



FOR IMMEDIATE RELEASE

ADESA Announces Fresh Leadership at Four Key Auctions

New General Managers at Locations in Oregon, Indiana, Texas and New York

CARMEL, Ind. – January 16, 2020 – ADESA, a business unit of global vehicle remarketing and technology solutions provider KAR Auction Services d/b/a KAR Global (NYSE: KAR), has named new general managers at four of the company’s wholesale vehicle auction locations: Scott Coleman at ADESA Portland, Kathy Hopkins at ADESA Indianapolis, Eric Jenkins at ADESA Dallas and Mike Phillips at ADESA Buffalo.

“Having great leaders who inspire our teams to strive for excellence is imperative, and here we have new general managers who embody that value,” said John Hammer, president of ADESA. “All of these candidates have proven their worth through their own career progression and the success of the auctions where they have worked over the years. I’m confident that these leaders position us for success in 2020 and beyond.”

Scott Coleman has more than 25 years of automotive sales leadership and has been with ADESA Portland for seven years. He joined the auction in 2013 — part of the Brasher’s auction group at the time — as UVA manager. In 2018 he took on the role of general sales manager. Coleman also brings a wealth of experience from holding a variety of sales leadership positions during his 19 years at Enterprise Holdings prior to joining ADESA Portland.

Kathy Hopkins returns to ADESA Indianapolis, where she began her career as an account coordinator in 1998. Since then, she has worked her way up in both sales and operational roles within the company. Most recently, she was promoted to vice president of dealer sales for TradeRev in 2019. Hopkins is a familiar face in the auto remarketing industry and is a recipient of Auto Remarketing’s 40 Under 40 and Women in Remarketing awards.

“Throughout his tenure as general sales manager, Scott has helped ADESA Portland grow in all areas of performance — from world class customer service, impressive dealer sales and increased market share,” said Srisu Subrahmanyam, chief operating officer of ADESA. “Kathy’s extensive knowledge of physical and digital sales strategy, in conjunction with her strong industry relationships, make her a great fit for the general manager role at ADESA Indianapolis.”

Eric Jenkins first joined ADESA in 2005 as an outside coordinator and condition report writer at ADESA Dallas. Jenkins progressively assumed more responsibility through promotions to fleet lease manager at ADESA Austin, assistant general manager at ADESA Atlanta and general manager at ADESA Birmingham. In 2018, he returned to his home state of Texas as assistant general manager of ADESA Dallas. Throughout his tenure, Jenkins has been recognized for his impressive track record and was honored as one of Auto Remarketing's 40 Under 40 recipients and with the Alabama Independent Automobile Dealers Association Auction Hall of Fame award, both in 2017.

Mike Phillips has more than 30 years of experience in the automotive industry, getting his start in sales at an auto body repair shop and working his way up to store manager. He joined ADESA Buffalo in 1996 as assistant controller and was promoted to controller the next year. In 1999 he was promoted to business manager, overseeing many aspects of auction operations, finance, planning and growth initiatives. Phillips has served as assistant general manager at ADESA Buffalo since 2007.

“Eric will continue to lead ADESA Dallas to success with his unique ability to build relationships with his team and customers, both locally and regionally,” Subrahmanyam said. “During Mike’s tenure as second in command at ADESA Buffalo, the auction earned numerous regional and national awards, most notably from Ford, and we know that he will uphold that model of success with the team.”

ADESA is a leading provider of vehicle auction and remarketing services with 74 vehicle auctions throughout North America.

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About KAR

KAR Auction Services Inc. (NYSE: KAR), known as KAR Global, provides sellers and buyers across the global wholesale used vehicle industry with innovative, technology-driven remarketing solutions. KAR Global’s unique end-to-end platform supports whole car, financing, logistics and other ancillary and related services, including the sale of nearly 3.5 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 more than 80 countries. Headquartered in Carmel, Indiana, KAR Global has approximately 15,000 employees across the United States, Canada, Mexico, U.K. and Europe. For more information, go to www.KARglobal.com. For the latest KAR Global news, follow us on Twitter [@KARspeaks](https://twitter.com/KARspeaks).