

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

- Reach **90%** of the U.S. population
- 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

31

TARGET

2 million

Annual Vehicle Sales
at Maturity

STATES

16

TARGET

10% market share

Of 1-4 Year Old Vehicles
at Maturity

Q3 2021 REVENUE

\$663.3 million

Q3 2021 VEHICLES SOLD

21,255 vehicles

Q3 2021

4% market share

Of 1-4 Year Old Vehicles In
Existing Markets