

# Quarterly Industry Update

As of December 31, 2013

Industry: Online Car Auction



## Industry Summary

Cogent Valuation identified publicly traded companies, IPOs, and recent M&A transactions within the Online Car Auction industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Since December 31, 2012, the median 52-week share price return of the Online Car Auction industry has increased by 32.3%. In the last quarter, the median price-to-earnings multiple was unchanged at 26.3x. Profitability and sales growth have remained level since the prior quarter.

## Comparable Public Company Key Statistics

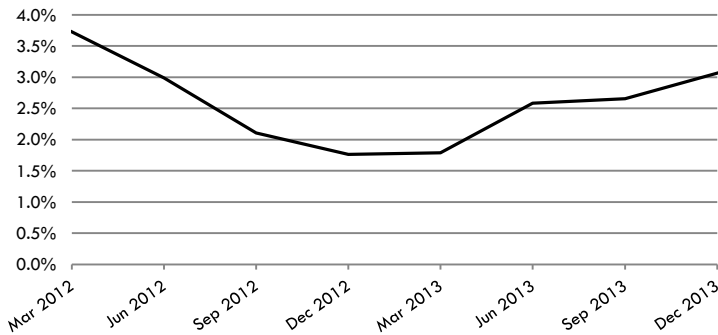
Median 52-Week Return	32.3%	Median EV/Revenue Multiple	4.5x	Median Price/Earnings Multiple	26.2x
Median 3-Year CAGR Return	25.2%	Median EV/EBITDA Multiple	15.0x	Median EV/Gross CF Multiple	18.0x

## Comparable Public Company Market Price Returns (As of December 31, 2013)

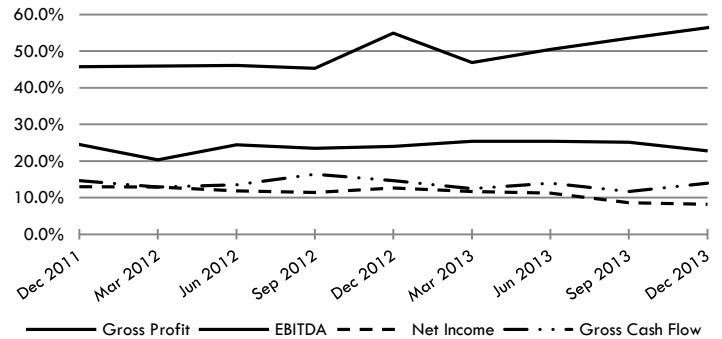
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2012	2011	2010	2009	2008
KAR Auction Services, Inc.	46.0%	4.8%	46.0%	47.9%	28.9%	N/A	49.9%	-2.2%	0.1%	N/A	N/A
Copart, Inc.	24.2%	15.3%	24.2%	23.7%	25.2%	21.9%	23.2%	28.2%	2.0%	34.7%	-36.1%
Solera Holdings Inc.	32.3%	33.8%	32.3%	26.0%	11.3%	24.0%	20.0%	-13.2%	42.5%	49.4%	-2.7%
Liquidity Services, Inc.	-44.5%	-32.4%	-44.5%	-21.6%	17.3%	22.2%	10.7%	162.6%	39.5%	20.9%	-35.4%
Ritchie Bros. Auctioneers Incorporated	9.8%	13.6%	9.8%	1.9%	-0.2%	1.4%	-5.4%	-4.2%	2.8%	4.7%	-22.3%
Dealertrack Technologies, Inc.	67.4%	12.2%	67.4%	32.8%	33.8%	32.2%	5.4%	35.8%	6.8%	58.0%	-64.5%
Bitauto Holdings Limited	337.8%	98.3%	337.8%	182.7%	53.5%	N/A	82.5%	-54.8%	N/A	N/A	N/A
Autobytel Inc.	280.2%	111.0%	280.2%	107.9%	52.1%	46.4%	13.7%	-18.6%	-14.0%	122.2%	-83.6%
NetSol Technologies, Inc.	-2.7%	-41.9%	-2.7%	18.5%	-32.2%	-1.8%	44.3%	-77.8%	74.8%	67.2%	-73.4%
<b>Median of Industry Public Companies</b>	<b>32.3%</b>	<b>13.6%</b>	<b>32.3%</b>	<b>26.0%</b>	<b>25.2%</b>	<b>22.2%</b>	<b>20.0%</b>	<b>-4.2%</b>	<b>4.8%</b>	<b>49.4%</b>	<b>-36.1%</b>

(Multiple year periods are calculated as the average annual return.)

