



# EMPOWERING REMARKETING SUPERHEROES

PARTNERSHIP

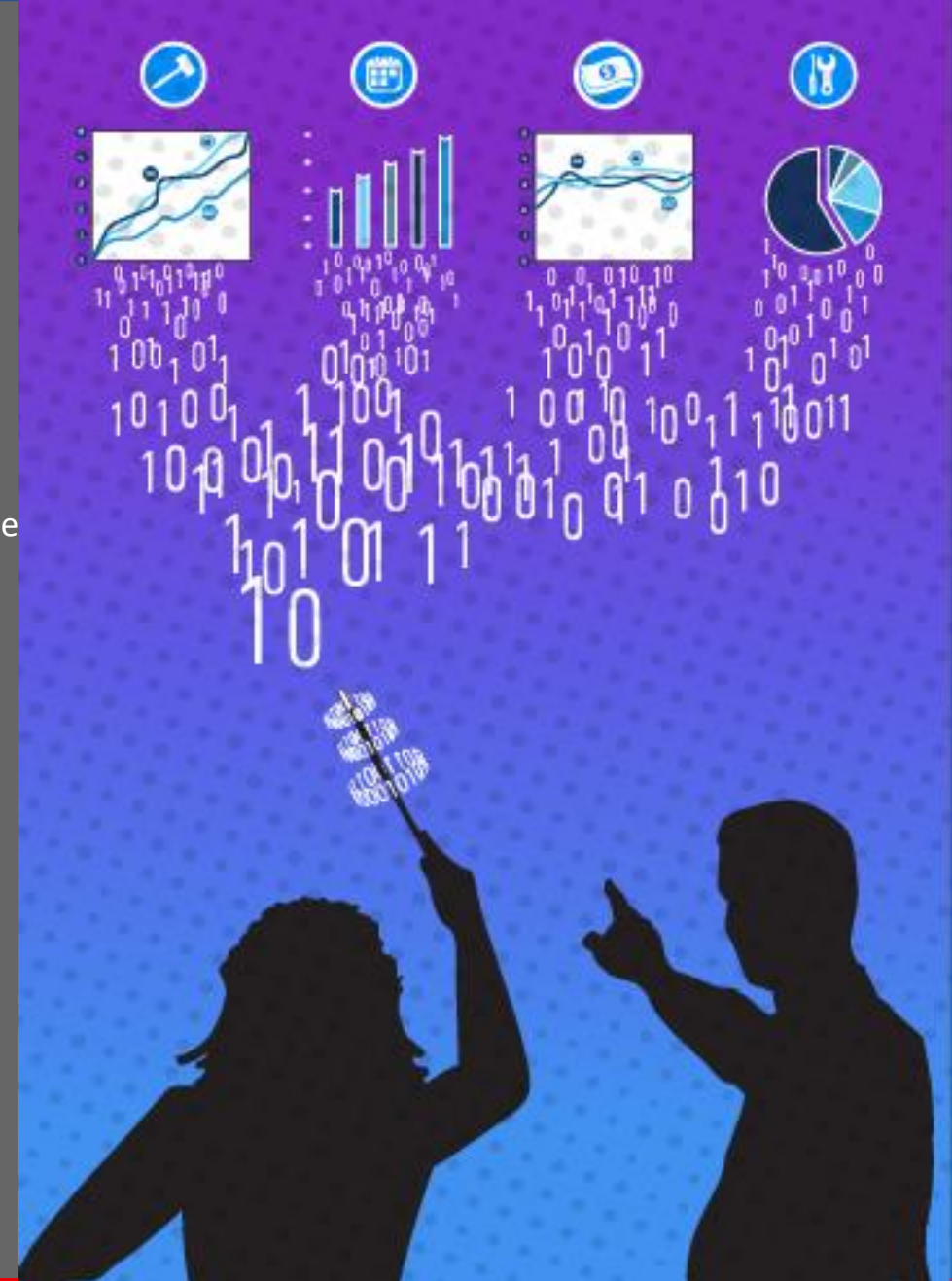
**autoims**  
Remarketing Technology

# Introducing: AutoIMS Industry View

- **What:** A compendium of metrics and insights featured in the AutoIMS Sales Scorecard reflecting the entire U.S. AutoIMS footprint—a vast majority of the commercial sales volume at wholesale, physical auto auctions in the U.S.
- **Why:** To offer a starting point for meaningful benchmark comparisons, adding further value to the AutoIMS Sales Scorecard for our auction and consignor members.
- **How:** The AutoIMS Analytics team taps our database and uses advanced visualization tools to produce a useful readout for the current period and comparisons to previous years.
- **Who:** To be shared with AutoIMS members, industry partners, and press.
- **When:** We plan to share this quarterly.

