

KAR Auction Services (NYSE:KAR) is a global Fortune 700 company headquartered in the Indianapolis suburb of Carmel, Indiana, with 18,000 employees across the United States, Canada, Mexico and Europe. Our diverse team helps the world's largest automotive manufacturers, financial institutions, insurance companies and dealer groups buy, sell and trade used vehicles. Last year we facilitated the sale of more than 5.95 million units valued at over \$40 billion through our physical, online, and digital/mobile auction marketplaces.

ABOUT THE COMPANY



\$3.76B revenue	~\$7B KAR Market Cap on the NYSE
#671	rank on Fortune 1000 list
13th/6th	largest public company in Indiana/ Indianapolis area
18K employees	1,660 in Indiana

5.95M
vehicles sold annually

\$40B
value of
vehicles sold

40M
data from ancillary
and related
services annually

>50%
vehicles sold through
online channels

SUBSIDIARY BRANDS

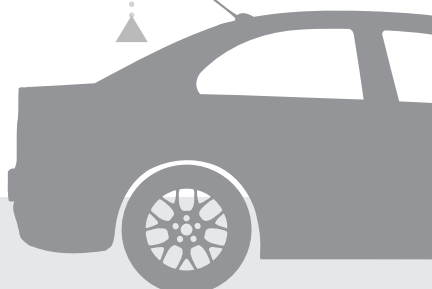
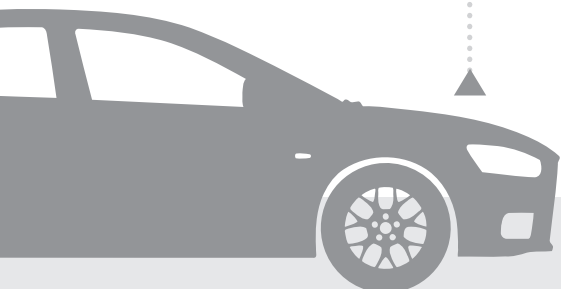
CORE BUSINESS

<p>Whole car (used car) auctions of dealer and institutional vehicles (e.g., off-lease, repossessions)</p> <p>75 auction locations 3.47M vehicles sold</p> <p>56% of KAR Revenue</p>	<p>Independent dealer vehicle floorplan finance</p> <p>130 branch locations ~1.76M loan transaction units</p> <p>9% of KAR Revenue</p>	<p>Salvage vehicle auctions of total loss vehicles (e.g., insurance companies, charities, etc.)</p> <p>192 auction locations (includes HBC) 2.48M vehicles sold</p> <p>35% of KAR Revenue</p>
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ADDITIONAL BUSINESS UNITS

INDUSTRY STATISTICS*

290M vehicles in operation	13M vehicles removed from service	42M used vehicle transactions	11M whole car auction transactions	20M dealer-to-dealer and trade-in transactions
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*North American estimates
Figures represent a 12 month period. Location data as of February 2019. All other KAR company figures represent year-end 2018 data. | Rev. 1/19