

PRESS RELEASE



FOR IMMEDIATE RELEASE

ADESA Announces Additions to National Sales Team

CARMEL, Ind. – Jan. 21, 2018 – ADESA, a business unit of global vehicle remarketing and technology solutions provider KAR Auction Services, Inc. (NYSE: KAR), announces two additions to its national sales team. Patrick Ming has joined the team as executive sales director, and Vince McNeal has rejoined the team as senior director of customer solutions.

“Both Patrick and Vince have the skill sets and exceptional customer relationships to ensure a seamless transition to our commercial sales group,” said John Hammer, ADESA president. “Adding them to the team will enable us to deliver the best possible customer experience for our valued clients, which is always our primary goal.”

Ming joined the KAR organization through the acquisition of OPENLANE in 2011 and brings more than 20 years of experience in the automotive industry. Most recently, Ming served as director of online programs at ADESA, where he oversaw development of customer-tailored upstream auction platforms for several large private-label portfolios supported by OPENLANE, the world’s largest upstream vehicle auction platform.

McNeal began his ADESA career in 2005 at the company’s ADESA Lexington auction location, serving as a dealer sales representative before promotions to fleet lease manager and assistant general manager. He next served as executive sales director at ADESA for five years. McNeal was most recently executive director of commercial sales for TradeRev, another business unit of KAR.

ADESA is a leading provider of vehicle auction and remarketing services with 75 vehicle auctions throughout North America.

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Media Inquiries:

Gene Rodriguez Miller

Analyst Inquiries:

Mike Eliason

(317) 343-5243

gene.rodriguez@karauctionservices.com

(317) 249-4559

mike.eliason@karauctionservices.com

About KAR Auction Services

KAR Auction Services (NYSE: KAR) provides sellers and buyers across the global wholesale used vehicle industry with innovative, technology-driven remarketing solutions. KAR's unique end-to-end platform supports whole car, salvage, financing, logistics and other ancillary and related services, including the sale of more than 5.5 million units valued at over \$40 billion through our auctions. Our integrated physical, online and mobile marketplaces reduce risk, improve transparency and streamline transactions for customers in 120 countries. Headquartered in Carmel, Ind., KAR has approximately 17,500 employees across the United States, Canada, Mexico and the United Kingdom. For more information go to www.karauctionservices.com. For the latest KAR news follow us on Twitter [@KARspeaks](https://twitter.com/KARspeaks).