State of Oregon Rental Car Price Agreement

2014
Agenda

- Introduction
- Company / Industry Overview
- Benefits of National and Enterprise
- State of Oregon/ORCPP Program Summary
- Q&A
Company / Industry Overview
About Our Company

- **$16.4 billion** in annual revenue
- **80,000** employees
- **1.4 million** vehicles
- **8,100** neighborhood and airport locations
- **Ranked #15** on Forbes list of America’s Largest Private Companies
- **BBB+, Baa1**
  - Only U.S. investment-grade car rental company
US Fleet

- A larger fleet than all of our major competitors combined

Source: Auto Rental News – Fact Book 2013
US Locations

- More locations than any of our major competitors

Source: Auto Rental News – Fact Book 2013
About Our Fleet

- Shared fleet among brands, allowing for greater flexibility
Customer Service

**Best Rental Car Company**

**Best Rental Car Company Overall**

**Best Rental Car Company Loyalty Program**

**Best Car Rental Company in North America**

**Best Car Rental Company**

**Best Car Rental Company in the World**
Enterprise Holdings Overview

- Revenue & Sales Summary Client Base
  - We have agreements with:
    - More than 70% of the Fortune 500 companies
    - 80% of the BTN Top 100 companies
Benefits of National and Enterprise
Benefits: Enterprise and National

- **Savings**
  - Special State of Oregon rates
  - Mileage reimbursement alternative
  - Long-term rental discounts

- **Convenience**
  - More than 6,045 locations in US within 15 miles of 90 percent of the population
  - Free pick-up from the office or home

- **Options**
  - Pickup trucks, cargo vans, etc.
Emerald Club Benefits

Travel/Purchasing Manager:
- Midsize compliance
- Free choice
- Policy compliance
- Hardcoded profile
- Increase adoption %
- Traveler control
- Employee satisfaction
- Frequent flyer tax avoidance

Traveler:
- Vehicle choice
- Counter bypass
- Fast and efficient
- Free upgrades
- Satellite radio
- Drop & Go\textsuperscript{SM}
- Emailed receipts
- Arrival and return alerts

Recognized at more than 6,500 locations
Emerald Aisle: 3 Easy Steps

1. Reserve and Pay for a Midsize
2. Bypass the Counter
3. Choose any Car
Emerald Club Member Communications

- Communications Preference Center
- Personalized e-statements
- Arrival Alerts
- Return Alerts
- Emerald Aisle Microsite
National Car Rental Mobile App

This revolutionary app provides a singular point of contact to manage your rentals from reservation to return with features that allow you to:

- Manage your Emerald Club profile
- Track your trip
- Choose a vehicle from the Virtual Aisle
State of Oregon Rental Program Summary
Current Enterprise Holdings State Account

- 139 State Agencies
- 69 ORCPP Member Affiliates
- 8 High Education Members
<table>
<thead>
<tr>
<th>Class</th>
<th>Daily Rate</th>
<th>Weekly</th>
<th>1 Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economy/Compact</td>
<td>31.15</td>
<td>155.75</td>
<td>623.00</td>
</tr>
<tr>
<td>Intermediate/Standard</td>
<td>33.04</td>
<td>165.20</td>
<td>660.80</td>
</tr>
<tr>
<td>Full-size</td>
<td>35.62</td>
<td>178.10</td>
<td>712.40</td>
</tr>
<tr>
<td>Standard Hybrid</td>
<td>47.14</td>
<td>235.70</td>
<td>942.80</td>
</tr>
<tr>
<td>Premium/Luxury</td>
<td>59.01</td>
<td>295.05</td>
<td>1180.20</td>
</tr>
<tr>
<td>Mini Van</td>
<td>53.47</td>
<td>267.35</td>
<td>1069.40</td>
</tr>
<tr>
<td>Medium SUV</td>
<td>54.51</td>
<td>272.55</td>
<td>1090.20</td>
</tr>
<tr>
<td>Large SUV</td>
<td>84.22</td>
<td>421.10</td>
<td>1684.40</td>
</tr>
<tr>
<td>Small Pick-Up</td>
<td>48.66</td>
<td>243.30</td>
<td>973.20</td>
</tr>
<tr>
<td>Half Ton Pick-Up</td>
<td>52.80</td>
<td>264.00</td>
<td>1056.00</td>
</tr>
<tr>
<td>Half Ton Cargo Van</td>
<td>42.86</td>
<td>214.30</td>
<td>857.20</td>
</tr>
<tr>
<td>12 Passenger Van</td>
<td>100.42</td>
<td>502.10</td>
<td>2008.40</td>
</tr>
</tbody>
</table>
Long Term Rental Rates 2014 (31+ Days)

