

Bringing the
REMARKETING INDUSTRY
TOGETHER

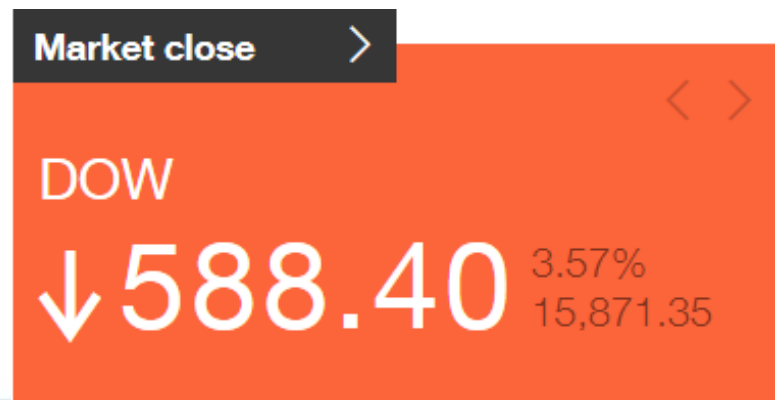


August 27, 2015



Today's Roadmap

- Auto Lending Highlights
- Maximizing Recovery
- Staying Out of Trouble





About AutoIMS

- 1998 brain-child of the auction industry
- Replaced outdated processes and technology
- Today:
 - A common technology platform and industry language that connects remarketers
 - 550+ member auctions
 - 3,000+ consignors



Lend Me a Car, Would Ya?

- **6 years** of new car sales growth
- 2016 Projection: **17.5 million** new cars sold
- Lending  11% YoY, delinquencies 
- **\$32,000+** avg new car price
- Car payment? **\$488....**for 84 months!



Nice and Lease-y

- **Gen Y and Millennials** – not car people
- Leasing up (31.4% YoY) **22.5% penetration** – highest in 10 years
- NADA: **28% jump** in late model supply 2014 – 2017



What This Means

- Glut of cars coming
- Off-lease alone will be between 3.5 and 4 M units by 2018
- Downward pressure on wholesale pricing – 5%? Probably not but watch your vehicle segments
- Security, compliance and the CFPB
- Cars per eyeball



Make (the best of) Your Market



- **331 NAAA Auctions**
- **8.7 Million Cars**
- **\$8.8 Billion in Metal**

Evolving Channels



- Online Auction Considerations
 - Floor pricing
 - Physical auction first?
 - Multi-Platform
 - Enable the cherry pickers
- 3rd Party Remarketing Considerations
 - Lane position and volumes
 - Inventory similarity
 - Process sharing
 - Fees

More on the Floor

Art

- Make friends with your auctions
- Talk to peers
- Kick the tires

Science

- Black Book, MMR, NADA, ACE
- Segment, track, test



QUICK STATS

91,989: Average mileage

84%: Vehicles with a floor price

\$8,445: Average floor price

\$8,382: Average sale price

Work the Bottom Line

- Benchmark fees
- Enforce expectations and guidelines

QUICK STATS

\$8,073: Average check amount

\$309: Average auction fees

\$364: Average invol repo fees*



Magnify the Process

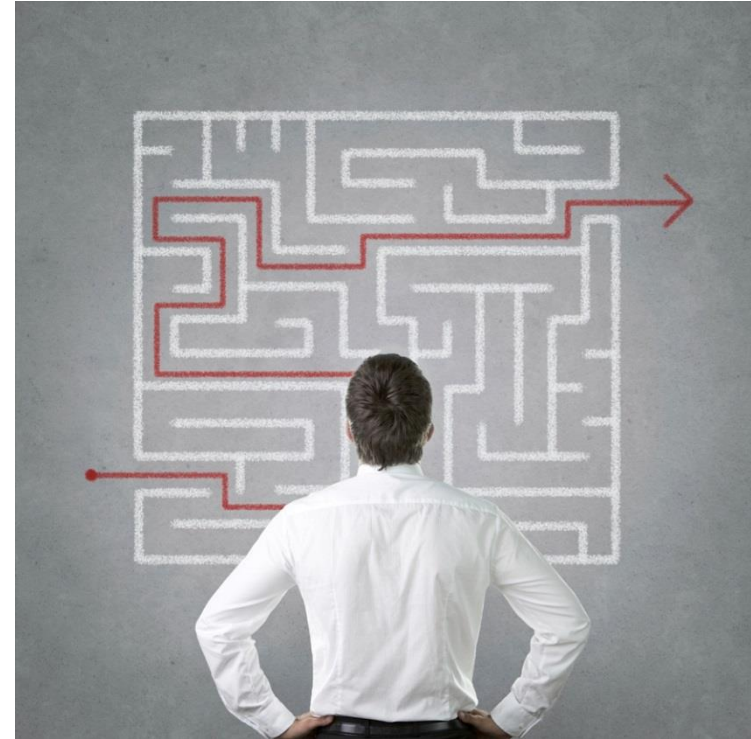
- Connect the data
- Remove the bottle necks
- Benchmark timelines

CUICK STATS

11: Average days to (invol) repo*

34: Average days to sell

8.9: Average days from title to sale



Staying Compliant

THIS IS NOT

My Social Security Number:
123-45-6789

- Start with **dealers**
- **Audit** your recovery vendors....**accordingly**
- Figure out the **value** of every car
- Track and keep the remarketing **history**



What Did We Cover

- Lending landscape
- Ideas on maximizing recovery
- Playing by the nebulous rules
- The proper spelling of “quick”



Thank you!



Joe Miller
Director of Customer Service
jmiller@autoims.com
678-597-3928