

Cox
AUTOMOTIVE™

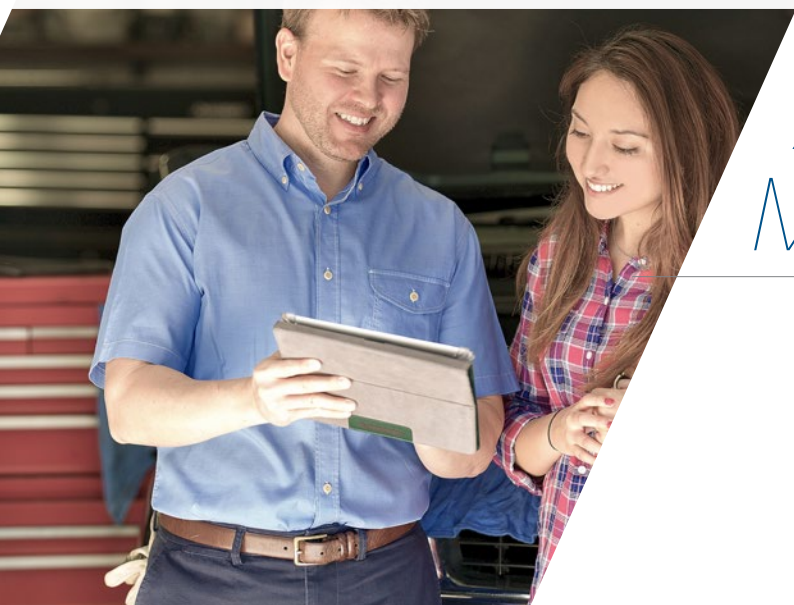
CONNECTIONS THAT COUNT



OUR PURPOSE



EMPOWERING CLIENTS TO THRIVE IN A RAPIDLY CHANGING MARKETPLACE




CREATING A *CONNECTED* AUTOMOTIVE WORLD

At this moment, every aspect of our industry is changing — from how cars are designed, produced and built, to how they are moving through the automotive ecosystem — and it's all being driven by our constant access to a connected world. And while connectivity is revolutionizing the way we do business, the challenges of keeping up can leave you breathless.

Cox Automotive connects pillars of our industry to drive results for dealers, lenders, OEMs and consumers. We touch three-quarters of all vehicle transactions in North America, and we are quickly expanding our influence around the world. From inventory and marketing to sales and service — through each stage of a car's life — we're connected to the process. We intend to lead the way in the automotive world and to help you thrive in this rapidly changing marketplace.



COX AUTOMOTIVE™



“Integration is innovation. We’re really focused on relentless execution and improving all of our products this year and next.”

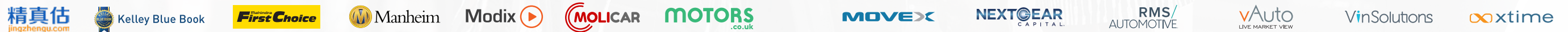
SANDY SCHWARTZ / PRESIDENT

75%

Of all vehicles sold in North America touch one of our brands¹

OUR UNMATCHED INDUSTRY REACH

Together, our 25+ connected brands provide a comprehensive set of products and services that simplify the process, remove friction and enable the smart, connected, enjoyable experience all car buyers and sellers expect.



OUR GLOBAL PRESENCE

CANADA

DEALER.COM Dealertrack HomeNet Manheim NEXTGEAR CAPITAL
//Ready RMS/AUTOMOTIVE vAuto VinSolutions ∞xtime

Dealer-Auction.com incadea Manheim

Modix MOTORS MOVEX

NEXTGEAR CAPITAL RMS/AUTOMOTIVE ∞xtime

U.K.

CONTINENTAL EUROPE

Kelley Blue Book incadea Manheim Modix RMS/AUTOMOTIVE ∞xtime

U.S.

AiM Autotrader CentralDispatch DEALER.COM Dealer-Auction.com Dealertrack DEAL SHIELD HomeNet
Kelley Blue Book Manheim NEXTGEAR CAPITAL //Ready RMS/AUTOMOTIVE vAuto VinSolutions ∞xtime

CHINA & SE ASIA

AUTOST 汽车街 易车 incadea
First Choice Manheim Modix RMS/AUTOMOTIVE

With a physical presence in 28 countries and a network that spans 100+ markets, Cox Automotive delivers proven, state-of-the-art expertise and solutions to our clients around the globe.¹

