

CONNECTIONS THAT
COUNT

Cox
AUTOMOTIVE™



OUR PURPOSE

EMPOWERING CLIENTS TO THRIVE IN A RAPIDLY CHANGING MARKETPLACE



Our clients are the driving force behind everything we do. Our unique strategic approach to delivering the best, most innovative solutions our combined companies have to offer is unmatched in the marketplace — from insights and innovative strategies, solutions to sales and service to support. We think like we're in this business together. And it's that obsession that ensures our clients are successful.

RAJ SUNDARAM / EVP & CHIEF CLIENT SUCCESS OFFICER



We're simplifying the trusted exchange of vehicles, maximising value for all of our clients and evolving the customer experience with a wide variety of solutions to meet the exploding shift in mobile usage, online buying, consumer access and customer expectations.

JOHN BAILEY / PRESIDENT, INTERNATIONAL

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 3 out of 4 vehicle transactions in the U.S. and Canada, 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 our clients thrive in this rapidly changing marketplace.



OUR VISION

TRANSFORMING THE
WAY THE WORLD BUYS,
SELLS AND OWNS CARS



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

SANDY SCHWARTZ / PRESIDENT

OUR UNMATCHED INDUSTRY REACH

Together, our 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.



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**

OUR GLOBAL PRESENCE

	UNITED STATES	CANADA	UNITED KINGDOM	AUSTRALIA/ NEW ZEALAND	CONTINENTAL EUROPE	LATIN AMERICA	CHINA & SE ASIA
INVENTORY 	 Manheim   HomeNet   NEXTGEAR CAPITAL	 Manheim  vAuto  HomeNet  iReady  RMS/ AUTOMOTIVE  NEXTGEAR CAPITAL	 Manheim  Dealer-Auction.com  MOVE  RMS/ AUTOMOTIVE  NEXTGEAR CAPITAL	 Manheim  RMS/ AUTOMOTIVE	 Manheim  RMS/ AUTOMOTIVE  MOLICAR  RMS/ AUTOMOTIVE	 Manheim  Dealer-Auction.com  Autobest  RMS/ AUTOMOTIVE  First Choice	
MARKETING 	 Autotrader  DEALER.COM  vAuto  Kelley Blue Book	 vAuto  DEALER.COM	 Modix  MOTORS	 Autotrader  Dealer Solutions  Cars Guide  Modix	 Modix  Kelley Blue Book	 Kelley Blue Book	 Modix   易车  Autobest  First Choice
SALES 	 Manheim  Kelley Blue Book  vAuto  Dealertrack	 Manheim  vAuto  Dealertrack	 incadea	 Manheim  incadea  Dealer Solutions	 Manheim  incadea  Kelley Blue Book	 Manheim  incadea  Kelley Blue Book	 Manheim  incadea
SERVICE 	 xtime  VinSolutions  Dealertrack	 xtime  VinSolutions  Dealertrack	 incadea	 xtime  incadea	 xtime  incadea	 incadea	 incadea
OPERATIONS 	 VinSolutions  Dealertrack	 VinSolutions	 incadea	 incadea  Dealer Solutions	 incadea	 incadea	 incadea

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



OUR BRANDS

INVENTORY

AIM

Standardized inspection technologies across live and online auctions in the U.S.

Autostreets

Used vehicle marketplace for Chinese dealers and consumers.

Dealer-Auction.com

Online trade-only auction of vehicles direct from franchise dealers in the U.K. and Thailand.

HomeNet

Inventory merchandising, content management and distribution from one platform in the U.S. and Canada.

Mahindra First Choice Wheels

One of India's leading marketplaces for multi-brand, certified pre-owned cars.

Manheim

Live auction and digital remarketing leader in 11 countries across 5 continents.

OPERATIONS

Dealer Solutions

Integrated inventory, lead, website and technology solutions for the Australian automotive industry.

Molicar

Leader in vehicle valuations for Brazil's business sector.

Movex

B2B platform in the U.K. connecting used vehicle transport demand with used vehicle logistics supply.

NextGear Capital

Floor planning for independent and franchise dealers in the U.S., Canada, U.K. and Ireland.

Ready Logistics

End-to-end logistics services and solutions for shippers and transporters in the U.S. and Canada.

RMS Automotive

Real-time portfolio management from one single source in 30+ markets

vAuto

New and used vehicle inventory optimization and pricing in the U.S. and Canada.

Dealertrack

Integrated technology solutions for the retail automotive industry in the U.S.

MARKETING

Autostreets

Used vehicle marketplace for Chinese dealers and consumers.

Autotrader

The cornerstone of car buying and selling in the U.S. and Australia.

BitAuto

New and used car transaction marketplaces for the Chinese market.

CarsGuide

Automotive classifieds and expert reviews for Australian car buyers.

Dealer.com

Retail automotive's most complete and connected digital marketing solution in the U.S. and Canada.

Dealer Solutions

Integrated inventory, lead, website and technology solutions for the Australian automotive industry.

Incadea

International DMS solution for the global retail and wholesale automotive markets.

Jingzhengu

Used car valuations for the Chinese market advised by Kelley Blue Book.

Kelley Blue Book

Leading provider of new and used vehicle information in the U.S., Portugal and Brazil.

Mahindra First Choice Wheels

One of India's leading marketplaces for multi-brand, certified pre-owned cars.

Modix

International digital marketing and sales solution for OEMs and dealers.

Motors.co.uk

Connecting car buyers and sellers in the U.K.

vAuto

New and used vehicle inventory optimization and pricing in the U.S. and Canada.

VinSolutions

All-in-one customer management system for clients in the U.S. and Canada.

SALES

Dealer Solutions

Integrated inventory, lead, website and technology solutions for the Australian automotive industry.

Dealertrack

Integrated F&I and technology solutions for the retail automotive industry in the U.S., Canada and Brazil.

Incadea

International DMS solution for the global retail and wholesale automotive markets.

Kelley Blue Book

Leading provider of new and used vehicle information in the U.S., Portugal and Brazil.

Manheim

Live auction and digital remarketing leader in 11 countries across 5 continents.

vAuto

New and used vehicle inventory optimization and pricing in the U.S. and Canada.

SERVICE

Dealertrack

Integrated technology solutions for the retail automotive industry in the U.S.

Incadea

International DMS solution for the global retail and wholesale automotive markets.

VinSolutions

All-in-one customer management system for clients in the U.S. and Canada.

Xtime

International end-to-end retention solutions for automotive retailers.



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. 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.

*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***

