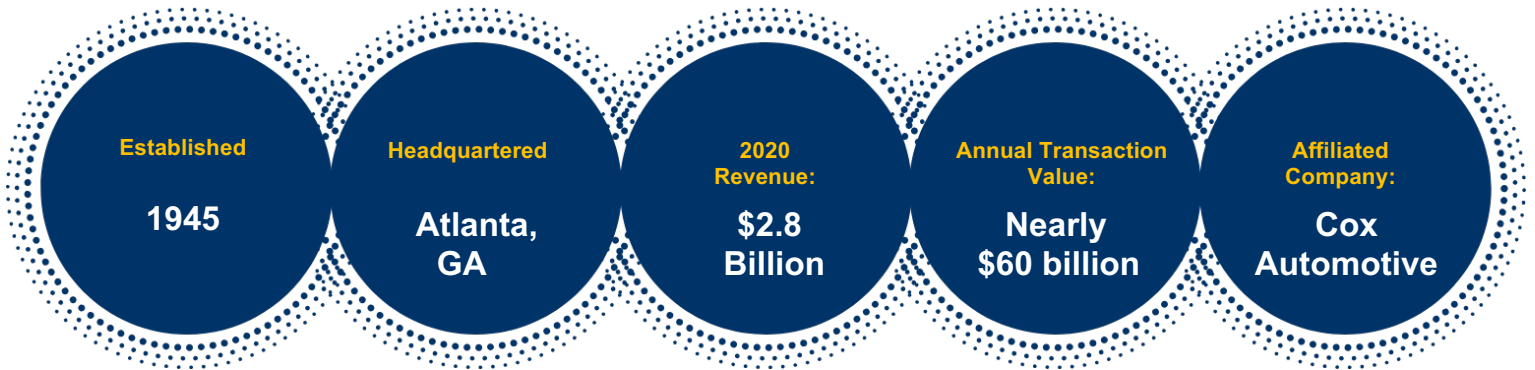




Manheim U.S. Fact Sheet

Company Snapshot



Reach

Operating Network:
111 physical, digital and mobile auction locations with 600+ digital lanes.



75+ Year Legacy:
In 2020, Manheim celebrated its 75th year of driving innovation in the remarketing industry.



Used Vehicles Offered:
Each year, Manheim offers over 5.5 million vehicles for sale to dealers.

Solutions

Physical Marketplace

- In-Lane
- Mobile
- Specialty
- Damaged
- Digital Block™

Digital Marketplace

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

Assurance

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

Logistics

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

Floor Planning

- NextGear Capital

Reconditioning

- Wholesale
- Retail
- Fleet

Decisioning

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

About Manheim

Manheim® is the nation's leading provider of end-to-end wholesale vehicle solutions that help dealer and commercial clients increase profits and efficiencies in their used vehicle operations. Through its physical, mobile and digital sales network, Manheim offers services for decisioning, buying and selling, floor planning, logistics, assurance and reconditioning. Operating the largest vehicle wholesale marketplace, Manheim provides clients with choices to connect and transact business how and when they want. With nearly 6 million used vehicles offered annually, Manheim team members help the company facilitate transactions representing nearly \$60 billion in value. Headquartered in Atlanta, Manheim North America is a [Cox Automotive™](http://press.manheim.com) brand. For more information, visit <http://press.manheim.com>

Fast Facts



More than
100 million cars
sold since 1945



~**76,000 dealers**
participate in physical
and digital sales
annually



Over **3.7 million**
vehicle inspections
are performed each
year



Buyers acquired **3+ million**
vehicles via
Manheim's digital
marketplace in 2020



Operating sites
comprise over
6,500+ acres

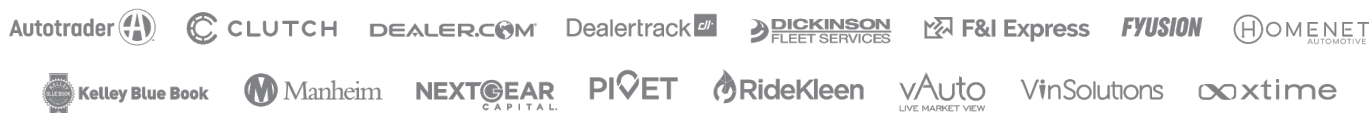
Leadership Team

- **Grace Huang, President, Manheim**
Leads brands and strategic solutions that allow automotive dealers to turn inventory faster by connecting with physical, digital and mobile channels
- **Zach Hallowell, Senior Vice President, Digital Solutions** – Defines the strategy for Manheim's Digital Marketplace, a 24/7 destination for buyers and sellers that delivers unmatched value and solutions
- **Brett Woods, Vice President, Assurance**
Oversees industry-leading products that instill buyer confidence through a transparent, hassle-free marketplace
- **Julie Picard, Vice President, Industry Partnerships** – Provides leadership and strategic direction for automotive industry groups and addresses key issues facing partners and the industry
- **Patrick Brennan, Senior Vice President, Marketplace** – Responsible for auction operations and transforming them into an all-inclusive 24/7 seamless marketplace
- **Joe Kichler, Vice President, Logistics**
Leads the growth of Manheim Logistics, which includes the Ready Logistics and Central Dispatch brands
- **Paul Halsch, Vice President, Reconditioning**
Drives toward Manheim's goal of growing its recon operations to serve the clients of today and mobility providers of tomorrow
- **Kenny Jones, Senior Director, Environmental Health and Safety** – Leads and directs Cox Automotive's environmental and safety strategy, polices, compliance and incident response

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

- **Embracing renewable energy**
 - Photovoltaic solar installations at 20 locations collectively prevent more than 10,965 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 36,614 tons annually.
- **Conserving natural resources**
 - Xeriscaping, rain harvesting, reclamation and replenishment projects have saved 79 million gallons of water annually.
- **Inspiring eco-friendly behavior**
 - Established a Leader in Sustainability award that recognizes auto dealerships who are leaders in conservation.

COX AUTOMOTIVE



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