DELIVERING CONFIDENCE

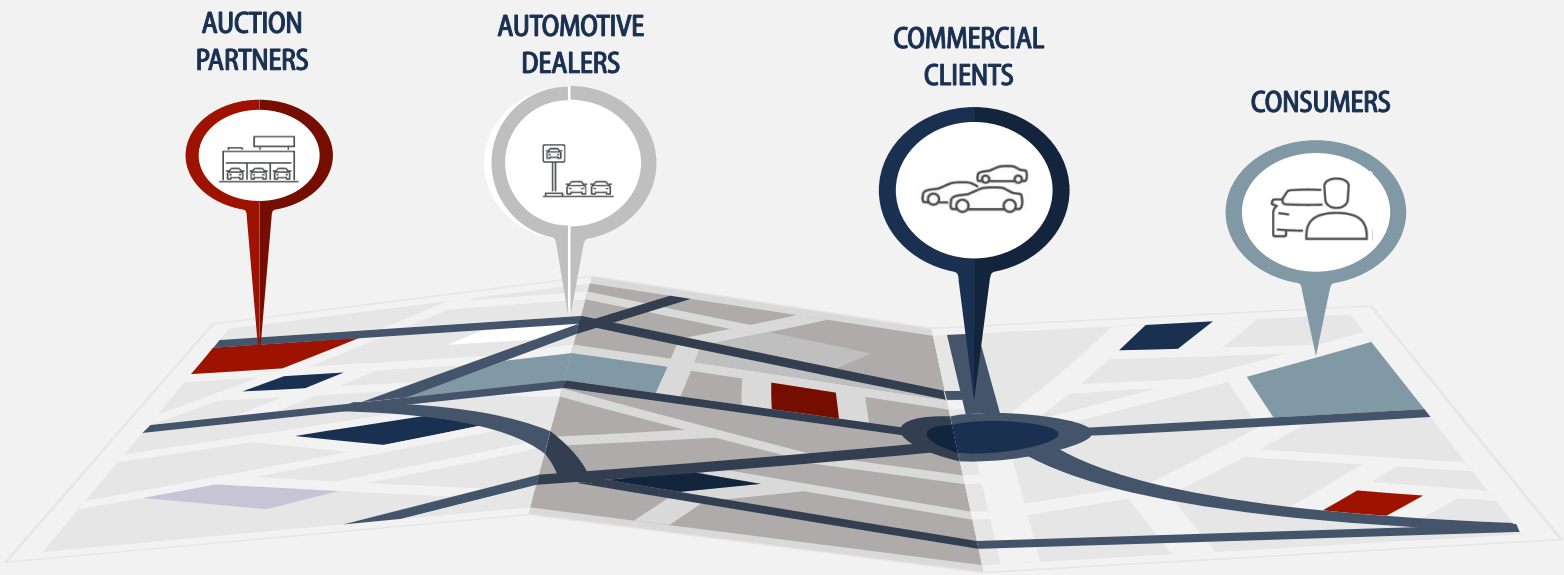
2016 READY LOGISTICS OVERVIEW

Ready Logistics

A COX AUTOMOTIVE BRAND

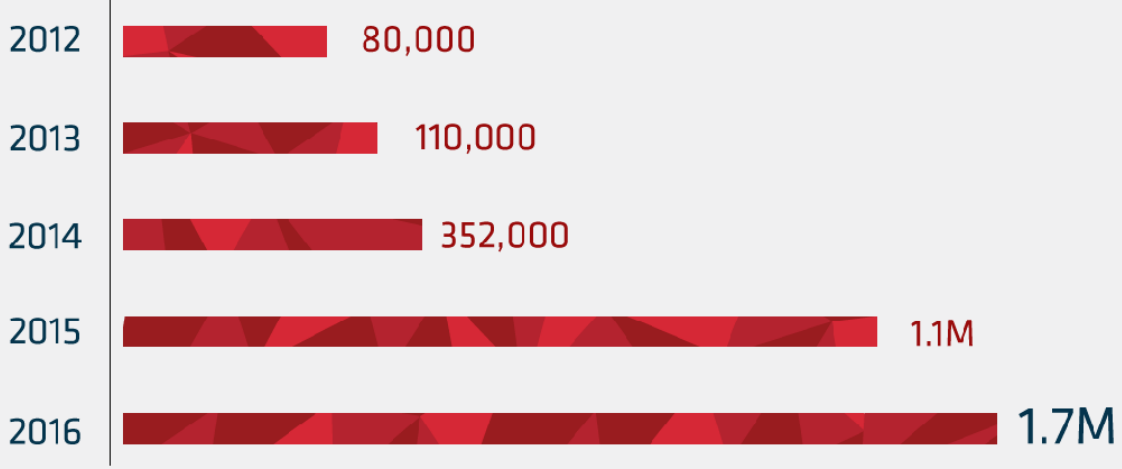
TURNKEY LOGISTICS

FOR SHIPPERS & TRANSPORTERS



READY LOGISTICS' GROWH BY SEGMENT

UNIT INCREASE YEAR OVER YEAR



2015 VOLUME BY SEGMENT

59% Auction

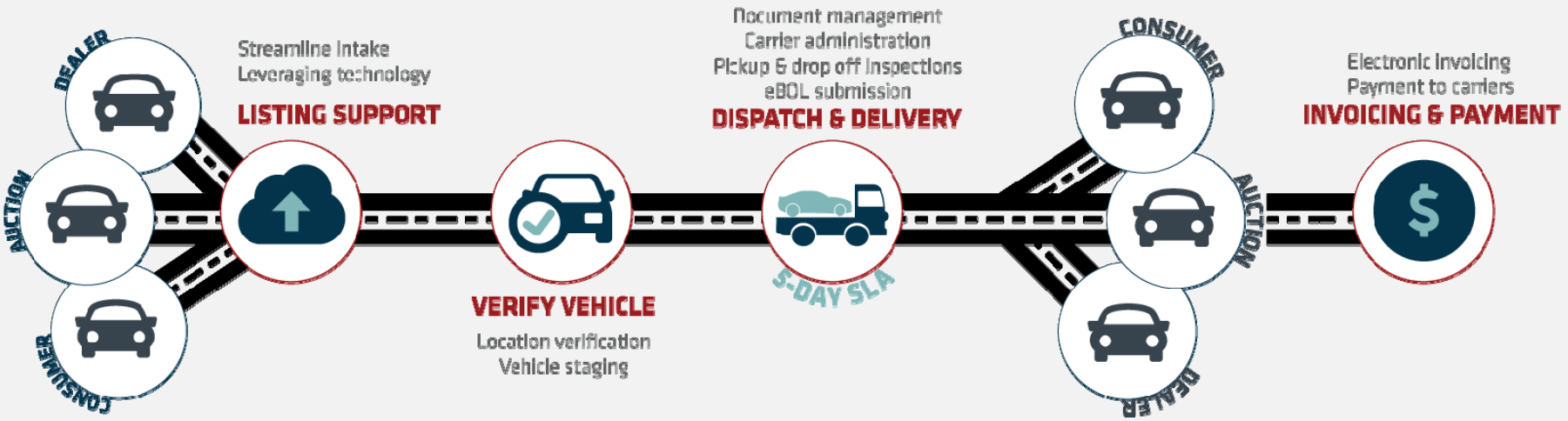
32% Commercial

7% Dealer — 2016 AREA OF FOCUS

2% Major Dealer

OPTIMIZED END-TO-END PROCESS

Key stages of the vehicle transportation process are considered for each client to assess impact to efficiency, cost, and speed to market



OPTIMIZED INTEGRATION MODEL:

People, Process, Systems

Ready Logistics supports planning, execution, and overall improvement in logistics operations from point A to point B

