

ADESA US Auction

Terms and Conditions (Standard Dealer Contract)

Effective Date: March 13, 2025

Note: As of March 13, 2025, ADESA has amended certain provisions in these Terms and Conditions. We have summarized the key aspects of the changes below:

- “I. General Terms” - Section 12 (Payment Terms): Moved language regarding storage fees to “III. Other Online Auction Transactions” - Section 2 (Vehicle Pick Up Deadline, Buyer Storage Fees, & Ability to Dispose of Vehicles).
 - “III. Other Online Auction Transactions” - Section 2 (Vehicle Pick Up Deadline, Buyer Storage Fees, & Ability to Dispose of Vehicles): Added and revised the storage fee rates and added language regarding ADESA’s available remedies for vehicles that are not timely removed.
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These Terms and Conditions (“**Terms and Conditions**”), as set forth herein and which may be amended from time to time, shall govern the relationship and become a part of any and all transactions hereafter undertaken by, between, and among the persons or entities using the Auction’s services (“**Customer**”), and ADESA US Auction, LLC and its U.S. auction subsidiaries (collectively, “**ADESA**,” “**Auction Company**,” or “**Auction**”). These Terms and Conditions and any amendments to them will be effective immediately upon the Effective Date. Customer’s access or use of Auction’s services following the Effective Date will constitute full acceptance of the then current Terms and Conditions. Auction Company complies with National Auto Auction Association’s (“**NAAA**”) policies, which are hereby incorporated herein by reference, except as set forth in Section 15 below.

I. GENERAL TERMS

1. Scope and Purpose. Auction Company conducts periodic in-person and/or internet-based remote auction sales, both in real time and virtually (collectively “**Sales**”). Auction Company’s Sales offer principally, but not exclusively, transportation-related consigned goods, including automobiles, motorcycles, recreational vehicles, power equipment, vessels, and recreational watercraft (collectively, “**Vehicles**”). Customer wishes to attend and/or otherwise participate in the Sales (via its “**Authorized Representative(s)**”, as defined below), and voluntarily agrees to these Terms and Conditions in consideration of the Auction Company permitting such participation. Breach of these Terms and Conditions may result in the assessment of penalties, and/or temporary or permanent suspension of auction privileges.
2. Customer’s Eligibility. Customer warrants that Customer is a licensed retail or wholesale dealer of one or more types of Vehicle(s) (collectively, “**Dealer**”) and/or a corporation or other legal entity that is otherwise legally eligible to purchase or sell Vehicles at wholesale auto auctions. Customer agrees that these Terms and Conditions shall apply to all transactions by which Customer sells consigned Vehicles as “**Seller**,” or in which Customer purchases consigned Vehicles as “**Buyer**.” Customer acknowledges that its participation as Buyer or Seller, or to

participate in certain Sales events, may be limited by applicable law, the scope of the Customer's license, or other rules of eligibility, as may be determined in Auction Company's sole discretion.

3. Buyer's Registration. Auction Company participates in the AuctionACCESS® registration system. Upon completion of the Auction Company's AuctionACCESS® registration package, Buyer and each of its Authorized Representative(s) will be issued an AuctionACCESS® number and/or photographic identification card ("**Auction Card**") authorizing it to buy Vehicles at all Auction Company physical locations and internet sales. For internet sales, in addition to registering through AuctionACCESS®, Buyer must register through the Auction Company online system in order to receive a username and password.
4. Seller's Registration. In order to participate in Auction Company's auctions, Seller shall complete a registration package and/or consignment agreement. For internet sales, Seller may also need to register through the Auction Company's online system in order to be authorized to sell Vehicles at all Auction Company's internet sales and to receive a username and password.
5. Sharing of Auction Card and/or Username/Password. Sharing or lending the Auction Card, and/or username and password is strictly prohibited. Customer is responsible for maintaining the confidentiality and security of its Auction Card and/or username and password. Customer will be liable and responsible for all actions, omissions, failures to act, and/or transactions conducted in Customer's name with any Auction Card and/or username or password issued to Customer or any of its Authorized Representatives, regardless of whether such action, omission, failure to act, and/or transaction was actually approved or authorized by Customer. Please immediately notify Auction Company in writing upon the discovery of any unauthorized use of Auction Card and/or username and password.
6. Authorized Representatives/Authorized Users. Customer authorizes the person(s) designated in the Application and other document as "**Authorized Representative(s)**" or "**Authorized User(s)**" to take or perform the following actions with respect to Vehicles: (a) purchase and/or sell Vehicles on behalf of Customer including complete and execute papers conveying title, including endorsement of the certificate of title, odometer statements, bills of sale and other similar documents in connection with the sale of all Vehicles, and/or (b) complete and execute on behalf of Customer's checks and/or drafts in connection with the purchase or sale of Vehicles, and (c) to finance purchases using any floorplan lender with whom Dealer has an authorized account and which offers service to Auction. The authority of the Authorized Representatives shall continue in full force and effect until terminated by Dealer. The addition or removal of Authorized Representatives or placement of any restriction on the authority of any Authorized Representative must be done in writing or electronically, and submitted according to procedures and/or with appropriate forms as may be developed by AuctionACCESS® or ADESA from time to time. Attempted oral revocation, alteration, or naming of additional Authorized Representatives shall be of no effect whatsoever. Customer guarantees, as principal, all transactions made at the Auction by its Authorized Representatives, irrespective of any dispute regarding the actual authority to do the specific transaction. No Authorized Representative shall be under the age of eighteen (18) years and neither Customer nor its Authorized Representative(s) shall bring any person under such age onto the Auction premises as driver, assistant, observer, or otherwise. Auction Company, at its sole discretion, reserves the right not to do business with any Customer and/or Authorized Representative.
7. Eligibility and Applicable Rules. These Terms and Conditions, as may be supplemented or altered by additional requirements imposed by a particular Auction Company location at which Customer conducts a transaction, (collectively, "**Auction Rules**") shall govern Customer's attendance and participation at Auction and be deemed part of the Terms and Conditions of all Vehicle transactions at the Auction. The relationship between Auction

