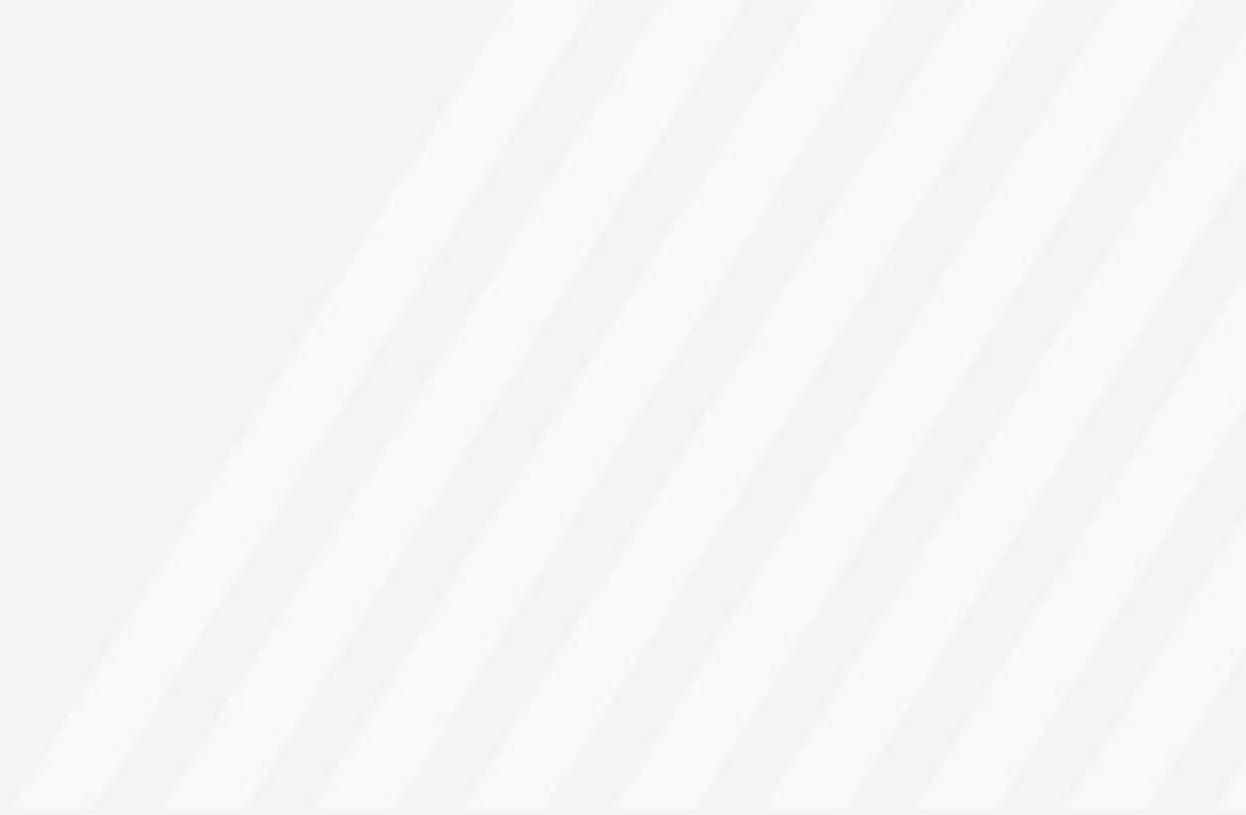


ACV



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

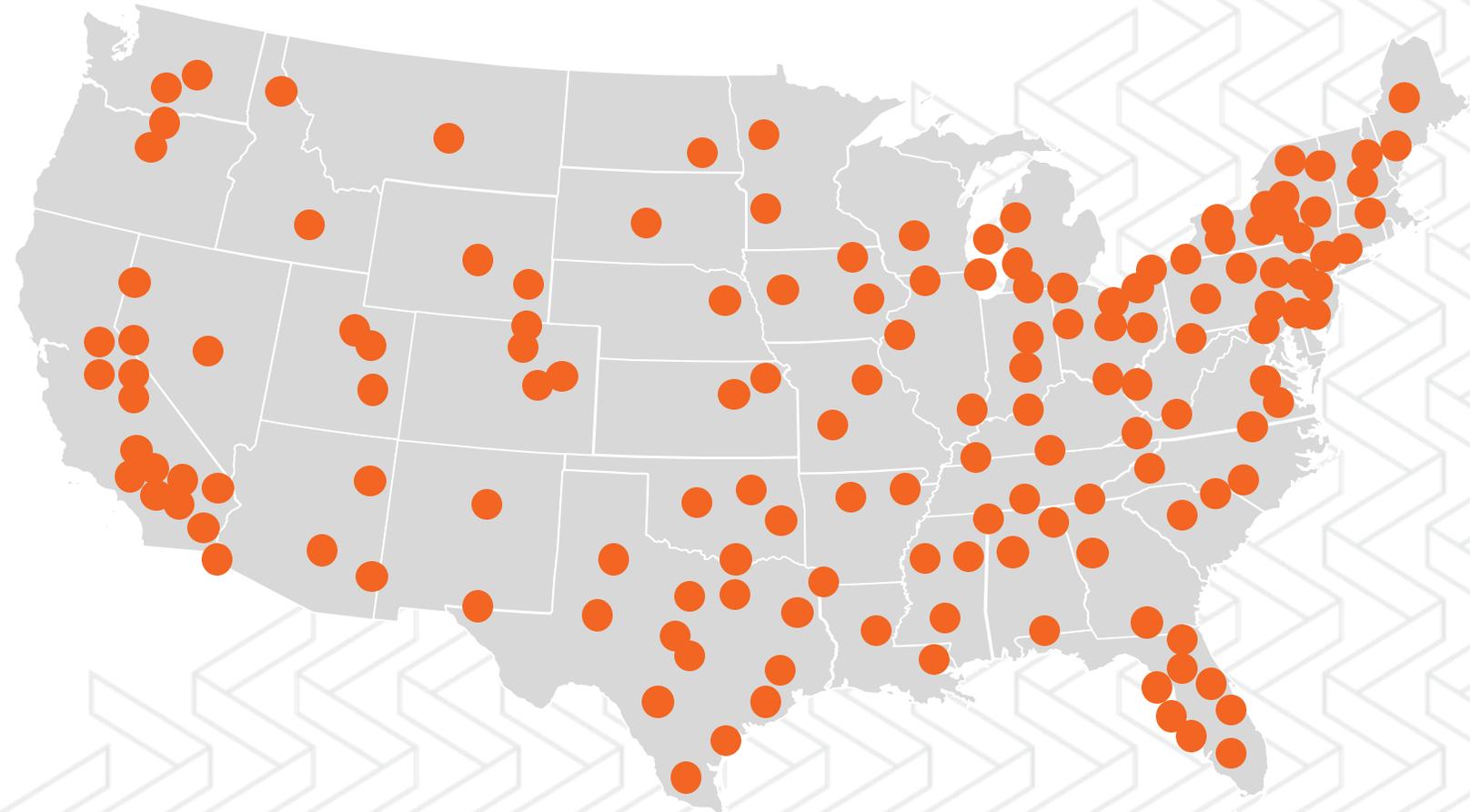
Trusted Digital Marketplace
for Wholesale Vehicles &
Data Services

