

PRESS RELEASE



FOR IMMEDIATE RELEASE

ADESA Names New Executive Sales Director

CARMEL, Ind. – March 21, 2018 – ADESA, a business unit of global vehicle remarketing and technology solutions provider KAR Auction Services, Inc. (NYSE: KAR), announces Gil Hyder has been named executive sales director.

“We didn’t have to search far to find our newest member of the ADESA national sales team. Gil Hyder has been a part of the KAR family of companies for more than a decade,” said John Combs, ADESA vice president of sales. “He brings a wealth of industry knowledge along with many very strong relationships throughout the industry that will result in a smooth transition for our customers.”

In his new role, Hyder will be responsible for managing ADESA commercial client relationships and leading commercial client efforts for both physical auction and upstream remarketing services, as well as other related products and services available across the KAR group of companies.

For the past 12 years, Hyder has grown his career into management positions at Insurance Auto Auctions (IAA), another KAR business unit. He leaves his position as director of commercial sales at IAA, where he managed more than 30 national and regional accounts. Hyder brings more than 15 years of automotive industry experience to his new role at ADESA.

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

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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).