Company and Customer is terminable at will by either party, with or without prior notice, and termination by either party shall not relieve either party of its obligations arising before the termination. Auction Company reserves the right to refuse to or terminate doing business with any Customer, and to place additional conditions or restrictions upon any Customer's activities at Auction, including but not limited to, limiting or barring access to one or more Auction locations. Customer acknowledges and agrees that it has no right, remedy, or cause of action against Auction Company for Auction Company's decision to place conditions or restrictions on Customer's activities at Auction or to not do business with Customer. By participating in an Auction Sale, Customer represents that it is: (a) appropriately licensed in one or more states, or under the applicable laws of a country outside the United States; (b) registered with ADESA in addition to AuctionACCESS®; and (c) subject to the Terms and Conditions contained herein and other applicable Auction Rules. Customer's registration with Auction Company shall constitute (1) authorization to Auction Company to investigate the credit history of Customer, including obtaining, from time to time, credit history reports of Customer's principals and Authorized Representatives, and (2) authorization to release any information whatsoever regarding Customer to any subsidiary or other affiliate of Auction Company and Customer's active floorplan company. Failure of Customer and/or Authorized Representative's to comply with any or all of the Terms and Conditions set forth herein may result in the suspension or termination of Customer's and/or Authorized Representative's privileges of transacting business with Auction Company and its affiliates. Sales at ADESA auctions outside of the U.S. are governed by that region's auction policies, laws, and regulations, as amended from time to time.

8. Changes to Terms and Conditions. Auction Company, at its sole discretion, may amend these Terms and Conditions and other Auction Rules ("**Auction Policies**") without sending notice to Customers. The amended Auction Policies will be effective immediately upon posting to the Auction Company's website and Customer's continued access to and use of its Auction Card, AuctionACCESS® number, or username and password following such amendment will constitute full acceptance of any such changes. Notwithstanding the date executed by Customer, these Terms and Conditions, as amended from time to time, are effective on any transaction that occurs on or after the Effective Date.
9. Electronic Signature. Customer will permit Auction Company to capture or otherwise acquire Customer's signature in digital or electronic form, and specifically authorizes Auction Company to apply the Customer's digital or electronic signature to Auction Sale documents.
10. Auction Company as Consignee. Auction Company is a service company and generally does not take title to, purchase or sell Vehicles. Rather, Auction Company facilitates the exchange of Vehicles between Seller and Buyer at the Auction. All Vehicles offered for sale at Auction by Seller are deemed consigned and are offered for sale by Auction Company on Seller's behalf. Auction Company, at its sole discretion, reserves the right to refuse to accept or to remove from an Auction any Vehicles to be offered for sale. In any Vehicle purchase transaction, Auction Company shall not be deemed or considered the Vehicle's Seller under any circumstances, except where Auction Company has specifically identified itself as Seller on the sale contract. Auction Company otherwise is not a party to any sale contract, but shall be deemed a third-party beneficiary of such contract, entitled to the parties' performance and to seek legal remedies for the parties' breach.
11. Service Fees. Customer agrees to pay all service fees and charges of Auction for services rendered by Auction, including but not limited to, penalties for failure to comply with various provisions, or certain convenience features, each as applicable ("**Fees**"). Auction Company, in its sole discretion and at any time, may add, delete, or change some or all of the Fees, as applicable. Also, Auction Company reserves the right to and may have arrangements with certain customers that result in reduced Fees, the payment of discounts/rebates associated

with the sales of Vehicles, and/or marketing assessments in the form of premium buyer fees. The purchase price of the Vehicle plus all applicable Fees payable by buyer in connection with the transaction is the **"Total Payment Amount."**

12. Payment Terms. For In-Lane and Simulcast (including Simulcast+) sales, the Total Payment Amount is due before the end of business on the day of sale (the **"Transaction Date"**) and for digital sales, the Total Payment Amount is due within 2 business days from the Transaction Date (as applicable to the type of sale, the **"Payment Due Date"**). With respect to any outstanding amounts due from Customer, Auction Company may (a) set off, deduct or retain any amounts payable to Auction Company from amounts it owes Customer, (b) retain possession of any Vehicles owned or controlled by Customer, (c) withhold title documents until all amounts owed by Customer to Auction Company have been paid, (d) cancel the Transaction to which the amount owed relates, and/or (e) charge late payment fees, and/or charge interest on any past due payments at the maximum rate allowed by law. Customer shall not under any circumstance stop payment on an instrument, refuse to honor an instrument or withdraw an instrument. In the event that Auction Company accepts an electronic check, Customer authorizes Auction Company to initiate debit entries to Customer's checking account at Customer's depository on which such check was written, which authorization will remain in force until Auction Company has received written notification from Customer of Customer's written termination of such debit authorization (**"Electronic Check"**). Notwithstanding the previous sentence, Auction Company may decline to process an Electronic Check for any reason. Customer represents and warrants, regardless of whether Customer is the drawer of the check, draft, or Electronic Funds Transfer (**"EFT"**) that, at the time of issuance and at the time such instrument is or was presented for payment, the account upon which such instrument is drawn contains then available funds sufficient for payment of that instrument. Any instrument withdrawn or returned for non-sufficient funds (**"NSF"**) must be settled and replaced immediately with cash or certified funds to prevent collection action. Upon return of any NSF, a service charge up to the maximum amount allowed by law will be imposed and must be paid immediately. Auction Company may review Buyer's financial position and, may at its sole discretion, impose whatever purchase or payment restrictions Auction Company may deem necessary to protect Auction Company's interest, which may include but is not limited to, requiring that all purchases be made in cash or certified funds. These rights set forth above will be in addition to and not exclusive of any other remedy available to Auction Company, whether at law or in equity. Customer shall pay all legal costs, including, without limitation, attorney fees, court costs and other expenses necessary for Auction Company to collect any monies owed by Customer.
13. Financial Information Representations. Customer represents and warrants that the financial and other factual information presented to Auction is true, complete, and accurate. Customer authorizes a review of Customer's credit history and any other history deemed necessary by Auction Company, including, without limitation, Customer's lending institution accounts. Customer shall notify Auction Company immediately of any change of its principal financial lending institutions; or any other material changes in information provided to Auction.
14. Security Interest and Rights upon Default. In order to secure final payment of any indebtedness owing to Auction Company by Customer, including but not limited to the Final Payment Amount, Customer hereby grants to Auction Company a security interest (including a purchase money security interest, where applicable) in any Vehicle, whether consigned or purchased, together with all additions, accessions, accessories and replacements, and proceeds thereof, which security interest shall continue until all funds are collected with respect to such sale. Customer authorizes Auction Company to prepare and file a financing statement, as required by Article 9 of the Uniform Commercial Code (**"UCC"**) for such Vehicle without Customer's signature being required thereon. Auction Company's security interest in any Vehicles is assignable to any Auction, subsidiary, or other affiliate of Auction Company. Despite any alleged competing security interest in the Customer's Vehicles which may be asserted by a third party, Customer acknowledges that as between Customer and Auction Company, the security interest will be enforceable as to any consigned or purchased Vehicle, and Auction Company shall be entitled to all of the rights and remedies of a secured party as provided by law, including but not limited to the right of self-help repossession. Notwithstanding any other language in these Terms and Conditions, if Customer defaults in any obligation imposed upon Customer in conjunction with any Auction transaction, Customer agrees that Auction Company shall be