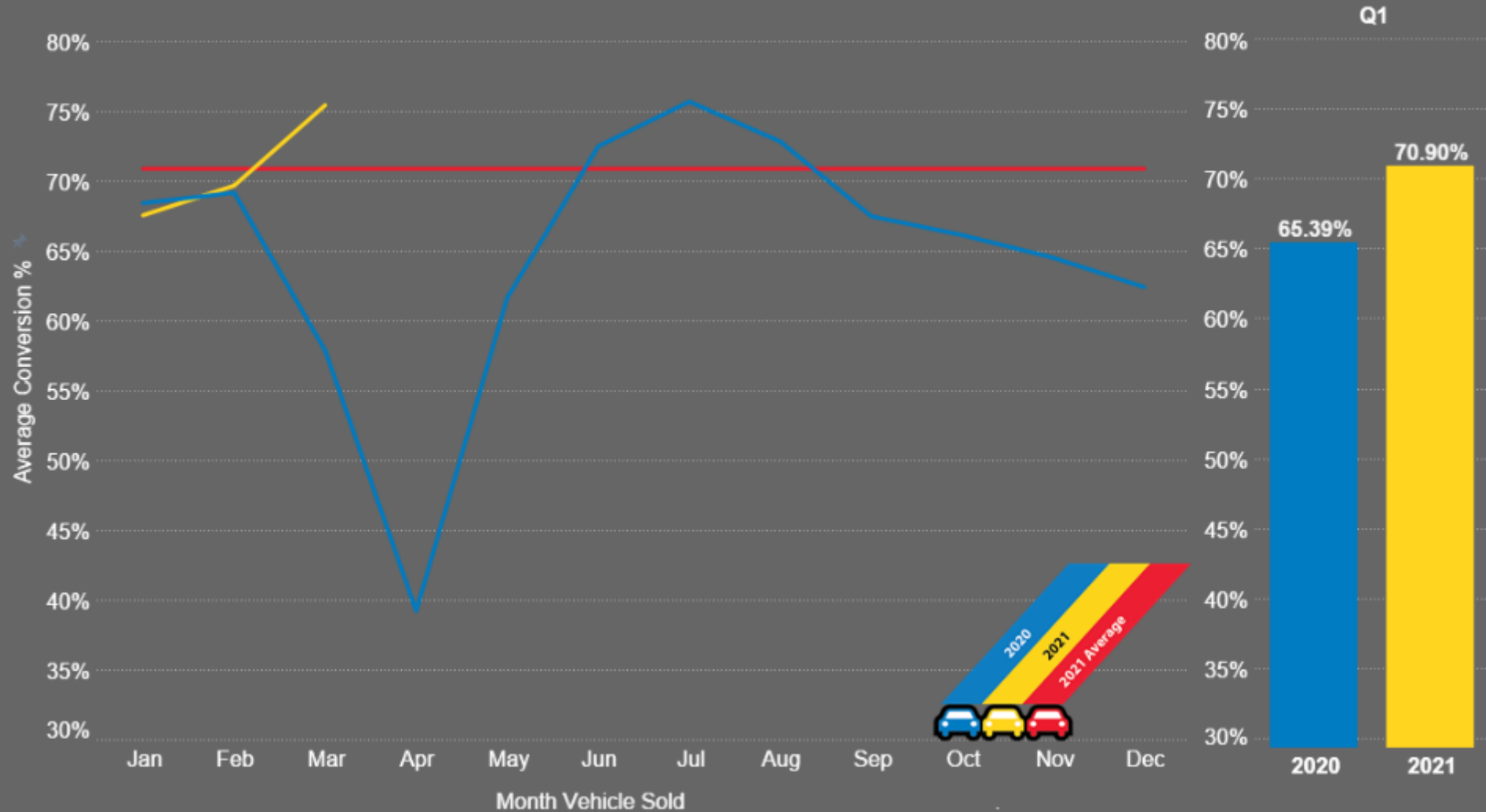
*"AutoIMS is excited to add value by delivering this new dataset view to help our industry gauge volumes and performance. Our strategic focus for 2021 is S.A.M. (Self-Service, Automation, and Metrics). This newly-developed AutoIMS Industry View hits on the important KPI metrics for our industry. We are working to enable self-service via our autoims.com platform to automate this for quarterly delivery!"*

