

***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.



汽车街  
autostreets.com



易车  
yiche.com



jingzhengu.com



Kelley Blue Book



CREATING CONNECTIONS THAT COUNT  
THROUGHOUT THE AUTOMOTIVE ECOSYSTEM



**INVENTORY**

**MARKETING**

**SALES**

**SERVICE**

**OPERATIONS**

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

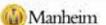
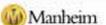
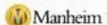
PLAN, PRICE AND **MARKET** VEHICLES IN THE SHOWROOM AND ONLINE

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
<b>INVENTORY</b> 	 Manheim  AIM  HomeNet  vAuto  NEXTGEAR CAPITAL	 Manheim  vAuto  HomeNet  iReady  RMS/ AUTOMOTIVE  NEXTGEAR CAPITAL	 Manheim  Dealer-Auction.com  MOVEX  RMS/ AUTOMOTIVE  NEXTGEAR CAPITAL	 Manheim  RMS/ AUTOMOTIVE	 Manheim  RMS/ AUTOMOTIVE  MOLICAR  RMS/ AUTOMOTIVE	 Manheim  Dealer-Auction.com  Autobest  RMS/ AUTOMOTIVE  First Choice	
<b>MARKETING</b> 	 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  精真估  易车  Autobest  First Choice
<b>SALES</b> 	 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
<b>SERVICE</b> 	 xtime  VinSolutions  Dealertrack	 xtime  VinSolutions  Dealertrack	 incadea	 xtime  incadea	 xtime  incadea	 incadea	 incadea
<b>OPERATIONS</b> 	 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.<sup>1</sup>

<sup>1</sup> 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.

#### **Jingzhenqu**

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***

