

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2022

| | <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-21 | 534,141.00 | 957,206.57 | 1,244,927.09 | 849,412.23 | 1,429,039.90 | 1,195,745.76 | 1,353,811.82 | 7,564,284.37 | 3,344,309.72 |
| % of Total | 7.06 | 12.65 | 16.46 | 11.23 | 18.89 | 15.81 | 17.90 | 100.00 | |
| August-21 | 408,432.87 | 944,535.12 | 983,909.38 | 935,670.26 | 1,269,491.06 | 1,115,202.04 | 1,192,456.67 | 6,849,697.40 | 3,250,756.27 |
| % of Total | 5.96 | 13.79 | 14.36 | 13.66 | 18.53 | 16.28 | 17.41 | 100.00 | |
| September-21 | 382,816.92 | 707,992.30 | 819,645.35 | 660,206.08 | 1,085,168.00 | 792,875.77 | 1,146,694.34 | 5,595,398.76 | 3,304,112.59 |
| % of Total | 6.84 | 12.65 | 14.65 | 11.80 | 19.39 | 14.17 | 20.49 | 100.00 | |
| October-21 | 436,194.83 | 1,183,121.57 | 1,280,562.45 | 839,906.95 | 1,362,204.87 | 867,670.40 | 1,472,412.93 | 7,442,074.00 | 3,400,115.60 |
| % of Total | 5.86 | 15.90 | 17.21 | 11.29 | 18.30 | 11.66 | 19.79 | 100.00 | |
| November-21 | 432,866.24 | 836,555.65 | 977,823.76 | 805,626.59 | 1,128,313.14 | 749,227.25 | 1,102,950.75 | 6,033,363.38 | 3,245,762.52 |
| % of Total | 7.17 | 13.87 | 16.21 | 13.35 | 18.70 | 12.42 | 18.28 | 100.00 | |
| December-21 | 308,809.63 | 790,195.95 | 786,999.27 | 507,843.58 | 886,877.37 | 665,901.58 | 926,269.97 | 4,872,897.35 | 2,570,843.60 |
| % of Total | 6.34 | 16.22 | 16.15 | 10.42 | 18.20 | 13.67 | 19.01 | 100.00 | |
| January-22 | 259,062.07 | 591,110.75 | 615,033.06 | 378,919.26 | 803,877.43 | 500,348.49 | 820,433.92 | 3,968,784.98 | 2,417,672.43 |
| % of Total | 6.53 | 14.89 | 15.50 | 9.55 | 20.26 | 12.61 | 20.67 | 100.00 | |
| February-22 | | | | | | | | - | 2,468,237.99 |
| % of Total | - | - | - | - | - | - | - | - | |
| March-22 | | | | | | | | - | 3,777,974.87 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-22 | | | | | | | | - | 4,591,501.31 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-22 | | | | | | | | - | 5,811,596.06 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-22 | | | | | | | | - | 6,453,831.38 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD (\$) | \$ 2,762,323.56 | \$ 6,010,717.91 | \$ 6,708,900.36 | \$ 4,977,584.95 | \$ 7,964,971.77 | \$ 5,886,971.29 | \$ 8,015,030.40 | \$ 42,326,500.24 | \$ 44,636,714.34 |
| % of Total | 6.53 | 14.20 | 15.85 | 11.76 | 18.82 | 13.91 | 18.94 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2022