<table>
<thead>
<tr>
<th>Class</th>
<th>31-90 Days</th>
<th>91-160 Days</th>
<th>161+ Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economy/Compact</td>
<td>20.77</td>
<td>19.73</td>
<td>19.10</td>
</tr>
<tr>
<td>Intermediate/Standard</td>
<td>21.95</td>
<td>21.54</td>
<td>20.71</td>
</tr>
<tr>
<td>Full-size</td>
<td>23.75</td>
<td>22.67</td>
<td>22.15</td>
</tr>
<tr>
<td>Standard Hybrid</td>
<td>31.42</td>
<td>29.86</td>
<td>28.91</td>
</tr>
<tr>
<td>Premium/Luxury</td>
<td>38.82</td>
<td>37.26</td>
<td>36.23</td>
</tr>
<tr>
<td>Mini Van</td>
<td>35.20</td>
<td>34.16</td>
<td>33.12</td>
</tr>
<tr>
<td>Medium SUV (5 Pass)</td>
<td>35.20</td>
<td>34.16</td>
<td>33.13</td>
</tr>
<tr>
<td>Large SUV (7-8 Pass)</td>
<td>55.17</td>
<td>52.41</td>
<td>50.76</td>
</tr>
<tr>
<td>Small Pick-Up</td>
<td>32.09</td>
<td>30.54</td>
<td>29.51</td>
</tr>
<tr>
<td>Half Ton Pick-Up</td>
<td>34.68</td>
<td>33.13</td>
<td>32.09</td>
</tr>
<tr>
<td>Half Ton Cargo Van</td>
<td>27.95</td>
<td>26.66</td>
<td>25.88</td>
</tr>
<tr>
<td>12 Passenger Van</td>
<td>65.66</td>
<td>62.36</td>
<td>60.39</td>
</tr>
</tbody>
</table>

Additional Information Before You Rent Long Term
To request a rental under the State of Oregon long term rates please e-mail Clinton.D.Fulcher@ehi.com.
Terms & Conditions

- **Young Renter:** Minimum rental age is 18 for travelers renting vehicles for official business purposes. No additional charges will be assessed for youthful drivers.
  
  ** Minimum 21 years or older for vehicles with a total capacity of 10 or more people.

- **Mileage:** All vehicle classes include unlimited free miles as long as the vehicle does not leave the U.S.

- **One-Way Rentals:**
  - One-way rentals 500 miles or less incur no additional charges.
  - For one-ways 501 miles a $125.00 drop fee will be added to the rates.
  - One-ways are available online at National Car Rental.
  - For one-ways through Enterprise, please call the renting branch directly to determine availability.

- **Exclusions:** Base Rental Rates do not include applicable taxes, surcharges, refueling, or delivery charges.
Driver Protection Products

- **Damage Waiver (DW):** Full coverage with $0.00 deductible included in rates listed.

- **Liability:** 1,000,000.00 CSL INCLUDED IN RATES LISTED.
## Geographic Surcharges

<table>
<thead>
<tr>
<th>Amount</th>
<th>Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td>$6.06</td>
<td>CALIFORNIA: Los Angeles Metro, San Diego Metro, San Francisco Metro, Oakland Metro, Sacramento Metro, Riverside Metro, San Bernardino Metro</td>
</tr>
<tr>
<td></td>
<td>TEXAS: Midland Metro, Lubbock Metro, Austin Metro, College Station Metro, Houston Metro, Dallas/Ft Worth Metro, San Antonio Metro, Brownsville/Corpus Christi Metro</td>
</tr>
<tr>
<td>$7.07</td>
<td>VERMONT: Burlington Metro, NEW YORK: Albany Metro</td>
</tr>
<tr>
<td>$10.10</td>
<td>ALASKA: Fairbanks, Anchorage, Juneau</td>
</tr>
<tr>
<td>$15.15</td>
<td>NEW YORK: Long Island Metro, Westchester Metro, Newark Metro</td>
</tr>
<tr>
<td>$23.23</td>
<td>NEW YORK: New York City Metro</td>
</tr>
</tbody>
</table>
Enterprise Contacts

Clint Fulcher – Program Director
503-913-3188 or Clinton.D.Fulcher@ehi.com

Chris Carcich – New Account Setup & Support
503-612-8194 or Christopher.E.Carcich@ehi.com

Michelle Barnes – Account Support & General Inquiries
503-612-8136 or Michelle.K.Barnes@ehi.com