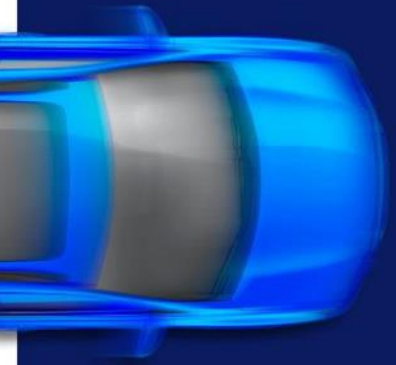
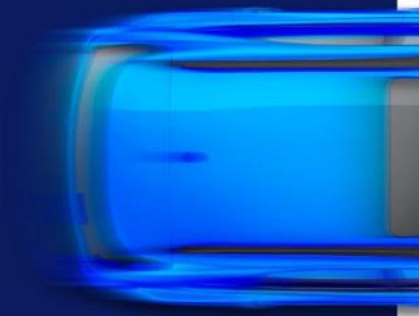


OPENLANE

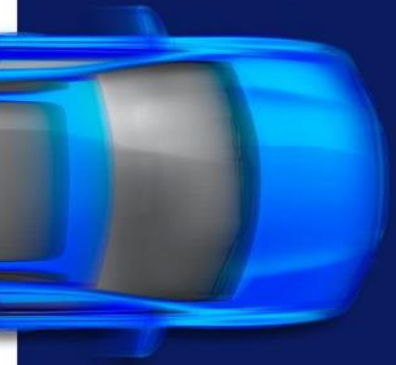
Accelerating Our Digital Strategy

December 4, 2023



Forward-Looking Statements

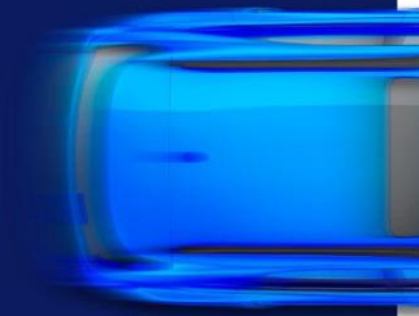
Certain statements contained in this presentation include, and OPENLANE may make related oral, “forward-looking statements” as that term is defined in the Private Securities Litigation Reform Act of 1995. In particular, statements made that are not historical facts may be forward-looking statements. Words such as “should,” “may,” “will,” “would,” “anticipate,” “expect,” “project,” “intend,” “plan,” “believe,” “seek,” “estimate,” “assume,” “could,” “continue” and similar expressions identify forward-looking statements. Such statements are based on management’s current assumptions, expectations and/or beliefs, are not guarantees of future performance and are subject to substantial risks, uncertainties and changes that could cause actual results to differ materially from the results projected, expressed or implied by these forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to, those discussed in the section entitled “Risk Factors” in our annual and quarterly periodic reports filed with the Securities and Exchange Commission. Many of these risk factors are outside of our control, and as such, they involve risks which are not currently known that could cause actual results to differ materially from those discussed or implied herein. OPENLANE does not undertake any obligation to update any forward-looking statements..



OPENLANE

Accelerating Our Digital Strategy

December 4, 2023



- OUR PURPOSE -

We make wholesale easy so our customers can be more successful

Proposed Transaction Advances OPENLANE Digital Strategy and Growth

- Adds buyers, sellers and vehicles on OPENLANE Canada marketplace
- Leverages leading OPENLANE technology and data
- Services absorbed into existing OPENLANE infrastructure
- Anticipate accelerated cash flow payback via asset sale, cost & operational synergies

Proposed Transaction Summary

~$95M

USD all-cash transaction price
($130 million CAD)

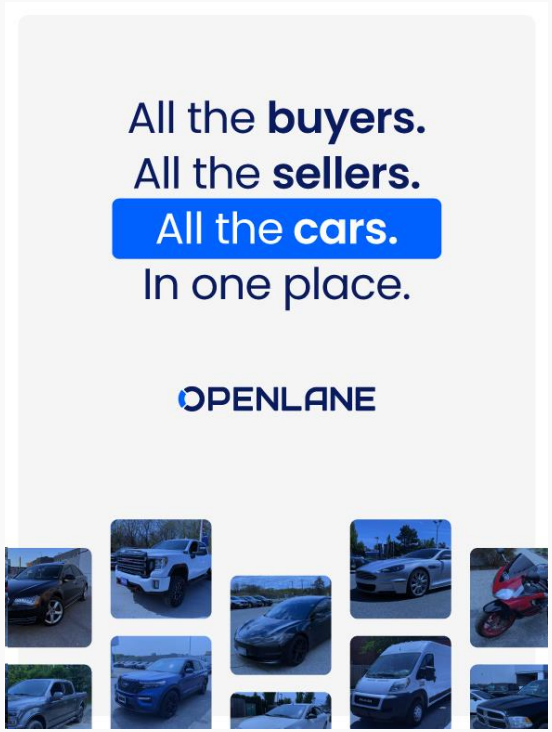
- Manheim Canada book of business
- Commercial, on-premises volume
- Physical & digital dealer volume
- Related reconditioning, transport, storage and other services
- Select customer relationship and operational staff
- Manheim Montreal facility







