



# SONIC AUTOMOTIVE

Investor Presentation | First Quarter 2024



# Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements relate to future events, are not historical facts and are based on our current expectations and assumptions regarding our business, the economy and other future conditions. These statements can generally be identified by lead-in words such as “may,” “will,” “should,” “could,” “believe,” “expect,” “estimate,” “anticipate,” “intend,” “plan,” “project,” “foresee” and other similar words or phrases. Statements that describe our Company’s objectives, plans or goals are also forward-looking statements. Examples of such forward-looking information we may be discussing in this presentation include, without limitation, our anticipated future new vehicle unit sales volume, revenues and profitability, our anticipated future used vehicle unit sales volume, revenues and profitability, future levels of consumer demand for new and used vehicles, our anticipated future parts, service and collision repair (“Fixed Operations”) gross profit, our anticipated future finance and insurance (“F&I”) gross profit, our anticipated expense reductions, long-term annual revenue and profitability targets, anticipated future growth capital expenditures, profitability and pricing expectations in our EchoPark Segment, EchoPark’s omnichannel strategy, anticipated future EchoPark population coverage, anticipated future EchoPark revenue and unit sales volume, anticipated future performance and growth of our Franchised Dealerships Segment, anticipated growth and profitability of our Powersports Segment, anticipated liquidity positions, anticipated industry new vehicle sales volume, the implementation of growth and operating strategies, including acquisitions of dealerships and properties, anticipated future acquisition synergies, the return of capital to stockholders, anticipated future success and impacts from the implementation of our strategic initiatives, and earnings per share expectations.

You are cautioned that these forward-looking statements are not guarantees of future performance, involve risks and uncertainties and actual results may differ materially from those projected in the forward-looking statements as a result of various factors. These risks and uncertainties include, without limitation, economic conditions in the markets in which we operate, supply chain disruptions and manufacturing delays, labor shortages, the impacts of inflation and increases in interest rates, new and used vehicle industry sales volume, the success of our operational strategies, the rate and timing of overall economic expansion or contraction, and the risk factors described in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023 and other reports and information filed with the United States Securities and Exchange Commission (the “SEC”).

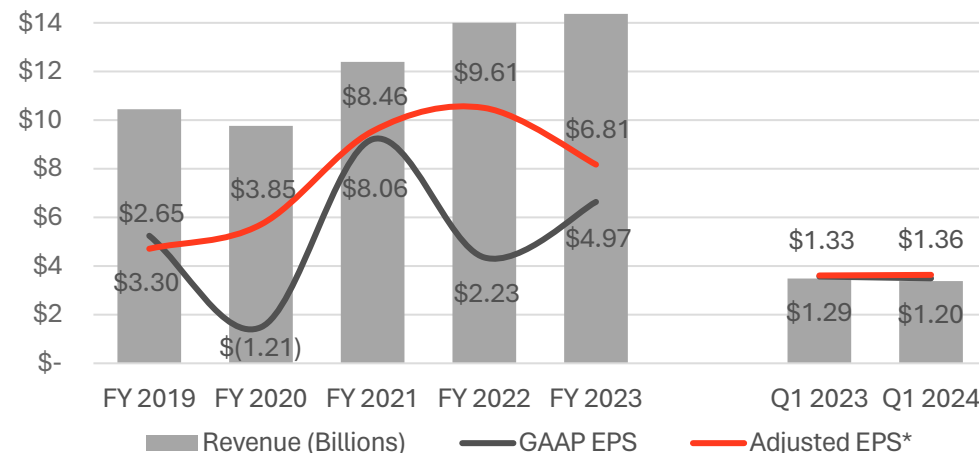
These forward-looking statements, risks, uncertainties and additional factors speak only as of the date of this presentation. We undertake no obligation to update any such statements, except as required under federal securities laws and the rules and regulations of the SEC.

