**Important**

- The presentation will be recorded. All Zoom participants will receive an email with a link to the recording. The recording will also be available on the Purchase, Pay & Travel website following the session.

- All participants are automatically muted on Zoom to avoid any background noise throughout the presentation.

- Enter any questions they have into the chat feature of Zoom throughout the presentation.
AGENDA

- The Strength of Our Brands
- Ready When You’re Ready
- Benefits of National and Enterprise
- Total Transportation Solution
- Dedicated Account Manager
- Navigating a Changed Industry
- Q&A
THE STRENGTH OF OUR BRANDS

VEHICLES

- More than 1.7 million vehicles worldwide

LOCATIONS

- 9,500 worldwide locations
- 5,500 U.S.

BOND CREDIT RATING

- A-, Baa1

ONLY U.S. INVESTMENT-GRADE CAR RENTAL COMPANY

AMERICA’S LARGEST PRIVATE COMPANIES

#12 Forbes
### The 2020 U.S. Car Rental Market

**Fleet, Locations & Revenue**

<table>
<thead>
<tr>
<th>Company</th>
<th>Cars in Service</th>
<th>Number of Locations</th>
<th>2020 Revenue Est. (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise Holdings</td>
<td>1,100,000</td>
<td>5,500</td>
<td>14,715</td>
</tr>
<tr>
<td>Hertz (includes Dollar Thrifty)</td>
<td>430,000</td>
<td>3,800</td>
<td>3,600</td>
</tr>
<tr>
<td>Avis (includes Payless, not Zipcar)</td>
<td>350,000</td>
<td>3,200</td>
<td>3,800</td>
</tr>
<tr>
<td>Sixt</td>
<td>18,500</td>
<td>100</td>
<td>300</td>
</tr>
</tbody>
</table>

THE
STRENGTH
OF OUR
BRANDS

Owned by Enterprise Holdings
GLOBAL NETWORK AND FLEET that can meet your needs around the world

Negotiated rates with billing and reporting CUSTOMIZED TO YOUR NEEDS

One global agreement and ONE POINT OF CONTACT
Continued to invest in **GLOBAL EXPANSION**

Adjusted our vehicle acquisition strategy to **ALIGN FLEET VOLUME**

Putting our Customers **AT THE FOREFRONT**
THE COMPLETE CLEAN PLEDGE

Rigorous and industry-leading cleaning procedures.

1 Key / key fob
2 Steering wheel
3 Steering column
4 Seat belts
5 Center console
6 Door interiors
7 Door pockets
8 Interior door handles
9 Exterior door handles
10 Seat pockets / seat surfaces
11 Areas between seats & consoles
12 Areas between seats & doorjambs
13 Cupholders / compartments
14 Instrument panel
15 Accessory panel / touchscreen
16 Rearview mirror / side mirrors
17 Visors / visor mirrors
18 Dashboard / vents
19 Gear stick / gear shift
20 Trunk release
OUR COMBINED POWER …
POWERING YOUR SUCCESS

FRICIONLESS
rental process

Two brands,
ONE LOYALTY CLUB

Where you want,
WHEN YOU WANT

SPECIAL RATES
and discounts

MILEAGE
REIMBURSEMENT
alternative
1. Reserve and pay for a midsize

2. Bypass the counter

3. Choose any car
This is an example for illustration purposes; not all lots will look the same.
<table>
<thead>
<tr>
<th>MEMBERSHIP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EMERALD CLUB.</strong></td>
</tr>
<tr>
<td>Free for every traveler</td>
</tr>
<tr>
<td>0-11 rentals or 0-39 days</td>
</tr>
<tr>
<td>Bypass the counter, choose your own car</td>
</tr>
<tr>
<td>Automatic upgrades, no blackout dates</td>
</tr>
<tr>
<td>Drop &amp; Go℠ car return</td>
</tr>
</tbody>
</table>

| **EXECUTIVE** |
| Earned membership |
| 12-24 rentals or 40-84 days |
| Executive selection |
| Guaranteed upgrade |

| **EXECUTIVE ELITE** |
| Earned or invited membership |
| 25+ rentals or 85+ days |
| Guaranteed upgrade |
| Guaranteed car with 24-hour notice |

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**FBO DELIVERY FOR ALL LEVELS**
OTHER MEMBER BENEFITS

DROP & GO℠ E-RECEIPTS

PREMIUM MOBILE APP

Manage your Emerald Club Profile

Track Your Trip

Redeem free rental days

Choose a vehicle from the Virtual Aisle
(Available in select locations)

Mobile app is available in 150 MARKETS and in 8 DIFFERENT LANGUAGES

Arrival and Return Alerts
RENTING VS. MILEAGE REIMBURSEMENT

Lower cost per mile & improved bottom line

Reduced liability expenses

Higher employee satisfaction

Efficiency with a safe new car

Consistent correct company image

See for yourself at enterprise.com/TripOptimizer
BENEFITS OF ENTERPRISE TRUCK RENTAL

Supporting your seasonal or peak demands

DEPENDABLE VEHICLES

FLEXIBLE RENTALS

SIMPPLIED TRANSACTIONS

FULLY EQUIPPED VEHICLES

LOCATIONS NATIONWIDE
USING RENTAL TO EXPAND
YOUR VIRTUAL FLEET

SEASONAL & PEAK

PROJECT

REPLACEMENT

LONG TERM
VANPOOLSING
Bring your company a smarter way to work

CONNECTS
Employees who live near each other

ENHANCES
Recruitment and Retention Efforts

ELIMINATES
Parking Congestion

REDUCES
12,500 lbs. of CO2 per commute vehicle
DEDICATED, EXPERIENCED ACCOUNT MANAGEMENT TEAM

Sandy Witte
Senior Account Manager

Micaela Howe
Director

ACCOUNT DEVELOPMENT REPRESENTATIVE (ADR)
AccountSupport@ehi.com

Worldwide Sales Teams, Enterprise and National rental locations, support departments, etc.
Business Travel Tips | The New Normal

Planning a trip? Remember to book your vehicle in advance.

Difficulty finding a rental for your entire trip? Try alternate locations to accommodate your travel plans.

Cancelling your trip? Remember to cancel your rental car reservation too.

Booking with a corporate account? Offer to verify employment to protect your company from liability.