¹ Cox Automotive Internal Data, as of June 2017

LATIN AMERICA

incadea Kelley Blue Book Manheim MOLICAR RMS/AUTOMOTIVE

AUSTRALIA / NEW ZEALAND

Cars Guide Dealer Solutions incadea Manheim ∞xtime



CREATING CONNECTIONS THAT COUNT THROUGHOUT THE AUTOMOTIVE ECOSYSTEM



IDENTIFY, ACQUIRE AND
FINANCE THE RIGHT **INVENTORY**

PLAN, PRICE AND **MARKET** VEHICLES
IN THE SHOWROOM AND ONLINE

MAKE IN-STORE **SALES**
EXPERIENCES SMOOTH, QUICK
AND TRUSTWORTHY

SCHEDULE **SERVICE**
APPOINTMENTS AND CULTIVATE
AFTER-SALE RELATIONSHIPS

POWER SUCCESSFUL DEALERSHIP **OPERATIONS**

IDENTIFY, ACQUIRE AND FINANCE THE RIGHT INVENTORY



U.S. BRANDS



INTERNATIONAL BRANDS





TURN INVENTORY FASTER WITH A SINGLE SOURCE

With the unprecedented volume of used vehicles hitting the marketplace, Cox Automotive is the single source to help you capitalize on this incredible opportunity. We connect you directly with physical, digital and mobile auctions, 24/7 buying and selling, plus everything you need to finance, transport and reduce your risk. Think of it all as inventory innovations that drive your success.

“ I love vAuto and I love Velocity. My average turn is 21 days. That puts me at about 17 to 18 times a year. I love that it works with everything else. The first thing I do when I get to the store is kick vAuto open so I can do my pricing strategy. ”

JOEL JONES / USED CAR MANAGER / LOUISVILLE, KY



10.5k *Number of vehicle carriers available to move your vehicles via Ready Logistics and Central Dispatch¹*

90%+ *Percentage of wholesale vehicles that qualify for DealShield²*

\$57B *Total value of Manheim transactions, 2016³*

¹ Ready Logistics and Central Dispatch Internal Data, as of March 2017; ² Manheim & DealShield Internal Data, as of March 2017; ³ Manheim Fact Sheet, Jan-Dec 2016

¹ Ready Logistics and Central Dispatch Internal Data, as of March 2017



INVENTORY

U.S./U.S. (HO)

vAuto
LIVE MARKET VIEW

NEW AND USED VEHICLE
INVENTORY OPTIMIZATION AND
PRICING IN THE U.S. AND CANADA

Manheim

LIVE AUCTION AND DIGITAL
REMARKETING LEADER IN 11
COUNTRIES ACROSS 5 CONTINENTS

**RMS/
AUTOMOTIVE**

REAL-TIME PORTFOLIO MANAGEMENT
FROM ONE SINGLE POINT IN
30+ MARKETS

10K⁺
vAuto dealer-clients¹

3⁺
vAuto dealers turn inventory 3 times
more annually than non-vAuto dealers.²

8M
Vehicles registered
annually³

780
Auctions per
week (approx.)⁴

3.5M⁺
Vehicles processed globally⁵

42
Currencies handled⁶

¹ vAuto Financial review, as of April 2017 (U.S. only); ² Autotrader listing data, vAuto vs non-vAuto users, turn based on avg. days active listings (~23,000 dealers w/ avg. 85 vehicle listings), April 13, 2017 (U.S. only); ³ Manheim Fact Sheet, Jan-Dec 2016 (U.S. only); ⁴ Manheim.com Sales Data, Dec 2016 (U.S. only).

^{5,6} RMS Global Internal Data, as of June 2017

INVENTORY

U.S./U.S. (HQ)



STANDARDIZED INSPECTION TECHNOLOGIES ACROSS LIVE AND ONLINE AUCTIONS IN THE U.S.

12M Annual car inspections¹
195k MarketConnect sales²



FLEXIBLE FLOOR PLANNING SOLUTIONS FOR DEALERS THROUGHOUT THE U.S., CANADA, U.K AND IRELAND

1.9M⁺ Forecasted vehicle floors in 2017³
23k Dealer-clients⁴



INVENTORY RISK MITIGATION FOR THE WHOLESALE AUTOMOTIVE MARKETPLACE IN THE U.S.

\$10B Vehicle value protected⁵
15k Unique clients who have purchased DealShield guarantees⁶

^{1,2} AIM Annualized Stats, 2016; ^{3,4} NextGear Capital FP&A, May 2017

^{5,6} DealShield Internal Data, Jun 2017

INVENTORY

U.S./U.S. (HO)



INVENTORY MERCHANDISING, CONTENT MANAGEMENT AND DISTRIBUTION FROM ONE PLATFORM IN THE U.S. AND CANADA

234M
Vehicles processed per day¹

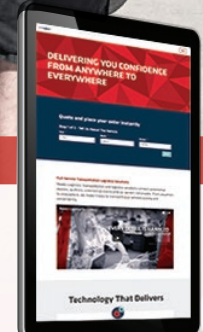
112M
Unique VINs²



END-TO-END LOGISTICS SERVICES AND SOLUTIONS FOR CLIENTS IN THE U.S. AND CANADA

6.5k
Qualified carriers³

1.8M
Vehicles delivered in 2016⁴



SELF-MANAGED LOGISTICS NETWORK MATCHING SHIPPERS AND CARRIERS IN THE U.S.

