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CONTACT:

Dara Hailes
Manager, Public Relations
470 658 0656
dara.hailes@coxautoinc.com

Derek Hansen Takes on Expanded Role with Manheim*Digital and mobile offsite solutions are organized under the vision of one leader*

Derek Hansen

ATLANTA – Manheim is continuing to align its assets to best serve the needs of its clients and is expanding the role of Derek Hansen as vice president of offsite solutions, effective immediately.

In Hansen's expanded role, all digital and mobile offsite solutions are organized under the vision of one leader – providing consistency and the opportunity to identify and capitalize on existing and new synergies. Aligning OVE, Bid Lot and Mobile offerings further strengthens Manheim's overall dealer offsite and omni-channel strategies. This includes potential white labeling storefronts (using our technology to support the client's or partner's remarketing), robust technology and a seamless offsite experience.

Offsite comprises a growing segment of Manheim's business. Responding to client demands for efficiency and convenience,

today over half of Manheim's physical sale attendance occurs via Simulcast. And in 2017, Manheim sold 215,000 vehicles outside of its physical auction facilities through its digital and mobile platforms.

Hansen will work closely with Zach Hallowell, vice president of Manheim Digital Marketplace and RMS Automotive, for all key decisions related to the OVE.com and Manhem.com marketplaces including functionality and customer-facing offerings.

"As our digital marketplaces continue to grow and scale, we are committed to improving our technology platform and services," said Nick Peluso, president of Manheim Digital Marketplace and RMS Automotive. "We plan to constantly introduce new features, all of which as aimed to enhance the customer experience. I look forward to our next phase of this exciting journey and believe 2018 will be our best year yet."

Since June 2016, Hansen has been responsible for Manheim's digital operations as vice president of digital inventory solutions.

Hansen joined the Cox Automotive team in January 2015 as senior director of strategic planning. Prior to that, he served in roles with Bain & Company, Deloitte Consulting and Intel Corp.

He holds a Master of Business Administration from the Fuqua School of Business at Duke University and a Bachelor of Science in accounting from the Marriott School at Brigham Young University.

About Manheim North America (www.manheim.com)

[Manheim](http://www.manheim.com)[®] is North America's leading provider of vehicle remarketing services, connecting buyers and sellers to the largest wholesale used vehicle marketplace and most extensive auction network. Through 127 traditional and mobile auction sites and diverse digital channels, the company helps dealer and commercial clients achieve business results by providing innovative end-to-end inventory solutions. Approximately 18,000 employees enable Manheim to register about 8 million used vehicles per year, facilitate transactions representing nearly \$57 billion in value and generate annual revenues of \$3 billion. Headquartered in Atlanta, Manheim North America is a [Cox Automotive](http://www.cox.com)[™] brand. For more information, visit <http://press.manheim.com>.

About RMS Automotive

Transacting vehicles in multiple countries and growing, RMS Automotive, a Cox Automotive brand, delivers a global enterprise software solution that enables its commercial clients to manage their portfolios across the complete vehicle lifecycle – from new car build to used car sale. Through automation and data science, RMS Automotive provides VIN-specific recommendations for accurate vehicle pricing as well as optimal reconditioning and inventory distribution. These services deliver real-time integration with a client's platform, faster remarketing time, reduced depreciation/cost of capital, improved residuals and reduction in wholesale losses. For more information about RMS Automotive, visit www.rmsautomotive.com.

About Cox Automotive

Cox Automotive Inc. is transforming the way the world buys, sells and owns cars with industry-leading digital marketing, financial, retail and wholesale solutions for consumers, dealers, manufacturers and the overall automotive ecosystem worldwide. Committed to open choice and dedicated to strong partnerships, the Cox Automotive family includes Autotrader[®], Dealer.com[®], Dealertrack[®], Kelley Blue Book[®], Manheim[®], NextGear Capital[®], vAuto[®], Xtime[®] and a host of other brands. The global company has 34,000-plus team members in more than 200 locations and is partner to more than 40,000 auto dealers, as well as most major automobile manufacturers, while engaging U.S. consumer car buyers with the most recognized media brands in the industry. Cox Automotive is a subsidiary of Cox Enterprises Inc., an Atlanta-based company with revenues exceeding \$20 billion and approximately 60,000 employees. Cox Enterprises' other major operating subsidiaries include Cox Communications and Cox Media Group. For more information about Cox Automotive, visit www.coxautoinc.com.

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