*-Venkat Krishnamoorthy, AutoIMS CEO*



# Conversion Rate

The % of vehicles sold on a day in which they were offered

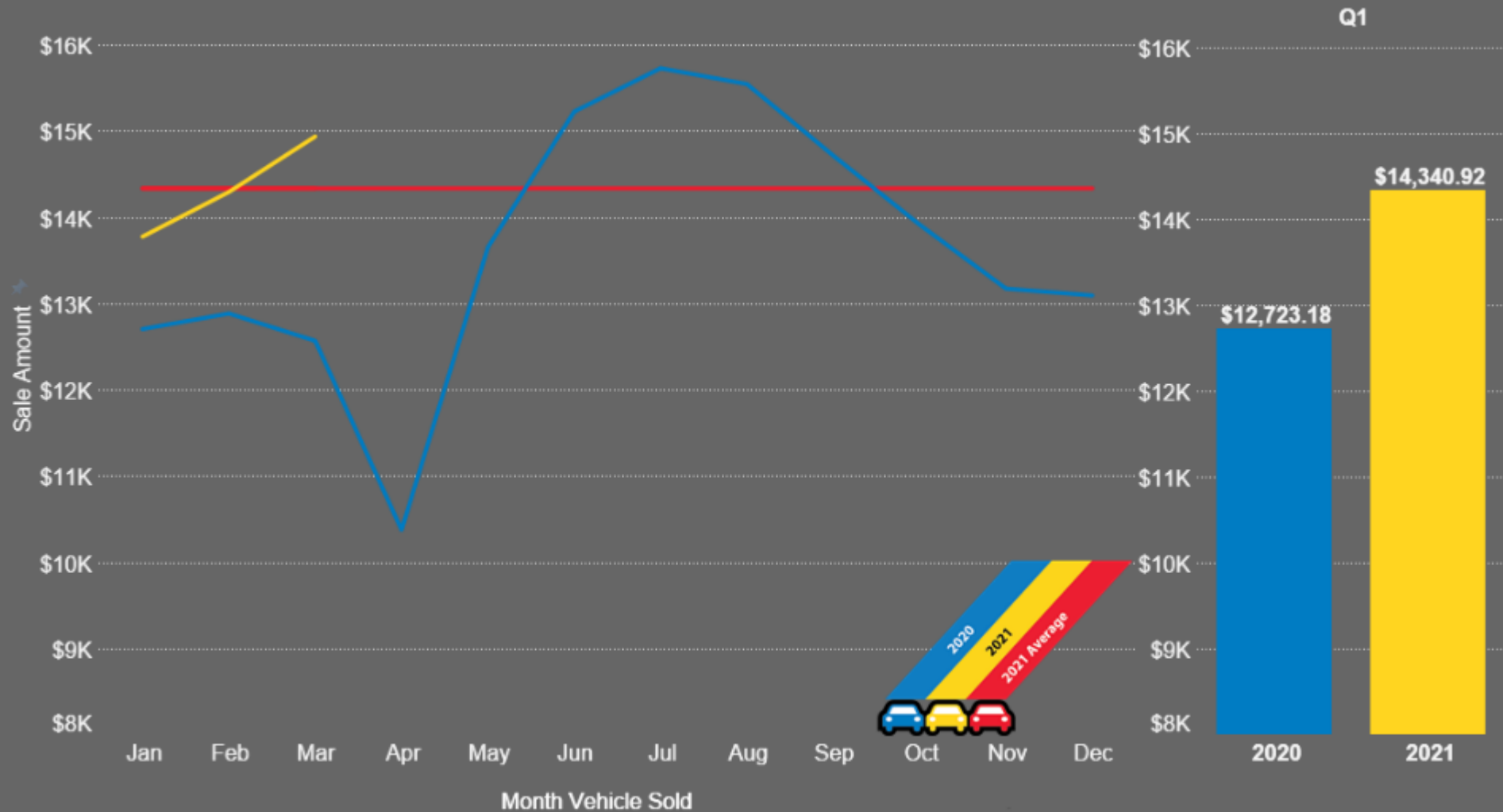


# Sales Volume Percent Change from Previous