10.5k
Active carrier subscribers⁵

7.2k
Active shipper subscribers⁶



¹ HomeNet Online Site Data - Average 7 day period (5/8-5/15/2017); ² HomeNet Online Site Data - # of unique VINs (5/8-5/15/2017); ^{3,4} Ready Logistics Internal Data, as of Dec 2016

^{5,6} Central Dispatch Internal Data, as of March 2017

INVENTORY 
INTERNATIONAL



 Dealer-Auction.com

ONLINE TRADE-ONLY AUCTION OF VEHICLES
DIRECT FROM FRANCHISE DEALERS IN
THE U.K., AUSTRALIA AND THAILAND

750 **4.5k**
Selling franchised dealers¹ Active buyers²

^{1,2} Dealer-Auction Internal Data, as of June 2017; ³ Molicar Internal Data, as of May 2017;

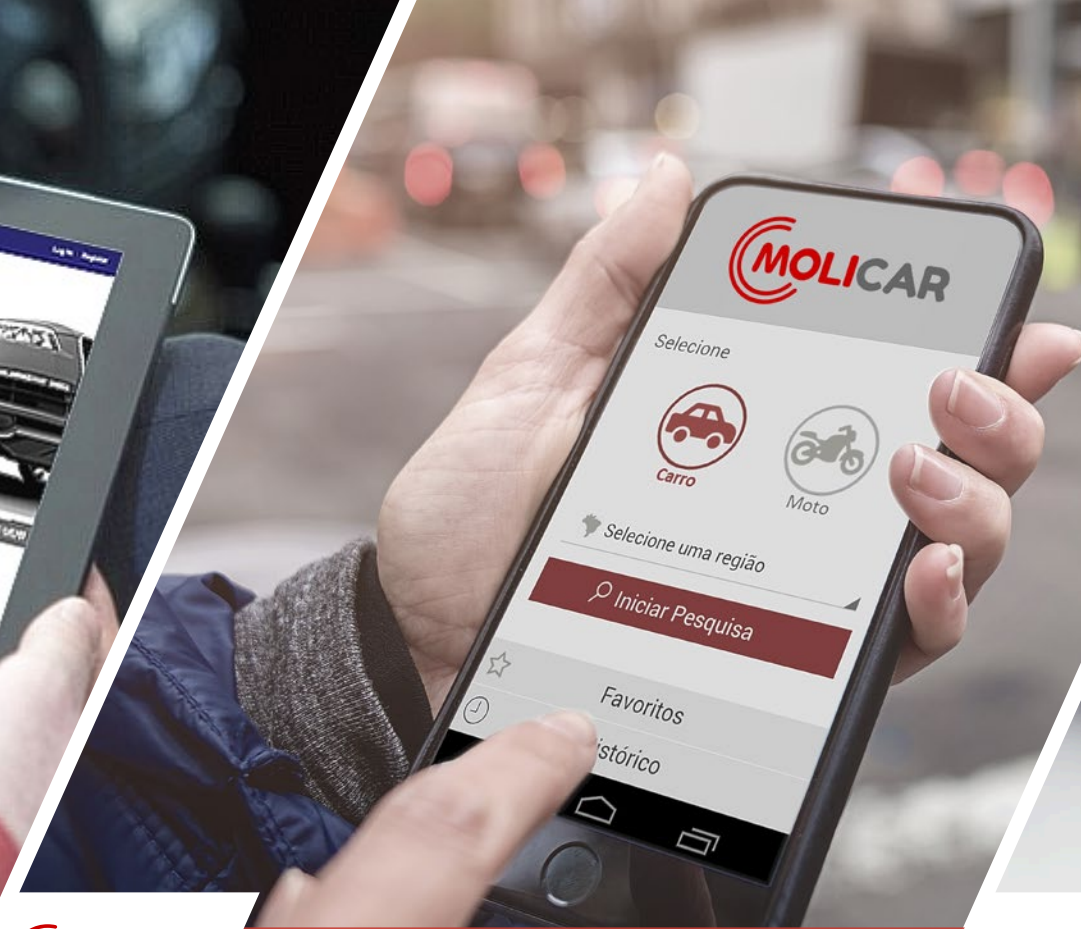
⁴ Molicar Internal Data, as of May 2017, including all passenger vehicles, commercial vehicles, trucks, trailers, buses and motorcycles in the Brazilian market.

