

Building your digital end-to-end workflow for remarketing

TransConnect & CarOnSale





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Introducing TransConnect



170.000 vehicles



82 employees



9.900+ routes



Germany, France, Netherlands (HQ)



40 million kilometers



10 languages



2500+ transport partners



4.4 days average lead time



Transport with a click

Book your transport

Get the price for your car transport in just one step. No waiting. Just your transport, sorted.

From:

TransConnect GmbH, Christophstraße 15-17, 50670 Cologne

To:

TransConnect, Hanzelaan 351, 8017 JM Zwolle, Die Niederla

✔ Vehicle added to calculation. View your estimation on the right side →

Compact car ⓘ



€ 276

Hatchback or sedan ⓘ



€ 302

Large car/SUV ⓘ



€ 379

VAN ⓘ



€ 498 – € 692

CarOnSale IN NUMBERS



Headquarters

**Berlin &
Hamburg**



employees

~450



Car
dealerships
with COS

~2.500



D2D Market
share

~30%



Cross Borders
Transaction

~40%



Active
customers on
CarOnSale

~40,000



Vehicles
processed in
AlphaController
p.a.

~1.2 Million



Vehicles sold
p.a.

~130,000

CarOnSale SERVICE OFFERING



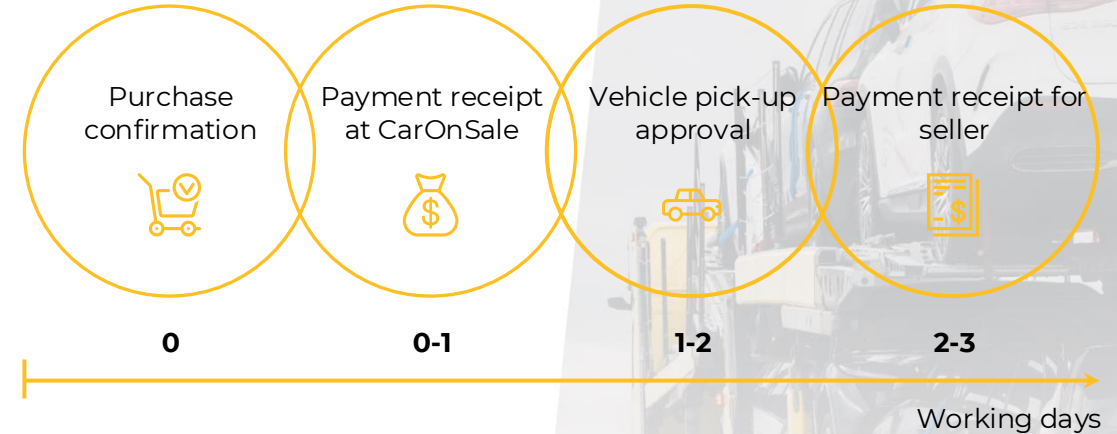
CarOnSale FULFILLMENT

It doesn't get any faster:

