

ACV



## ACV INTRO

We are on a mission to fundamentally change the wholesale automotive industry, by providing a level of trust and transparency that was once unimaginable. We will continue to raise the bar every day by investing in our people and technology to help our customers succeed.

# ACV at a Glance

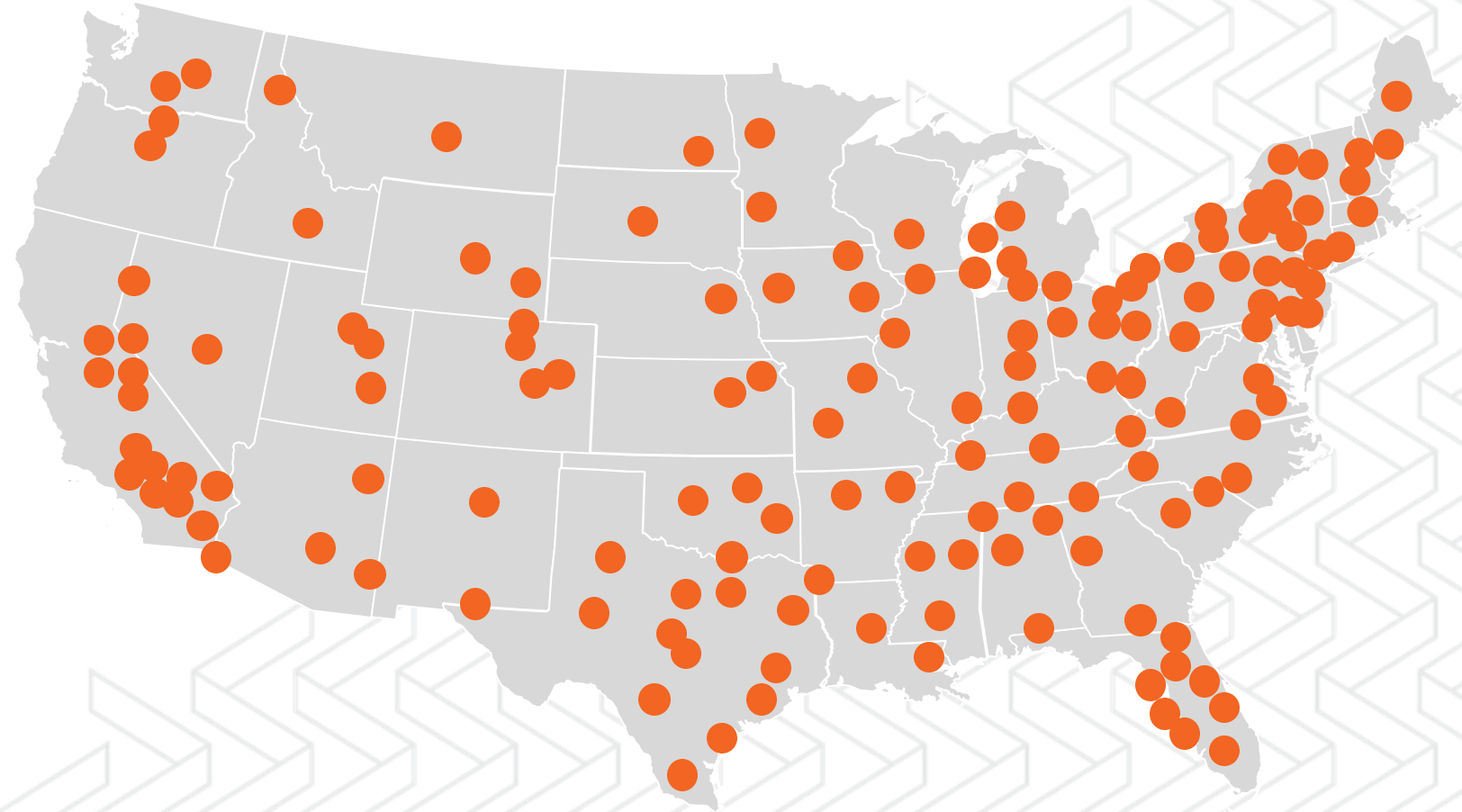
Trusted Digital Marketplace  
for Wholesale Vehicles &  
Data Services