AUCTIONS

- Verification
- Follow-Up
- Carrier load optimization

READY LOGISTICS

- Escalations
- Bulk move consolidation
- Pricing
- Reporting

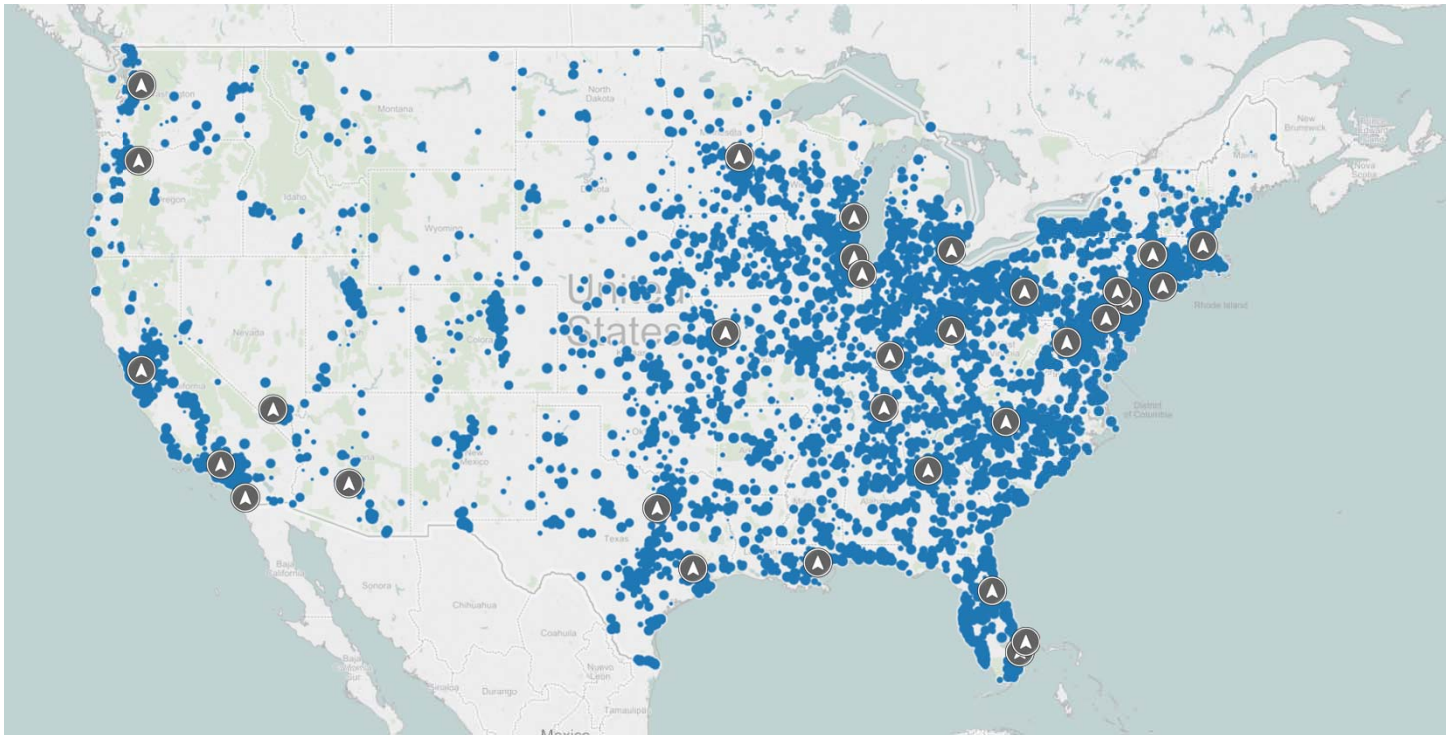
CARRIERS

- Mobile updates/tracking
- Pick & drop inspections
- Electronic BOL

READY LOGISTICS VEHICLE AGGREGATOR

- Client reporting and increase visibility within the vehicle transportation process
- Information sharing eliminates disparity amongst auction
- Streamlined communication to clients around:
    1. Dashboards
    2. Real-time automatic updates
    3. Streamlined billing

