

CY 2019

Port of Oakland  
OAKLAND INTERNATIONAL AIRPORT  
CAR RENTAL SUMMARY

| REVENUES   | ON-AIRPORT CAR RENTAL COMPANIES |              |              |              |               |              |            |               | Deplaning Passengers | OFF - AIRPORT |            |              |
|------------|---------------------------------|--------------|--------------|--------------|---------------|--------------|------------|---------------|----------------------|---------------|------------|--------------|
|            | AVIS BUDGET GROUP               | ENTERPRISE   | FOX          | HERTZ        | VANGUARD      | DTG Group    | PAYLESS    | TOTAL         |                      | ENTERPRISE    | HERTZ      | TOTAL        |
| Jan-19     | 1,514,491.12                    | 904,126.90   | 331,916.12   | 1,151,743.68 | 1,590,697.44  | 775,291.42   | 43,873.53  | 6,312,140.21  | 491,677              | 97,478.59     | 49,272.76  | 146,751.35   |
| Feb-19     | 1,544,973.44                    | 851,005.46   | 290,436.20   | 1,092,336.77 | 1,425,687.37  | 647,145.17   | 40,185.55  | 5,891,769.96  | 439,606              | 82,601.39     | 38,689.36  | 121,290.75   |
| Mar-19     | 1,895,161.84                    | 1,076,213.99 | 361,560.24   | 1,296,404.56 | 1,651,094.60  | 711,668.19   | 71,169.58  | 7,063,273.00  | 542,973              | 81,478.59     | 54,773.31  | 136,251.90   |
| Apr-19     | 1,988,820.00                    | 1,010,042.10 | 382,526.40   | 1,259,094.12 | 1,810,155.85  | 660,170.17   | 96,035.63  | 7,206,844.27  | 573,948              | 91,783.09     | 62,950.42  | 154,733.51   |
| May-19     | 2,252,800.78                    | 1,180,661.43 | 397,807.29   | 1,508,983.46 | 2,072,768.49  | 813,727.58   | 102,301.22 | 8,329,050.25  | 599,446              | 101,753.07    | 68,888.73  | 170,641.80   |
| Jun-19     | 2,570,762.58                    | 1,318,188.22 | 354,449.32   | 1,755,988.76 | 2,227,873.48  | 990,320.52   | 140,044.74 | 9,357,627.62  | 602,168              | 124,807.52    | 66,784.53  | 191,592.05   |
| Jul-19     | 2,632,351.56                    | 1,352,214.07 | 424,182.38   | 1,801,873.41 | 2,535,503.77  | 1,057,974.06 | 144,591.83 | 9,948,691.08  | 619,145              | 87,087.37     | 100,940.03 | 188,027.40   |
| Aug-19     | 0.00                            | 0.00         | 0.00         | 0.00         | 0.00          | 0.00         | 0.00       | 0.00          |                      | 0.00          | 0.00       | 0.00         |
| Sep-19     | 0.00                            | 0.00         | 0.00         | 0.00         | 0.00          | 0.00         | 0.00       | 0.00          |                      | 0.00          | 0.00       | 0.00         |
| Oct-19     | 0.00                            | 0.00         | 0.00         | 0.00         | 0.00          | 0.00         | 0.00       | 0.00          |                      | 0.00          | 0.00       | 0.00         |
| Nov-19     | 0.00                            | 0.00         | 0.00         | 0.00         | 0.00          | 0.00         | 0.00       | 0.00          |                      | 0.00          | 0.00       | 0.00         |
| Dec-19     | 0.00                            | 0.00         | 0.00         | 0.00         | 0.00          | 0.00         | 0.00       | 0.00          |                      | 0.00          | 0.00       | 0.00         |
| <b>SUM</b> | 14,399,361.32                   | 7,692,452.17 | 2,542,877.95 | 9,866,424.76 | 13,313,781.00 | 5,656,297.11 | 638,202.08 | 54,109,396.39 | 3,868,963            | 666,989.62    | 442,299.14 | 1,109,288.76 |

% MARKET SHARE

|                              | AVIS BUDGET Group                        | ENTERPRISE | FOX    | HERTZ  | VANGUARD | DTG Group | PAYLESS | TOTAL   |  | ENTERPRISE           | HERTZ  | TOTAL   |
|------------------------------|--|------------|--------|--------|----------|-----------|---------|---------|--|----------------------|--------|---------|
|                              | Jan-19                                   | 23.99%     | 14.32% | 5.26%  | 18.25%   | 25.20%    | 12.28%  | 0.70%   |  | 100.00%              |        | 66.42%  |
| Feb-19                       | 26.22%                                   | 14.44%     | 4.93%  | 18.54% | 24.20%   | 10.98%    | 0.68%   | 100.00% |  | 68.10%               | 31.90% | 100.00% |
| Mar-19                       | 26.83%                                   | 15.24%     | 5.12%  | 18.35% | 23.38%   | 10.08%    | 1.01%   | 100.00% |  | 59.80%               | 40.20% | 100.00% |
| Apr-19                       | 27.60%                                   | 14.02%     | 5.31%  | 17.47% | 25.12%   | 9.16%     | 1.33%   | 100.00% |  | 59.32%               | 40.68% | 100.00% |
| May-19                       | 27.05%                                   | 14.18%     | 4.78%  | 18.12% | 24.89%   | 9.77%     | 1.23%   | 100.00% |  | 59.63%               | 40.37% | 100.00% |
| Jun-19                       | 27.47%                                   | 14.09%     | 3.79%  | 18.77% | 23.81%   | 10.58%    | 1.50%   | 100.00% |  | 65.14%               | 34.86% | 100.00% |
| Jul-19                       | 26.46%                                   | 13.59%     | 4.26%  | 18.11% | 25.49%   | 10.63%    | 1.45%   | 100.00% |  | 46.32%               | 53.68% | 100.00% |
| Aug-19                       |  |            |        |        |          |           |         | 0.00%   |  |                      |        | 0.00%   |
| Sep-19                       |  |            |        |        |          |           |         | 0.00%   |  |                      |        | 0.00%   |
| Oct-19                       |  |            |        |        |          |           |         | 0.00%   |  |                      |        | 0.00%   |
| Nov-19                       |  |            |        |        |          |           |         | 0.00%   |  |                      |        | 0.00%   |
| Dec-19                       |  |            |        |        |          |           |         | 0.00%   |  |                      |        | 0.00%   |
|                              | <b>ON-AIRPORT CAR RENTAL COMPANIES</b>   |            |        |        |          |           |         |         |  | <b>OFF - AIRPORT</b> |        |         |
| <b>CATEGORY MARKET SHARE</b> | 26.61%                                   | 14.22%     | 4.70%  | 18.23% | 24.61%   | 10.45%    | 1.18%   | 100.00% |  | 60.13%               | 39.87% | 100.00% |
|                              | <b>TOTAL OAK CAR RENTAL MARKET SHARE</b> |            |        |        |          |           |         |         |  |                      |        |         |
| <b>TOTAL MARKET SHARE</b>    | 26.08%                                   | 13.93%     | 4.61%  | 17.87% | 24.11%   | 10.24%    | 1.16%   |         |  | 1.21%                | 0.80%  | 100.00% |