## 160+

TERRITORIES

## 16K+

MARKETPLACE PARTICIPANTS

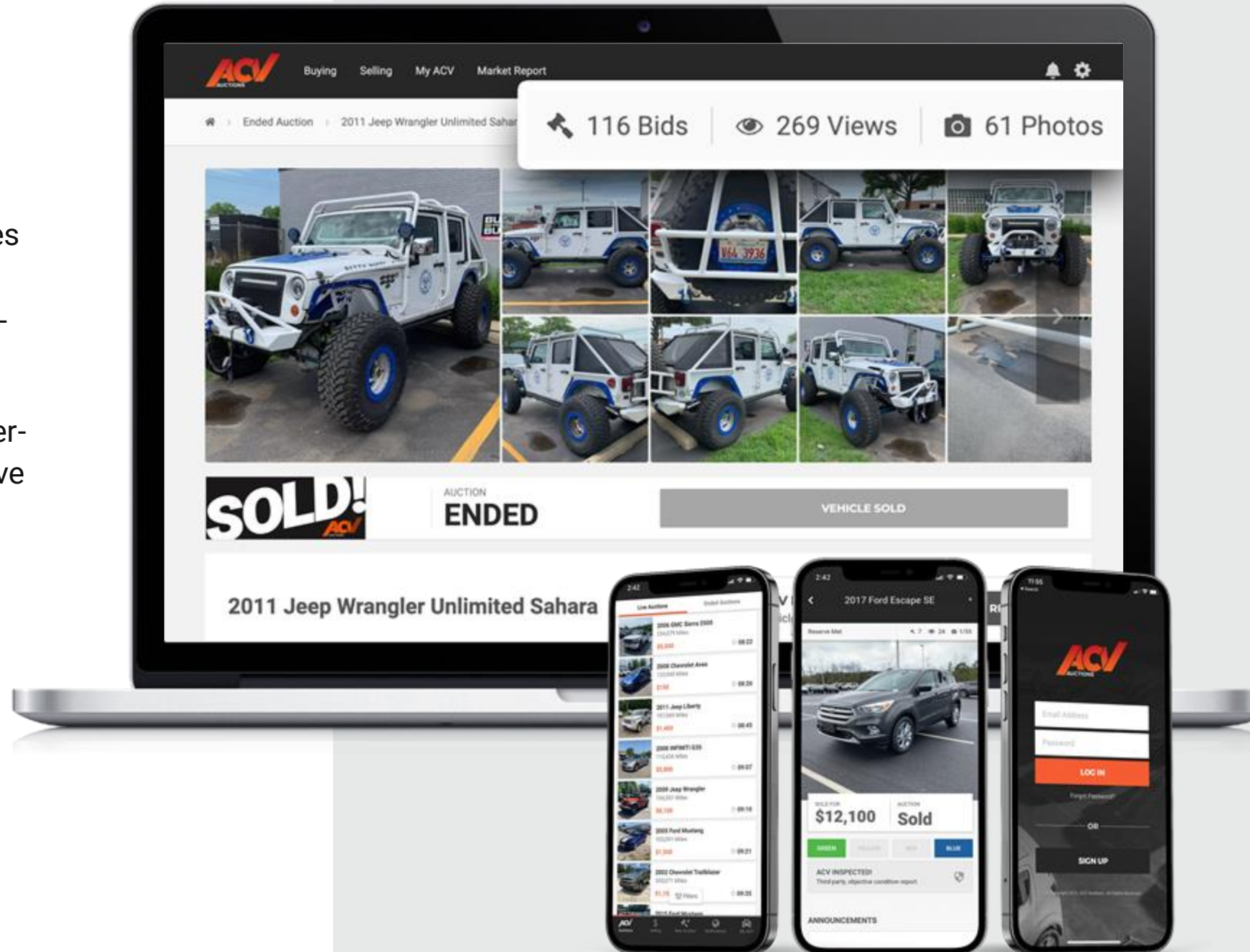


Note: All data as of and for the year ended December 31, 2020.

# Auctions

Our 20-minute online auction provides immediate access to thousands of dealers while delivering trusted, ACV-backed vehicle condition reports.

As the nation's fastest growing dealer-to-dealer, online wholesale automotive marketplace, ACV gives dealers the tools and technology to buy and sell better.



