



May 23, 2016

For Immediate Release

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ADESA Announces Management Promotions at Two Auction Locations

CARMEL, Ind.—ADESA, a business unit of KAR Auction Services (NYSE: KAR), today announced management promotions at ADESA Las Vegas and ADESA Cincinnati/Dayton.

Jay Hinchman, previously general manager at ADESA Las Vegas, and Geoff Parker, previously general manager at ADESA Cincinnati/Dayton, were both recently promoted to regional vice presidents to oversee the company's new Midwest and Mideast auction regions, respectively.

Brenda Aden, previously assistant general manager of ADESA Las Vegas, has been promoted to general manager. Mike Long, previously the assistant general manager of ADESA Cincinnati/Dayton, has been promoted to general manager, while Jay Smith, previously dealer sales and services manager at the location, has been promoted to assistant general manager.

Aden started her career in the industry at Manheim Denver in 1995 and served in auction management roles in both Orlando and Las Vegas, where she opened Premier's Las Vegas Auction and served as assistant general manager. She joined ADESA Las Vegas in 2010.

"Brenda brings a diverse and unique skill set to her role as general manager with two decades of extensive experience in areas such as fleet/lease, factory and specialty accounts," said Hinchman. "She is well-liked and well-respected by employees and customers alike and has developed loyal relationships across the industry."

Long started at ADESA in 2003 as the financial coordinator before advancing to the role of assistant general manager of ADESA Cincinnati/Dayton. Prior to that, he served as accounting manager and controller for Lovett & Lovett Associates and was the staff auditor for Ernst & Young.

"Mike has built strong relationships with many of our customers during his many years with this auction location," said Parker. "He has the first-hand knowledge and experience

of the operations and support of the staff at ADESA Cincinnati-Dayton, and I am excited for Mike to lead this auction into the future.”

Smith first joined ADESA Cincinnati/Dayton in 2005, where he served in a variety of roles, including sales manager, marketing manager, fleet/lease manager, account manager and dealer sales and service manager. Before that, he worked at Manheim’s Cincinnati Auto Auction, where he served as the sales manager for six years.

“Mike and Jay have been with ADESA for more than 10 years each and have proven to be successful leaders, skilled at developing and implementing business partnerships and serving the diverse and unique needs of our customers. Brenda, who has more than 20 years of auction management experience, has greatly contributed to the success of our auction site in Las Vegas and truly understands this market,” said ADESA President and CEO Stéphane St-Hilaire. “The strong leadership and industry knowledge that Mike, Brenda and Jay bring to their new roles will be a great asset for our employees and our customers at these locations.”

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 of PAR North America, RDN, AutoVIN and CarsArrive. Remarketing services include a variety of activities designed to transfer used vehicles between professional sellers and buyers.

ADESA hosts weekly sales at its 75 auction locations across the United States, Canada and Mexico. The company also builds and manages online sale platforms for many major vehicle manufacturers. The company’s online auction venues include ADESA LiveBlock, which simulcasts vehicles worldwide; and ADESA DealerBlock, which offers two ways to buy: bid-now sales events or buy-now pricing 24/7. ADESA is part of the KAR Auction Services group of companies. Visit ADESA.com for details.

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