

AUTOMOTIVE VENTURES

AUTO INTEL REPORT \\ APRIL 2022

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THE AUTOMOTIVE VENTURES DEALERFUND

The new Automotive Ventures DealerFund will help auto dealerships navigate through the next decade of unprecedented change and participate financially in the AutoTech startups they help to grow.



Steve Greenfield CEO, Automotive Ventures

Learn More



VELCOME TO THE AUTOMOTIVE VENTURES INTEL REPORT

APRIL 2022

We're on the road speaking with dealer investors in our new DealerFund, and in this issue we summarize the investment themes that are starting to come together.

Our Mobility Index has bounced back strongly over the past month, largely led by Tesla and other automakers' performance.

We also do a deep-dive into two important AutoTech deals: AutoFi's financing (and nearly \$700m valuation), and SHIFT acquiring the marketplace assets of Fair.com.

Thanks as always to you, our 4k+ loyal readers, and please send me a note if you have thoughts on how we can improve the Intel Report.

Many thanks,

Steve Greenfield steve@automotiveventures.com 3



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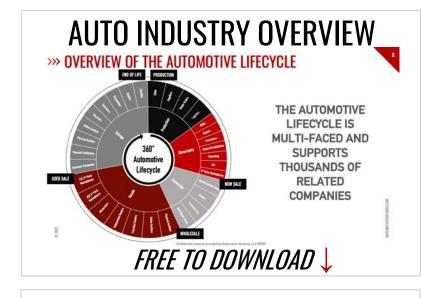
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>>> WHITEPAPERS AVAILABLE



			Financial		Consignor Type		
Wholesale Channel	Description	Examples	OEM Captive Finance	Institution (Repo)	Fleet	Franchise Dealers	Independe Dealers
Upstream Online	Off-lease cars listed for sale online, closed (OEM dealer) & open options Car is on dealer's lot	OPENLANE	40%			0%	0%
Dealer-to- Dealer/ Trade-Ins	Direct-to-dealer, dealer-to-dealer or between dealers & wholesalers Car location can vary	Accu-Trade			80%	20%	55%
Digital Trade Network	Online or mobile live auction for dealers. primarily franchise Car is on dealer's lot					10%	1%
Online Pre- & Post- Auction Sales	Online sales with buy now or bid sale before and/or immediately after auction Car at dealer lot, in-transit, or at auction	OVE.COM	5%	5%		10%	5%
Simulcast	Live stream of physical auction Remote buyers for cars in the lane	Ancas Simulcost	25%	40%	10%	30%	9%
Physical Auction	Traditional in-person auction Car is in the lane	Silerate ADESA	30%	55%	10%	30%	30%
		Total	100%	100%	100%	100%	100%
Auction	Car is in the lane Sources Automotive Ventures Estimates		100%	100%	100%	100%	

>>> WHERE DO DEALERS SPEND AD DOLLARS? 2016 Dealer Ad Spend by Month 2019 Dealer Ad Spend by Month 2020 Dealer Ad Spend by Month Internet Radio \$4,758 (10.3%) Radio \$3,451 (9.2%) \$16,458 Internet Internet (33.6%) TV \$5,776 (15.4%) \$22,767 \$25,867 Radio \$7,543 (15,4%) (60.7%) TV (56%) TV \$6,698 (14.5%) \$11,854 (24.2% \$46,191 141 Units Sold 160 Units Sold 36 Units Sold FREE TO DOWNLOAD





IN THE NEWS

6

>>>THEY SAID IT



"I need to make more money on the sale of the EV because there will be much less longterm revenue from service and parts. I need to see a bigger upfront margin to operate a dealership profitably."

- Anonymous Nissan Dealer

>>> THEY SAID IT



"Let me briefly turn to the future. I think everybody recognizes the industry will go through a significant transformation. And that's not just in terms of product and powertrain, but in many other ways as well. When COVID is behind us, we'll see the emergence of additional mobility models and choices. We'll see changes in the way customers approach vehicle ownership and usage. And we will progressively see changes in how dealers and OEMs have traditionally competed."

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- AutoNation CEO Mike Manley



>>>THEY SAID IT



"We had record front-end margins, over \$6,500 a copy in a new car for the quarter...we're pressing very hard for them [OEMs] not to bring inventory levels back to pre-pandemic levels...We should be selling cars at MSRP. I mean this industry needs to get away from doing all the negotiating it's a hell of a lot less complex, much easier, and it brings the right value for the vehicle...I just don't see margins coming back going back to pre-pandemic levels ever...the only thing that can screw this up is if they bring the supply back to the 60-, 70-, 80-day levels that we used to see, I just don't see that happening."

- Jeff Dyke, Sonic Automotive President

>>>THEY SAID IT



"I think as a frontline retailer of cars as a dealer, Carvana owning a wholesale platform, because you point out, could create some channel conflict if they also own the auction piece of the value chain, because they may have conflicting interests as both a wholesale buyer as well as a retailer. But that's not for us to decide."

- Jason Trevisan, CarGurus CEO

POINT OF VIEW

WHAT ARE WE LEARNING FROM OUR DEALER INVESTORS?

This past month we spent a packed five days at the NADA Conference in Las Vegas, meeting with over two dozen franchise dealership owners. We subsequently kicked off the "roadshow" for our new DealerFund, meeting with progressive dealers across the country to understand how they see the future and to begin to identify big gaps that can be solved with technology solutions.