## Median Quarterly Revenue Growth of All Online Car Auction Companies



## Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins



## Median Public Company Multiples of the Online Car Auction Industry

Date:	12/31/2011	3/31/2012	6/30/2012	9/30/2012	12/31/2012	3/31/2013	6/30/2013	9/30/2013	12/31/2013
EV/Revenues Multiple	3.0x	3.2x	3.2x	3.0x	2.6x	2.5x	2.7x	2.9x	4.5x
EV/EBITDA Multiple	10.8x	11.5x	10.2x	10.9x	11.8x	10.3x	11.0x	12.9x	15.0x
Price/Earnings Multiple	21.7x	31.6x	24.3x	24.3x	28.0x	24.9x	26.9x	26.1x	26.2x
EV/Gross Cash Flows Multiple	18.0x	17.9x	18.5x	17.3x	19.3x	19.5x	18.3x	18.8x	18.0x

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact Steven Kam at 415-392-0888 for more information or questions in connection with this research report.

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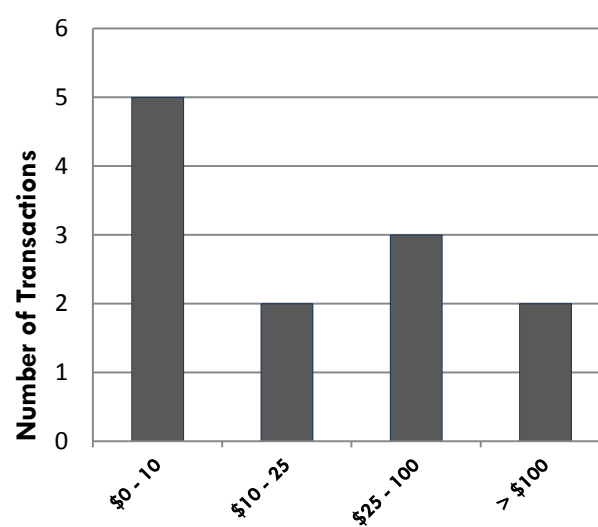
## Industry Initial Public Offerings (dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
11/16/2010	Bitauto Holdings Limited	\$12.00	10.6	\$127.2	\$70.9	\$192.3	\$59.3	\$8.8	N/A	\$9.9
8/9/2007	Mercadolibre, Inc.	\$18.00	16.1	\$289.4	\$62.2	\$9.4	\$64.1	\$13.1	N/A	\$14.8
5/10/2007	Solera Holdings Inc.	\$16.00	26.3	\$420.0	\$1,261.6	\$878.9	\$443.5	\$129.2	(\$80.0)	\$144.3
2/22/2006	Liquidity Services, Inc.	\$10.00	7.7	\$76.9	\$31.9	\$4.5	\$101.8	\$8.5	\$9.4	\$9.1
12/12/2005	Dealertrack Technologies, Inc.	\$17.00	10.0	\$170.0	\$138.0	\$44.1	\$105.9	\$29.8	\$10.1	\$33.3
6/16/2004	ADESA, Inc.	\$24.00	6.3	\$150.0	\$1,923.9	\$379.5	\$927.7	\$249.2	\$116.9	\$249.2
3/26/1999	Autobyte Inc.	\$23.00	4.3	\$103.5	\$34.2	\$0.0	\$23.8	(\$19.4)	(\$19.4)	(\$18.1)
3/9/1998	Ritchie Bros. Auctioneers Incorporated	\$17.00	2.9	\$49.3	\$70.5	\$5.4	\$85.0	\$19.6	\$53.6	\$22.1
<b>Median of All IPOs</b>		<b>nm</b>	<b>nm</b>	<b>\$138.6</b>	<b>\$70.7</b>	<b>\$26.7</b>	<b>\$93.4</b>	<b>\$16.4</b>	<b>\$9.7</b>	<b>\$18.5</b>

## Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought
7/2/2012	GoIndustry DoveBid plc	Liquidity Services	\$20.4	100%
3/29/2012	BDW Automotive GmbH	IHS Inc.	\$8.0	100%
11/30/2011	Beijing Bitcar Interactive	Bitauto Holdings	\$9.9	100%
10/3/2011	OPENLANE, Inc.	ADESA	\$210.0	100%
7/1/2011	eCarList, LLC	DealerTrack/AAX	\$45.3	100%
4/7/2011	Japan Bike Auction	USS Co.	\$6.5	60%
1/31/2011	triVIN, Inc.	DealerTrack Holdings	\$125.5	100%
12/8/2010	KVD Kvarndammen	Ratos AB	\$78.4	100%
3/1/2010	Marknadspriser i Sverige	Alma Media Oyj	\$3.5	60%
1/25/2010	Trade Tracker	DealerTrack Canada	\$1.1	100%
10/1/2009	AUTOonline GmbH	Solera Holdings	\$85.0	85%
9/24/2009	Autoreflex.Com	Odyssée Venture	\$11.2	85%
<b>Median of All Transaction Targets</b>			<b>\$15.8</b>	<b>100%</b>

## Size of Merger and Acquisition Transactions (dollars in millions)



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