

LexisNexis® Owner Check



New car for them means a new relationship for you. Introduce yourself and the benefits of your brand.



INDUSTRY CHALLENGES

How do you keep up with changes in vehicle ownership?

YEARS
12.2

Average age of cars and light trucks¹

SALES
31M+

Total vehicle ownership changes in 2022²

OWNERS
2.6M

Average monthly vehicle ownership changes in 2022²



TRADITIONAL DATA SOURCES

are often highly regulated, restricted and may not be updated as often as you prefer

LexisNexis Owner Check helps automakers better connect with subsequent vehicle owners and provides clarity to these common blind spots:



Prior owner deactivation

- Cancel subscriptions
- Disable connected services including telematics data collection
- Omit customer consent



Current owner activation

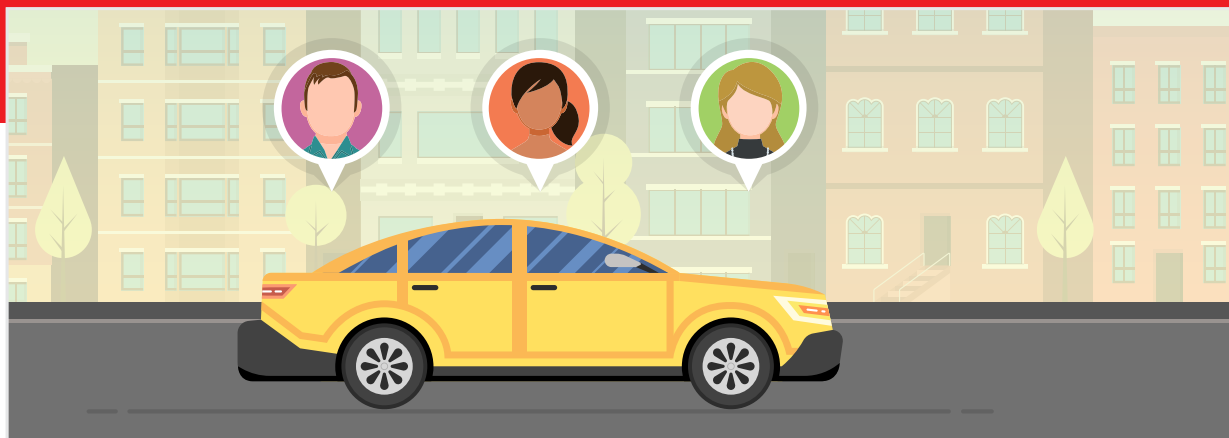
- Collect customer consent
- Transfer "no-charge" benefits
- Enable SOS support



Aftersales benefits

- Maintenance and service diagnostics
- Roadside assistance
- Vehicle warranty

How LexisNexis Owner Check creates a more accurate view of who owns your vehicles



1. Data transfer and linking technology

● **Automaker** provides VIN and ownership information of eligible vehicles as well as any associated master customer record. Then, using proprietary technology, ● **LexisNexis Risk Solutions** processes the data to confirm the ● **Original vehicle owner** or if an ownership change has occurred.

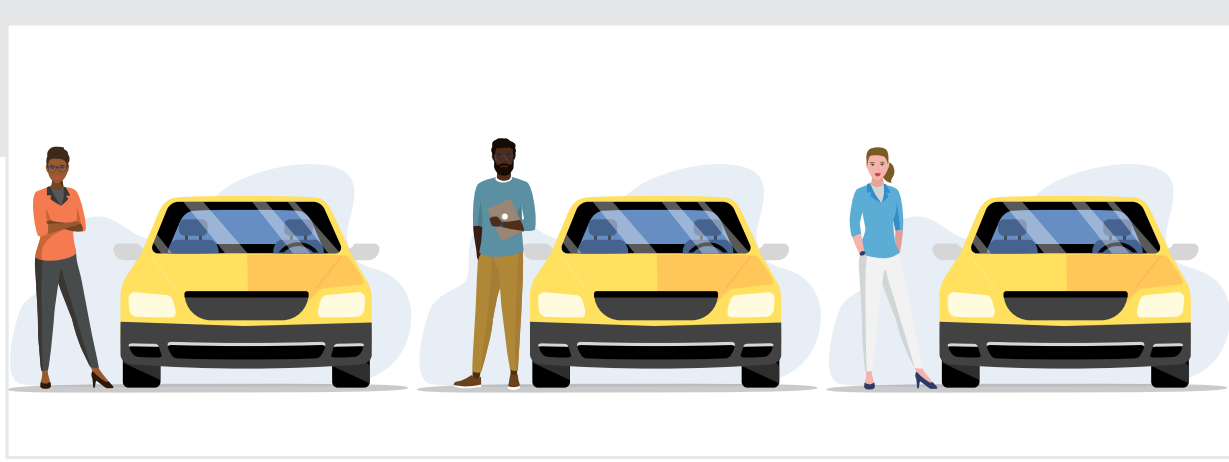
LexID®

At LexisNexis® Risk Solutions, we use advanced linking technology in combination with our unique identifier, LexID®, to resolve, match and manage information on:

286+ million unique consumer identities³

228+ million Active VINs linking to 170M garages⁴

across all **50 states**



2. Owner identification and outreach

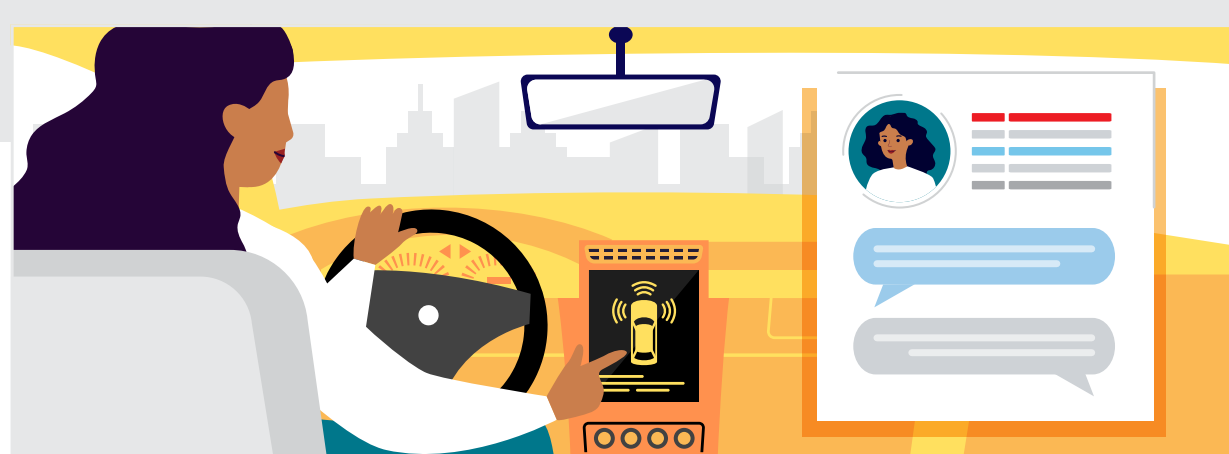
If a ● **Subsequent vehicle owner** is identified, ● **LexisNexis Risk Solutions** provides the new owner's contact information to the automaker, including physical mailing and email addresses. ● **Automaker** then contacts the new owner to offer no-charge transfer of eligible services.



With our extensive data delivered in near-real time, we help automakers better access robust subsequent vehicle owner information that can be configured and tailored to meet your needs.

87+ billion public records³

Proven and tested physical and digital contact information



3. Subsequent vehicle owner opts in for new opportunities

- **Subsequent vehicle owner** consents and registers as a customer with automaker to receive remaining balance of eligible vehicle services and inherent benefits.
- **Automaker** updates master customer record in CRM and can contact newly registered customer for future engagement and opportunities.



Following the initial outreach, LexisNexis Owner Check continues to support your ongoing efforts with owner change management, your vehicle lifecycle and outreach strategies.

95% coverage of vehicles in the U.S. (VIN match rate)²

A more streamlined way to manage vehicle ownership changes and master customer records

LexisNexis Owner Check helps you take one step towards building a new relationship with them.



Access timely vehicle ownership changes with our proprietary linking technology



Improve your outreach to subsequent vehicle owners with more complete and accurate contact information



Develop new customer relationships by providing services to subsequent vehicle owners

See for yourself how LexisNexis Owner Check can enrich your customer data for a more complete view of your vehicle owners. Visit our [website](#) and register for your guided tour today. You can also email us directly at USConnectedCar@lexisnexisrisk.com



About LexisNexis® Risk Solutions
LexisNexis® Risk Solutions includes seven brands that span multiple industries and sectors. We harness the power of data, sophisticated analytics platforms and technology solutions to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit www.risk.lexisnexis.com/corporate and www.relx.com.

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1. S&P Global Mobility, May 2022
2. LexisNexis Risk Solutions 2022 Proprietary Research
3. LexisNexis Risk Solutions March 2023 Internal Data Analysis
4. LexisNexis Risk Solutions November 2022 Internal Data Analysis