Year

*AutoIMS-Captured Sold Volume Trend Over Time*

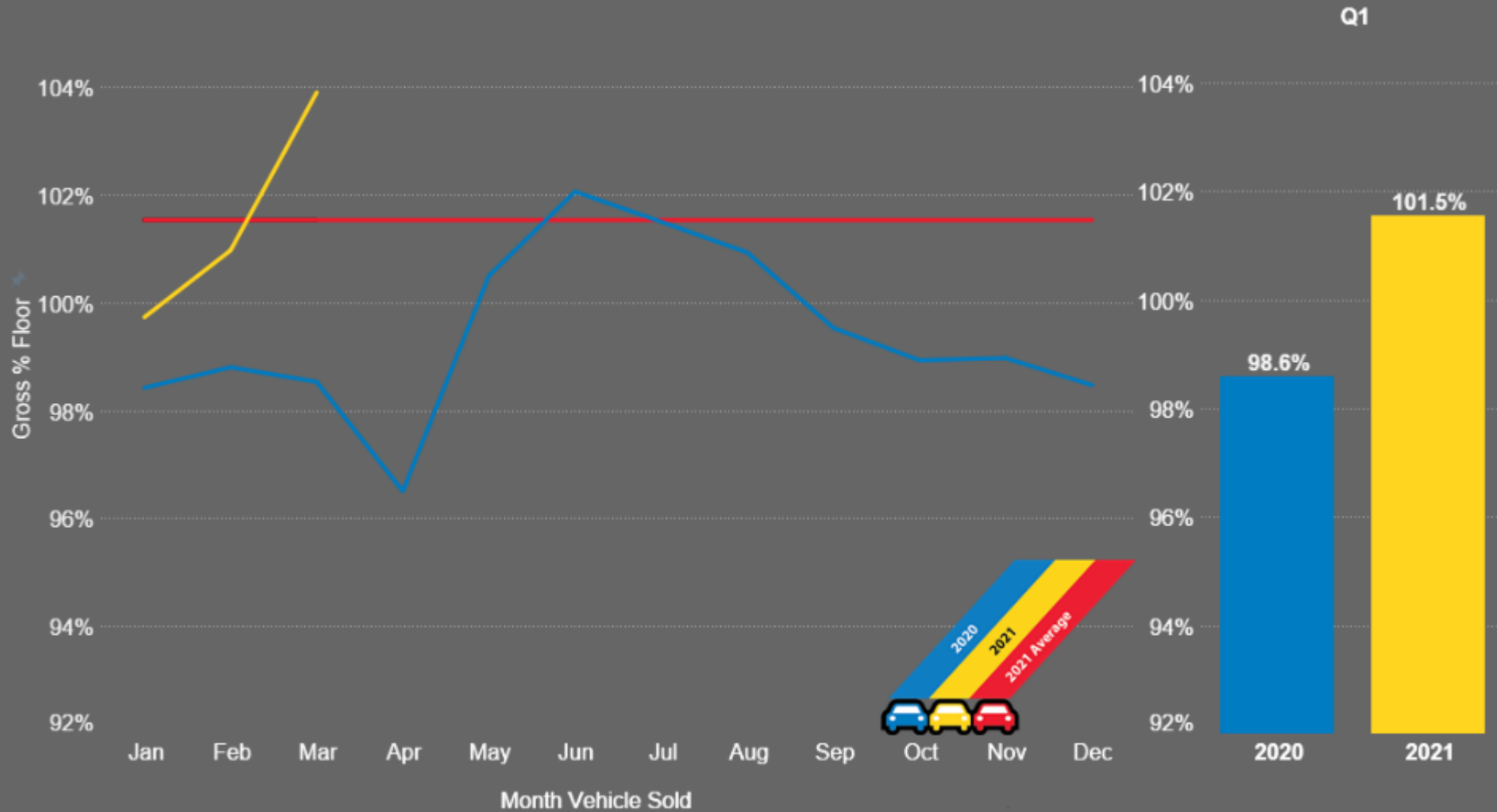


# Average Sale Price



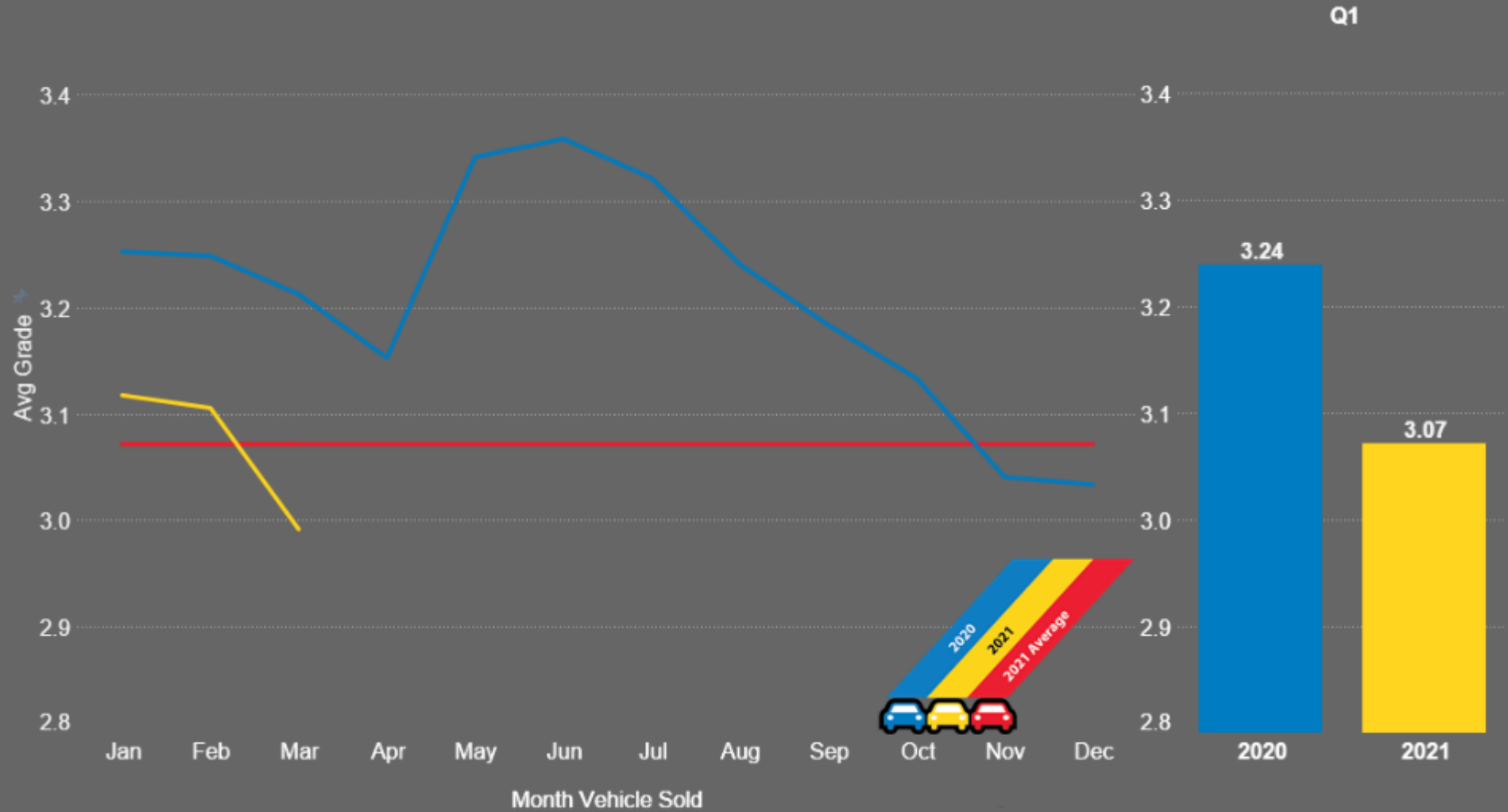
# Gross Sales Price as a % of Floor Price