| | <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-21 | 991 | 2,568 | 2,918 | 1,939 | 3,140 | 3,584 | 4,629 | 19,769 | 11,196 |
| % of Total | 5.01 | 12.99 | 14.76 | 9.81 | 15.88 | 18.13 | 23.42 | 100.00 | |
| August-21 | 1,001 | 2,823 | 2,664 | 2,386 | 2,298 | 3,580 | 3,907 | 18,659 | 11,551 |
| % of Total | 5.36 | 15.13 | 14.28 | 12.79 | 12.32 | 19.19 | 20.94 | 100.00 | |
| September-21 | 1,149 | 2,424 | 2,582 | 2,025 | 3,038 | 2,810 | 4,767 | 18,795 | 12,076 |
| % of Total | 6.11 | 12.90 | 13.74 | 10.77 | 16.16 | 14.95 | 25.36 | 100.00 | |
| October-21 | 1,169 | 3,417 | 3,775 | 2,122 | 3,580 | 2,586 | 5,876 | 22,525 | 11,890 |
| % of Total | 5.19 | 15.17 | 16.76 | 9.42 | 15.89 | 11.48 | 26.09 | 100.00 | |
| November-21 | 1,318 | 2,876 | 3,267 | 2,340 | 3,258 | 2,618 | 4,704 | 20,381 | 10,881 |
| % of Total | 6.47 | 14.11 | 16.03 | 11.48 | 15.99 | 12.85 | 23.08 | 100.00 | |
| December-21 | 997 | 2,503 | 2,759 | 1,711 | 2,585 | 2,535 | 4,033 | 17,123 | 8,629 |
| % of Total | 5.82 | 14.62 | 16.11 | 9.99 | 15.10 | 14.80 | 23.55 | 100.00 | |
| January-22 | 920 | 2,127 | 2,309 | 1,226 | 2,371 | 1,912 | 3,465 | 14,330 | 8,664 |
| % of Total | 6.42 | 14.84 | 16.11 | 8.56 | 16.55 | 13.34 | 24.18 | 100.00 | |
| February-22 | | | | | | | | - | 8,701 |
| % of Total | - | - | - | - | - | - | - | - | |
| March-22 | | | | | | | | - | 12,720 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-22 | | | | | | | | - | 14,348 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-22 | | | | | | | | - | 17,726 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-22 | | | | | | | | - | 17,203 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD | 7,545 | 18,738 | 20,274 | 13,749 | 20,270 | 19,625 | 31,381 | 131,582 | 145,585 |
| % of Total | 5.73 | 14.24 | 15.41 | 10.45 | 15.40 | 14.91 | 23.85 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2022

| | <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-21 | 538.99 | 372.74 | 426.64 | 438.07 | 455.11 | 333.63 | 292.46 | 382.63 | 246.06 |
| August-21 | 408.02 | 334.59 | 369.34 | 392.15 | 552.43 | 311.51 | 305.21 | 367.10 | 216.19 |
| September-21 | 333.17 | 292.08 | 317.45 | 326.03 | 357.20 | 282.16 | 240.55 | 297.71 | 196.87 |
| October-21 | 373.14 | 346.25 | 339.22 | 395.81 | 380.50 | 335.53 | 250.58 | 330.39 | 214.12 |
| November-21 | 328.43 | 290.87 | 299.30 | 344.28 | 346.32 | 286.18 | 234.47 | 296.03 | 201.42 |
| December-21 | 309.74 | 315.70 | 285.25 | 296.81 | 343.09 | 262.68 | 229.67 | 284.58 | 195.36 |
| January-22 | 281.59 | 277.91 | 266.36 | 309.07 | 339.05 | 261.69 | 236.78 | 276.96 | 179.41 |
| February-22 | - | - | - | - | - | - | - | - | 178.70 |
| March-22 | - | - | - | - | - | - | - | - | 185.11 |
| April-22 | - | - | - | - | - | - | - | - | 198.92 |
| May-22 | - | - | - | - | - | - | - | - | 202.72 |
| June-22 | - | - | - | - | - | - | - | - | 223.19 |
| YTD | 366.11 | 320.78 | 330.91 | 362.03 | 392.94 | 299.97 | 255.41 | 321.67 | 306.60 |

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2022

| | Alamo | | | Avis | | | Budget/Payless | | | Dollar/Thrifty | | |
|-----------|-------------|-------------|-----------------|-------------|-------------|-----------------|----------------|-------------|-----------------|----------------|-------------|-----------------|
| | <u>2021</u> | <u>2022</u> | <u>% Change</u> | <u>2021</u> | <u>2022</u> | <u>% Change</u> | <u>2021</u> | <u>2022</u> | <u>% Change</u> | <u>2021</u> | <u>2022</u> | <u>% Change</u> |
| July | 559,753 | 534,141 | -4.58% | 294,657 | 957,207 | 224.85% | 425,378 | 1,244,927 | 192.66% | 443,342 | 849,412 | 91.59% |
| August | 525,214 | 408,433 | -22.23% | 334,760 | 944,535 | 182.15% | 407,420 | 983,909 | 141.50% | 407,817 | 935,670 | 129.43% |
| September | 469,558 | 382,817 | -18.47% | 332,978 | 707,992 | 112.62% | 413,965 | 819,645 | 98.00% | 405,419 | 660,206 | 62.85% |
| October | 486,273 | 436,195 | -10.30% | 343,414 | 1,183,122 | 244.52% | 338,794 | 1,280,562 | 277.98% | 434,459 | 839,907 | 93.32% |
| November | 403,043 | 432,866 | 7.40% | 374,601 | 836,556 | 123.32% | 317,909 | 977,824 | 207.58% | 522,315 | 805,627 | 54.24% |
| December | 290,136 | 308,810 | 6.44% | 379,670 | 790,196 | 108.13% | 253,775 | 786,999 | 210.12% | 401,917 | 507,844 | 26.36% |
| January | 280,910 | 259,062 | -7.78% | 281,982 | 591,111 | 109.63% | 252,923 | 615,033 | 143.17% | 325,533 | 378,919 | 16.40% |
| 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 | 3,014,887 | 2,762,324 | -8.38% | 2,342,062 | 6,010,718 | 156.64% | 2,410,164 | 6,708,900 | 178.36% | 2,940,802 | 4,977,585 | 69.26% |

