

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**



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



**SUBSIDIARY BRANDS**

**CORE BUSINESS**

<p>Whole car (used car) auctions of dealer and institutional vehicles (e.g., off-lease, repossessions)</p> <p><b>75</b> auction locations    <b>3.2M</b> vehicles sold</p> <p><b>56%</b> of KAR Revenue</p>	<p>Independent dealer vehicle floorplan finance</p> <p><b>130</b> branch locations    <b>~1.7M</b> loan transaction units</p> <p><b>9%</b> of KAR Revenue</p>	<p>Salvage vehicle auctions of total loss vehicles (e.g., insurance companies, charities, etc.)</p> <p><b>192</b> auction locations (includes HBC)    <b>2.4M</b> vehicles sold</p> <p><b>35%</b> of KAR Revenue</p>
---	---	--

**ADDITIONAL BUSINESS UNITS**

**INDUSTRY STATISTICS\***

<b>290M</b> vehicles in operation	<b>13M</b> vehicles removed from service	<b>44M</b> used vehicle transactions	<b>11M</b> whole car auction transactions	<b>20M</b> dealer-to-dealer and trade-in transactions
--------------------------------------	---	---	--	--

\*North American estimates  
Figures represent a 12 month period. Location data is as of November 2018. All other KAR company figures represent end of year 2017 data. | Rev. 12/18