Only includes vehicles which had a Floor Price in AutoIMS



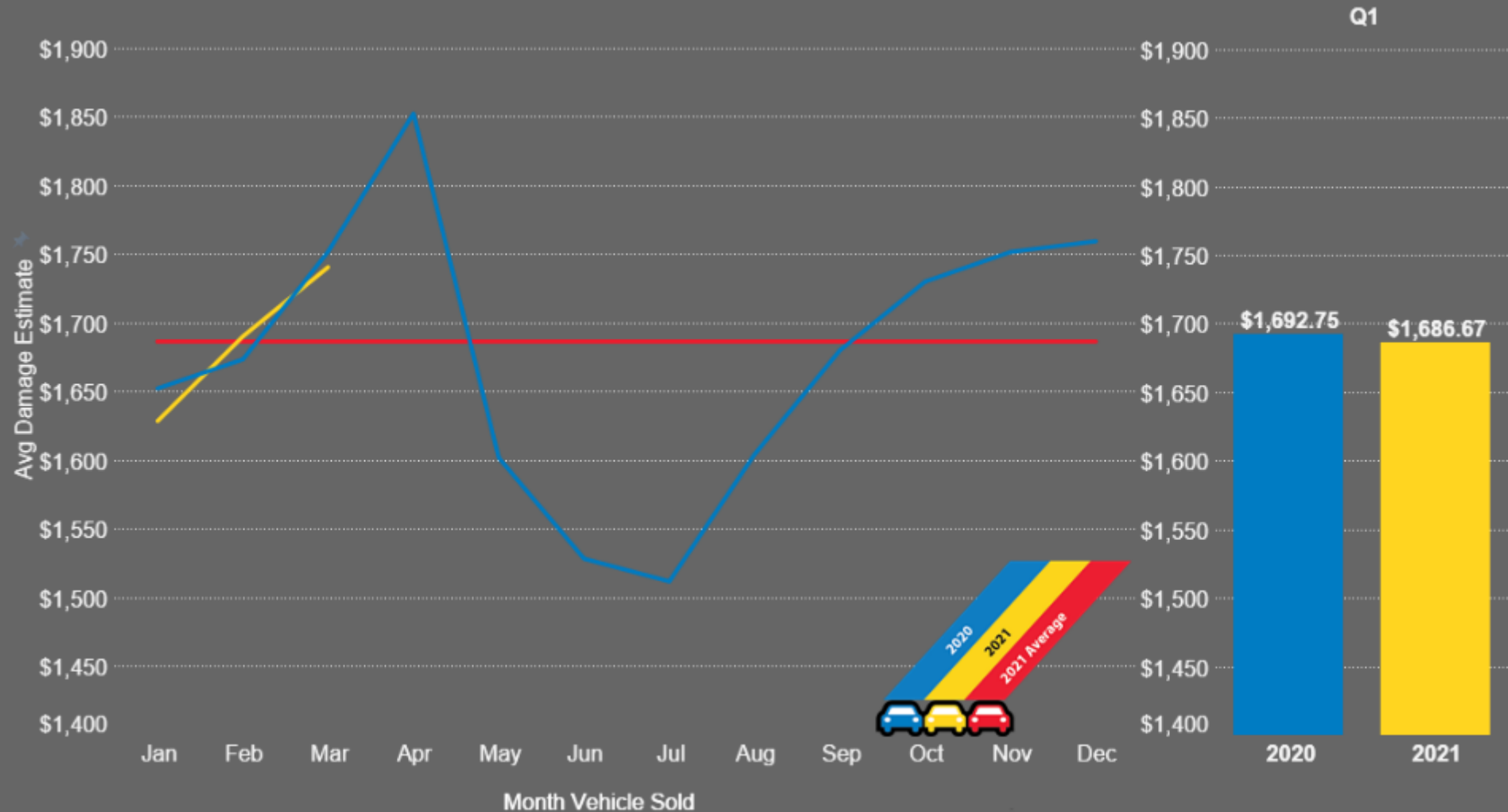
# Average Vehicle Grade

Using the final CR grade at time of sale



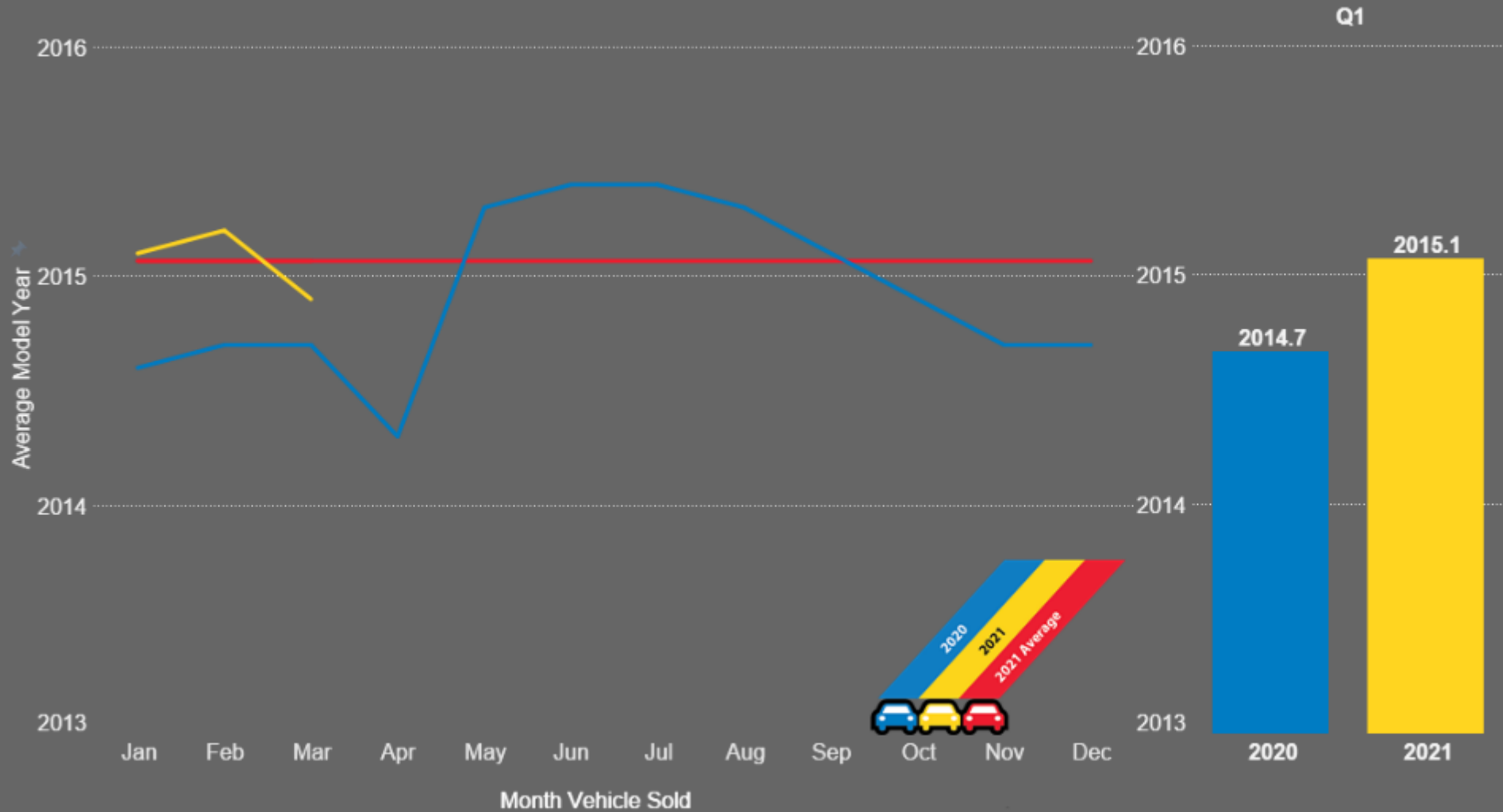