entitled as third-party beneficiary of the sales contract to enforce against Customer all legal and equitable remedies available to “seller” or “buyer” of goods, as appropriate to the particular transaction, available under Article 2 of the UCC or other applicable law.

15. Arbitration. Customer agrees and acknowledges that:

- a. it has read and agrees to be bound by the National Auto Auction Association’s Arbitration Policy In-Lane and Online (the “**NAAA Arbitration Policy**”), as well as the ADESA Arbitration Policy which contains some addenda to the NAAA Arbitration Policy and some additional policies and procedures (“**ADESA Arbitration Policy**”), each of which are available at https://image.connect.adesa.com/lib/fe861372726102787c/m/7/ADESA_USArbPolicy.pdf (collectively, the “**Arbitration Policies**”) and are considered incorporated herein by reference;
- b. such Arbitration Policies may be amended from time to time by posting updated Arbitration Policies on ADESA.com, and Customer agrees it is bound by such amended and updated policies with respect to transactions using the Auction’s services; and
- c. any dispute arising from the purchase or sale of a vehicle through Auction will be resolved in accordance with the Arbitration Policies, and Auction’s decision as arbitrator will be final and binding on.

16. Warranties Regarding Title. Customer warrants, represents, and guarantees possession and conveyance of a certificate of title, properly executed, valid in the state where the transaction is occurring and clear of all liens and encumbrances (except current year DMV fees in California), and Customer warrants and will defend the title against the claims and demands of all persons whatsoever. Customer further acknowledges that with respect to purchased Vehicles, Auction Company has assumed no responsibility to investigate Seller’s title or to otherwise identify defects in Seller’s title or title documents, and makes no warranty whatsoever regarding title or title documents.

17. Vehicle Identification Numbers. No Vehicles will be offered for sale without a proper Vehicle identification number plate. Auction Company reserves the right to refuse to sell any Vehicle on which the Vehicle identification number plate appears marred or in any way altered or any Vehicle not originally manufactured for sale in the United States (European or Canadian conversions). Those vehicles having a reassigned VIN plate by the State in place of the original VIN plate must be announced or will be subject to sale cancellation or Buyer return.

18. No Warranties by Auction Company. Auction Company is not responsible for, nor does it represent or warrant (a) the accuracy of odometer mileage, (b) the information contained in the odometer mileage statement, (c) warranties of title, merchantability or fitness for a particular purpose, (d) license plates, (e) Vehicle service or maintenance history, (f) information contained in Vehicle history reports, (g) Vehicle condition, (h) year the Vehicle was manufactured, (i) the accuracy of any market information, (j) mileage and other information printed on the windows, (k) the description of the Vehicle, (l) equipment and options for the Vehicle, (m) availability or validity of factory warranty, (n) fitness of Vehicle for export, and (o) any and all representations and warranties made by or on behalf of the Seller. Customer is responsible for reviewing all disclosures, announcements and information relative to a Vehicle’s condition prior to making a purchase.

19. Delivery of Vehicle and Title. Buyer is liable for all expenditures, mileage, wear, damage, and all other losses to a Vehicle after it is purchased. Auction Company is not liable for any expense whatsoever incurred by Buyer in the event title is not delivered. Customer assumes all risk of loss related to or arising from titles or related documents lost, destroyed, or erroneously completed by the governmental agency processing a title, or any title lost in transit, whether sent by postal service or other courier. If the Vehicle is to be exported, Buyer is responsible for verifying that the Vehicle satisfies all export requirements of the originating country and all import requirements of the destination country. Auction Company is not the importer or exporter and is not responsible for supplying export or import documentation. In the event a Vehicle does not meet export requirements, Buyer is responsible for all auction fees and any loss incurred on the resale of the Vehicle.

20. Routed Export Transactions. Any and all vehicle purchases that become export transactions shall be “routed export transactions” under section 30.3(e) of the Foreign Trade Regulations (15 C.F.R. § 30.3(e)), in which the Buyer is acting as the Foreign Principal Party in Interest (“**FPPI**”). As the FPPI, the Buyer will authorize a U.S. forwarding agent to facilitate the export of such vehicles from the United States and prepare and file any required Electronic Export Information (“**EEI**”). The Buyer or its forwarding agent shall provide Auction Company with a copy of this authorization if requested by Auction Company pursuant to section 30.3(e)(2) (15 C.F.R. § 30.3(e)(2)). Auction Company shall release the vehicles purchased by the FPPI through the Auction Company’s auction facilities to the FPPI’s U.S. Forwarding Agent in the United States.

FPPI agrees that neither Auction Company nor the providers who sell vehicles through the Auction Company’s auction facilities will be the exporter under the Export Administration Regulations (“**EAR**”) in such routed export transactions. The FPPI also acknowledges that vehicles purchased through the Auction Company’s auction facilities could, potentially, be subject to export licensing requirements. The FPPI agrees to undertake, with respect to vehicles purchased through the Auction Company’s auction facilities, the following responsibilities: (a) to determine any applicable export license requirements; (b) to obtain any required export license and/or any other required export authorization; (c) to carry out any customs formalities for the export of the vehicles; and (d) to authorize the U.S. Forwarding Agent, who will be the exporter for EAR purposes, to act on behalf of the FPPI in connection with the exportation of such vehicles and to prepare and file the EEI and any required export license applications.

