



# FINANCIAL SNAPSHOT

FY 2020 Revenues

**\$9.8 Billion**



**250,964 Vehicles**

Retailed in FY 2020



FY 2020 Adjusted EBITDA\* of

**\$370.3 Million**



Target

**\$14 Billion**

in EchoPark Revenues By 2025



## Investment Highlights

### Fourth Quarter 2020

- Adjusted EPS\* of \$1.50 (*All-Time Record*)
- \$2.8 Billion in Total Revenues (*All-Time Record*)
- \$386.9 Million in EchoPark Revenues (*All-Time Record*)
- 14,841 EchoPark Vehicles Retailed (*Fourth Quarter Record*)

### Full Year 2020

- Adjusted EPS\* of \$3.85 (*All-Time Record*)
- \$9.8 Billion in Total Revenues
- \$1.4 Billion in EchoPark Revenues (*All-Time Record*)
- 57,161 EchoPark Vehicles Retailed (*All-Time Record*)

Franchised dealerships

**84**

EchoPark dealerships

**16**

# of Automotive Brands

**20+**

# of States

**12**

## 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/](http://ir.sonicautomotive.com/)

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