

Tom Kontos is Vice President, Industry Relations & Analytical Services with ADESA, Inc. In this position, Mr. Kontos interfaces with members of the media, Wall Street and automotive analysts, dealers, and key ADESA clients to provide information and insight on economic trends in the vehicle remarketing industry, of which ADESA is a major player. Mr. Kontos also provides analytical services to internal and external ADESA audiences in the form of annual market reports, periodic reports on used vehicle price trends, web-based information products, dealer surveys, and other strategic studies. He supplies monthly used vehicle price data to the U.S. Bureau of Economic Analysis (BEA) as part of the BEA's efforts to estimate various components of Gross Domestic Product.

Mr. Kontos is the author of *Global Vehicle Remarketing (GVR)* and *Pulse*, which provide comprehensive analysis of strategic trends and issues relating to the 45-million-unit used vehicle market and the \$82 billion vehicle remarketing industry in North America. These publications have been extremely well received by the automotive industry, often cited in the trade press, and honored with the prestigious APEX and Keystone awards for excellence in investment and financial materials. Prior to joining ADESA, Mr. Kontos helped launch and was the principal author of the ADT Automotive Used Car Market Report, which he saw through five editions.

Mr. Kontos has more than 20 years of experience in market research, financial analysis, and strategic planning. In addition to his automotive industry experience, he has conducted economic analysis of the mining, agricultural, and construction sectors through his experience with W.R. Grace & Co., Vulcan Materials Company, and Rogers Group, Inc.

A native of Washington, D.C., Mr. Kontos holds a B.S. and M.S. in Mineral Resource Economics from The Pennsylvania State University. He has taught at Birmingham-Southern College and Trevecca University and is enrolled in the Master of Liberal Arts and Science program at Vanderbilt University. He resides with his wife, Rhonda, and two children, Alyssa and Theo, on their small horse farm in Noblesville, Indiana.



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