By any measure, it's an interesting time to be in the industry. It's hard to juxtapose the current environment of record profitability with the growing uncertainty associated with the accelerating pace of change. The term "disruptive" is often overused, but much of the change coming to the industry has significant implications across the entire vehicle supply chain: how vehicles are sold and serviced, the role that the OEM and dealer will play in the future, as well as the resulting economic impact on the business models of all industry players.

While we've just gotten started working with the dealers investing in this new fund, I wanted to take the opportunity to summarize the initial themes that seem to be emerging from our meetings.

THEME 1: DEALERS FEELING CONFIDENT

Dealers are feeling optimistic, given the profitability of their businesses over the last year. In many cases, last year was more than two times more profitable than their previous best year. And from initial feedback, it sounds like Q1 2022 may track to deliver even more profit than the year before.

This dynamic seems to have created a strong sense of confidence that much of the operational discipline that dealers and automakers have learned through this period will continue into the future.

Ironically, despite being more profitable than ever, dealers are finding they can't afford to acquire new stores because they are getting outbid by the large public dealer groups. As a result, we are hearing that dealers have a lot of cash on their balance sheets but aren't quite sure of the best place to deploy their capital.

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THEME 2: ACCEPTANCE THAT THIS ERA OF ENHANCED PROFITABILITY WILL END

It seems generally accepted that this era of enhanced profitability, due to a shortage of both new and used vehicles coupled with continued strong consumer demand for purchasing and servicing vehicles, isn't going to last forever. Dealers seem to vary on how long they think these good times will last. And few are getting solid guidance from their OEMs when new car inventories will be back at a more normalized level.

THEME 3: CAUTIOUS OPTIMISM ABOUT THE FUTURE

Coming off a very strong year in terms of profitability, dealers seem very optimistic about the future, despite the uncertainty ahead of them. The dealership business model has proven to be very resilient over the last hundred years. Dealers are generally confident that they will continue to play an essential role in the sale and service of vehicles and their business model will continue to deliver healthy profitability despite an increasing rate of change.

THEME 4: UNCERTAINTY ABOUT HOW THE RETAIL MODEL WILL EVOLVE

There has been a lot of interest in the recent announcement of Ford deciding to separate the business into two: its internal combustion engine from the EV vehicle business. This news seems to be creating a lot of anxiety and questions from both Ford and non-Ford dealers and uncertainty if/ when other legacy OEMs will follow suit. The industry seems eager to see how this will play out. In addition to the Ford news, we are seeing evidence of other automakers, as they introduce new EV models, controlling dealer profitability per unit. Just last week, Nissan announced that they are considering a cut of 2.5% in dealer margins on the Nissan Ariya, a 300-mile electric crossover set to arrive in the U.S. this fall. Under the new plan, retailers could receive 8.5% of the vehicle's sticker price as a profit margin. That's less than the 11% margin Nissan dealers earn on combustion-engine models.

Speaking with GM dealers, they pay sticker price for Hummers, and GM pays them a flat profit per unit. We're hear from Ford dealers that on the Ford Mach E they were permitted to only profit by a \$400 flat on the front-end, and Ford elected to have no



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difference between Invoice and MSRP.

OEMs are looking at the current elevated profitability of their dealers and may limit the "front end" gross profit of the new car deal.

THEME 5: OPPORTUNITIES FOR NEW TECHNOLOGY SOLUTIONS TO IMPROVE OPERATIONS

Dealers seem eager to share how they believe new technologies will benefit them over the coming five to ten years. As examples, we have had recent conversations about efficiencies yet to be found within fixed operations and their parts department, efficiencies with migrating from paper to electronic documentation, and efficiencies in automating repetitive tasks. A common topic of conversation is the desire for simplification and efficiency with software vendors. We hear that the average employee juggles between 7 browser tabs, with a lot of repetitive data entry.

On the flip side, it doesn't take long in these conversations to identify the burden of "change management": it's hard to get employees to change, and often a new software solution provides yet another excuse for employees not hitting their performance objectives ("I couldn't make the new software work").

The dealers we've spoken with would like visibility into early-stage technologies that would benefit their business. Many have also asked us to provide a perspective on which technologies work well together, and if they should expect any rough edges around integration if they elect to install a given technology product in their store.

Dealers have too many horror stories about Integration issues with their tech stack – very clunky and inefficient handoffs between systems.

THEME 6: UNCERTAINTY AROUND CONNECTED CAR DATA

Automakers are communicating the creation of brand-new revenue streams that they plan to generate by offering subscription services to vehicle owners.

GM projects annual software and services revenue opportunities in the \$20 billion to



\$25 billion range from a projected 30 million connected vehicles by the end of the decade. OnStar is already the industry's leading connectivity platform with more than 16 million connected vehicles on the road today, with software and services generating a projected \$2 billion in annual revenue. Part of GM's software and services growth comes from OnStar Insurance, projected to have a potential revenue opportunity of more than \$6 billion annually by the end of the decade.

Stellantis plans to generate about \$22.5 billion in incremental annual revenue from software services and subscriptions by 2030. Driving the growth will be an increase in the automaker's connected vehicles from 12 million today to 34 million by then. But when a dealer sells a new vehicle to a consumer, who has rights to lifetime communication with that consumer? Will dealers be able to leverage the vehicle data to communicate with the consumer? What subscription services will dealers be able to offer? Will they participate in the revenue that the OEM creates when the latter offers consumers subscription services?