Pick-up approval upon receipt of payment

Payout guaranteed on the next banking day

Tip: Written payout guarantee available on request

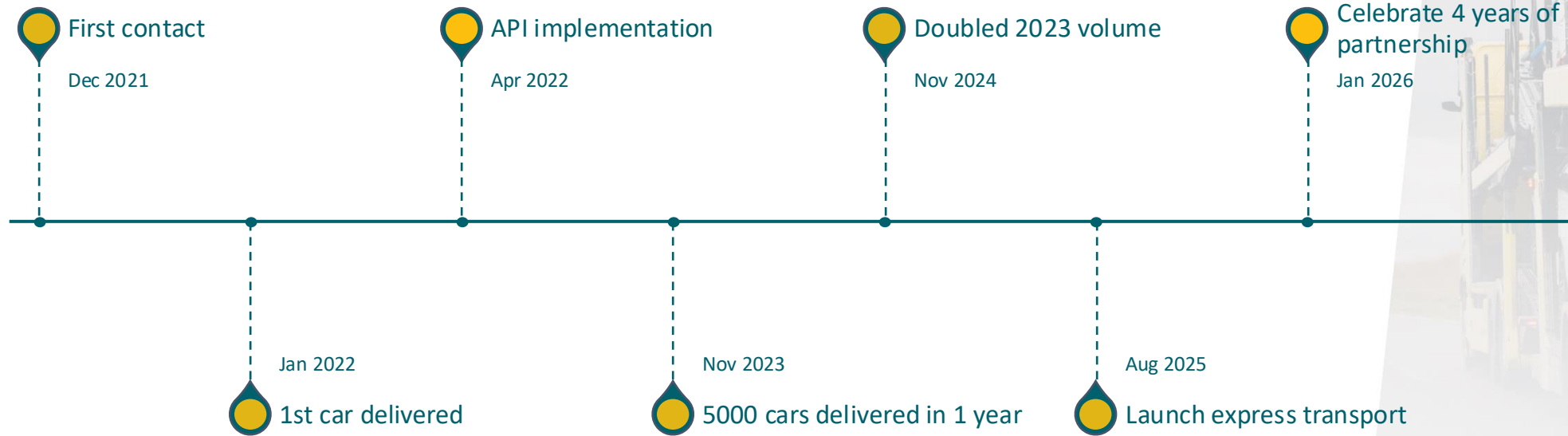


Vehicle can be picked up before receipt of payment

Our journey together

How our partnership started

A shared vision in digitalization, automation & ease of use



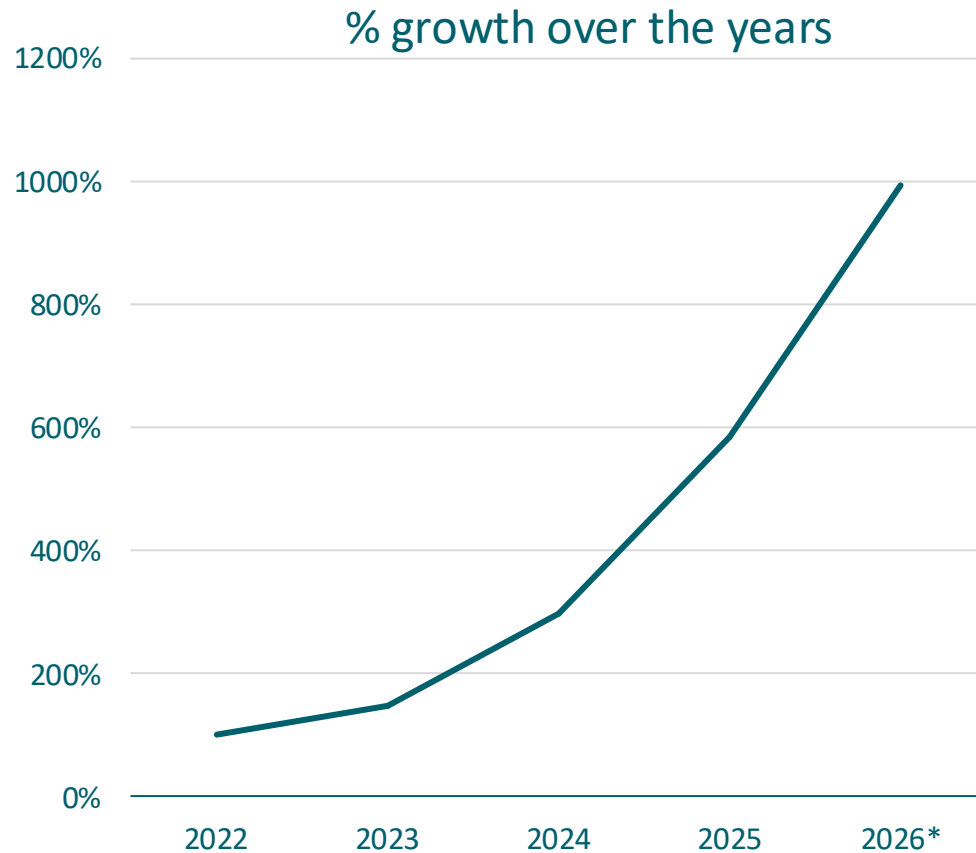
Before joining forces with TransConnect we faced several challenges in transport

- 1 High transport prices:**
No bundling, high cost per vehicle
- 2 Long lead times:**
Low planning flexibility to find big truck with empty spot
- 3 Geographically dispersed volume:**
Inefficient routing, many empty miles
- 4 Manual collaboration:**
High coordination effort for each transport

Partnering with TransConnect solved all our challenges in car transport

- | | | | |
|---|-------------------------------|---|------------------------------------|
| 1 | High transport prices | > | Transport prices reduced by ~20% |
| 2 | Long lead times | > | Lead times reduced by ~50% |
| 3 | Geographically dispersed vol. | > | EU-wide transport network |
| 4 | Manual collaboration | > | Fully automated by API integration |

Transport volume grew strongly



- 99% of orders delivered successfully with minimal cancellations
- 65% domestic German routes; strong export corridors to NL, AT, FR, and PL

