | 1,147,909 | 1,158,147 | 0.89% | 1,066,879 | 1,075,009 | 0.76% | 6,947,619 | 7,060,992 | 1.63% |
| August | 1,184,437 | 1,093,044 | -7.72% | 1,135,567 | 1,206,423 | 6.24% | 1,116,254 | 1,168,654 | 4.69% | 6,275,178 | 6,463,797 | 3.01% |
| September | 974,895 | 1,023,022 | 4.94% | 936,988 | 1,003,195 | 7.07% | 984,497 | 1,100,669 | 11.80% | 5,381,401 | 5,800,521 | 7.79% |
| October | 1,203,500 | 1,219,512 | 1.33% | 1,086,366 | 1,129,232 | 3.95% | 1,146,212 | 1,358,585 | 18.53% | 6,425,907 | 6,711,955 | 4.45% |
| November | 1,024,493 | 988,334 | -3.53% | 1,004,402 | 882,405 | -12.15% | 1,051,144 | 1,072,808 | 2.06% | 5,704,883 | 5,395,966 | -5.41% |
| December | 850,789 | 947,351 | 11.35% | 734,430 | 790,806 | 7.68% | 820,668 | 970,021 | 18.20% | 4,515,898 | 5,088,931 | 12.69% |
| January | 691,757 | 794,332 | 14.83% | 642,279 | 667,683 | 3.96% | 781,578 | 963,077 | 23.22% | 3,844,697 | 4,264,690 | 10.92% |
| February | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| March | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| April | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| May | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| June | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| Totals | 7,277,469 | 7,252,115 | -0.35% | 6,687,941 | 6,837,890 | 2.24% | 6,967,232 | 7,708,824 | 10.64% | 39,095,583 | 40,786,852 | 4.33% |

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2020

| | Deplanements | | | Market Share | |
|---------------|------------------|------------------|----------------|----------------|----------------|
| | 2019 | 2020 | | | |
| July | 181,921 | 200,398 | 10.16% | Alamo | 11.00% |
| August | 162,174 | 180,590 | 11.36% | Avis | 12.87% |
| September | 161,440 | 176,429 | 9.28% | Budget/Payless | 11.84% |
| October | 192,996 | 203,844 | 5.62% | Dollar/Thrifty | 10.84% |
| November | 170,025 | 169,729 | -0.17% | Enterprise | 17.78% |
| December | 152,037 | 163,660 | 7.64% | Hertz | 16.76% |
| January | 140,895 | 142,518 | 1.15% | National | 18.90% |
| February | 136,532 | | -100.00% | | |
| March | 172,648 | | -100.00% | Totals | 100.00% |
| April | 179,737 | | -100.00% | | |
| May | 193,093 | | -100.00% | | |
| June | 202,813 | | -100.00% | | |
| Totals | 2,046,311 | 1,237,168 | -39.54% | | |