160+

TERRITORIES

16K+

MARKETPLACE PARTICIPANTS

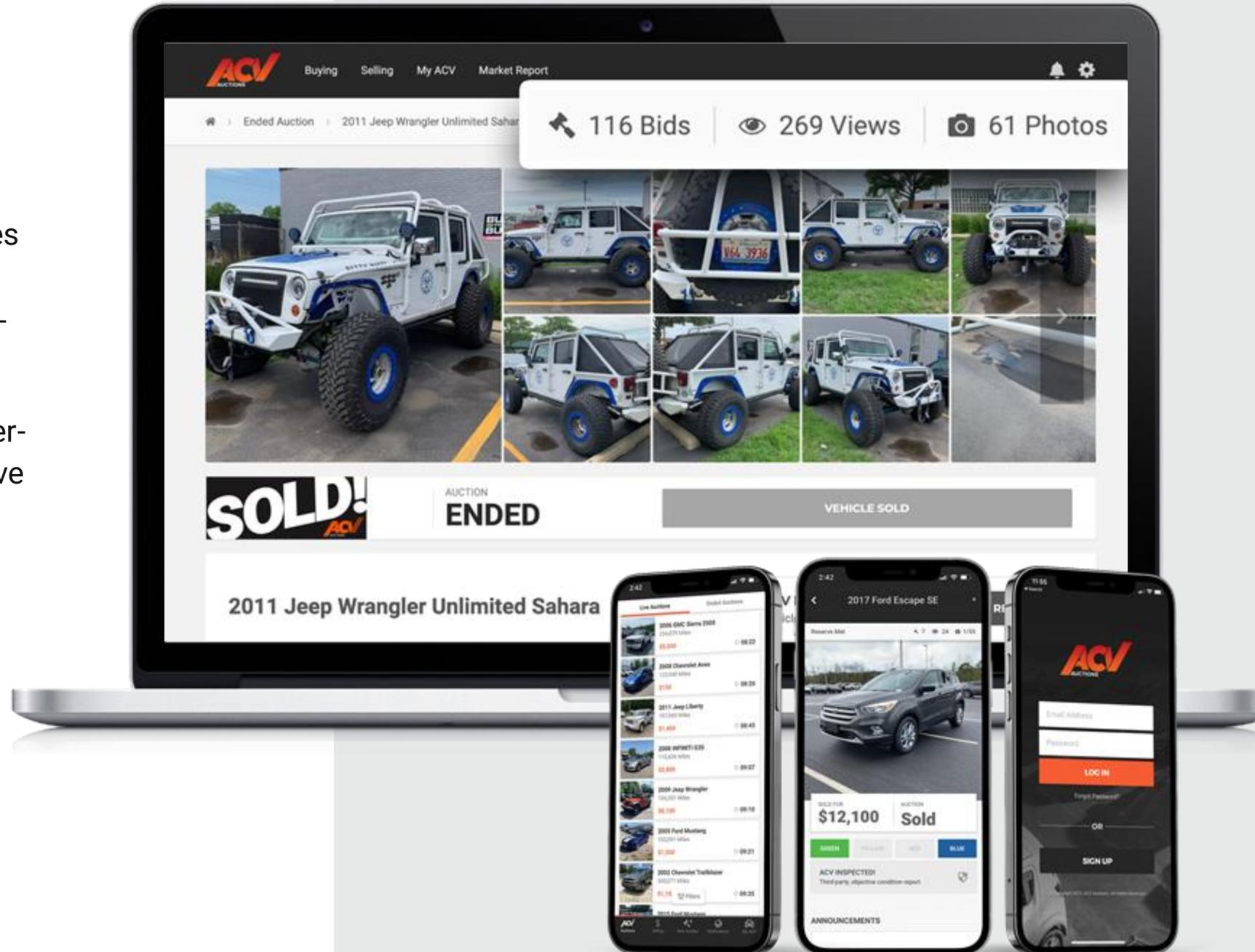


Note: All data as of and for the year ended December 31, 2020.

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.



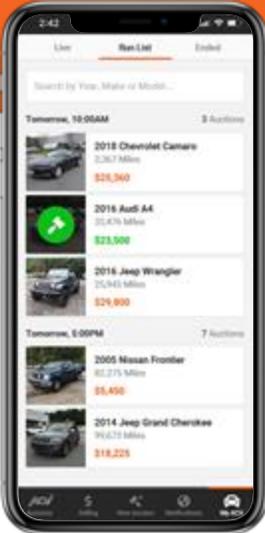
Digital Wholesale Auction

LISTING



Proprietary Inspection

VEHICLE DISCOVERY



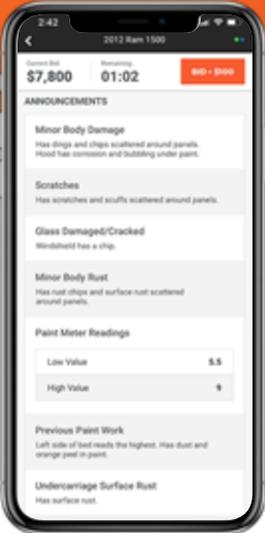
Customized Filters

VEHICLE INTELLIGENCE



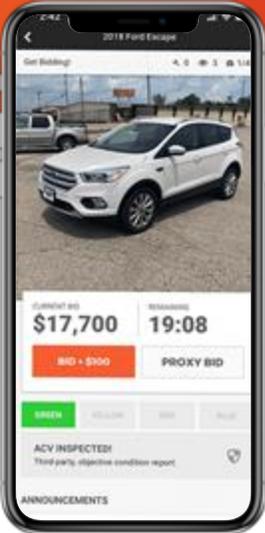
Instant Notifications

VEHICLE INTELLIGENCE

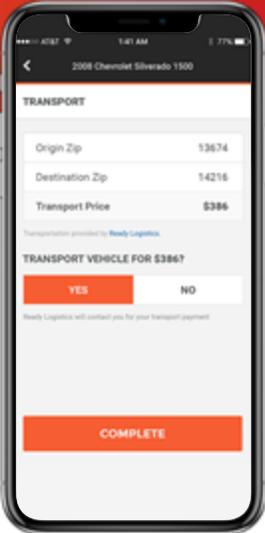


Condition and Market Report

AUCTION EXPERIENCE



Live Auction



Post-Auction Services



Condition, Value + Trends

Trusted Condition Reports Equal
Fewer Mistakes and More Value:



100+ point detailed
inspection

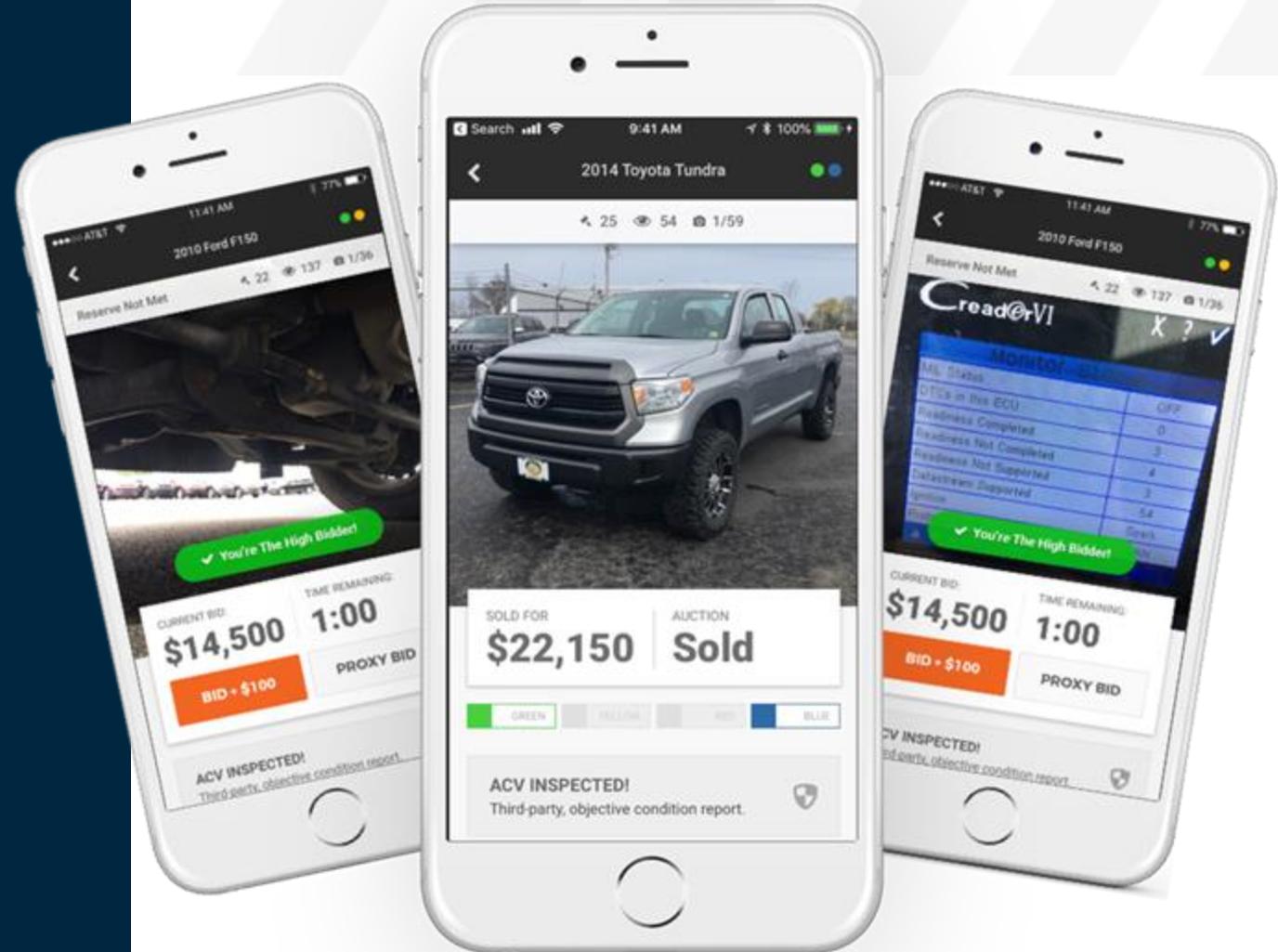


45+ photos including
undercarriage



Paint, tire, and
engine readings

Condition Data is **Key**



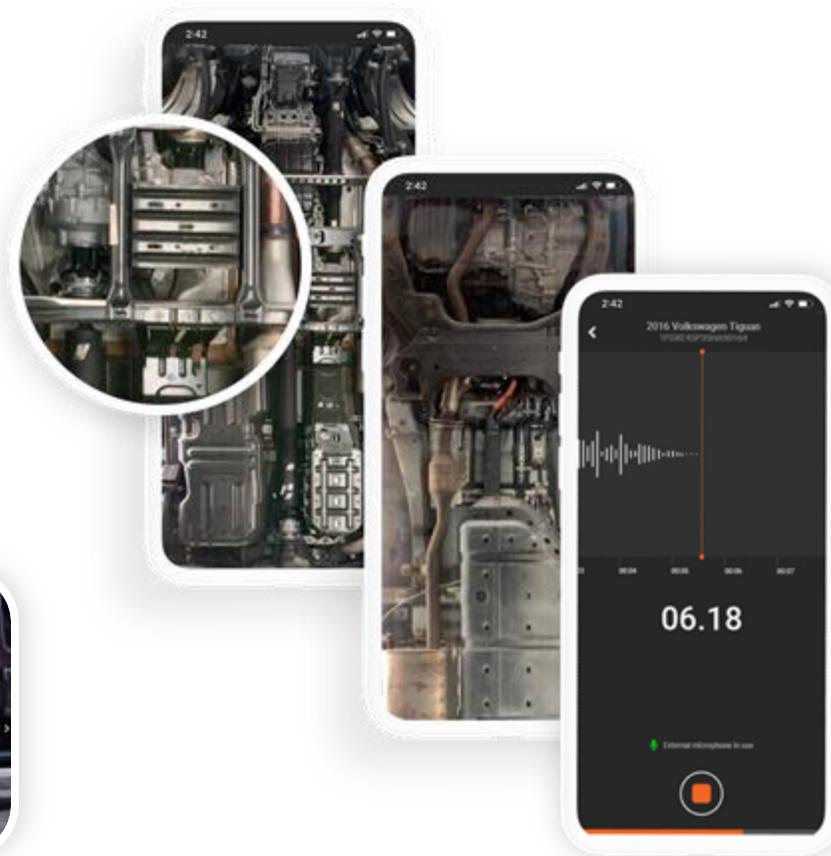