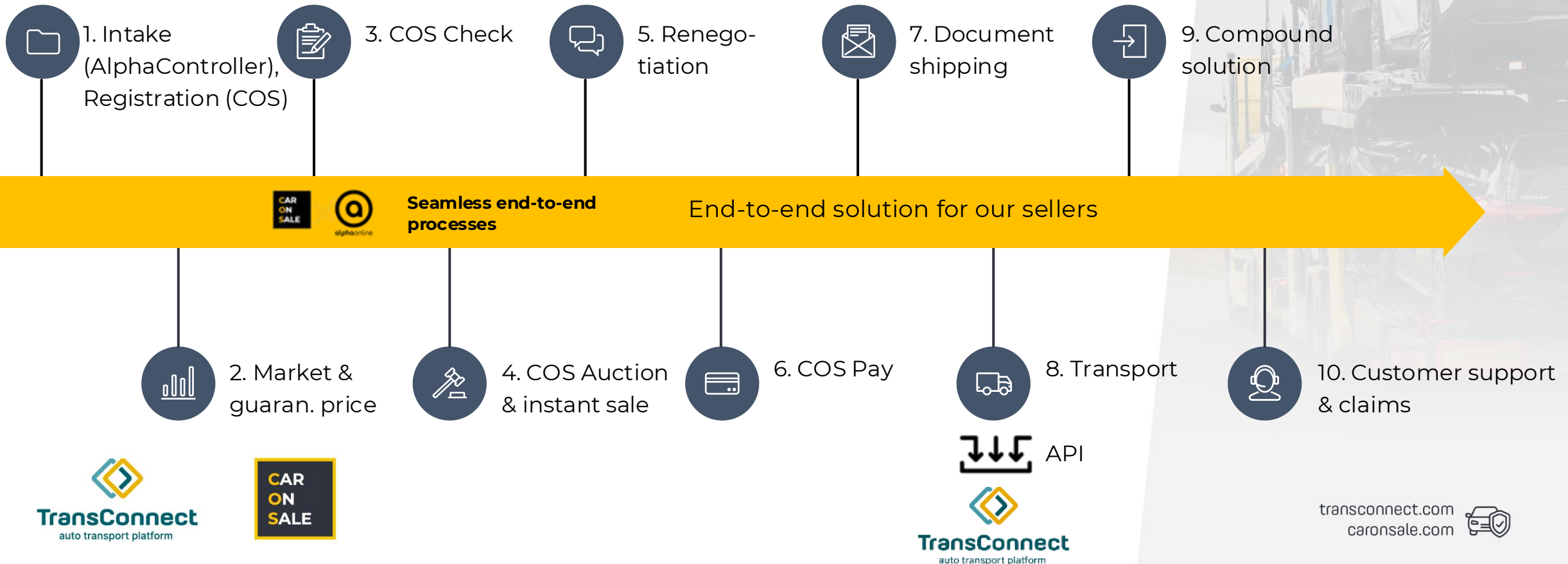
In addition to the increase in revenue, we see additional benefits from working with TC

- **Smooth, seamless client experience** – transport booking in just a few clicks
- **Full process transparency** – live status updates for our customers
- **Efficiency gains across the workflow** – transport operations at COS with minimal personnel cap.

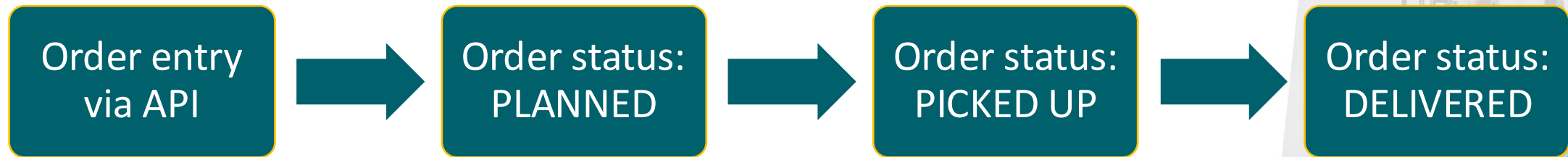


Positive Impact on remarketing performance

Today, our vehicles move seamlessly & fully automated – TC fully integrated in COS



How it works today - transport



Constant communication with all stakeholders involved

Clear vision on our shared future



TransConnect:

- Further API development for constant optimization
- Add more countries and routes
- Implement additional customized solutions

CarOnSale:

- Build the integrated operating system for B2B automotive trade
- Further internationalize to leverage arbitrage opportunities
- Expand into adjacent services



Q&A

Your Questions, Our Answers

