

Enterprise Holdings

CCIC 12-2-2014

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ENTERPRISE HOLDINGS™



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

Total Transportation SolutionSM

- Car Sharing
- Commercial Truck
- Vanpooling (Rideshare)
- Fleet Management
- Car Sales



National Ranks Highest

- National Car Rental ranked “Highest in Rental Car Customer Satisfaction” in the J.D. Power 2013 Rental Car Satisfaction Study
- Surveyed leisure and business travelers who rented vehicles at North American airports



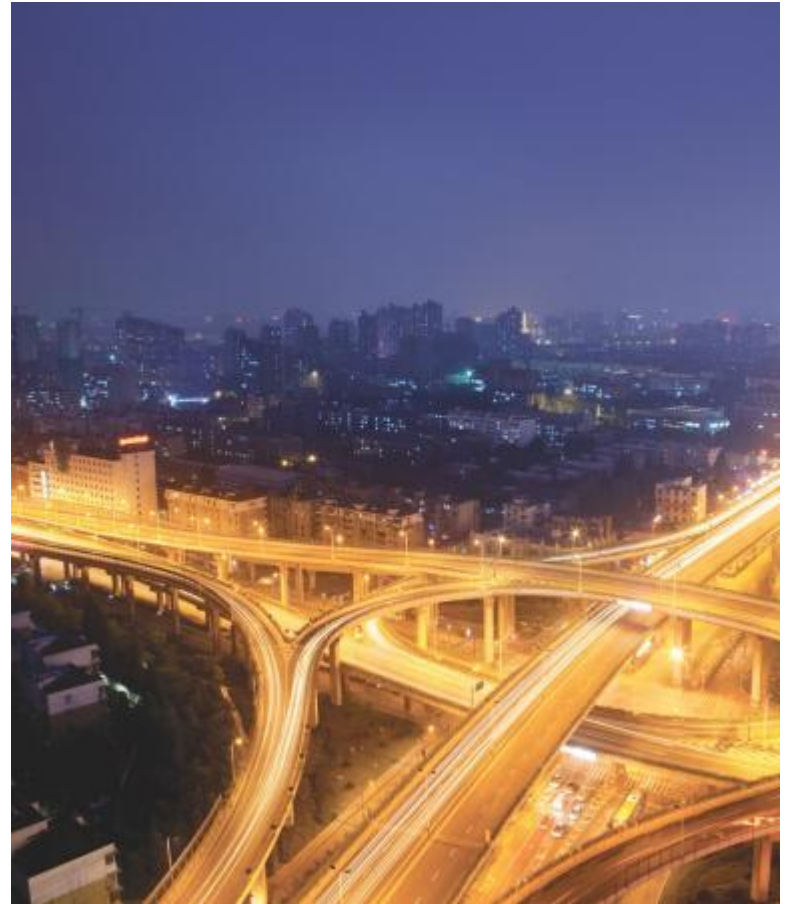
“Receiving an award rated by our customers is the highest honor we could receive. Our road warrior customers are some of the most discerning and demanding in our industry. And they’re very hard graders. We believe this recognition from J.D. Power is the demonstration that National is back as a truly first-class car rental brand and is achieving a level of success beyond all expectations.”

~ Pam Nicholson, CEO and president of Enterprise Holdings

National received the highest numerical score among rental car companies in the proprietary J.D. Power 2013 Rental Car Satisfaction Study SM. Study based on 12,382 responses measuring 13 companies and measures opinions of business and leisure travelers who rented a vehicle at an airport location. Proprietary study results are based on experiences and perceptions of surveyed in September 2012 - August 2013. Your experiences may vary. Visit jdpower.com.

Sustainability Platform

- Most fuel-efficient fleet
- Alternative Technology
- Research
- Conservation
- Customer empowerment