Data Services

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

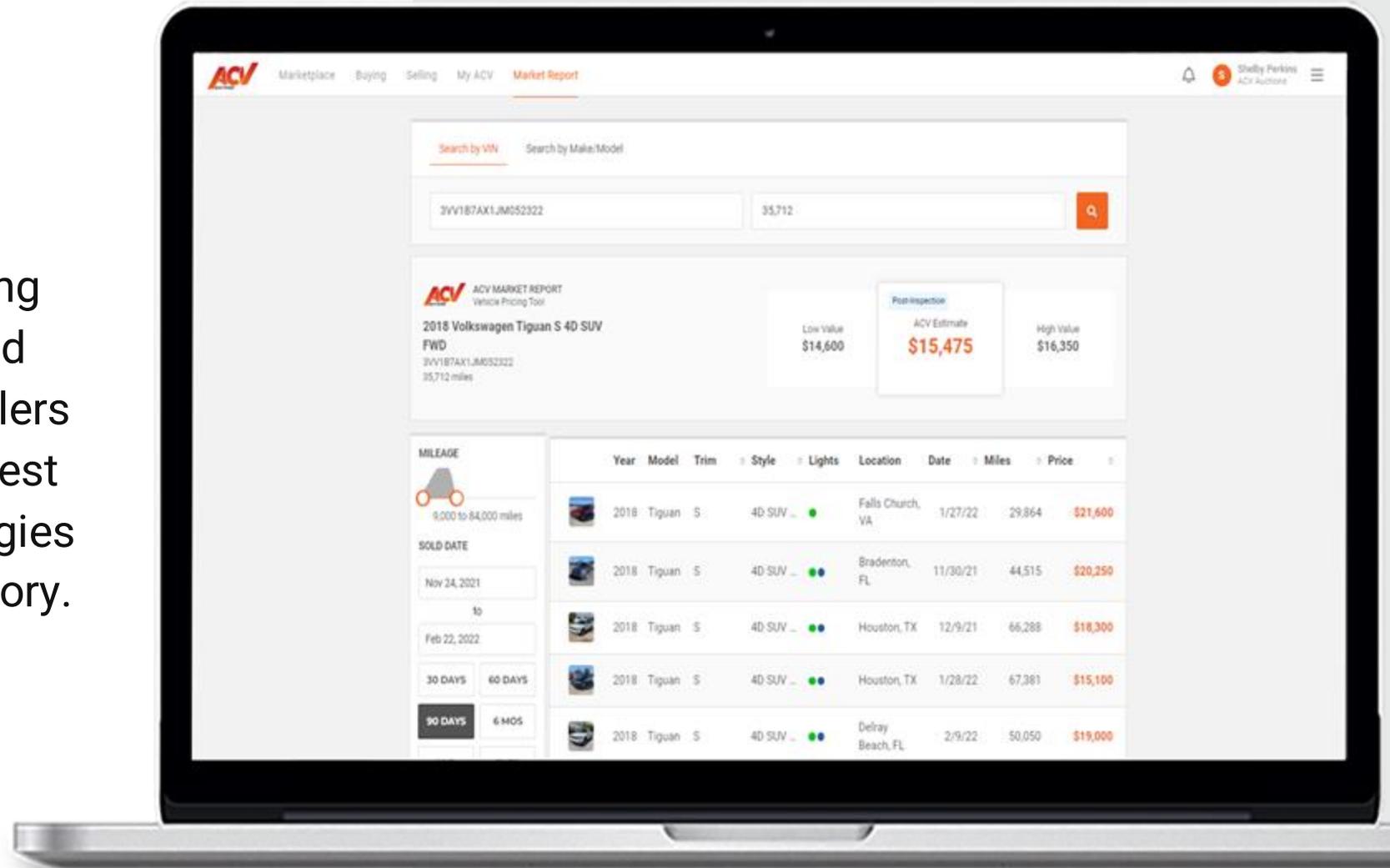
Database uses advanced Machine Learning algorithms



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.