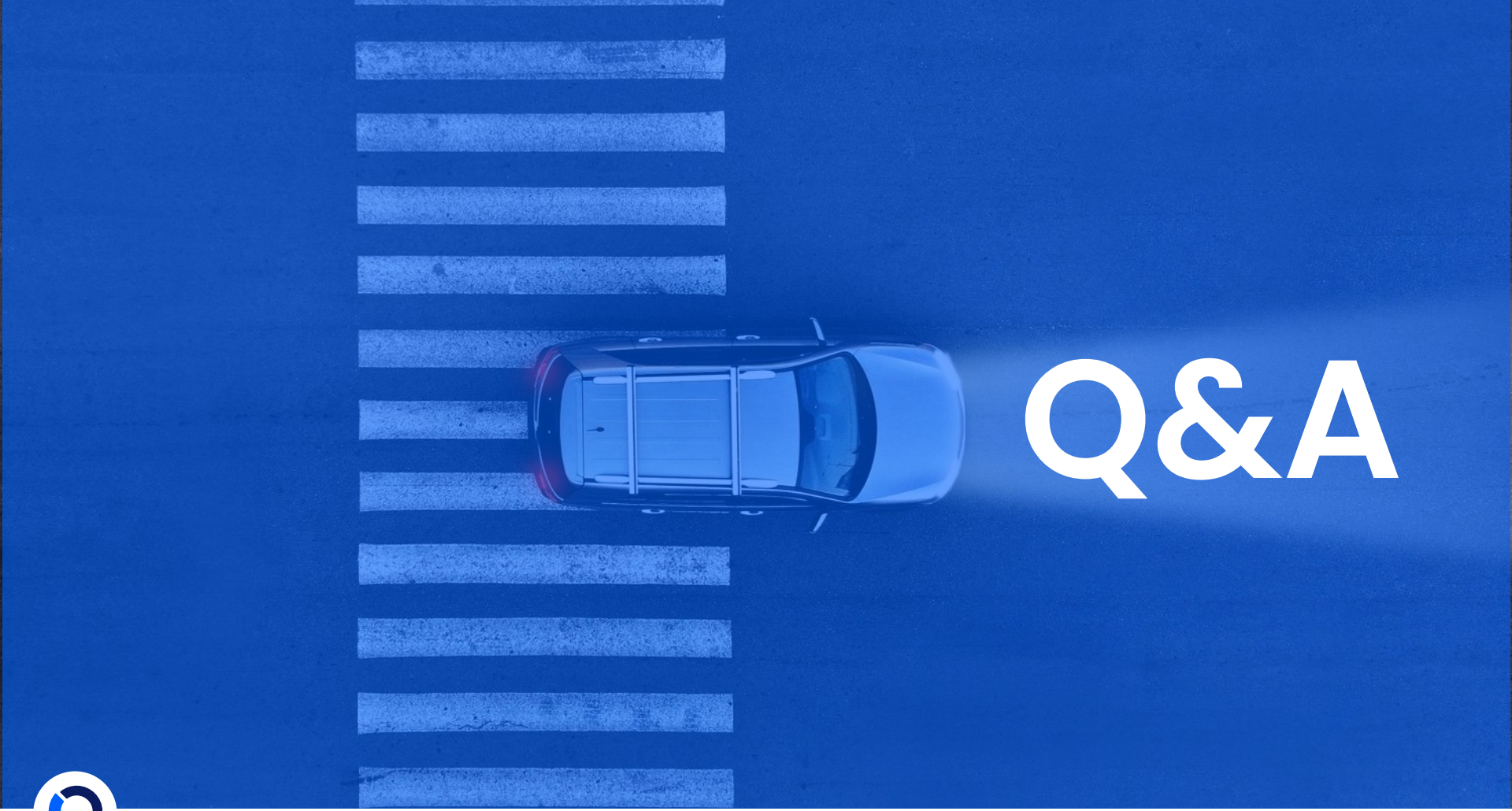
Customers Will Benefit from the Scale of the OPENLANE Marketplace in Canada



- **Leading technology & data** to help customers make better informed decisions
- **Buyers:** increased choice & access to a broader selection of inventory
- **Sellers:** greater visibility of listings helps drive the best market outcomes possible
- **Increased flexibility & convenience** through multiple sale formats to fit any schedule
- **OPENLANE products & services** help make wholesale easier for all customers

OPENLANE: Investment Highlights

- Digital marketplace leader for wholesale used vehicles
- Large TAM with meaningful opportunities for growth
- Clear strategy to accelerate innovation & product development
- Cash flow positive with ability to invest and deliver stockholder value
- Projected 15% - 20% Adjusted EBITDA CAGR


Q&A