# Sonic Automotive Company Overview

## NYSE: SAH – A Fortune 300 Diversified Automotive Retailer

- Our Franchised Dealerships Segment is a full-service automotive retail business with a diversified brand portfolio and multiple strategic growth levers
  - 107 locations - \$11.8 billion in FY 2023 revenues
- Our EchoPark Segment Provides high growth potential in a highly fragmented pre-owned vehicle market
  - 18 locations - \$2.4 billion in FY 2023 revenues
- Our Powersports Segment represents an early-stage consolidation growth opportunity at attractive multiples
  - 13 locations - \$163 million in FY 2023 revenues
- We believe our diversified business model provides significant earnings growth opportunities in our EchoPark and Powersports segments that may help to offset any industry-driven margin headwinds we may face in the franchised business, minimizing the earnings downside to consolidated Sonic results over time

Total Revenues and Earnings Per Share



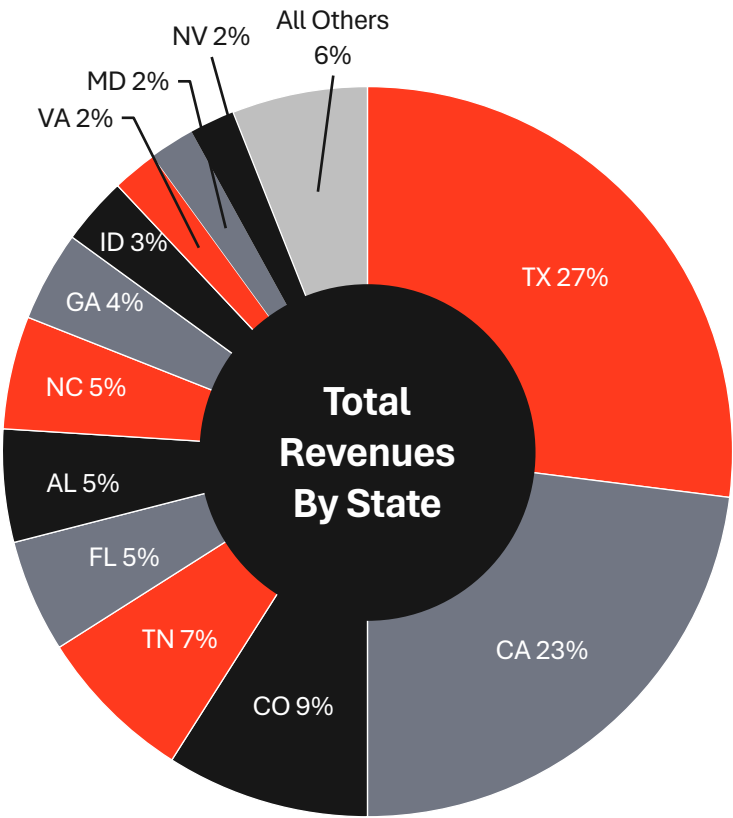
## OUR PURPOSE

TO DELIVER AN EXPERIENCE  
FOR OUR GUESTS AND OUR TEAMMATES  
THAT FULFILLS DREAMS, ENRICHES LIVES  
AND DELIVERS HAPPINESS.

Note: Location counts as of April 25, 2024. \* Refer to appendix for calculation and reconciliation of Adjusted EPS (a non-GAAP measure).

