

VAS performance, per brand					
Brand	CSR		BENCHMARK		VAS RPD
	Days %	VAS RPD	Days %	VAS RPD	VAR (%)
Hertz	73,71%	13,68	64,54%	13,71	-0,15%
Dollar	19,05%	4,93	23,02%	8,24	-40,16%
Thrifty	7,23%	11,2	12,44%	9,62	16,47%
Dollar/Thrifty	26,29%	6,66	35,46%	8,72	-23,70%
All brands	100,00%	11,84	100,00%	11,94	-0,85%

VAS performance, per product								
Product	CSR			BENCHMARK			VARIANCE	
	Days %	RPD per sold day	VAS RPD	Days %	RPD per sold day	VAS RPD	Days p.p. var.	RPD per sold day
Supercover	21,21%	29,56	6,27	21,07%	27,04	5,7	0,14%	9,32%
Upsell	10,50%	19,46	2,04	19,13%	15,94	3,05	-8,63%	22,09%
Neverlost	0,00%		0	0,67%	10,31	0,07	0,00%	0,00%
Add Driver	10,29%	13,98	1,44	8,94%	12,7	1,14	1,35%	10,05%
G&T	2,36%	10,12	0,24	1,57%	9,87	0,16	0,79%	2,54%
Car Seat	2,29%	12,02	0,28	4,44%	11,85	0,53	-2,14%	1,39%
Young Driver	0,56%	26,29	0,15	0,13%	25,44	0,03	0,42%	3,34%
PERS	13,91%	5,78	0,8	10,85%	6,22	0,67	3,06%	-7,00%
LDW	5,35%	8,21	0,44	3,76%	10,38	0,39	1,60%	-20,91%
PAI	3,62%	12,32	0,45	3,29%	10,19	0,34	0,32%	20,87%
TP	4,38%	2,03	0,09	3,48%	2,7	0,09	0,90%	-24,76%
WIFI	0,00%		0	0,16%	18,2	0,03	0,00%	0,00%
ALL IN	0,00%		0	0,00%		0	0,00%	0,00%
SUPER TP	0,00%		0	0,00%		0	0,00%	0,00%
All products			11,84			11,94		

VAS performance, per segment					
Segment	CSR		BENCHMARK		VAS RPD
	Days %	VAS RPD	Days %	VAS RPD	VAR (%)
BAP	2,43%	0,59	1,37%	4,73	-87,57%
CONTRACTS	3,89%	15,6	3,93%	6,33	146,53%
DAILY DOMESTIC	0,76%	28,37	0,48%	25,46	11,44%
DAILY INBOUND	6,05%	15,44	4,61%	18,82	-18,00%
DOMESTIC WEEKEND DIRECT	1,04%	8,46	0,36%	19,01	-55,51%
DOMESTIC WEEKEND INDIRECT	0,00%	0	0,15%	22,78	-100,00%
DOMESTIC WEEKLY DIRECT	0,00%	0	1,01%	23,22	-100,00%
DOMESTIC WEEKLY INDIRECT	0,49%	33,31	0,50%	13,03	155,67%
INBOUND LEISURE DIRECT	24,62%	15,22	16,61%	14,6	4,22%
INBOUND LEISURE INDIRECT	28,79%	12,64	27,23%	13,89	-9,05%
LONGHAUL	2,99%	13,03	5,57%	14,39	-9,44%
LONGHAUL NET RATES	0,00%	0	1,13%	17,58	-100,00%
MULTI-MONTH CONTRACT	2,02%	1,71	0,29%	0,73	134,48%
MULTI-MONTH DISCRETIONARY	2,43%	3,95	2,62%	2,27	74,12%
NET RATE INTERMEDIARIES	21,84%	4,83	30,33%	7,73	-37,53%

REPLACEMENT	0,00%	0	0,66%	0,37	-100,00%
RYAN AIR	0,70%	13,72	1,42%	10,26	33,68%
STAFF	0,49%	38,21	0,23%	6,79	462,86%
STANDARD T&M/UM	1,46%	39,32	1,39%	28,59	37,55%
VAN RETAIL	0,00%	0	0,13%	49,29	-100,00%
All segment	100,00%	11,84	100,00%	11,94	-0,85%

VAS RPD

10,04%

-33,00%

0,00%

26,71%

54,14%

-47,56%

328,00%

19,21%

12,73%

32,73%

-5,26%

0,00%

0,00%

0,00%

-0,85%