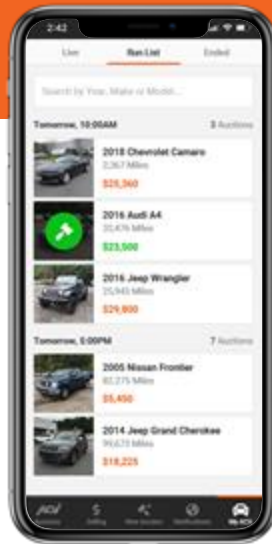
# Digital Wholesale Auction

## LISTING



Proprietary  
Inspection

## VEHICLE DISCOVERY

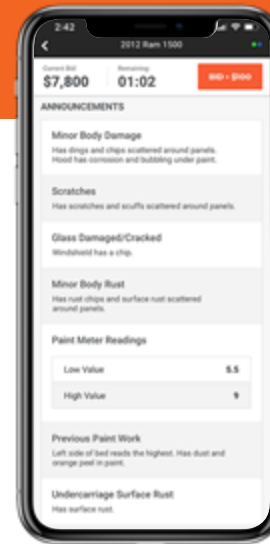


Customized  
Filters

## VEHICLE INTELLIGENCE

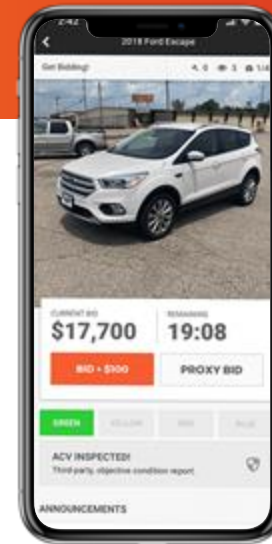


Instant  
Notifications

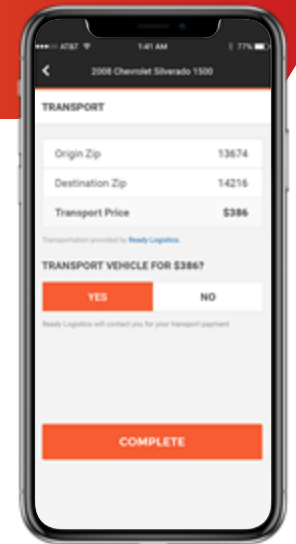


Condition and  
Market Report

## AUCTION EXPERIENCE



Live  
Auction



Post-Auction  
Services





# Condition, Value + Trends

Trusted Condition Reports Equal  
Fewer Mistakes and More Value:



100+ point detailed  
inspection

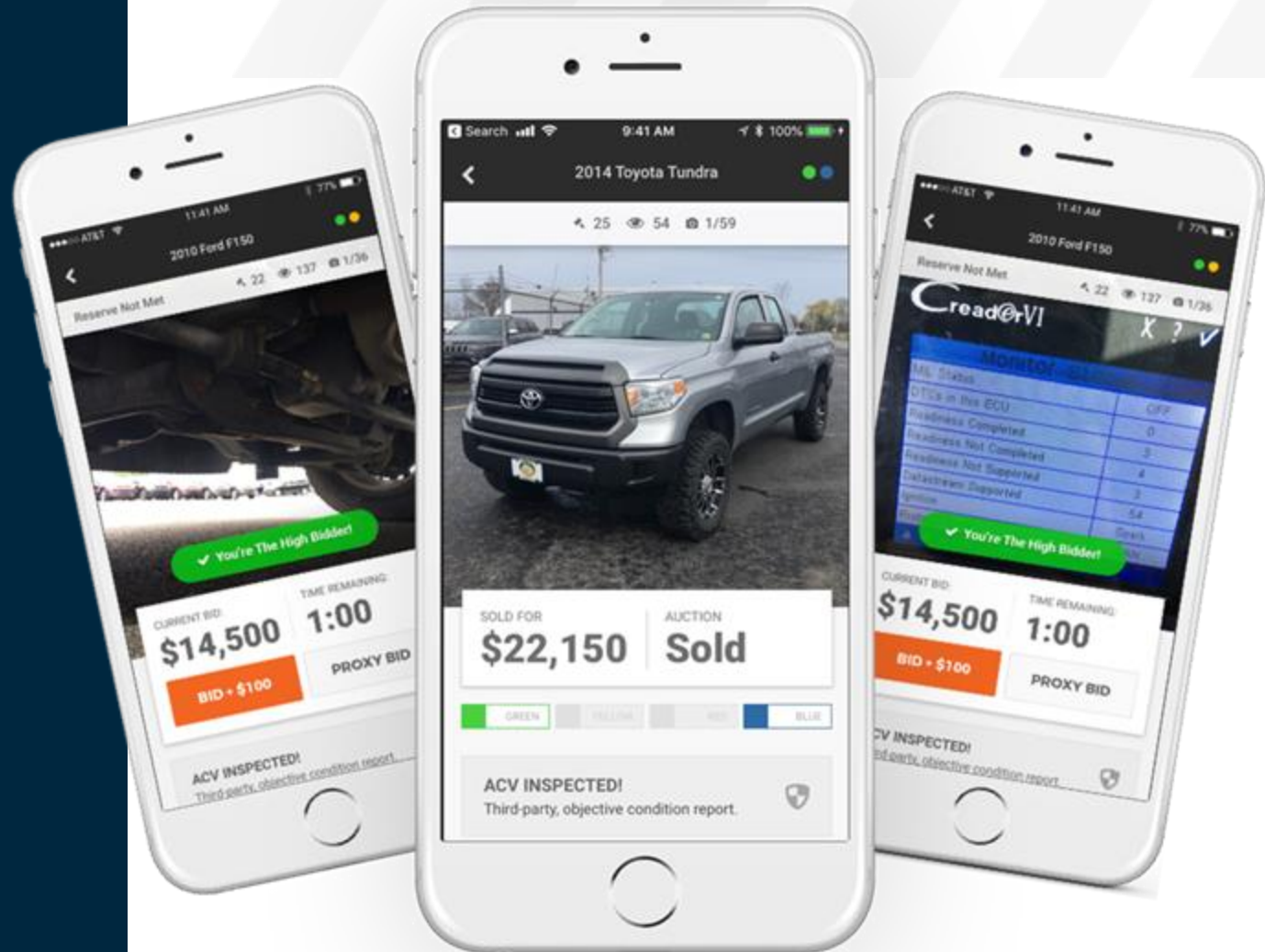


45+ photos including  
undercarriage



Paint, tire, and  
engine readings

Condition Data is **Key**



# Data Services

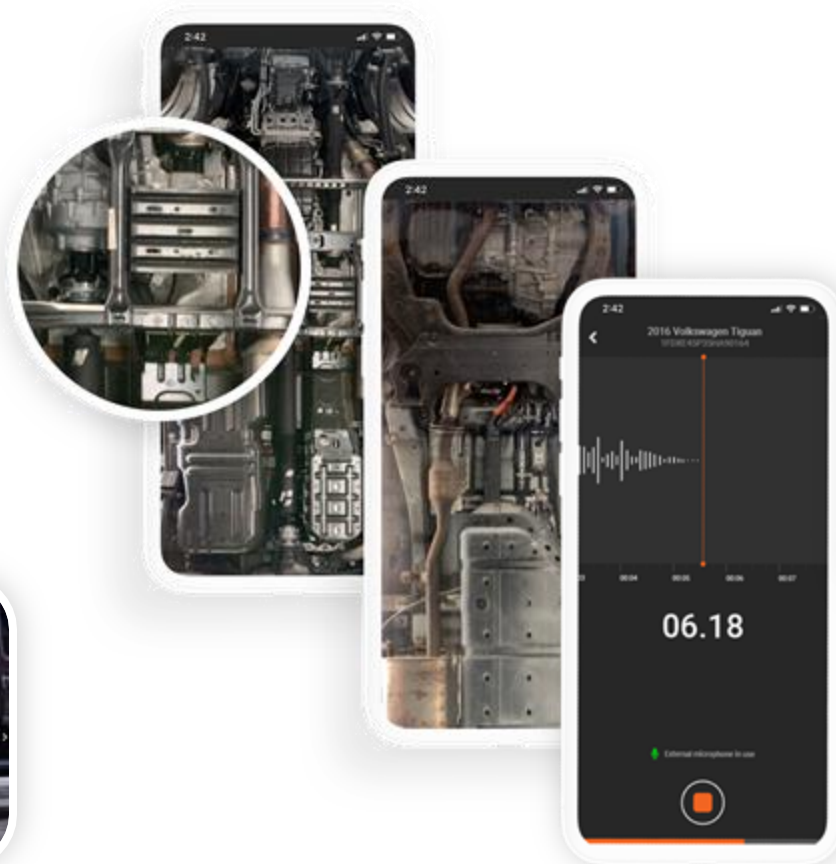
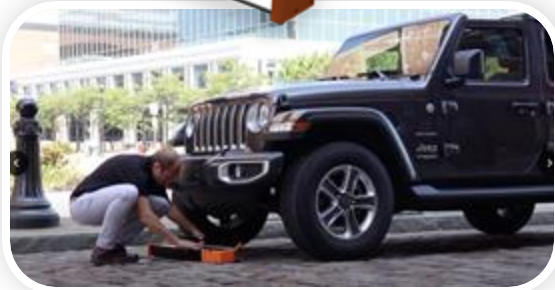
## Differentiated and Proprietary Inspection Data