# Average Damage Estimate

Sourced from the final CR at time of sale

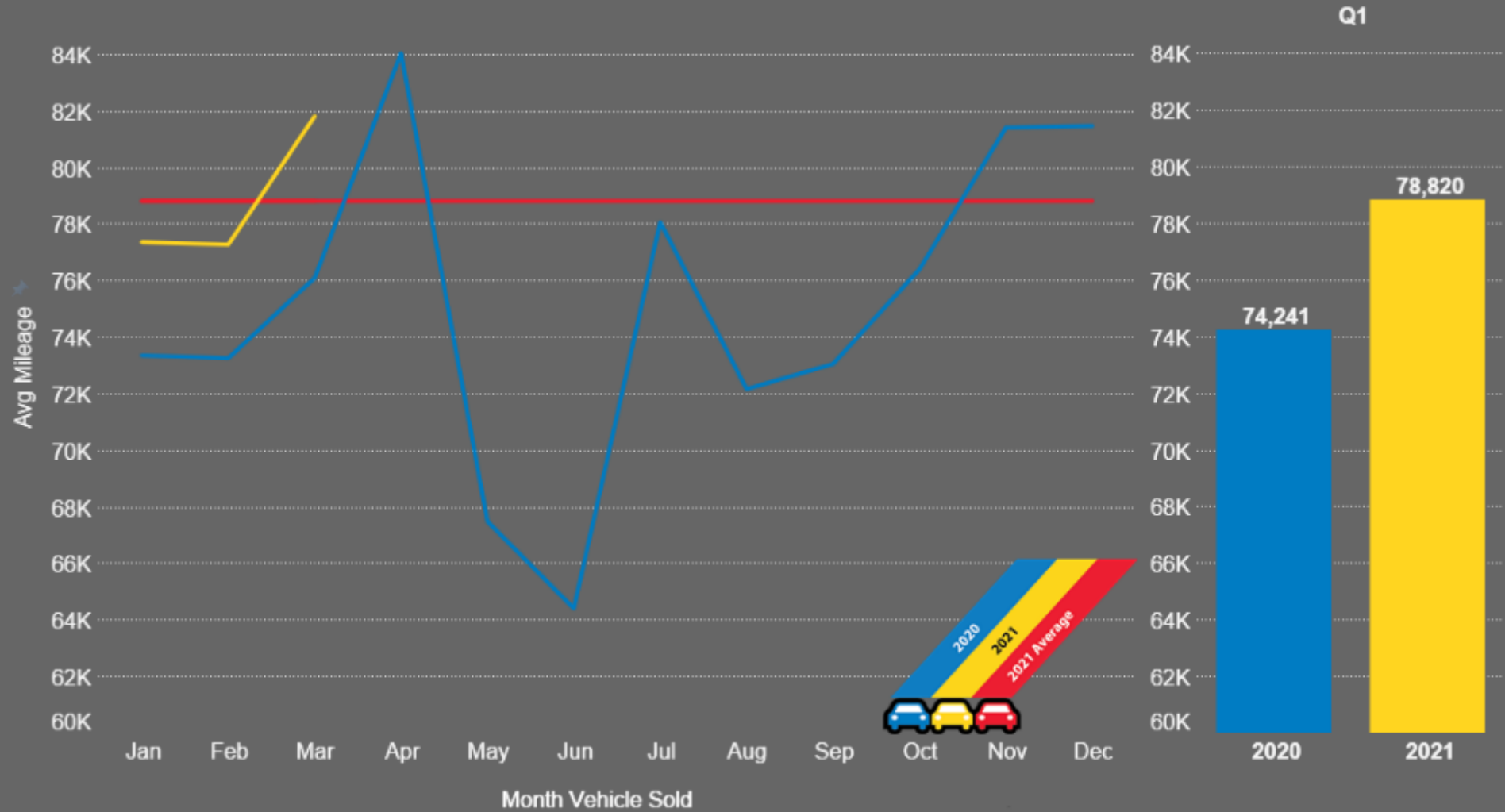




# Average Model Year

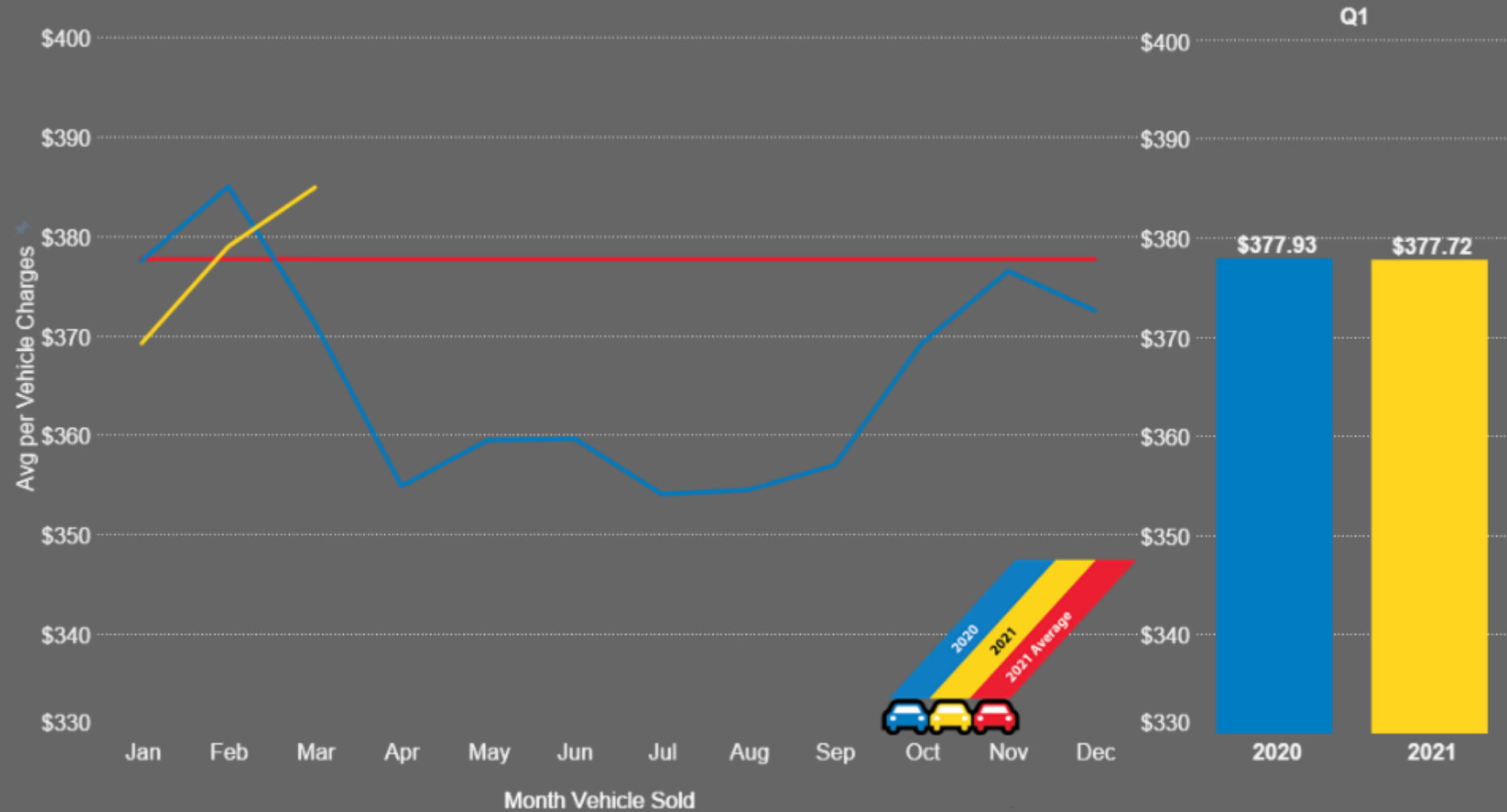


# Average Mileage



# Average Charge Total

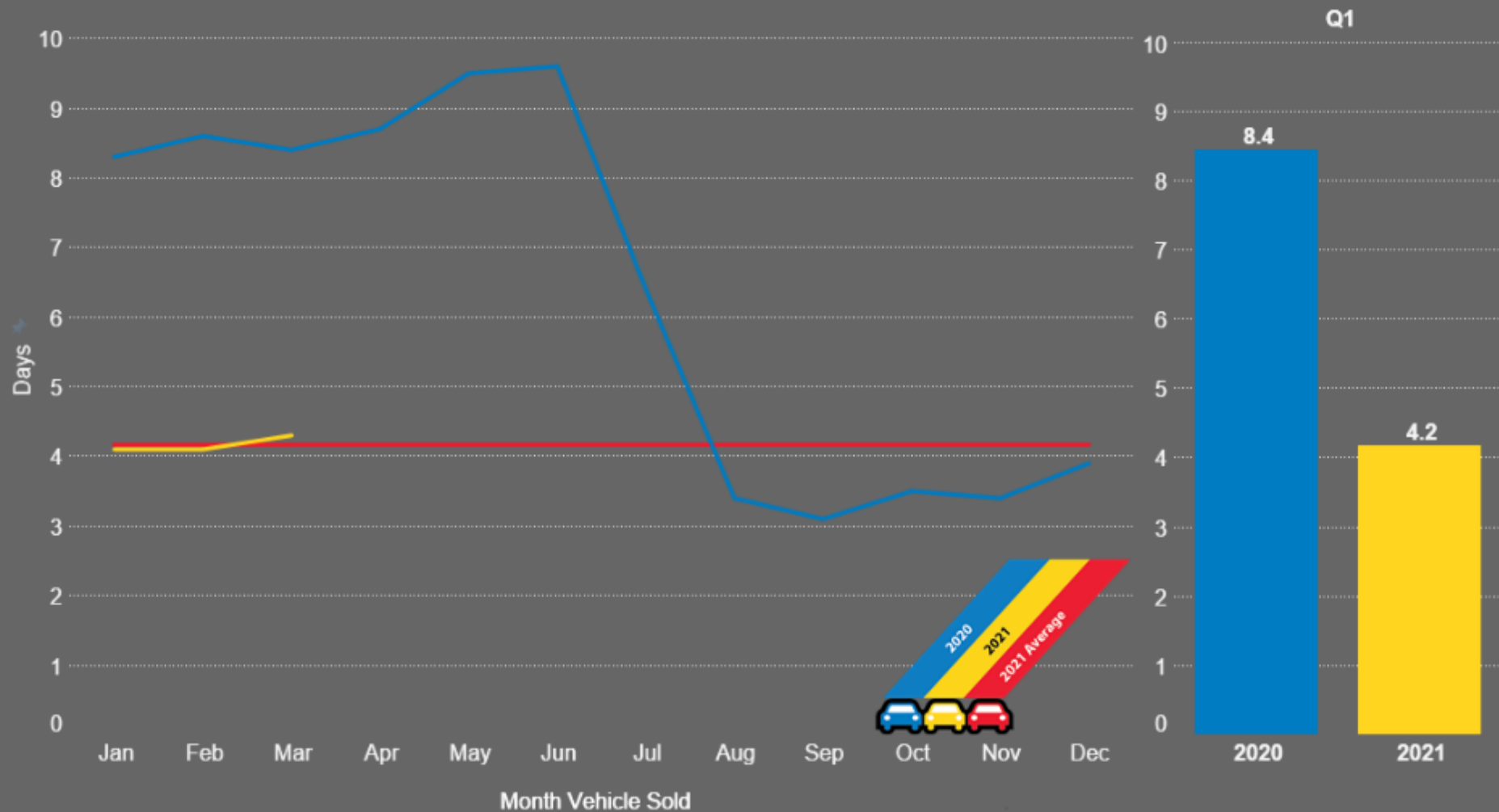
