



FINANCIAL SNAPSHOT

FY 2021 Revenues

\$12.4 Billion



283,235 Vehicles

Retailed in FY 2021



FY 2021 Adjusted EBITDA* of

\$645.5 Million



Target

\$28 Billion

in Total Revenues By 2025



Quarterly Highlights

First Quarter 2022

- EPS of \$2.33 (*First Quarter Record*)
- \$3.6 Billion in Total Revenues (*All-Time Quarterly Record*)
- \$625.3 Million in EchoPark Revenues (*First Quarter Record*)
- 14,995 EchoPark Used Vehicles Retailed
- 13th Consecutive Quarter of Year-Over-Year EPS Growth
- Franchised Dealerships Segment SG&A as % of Gross Profit Decreased 1,060 Basis Points, to 59.8% (*First Quarter Record*)
- Quarterly F&I Per Unit of \$2,495 (*All-Time Quarterly Record*)

Franchised Dealerships

111

EchoPark Locations

49**

of Automotive Brands

25+

of States

23

Company Overview

Sonic Automotive, Inc., a Fortune 500 company based in Charlotte, North Carolina, is one of the nation's largest automotive retailers as measured by total revenues. Our two operating segments consist of franchised dealerships, representing over 25 different new vehicle brands, and EchoPark Automotive, a growth business offering a unique, modern pre-owned vehicle buying experience expected to reach 90% of the U.S. population by 2025.

For more company information visit ir.sonicautomotive.com/

*Non-GAAP Financial Measure – Please Refer to Form 8-K Filed April 28, 2022 for Reconciliation to Nearest GAAP Measure

**Includes 11 Northwest Motorsport Pre-Owned Vehicle Locations Acquired in December 2021 in Conjunction with the RFJ Auto Acquisition.