



**FOR IMMEDIATE RELEASE**

## **IAA Expands Global Market Alliance Network into Moldova**

New partnership increases inventory exposure to Eastern European market

**WESTCHESTER, IL** – March 24, 2021 – IAA, Inc. (NYSE: IAA), a leading global digital marketplace connecting vehicle buyers and sellers, announces a strategic market alliance in the Eastern European country of Moldova with CAROMOTO, an experienced export supplier of North American vehicles and heavy equipment to Europe, Asia, and the Middle East. As IAA’s official partner in Moldova, CAROMOTO will operate the local IAA Auction Center in the capital city of Chişinău.

Under this new alliance, CAROMOTO will act as a local connection, helping Moldovan buyers efficiently purchase vehicles from IAA in the United States. CAROMOTO will offer support services including assistance with bidding, payment, transportation, and shipping.

Complementing IAA’s market alliances throughout Ukraine, Poland, Belarus, and the Caucasus, this new partnership in Moldova provides greater access to buyers in the growing Eastern European market while driving more competition in the marketplace and higher selling prices for vehicle sellers.

“Through our market alliance partners, IAA is continuing to build a global marketplace that allows all of our vehicles to be purchased from anywhere in the world, wherever they are needed the most,” said John Kett, CEO and President of IAA. “This new partnership in Moldova will serve the expanding market needs across Eastern Europe as more and more buyers seek out used American vehicles.”

“We are thrilled to become an official partner to IAA and act as a local, on-the-ground resource to our customers in Moldova,” said Denis Afrakov, Owner of CAROMOTO. “Our alliance with IAA will ultimately help us provide solutions to meet the country’s unique mobility and transportation needs.”

## **About IAA**

IAA, Inc. (NYSE: IAA) is a leading global digital marketplace connecting vehicle buyers and sellers. Leveraging leading-edge technology and focusing on innovation, IAA's unique platform facilitates the marketing and sale of total-loss, damaged and low-value vehicles. Headquartered near Chicago in Westchester, Illinois, IAA has nearly 4,000 employees and more than 200 facilities throughout the U.S., Canada and the United Kingdom. IAA serves a global buyer base – located throughout over 170 countries – and a full spectrum of sellers, including insurers, dealerships, fleet lease and rental car companies, and charitable organizations. Buyers have access to multiple digital bidding and buying channels, innovative vehicle merchandising, and efficient evaluation services, enhancing the overall purchasing experience. IAA offers sellers a comprehensive suite of services aimed at maximizing vehicle value, reducing administrative costs, shortening selling cycle time and delivering the highest economic returns. For more information visit [IAAI.com](http://IAAI.com), and follow IAA on [Facebook](#), [Twitter](#), [Instagram](#), [YouTube](#) and [LinkedIn](#).

## **Forward-Looking Statements**

Certain statements contained in this release include “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. In particular, statements made that are not historical facts may be forward-looking statements and can be identified by words such as “should,” “may,” “will,” “anticipates,” “expects,” “intends,” “plans,” “believes,” “seeks,” “estimates,” and similar expressions. In this release, such forward-looking statements include statements regarding the expected timing and associated benefits with respect to the market alliance partnership with CAROMOTO on our business and plans regarding our growth strategies and margin expansion plan, and to our customers and company generally. Such statements are based on management's current expectations, are not guarantees of future performance and are subject to risks and uncertainties that could cause actual results to differ materially from the results projected, expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to: uncertainties regarding the duration and severity of the COVID-19 pandemic, and the measures taken to reduce its spread, on our business and the economy generally; the loss of one or more significant vehicle seller customers or a reduction in significant volume from such sellers; our ability to meet or exceed customers' demand and expectations; significant current competition and the introduction of new competitors or other disruptive entrants in our industry; the risk that our facilities lack the capacity to accept additional vehicles and our ability to obtain land or renew/enter into new leases at commercially reasonable rates; our ability to effectively maintain or update information and technology systems; our ability to implement and maintain measures to protect against cyberattacks and comply with applicable privacy and data security requirements; our ability to successfully implement our business strategies or realize expected

cost savings and revenue enhancements, including from our margin expansion plan; business development activities, including acquisitions and integration of acquired businesses; our expansion into markets outside the U.S. and the operational, competitive and regulatory risks facing our non-U.S. based operations; our reliance on subhaulers and trucking fleet operations; changes in used-vehicle prices and the volume of damaged and total loss vehicles we purchase; economic conditions, including fuel prices, commodity prices, foreign exchange rates and interest rate fluctuations; trends in new- and used-vehicle sales and incentives; and other risks and uncertainties identified in our filings with the Securities and Exchange Commission (the "SEC"), including under "Risk Factors" in our Form 10-K for the year ended December 27, 2020 filed with the SEC on February 22, 2021. Additional information regarding risks and uncertainties will also be contained in subsequent annual and quarterly reports we file with the SEC. The forward-looking statements included in this release are made as of the date hereof, and we undertake no obligation to publicly update or revise any forward-looking statement to reflect new information or events, except as required by law.

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