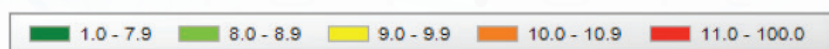
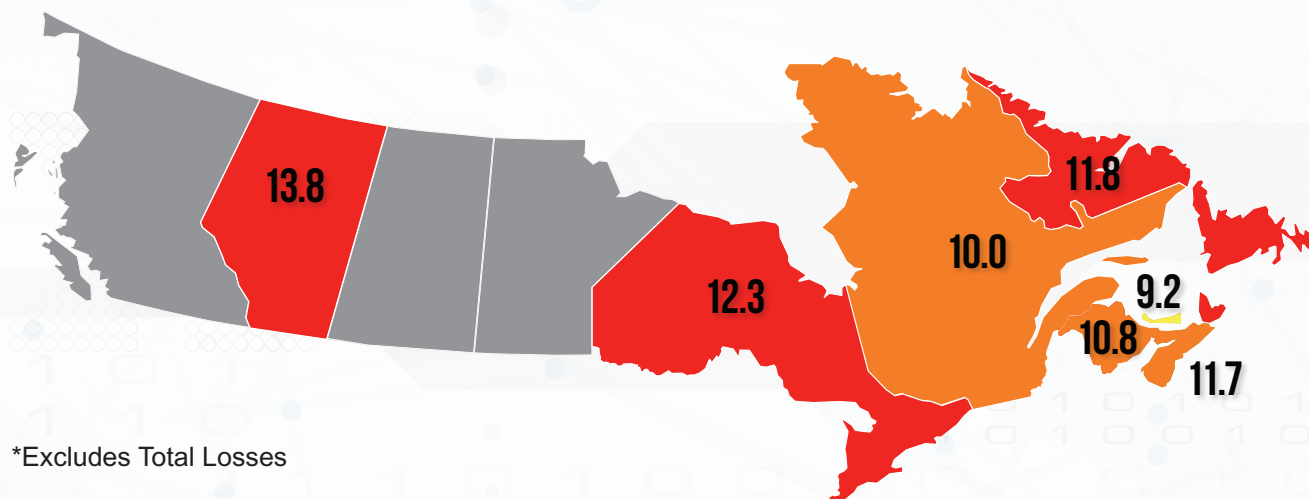


Canada Average Length of Rental by Province

Q4 - 2020



Average Billed Days for Canada		
Q4 2019	Q4 2020	Change
12.3	11.7	-0.6

Year over year change

* Source: Enterprise Rent-A-Car. Includes ARMS® Insurance Company Direct Billed Rentals; Excludes Total Loss Vehicles.

Province Avg Billed Days for Canada			
Province	Q4 2019 LOR	Q4 2020 LOR	Change
Alberta	12.1	13.8	1.7
Ontario	13.8	12.3	-1.5
Quebec	10.4	10.0	-0.4
Newfoundland and Labrador	11.9	11.8	-0.1
New Brunswick	11.6	10.8	-0.8
Nova Scotia	12.4	11.7	-0.7
Prince Edward Island	11.5	9.2	-2.3

* Data excludes the private carrier provinces of British Columbia, Manitoba and Saskatchewan.

Canada Length of Rental - Q4 2020

As 2020 drew to a close, Enterprise Rent-A-Car analyzed results by province and vehicle condition to determine any significant increases or decreases in Length of Rental (LOR). Historically, LOR starts an upward trend in October that peaks in January.

Excluding Total Losses, overall LOR in Q4 2020 was down by 6/10ths of a day (12.3 days in Q4 2019 vs. 11.7 days in Q4 2020). Among all provinces (excluding the crown provinces of BC, MB and SK), Alberta was alone in recording an LOR increase. LOR in AB was up +1.7 days year-over-year, which can be primarily attributed to the historic levels of damage to insured vehicles caused by summer 2020's hailstorms. Despite the results in Alberta, LOR decreases in the other provinces, particularly Ontario (which saw a year-over-year decrease of 1.5 days), balanced out the country's overall results.

For drivable vehicles, LOR in Canada was down by a half-day year-over-year. Alberta's drivable LOR (at +2.0 days) was again the only increase at 12.7 from previous year's 10.7. Non-drive vehicle LOR saw small increases in both Quebec and Newfoundland and Labrador, while Alberta's increase was at 1.1 days (20.0 vs. 18.9 prior year).

Ontario's Q4 2020 results were significantly lower than Q4 2019 in both drivable vehicles (-1.5 days) and non-drivable vehicles (-1.9 days). While summer and fall of 2019 saw a number of weather events in eastern Canada that raised LOR last year, 2020's lower results may also be due, in part, to the current pandemic climate with fewer damaged vehicles, leading to improved repair cycle time.

Length of Rental analysis comparing 2021 to 2020 may bring additional insights to understand how provincial and national results have been impacted by the pandemic conditions, and whether or not these results are a new baseline going forward.

Everyone is getting back to life at their own speed. Whenever and wherever customers are ready to get back on the road, Enterprise is ready with clean, sanitized vehicles and a low-touch rental process.