



For Immediate Release

**COX AUTOMOTIVE APPOINTS RAJ SUNDARAM CHIEF CLIENT SUCCESS OFFICER
TO ELEVATE CLIENT ENGAGEMENT TO THE HIGHEST LEVEL**

Newly created position strengthens solutions-based focus to help clients create new value and grow their business

ATLANTA, GA– October 6, 2015 – Cox Automotive,TM Inc., a leading provider of digital marketing, software, financial, wholesale and e-commerce solutions across the automotive industry, today announced the appointment of Raj Sundaram as Chief Client Success Officer. He will report directly to Cox Automotive President Sandy Schwartz.

Sundaram was most recently co-president of Dealertrack[®] Technologies, Inc., which was acquired by Cox Automotive Oct. 1. In this key position, Sundaram will be responsible for helping clients successfully increase efficiency and grow their business utilizing the combined companies' comprehensive solutions.

"Client success has always been our top priority, and now with Dealertrack we will take the definition of client success to a new level." said Schwartz. "With offerings that span the entire value chain in automotive retail, we will take a more strategic approach to delivering the best, most innovative solutions our combined companies have to offer. Raj is the perfect person to lead this effort with his extensive client relationships and deep understanding of the auto industry."

"We are uniquely positioned to leverage our suite of industry leading solutions designed to help our clients drive innovation and lead the transformation of auto retail," said Sundaram. "We are excited about the potential and focused on client success."

Widely known as an automotive industry visionary, Sundaram has a proven record of developing analytics-driven solutions to complex challenges. Before Dealertrack, he was president and owner of Automotive Lease Guide Inc., where he was instrumental in driving innovation and developing forecasting tools and analytics that helped ALG become the industry benchmark for residual values. Earlier, at Nissan North America Inc., he held several positions of leadership in financial planning, market research and pricing. Raj began his career at Ford Motor Company in the controller's office.

Sundaram holds an MBA in Finance from Lehigh University and a B.S. and M.S. in Accounting from the University of Mumbai in India.

About Cox Automotive

Cox Automotive, Inc. is transforming the way the world buys, sells and owns cars with industry-leading digital marketing, software, financial, wholesale and e-commerce solutions for consumers, dealers, manufacturers and the overall automotive ecosystem worldwide. Committed to open choice and dedicated to strong partnerships, the Cox Automotive family includes Manheim[®], Autotrader[®], Kelley Blue Book[®], Dealertrack[®], vAuto[®], Xtime[®], NextGear Capital[®] and a host of other brands. The global company has nearly 30,000 team members in more than 200 locations and is partner to more

than 40,000 auto dealers, as well as most major automobile manufacturers, while engaging U.S. consumer car buyers with the most recognized media brands in the industry. Cox Automotive is a subsidiary of Cox Enterprises, Inc., an Atlanta-based company with revenues of more than \$17 billion and approximately 50,000 employees. Cox Enterprises' other major operating subsidiaries include Cox Communications and Cox Media Group. For more information about Cox Automotive, visit www.coxautoinc.com.

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