 MOLICAR

LEADER IN VEHICLE VALUATIONS FOR
BRAZIL'S BUSINESS SECTOR

27k **80%**
Vehicles listed³ Of auto financing in Brazil
relies on Molicar valuations⁴

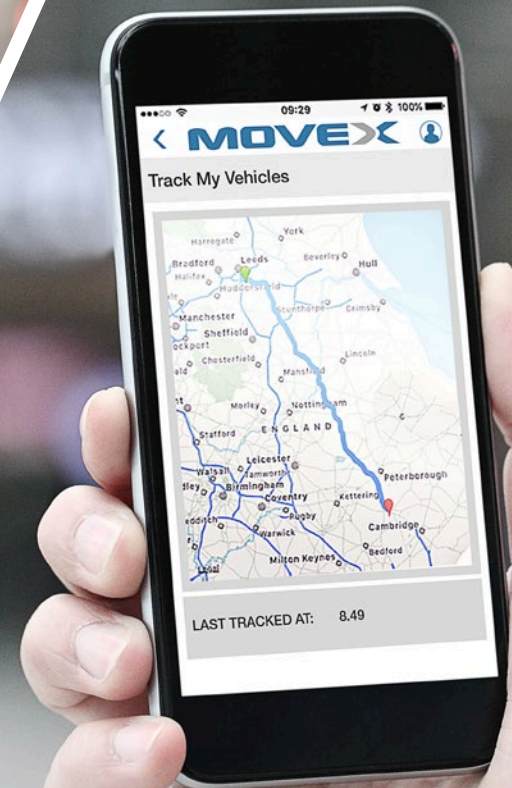
^{5,6} Movex Internal Data, as of May 2017



MOVEX

B2B PLATFORM IN THE U.K. CONNECTING
USED VEHICLE TRANSPORT DEMAND
WITH USED VEHICLE LOGISTICS SUPPLY

600 **7k**
Transport companies⁵ Active buyers⁶



^{5,6} Movex Internal Data, as of May 2017



FEATURED SOLUTION
RAPID RETAIL

ACCELERATE RETAIL READINESS TO GROW PROFITS

In a business where your margins are constantly being squeezed, reducing time-to-market can gain you a critical advantage. Our Rapid Retail Solution gets you there by connecting auctions, logistics, merchandising and advertising together. It's one unified solution that shrinks the time it takes to acquire and get your inventory retail-ready. Your vehicles get to market before the competition. You get more exposure for faster turn so you can accelerate time to profit.



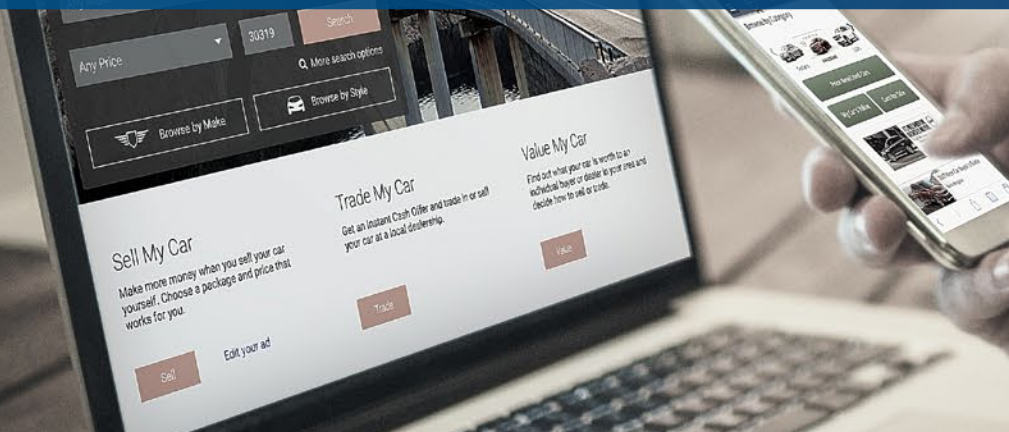
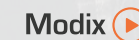
MARKET CARS IN THE SHOWROOM AND ONLINE