THEME 7: CONSOLIDATION – KEEPING UP WITH THE BIG DEALER GROUPS

Smaller dealer groups express frustration with trying to keep up with the larger dealer groups – who have vastly larger technology budgets, and who sometimes have their own CTO and software developers inhouse. Dealers express that they are so busy operating their business that they don't have the opportunity to look at the future. Smaller dealers don't have a CTO and a multimillion-dollar tech budget, so they must rely on the product road maps of the existing tech players.

THEME 8: MINING DATA TO BECOME MORE PREDICTIVE

Dealers are expressing a desire to better translate their data into insights.

One dealer told us that every employee should have a list of the highest priority tasks that they can work on today to make the biggest impact in the dealership. How do we identify the highest and best use of employee time to drive financial results?



THEME 9: HUMAN RESOURCE CHALLENGES

Last but certainly not least, dealers are frustrated with the current hiring and employee environment. How do they more efficiently recruit, onboard, train and engage employees?

We've heard from multiple dealers that they believe the trend towards Electrification is going to change employee needs even faster - they need to prepare to hire a different skillset and train people differently.

Finally, back to process automation – dealers are asking for ways to automate repetitive tasks and free up humans to do higher-value work or eliminate positions entirely.

SUMMARY

In addition to these 9 themes, dealer have shared several other "pain points" – but we will wait for additional conversations prior to identifying these as themes and possible areas of interest for our new DealerFund.

The more dealers that I meet through this process, the more convinced I am that the time is right for our fund to help them navigate through the uncertainty ahead.

We have several additional dealer visits lined up over the next month, so I'll report back on additional themes, all of which will be ultimately synthesized into areas of investment for the new DealerFund. I feel extremely lucky to have the opportunity to collaborate with very progressive dealers about how we can work together to shape the future of Automotive retail.

Steve Greenfield CEO and Founder Automotive Ventures





AUTOMOTIVE VENTURES MOBILITY INDEX

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>>> AV MOBILITY INDEX: LARGEST MONTHLY MOVERS

Changes during month of March 2022

LARGEST \$ CHANGE		LARGEST % CHANGE		
INCREASE		INCREASE		
Tesla (T)	\$221.3b ↑	AEye (LIDR)	77.3% 1	
QuantumScape (QS)	\$1.8b 1	Archer Aviation (ACHR)	49.3% 1	
ChargePoint (CHPT)	\$1.8b 1	Otonomo (OTMO)	40.4% 1	
DECREASE		DECREASE		
Rivian (RIVN)	\$19.0b ↓	Vroom (VRM)	56.8% ↓	
Volkswagen (VOW3)	\$9.0b ↓	Electric Last Mile Solutions (ELMS)	39.0% 🖡	
Toyota (TSE:7203)	\$8.6b ↓	Velodyne Lidar (VLDR)	32.2% ₽	





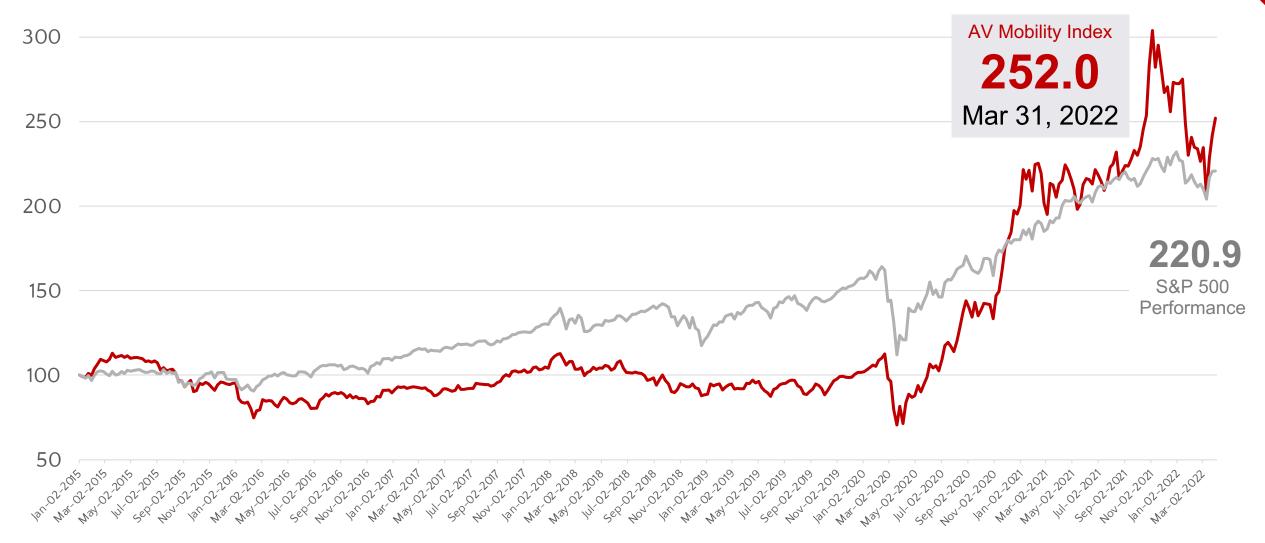
>>>AV MOBILITY INDEX: RELATIVE MARKET CAPS