### Virtual Lift™

#### Undercarriage Scan

High definition look at the undercarriage, without the lift

Proprietary vantage point



### Audio Motor Profile®

#### Engine Recording

Ability to listen to the vehicle running

Better sound quality than standing next to the vehicle

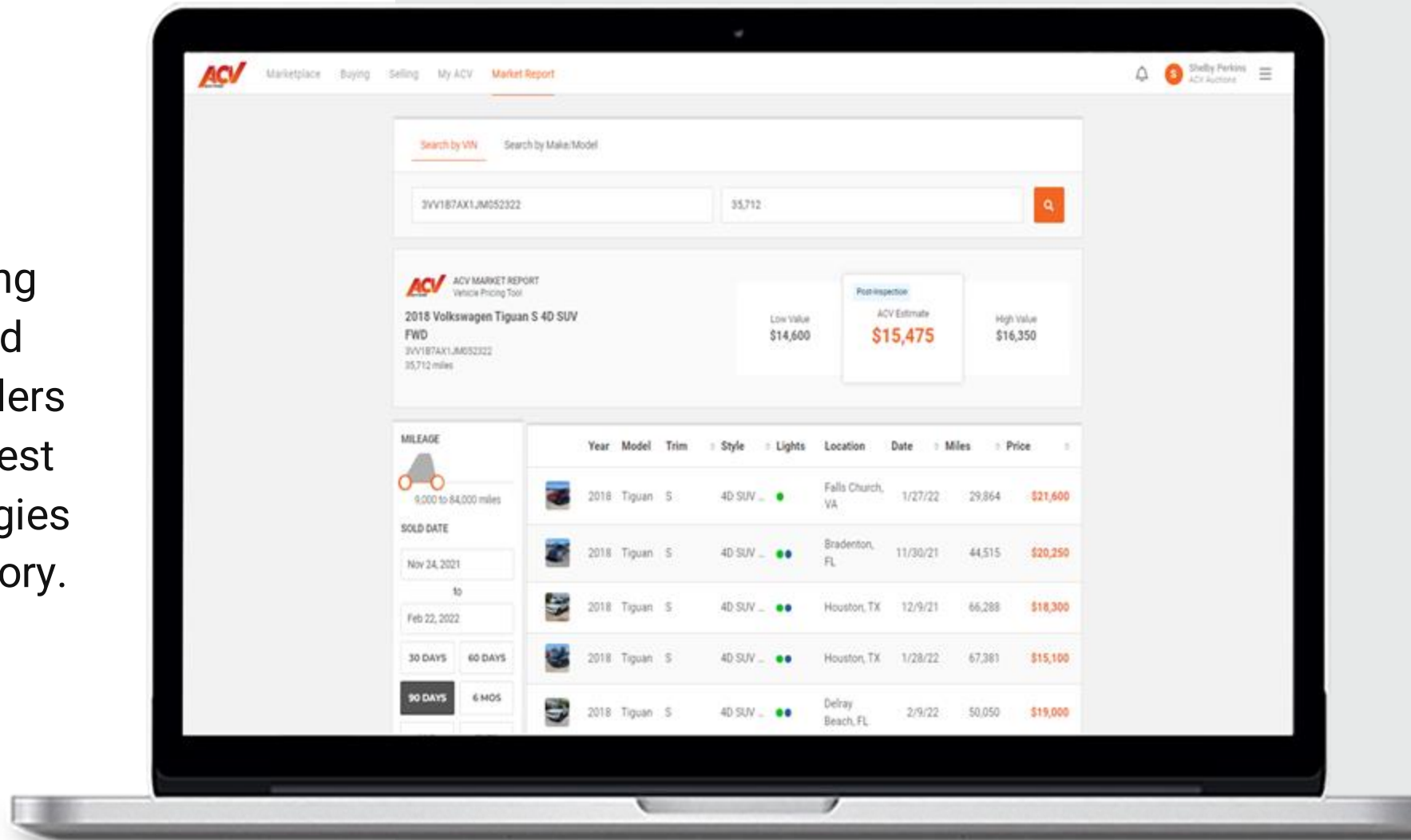
Database uses advanced Machine Learning algorithms



# Market Report

## Data-Driven Pricing

Our pricing solutions, utilizing vehicle condition reports and transactional data, give dealers the tools to determine the best pricing and valuation strategies for their used vehicle inventory.





# No Reserve Sale

## All the Action, Every Price Point.

Where can you view nationwide inventory with starting bids as low as...zero dollars? At ACV Auctions' No Reserve Sale.

You'll get direct access to hundreds of vehicles from across the country, featuring buyer-determined pricing.



START YOUR ENGINES  
NO RESERVE

IT'S GO TIME  
NO RESERVE STARTS NOW

The advertisement features a blue Ford Focus in the foreground, with other cars visible behind it. A circular inset shows a white car with a '\$0' price tag and the text 'NO RESERVE'. The background is a dark blue sky with white clouds, and a large, glowing green digital sphere is on the right side.

# ACV Transportation

## Seamless Vehicle Delivery

Our Transportation service delivers ease of use and peace of mind with the click of a button.



**Competitive pricing through a nationwide network of over 5,000 safe and reliable carriers**



**Real-time prices displayed directly in the ACV app**



**Pay for transportation with your floorplan service of choice**



**Expedited release slips**



**Transportation status updates available in-app**



**Ten-day Arbitration window, with an automatic 48-hour extension beyond receipt for any delayed deliveries**



# ACV Capital

## Financing Made Simple

Short-term inventory financing for buyers to purchase vehicles on our digital marketplace.



**Know your fees upfront; no hidden title, audit, curtailment or Fedex fees**



**Fee is determined by the amount financed and the term selected**



**Up to 90-day terms available**



**Include financing for transportation costs (or ability to floor your vehicles)**



**Same day approval on applications**





- > How do you know what a **vehicle is worth** today?
- > How do you know you are not going to lose a trade to a competitor?
- > How can you **ensure trade appraisal accuracy**?
- > How can you protect the downside of values?