21. Indemnity. Unless contrary to applicable law, customer shall jointly and severally with any buyer or seller (as the case may be), indemnify, defend, and hold harmless ADESA, its successors and assigns, and each of their respective directors, officers, employees, shareholders, members, representatives, borrowed servants, volunteers, independent contractors, and agents (each, an “**ADESA Party**” and collectively, the “**ADESA Parties**”), from and against any and all claims, losses, demands, causes of action, debts, or liabilities, including attorneys’ fees, arising out of or relating to:
- a. Any personal injury or property damage that customer may cause, either solely by its own actions or jointly with others (including the ADESA Parties), to ADESA, any personnel or customers of ADESA, or any third parties, or the property of any of the foregoing;
 - b. The breach or alleged breach of any agreement or obligation hereunder or under any other agreement that customer may have with ADESA;
 - c. Any transportation claims;
 - d. Customer’s use of any products or services of ADESA; any design defect or mechanical failure affecting a vehicle (unless such defect or failure was caused solely by ADESA), including any issues related to the condition or status of any advanced driver assistance systems (“**ADAs**”) in the vehicle, whether or not ADESA was aware of any such issue;
 - e. Any use of Data (as defined in paragraph 28 below) by ADESA;
 - f. Any liability or obligation, including any caused in part by an ADESA Party, that may otherwise arise from customer’s participation in any sale or auction conducted by an ADESA Party, customer’s presence at any premises owned, leased, or operated by ADESA, or the provision of products or services to customer by ADESA; and
 - g. Any liability or obligation, arising from any vehicle including, but not limited to, the purchase or sale of any vehicle, any matters relating to odometer mileage or odometer mileage statements, any damage or condition disclosures or lack thereof.
22. Assumption of Risk and Adherence to Safety. Customer acknowledges there is a certain amount of risk inherent in auction activity including serious injury or death. Knowing, or having reason to know these facts, Customer

appreciates said risk; and voluntarily accepts and assumes said risk. Customer acknowledges his/her responsibility to become familiar with Auction Company's posted and communicated safety measures and to strictly obey and adhere to such measures at all times while on Auction Company's premises. Customer shall be alert, aware and act in a safe manner at all times. Customer is a limited licensee on all Auction Company's premises but said license does not extend to non-common areas of the premises, or where access is specifically limited to certain persons or personnel.

23. Release of Liability. By assuming the risk, Customer irrevocably and unconditionally waives and releases its rights (if any) to recover from Auction Company, its directors, officers, agents employees, representatives, subsidiaries, and affiliates any and all damages, losses, liabilities, cost or expenses and claims thereof, whether direct or indirect, known or unknown, or foreseen or unforeseen, through negligence or otherwise, which may arrive from, or be related to, bodily injury, property damage, or other occurrence on Auction Company's premises. Under no circumstances, including negligence, shall Auction Company be liable for any special, incidental, or consequential damage or lost profits that result from or are related to the sale, distribution, or use of, or the inability to use, any Vehicle, even if Auction Company has been advised of the possibility of such damages. Customer, if a California resident, waives the benefits of California Civil Code §1542, which states: "A general release does not extend to claims which the creditor does not know or suspect to exist in his favor at the time of executing the release, which if known by him must have materially affected his settlement with the debtor." Furthermore, Customer agrees to indemnify, defend, and hold Auction Company harmless from any and all damages, losses, liabilities, costs or expenses, arising from claims made by Customer or Customer's Authorized Representatives of any injury or property damage occurring on Auction company's premises. When the basis of the claim is the alleged personal injury or death of Customer or Authorized Representative, and this release would be prohibited by law of the State of the Auction at which the alleged injury or death occurred, this provision will not apply to bar recovery or to require Customer's indemnification of Auction Company where it is established by a court of competent jurisdiction that Auction Company's negligence or intentionally tortuous act was the sole and proximate cause of the injury or death. It is otherwise the intent of the Parties that this provision be enforced to the fullest extent of applicable law.
24. Records/Compliance with Laws. Customer will maintain complete and accurate records concerning all aspects of any Transaction. All business practices, acts and operations of Customer in connection with the Auction will be in compliance with all applicable federal, state and local laws and regulations.
25. Representations Regarding Taxes. Customer certifies that it holds the appropriate documentation issued by the sales tax authority of the state or province, or locality of its business, if necessary, which exempts Customer from the payment of sales tax. In the event that the property is used for any purpose other than for resale, Customer will pay directly to the proper taxing authorities such sale or use tax as may then accrue and be due and payable.
26. Transfer of Legal Ownership from Seller. Notwithstanding any language in these Terms and Conditions and subject to Seller's obligations with respect to any arbitrated Vehicle, both parties have entered into an irrevocable contract of sale of a vehicle at the conclusion of the Auction sale, and Seller relinquishes legal ownership of the Vehicle at the earlier of (a) Auction Company's payment to Seller of the sale proceeds, or (b) upon Auction Company's Buyer taking possession of the Vehicle, regardless of whether title documents are provided to Buyer at that time.
27. Outside of Auction Sales. If Customer has consigned a Vehicle for sale at the Auction and it sells outside of Auction Company, it is Customer's sole responsibility to notify Auction promptly of the Vehicle's prior sale and to request that the Vehicle be pulled from any Auction sale or from any on-line listing. If Seller fails to timely notify Auction, resulting in the Vehicle's sale by Auction Company (a "**double sale**"), Seller shall be solely responsible for a double sale fee along with any and all resulting losses from the double sale, including but not limited to all fees owing to Auction Company arising from Auction Company's sale of the Vehicle (including buyer fees, off-site Vehicle sale proceeds if already paid and reasonable attorney fees), and all other incidental or consequential damages suffered by Auction Company, Buyer, or Seller's purchaser. In the event Customer has consigned a Vehicle for sale at the physical Auction and such Vehicle is sold on the Auction Premises but outside the Auction sale ("**Lot Sale**"), Customer is still responsible for the fees to Auction Company.

