

PRESS RELEASE



FOR IMMEDIATE RELEASE

ADESA Announces New Leadership in Central Region and at Three ADESA Locations

LOCATION – August 23, 2022 – ADESA, a leading operator of wholesale used vehicle auctions across the U.S., announces the appointment of Craig Estep to regional vice president of the central region. ADESA has also named new general managers at three locations: Keyvan Nayeri at ADESA Houston, Mina Ibrahim at ADESA New Jersey, and Brandon Clay at ADESA Tulsa.

“With Craig’s extensive experience in the automotive industry and strong customer relationships, we’re excited to bring his expertise and leadership to our central region,” said John Hammer, president of ADESA. “His consistent success leading our auction teams to drive positive results will be a huge asset to ADESA customers across the region.”

Estep brings more than 30 years of auction industry experience to his new regional vice president role, equipping him with a deep knowledge of operations and strong industry and customer relationships. Most recently, Estep led ADESA New Jersey as general manager since 2014, after serving as the assistant general manager for three years. Under his direction, ADESA New Jersey has consistently delivered outstanding results for both the company and customers.

“Keyvan, Mina and Brandon all have extensive experience in the retail side of the automotive business, bringing key connections and valuable skillsets to the teams at Houston, New Jersey and Tulsa,” said Hammer. “Each will bring a customer-first leadership approach that will inspire the teams to optimize processes and field resources to meet customer needs more effectively.”

Nayeri has over six years of automotive experience combined with almost 15 years of retail management. In his most recent role, he served as general manager at CarMax in Virginia, where he led strategic operations including auction utilization and their retail reconditioning practice. Nayeri’s background in creating and leading high-performance teams will help drive success at ADESA Houston.

Ibrahim’s 18 years in the automotive industry include hands-on experience in nearly every aspect, from technician and service to condition report writer and inspector to sales and dealer relations. Most recently, he served as assistant general manager of ADESA New Jersey. His deep

institutional knowledge of the auto remarketing industry and his client connections will enable him to lead the team to accelerated growth.

Clay has 12 years of experience in the automotive industry, with extensive background in the retail sector. He started as a pre-owned inventory buyer for a seven-rooftop dealership group, later leading process implementation and training and developing a new finance process for the group. He joined ADESA Tulsa as a dealer relations manager in 2020 and has led both the dealer relations and commercial accounts teams there for the past 18 months. Clay will concentrate on expanding ADESA's footprint and market share in Tulsa and the surrounding region.

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About ADESA

ADESA, a business unit of Carvana (NYSE: CVNA), is a leader in the wholesale auto auction industry, serving customers both online and at its 56 locations across the U.S. Handling every aspect of the used vehicle lifecycle, ADESA offers solutions that enable its OEM, financial institution, fleet and dealer customers to maximize ROI. Learn more about ADESA [here](#).