MAX Dashboard Inventory Appraisal Stocking Reports Support Dealership Ciocca Hyundai										
ACV Offer Report										
Age	Stock #	VIN	Vehicle	Objective	Mileage	Unit Cost	List Price	Offer	↓ Offer - List	
58	<a href="#">20151640</a>	JTMBFREV1FD121640	2015 Toyota RAV4 LE	Retail	26,832	\$18,108	\$17,500	<b>\$18,350</b>	\$850	Accept Offer
8	<a href="#">20198205</a>	5NPD84LF0KH398205	2019 Hyundai Elantra SEL	Retail	13,444	\$14,525	\$18,083	<b>\$18,300</b>	\$217	Accept Offer
20	<a href="#">20177778A</a>	3FA6P0RU9HR267778	2017 Ford Fusion Hybrid Titanium	Retail	29,895	\$15,336	\$18,620	<b>\$18,750</b>	\$130	Accept Offer
60	<a href="#">20209206</a>	3FA6P0MU5LR159206	2020 Ford Fusion Hybrid SEL	Retail	7,177	\$22,969	\$24,399	<b>\$24,450</b>	\$51	Accept Offer
56	<a href="#">20195132</a>	KM8K1CAA1KU365132	2019 Hyundai Kona SE	Retail	18,025	\$21,100	\$19,706	<b>\$19,650</b>	-\$56	Accept Offer
81	<a href="#">20170143A</a>	5XYZUDLB6HG490143	2017 Hyundai Santa Fe Sport 2.4L	Retail	75,565	\$15,400	\$15,500	<b>\$15,350</b>	-\$150	Accept Offer
58	<a href="#">20166346</a>	1C4AJWAGXGL116346	2016 Jeep Wrangler Black Bear	Retail	62,362	\$22,711	\$23,500	<b>\$23,350</b>	-\$150	Accept Offer
31	<a href="#">20188893</a>	KM8J3CA27JU818893	2018 Hyundai Tucson Limited	Retail	31,285	\$17,209	\$23,997	<b>\$23,750</b>	-\$247	Accept Offer
64	<a href="#">B000725</a>	WDBNG75J6YA120725	2000 Mercedes-Benz S-Class	Retail	95,452	\$4,020	\$3,999	<b>\$3,700</b>	-\$299	Accept Offer
62	<a href="#">20171424</a>	1FADP3H21HL281424	2017 Ford Focus SEL	Retail	56,978	\$12,345	\$13,129	<b>\$12,800</b>	-\$329	Accept Offer




## INVENTORY MANAGEMENT

# ACV + MAXDIGITAL Offer

- > Every day an **ACV offer** will be given (currently over 65% of inventory)
- > Dealer clicks on **accept**
- > ACV inspector **inspects vehicle** (vehicle needs to be within \$500 of Frontline ready)
- > Vehicle can be run in a live auction. If the vehicle brings more than the offer, **the dealer gets the higher dollar amount**. If the vehicle brings less than the offer, **the dealer retains ACV's original offer**.

ch/3453922

Get Bidding 11 Bids 16 Views 56 Photos



CURRENT BID  
**\$24,900**

REMAINING  
**00:22**

BID + \$100

PROXY BID

2021 Honda HR-V EX

**ACV** ACV MARKET REPORT  
Vehicle Pricing Tool [VIEW REPORT](#)

ANNOUNCEMENTS

Scratches  
Rear bumper.

Paint Meter Readings

Low Value	4
High Value	4.5

OBDII Codes

Code 1:	u0155
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Incomplete Readiness Monitors

Monitor 1:	evap
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AUCTION TYPE:

**GREEN** YELLOW RED BLUE

**ACV INSPECTED!**  
Third party, objective condition report.

**PURCHASE OPTIONS:**

**ACV TRANSPORTATION QUOTE:**  
Let us coordinate your transportation **\$474**

**EXTENDED BUYER ASSURANCE**  
Optionally extend up to 30 days. **AVAILABLE**

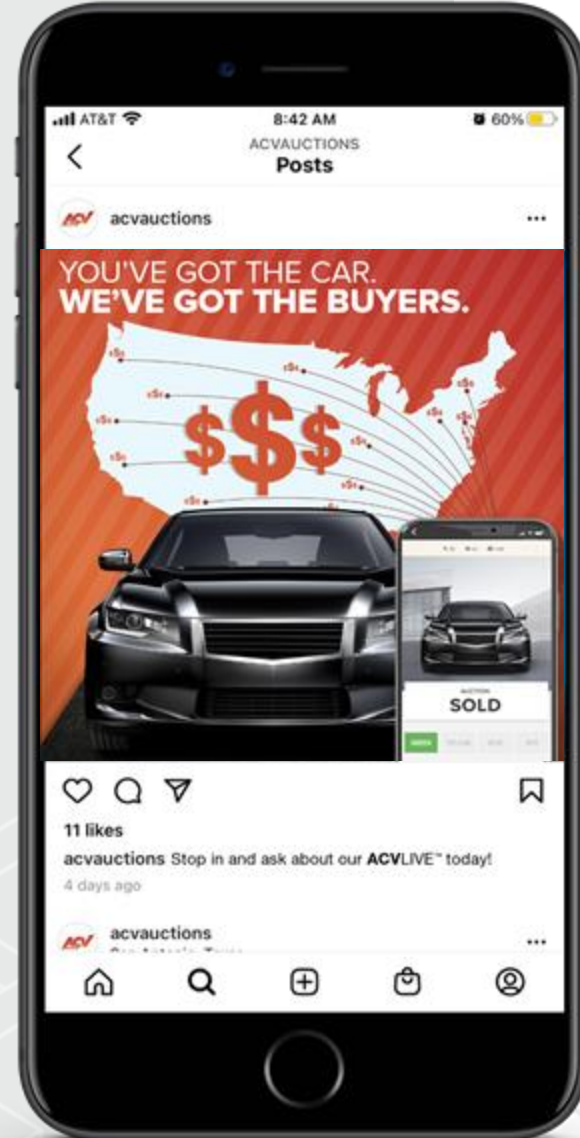


# **Driving Your Customer r Business**



# Live Appraisal

- Utilizing the same inspector & condition report you already use for wholesale, you can find real-time buyers for customer trade-ins.
- Add transparency to the trade-in process & build trust with your retail customers
- Requires no additional resources, products or contracts
- Leverages your existing resources and customer relationships
- Drives in incremental leads & sales

