

LA/Ontario International Airport (ONT)
On-Airport Rental Car Agreements
Monthly Gross Revenue (GR) and Market Share (MS) Summary
Calendar Year 2016

RAC	January 2016		February 2016		March 2016		April 2016		May 2016		June 2016		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Alamo	561,655	9.8%	594,873	9.7%	737,960	10.5%	605,390	9.2%	535,131	8.5%	439,381	7.4%	3,474,390	9.2%
Avis	798,656	13.9%	852,419	13.9%	1,062,133	15.2%	926,455	14.1%	966,292	15.3%	963,750	16.3%	5,569,705	14.8%
Budget	898,894	15.7%	941,701	15.4%	1,009,750	14.4%	1,006,022	15.4%	934,332	14.8%	1,030,991	17.4%	5,821,690	15.5%
Dollar	415,425	7.3%	351,951	5.8%	454,793	6.5%	401,509	6.1%	433,391	6.9%	380,380	6.4%	2,437,449	6.5%
Enterprise	895,317	15.6%	1,011,903	16.5%	1,085,852	15.5%	999,093	15.2%	897,789	14.2%	804,367	13.6%	5,694,320	15.1%
Hertz	1,014,390	17.7%	1,113,167	18.2%	1,287,174	18.4%	1,253,714	19.1%	1,151,382	18.3%	1,053,145	17.8%	6,872,972	18.3%
National	893,681	15.6%	998,051	16.3%	1,063,289	15.2%	1,024,116	15.6%	980,756	15.5%	888,298	15.0%	5,848,191	15.5%
Payless							82,485	1.3%	176,819	2.8%	139,418	2.36%	398,722	1.1%
Thrifty	249,196	4.4%	249,099	4.1%	299,542	4.3%	252,745	3.9%	231,298	3.7%	213,033	3.6%	1,494,913	4.0%
Zipcar	404	0.0%	1,140	0.0%	1,274	0.0%	1,245	0.0%	540	0.0%	709	0.0%	5,311	0.0%
Total	\$ 5,727,618	100.0%	\$ 6,114,303	100.0%	\$ 7,001,766	100.0%	\$ 6,552,774	100.0%	\$ 6,307,731	100.0%	\$ 5,913,470	100.0%	\$37,617,663	100.0%

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Alamo	548,697	8.6%	569,280	9.0%									4,592,367	9.1%
Avis	1,009,484	15.8%	1,019,393	16.1%									7,598,582	15.1%
Budget	1,168,000	18.2%	977,428	15.4%									7,967,118	15.8%
Dollar	459,383	7.2%	426,502	6.7%									3,323,334	6.6%
Enterprise	914,849	14.3%	956,401	15.1%									7,565,569	15.0%
Hertz	1,027,798	16.1%	1,085,755	17.1%									8,986,525	17.8%
National	833,875	13.0%	919,979	14.5%									7,602,045	15.1%
Payless	179,975	2.8%	118,077	1.9%									696,774	1.4%
Thrifty	260,571	4.1%	267,136	4.2%									2,022,620	4.0%
Zipcar	660	0.0%	1,143	0.0%									7,115	0.0%
Total	\$ 6,403,292	100.0%	\$ 6,341,095	100.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$50,362,050	100.0%

LA/Ontario International Airport (ONT)
On-Airport Rental Car Agreements
Monthly Transactions and Market Share (MS) Summary
Calendar Year 2016

RAC	January 2016		February 2016		March 2016		April 2016		May 2016		June 2016		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Alamo	3,793	12.6%	4,054	12.8%	4,719	13.7%	3,983	11.5%	4,283	12.0%	3,472	10.1%	24,304	12.1%
Avis	3,473	11.5%	3,763	11.9%	4,414	12.8%	4,121	11.9%	4,133	11.5%	4,130	12.0%	24,034	11.9%
Budget	4,299	14.2%	4,088	12.9%	4,111	12.0%	4,929	14.2%	4,496	12.6%	4,803	14.0%	26,726	13.3%
Dollar	2,167	7.2%	1,905	6.0%	2,201	6.4%	2,291	6.6%	2,492	7.0%	3,416	9.9%	14,472	7.2%
Enterprise	5,054	16.7%	5,312	16.7%	5,619	16.3%	5,460	15.7%	5,515	15.4%	5,173	15.1%	32,133	16.0%
Hertz	5,288	17.5%	6,076	19.2%	6,192	18.0%	6,436	18.5%	6,784	19.0%	6,190	18.0%	36,966	18.4%
National	4,932	16.3%	5,323	16.8%	5,749	16.7%	5,637	16.2%	5,503	15.4%	5,112	14.9%	32,256	16.0%
Payless							545	1.6%	1,350	3.8%	905	2.6%	2,800	1.4%
Thrifty	1,194	4.0%	1,197	3.8%	1,367	4.0%	1,285	3.7%	1,223	3.4%	1,148	3.3%	7,414	3.7%
Zipcar	1	0.0%	1	0.0%	14	0.0%	15	0.0%	8	0.0%	9	0.0%	48	0.0%
Total	30,201	100.0%	31,719	100.0%	34,386	100.0%	34,702	100.0%	35,787	100.0%	34,358	100.0%	201,153	100.0%

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Alamo	4,378	13.4%	3,746	11.4%									32,428	12.1%
Avis	4,071	12.4%	4,358	13.2%									32,463	12.2%
Budget	4,762	14.5%	4,225	12.8%									35,713	13.4%
Dollar	2,261	6.9%	2,089	6.3%									18,822	7.1%
Enterprise	4,841	14.8%	4,930	14.9%									41,904	15.7%
Hertz	5,329	16.3%	6,401	19.4%									48,696	18.2%
National	4,799	14.6%	5,139	15.6%									42,194	15.8%
Payless	1,104	3.4%	806	2.4%									4,710	1.8%
Thrifty	1,212	3.7%	1,287	3.9%									9,913	3.7%
Zipcar	9	0.0%	8	0.0%									65	0.0%
Total	32,766	100.0%	32,989	100.0%	-	-	-	-	-	-	-	-	266,908	100.0%

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	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Fox	139,752	47.6%	174,957	62.1%	218,199	67.5%	216,651	100.0%	182,259	100.0%	150,219	100.0%	1,082,037	74.7%
Payless	154,036	52.4%	106,908	37.9%	104,921	32.5%							365,865	25.3%
Total	\$ 293,788	100.0%	\$ 281,866	100.0%	\$ 323,119	100.0%	\$ 216,651	100.0%	\$ 182,259	100.0%	\$ 150,219	100.0%	\$ 1,447,902	100.0%

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Fox	142,957	100.0%	147,305	100.0%									1,372,299	79.0%
Payless													365,865	21.0%
Total	\$ 142,957	100.0%	\$ 147,305	100.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,738,164	100.0%

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	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Fox Payless	1,107 966	53.4% 46.6%	1,339 644	67.5% 32.5%	2,136 684	75.7% 24.3%	1,878	100.0%	1,642	100.0%	1,365	100.0%	9,467 2,294	80.5% 19.5%
Total	2,073	100.0%	1,983	100.0%	2,820	100.0%	1,878	100.0%	1,642	100.0%	1,365	100.0%	11,761	100.0%

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Fox Payless	1,185	100.0%	957	100.0%	-	-	-	-	-	-	-	-	11,609 2,294	83.5% 16.5%
Total	1,185	100.0%	957	100.0%	-	-	-	-	-	-	-	-	13,903	100.0%