Total auction fees typically deducted from proceeds at sale settlement



# Average Days – Assigned to Secured

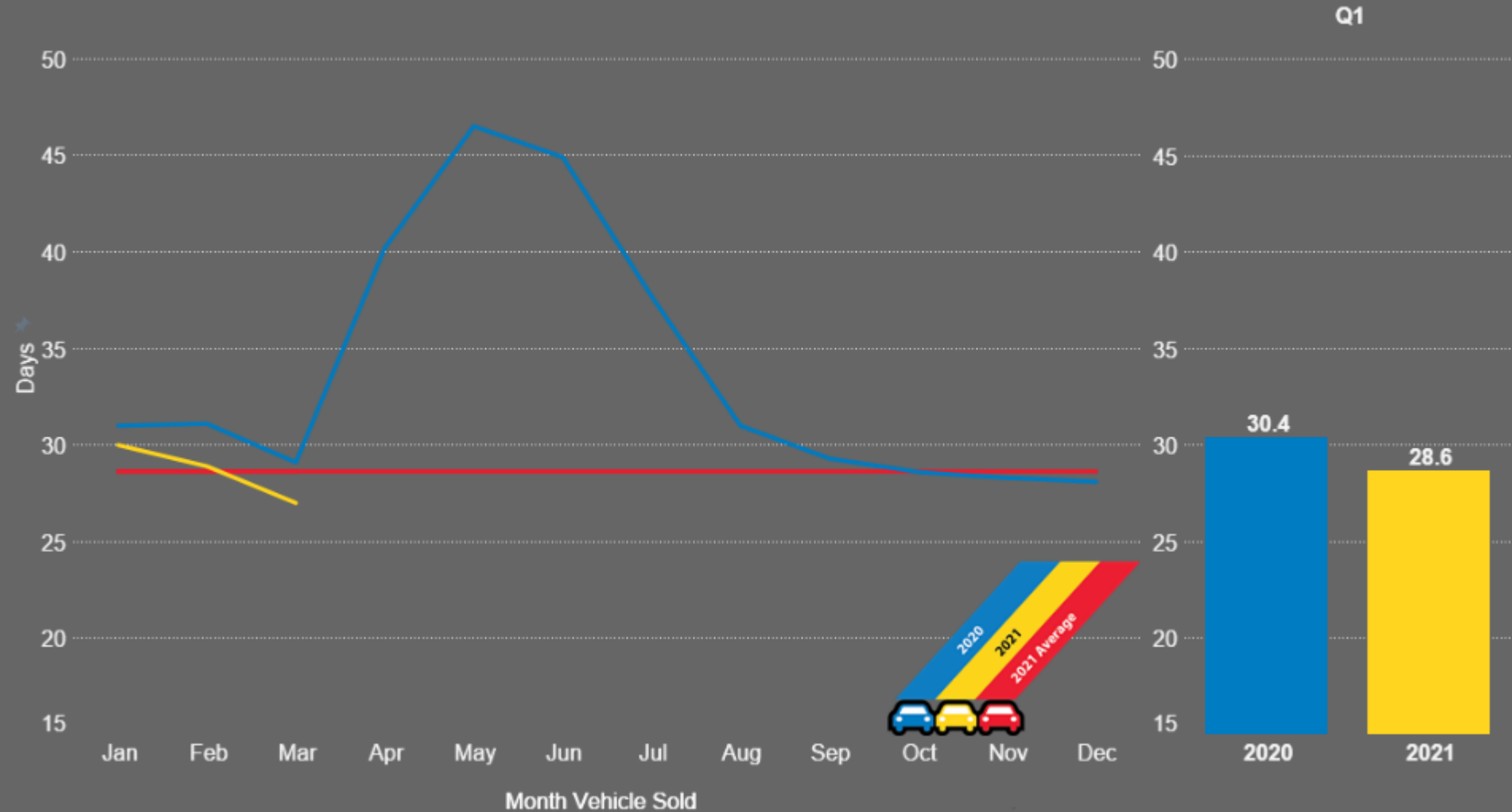
Total timeline from assignment to auction check-in

