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OVERVIEW

Zipcar is the world's largest car sharing company, offering self-service, on-demand cars by the hour or day. As the creator of the car sharing industry in the U.S., Zipcar has made car sharing a mainstream amenity in more than 50 cities throughout North America and the UK, solving the significant parking, congestion and transportation issues that plague urban residents. In the fall of 2007, Zipcar merged with Flexcar to expand its service offering to 26 North American states and provinces, including major operations in Atlanta, Boston, Chicago Los Angeles, London, New York, Philadelphia, Portland, and San Francisco, Seattle, Toronto, Washington D.C., and Vancouver. Since its inception in 1999, Zipcar has signed nearly 200,000 consumer and business members/drivers to share 5,000 vehicles.

With Zipcar's revolutionary technology, reserving, accessing and using a Zipcar is as easy as getting cash from an ATM. In minutes or up to a year in advance, members can reserve Zipcars online or by phone, 24 hours a day, seven days a week. Zipcar members have automated access to Zipcars using a "Zipcard" to simply unlock the door and drive away. Rates are as low as \$6.00 per hour and \$56 per day, with gas, parking, insurance, and maintenance included. Zipcar also offers frequent driver and business (Zipcar for Business) programs with additional discounts.

Zipcar members can choose from more than 30 different makes and models -- the largest and most varied fleet of any car sharing service in the world. Zipcars include gas/electric hybrids such as the Toyota Prius Honda Civic, as well as pickup trucks, standard sedans, SUVs and high-end vehicles like the MINI Cooper and BMW 325i.

Zipcar Fast Facts

- With nearly 200,000 consumer and business drivers worldwide, Zipcar is the world's largest and fastest growing car sharing service.
- Zipcar has 5,000 vehicles on the road, the largest fleet of any car sharing service.
- Zipcar has the most varied fleet of any car sharing service, with more than 30 makes and models, including BMWs, Volvos, MINI Coopers, Prius Hybrids, pickup trucks and more.
- Since 2004, Zipcar has experienced 100%+ growth in its membership base. On average, more than 7,500 new members join Zipcar's service each month.
- Zipcar currently operates in London, England and 26 North American states and provinces (Arizona, California, Connecticut, District of Columbia, Florida, Georgia, Illinois, Maine, Maryland, Massachusetts, Michigan, Minnesota, New Jersey, New York, New Mexico, North Carolina, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia, Washington, and Wisconsin, and Canadian operations in Ontario and British Columbia.) Zipcar is the only U.S. car sharing service to expand outside the country.
- In May 2006, GE Commercial Finance Fleet Services green lighted \$20 million in vehicle lease financing to support significant expansion of Zipcar's service.

- In November 2006, Zipcar announced it closed \$25 million round of equity funding, led by Greylock Partners.
- In October 2005, Zipcar announced it closed its first institutional round of funding with Benchmark Capital for \$10 million.
- In 2007, Zipcar merged with Flexcar to expand its service offering to more cities throughout North America.
- Zipcar launched its Zipcar for Business program in early 2004. Since the launch of the program Zipcar has signed thousands of leading businesses.
- More than 70 colleges – including University of Michigan, MIT, University of Wisconsin-Milwaukee, Ohio State University, University of Florida, George Washington, San Francisco State, Princeton, The University of Chicago and University of Minnesota – have turned to Zipcar to make car sharing available on campus.
- Equity Residential partnered with Zipcar to provide its residents exclusive access to Zipcar memberships and to place Zipcars onsite at select properties. More than 30 other top developers and property managers – including Equity Residential, Peter Cooper Village/Stuyvesant Town, Charles E. Smith and PN Hoffman – have partnered with Zipcar to save money and distinguish their properties with car sharing on-site.

Zipcar Locations

Zipcar currently operates 5,000 cars in more than 50 cities throughout the UK and 25 North American states and provinces, including:

- Arizona (Arizona State University)
- British Columbia (Vancouver)
- California (San Francisco , Oakland)
- Connecticut (Yale, Post College)
- District of Columbia
- Florida (University of Florida)
- Georgia (Atlanta)
- Illinois (Chicago, Evanston)
- Maine (Bates College)
- Maryland (Bethesda, Greenbelt, Rockville, Silver Spring, Takoma Park)
- Massachusetts (Amherst, Boston, Cambridge, Needham, Northampton, Wellesley)
- Michigan (Ann Arbor)
- Minnesota (Minneapolis)
- New Jersey (Hoboken, Madison, New Brunswick, Princeton)
- New Mexico (University of New Mexico)
- New York (Brooklyn, Long Island City, Manhattan, Purchase, Rochester, White Plains)
- Ohio (Ohio State University)
- Ontario, Canada (Toronto)
- Oregon (Portland)
- North Carolina (Chapel Hill)
- Pennsylvania (Carnegie Mellon, Philadelphia, Pittsburgh)
- Rhode Island (Providence)
- Vermont (Middlebury College)

- Virginia (Arlington, Alexandria, Springfield)
- Washington (Seattle)
- Wisconsin (University of Wisconsin- Milwaukee)