

## Rental Car Concessions (on-site)

December 2021



| Brand        | 2021 Monthly           | 2020 Monthly           | Change                 | YOY %Change   | 2021 YTD                | 2020 YTD                | Change                  | YOY YTD %Change | 2021 Market Share | 12-Month Mkt Share |
|--------------|------------------------|------------------------|------------------------|---------------|-------------------------|-------------------------|-------------------------|-----------------|-------------------|--------------------|
| Alamo        | \$3,914,519.70         | \$2,450,132.10         | \$1,464,387.60         | 59.77%        | \$50,567,603.61         | \$32,967,396.55         | \$17,600,207.06         | 53.39%          | 8.39%             | 8.27%              |
| Enterprise   | \$7,029,524.66         | \$4,298,143.72         | \$2,731,380.94         | 63.55%        | \$78,952,389.13         | \$50,499,477.16         | \$28,452,911.97         | 56.34%          | 15.08%            | 12.91%             |
| National     | \$5,864,655.59         | \$2,590,606.70         | \$3,274,048.89         | 126.38%       | \$59,813,511.58         | \$34,582,689.75         | \$25,230,821.83         | 72.96%          | 12.58%            | 9.78%              |
| Avis         | \$7,245,141.48         | \$3,630,969.12         | \$3,614,172.36         | 99.54%        | \$95,186,724.14         | \$43,738,251.11         | \$51,448,473.03         | 117.63%         | 15.54%            | 15.57%             |
| Budget       | \$5,999,863.14         | \$3,203,213.49         | \$2,796,649.65         | 87.31%        | \$115,920,306.90        | \$45,765,523.98         | \$70,154,782.92         | 153.29%         | 12.87%            | 18.96%             |
| Payless      | \$1,190,994.72         | \$588,234.17           | \$602,760.55           | 102.47%       | \$15,137,736.97         | \$8,921,133.27          | \$6,216,603.70          | 69.68%          | 2.55%             | 2.48%              |
| Dollar       | \$1,561,543.02         | \$1,034,611.87         | \$526,931.15           | 50.93%        | \$18,568,993.54         | \$9,867,480.50          | \$8,701,513.04          | 88.18%          | 3.35%             | 3.04%              |
| Thrifty      | \$1,316,049.88         | \$948,941.04           | \$367,108.84           | 38.69%        | \$27,295,113.45         | \$11,267,690.54         | \$16,027,422.91         | 142.24%         | 2.82%             | 4.46%              |
| Hertz        | \$7,855,482.65         | \$3,701,046.59         | \$4,154,436.06         | 112.25%       | \$88,452,065.37         | \$51,838,233.87         | \$36,613,831.50         | 70.63%          | 16.85%            | 14.47%             |
| Fox          | \$2,169,316.40         | \$2,348,845.31         | (\$179,528.91)         | -7.64%        | \$29,724,545.38         | \$17,526,331.32         | \$12,198,214.06         | 69.60%          | 4.65%             | 4.86%              |
| SIXT         | \$2,483,176.85         | \$1,438,815.55         | \$1,044,361.30         | 72.58%        | \$31,796,515.61         | \$15,053,767.85         | \$16,742,747.76         | 111.22%         | 5.33%             | 5.20%              |
| <b>Total</b> | <b>\$46,630,268.09</b> | <b>\$26,233,559.66</b> | <b>\$20,396,708.43</b> | <b>77.72%</b> | <b>\$611,415,505.68</b> | <b>\$322,027,975.90</b> | <b>\$289,387,529.78</b> | <b>89.87%</b>   | <b>100%</b>       | <b>100%</b>        |

1/26/2022