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Sonic Automotive Becomes the Largest Jaguar Land Rover Retailer in the U.S.

Acquisition of Four California Dealerships Expands National Footprint

CHARLOTTE, N.C., July 1, 2025 /PRNewswire/ -- Sonic Automotive, Inc. ("Sonic" or the "Company") (NYSE: SAH), a Fortune 500 company and one of the country's largest automotive and powersports retailers, today announced it has become the largest Jaguar Land Rover retail ownership group in the United States by volume (2024 CY), following the acquisition of four dealerships in California.



The newly acquired stores include Jaguar Land Rover Los Angeles, Jaguar Land Rover Newport Beach, Jaguar Land Rover San Jose, and Land Rover Pasadena. All four were previously owned by US Auto Trust and represent a significant expansion in one of the most coveted luxury markets in the country.

The deal is expected to add approximately \$500 million in annual revenue and brings Sonic's national footprint to 177 automotive and powersports franchises, including the seven newly acquired franchises.

"This acquisition marks a major step forward for Sonic Automotive as we deepen our footprint in one of the most dynamic luxury markets in the country," said David B. Smith, Chairman and Chief Executive Officer of Sonic Automotive. "We're proud to welcome the new teams into the Sonic family and look forward to building on the foundation they've created. This acquisition reflects our long-term belief in the strength of their brands and the opportunity ahead in this segment."

In addition to its 177 automotive and powersports franchises at 125 locations, Sonic operates 18 EchoPark Automotive locations nationwide. EchoPark, ranked as the No. 1 used car buying experience in America, continues to expand the company's reach in the high-quality pre-owned segment.

"Since acquiring our first Jaguar Land Rover store in 2019, we focused on delivering a

premium experience in California's most demanding luxury markets," said Edward Glazer, Founder of US Auto Trust. "These dealerships are strong, proven assets, and Sonic is well-positioned to take them over."

The move cements Sonic's status as a leading Jaguar Land Rover retail ownership group in the U.S. and underscores its growing influence in shaping the future of premium automotive customer experiences.

About Sonic Automotive

Sonic Automotive, Inc., a Fortune 500 company based in Charlotte, North Carolina, is on a quest to become the most valuable diversified automotive retail 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 and powersports retailers in America, we are committed to delivering on this goal while pursuing expansive growth and taking progressive measures to be the leader in these categories. Our new platforms, programs, and people are set to drive the next generation of automotive and powersports experiences. More information about Sonic Automotive can be found at sonicautomotive.com and ir.sonicautomotive.com.

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