U.S. BRANDS



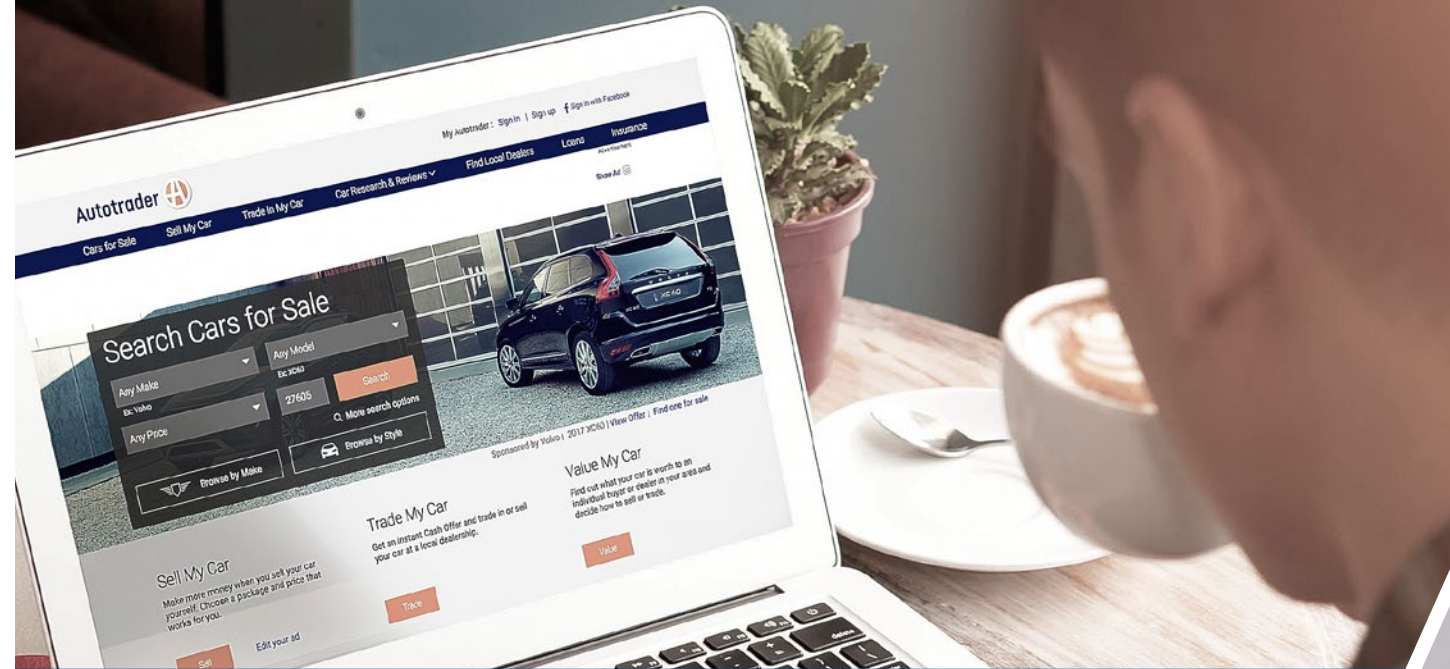
INTERNATIONAL BRANDS





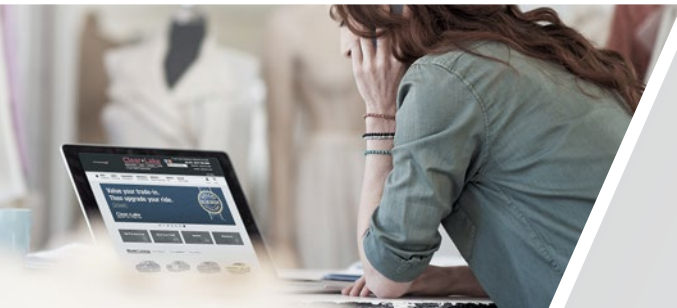
ENGAGE THE MOST SHOPPERS WITH CONNECTED MEDIA SOLUTIONS

When it comes to marketing innovation, reach and results, we power the connections to give dealerships an advantage that really counts. No one comes close to our scale, scope and effectiveness at not only connecting with likely buyers, but also engaging and converting them into customers. You can create and optimize a digital strategy that links your inventory with likely buyers across the Internet, drives them to your digital showroom, initiates complete deals online, and tracks engagement and ROI every step of the way.



It's cost-effective and gets my inventory in front of real customers. Being able to be competitive with larger dealerships makes all the sense in the world in this day and age.

JOSH DEMARS / FAMILY CAR FACTORY



87% Of online car buyers in the U.S. at your fingertips via our marketing resources¹

8x More deals are possible for dealerships using our connected experience²

71% Of those planning to purchase within 30 days visit Autotrader and/or Kelley Blue Book³

^{1,3} 2017 Cox Automotive Car Buyer Journey Study, based on use of Autotrader, Kelley Blue Book and Dealer.com websites;
² Dealer.com Pixall data, Nov 2016, based on use of all 3 branded websites vs. using only a dealer website

MARKETING

U.S./U.S. (HQ)



Kelley Blue Book

LEADING PROVIDER OF NEW AND USED VEHICLE INFORMATION IN THE U.S. AND PORTUGAL

22.3M

Unique visitors monthly¹

66%

Of all car buyers use KBB.com²

Autotrader



THE CORNERSTONE OF CAR BUYING AND SELLING IN THE U.S.

18.4M

Unique visitors monthly³

4.6M

Average daily vehicle listings⁴

DEALER.COM

RETAIL AUTOMOTIVE'S MOST COMPLETE AND CONNECTED DIGITAL MARKETING SOLUTION IN THE U.S. AND CANADA

45M⁺

Unique visitors monthly on 13,000+ Dealer.com websites⁵

75M

Vehicles viewed per month across Dealer.com websites⁶

¹ Netezza and Adobe Analytics, avg. May 2016-April 2017 (U.S. only); ² 2017 Cox Automotive Car Buyer Journey Study (U.S. only); ³ Netezza Site Activity, avg. May 2016-April 2017 (U.S. only); Netezza Inventory Detail, avg. May 2016-April 2017 (U.S. only).

