



Cox Automotive Acquires F&I Express®

Unified company will leverage vast F&I Providers network and new technology to innovate for dealers, agents, providers, and lenders

Atlanta, GA and Grapevine, TX – October 1, 2018 - Cox Automotive Inc. (CAI) today announces the acquisition of Intersection Technologies Inc. d/b/a F&I Express. F&I Express is dedicated to leading the aftermarket industry into the digital age with innovative technology solutions. The deal furthers Cox Automotive's mission to transform the way the world buys, sells, owns and uses cars.

Both companies have a history dating back to Spring 2013, when Autotrader and Intersection Technologies leaders first met and decided to work together to further an initiative we know today as Digital Retailing.

F&I Express will operate as a wholly-owned subsidiary of Cox Automotive Inc.(CAI), which also includes Autotrader®, Clutch Technologies, Dealer.com®, Dealertrack®, Kelley Blue Book®, Manheim®, NextGear Capital®, VinSolutions®, vAuto® and Xtime, and will be a part of the Retail Solutions Group within CAI. While specific financial terms of the deal are undisclosed, all F&I Express employees will remain in their current roles at F&I Express, and the business unit will operate out of its current Grapevine, TX location.

“Combining assets, including a vast F&I providers network and unbeatable new technology, will create a competitive advantage driving continued value for dealers, agents, providers, and lenders,” said Mike Barrington, Senior Vice President Retail Solutions Group Sales, Digital Retailing and F&I Solutions. “As both pioneers and innovators, they’ve done an outstanding job of giving lenders and dealers who use multiple providers one place to go to rate, contract and register F&I products. Together, F&I Express and Cox Automotive will continue to deliver the services and solutions F&I Express has been delivering to the market.”

With industry-leading digital marketing, financial, retail and wholesale solutions for consumers, dealers, manufacturers, lenders and the overall automotive ecosystem worldwide, the Atlanta-based Cox Automotive has 34,000+ team members in more than 200 locations worldwide, and partners with more than 40,000 auto dealers as well as most major automobile manufacturers.

“F&I Express has developed innovative solutions via its technology, to connect the automotive marketplace to F&I providers,” said Brian Reed, CEO and Co-founder, F&I Express. “Joining Cox Automotive gives F&I Express deeper resources and broader talent to deliver innovative technology solutions and superior service that will help position F&I Express as an unbeatable contender in this industry.”

Express Recoveries is an optimized eCancellation solution connecting lenders, providers and dealerships to streamline the cancellation and recoveries process in an efficient and compliant manner. Express

Digital Media gives digital retailers the power to educate car shoppers online with accurate and dynamic aftermarket rates and content.

For more information about either company, please visit Dealertrack.com or fandiexpress.com.

About Cox Automotive

Cox Automotive Inc. makes buying, selling, owning and using cars easier for everyone. The global company's 34,000-plus team members and family of brands, including Autotrader[®], Clutch Technologies, Dealer.com[®], Dealertrack[®], Kelley Blue Book[®], Manheim[®], NextGear Capital[®], VinSolutions[®], vAuto[®] and Xtime[®], are passionate about helping millions of car shoppers, 40,000 auto dealer clients across five continents and many others throughout the automotive industry thrive for generations to come. Cox Automotive is a subsidiary of Cox Enterprises Inc., a privately-owned, Atlanta-based company with revenues exceeding \$20 billion. www.coxautoinc.com

About F&I Express

F&I Express is dedicated to leading the aftermarket industry into the digital age with innovative technology solutions. With solutions that cut costs, educate consumers, improve compliance and increase efficiency for dealers, agents, providers, lenders, digital retailers and menus, F&I Express offers various technology solutions based on the needs of the customers in accessing F&I providers. Express Recoveries is an optimized eCancellation solution connecting lenders, providers and dealerships to streamline the cancellation and recoveries process in an efficient and compliant manner. Express Digital Media gives digital retailers the power to educate car shoppers online with accurate and dynamic aftermarket rates and content. For more information about our innovative solutions, please visit fandiexpress.com or follow us on Twitter [@fandiexpress](https://twitter.com/fandiexpress).

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