

U.S. Car

U.S. Car Rental Market: Fleet,

Company	U.S. Rental Revenue (M) **		Number of Airport Locations	Percent of Airport Transactions	Market Total Airport Transactions		
	U.S. Cars in Service (Avg.) 2001	# U.S. Locations				2001 (Est.)	2000
^{††} Enterprise Rent-A-Car	486,138	4,398	\$5.1B	\$4.5B	N/A	5%	N/A
^{***} Hertz	320,000	1,300	\$3.7B	\$3.98B	N/A	85%	N/A
ANC Rental Corp.	271,000	978	\$3B	\$3.4B	355	85%	13.1M
Avis	200,000	931	\$2.2B ^{***}	\$2.4B	213	>90%	N/A
Budget Rent a Car Corp.	148,000	1,042	\$1.6B	\$1.8B	295	75%	N/A
Dollar Rent A Car	78,600	268	\$861	\$939	104	90%	4.28M
Thrifty Rent-A-Car System Inc.	49,750	540	\$541	\$543.1	162	67%	2.35M
U-Save Auto Rental of America Inc.	13,400	463	\$148	\$135	10	5%	N/A
^{††} Advantage Rent-A-Car	15,000	150	\$120	\$120	30	50%	N/A
^{††} Rent-A-Wreck	11,600	669	\$104	\$102	59	13%	N/A
[†] Pricele\$\$ Rent-A-Car					20	5%	N/A
ACE Rent A Car	8,000	39	\$64	\$68	39	65%	N/A
Payless Car Rental System, Inc	8,500	85	\$59	\$65	45	75%	N/A
Inter American Car Rental	5,800	13	\$41	\$42	50	75%	N/A
Triangle Rent-A-Car	3,900	20	\$35	\$35	2	13%	N/A
Americar	3,100	8	\$30	\$31	5	80%	N/A
X-Press Rent-A-Car	3,500	232	\$25	\$20	0	0%	0
Merchants Rent A Car	1,450	18	\$14	\$15	0	0%	0
Econo-Car Rent-A-Car System	2,000	36	\$19.2	\$17.5	6	20%	N/A
Payless-Allstate Car Rental	1,050	8	\$8	\$7.5	1	42%	N/A
Wheelchair Getaways Inc.	330	48	\$8.1	\$7.8	0	0%	0
Independents	107,192	7,820	\$1B	\$1.2B	N/A	15%	N/A
TOTALS:	1,738,310	19,066	\$18.7B	\$19.4B			

* 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 and franchise revenue (for those companies with franchises).

***ARN estimates.

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

^{††}Fiscal year doesn't correspond with calendar year; 2002 figures will reflect Sept.11 impact.

Rental Market

Locations and Revenue by Market Segments*

Segmentation			Customer Segmentation						
Number of Local Market Locations	Percent of Local Market Transactions	Total Local Market Transactions	Local Market Segment			Airport Market Segment			
			Replacement	Business	Leisure	Service/Maintenance	Business	Leisure	
N/A	95%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
1,060	15%	N/A	33%	55%	8%	4%	53%	47%	
623	15%	2.4M	80%	2%	12%	6%	42%	58%	
445	<10%	N/A	N/A	N/A	N/A	N/A	65%	35%	
747	25%	N/A	N/A	N/A	N/A	N/A	45%	55%	
164	10%	476,000	0	40%	60%	0%	40%	60%	
378	33%	1.13M	10%	25%	65%	0%	66%	34%	
453	95%	N/A	20%	20%	40%	20%	20%	80%	
120	50%	N/A	33%	33%	34%	0%	50%	50%	
449	90%	N/A	45%	12%	25%	18%	20%	20%	
120	95%	N/A	40%	10%	10%	40%	10%	30%	
39	35%	N/A	20%	40%	20%	20%	60%	40%	
40	25%	N/A	25%	15%	35%	25%	20%	80%	
8	25%	N/A	15%	20%	50%	15%	30%	20%	
18	87%	N/A	5%	60%	30%	5%	60%	35%	
3	20%	N/A	N/A	N/A	N/A	N/A	15%	85%	
232	100%	310,000	20%	5%	65%	10%	0%	0%	
18	100%	60,000	40%	10%	30%	20%	0%	0%	
30	80%	N/A	10%	30%	40%	20%	40%	60%	
7	58%	N/A	N/A	N/A	N/A	N/A	5%	95%	
48	100%	16,400	20%	10%	60%	10%	0%	0%	
N/A	85%	N/A	20%	25%	50%	5%	20%	80%	