

# Manheim

*Delivering innovative remarketing solutions to customers and the industry*

## About Manheim:

Manheim was established more than 60 years ago as a wholesale vehicle auction operation. Today, with 32,000 employees in 135 locations worldwide, Manheim is the world's largest provider of vehicle remarketing services. In 2008, Manheim handled nearly 10 million used vehicles, facilitating transactions representing more than \$50 billion in value.

A subsidiary of Atlanta-based Cox Enterprises, Inc., Manheim is transforming the wholesale vehicle buying and selling experience through investments in technology and innovative products and services. Manheim markets Frontline Services, OVE.com, Manheim Simulcast, Manheim Financial Services (MAFS), Total Resource Auctions, Manheim Consulting and other respected brands to the remarketing industry in 19 countries, including Australia, Turkey and the United Kingdom.

As the world's leading provider of used vehicle services, Manheim has set the standard for buying and selling vehicles at live auctions and online. Manheim brings together qualified sellers and volume buyers of used vehicles that include automotive dealerships, banks, car rental agencies, car manufacturers and government agencies. Manheim provides its customers a reliable and secure market to purchase a variety of vehicles and services that no other remarketing provider can match.

Manheim cares about its employees, the environment and the communities it serves. From fundraising drives to tutoring kids after school to supporting long-term conservation efforts, Manheim and its employees are dedicated to protecting the environment and giving back to their communities.



## Manheim Company Facts

- 2008 Revenue: \$3.6 billion
- Employees: 32,000 worldwide
- 135 Worldwide Locations
  - 80 U.S. operating locations
  - 49 Locations outside the U.S.
  - 5 Locations in Canada
  - 1 Manheim DRIVE Center
- Created “The Wholesale Institute,” a workshop designed to help dealers buy and sell wholesale vehicle inventory online
- Over 80,000 U.S. dealers visit Manheim locations and online every month.
- Named one of top 50 “Best Employers for Workers Over 50” by AARP in 2008
- Earned the 2007 Sustainable Growth Excellence Award by DuPont for switching to water-based automotive paint and a commitment to reduce its environmental footprint by 25%.
- Handled more than 3 million online vehicle transactions since 1996

## Manheim Offerings

- **Buying/Selling Resources**
  - Auction Lane Sales
  - Specialty and Heavy Truck & Equipment Sales
  - Exotic Highline Events
  - Salvage Sales
  - Consulting
  - Online Wholesale Marketplace
  - Wholesale Vehicle Pricing Guide
  - Title Processing & Storage
- **Inventory Financing**
  - Financial Services
- **Inspections**
  - Pre- and Post-Sale Inspections
  - Certified Inspections
  - Electronic Condition Reports
- **Frontline Services**
  - Mechanical and Auto Body Repair
  - Dent Wizard
  - Detailing

## Worldwide Locations

- Australia
- Belgium
- Canada
- China
- France
- Germany
- Greece
- Italy
- Netherlands
- New Zealand
- Portugal
- Scotland
- South Africa
- Spain
- Thailand
- Turkey
- United Kingdom
- United States
- United Arab Emirates

## CEO Direct Report Team

- **Dean Eisner**  
President and CEO
- **Mike Broe**  
Executive VP, U.S. Operations
- **Nick Peluso**  
Senior VP, Customer Management
- **Mike Langhorne**  
Senior VP, International Operations
- **Jim McKnight**  
Strategic Execution Officer
- **Joe Luppino**  
Senior VP and CFO
- **Lilicia Bailey**  
Senior VP and Chief People Officer
- **Sue Boehlke**  
Senior VP, Online Solutions & Technology
- **Jim Demetry**  
Chief of Staff

