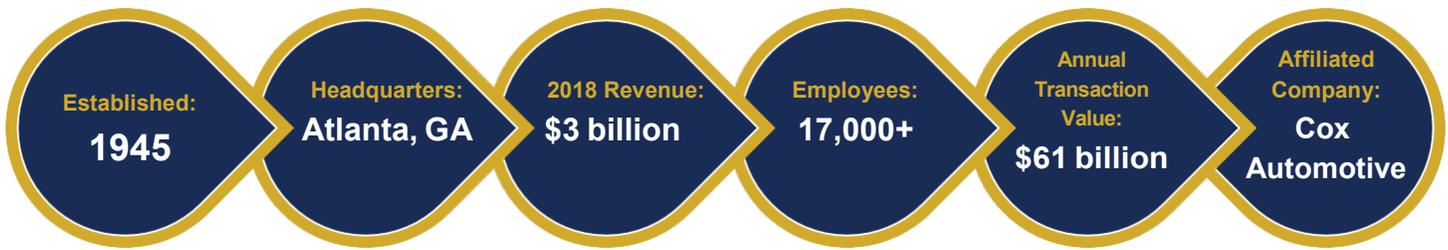




Manheim North America Fact Sheet

Corporate Snapshot



Reach

Operating network:
139 physical, digital and mobile auction sites in North America



Global presence:
182 sites in 11 countries, including Australia, Turkey and the United Kingdom



Annual used vehicles offered: 7 million

Solutions

Marketplace In-Lane

- In-Lane
- Mobile
- Specialty
- Damaged

Assurance

- DealShield
- Post-Sale Inspections
- AIM Inspections
- Condition Reports
- Imaging

Reconditioning

- Wholesale
- Retail
- Fleet

Marketplace Digital

- Manheim.com
- Manheim Express
- Private Stores
- Online Vehicle Exchange (OVE)
- Mobile App
- Simulcast

Logistics

- Ready Logistics
- Central Dispatch
- Floor Planning
- Fleet Management

Decisioning

- M Logic
- Data Analytics
- Market Insights & Outlooks
- Manheim Market Report (MMR)
- Manheim Used Vehicle Value Index

Floor Planning

- NextGear Capital

About Manheim North America

Manheim® is North America's leading provider of end-to-end wholesale solutions that help dealer and commercial clients increase profits in their used vehicle operations. Through its extensive physical, mobile and digital sales network, the company offers diverse solutions for buying and selling, floor planning, logistics, assurance, reconditioning and decisioning. With more channels and smarter tools, Manheim Marketplace offers the most comprehensive solutions and services, enabling wholesale vehicle buyers and sellers faster and more efficient ways to connect and transact business. In addition, Manheim provides industry-leading data and tools to improve client efficiencies and decision-making, while delivering a value-added client experience. Approximately 17,000 team members enable Manheim to offer 7 million used vehicles per year, facilitate transactions representing nearly \$61 billion in value and generate annual revenues of more than \$3 billion. Headquartered in Atlanta, Manheim North America is a Cox Automotive brand. For more information, visit <http://press.manheim.com>.

Fast Facts



Leadership Team

- **Grace Huang**, President, Cox Automotive Inventory Solutions – leads six brands that allow automotive dealers to turn inventory faster by connecting with physical, digital and mobile channels.
- **Patrick Brennan**, SVP, Marketplace – responsible for auction and digital operations and transforming them into an all-inclusive 24/7 seamless marketplace.
- **Fredrick Standfield**, SVP, Assurance and Reconditioning – responsible for assurance and reconditioning strategy and execution.
- **Nick Peluso**, President, Manheim Digital Marketplace – defines the strategy for Manheim's Digital Marketplace, a 24/7 omni-channel destination for buyers and sellers delivering unmatched value and solutions.
- **Tim McKinley**, SVP, Sales – oversees commercial accounts, dealer sales and national client sales.
- **Jim Williams**, SVP, Logistics – leads the growth of the logistics businesses, which includes the Ready Logistics and Central Dispatch brands.

Sustainability

Manheim plays a key role in Cox Conserves, a national sustainability program that focuses on:

- **Embracing renewable energy**
 - Photovoltaic solar installations at 18 locations collectively prevent more than 12,260 tons of carbon from entering the environment.
- **Reducing waste and energy consumption**
 - Recycling program that includes solutions for tires, bumpers and windshields.
 - LED lighting projects have reduced carbon by 11,510 tons annually.
- **Conserving natural resources**
 - Xeriscaping, rain harvesting, reclamation and replenishment projects have saved 72 million gallons of water annually.
- **Inspiring eco-friendly behavior**
 - Established a Leader in Sustainability award that recognizes dealerships who are leaders in conservation.

COX AUTOMOTIVE



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