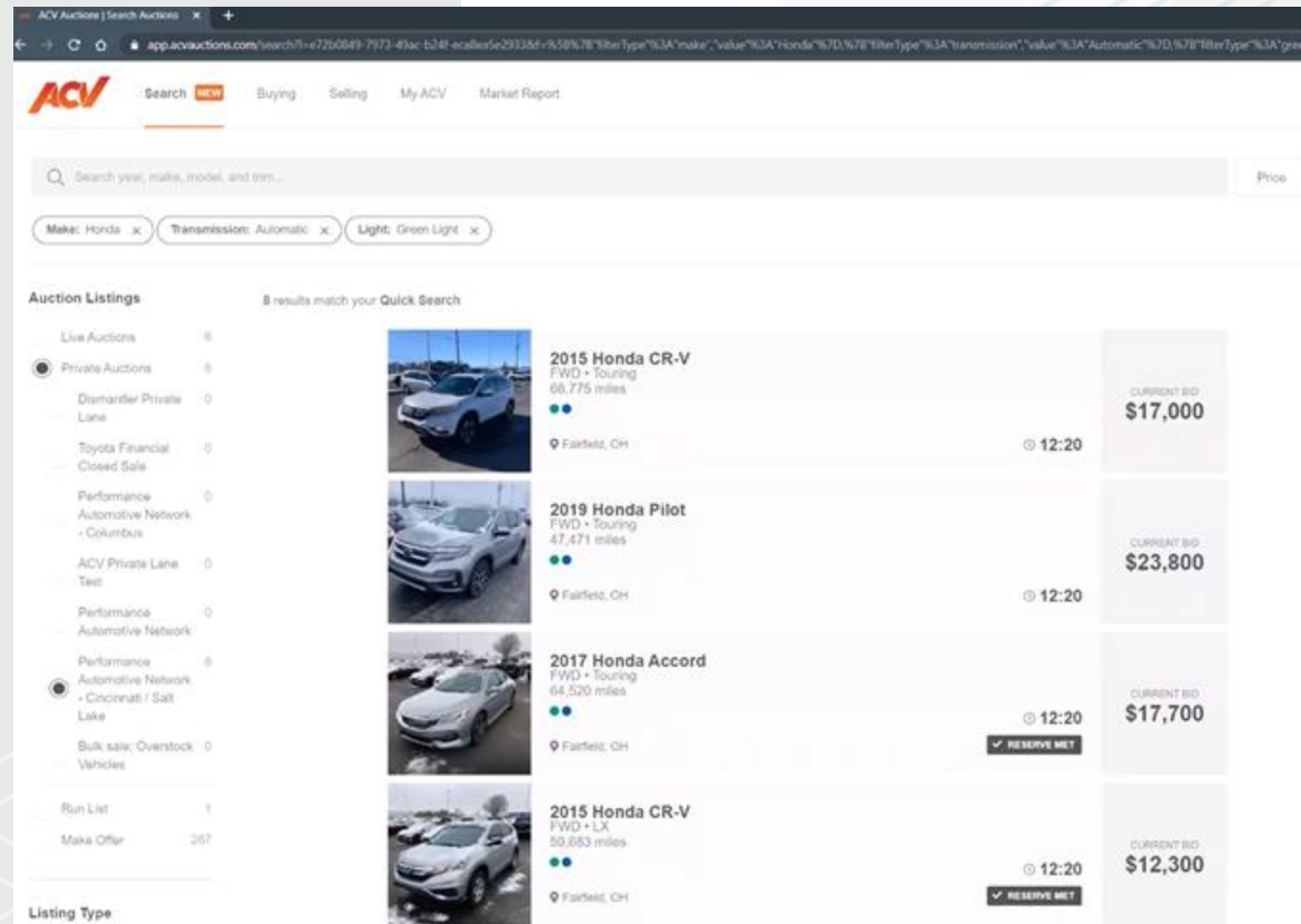


# Private Marketplaces

Leveraging ACV's state-of-the-art open marketplace technology, ACV Private Auction is an online platform that enables dealers to efficiently move trades and aged inventory within your dealership group.

This digital solution significantly reduces the time and costs associated with running your physical private auctions, while optimizing for both profit and speed.

