



FOR IMMEDIATE RELEASE

IAA Names Tim O’Day Chief Operating Officer

Additional Key Senior Leadership Appointments and Changes Also Announced

WESTCHESTER, Ill., February 15, 2017 – Insurance Auto Auctions, Inc. (IAA), today announced that Tim O’Day has been named the company’s chief operating officer, reporting to IAA CEO and President, John Kett. IAA is a leading provider of vehicle liquidation, logistics, title processing, and inventory sourcing for damaged and lower value vehicles. IAA is a business unit of KAR Auction Services (NYSE: KAR), a global remarketing and technology services provider with 310 operating locations across the U.S., Canada, Mexico and United Kingdom.

“Tim has strong strategy and management expertise and a proven track record of driving customer value through effective and efficient operations,” stated John Kett, CEO and president. “His financial background blended with his analytic and leadership skills will benefit IAA, our customers, and the entire KAR platform.”

O’Day will be responsible for managing the full scope of IAA’s operations across the company’s 173 North American auction locations which last year hosted more than 9,000. In addition, O’Day will head the transportation and logistics teams, client delivery team and the company’s nationally recognized catastrophe (CAT) team.

O’Day joined IAA in September of 2015, as senior vice president of finance. Prior to IAA, he worked as COO and CFO for MedSpeed, a national healthcare transportation and logistics provider. Prior to MedSpeed, O’Day founded and ran a B2B internet technology company, was president of a regional special event company, CFO of an equipment rental chain and director of finance for a national auto glass company. He started his career at Abbott Laboratories. O’Day earned his Bachelor of Science degree in business from Indiana University.

As part of this appointment, IAA made additional key leadership announcements that will further focus the company’s efforts in technology, operations and market development. The newly formed management team is well positioned to drive IAA’s strategy and innovation forward.

- **Sidney Kerley** has been promoted to **Senior Vice President and General Counsel** and will continue to lead the legal team and assume responsibility for both Industry Relations and Customer Quality Assurance.
- **Jeanene O'Brien** has been promoted to **Senior Vice President of Global Marketing** and will continue to oversee Global Marketing as well as assume responsibility for the newly created Buyer Development function.
- **John Krupnik** has been promoted to **Senior Vice President and Chief Technology Officer** and will continue to oversee Business Technology as well as assume responsibility for the newly created Product Development function.
- **Terry Daniels, Managing Director of Impact**, will expand his responsibility to include both Canada and Global Market Development.
- **Eldon Booth** has been promoted to lead all U.S. field operations as **Senior Vice President of Field Operations**.

Kerley, O'Brien, Krupnik and Daniels will all report directly to John Kett, CEO and president. Booth will report to Tim O'Day, COO.

For four decades, IAA has been dedicated to meeting and exceeding the needs of its global clients and giving back to the communities in which it operates. This philosophy of giving provides IAA's more than 2,800 team members with opportunities to volunteer, mentor and financially support multiple global, national, and local charitable causes. This commitment also is reflected in IAA's National Vehicle Donation division which, since 1994, has assisted not-for-profit organizations monetize donated vehicles to fund and support their missions.

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About Insurance Auto Auctions, Inc.

Founded in 1982, Insurance Auto Auctions (IAA), the leading live and live-online salvage vehicle auction company, is headquartered in Westchester, IL and employs over 2,800 employees in more than 170 auction facilities throughout the U.S. and Canada. IAA is a business unit of KAR Auction Services (NYSE: KAR), a FORTUNE 1000 company, with approximately

17,400 employees and 310 operating locations. IAA is part of an end-to-end remarketing solution providing global buyers opportunities to bid on and purchase total loss, donated, higher mileage, damaged, and clean-title vehicles utilizing cutting- edge technology. IAA's multi-platform model enables insurance companies, fleet and rental companies, banks, finance companies, car dealerships and the general public to simultaneously participate in multiple auctions online and in-person. Additional services include registration, financing, towing and title services. Go to www.IAA-Auctions.com to learn more, and follow IAA on Facebook and Twitter.

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 4.4 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 110 countries. Headquartered in Carmel, Ind., KAR has approximately 17,400 employees across the United States, Canada, Mexico and the United Kingdom. www.karauctionservices.com.



Left to right:

Tim O'Day, Sidney Kerley, Jeanene O'Brien, John Krupnik, Terry Daniels