

EchoPark[®]

AUTOMOTIVE

EchoPark Strategy

1-4

year old, nearly new,
pre-owned vehicles



Remaining

OEM WARRANTY



Priced up to

40%

below brand new

and up to

\$3,000

below used vehicle
market price



Clean

CARFAX REPORT



NO HAGGLE

purchase experience



Focus on the recession-resistant
pre-owned market, which is

2.5x

larger than the new vehicle market



EchoPark Growth Targets by 2025

- Add **25** new locations annually (2021-2025)
- Sell **575,000** vehicles annually
- Establish **140+** point nationwide distribution network
- **\$14 billion** in annual revenues

Company Overview

Our High Growth EchoPark Segment Offers a Unique Approach to Pre-Owned Vehicle and F&I Sales. Below-Market Pricing with a No Haggle Purchase Experience Drives Industry-Leading Used Vehicle Volume Throughput.

LOCATIONS

23

STATES

12

Q1 2021 REVENUE

\$507.1 million

Q1 2021 VEHICLES SOLD

19,670 vehicles

TAM

~20 million

0-4 Year Old Vehicle
Transactions Annually

30%

of EchoPark guests travel more than
30 minutes to shop our inventory