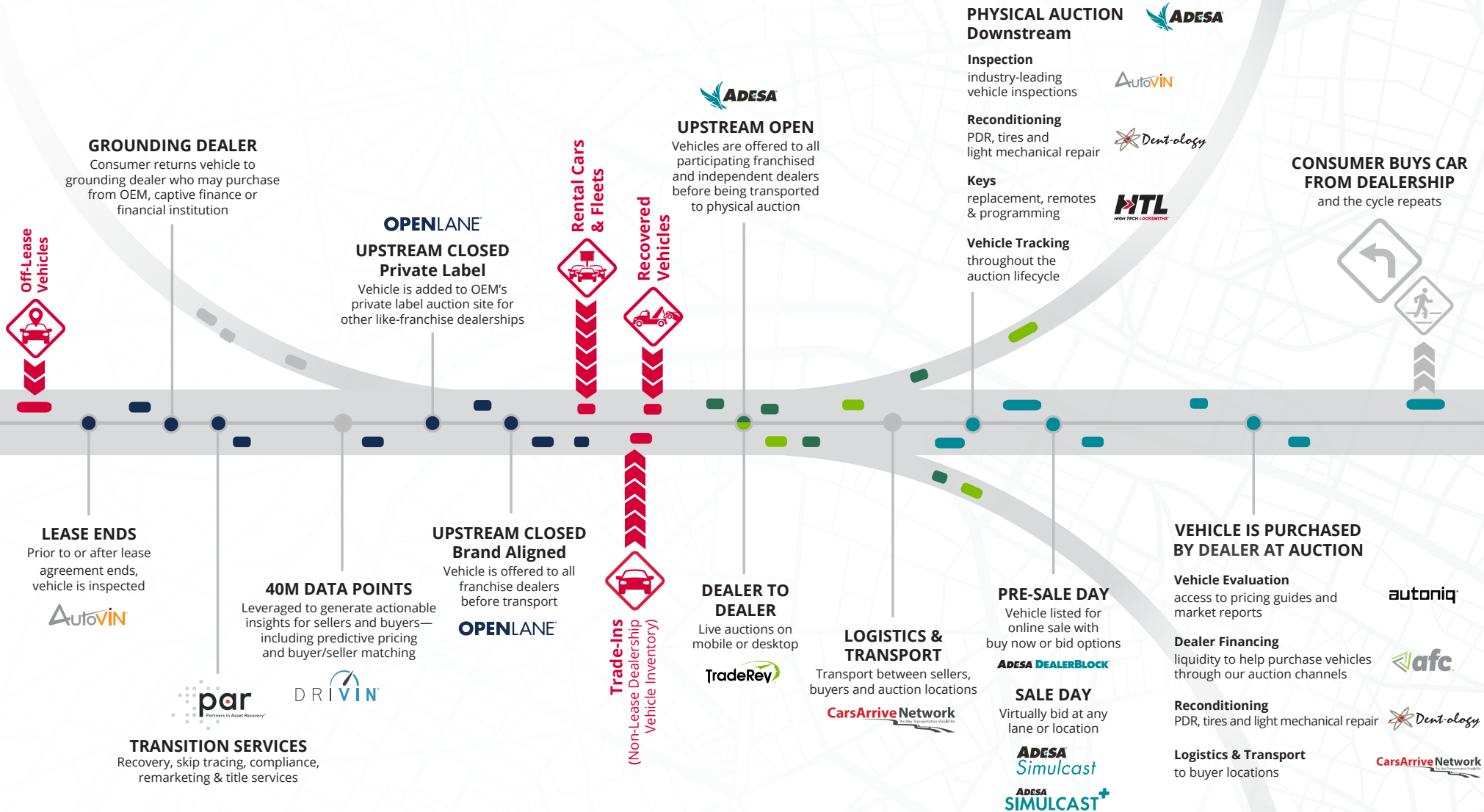




Vehicle Remarketing Lifecycle

Before a used vehicle makes its way to the end consumer, it funnels through a series of channels and services that comprise the used vehicle remarketing lifecycle. KAR Global—a leader in global remarketing—touches nearly every stage by leveraging its suite of end-to-end remarketing services.



KEY

- Upstream Closed
- Upstream Open
- Dealer to Dealer
- Downstream
- Vehicle Entry Point

*Some sellers skip directly to upstream open and/or dealer to dealer. Applicable to North America; lifecycle may differ in other geographies.