The Business of Sustainability

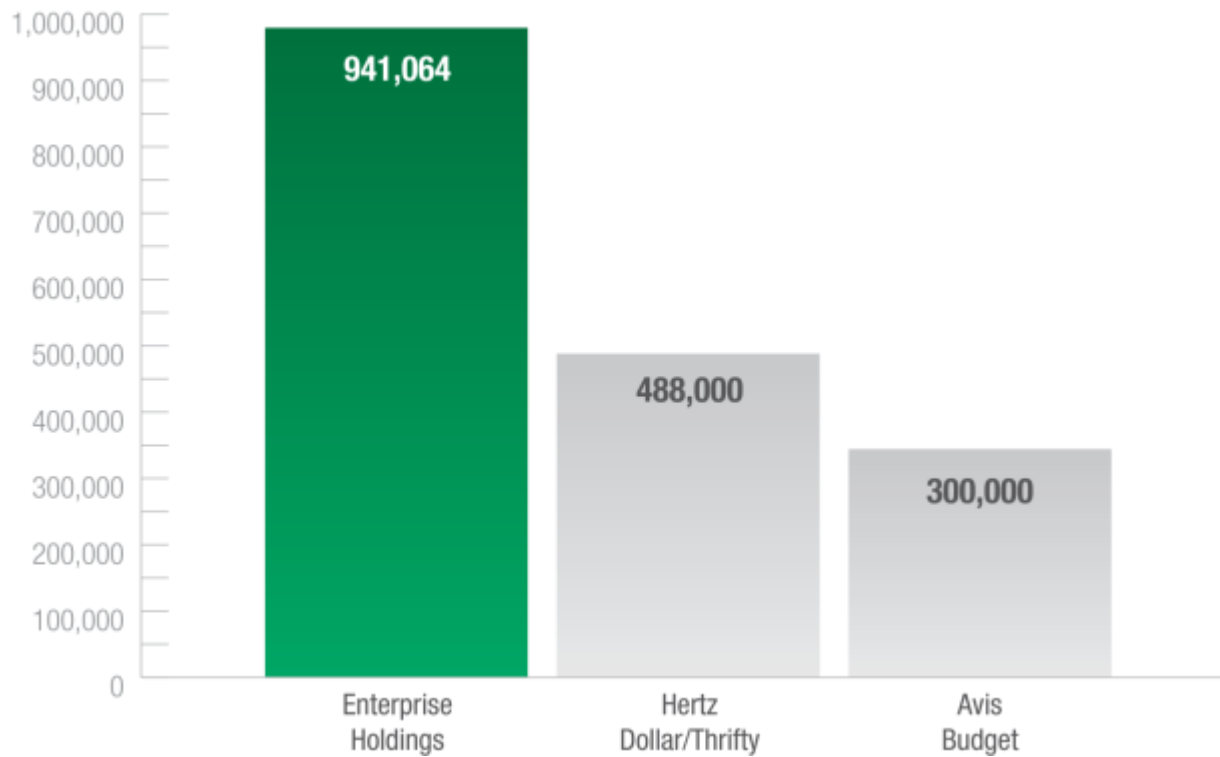
- Documents our public commitment to economic, social and environmental sustainability
- Includes 20/20 Vision, 50 Million Tree Pledge and Alternative Fuel Technology



