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Sonic Automotive Continues to Grow its EchoPark Nationwide Distribution Network with Retail Hub Opening near Sacramento, California

The EchoPark brand offers guests a modern eCommerce automotive buying experiencethat allows for any car to be sold to anyone, anywhere

SACRAMENTO, Calif.--(BUSINESS WIRE)-- Sonic Automotive, Inc. (“Sonic’’ or the “Company”) (NYSE:SAH), a Fortune 500 Company and one of the nation’s largest automotive retailers, today announced the continued expansion of the EchoPark Automotive brand with the opening of its newest Retail Hub in Roseville near Sacramento, California.

EchoPark Sacramento is the brand’s second location in California. To date, EchoPark has 41 Retail Hubs and Delivery Centers across 21 states, and is continuing its expansion toward a nationwide distribution network that is expected to reach 90 percent of the U.S. population by 2025.

“We look forward to bringing the best quality pre-owned vehicles and our world class guest experience to residents of the Sacramento area by delivering the EchoPark brand promise of **E**very **C**ar, **H**appy **O**wner,” said David Smith, CEO of Sonic Automotive. “Our EchoPark Retail Hubs and Delivery Centers allow us to serve the growing number of consumers who want to start their automotive shopping experience online, but complete their purchase in-person at a dealership. The brand’s website EchoPark.com allows for any car to be sold to anyone, anywhere, while expansion of new locations allows EchoPark to be a trusted source for consumers to take delivery close to home.”

Regardless of location, EchoPark’s success has come from its award-winning guest experience that is grounded in the mission of creating Happy Owners. This effort has generated over 50,000 5-Star ratings and reviews, with EchoPark earning the highest consumer review ratings and receiving the highest in consumer sentiment within the categories of Pricing and Customer Service and Sales amongst all major competitors within the segment.

Find Our Newest Location

EchoPark Sacramento is located at 180 N. Sunrise Ave., Roseville, California. It is open Monday to Saturday from 9 a.m. to 9 p.m. The store can be reached at (916) 999-9044 or online at www.echopark.com.

Walk-ins and appointments are welcome. The Sacramento location includes an Imagine Bar

for guests to research their next ride, a cafe with coffee and snacks, and a Small Blocks fun spot where kids can play.

About EchoPark Automotive

EchoPark Automotive is one of the fastest growing and most comprehensive retailers of nearly new pre-owned vehicles in America today. Our rapid growth plan is expected to bring our unique business model to 90% of the U.S. population by 2025, utilizing one of the most innovative technology-enabled sales strategies in our industry. Our approach provides a personalized and proven guest-centric buying process that consistently delivers award-winning guest experiences and superior value to car buyers nationwide, with savings of up to $3,000 versus the competition. Consumers have responded by putting EchoPark at number one in products, sales, and service based on Google Reviews between April 2021 through April 2022, while receiving the 2021 Consumer Satisfaction Award from DealerRater. EchoPark's nationwide growth will continue to leverage the unique and preferred Experience Centers in-market with a best-in-class shopping and online buying tool. EchoPark's mission is in the name: **E**very **C**ar, **H**appy **O**wner. This drives the experience for guests and differentiates EchoPark from the competition. More information about EchoPark Automotive can be found at www.echopark.com.

About Sonic Automotive

Sonic Automotive, Inc., a Fortune 500 company based in Charlotte, North Carolina, is on a quest to become the most valuable automotive retailer and service brand in America. Our Company culture thrives on creating, innovating, and providing industry-leading guest experiences, driven by strategic investments in technology, teammates, and ideas that ultimately fulfill ownership dreams, enrich lives, and deliver happiness to our guests and teammates. As one of the largest automotive retailers in America, we are committed to delivering on this goal while pursuing expansive growth and taking progressive measures to be the leader in this category. Our new platforms, programs, and people are set to drive the next generation of automotive experiences. More information about Sonic Automotive can be found at www.sonicautomotive.com and ir.sonicautomotive.com.

Forward-Looking Statements

Included herein are forward-looking statements, including statements regarding anticipated future U.S. population coverage for EchoPark. There are many factors that affect management's views about future events and trends of the Company's business. These factors involve risks and uncertainties that could cause actual results or trends to differ materially from management's views, including, without limitation, economic conditions in the markets in which we operate, new and used vehicle industry sales volume, anticipated future growth in our EchoPark Segment, the success of our operational strategies, the rate and timing of overall economic expansion or contraction, the effect of the COVID-19 pandemic and related government-imposed restrictions on operations, and the risk factors described in the Company's Annual Report on Form 10-K for the year ended December 31, 2021 and other reports and information filed with the Securities and Exchange Commission (the "SEC"). The Company does not undertake any obligation to update forward-looking information, except as required under federal securities laws and the rules and regulations of the SEC.

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