$\widehat{\mathbf{T}}$ T Ξ Σ L Ξ	Φ ΤΟΥΟΤΑ	Uber (UBER)Ford (F)GM (GM)
		STELEONTIS Image: Constraint of the second seco
	Toyota (TSE:7203) VOLKSWAGEN GROUP	· A P T I V· Nissan (TSE:7201) CarMax (KMX) Lyft (LYFT) Aptiv (APTV) Lithia (LAD) Quantu mScape (QS) Auto Trader (AU Pensk e (PAG) Lucid (LCID) Coparto Charg ePoi Lumi na IAA (IAA) CarG uru cars al AutoN Nik As E G T
Tesla (TSLA)	Volkswagen (VOW3)	Ferrari Copart (CPRT) Addot

As of March 31, 2022

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>>>AUTOMOTIVE VENTURES MOBILITY INDEX



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015



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>>>SUB-INDEX: AUTO MANUFACTURER



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

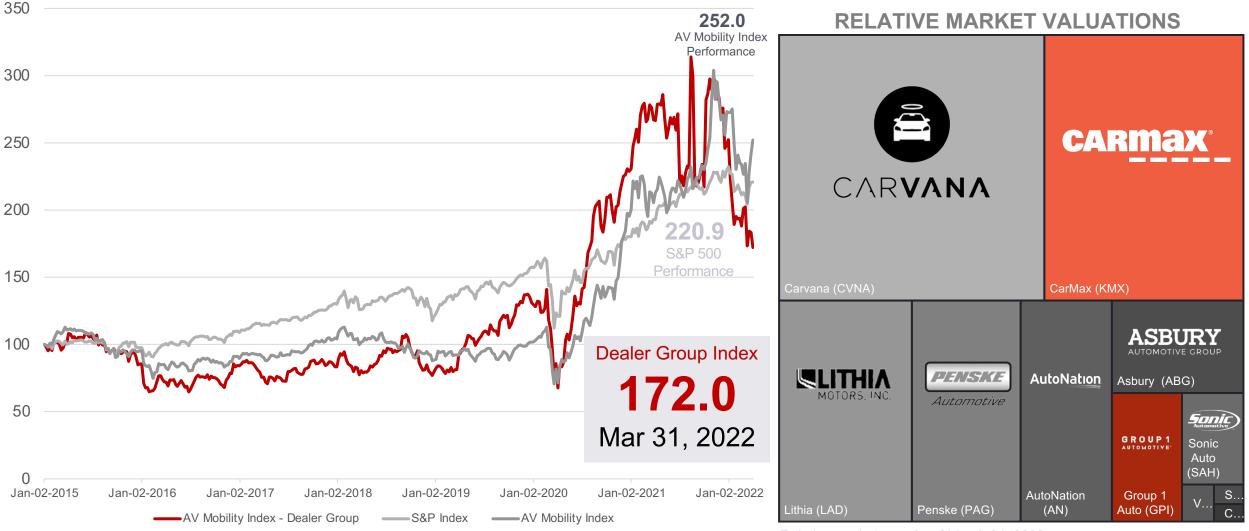
Relative market cap; As of March 31, 2022





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>>>SUB-INDEX: DEALER GROUP/ONLINE DEALER



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

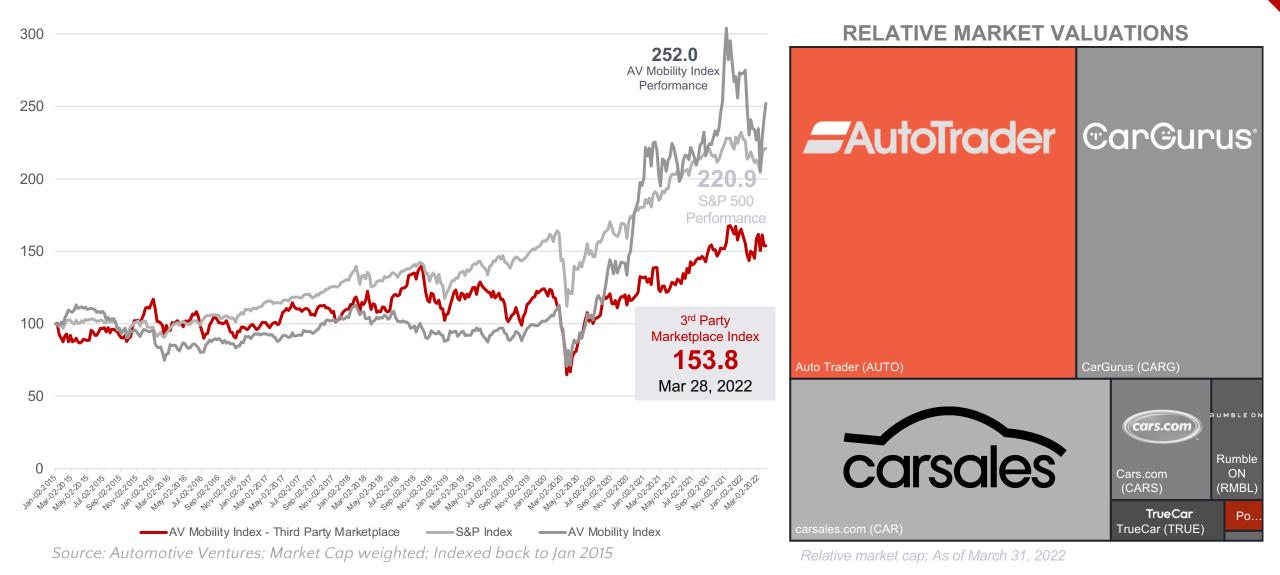
Relative market cap; As of March 31, 2022