28. Data Usage.

- a. Subject to applicable law, Customer authorizes ADESA to pull, gather, obtain, receive, share, sell, disseminate, and disclose financial, credit, transactional, and other information about Customer and its Vehicles in ADESA's discretion, including, without limitation, consumer reports, credit histories and limits, buy and sell histories, check information, collateral location and status, condition, and recall information, and eligibility status (for purposes of this paragraph, "**Customer Information**"), from and with credit bureaus, financial institutions, trade creditors, affiliates and third parties, including without limitation AuctionACCESS, Auction Insurance Agency, other auction companies, marketing partners, and other customers, for any reason we deem necessary, including, without limitation, assessing Customer's creditworthiness, collecting any outstanding debt Customer may owe now or in the future, and obtaining intercreditor, subordination, or similar agreements related to Customer; and Customer hereby ratifies any such prior acts. The information sharing authorized herein is in addition to any information sharing authorized in any ADESA privacy policy. Customer may opt out of allowing its consumer report (if any) to be shared among our affiliates or disseminated or disclosed for marketing purposes by writing to ADESA US Auction, LLC at ADESACompliance@adesa.com, with a copy to PrivacyPolicy@carvana.com.
- b. Customer hereby represents and warrants that any personal data or consumer information that is subject to special treatment under any federal or state privacy or consumer protection Law ("**Personal Data**") provided to ADESA is free from restriction on use and submission of any such Personal Data complies with the other terms and conditions herein, which include any ADESA privacy policy.
- c. Notwithstanding any provision of these Terms to the contrary, any data previously generated by any transaction, Vehicle, or stored or maintained by any such Vehicle while in possession of ADESA including, without limitation, any data maintained in any ECU, event data recorder, head unit, infotainment system and/or telematics devices (together, "**Data**") may be accessed, disclosed, processed, aggregated, maintained, used to generate derivative or other data or reports or otherwise used as determined by ADESA in its sole discretion. Buyer, Seller, and any Representative agree that each is solely responsible for any liability or claims arising from the delivery to, and use by, ADESA of Data and hereby indemnifies ADESA from any and all third-party claims relating to the same. Buyers may have certain rights to possess Data contained in a Vehicle following sale. Other than such rights, Buyer and Seller agree and acknowledge that they hereby waive any rights or interest in, and grant to ADESA all rights in, the Data. Buyer further agrees and acknowledges that there is no expectation that a Vehicle will include any Data.

29. Price Boosting. Price boosting (aka "**shilling**"), or any other activity in which a Customer on its own or in concert with others attempts to artificially inflate or decrease the selling price of a Vehicle, is strictly prohibited. Neither Customer nor any of its Authorized Users, or agents may directly or indirectly bid on any Vehicles consigned by Customer or consigned by Customer to a third-party remarketer for the purposes of attempting to increase the sale price. "**Self-dealing**" at the auction is also strictly prohibited. For purpose of this Agreement, "self-dealing" means activities by any person or entity selling or purchasing at auction in which both the seller and buyer are the same or substantially-related entities, and/or share Authorized Representatives or principals, where the Auction determines in its sole discretion that the intent and/or the result of such dealing is an artificial manipulation of the auction process to create an unfair advantage or disadvantage or to impose undue risk upon the Auction Company or others. Notwithstanding the prohibitions set forth in this Section 29, Customer understands that such activity by others is beyond the control of Auction, and Auction assumes no duty to prevent or discover such activity, and is not responsible to Buyer or Seller for such activity by third parties. In the event Customer and/or its representatives are found to be engaged in such activities, Auction Company, in its sole discretion, may suspend or permanently revoke Customer's purchasing/selling privileges in the Auction regardless of whether Customer benefited from such activities.

Market Guide. Any and all materials contained in the ADESA Market Guide® are provided to Customer as a courtesy for informational purposes only and are not intended to convey a warranty of any kind, express or implied, including

warranty of merchantability or fitness for a particular purpose. Clerical errors by the Auction in such market guides shall not form the basis of any price adjustment or rescission of any sale unless the error is material, and subject to all other applicable arbitration guidelines. A clerical error, even if material, will not permit Buyer's arbitration or rescission on a vehicle sold "As Is", unless the error resulted in the exclusion or incorrect disclosure of information otherwise required to be made under applicable NAAA policy, and then only if brought to Auction's attention during the applicable arbitration period. Customer acknowledges that any statement in a market guide or condition report prepared by Auction or any third-party describing the mechanical, structural, or cosmetic condition of any vehicle as "fair", "rough", "average", or similar description shall be deemed a matter of subjective opinion, offered as a guideline only, and not as an objective statement of fact.

