



# FINANCIAL SNAPSHOT

FY 2021 Revenues

**\$12.4 Billion**



**283,235 Vehicles**

Retailed in FY 2021



FY 2021 Adjusted EBITDA\* of

**\$645.5 Million**



Acquired

**\$3.2 Billion**

in Annualized Revenues in 2021



## Quarterly Highlights

### Second Quarter 2022

- EPS of \$2.33, Adjusted EPS\* of \$2.45
- \$3.7 Billion in Total Revenues (All-Time Quarterly Record)
- \$665.6 Million in EchoPark Revenues (All-Time Quarterly Record)
- Quarterly F&I Per Unit of \$2,503 (All-Time Quarterly Record)
- Franchised Dealerships Segment Adjusted EBITDA\* of \$216.3 Million (All-Time Quarterly Record)
- Franchised Dealerships Segment SG&A as % of Gross Profit of 60.7% (59.9% on an Adjusted\* Basis)
- 16,608 EchoPark Used Vehicles Retailed

Franchised Dealerships

**111**

EchoPark Locations

**50\*\***

# 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/](http://ir.sonicautomotive.com/)

\*Non-GAAP Financial Measure – Please Refer to Form 8-K Filed July 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.