

PRESS RELEASE



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ADESA Names New General Managers at Three Auction Locations

CARMEL, Ind. – June 1, 2017 – ADESA, a business unit of KAR Auction Services, Inc. (NYSE: KAR), today announced management changes at three of its 77 North American auction locations. The company promoted leaders in Arizona, Tennessee and Florida.

In the west, Rance Rudy has been named general manager of ADESA Phoenix.

“Rance brings to his new role extensive experience in auction operations and management, along with strong sales and customer service skills,” said Jay Hinchman, ADESA vice president, West region. “These unique qualifications will allow Rance to make an immediate, positive impact on the auction experience at ADESA Phoenix and greatly benefit our valued customers.”

Rudy has over 20 years of experience in the auto auction industry, including more than 14 years with ADESA. He has served as assistant general manager at ADESA Phoenix since 2015. Previously, he was fleet/lease manager at ADESA Golden Gate. Rudy also has prior experience as fleet/lease manager and assistant general manager at ADESA Dallas and as executive sales director, national accounts, for ADESA. He holds a bachelor’s degree from Texas Tech University.

Jay Smith will serve as general manager of ADESA Knoxville.

“Jay’s management style was key to his selection,” said Geoff Parker, ADESA vice president, Midwest region. “He is a natural leader who is well-liked and respected by employees and customers alike. His significant background in dealer consignment and strong relationships with fleet accounts will also be an asset to our customer base at ADESA Knoxville.”

Smith joined ADESA in 2005 and has nearly two decades of industry experience overall. He has served in a variety of roles at ADESA Cincinnati/Dayton, including management positions in sales, marketing, fleet/lease, accounts and dealer sales and services. He oversaw daily operations at ADESA Queen City, a satellite location, as auction manager. Smith was promoted to assistant

general manager at ADESA Cincinnati/Dayton a year ago. He holds a bachelor's degree from Ohio Christian University.

At ADESA Sarasota, Lisette Minton has accepted the position of general manager.

“Lisette has developed exceptional operational and customer service skills from the broad range of management roles she has held within the industry and across our company,” said Mike Caggiano, executive vice president, Eastern region, for ADESA. “She is a perfect fit to lead the team at ADESA Sarasota and help our customers achieve their business results. I look forward to working with her.”

Minton has more than 25 years of experience in the auto auction industry. She began as a dealer registration clerk at Bayside Auto Auction and by 1999 had been promoted to fleet manager at ADESA Tampa. She spent nine years at ADESA Atlanta as commercial accounts manager before transferring to ADESA Sarasota in 2013. Minton was most recently assistant general manager at ADESA Atlanta.

ADESA Contacts

Media Inquiries:

Darci Valentine

(317) 249-4414

darci.valentine@adesa.com

About ADESA

ADESA offers a full range of auction, reconditioning, logistical and other vehicle-related services to meet the remarketing needs of both its institutional and dealer customers. The company handles virtually every stage of the used-vehicle lifecycle through its related subsidiaries PAR North America, RDN, AutoVIN and CarsArrive. ADESA hosts weekly sales online and at its 77 auction locations across North America. The company's online auction venues include ADESA LiveBlock and ADESA DealerBlock. ADESA is part of the KAR Auction Services group of companies. Visit ADESA.com for details.