30. Conducting Business. Auction Company: (a) may rely and act upon any purported signature whether oral, written, or electronic and other communication in connection with the Auction purportedly sent by Customer and/or any Authorized User or person purporting to be an agent or employee of Customer, and (b) has no obligation to scrutinize, inquire, or confirm any signature or communication with Customer, any Authorized User or other person purporting to be an agent or employee of Customer. Auction Company may conduct business with Customer through the (nonexclusive) use of electronic, computer, digital, or other paperless means, including the good faith reliance on electronic mail, facsimile transmittal, telephonic or other usual and regular forms of communication without confirmation or authentication of the communication by receipt of an original signature, document, paper, or otherwise.
31. Governing Law, Jurisdiction and Venue. These Terms and Conditions, and any and all agreements or authorizations executed by Customer, Authorized Representative, or Auction Company in connection herewith shall be governed by and interpreted in accordance with the substantive laws of the State of Indiana without resort to principles of conflicts of laws. By execution of these Terms and Conditions, Customer submits to the personal exclusive jurisdiction of the courts of the State of Indiana and to venue in the Circuit and Superior Courts of Marion County, Indiana and the federal courts of the United States, sitting in Indiana for the adjudication of any matters arising under or in connection with these Terms and Conditions and Auction Rules. Any action initiated by Customer against Auction Company relating to these Terms and Conditions shall be filed and conducted in said Courts. Auction Company may bring any suit against Customer under or related to these Terms and Conditions in any Court of competent jurisdiction.
32. Waiver of Jury Trial; Waiver of Class Action. Each party irrevocably waives its right to trial by jury of any and all controversies and disputes arising under or in connection with the negotiation, execution, delivery, construction, interpretation, performance, or non-performance of this agreement. In addition, Customer waives any right to assert any claims against ADESA as a representative or member in any class or representative action, except where such waiver is prohibited by law or deemed by a court of law to be against public policy. To the extent Customer is permitted by law or court of law to proceed with a class or representative action against the other, the parties agree that: (a) the prevailing party shall not be entitled to recover attorneys' fees or costs associated with pursuing the class or representative action (notwithstanding any other provision in this agreement); and (b) the party that initiates or participates as a member of the class will not submit a claim or otherwise participate in any recovery secured through the class or representative action
33. Miscellaneous. No waiver of the provisions hereof shall be effective unless in writing and signed by ADESA. If any term or section of these Terms and Conditions is held invalid or unenforceable, under any statute or court decision, or any governmental rule or regulation, the remainder of these Terms and Conditions shall remain effective. These Terms and Conditions shall bind the respective heirs, executors, administrators, successors and assigns of Customer and inure to the benefit of Auction Company and its successors, assigns and subrogees.

II. IN-LANE AND SIMULCAST (INCLUDING SIMULCAST+SM) AUCTION TRANSACTIONS

1. Consummation and Finality of Sale. All sales will be consummated and final when the auctioneer calls out the Buyer's bid badge number or acknowledges the online bidder's final bid and the block clerk records that sale and all of the specific terms thereof. Notwithstanding the above, "if" sales shall be final and binding only when the highest bid is accepted by the Seller and recorded or a subsequent offer or counteroffer is accepted and recorded. Recording of the purchase and sale and the terms thereof as orally announced shall bind Buyer and Seller. The Auction may, but is not necessarily required to, rely upon audio and/or video recordings of the bidding process in the case of a dispute.
2. Video/Audio. Most in-lane sales are video and audio recorded. By attending an in-lane sale, you are consenting to the use of video and audio recordings for the purposes of arbitrations, enforcement of these Terms and Conditions, and any other purpose that ADESA, at its sole discretion, feels is appropriate. Customers physically present at an in-lane sale may be identifiable in the audio or video recording. By participating in an in-lane sale, Customer consents to ADESA's use, retention and disclosure of any audio, photograph, or video recording containing Customer's image or voice.
3. Simulcast (including Simulcast+) Bids. If Dealer clicks BID or BUY on Simulcast or Simulcast+, Dealer is obligated to complete the transaction. Similarly, if a Dealer places an AutoBid on a Vehicle, Dealer is obligated to complete the transaction. An AutoBid cannot be changed within 2 hours of the start time of the auction. In the event that details change regarding the Vehicle, the AutoBid may automatically be removed. If two Dealers submit equal AutoBids on the same Vehicle, the first bid received by the Auction Company's server will have priority. If an AutoBid is tied with another bid, the auctioneer will determine the final bid on the Vehicle.
4. Risk of Loss. Auction Company assumes no liability for loss or damage incurred while Vehicles are in the possession of Auction.
5. Force Majeure. ADESA is not liable nor responsible for acts of God, fire, storm, flood, war, civil disturbance, riot, wind, lightning, earthquake, terrorism, theft, collision, vandalism, or any other damage sustained by any Vehicle while on or off the Auction premises. Customer shall maintain insurance on Vehicles in ADESA's possession. Customer specifically agrees that use by Auction Company's representative or other designee operating Customer's Vehicles in furtherance of Auction Company's services provided hereunder shall for all purposes be deemed "permissive."

III. OTHER ONLINE AUCTION TRANSACTIONS

1. Completion of Sale Transaction. Customer will complete on-line sales of Vehicles, in accordance with these Terms and Conditions, including the following:
 - a. Buy Now. At Seller's option, Seller may assign a "**fixed price**" to any consigned Vehicle by which a potential Buyer will have the option to "**Buy Now**" at the stated price, without further competitive bidding. Seller's designation of a fixed price shall be deemed a binding offer to sell at that price, which a Buyer may accept by clicking on the appropriate on-screen button. Buyer's clicking on the button shall be deemed a binding acceptance of the sale at the designated fixed price. The fixed price designation may be withdrawn or modified by Seller at any time before a Buyer has indicated agreement to purchase the Vehicle at the fixed price. Once Seller has withdrawn or modified a fixed price, it is not required to accept any subsequent offer at the previously fixed price.
 - b. Place Bid Format. At Seller's option, it may designate the minimum price Seller will accept for the Vehicle (the "**Reserve**"), and/or may designate a minimum opening bid amount (the "**Minimum Bid**"). Reserve may be disclosed or undisclosed, at Seller's option. The winning bid shall be the highest bid at the time that the auction cycle for that Vehicle closes which meets or exceeds any Reserve. Seller may

decrease or remove Reserve or Minimum Bids at any time before an auction cycle begins in the manner that is established in these Terms and Conditions. A Reserve or Minimum Bid cannot be increased once bidding on the Vehicle has started. Errors in Reserve or Minimum Bid may be corrected by withdrawing the Vehicle from sale and relisting. If the auction cycle closes and the Vehicle fails to sell because no bids were received (a **"No Sale"**), Seller may remove or alter Reserves or Minimum Bids for subsequent Sales.