Note: Only includes vehicles with a Pick Up or Drop Off assignment date



# Average Days – Secured to Sold


Total timeline from auction check-in to sale



# Living Through History

- Consignors and auctions continue to partner, capitalizing on historically high values and fast cycle times due to unprecedented supply & demand issues.
- In Q1 2021, AutoIMS saw slightly lower user activity and volumes overall, but an advanced look at April shows a significant rebound.
- We continue to monitor the news about record-setting loan origination volume, fleet & rental consignors holding inventory, and automotive supply chain issues.
- Though our short-term economic optimism is high, it's apparent that meaningful auction volume increases will be delayed for some time.
- Next quarter we'll endeavor to examine trends and impacts from repossession volume more closely.

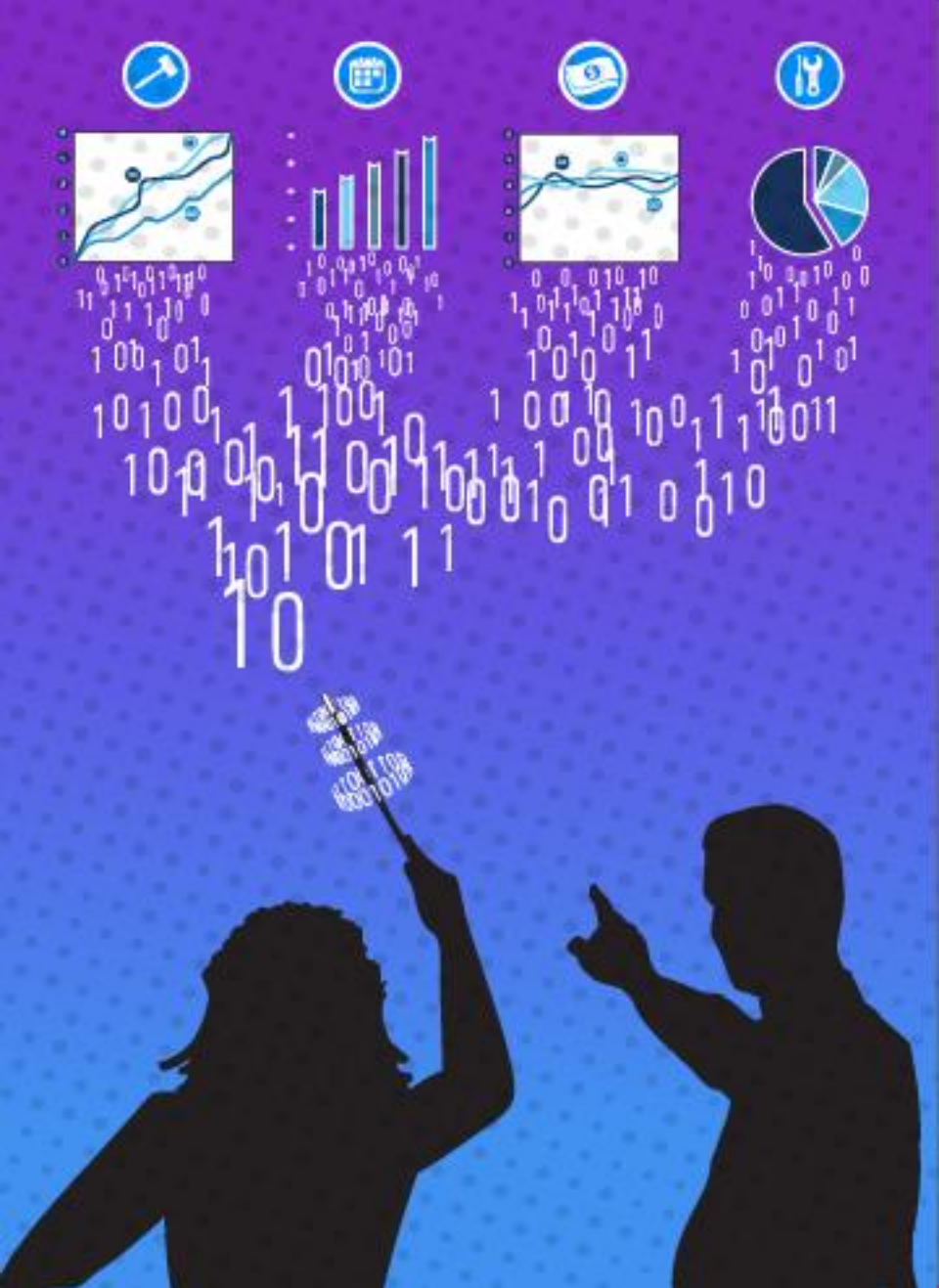




YOU MAY BE WONDERING  
WHAT YOU CAN DO WITH  
ALL THIS FABULOUS DATA...

## AutoIMS can help you be a superhero like Metrica

- Help with existing AutoIMS reporting tools
- New and customized scorecards
- Automated data feeds to existing scorecards



# Put Your Data to Work

AutoIMS Solutions & Support Teams are standing by to help you solve pressing issues, brainstorm new ideas, and guide you through these tools:

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