MEETING DEMAND WITH CAPACITY



137k
MOVES IN FEBRUARY 2016

41
2015 CARRIER MEET & GREETS

CREATING CAPACITY

- Hours of service are shrinking for carriers
- Ready Logistics is working to provide industry leading services
    1. eGate Pass; improved scanning
    2. 24 hour check-in/check-out at auction locations
    3. Drive-Away services
    4. Marshalling services

TECHNOLOGY THAT DELIVERS

Ready Logistics continues to advance technology to automate the logistics of shipping vehicles.

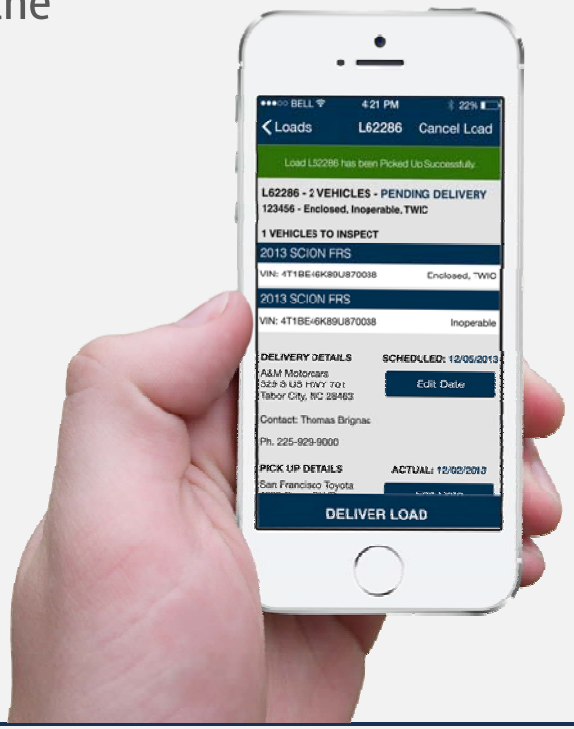
- Technology connects customer, carrier, and industry partner data for speedy, effort-free service
- Carrier mobile app provides pickup and delivery updates and condition reports through an electronic Bill of Lading (eBOL)
- Integrated product solution with Manheim so there's no need to worry about gate passes or post-sale inspections.

CREATING STREAMLINED PROCESS & EFFICIENCIES

Ready Logistics engages over 3,000 carriers monthly with the 1Dispatch mobile app. Benefits to mobile enabled carriers include:

- Automated billing and payment (eBOL and COTG reporting)
- Reduction in client claims and increased satisfaction
- Transparency into the vehicle delivery process

193% quarterly increase in carrier eBOL submissions



DEALER INITIATIVES: Simplicity and Automation

M.Power:

- Streamlined process, less paper, no block clerks
- Reduce administrative headaches
- Automated access to PSI updates, eGate Pass, payment confirmation

Cross-Promotional Sale Strategies to increase capacity:

- Floorplanning of transportation fees
- "Ready. Set. Pause." program with DealShield
    - More last month than previous 2.5 years combined