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>>>SUB-INDEX: THIRD PARTY MARKETPLACES





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>>>SUB-INDEX: B2B AUCTIONS



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

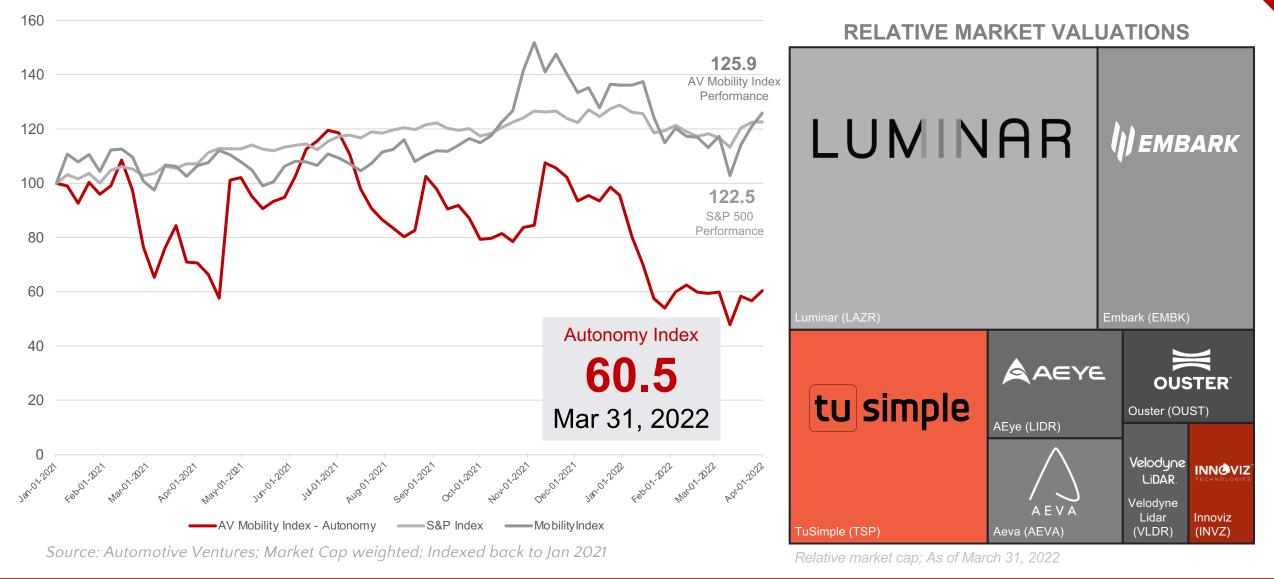
Relative market cap; As of March 31, 2022



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>>> SUB-INDEX: AUTONOMY





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>>> SUB-INDEX: ELECTRIFICATION





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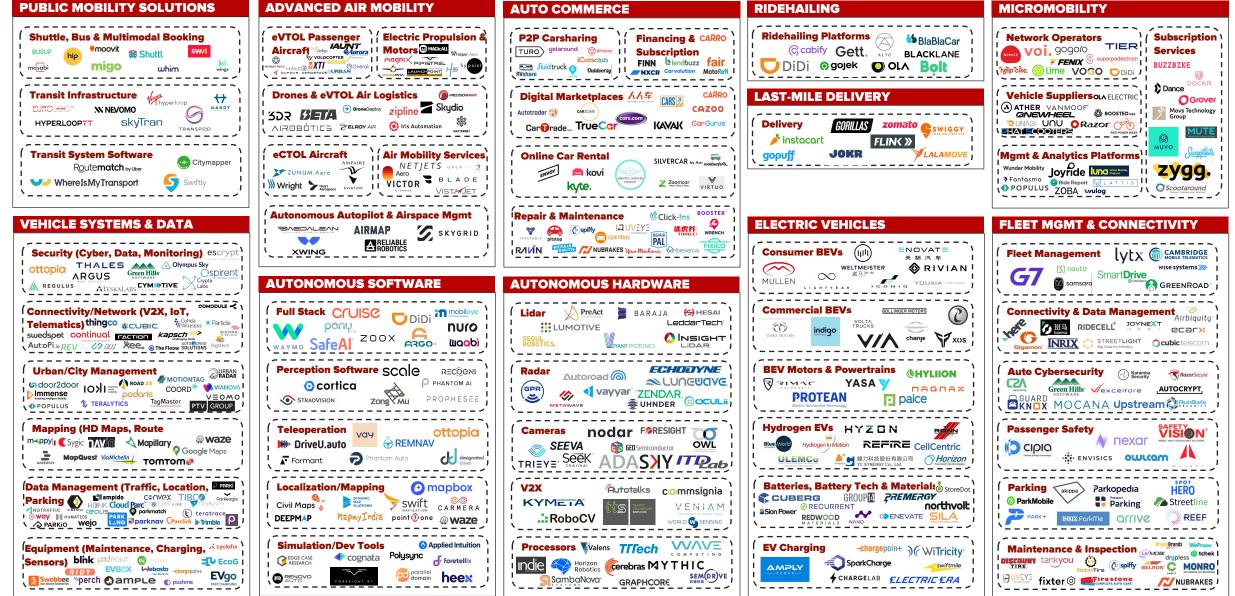
MOBILITY TECH LANDSCAPE

