

KAR Auction Services (NYSE:KAR) is a global Fortune 750 company headquartered in the Indianapolis suburb of Carmel, Indiana, with 17,500 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 more than 5.5 million transactions valued at over \$40 billion through our physical, online, and digital/mobile auction marketplaces.

ABOUT THE COMPANY



\$3.5B revenue	~\$7B KAR Market Cap on the NYSE
#702	rank on Fortune 1000 list
12th/6th	largest public company in Indiana/Indianapolis area
17.5K employees	1,600 in Indiana

5.5M
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

SUBSIDIARY BRANDS

CORE BUSINESS

<p>ADESA</p> <p>Whole car (used car) auctions of dealer and institutional vehicles (e.g., off-lease, repossessions)</p> <p>75 auction locations 3.2M vehicles sold</p> <p>56% of KAR Revenue</p>	<p>afc</p> <p>Independent dealer vehicle floorplan finance</p> <p>128 branch locations ~1.7M loan transaction units</p> <p>9% of KAR Revenue</p>	<p>AA</p> <p>Salvage vehicle auctions of total loss vehicles (e.g., insurance companies, charities, etc.)</p> <p>186 auction locations (includes HBC) 2.4M 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	44M used vehicle transactions	11M whole car auction transactions	20M dealer-to-dealer and trade-in transactions
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*North American estimates
All company figures represent end of year 2017 data | Revised March 2018