| | Enterprise | | | Hertz | | | National | | | Totals | | |
|-----------|-------------|-------------|-----------------|-------------|-------------|-----------------|-------------|-------------|-----------------|-------------|-------------|-----------------|
| | <u>2021</u> | <u>2022</u> | <u>% Change</u> | <u>2021</u> | <u>2022</u> | <u>% Change</u> | <u>2021</u> | <u>2022</u> | <u>% Change</u> | <u>2021</u> | <u>2022</u> | <u>% Change</u> |
| July | 783,408 | 1,429,040 | 82.41% | 339,539 | 1,195,746 | 252.17% | 498,233 | 1,353,812 | 171.72% | 3,344,310 | 7,564,284 | 126.18% |
| August | 763,393 | 1,269,491 | 66.30% | 279,466 | 1,115,202 | 299.05% | 532,686 | 1,192,457 | 123.86% | 3,250,756 | 6,849,697 | 110.71% |
| September | 717,802 | 1,085,168 | 51.18% | 370,434 | 792,876 | 114.04% | 593,957 | 1,146,694 | 93.06% | 3,304,113 | 5,595,399 | 69.35% |
| October | 746,703 | 1,362,205 | 82.43% | 371,020 | 867,670 | 133.86% | 679,452 | 1,472,413 | 116.71% | 3,400,115 | 7,442,074 | 118.88% |
| November | 709,170 | 1,128,313 | 59.10% | 347,914 | 749,227 | 115.35% | 570,810 | 1,102,951 | 93.23% | 3,245,762 | 6,033,363 | 85.88% |
| December | 514,851 | 886,877 | 72.26% | 248,897 | 665,902 | 167.54% | 481,597 | 926,270 | 92.33% | 2,570,843 | 4,872,897 | 89.54% |
| January | 560,935 | 803,877 | 43.31% | 267,923 | 500,348 | 86.75% | 447,467 | 820,434 | 83.35% | 2,417,673 | 3,968,785 | 64.16% |
| 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 | 4,796,262 | 7,964,972 | 66.07% | 2,225,193 | 5,886,971 | 164.56% | 3,804,202 | 8,015,030 | 110.69% | 21,533,572 | 42,326,500 | 96.56% |

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2022

| | Deplanements | | | Market Share | |
|---------------|----------------|------------------|---------------|----------------|----------------|
| | 2021 | 2022 | | | |
| July | 62,803 | 185,613 | 195.55% | Alamo | 6.53% |
| August | 58,652 | 155,597 | 165.29% | Avis | 14.20% |
| September | 60,968 | 152,901 | 150.79% | Budget/Payless | 15.85% |
| October | 75,513 | 178,054 | 135.79% | Dollar/Thrifty | 11.76% |
| November | 63,978 | 171,129 | 167.48% | Enterprise | 18.82% |
| December | 60,342 | 148,893 | 146.75% | Hertz | 13.91% |
| January | 56,936 | 115,761 | 103.32% | National | 18.94% |
| February | 53,446 | | -100.00% | | |
| March | 87,463 | | -100.00% | Totals | 100.00% |
| April | 109,679 | | -100.00% | | |
| May | 124,973 | | -100.00% | | |
| June | 167,509 | | -100.00% | | |
| Totals | 982,262 | 1,107,948 | 12.80% | | |