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>>>MOBILITY TECHNOLOGY LANDSCAPE





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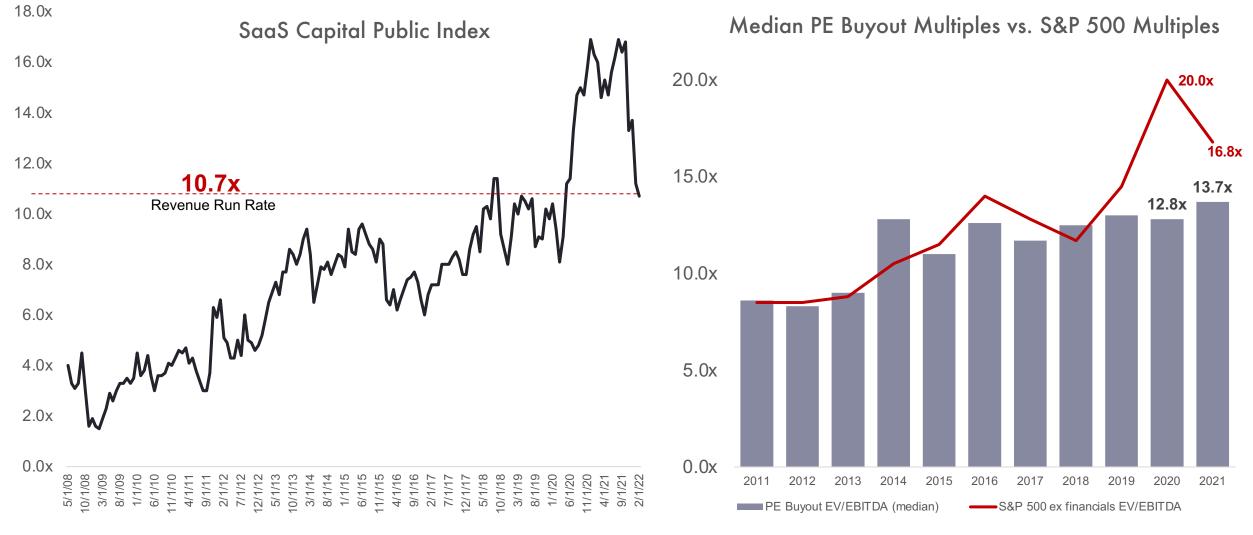
>>> FUNDING LEVELS (Categories are rough estimates only)



Source: Christoph Janz at Point Nine Capital

	PRE-SEED	SEED	SERIES A	SERIES B	SERIES C
ARR	\$0	\$0 - \$200k	\$1m - \$1.5m	\$3m - \$5m	\$10m+
ARR GROWTH (Y/Y)	NA	300%	300%	250%	200%
VALUATION	\$1m - \$3m	\$4m - \$11m	\$15m - \$40m	\$50m - \$140m	\$100m+
ROUND SIZE	\$200k - \$500k	\$1m - \$4m	\$5m - \$14m	\$15m - \$40m	\$20m+
INVESTORS	Friends, Family, Angels	Angels, Micro VCs	VCs	VCs	VCs, PE
TEAM	Smart, committed team with relevant experience	Strong fit between founders' skills and market need	Proven ability to attract and manage great hires	Experienced leaders in most functions; Proven ability to recruit senior people	Complete senior management team
PRODUCT/MARKET FIT	Market research indicates strong need for the project	Product is loved by early users; strong engagement & stickiness	High usage, low churn; passionate customers; large TAM	Increasing evidence of strong product/market fit in huge market	Clear and increasing evidence of product/market fit
SALES/MARKETING & UNIT ECONOMICS	Understanding best practices; good ideas	Signs of organic traction	Early evidence of a repeatable, scalable, profitable sales model; CAC payback <12 months	Short sales cycle relative to ACV; Net dollar retention>100%; LTV:CAC >3:1	Predictable, profitable, scalable sales/marketing machine
TRACTION	Growing waiting list of first pilot customers	Engaged first users; adding a few \$k in MRR per month	Get from 0 to \$100k MRR within 12 – 18 months; Growing 300%/year	Growing 250% per year	Growing 200% per year; negative net MRR churn
DEFENSIBILITY	None	Speed to market	Brand is emerging; evidence of unique data asset	First signs of a successful brand, platform or data play	Strong signs of a successful brand, platform or data play
MARKET POTENTIAL	Belief in \$10M+ ARR potential	Conviction there's \$100m - \$300m+ ARR potential	Increasing evidence of \$500m+ ARR potential	Increasing confidence in exit potential	Increasing confidence in strategic buyer or IPO potential

>>> PUBLIC MARKET SAAS AND PE BUYOUT MULTIPLES



Source: The SaaS Capital Index

Source: PitchBook | Geography: U.S.