With ACV Private Auction, you can easily move inventory within your dealership group to the dealer with the highest possibility of quickly selling it to a retail customer at a profit.



# True360

## Trust the Transparency

3rd Party inspections and reports designed to deliver transparency and help dealers sell cars online.



**Nationwide vehicle condition inspectors perform the most in-depth third-party inspection in the industry.**



**The inspection includes a paint meter reading, cosmetic assessment and score, and structural inspection.**



**All findings are summarized in a report, that can be added to your digital retail to boost gross profits.**



**The True360 Report digitally connects to CARFAX and AutoCheck and enhances an existing report with additional condition details and can update the findings on accident damage.**



**True360 Reports protects your dealer brand and reputation with every certified inspection.**



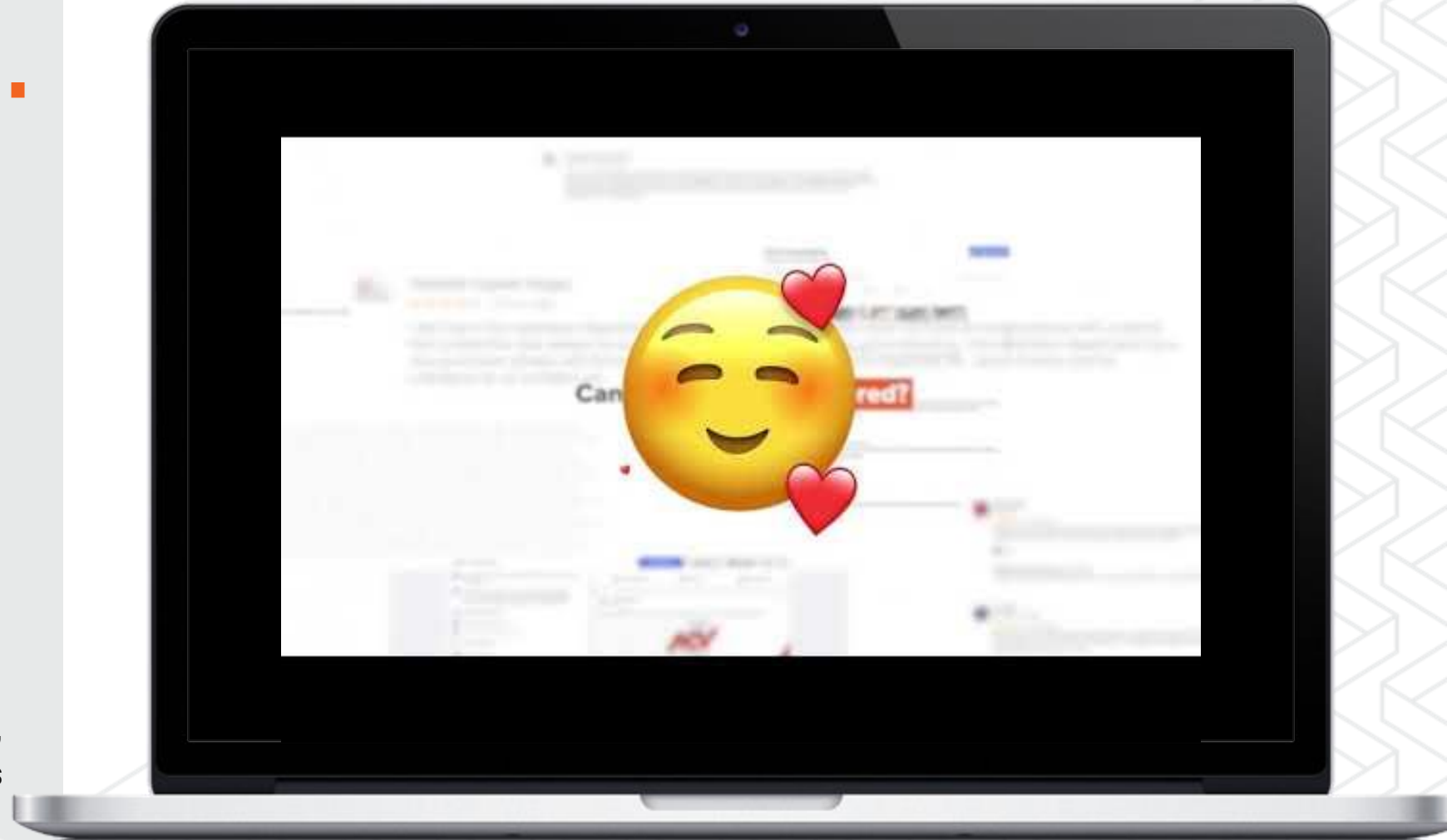
# Don't just take our word for it...

"I trust ACV Auctions a lot more than traditional auctions, and I've been doing this a long time."

—RD Proud, Auto Union LTD

"I like the outreach. ACV makes it very simple. It's just the push of a button and it saves me a lot of time and money."

—Carlos Gamboa,  
Mi Pueblo La Familia Autos







## **ANDY PANDO**

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# **Thank you.**