LOAD/ROUTE OPTIMIZER

48 states with optimized routes

- 1.24 e71
- Reduce administrative headaches

Carrier pilots

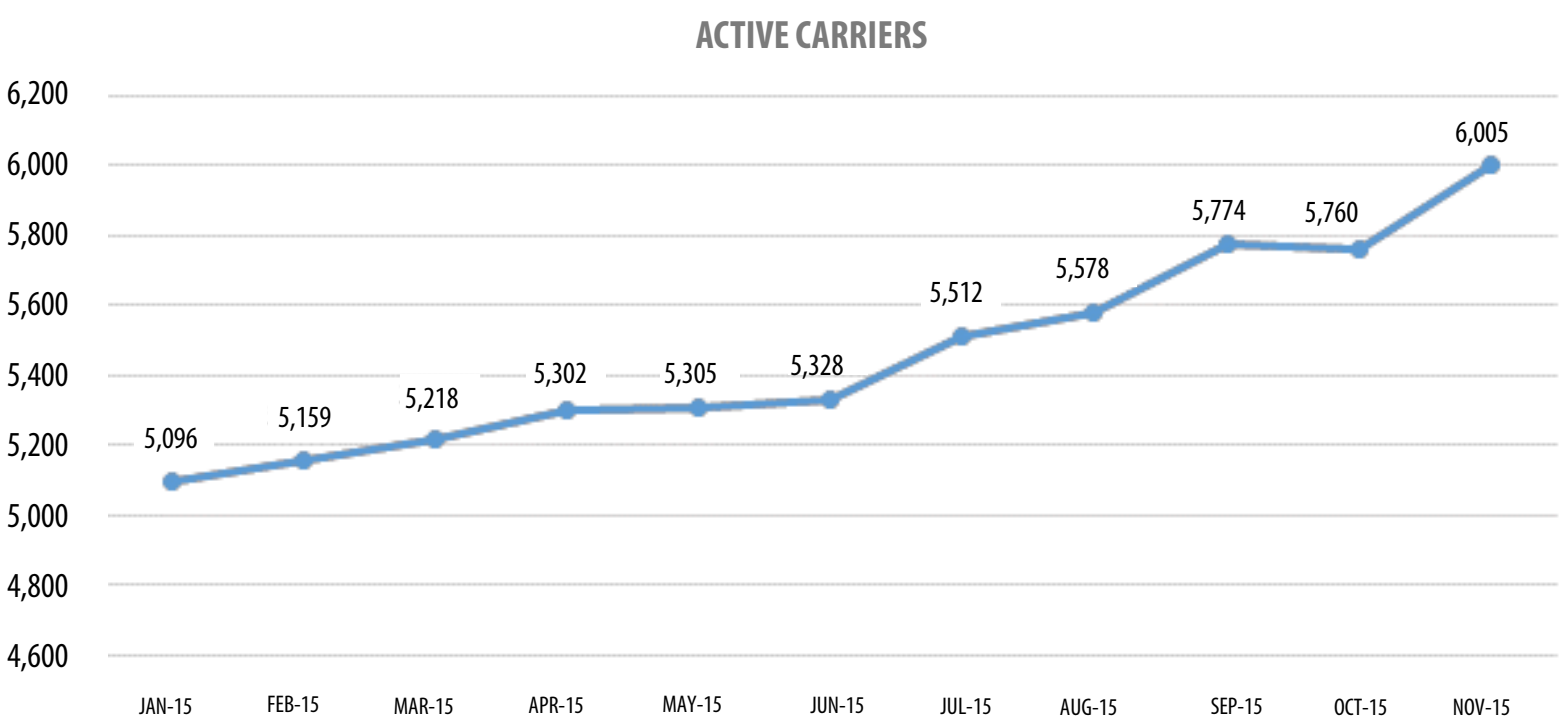
- Same time frame out and back
- 30% increase in revenue
- Dead-head reduction
- Expanded pilot

ELEVATING CARRIER PARTNER PROFILES

Exclusive membership to the Ready Logistics network gives carriers the opportunity to keep their trucks full and stay on top of technology trends that may impact their business

- Only available to carriers who meet insurance and safety requirements
- Carrier network must share in our innovative, streamlined pick-up and delivery process to create more efficiency, transportation savings, and success for our clients
- Access to inbound and outbound inventory only available through Ready Logistics & Manheim auctions

CARRIER NETWORK GROWTH



20
NEW CARRIER APPLICATIONS DAILY

18%
ACTIVE CARRIER GROWTH IN 2015

79%
GROWTH IN UNIQUE CARRIER USAGE IN 2015