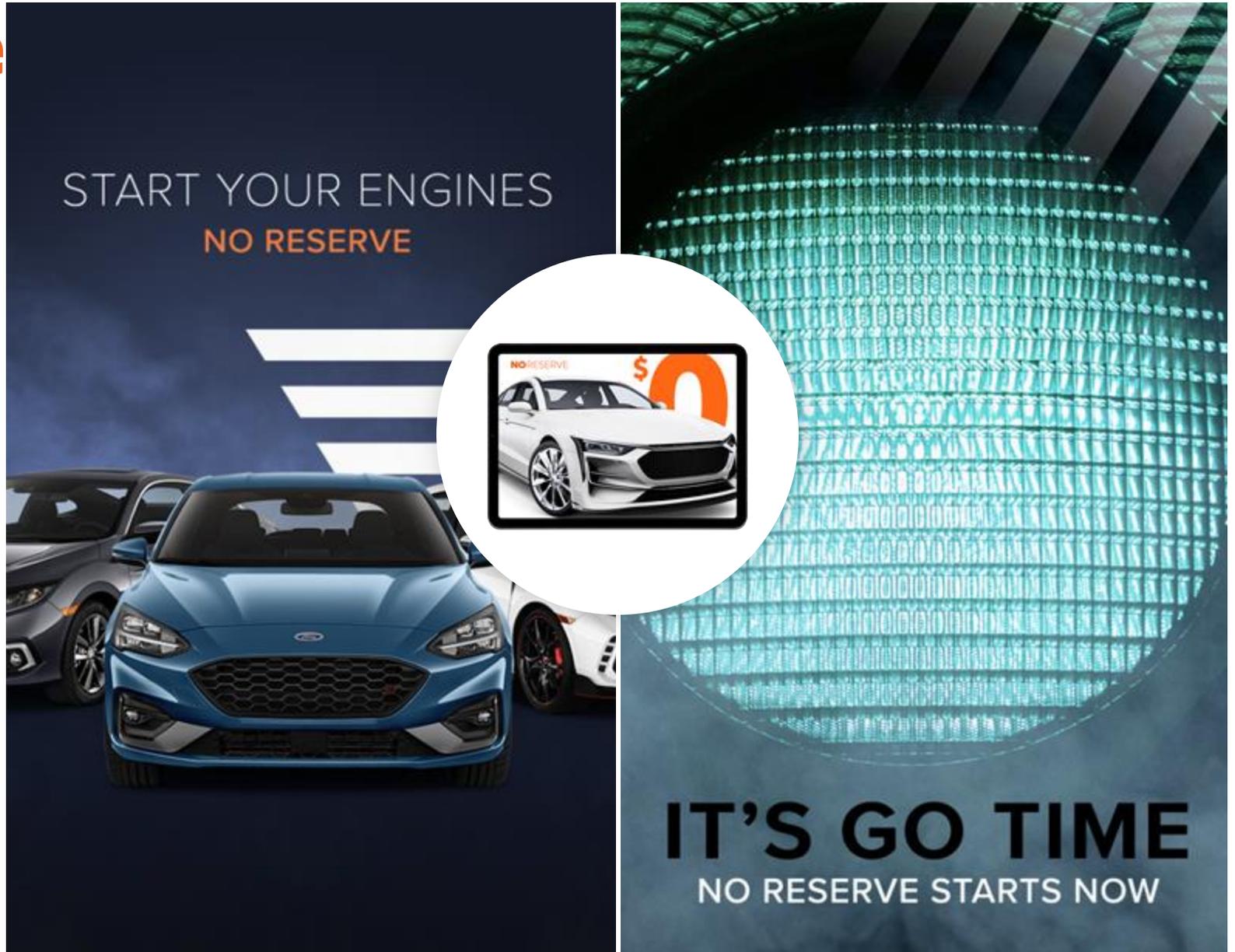


No Reserve Sale

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 on a screen with a 'NO RESERVE' label and a large orange zero with a dollar sign. The background is a dark blue with a glowing green digital grid pattern.



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 ?

Age	Stock #	VIN	Vehicle	Objective	Mileage	Unit Cost	List Price	Offer	↓ Offer - List	
58	20151640	JTMBFREV1FD121640	2015 Toyota RAV4 LE	Retail	26,832	\$18,108	\$17,500	\$18,350	\$850	Accept Offer
8	20198205	5NPD84LF0KH398205	2019 Hyundai Elantra SEL	Retail	13,444	\$14,525	\$18,083	\$18,300	\$217	Accept Offer
20	20177778A	3FA6P0RU9HR267778	2017 Ford Fusion Hybrid Titanium	Retail	29,895	\$15,336	\$18,620	\$18,750	\$130	Accept Offer
60	20209206	3FA6P0MU5LR159206	2020 Ford Fusion Hybrid SEL	Retail	7,177	\$22,969	\$24,399	\$24,450	\$51	Accept Offer
56	20195132	KM8K1CAA1KU365132	2019 Hyundai Kona SE	Retail	18,025	\$21,100	\$19,706	\$19,650	-\$56	Accept Offer
81	20170143A	5XYZUDLB6HG490143	2017 Hyundai Santa Fe Sport 2.4L	Retail	75,565	\$15,400	\$15,500	\$15,350	-\$150	Accept Offer
58	20166346	1C4AJWAGXGL116346	2016 Jeep Wrangler Black Bear	Retail	62,362	\$22,711	\$23,500	\$23,350	-\$150	Accept Offer
31	20188893	KM8J3CA27JU818893	2018 Hyundai Tucson Limited	Retail	31,285	\$17,209	\$23,997	\$23,750	-\$247	Accept Offer
64	B000725	WDBNG75J6YA120725	2000 Mercedes-Benz S-Class	Retail	95,452	\$4,020	\$3,999	\$3,700	-\$299	Accept Offer
62	20171424	1FADP3H21HL281424	2017 Ford Focus SEL	Retail	56,978	\$12,345	\$13,129	\$12,800	-\$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
Auctions 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: \$474
Let us coordinate your transportation