^{5,6} Dealer.com Internal Data, as of April 2017

MARKETING

INTERNATIONAL



USED VEHICLE MARKETPLACE
FOR CHINESE DEALERS
AND CONSUMERS

15

Operating locations¹

6k

Participating dealers²



NEW AND USED CAR
TRANSACTION MARKETPLACES
FOR THE CHINESE MARKET

440k

Total revenue-generating
transactions in 2016

#1

Online automobile transaction platform in China⁴

CarsGuide™

AUTOMOTIVE CLASSIFIEDS AND
EXPERT REVIEWS FOR
AUSTRALIAN CAR BUYERS

35%

YOY growth for last 3 years⁵

2.5M

Users per month⁶



¹ Autostreet Internal Data, 2015; ² Autostreet Internal Data, 2016; ³ BitAuto International Data, 2015; ⁴ iResearch, 2014

⁵ CarsGuide Internal Data, 2017; ⁶ Google Analytics, as of May 2017

MARKETING

INTERNATIONAL



INTEGRATED INVENTORY, LEAD, WEBSITE AND TECHNOLOGY SOLUTIONS FOR THE AUSTRALIAN AUTOMOTIVE INDUSTRY

2.6M¹

Photos displayed on inventory¹

1.2M⁺

Vehicle page views per month²

精真估
jingzhengu.com

USED CAR VALUATIONS FOR THE CHINESE MARKET ADVISED BY KELLEY BLUE BOOK

11k³

Used car dealers, covering 100+ cities in China³

14⁺

OEMs serviced⁴



Mahindra
First Choice

ONE OF INDIA'S LEADING MARKETPLACES FOR MULTI-BRAND, CERTIFIED PRE-OWNED CARS

120k⁵

Vehicles sold through outlets⁵

600⁺

Cities⁶

RE-OWNED CAR STORE

Mahindra
First Choice

WARRANTY ON CARS FOR COMPLETE PEACE OF MIND



^{1,2} Dealer Solutions Internal Data, as of Jun 2017; ^{3,4} Jingzhengu Internal Data, 2016

^{5,6} MFCW Internal Data, 2015

MARKETING

INTERNATIONAL



Modix 

INTERNATIONAL DIGITAL MARKETING
AND SALES SOLUTION FOR
OEMs AND DEALERS

30

OEMs serviced¹

500k

Cars currently on client websites²

MOTORS
.co.uk

CONNECTING CAR BUYERS
AND SELLERS IN THE U.K.

4.2M

Unique visitors monthly³

350k

Cars on site⁴

“ The Modix AdBox saves us a tremendous amount of time and effort. Given that the ads are generated dynamically based on a continuous analysis of our vehicle inventory, our offers are always up to date and custom-tailored to the needs of the person searching. ”

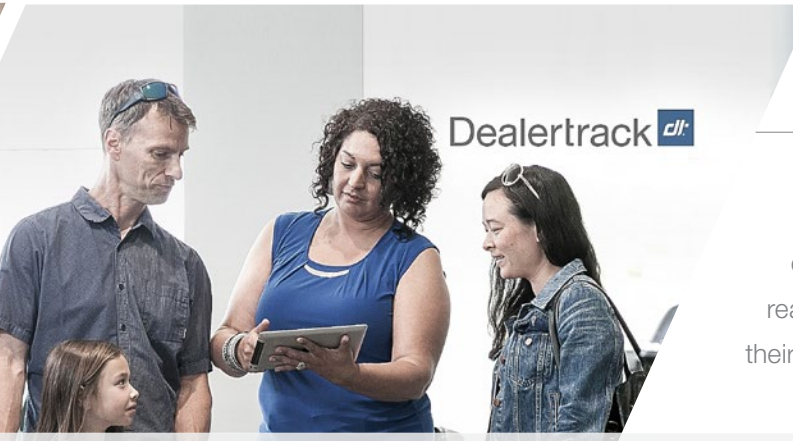
JENS AHRENS / HEAD OF MARKETING / MOTOR CENTER HEINEN GMBH

^{1,2} Modix Internal Data, as of July 2016; ^{3,4} Motors.co.uk Site Data, 2016 monthly average



FEATURED SOLUTION
DIGITAL RETAILING

EVOLVE FROM CHASING LEADS TO CLOSING DEALS ONLINE




Dealertrack 

Accustomed to buying almost everything online, consumers want to purchase their next car that way, too. As they move through the process, from penciling in deal terms to valuating a trade to submitting a credit app, they're willing to share real information to make it happen. Our Digital Retailing Solution allows you to meet their expectations, while driving greater efficiencies and profitability for your dealership.