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>>> VALUATIONS UP ACROSS ALL STAGES OF FUNDING U.S. VC median pre-money valuations (\$m) by stage \$120 \$114.5 \$100 \$80 \$65.0 \$60 \$46.0 \$40 \$30.0 \$20 \$9.5 \$7.0 \$5.0 \$6.3 \$0

Source: Pitchbook-NVCA Venture Monitor

2012

2013

2014

2011

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—Angel —Seed —Early VC —Late VC

2016

2017

2018

2019

2020

2021

2015

>>>AUTOMOTIVE TECHNOLOGY TRANSACTION MULTIPLES

Business Model	Definition	Revenue Multiple
Pure SaaS	Uses software to provide customers with a service. Creates, develops, hosts, and updates the product. Has access to a global market and can scale without increasing product delivery costs.	10.0x+
Tech- Enabled Services	Brings new or innovative user-experiences using existing technologies to the market. Consumes and/or creates technology (physical infrastructure, hardware or software) designed and configured into a solution delivered to an end user customer.	3.0x-5.0x
Pure Services	A business that generates income by providing services instead of selling physical products.	1.0x-2.0x

Multiples higher for companies that have:

- 1. Predictable, recurring revenue
- 2. Low churn
- 3. High gross margins
- 4. High growth rates
- 5. High annual revenue growth
- 6. Strong upsell opportunities

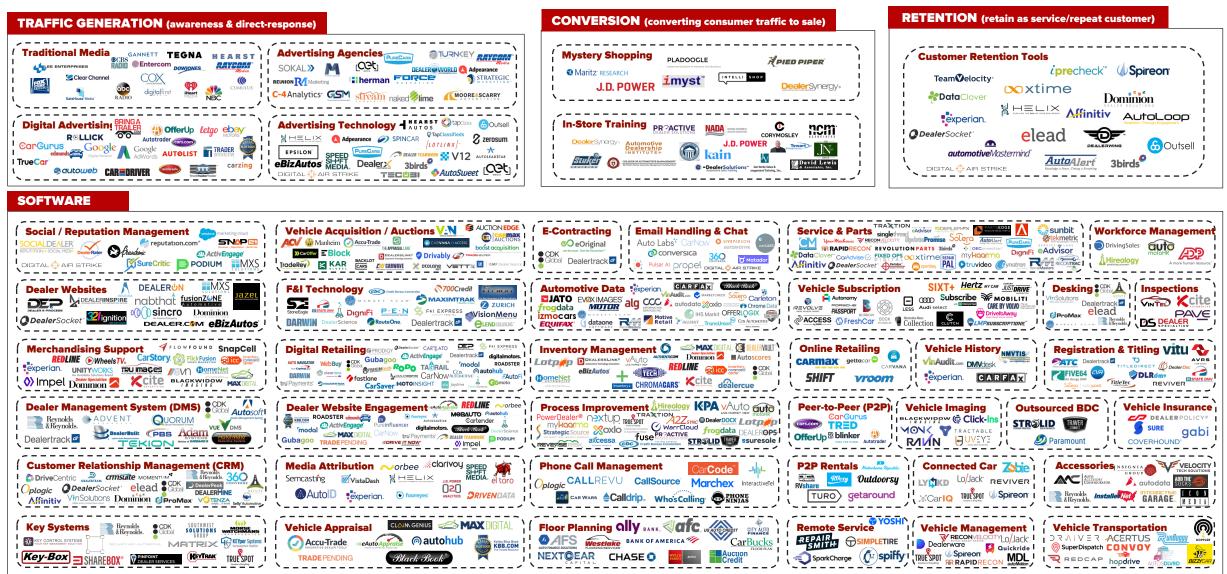


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DEALER AUTO TECH LANDSCAPE

>>> DEALERSHIP AUTO TECH LANDSCAPE





TRANSACTIONS

>>>MARCH 2022 TRANSACTIONS





>>> DEAL DETAILS: AUTOFI FINANCING

OVERVIEW OF TRANSACTION

AutoFi, the emerging digital finance and insurance platform, announced an \$85 million financing from Santander Consumer USA, Crosslink Capital and Silicon Valley Bank parent company SVB Financial Group.

The latest funding round translates into a nearly \$700 million valuation for AutoFi and follows four straight years of doubling revenue.

SIGNIFICANCE TO INDUSTRY

AutoFi's software allows consumers to browse dealership inventory and see financing offers tailored to the dealership's preferences. It handled more than 1 million financing requests to lenders and was associated with more than \$3 billion in sales last year.

The company attributes their growth to dealerships seeking an end-to-end retail solution and larger automakers and lenders rethinking their technology and customer experiences.

Their new product, called RealPayments, reverses the traditional order of operations. Customers get preapproved for credit and then sort inventory by vehicles affordable under the loan. Users only spend time on vehicles they can finance.

We don't see many transactions of this size in AutoTech, and this signals the company will ultimately look for an exit well over \$1 billion when they're ready to sell.

_AutoFi \$85m Financing by Santander 🕹 **Consumer USA** svb **Financial Group** CROSSLINK CAPITAL ~\$700m Valuation



>>> DEAL DETAILS: SHIFT ACQUIRES FAIR'S ASSETS

OVERVIEW OF TRANSACTION

Shift Technologies is acquiring the dealer listing marketplace assets of Fair Technologies for \$15 million in cash and 2.5 percent equity.

Fair shareholder SoftBank Group agreed to finance the deal.

SIGNIFICANCE TO INDUSTRY

This signals a pretty dramatic change in strategy for Shift, away from being a used vehicle seller into a marketplace model, where they will list other dealership vehicles.

Shift said it wants to establish an online marketplace presence where dealers and independent sellers can list their cars alongside Shift's inventory. The company said that will let its customers access a wider selection of vehicles for sale.

Shift plans to launch this new dealer marketplace product in Q2 of this year.

This also marks the demise of Fair, and underscores how challenging the Vehicle Subscription model has been for industry players.