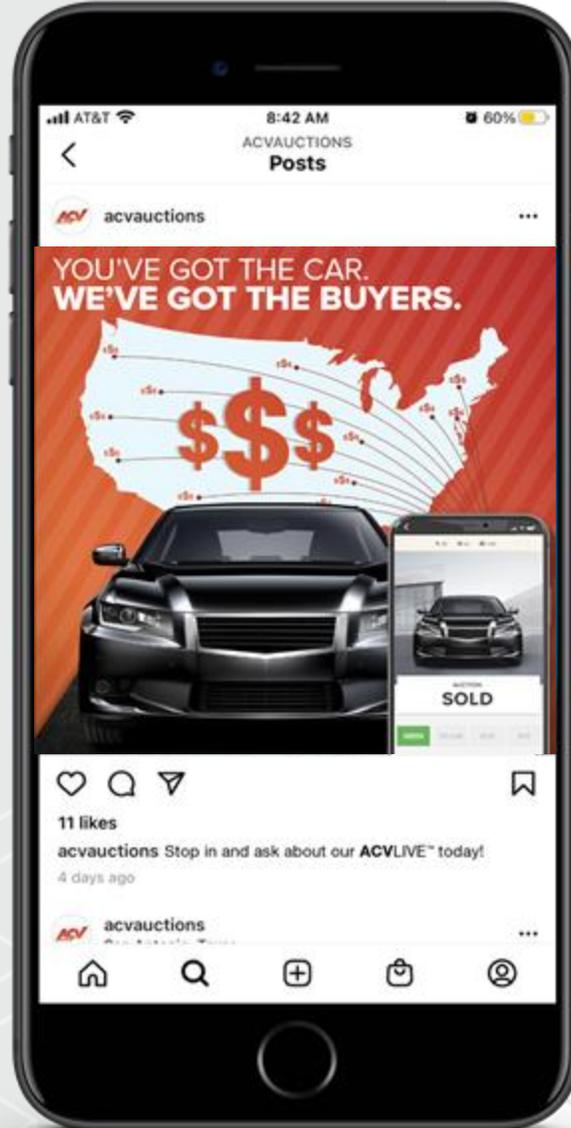
EXTENDED BUYER ASSURANCE AVAILABLE
Optionally extend up to 30 days.