- c. **If Bid Process.** From the opening of a given Sale until up to three hours after the close of such Sale (the **"Resolve Time"**), a Seller may either:
 - i. lower the hidden Reserve for the Vehicle. If the hidden Reserve price is lowered to a price that is equal to or less than the amount set by any Dealer as its Maximum Bid Amount (defined below) for that Vehicle, then the Seller will sell and such bidding Dealer will buy the Vehicle at such lowered Reserve price and such bidding dealer is the highest bidder at the end of the auction, if the auction has closed. If the auction has not closed, the competitive bidding will continue and the Vehicle will be sold to the highest bidding dealer at the end of the auction.
 - ii. submit, or direct Auction Company in writing (including by e-mail) to communicate on Seller's behalf a counteroffer (the **"Seller's Counteroffer Price"**) to the bidder with the highest bid showing for the Vehicle. Buyer may accept the Seller's Counteroffer Price (through the Auction Company's auction system or e-mail). Buyer and Seller agree that they will be bound by all acceptances communicated to the Auction during the Resolve Time. All unaccepted offers are deemed rescinded at the close of the Resolve Time. Buyer and Seller assume all risk of loss for any transaction not completed because of any failure in communication of offers and acceptance within the Resolve Time, regardless of cause.
- d. **Proxy Bidding.** Auction Company's proxy bidding process allows a bidding Dealer to enter a maximum price that such Dealer is willing to pay for a particular Vehicle under the box labeled "Your Maximum Bid Amount" (the **"Maximum Bid Amount"**). In the event such bid is greater than the current bid, the Maximum Bid Amount is not visible to the Seller or other bidding Dealers. The Auction Company's auction system will automatically increase such bidding Dealer's bid up to such Maximum Bid Amount as follows:
 - i. The Auction Company's system will only increase the bidding Dealer's bid by the particular dollar increment that applies to that particular Vehicle or group of Vehicles. However, in the event there are no other competitive bids above the Reserve amount and the Maximum Bid Amount is at the Reserve Amount or higher, the Vehicle will be sold at the Reserve Amount to the Customer that placed said Maximum Bid Amount at the end of the auction. Auction Company will never increase the bidding Dealer's bid above such Dealer's Maximum Bid Amount.
 - ii. If more than one bidding Dealer designates the same Maximum Bid Amount for a Vehicle, the bids will be given priority in the order of the time that the Dealers designated their Maximum Bid Amount, with the earliest designated bid deemed the highest.
 - iii. A Seller may pre-configure the auction cycle of a Vehicle prior to release of the Vehicle to have the auction cycle automatically extend beyond the original close time in order to prevent

bidding Dealers from “sniping” (i.e., placing a bid immediately before the auction close in order to prevent a competing bid from being placed).

iv. In the event of an error in the Reserve, Vehicle must be withdrawn from the sale and relisted in a new sale.

e. Best Offer Format. At Seller’s option, a vehicle may be listed as “**Best Offer**”, meaning that Seller will accept the highest offer made. Seller will sell and Buyer will purchase such Vehicle, if Buyer clicks on the appropriate button evidencing Buyer’s agreement to purchase the vehicle at the price submitted by Buyer and if the price submitted is accepted by the Seller. Alternatively, the Seller may choose to decline Buyer’s Best Offer or make a counteroffer. If the Seller makes a counteroffer, Seller will sell and Buyer will purchase such Vehicle, if Buyer agrees to the Seller’s counteroffer price.

2. Vehicle Pick Up Deadline, Buyer Storage Fees, & Ability to Dispose of Vehicles. As a Buyer, you acknowledge and agree that you are responsible to arrange for transport of Vehicles that you buy through the Auction. Unless alternative arrangements are approved by the Auction in advance, the Buyer (or its transportation company) will pick up the Vehicle on or before seven (7) calendar days after the Transaction Date (the “**Vehicle Pick Up Deadline**”); provided, however that if the seventh calendar day falls on a day that is not an Auction business day, then the Vehicle Pick Up Deadline is the next Auction business day, and provided further that in the case of a Vehicle for which a Pre- Delivery Inspection (“**PDI**”) was ordered), the Vehicle Pick Up Deadline is the date that is two (2) business days after the PDI process end date (“**PDI Process End Date**”). If Buyer (or its transportation company) fails to comply with these provisions, Buyer agrees that Auction Company may do any or all of the following: 1) suspend Buyer’s purchasing privileges in the Auction, 2) cancel the Transaction, 3) arrange for delivery of the Vehicle to Buyer, at Buyer’s expense and/or 4) cancel Buyer’s ability to initiate arbitration with regard to the Vehicle. In addition, Buyer agrees that Auction Company or the Vehicle Storage Location may charge Buyer a daily storage fee for the Vehicle after the 7th calendar day after the Transaction Date, not to exceed a daily rate of \$45 per day.

Auction Company may charge storage fees for Customer’s Vehicles not removed within time limits established by Auction Company. Storage charges may apply to unsold consigned Vehicles or purchased Vehicles. Auction Company reserves the right to charge storage fees in other circumstances. Customer acknowledges that notwithstanding any other language in these Terms and Conditions, Auction Company (1) may acquire a lien on any Vehicles for unpaid storage, as provided by law, (2) is authorized to refuse to release any Vehicle to Customer while fees are unpaid, and (3) may be entitled to dispose of the Vehicle to recover unpaid fees, as provided by law.

Auction Company reserves the right to deem, in its sole discretion, Vehicles as being parked or stored at the Auction Company without permission. Upon any notice, including written or verbal, Auction Company may require Customer, as applicable, to immediately remove any Vehicles from Auction Company premises. If Customer fails to remove the Vehicles within the time stated by such notice, Auction Company, may, at Customer’s sole cost and expense, (a) proceed to transfer or sell any such Vehicle to satisfy any obligations to us, or (b) dispose of the Vehicle where permissible by applicable law.

3. Risk of Loss. Except as otherwise expressly provided in these Terms and Conditions, the risk of loss for a Vehicle shifts from the Seller to the Buyer upon the closing of the sale.

4. Off-Premise Vehicle Sales:

a. Approval. Pre-approved Customers may offer off-site Vehicles for sale on the appropriate selling platform. The off-site Vehicle must at all times be under the lawful possession, custody, and control of the Seller. When an off-site Vehicle is sold, Seller or Seller’s agent is required to retain the off-site Vehicle and all ownership documents in its custody and control until Auction Company has confirmed it has received payment from the Buyer and the funds have cleared the Buyer’s bank.

b. Vehicle Release. Before releasing an off-site Vehicle to Buyer, Buyer must present an electronic or print-out gate pass issued by Auction Company and Seller must verify the authenticity of Buyer’s electronic or

print-out gate pass by comparing it to the electronic gate pass provided directly to Seller by Auction Company. The Seller will be liable to Auction Company for all losses due to the unauthorized or premature release of an off-site Vehicle.