For the complete report, please visit
www.enterpriseholdings.com/sustainability

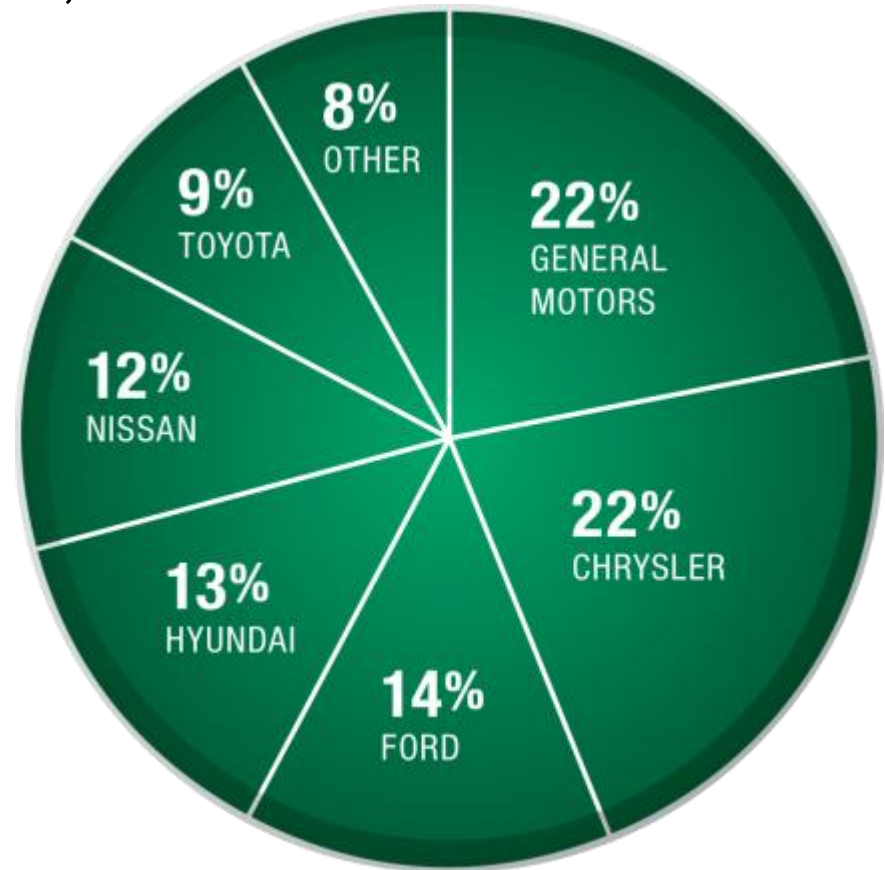
US Fleet

- A larger fleet than all of our major competitors combined




















About Our Fleet

- Shared fleet among brands, allowing for greater flexibility



About Our Car Rental Fleet

Vehicle Class	Examples
 Economy	Chevy Spark or similar
 Compact	Nissan Versa or similar
 Intermediate	Toyota Corolla, Ford Focus or similar
 Standard	Chrysler 200 or similar
 Full Size	Ford Fusion, Nissan Altima or similar
 Premium	Chrysler 300 or similar
 Luxury	Cadillac ATS, Lincoln MKZ or similar
 Minivan	Dodge Grand Caravan, Chrysler Town and Country or similar
 Intermediate SUV	Toyota Rav 4 or similar
 Standard SUV	Hyundai Santa Fe, or similar
 Luxury SUV	Cadillac Escalade, Lincoln Navigator or similar
 Premium Elite	Lincoln MKX or similar
 Large SUV	Chevy Tahoe, Ford Expedition, or similar
 Pickup Truck	Chevy Colorado, Dodge Dakota or similar
 Large Pickup	Dodge Ram 1500 Quad Cab or similar
 Full Size Crossover	Ford Edge or similar
 Cargo Van	GM Express, Ford Econoline or similar

About our Truck Fleet



24' - 26' Box Trucks



12' - 16' Stakebeds



20' - 24' Stakebeds



3/4 Ton Pickup Trucks



16' Box Trucks



Cargo Vans



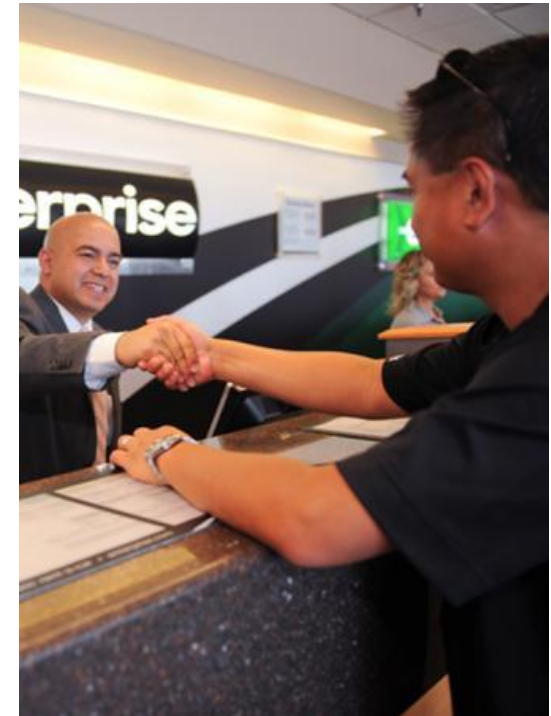
Parcel Vans



High Roof Vans

Four Areas of Cost Savings

- Is your current Enterprise program the right program
- Mileage Reimbursement Alternative
- Fleet Alternative
- Adherence to Enterprise program across all departments



Mileage Reimbursement Alternative

- Higher Education is recognizing the benefits of renting rather than reimbursing employees for miles driven
- Allows your institution to:
 - Lower cost per mile
 - Reduce liability expenses
 - Deliver high employee satisfaction
 - Improve the bottom line
 - Project correct university or college image

Rental vs Employee Reimbursement Calculator [close window](#)

Input Values [Print this page](#)
All fields required

Distance to be Traveled: Miles

Total Days in Trip:

Car Rental Daily Rate: * USD

Cost of Fuel: Gal.

Reimbursement Rate: USD / Miles

Rental Car Fuel Usage: Miles / Gal.

[Reset Calculator](#) [Calculate Results ▶](#)

* Actual rate may vary. Additional taxes, surcharges etc. may apply.

Cost of Rental is less than Reimbursement by \$ 40.61 USD

Detailed Results

Employee's Vehicle	Rental Vehicle
Reimbursement: \$ 168.00 USD	Vehicle Rental: \$ 90.00 USD
	Refueling: \$ 37.39 USD
	Cost of Rental: \$ 127.39 USD

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MINIMUM FLEET. MAXIMUM RESULTS.

- **Assumptions:**

- 12 vehicle fleet
- \$880 monthly fixed expense per truck
- 7 vehicles used full-time
- 5 vehicles used part-time

- **Approach:**

- Adjust fleet to 7 vehicles
- Supplement fleet with 4 rentals for 5 months
- \$1,550 monthly rental expense per truck

- **Impact:**

- Maximize fleet productivity
- Improve cash flow
- Flexible fleet solutions
- Avoid fixed costs
- Reduce cost by \$22K or 17%



Q & A