



Manheim

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CONTACT: Lois Rossi

Director Public Relations, Manheim
(678) 645-2028

MANHEIM PARTNERS WITH NISSAN MOTOR ACCEPTANCE CORP. AND INFINITI FINANCIAL SERVICES TO CREATE A BETTER, FASTER WAY TO TURN OFF-LEASE INVENTORY INTO SALES

Customized end-to-end grounding and remarketing solution reduces time, cost and hassle for national consignors, fleet/lease and rental companies

ATLANTA – Manheim is helping Nissan Motor Acceptance Corp. and Infiniti Financial Services keep their off-lease, or “grounded,” vehicles on the fast track to new owners with the introduction of an end-to-end grounding and remarketing solution. The program harnesses Manheim’s vehicle remarketing technology and expertise to significantly reduce the time an off-lease vehicle idles “on the ground” – and on the consignor’s books.

Designed specifically for Nissan Motor Acceptance Corp. and Infiniti Financial Services’ unique needs, the program starts to save time and money the moment a vehicle reaches the end of its lease term and is grounded at a dealer. Manheim built a web-based solution called Remarketing Portfolio Manager (RPM) for Nissan Motor Acceptance Corp. that begins the process by allowing grounding dealers to electronically submit a Federal Odometer Statement. From there, a simple and seamless four-step process gives both partners the flexibility to offer the grounded vehicle to the most likely buyers first, starting with the former lessee.

If the lessee opts out, the grounding dealer can opt in and has the exclusive right to purchase the vehicle until the end of the following day. If the dealer declines, Nissan and Infiniti dealers are invited to a closed sale on OVE.com, Manheim’s 24/7 online wholesale vehicle marketplace. Should the vehicle remain unsold, it moves to an open sale at a Manheim auction.

Changing market conditions and industry challenges are making efficient off-lease inventory management and reduced days-to-sale even more critical for large-volume vehicle consignors.

“We are constantly rethinking the traditional remarketing cycle as customers ask us to help them push the process further and further upstream,” says Nick Peluso, senior vice president, customer management, Manheim. “Nissan Motor Acceptance Corp. and Infiniti Financial Services’ grounding and remarketing solution is a great example of just how far upstream off-lease vehicles can be efficiently managed with the right technology, tools and experienced team support.”

About Manheim (www.manheim.com)

Manheim is the world’s leading provider of vehicle remarketing services. Through its 130 worldwide wholesale operating locations, Manheim impacts every stage of a used vehicle’s life

cycle, helping commercial sellers and automobile dealers maximize the full value of their vehicles. Drawing from its auction transaction volume, Manheim Consulting publishes the annual Used Car Market Report, the definitive source of data for the used car industry. Manheim Consulting offers a wide range of services including custom analytics, business optimization and macro economic analysis.

Manheim is the online vehicle remarketing leader, connecting buyers and sellers to the world's largest, most comprehensive wholesale marketplace through its extensive in-lane and online offerings. Manheim.com receives nearly 900,000 visitors each week.

Additionally, Manheim offers services including reconditioning, certification, inspections, dealer financing, title management and marshaling, among others. Through its wide array of services and technologies, industry publications, customer support and educational offerings, Manheim gives its customers maximum control over how they buy and sell vehicles, helping them to conduct business in the most efficient way possible. In 2009, Manheim handled nearly 10 million used vehicles, facilitating transactions worth more than \$50 billion in value.

Headquartered in Atlanta, Georgia, Manheim is a subsidiary of Cox Enterprises, a leading communications, media and automotive services company.

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