5. Seller's Responsibility for Accuracy of Disclosures and Release of Vehicle Listing to Auction. A Seller may use a third party to prepare the vehicle detail page and list the Vehicle on Seller's behalf. The Seller remains responsible for the completeness and accuracy of the required disclosures regarding the Vehicle on the vehicle detail page. The Seller may not rely solely on information contained in vehicle history reports to satisfy its disclosure obligation. Conversely, a Buyer may not initiate an arbitration procedure, and a Seller may not defend against an arbitration procedure by referencing information that is disclosed through an internet link to a non-Auction Company webpage except for links to Monroney Sticker information provided by OEMs. By either "releasing" a Vehicle for sale in the auction (or having Auction Company release such Vehicle on Seller's behalf) or listing a Vehicle for sale in the Auction through an automatic data feed, Seller confirms that: (a) Seller has reviewed all of the listing disclosures with regard to such Vehicle, (b) all disclosures with regard to the Vehicle are complete and accurate, and (c) Auction Company is released and indemnified from and against any and all claims in connection with any errors with regard to such disclosures.
6. Risk of Loss. Risk of loss for a Vehicle transfers to the Buyer at the earlier time (a) that Buyer or Buyer's designated transportation company or other agent ("**Buyer's Transporter**") picks up the Vehicle from the grounding location (the "**Vehicle Pick Up Time**"), or (b) the Vehicle Pick Up Deadline.

IV. OTHER AUCTION COMPANY SERVICES

1. ADESA Arranged Transportation. A Buyer may request that ADESA arrange transportation of a particular Vehicle on Buyer's behalf. ADESA provides this service for a fee and as a convenience for certain Buyers; however, ADESA does not warrant or otherwise endorse the services provided by the third-party transportation company. By requesting "**ADESA-Arranged Transportation**" for a Vehicle on the ADESA.com websites or through a telephone instruction to an ADESA employee, Buyer agrees to the terms in this Section 1:
 - a. Authorization to Arrange Transportation. By requesting or selecting "ADESA-Arranged Transportation" for a specific Vehicle, Buyer authorizes and directs ADESA to arrange the transportation of such Vehicle on Buyer's behalf with a third-party transportation company.
 - b. Payment of Fees Prior to Arrangement of Transportation. Buyer will pay ADESA the fee as shown on the applicable webpage or confirmation of sale for the transportation of the Vehicle on or before the Payment Due Date. Transportation will not be arranged until Buyer has paid the Total Payment Amount, including all Fees, including transportation Fees to ADESA.
 - c. Standard Transport – Delivery Times are Estimates Only. The "Standard Transport" section of the applicable webpage on ADESA.com may show the estimated days until delivery. This estimate is based on a mileage algorithm and the start date is the date payment is received by ADESA. Note that this delivery date is an estimate only, and ADESA does not guarantee that the Vehicle will be delivered within that timeframe and is not liable for any costs associated with the late delivery of any Vehicle. In the event of a delay in delivery, ADESA will not assume or be responsible for any claims, including but not limited to: (i) decreases in the value of a Vehicle arising between the time of purchase and delivery for depreciation or other reasons, (ii) storage costs, (iii) lost sales, (iv) financing or floor planning costs, and (v) any other fees or costs incurred by the Buyer and/or passed-on by the Seller or transportation company to the Buyer.
- Risk of Loss for Off-Premise Sales. Risk of loss for a Vehicle remains with the Seller until the transportation company, arranged on Buyer's behalf by ADESA as a convenience to Buyer, picks up the Vehicle from the grounding location (the "**Vehicle Pick Up Time**"), at which point the risk of loss for the

Vehicle is transferred to the Buyer. If the Vehicle is damaged in transit, ADESA will, as a convenience to Buyer, use commercially reasonable efforts to assist Buyer in making a claim against transportation company or its insurer, but ADESA is not liable for any damage that occurs to the Vehicle in transit or any other liability or claim that may arise and relates in any way to the transport of the Vehicle. ADESA is not responsible for prosecuting a claim against the transportation company or its insurer on Buyer's behalf.

- d. Indemnification. Buyer agrees to indemnify and hold harmless the Auction Company, its subsidiaries, and other affiliates, and each of their officers, employees, and agents from any and all claims, expenses, losses, and costs associated with any personal injury, property damage or delay, that may occur and that relates in any way to the transportation of the Vehicle from the Vehicle Pick Up Time to the Delivery Time.

2. Post-Sale Inspection Services. Customer may request that an inspection be performed on a Vehicle.

- a. ADESA PSI. ADESA conducts a Post Sale Inspection ("**PSI**") on a Vehicle purchased from the physical auction site for a fee and as a convenience for Customers. ADESA will use commercially reasonable efforts to perform the PSI which will take place at the auction facility. See ADESA's posted PSI policy and forms.
- b. Seller Ordered Inspection. A third-party inspection company conducts a PSI on a Vehicle. The Seller (and not Auction Company) is liable for any failure of the third-party inspection company to adequately inspect the Vehicle or adequately disclose in the inspection report any discrepancy or defect of such Vehicle. Auction Company does not warrant or otherwise endorse the services provided by the third party.

ACCEPTANCE

By accessing or using the Auction, Customer agrees to abide by all the terms and conditions set forth in these Terms and Conditions, including those available by hyperlink to other Auction Company's web pages. These provisions include, among other things, payment deadlines, deadlines for delivery of title, listing requirements and purchase dispute guidelines. Please read these Terms and Conditions carefully before signing or clicking "I Accept", as applicable. By signing or clicking on "I Accept," Customer agrees to these Terms of Conditions.

IN WITNESS WHEREOF, Customer or a duly authorized representative(s) of Customer has (have) executed these Terms and Conditions this ____ day of _____, 20____.

AuctionACCESS® ID Number

Printed Name of Dealer/Entity

Printed Name of Dealer/Entity Representative

Signature of Dealer/Entity Representative

Title of Dealer/Entity Representative