Fair's subscription service enabled consumers to drive a vehicle after paying a start fee, followed by a monthly payment. Roadside assistance, limited warranties and routine maintenance were included. The company was founded in 2016 by Scott Painter, who left the CEO role in October 2019. Fair had raised money, including in a \$385 million funding round in 2018 led by SoftBank, but faced challenges in becoming profitable.



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>>>2021 TRANSACTIONS: JAN - MAR



>>>2021 TRANSACTIONS: APR - JUN



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>>>2021 TRANSACTIONS: JUL - AUG



>>>2021 TRANSACTIONS: SEP - OCT



>>>2021 TRANSACTIONS: NOV - DEC



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NAE

acquired by

47

>>>2020 TRANSACTIONS



>>>MOST IMPORTANT AUTO TECH DEALS BY YEAR: 2012-2016

48



>>>MOST IMPORTANT AUTO TECH DEALS BY YEAR: 2017-2021

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>>>APRIL COMPANIES TO WATCH



Designed to be integrated with any autonomous vehicle technology, by adding real-time, human-operated control of virtually any autonomous or remote vehicle. They provide hardware, operational and communications software, integration services, and 24/7 remote operations for virtually any vehicle, anywhere.

Thum Sup Referrals Without Asking getathumbsup.com

Businesses today need a better, more efficient way to generate great referrals and great reviews by utilizing the power of their customer's social media connections of friends and family. The Thumbs Up Referral System is the engine that drives those valuable warm referrals, fills the lead funnel, and converts those leads to profitable sales.



evmatch.com

Through EVmatch, individuals rent out their private charging stations, helping communities share charging resources and support more EVs on the road. EV drivers leverage the sharing economy to easily find nearby, affordable charging, while station owners generate earnings by renting out their home charging infrastructure.



4.screen is an automotive technology startup based in Germany, building a platform that connects drivers with businesses. Their technology helps local stores and brands to be found in car screens and enables car manufacturers to monetize their in-car assets.



mycarmacare.com

CarmaCare is subscription-based healthcare for your car. Say goodbye to surprise out of pocket repair expenses with CarmaCare.

They provide a best-in-class subscriptionbased healthcare for your car coverage plan. They cover mechanical breakdown repair costs and give you peace of mind on the road. cinch.io

Cinch's Marketing Enablement Software is creating a more personal relationship between businesses and people by closing the data gap, designing actionable outcomes, and fulfilling meaningful and specific customer communication through the orchestration of marketing automation software and a customer data platform in one solution.



RideCo is an on-demand transit technology and services company that enables ondemand ridesharing for transit agencies in cities around the globe. They partner with transit agencies and experienced fleet operators to design, simulate, launch and operate on-demand transit services and have launched services with some of the largest agencies in North America..



Assured's Claims Intelligence Platform helps ingest and augment structured claims data and empowers good decisions. By integrating more than 50 external data sources, and then intelligently surfacing the most pressing data points to the adjuster, Assured enables better informed and more consistent decisions to be made in record time.



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>>>2021 COMPANIES TO WATCH

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
		FIXED OPS	CARPAY	Eriendemic		wrapmate		@ RECURRENT			TAILHAND-
dealerwing.com	aetautomotive.com	fixedopsdigital.com.	carpay.com	friendemic.com	nubrakes.com	wrapmate.com	wepaythemax.com	recurrentauto.com	rdtstech.com	autointegrate.com	tailhand.com
NEMODATA	ZIPDEAL	AutoAp RECALL CHECKED	auto APR	DEALERTRADE network.		buyncsy	kyte.	AUCTŌ	STYRATA	cognomotiv	i autofleet
<u>nemodata.ai</u>	zipdeal.com	autoap.com	autoapr.com	dealertrades.net	carmaproject.com	blyncsy.com	drivekyte.com	<u>aucto.com</u>	tyrata.com	<u>cognomotiv.com</u>	autofleet.io
PARKMYFLEET.COM	\bigcirc		InstallerNet	CRISPIFY	sfara	QUANTUM'			PITSTOP	RoadBotics	Upstream
parkmyfleet.com	RoboTire robotire.com	five64.com	installernet.com		<u>sfara.com</u>	<u>quantum5.ai</u>	<u>claimgenius.com</u>	momentenergy.ca	pitstopconnect.com	roadbotics.com	upstream.auto
TRAVER		Pureinfluencer	Dealer×	📶 ampUp	Spiffit	VifeSaver		HYPERSPEC (1997)	ener jazz	Block Harbor.	
traverconnect.com	sparkcharge.io	pureinfluencer.com.	dealerx.com	ampup.io	spiffit.com	lifesaver-app.com	autofleet autofleet.io	hyperspec.ai	enerjazz.tech	Cybersecurity blockharbor.io	rhombusenergysolutions
TECUBI	CarCapital CORCAPITAL				Se widewail	dojlarıde	DIXON TECHNOLOGIES	* D * ROADSTR	AUTORITY	lıqht	PASS
tecobi.com	carcapital.com	govintel.com	RECON rapidrecon.com	caloroadassolutions.com	widewail.com	dollaride.com	dixontech.net	roadstr.io	autority.io	light.co	PORT evpassport.com
STRONG PROCESS.	FUSE	RecalRabbit	© TapClassifieds	carbly	Karus	INFORMED	₹quotible	Lender Compliance Technologies.	everrati	FETCH	🛞 WeaveGrid
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