Autotrader 

DEALER.COM

Dealertrack 

 Kelley Blue Book



MAKE IN-STORE **SALES** EXPERIENCES SMOOTH AND TRUSTWORTHY



U.S. BRANDS

Dealertrack 

 Kelley Blue Book

 Manheim

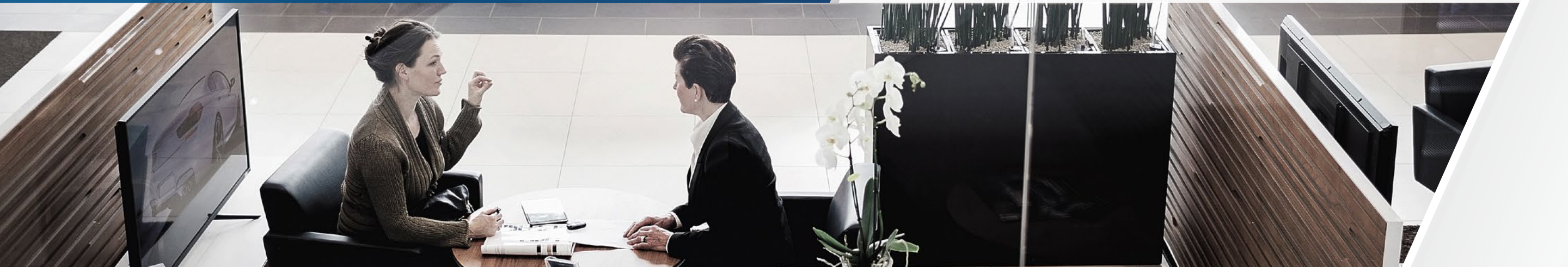
 vAuto
LIVE MARKET VIEW

 VinSolutions

INTERNATIONAL BRANDS

 Dealer
Solutions
Meets Performance

incadea 





CLOSE MORE DEALS WITH AN EXPERIENCE CONSUMERS AND CLIENTS EXPECT

Today's car buyers expect a personalized and flexible online and in-store experience. Our connected retail solutions help you deliver what today's automotive consumers expect: An accelerated shopping experience that's efficient, trustworthy and engaging, because we're able to seamlessly connect your website and in-store deal-making tools to your showroom and across every aspect of the purchasing experience.



2.3x Customers are more than twice as likely to return for service when introduced to the department at time of purchase¹

130⁺ Dealertrack partners, 70+ OEM and third-party DMS integrations²

70% Faster title release with Accelerated Title³

1, 2, 3 Dealertrack Internal Data, as of May 2017



“Time kills deals. We wanted a more seamless process that would enhance our customer experience.”

KEVIN COOK / GENERAL MANAGER / STRAUB AUTOMOTIVE



SALES

U.S.



Dealertrack

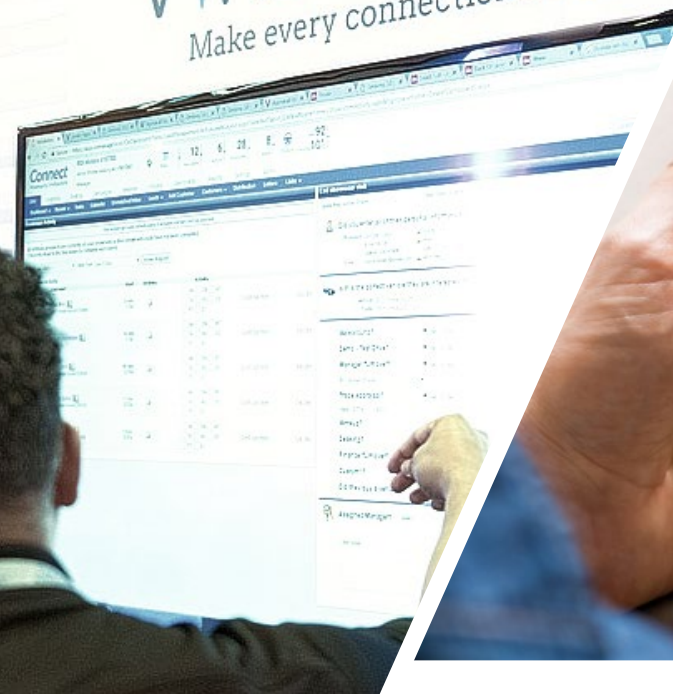
INTEGRATED TECHNOLOGY SOLUTIONS FOR THE RETAIL AUTOMOTIVE INDUSTRY IN THE U.S. AND CANADA.

42M⁺
Titles under management
(includes paper and electronic)¹

20⁺
Manufacturer programs²

VinSolutions

Make every connection count.



VinSolutions

ALL-IN-ONE CUSTOMER MANAGEMENT SYSTEM FOR CLIENTS IN THE U.S. AND CANADA.

41.9M⁺ **529k**
Emails sent per month to consumers through Connect CRM³ Total used car sales for all active dealerships using Vin Solutions⁴



incadea

INTERNATIONAL DMS SOLUTION FOR THE GLOBAL RETAIL AND WHOLESALE AUTOMOTIVE MARKETS.

100k
Users⁵

100⁺
Markets⁶

^{1,2} Dealertrack DMS data, Jan-Dec 2016; ^{3,4} VinSolutions CRM Internal Data, Jan-June 2017; ^{5,6} Incadea Internal Data, 2016



FEATURED SOLUTION
OPEN PLATFORMS

CREATING SEAMLESS CONNECTIONS TO SIMPLIFY WORKFLOWS

Our vision to transform the way the world buys, sells and owns cars starts with what we think is best for the industry. A big part of that is laying the foundation for smart, easy-to-use integration that simplifies workflows to improve operational excellence, sales efficiency, profitability and customer satisfaction.



