



# 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

### Third Quarter 2021

- EPS of \$1.96 (*Third Quarter Record*)
- \$3.1 Billion in Total Revenues (*Third Quarter Record*)
- \$663.3 Million in EchoPark Revenues (*All-Time Record*)
- 21,255 EchoPark Vehicles Retailed (*Third Quarter Record*)
- 11th Consecutive Quarter of Year-Over-Year EPS Growth
- Franchised Dealership SG&A as % of Gross Profit Decreased 760 Basis Points\*, to 60.1% (*Third Quarter Record*)
- Quarterly F&I Per Unit of \$2,349 (*All-Time Record*)

Franchised dealerships

**88**

EchoPark Locations

**31**

# of Automotive Brands

**25+**

# of States

**17**

## 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 25 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 October 28, 2021 for Reconciliation to Nearest GAAP Measure

\*\*Excludes \$3.2 billion annualized impact of pending acquisition of RFJ Auto Partners