**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

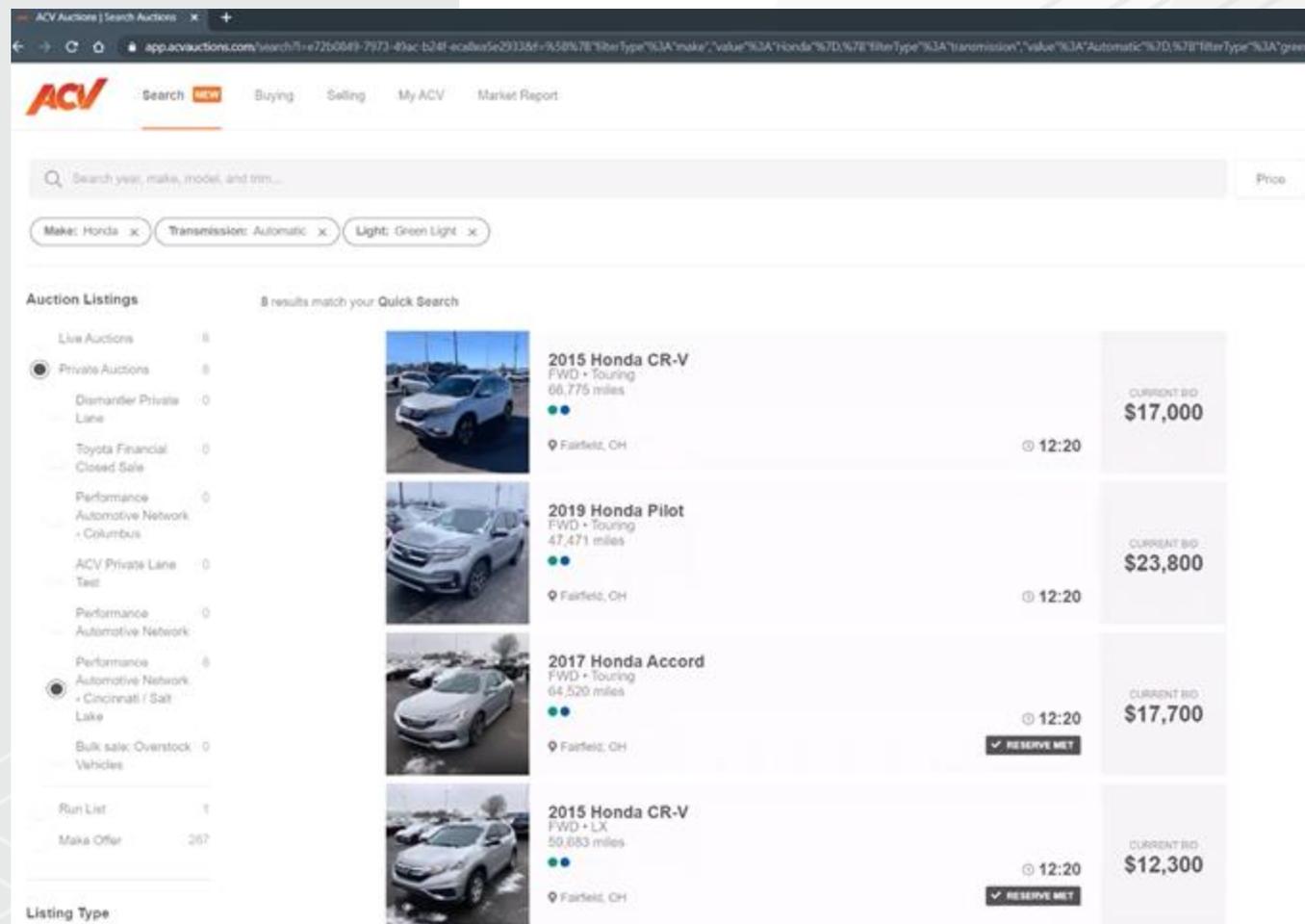


Private Marketplaces

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.

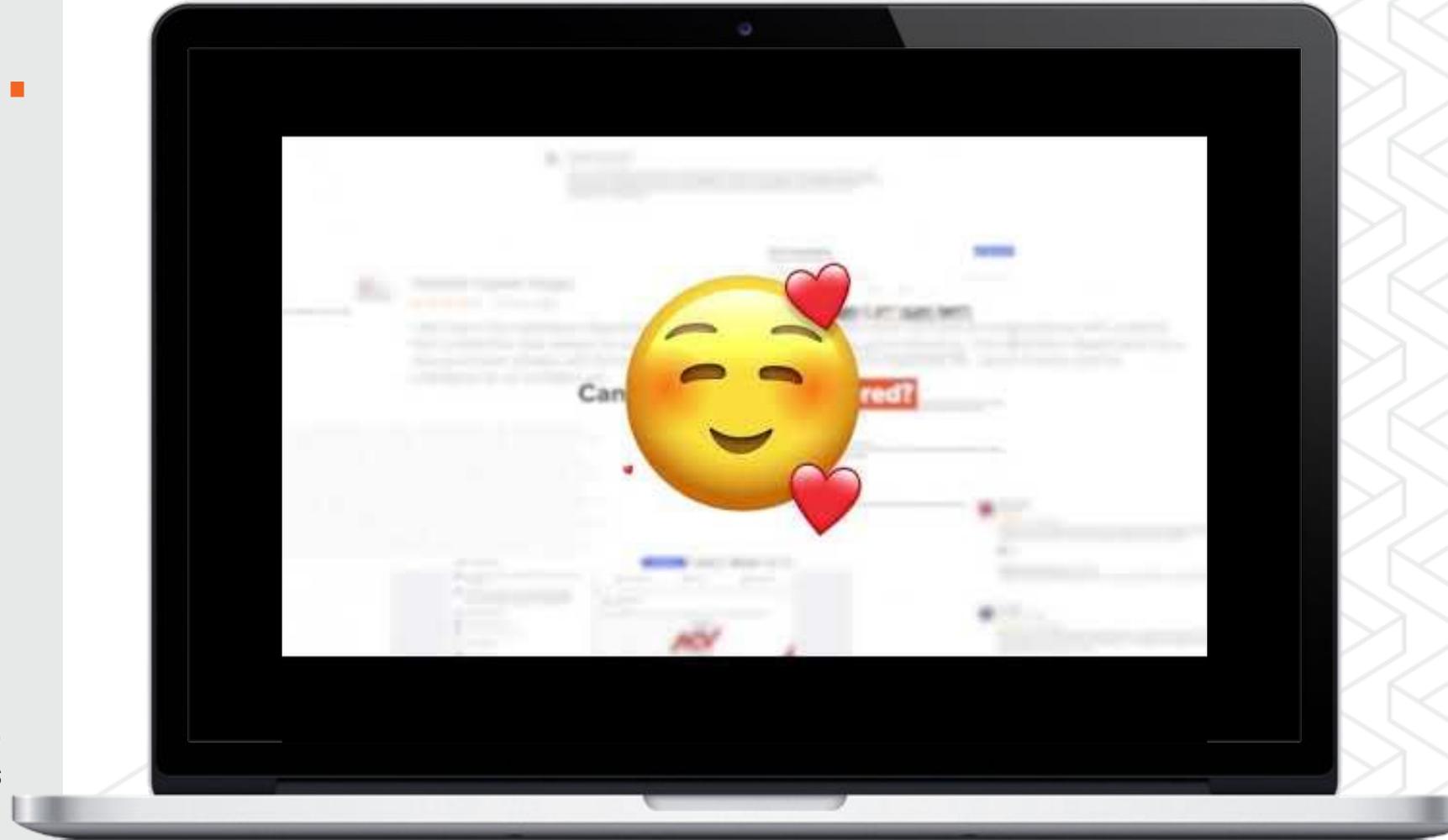
Don't just take our word for it...

"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

Regional Sales Director

apando@acvauctions.com

Tel: 505-225-5362



KIP WESTLAKE

Territory Manager

kwestlake@acvauctions.com

Tel: 505-331-5898



Thank you.