Bridge ID | SINGLE SIGN-ON TECHNOLOGY >

DEALER.COM

Dealertrack

HomeNet
AUTOMOTIVE

vAuto
LIVE MARKET VIEW

VinSolutions

∞xtime

DMS | CAPTURE AND ANALYZE DATA

CRM | INSIGHT INTO CUSTOMER BEHAVIOR

SCHEDULE **SERVICE** APPOINTMENTS AND CULTIVATE AFTER-SALE RELATIONSHIPS



U.S. BRANDS

Dealertrack 

VinSolutions

INTERNATIONAL BRANDS

incadea 

 xtime



CULTIVATING AN OWNERSHIP EXPERIENCE THAT MAXIMIZES RETENTION AND REPURCHASE

When it comes to attracting and retaining service department customers, it all comes down to trust. Statistics show that the vast majority of satisfied service customers will become repeat car-buying customers. We can help lay the foundation for a smooth, seamless service operation with connected solutions that help you better schedule, manage and perform service appointments.



“Xtime’s tools make it a lot easier because we’re using devices guests feel comfortable with, so it feels like it’s more of a collaborative discussion and not just us trying to sell them anything.”

SHAUN DEL GRANDE / PRESIDENT / DEL GRANDE DEALER GROUP



64% *Of dealers say that customer retention is their primary concern¹*

93% *Of dealers say that the experience is more important than the repair itself²*

85% *Of dealerships feel that their current systems do not provide a superior ownership experience³*

^{1,2} Dealertrack DMS Data, Jan–Dec 2016; ³ 2017 Xtime Market Research Study



SERVICE

U.S.
INTERNATIONAL



xtime

INTERNATIONAL END-TO-END
RETENTION SOLUTIONS FOR
AUTOMOTIVE RETAILERS.



28
OEM partnerships¹

44M
Service appointments
processed annually²

“Originally, we didn’t have an appointment system at First Texas. It was difficult for customers to trust us because they didn’t have a definite time. Xtime allows us to assign a specific time for their appointment, and lets our customers know they’re being taken care of.”

TONY PEREIRA / SERVICE DIRECTOR / FIRST TEXAS HONDA

¹Xtime Internal Data, as of Feb 2017; ²Xtime Internal Data, as of Dec 2016



FEATURED SOLUTION
SPECTRUM

DRIVE OWNER LOYALTY THROUGH ONE SERVICE EXPERIENCE PLATFORM



The Xtime retention system is the industry's only cloud-based solution that connects consumers and service personnel through a unified platform, resulting in an optimized, end-to-end ownership experience that improves service retention for OEMs and their dealerships.

xtime
SPECTRUM



OUR PIONEERING SPIRIT

TO DRIVE VALUE FOR OUR CLIENTS

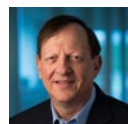
Cox Automotive was founded by a group of forward-thinking entrepreneurs, and to this day continues to embrace a pioneering spirit so we can provide unmatched value for our clients. In fact, it is part of our very fabric and culture, with many of our leaders proud veterans of startups themselves. Among our team members, innovation is encouraged and rewarded. It's what inspires our brands' leaders to take risks, fail fast and maintain the startup mentality that made us love them. It's what drives us to keep providing best-in-class solutions for our clients.



OUR DRIVE + COMMITMENT

Cox Automotive leaders have their hands firmly on the pulse of the automotive industry, with unmatched expertise in vehicle remarketing services, and digital and software solutions for automotive dealers. Their dedication, drive and commitment to improving the automotive industry serve as a guiding force as we continue to transform the way the world buys, sells and owns cars.

OUR LEADERSHIP



Sandy Schwartz
President



Mark O'Neil
EVP & Chief
Operating Officer



Mark Bowser
EVP & Chief
Financial Officer



Janet Barnard
EVP & Chief
People Officer



John Bailey
President, International



Grace Huang
President, Inventory
Solutions Group



Keith Jezek
President, Retail
Solutions Group



Shane O'Dell
President, Financial
Solutions Group



John Kovac
EVP & Chief
Marketing Officer



Dale Pollak
EVP, Cox Automotive
Founder, vAuto



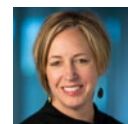
Raj Sundaram
EVP & Chief Client
Success Officer



Bryan Landerman
SVP & Chief
Technology Officer



Amy Mills
SVP, Strategy



Shirley Powell
SVP, Communications &
Community Relations

*YOUR SINGLE
CONNECTION TO
TRANSFORM
YOUR BUSINESS*

Cox
AUTOMOTIVE™

*LEARN MORE ABOUT HOW COX AUTOMOTIVE SOLUTIONS
CAN TAKE EVERY ASPECT OF YOUR BUSINESS FURTHER,
FASTER AT **COXAUTOINC.COM***

