



FINANCIAL SNAPSHOT

FY 2020 Revenues

\$9.8 Billion



250,964 Vehicles

Retailed in FY 2020



FY 2020 Adjusted EBITDA* of

\$370.3 Million



Target

\$25 Billion

in Total Revenues By 2025



Investment Highlights

First Quarter 2021

- EPS of \$1.23 (*First Quarter Record*)
- \$2.8 Billion in Total Revenues (*First Quarter Record*)
- \$507.1 Million in EchoPark Revenues (*All-Time Record*)
- 19,670 EchoPark Vehicles Retailed (*All-Time Record*)
- 9th Consecutive Quarter of Year-Over-Year EPS Growth
- SG&A as % of Gross Profit Decreased 830 Basis Points, to 72.2% (*First Quarter Record*)
- Quarterly F&I Per Unit of \$2,045 (*All-Time Record*)

Franchised dealerships

84

EchoPark dealerships

23

of Automotive Brands

20+

of States

14

Company Overview

Sonic Automotive, Inc., a Fortune 500 company based in Charlotte, North Carolina, is one of the nation's largest automotive retailers. Our two operating segments consist of franchised dealerships, representing over 20 different new vehicle brands, and EchoPark Automotive, which offers a unique car buying experience in the 1-4 year-old pre-owned vehicle market.

For more company information visit ir.sonicautomotive.com/

*Non-GAAP Financial Measure – Please Refer to Form 8-K Filed February 17, 2021 for Reconciliation to Nearest GAAP Measure