

KAR AUCTION SERVICES®

KAR Auction Services (NYSE:KAR) is a global Fortune 1000 company headquartered in the Indianapolis suburb of Carmel, Indiana, with 17,600 employees across the United States, Canada, Mexico and the United Kingdom. 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 5.1 million transactions valued at over \$40 billion through our physical, online, and digital/mobile auction marketplaces.

ABOUT THE COMPANY



- \$3.15B** revenue
~\$6B KAR Market Cap on the NYSE
- #702** Rank on Fortune 1000 list
- 12th/6th** largest publicly traded company in Indiana/Indianapolis area
- 17.6K** employees
1,600 in Indiana

5.1M vehicles sold annually

\$40B value of vehicles sold

40M data from inspections, repairs, transports and other ancillary and related services

~50% vehicles sold through online channels

290M vehicles in operation

13M vehicles removed from service

USED
44M used vehicle transactions

SOLD
10-12M wholesale auction transactions

20M dealer-to-dealer and trade-in transactions

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 2.9M vehicles sold</p> <p>56% of KAR Revenue</p>	<p>Independent dealer vehicle floorplan finance</p> <p>126 branch locations ~1.7M 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>172 auction locations 2.2M vehicles sold</p> <p>35% of KAR Revenue</p>
--	--	--

ADDITIONAL BUSINESS UNITS

INDUSTRY STATISTICS*

- 290M** vehicles in operation
- 13M** vehicles removed from service
- 44M** used vehicle transactions
- 10-12M** wholesale auction transactions
- 20M** dealer-to-dealer and trade-in transactions

*North American estimates
All company figures represent end of year 2016 data | Revised November 2017