

U.S. Car

U.S. Car Rental Market: Fleet,

Company	U.S. Cars in Service (Avg.) 2000	# U.S. Locations	U.S. Rental Revenue (M) **		Market Segmentation					
			2000 (Est.)	1999	Number of Airport Locations	Percent of Airport Transactions	Total Airport Transactions	Number of Local Market Locations	Percent of Local Market Transactions	Total Local Market Transactions
Enterprise Rent-A-Car	460,058	4,018	\$4.5B	\$3.8B	270	5%	N/A	4,000	95%	N/A
Hertz***	350,000	1,300	\$4B	\$3.7B	240	90%	21,108	1,060	10%	2,345
ANC Rental Corp.	322,000	954	\$3.4B	\$3.1B	376	85%	16.4M	578	15%	2.8M
Avis	220,000	1,000	\$2.7B	\$2.5B	N/A	85%	N/A	N/A	15%	N/A
Budget Rent a Car Corp.	148,000	1,110	\$1.95B	\$1.8B	140	70%	6M	530	30%	2.6M
Dollar Rent A Car	78,000	260	\$950	\$840	101	90%	4.4M	159	10%	490,000
Thrifty Rent-A-Car System, Inc.	50,774	575	\$559.2	\$511	168	66%	2M	407	34%	1.4M
U-Save Auto Rental of America Inc.	14,500	500	\$139	\$125	10	5%	N/A	490	95%	N/A
Advantage Rent-A-Car	13,000	150	\$120	\$100	50	60%	N/A	100	40%	N/A
†Rent-A-Wreck	12,064	488	\$102	\$99	58	10%	N/A	430	90%	N/A
†Pricele\$\$ Rent-A-Car		164			20	5%	N/A	144	95%	N/A
ACE Rent A Car	8,000	39	\$68	\$65	39	65%	N/A	N/A	35%	N/A
††Payless Car Rental System, Inc	7,500	78	\$65	\$55	43	75%	N/A	35	25%	N/A
Inter American Car Rental	5,100	13	\$42	\$39	6	65%	N/A	7	35%	N/A
Triangle Rent-A-Car	4,200	20	\$38	\$32	2	14%	29,000	18	86%	180,000
Americar	2,500	11	\$25	\$23	5	78%	126,000	6	22%	52,000
X-Press Rent-A-Car	3,000	195	\$20	\$15	1	1%	N/A	194	99%	N/A
Merchants Rent A Car	2,000	20	\$18	\$16	0	0	0	20	100%	70,000
Econo-Car Rent-A-Car System	1,850	31	\$17.5	\$15	5	20%	N/A	26	80%	N/A
Discount (U.S.)	12,000	12	\$13	\$10	2	20%	N/A	10	80%	N/A
Resort Rent-A-Car Inc.	3,200	8	N/A	\$13.45	7	99%	N/A	1	1%	N/A
Savon Rent-A-Car	1,000	10	\$8.5	N/A	0	0	N/A	10	100%	58,400
Allstate Car Rental	1,000	8	\$8.1	\$8.5	1	60%	N/A	7	40%	N/A
Affordable Car Rental/Sensible Car Rental	4,200	180	N/A	N/A	0	0	0	180	100%	N/A
Price King Rent-A-Car, Franchise Corp.	1,250	34	N/A	N/A	0	0	0	34	100%	N/A
Replace-A-Car Association	2,100	152	N/A	N/A	0	0	0	152	100%	N/A
Toyota Rent a Car	12,000	645	N/A	N/A	0	0	0	645	100%	N/A
Wheelchair Getaways, Inc.	300	48	\$7.8	\$6.5	0	0	0	48	100%	N/A
Wheelers Accessible Van Rentals	170	27	\$3.9	\$2.9	0	50%	225	27	50%	35
Rainbow Wheels	N/A	1	N/A	N/A	0	80%	N/A	1	20%	N/A
Independents	90,000	7,000	\$700	\$715	N/A	15%	N/A	N/A	85%	N/A
TOTALS:	1,829,708	19,012	\$19.4B	\$17.6B						

* Statistics based on company-provided data, public document, industry research and ARN estimates.

** Revenue comes from car rental operations only, including ancillary counter sales. Revenue represents the entire system, including corporate and franchise revenue (for those companies with franchises).

*** Based on public documents, no official information from the company.

† Cars in service and revenue figures are combined for Rent-A-Wreck and Pricele\$\$.

†† Payless revenue excludes ancillary sales.

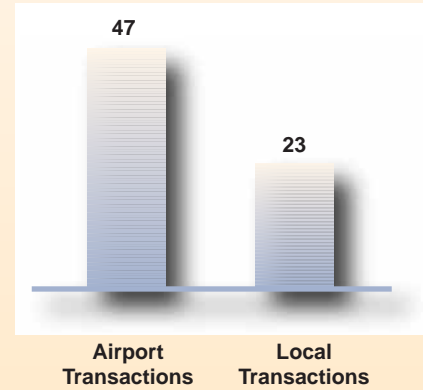
The car rental industry closes in on \$20 billion this year. Total revenue increased by more than 10% in 2000.

Rental Market

Locations and Revenue by Market Segments*

Local Market Segment				Customer Segmentation	
Replacement	Business	Leisure	Service/Maintenance	Business	Leisure
N/A	N/A	N/A	N/A	25%	75%
7%	50%	40%	3%	55%	45%
33%	55%	8%	4%	53%	47%
N/A	N/A	N/A	N/A	65%	35%
15%	25%	60%	N/A	50%	50%
N/A	40%	60%	N/A	40%	60%
10%	25%	65%	N/A	66%	34%
20%	20%	40%	20%	20%	80%
33%	33%	33%	0%	50%	50%
40%	17%	18%	25%	50%	50%
40%	10%	10%	40%	50%	50%
10%	30%	50%	10%	60%	40%
25%	15%	35%	25%	20%	80%
20%	20%	20%	40%	15%	85%
5%	60%	30%	5%	70%	30%
12%	12%	72%	4%	20%	80%
20%	5%	65%	10%	50%	50%
33%	17%	33%	17%	0%	0%
20%	30%	30%	20%	30%	70%
80%	10%	10%	0%	50%	50%
0%	0%	100%	0%	15%	85%
7%	49%	2%	42%	0%	0%
10%	20%	70%	0%	20%	80%
20%	5%	25%	50%	0%	0%
10%	30%	30%	30%	0%	0%
65%	10%	25%	0%	0%	0%
5%	0%	15%	80%	N/A	N/A
10%	10%	70%	10%	N/A	N/A
7%	20%	63%	10%	30%	70%
25%	5%	55%	15%	5%	95%
20%	25%	50%	5%	20%	80%

Average # of Daily Transactions



Daily Dollar Average