# Diversified Portfolio And Business Lines

## Geographic Distribution



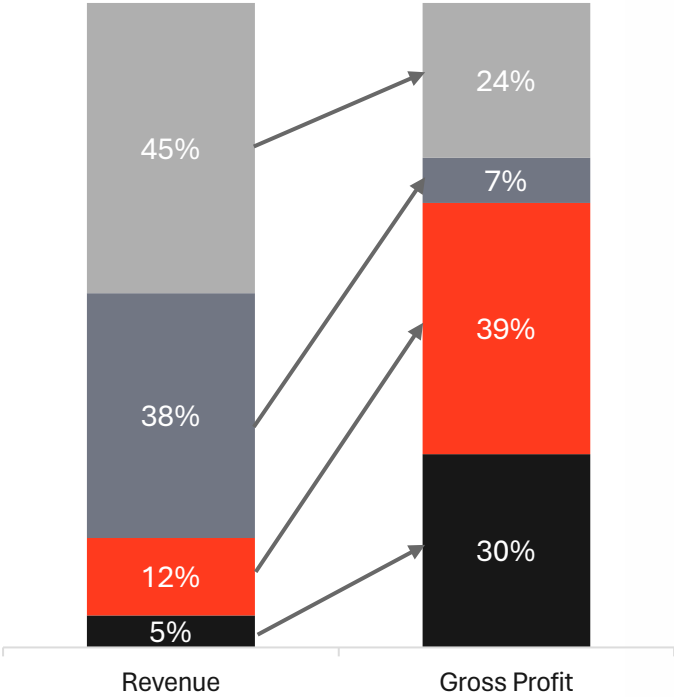
## Brand Distribution

Category	% of Revenue	Franchised Brand	% of Revenue
Luxury	53%	BMW	21%
		Mercedes	11%
		Audi	6%
		Lexus	4%
		Porsche	3%
		Land Rover	3%
		Cadillac	2%
		Other Luxury (1)	3%
Import	19%	Honda	9%
		Toyota	7%
		Other Import (2)	3%
EchoPark	17%	Non-Franchised	17%
Domestic	11%	Chevrolet GMC Buick	4%
		Ford	4%
		Chrysler Dodge Jeep RAM	3%
Powersports	<1%	Powersports (3)	<1%

- (1) Includes Alfa Romeo, Infiniti, Jaguar, Maserati, MINI and Volvo  
(2) Includes Hyundai, Nissan, Mazda, Subaru and Volkswagen  
(3) Includes Harley-Davidson, Kawasaki, BRP, Polaris, Honda, Suzuki, BMW Motorrad, Yamaha, Ducati, and Indian Motorcycle

## Business Line Mix

- New Vehicle
- Used Vehicle (Including Wholesale)
- Parts, Service & Collision Repair ("Fixed Operations")
- Finance & Insurance ("F&I")



Note: Percentages are percent of total for year ended December 31, 2023.

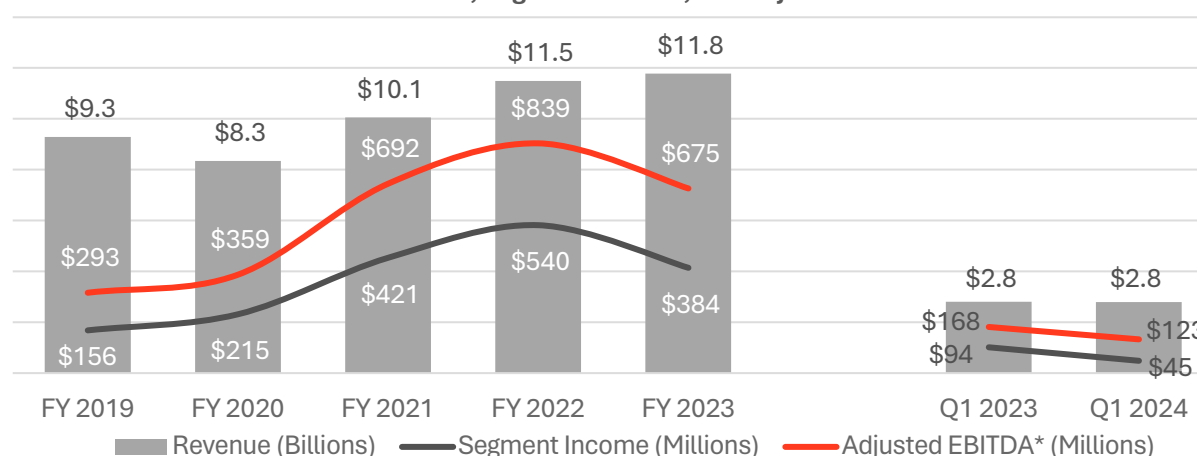


# Strategic Focus – Franchised Dealerships Segment

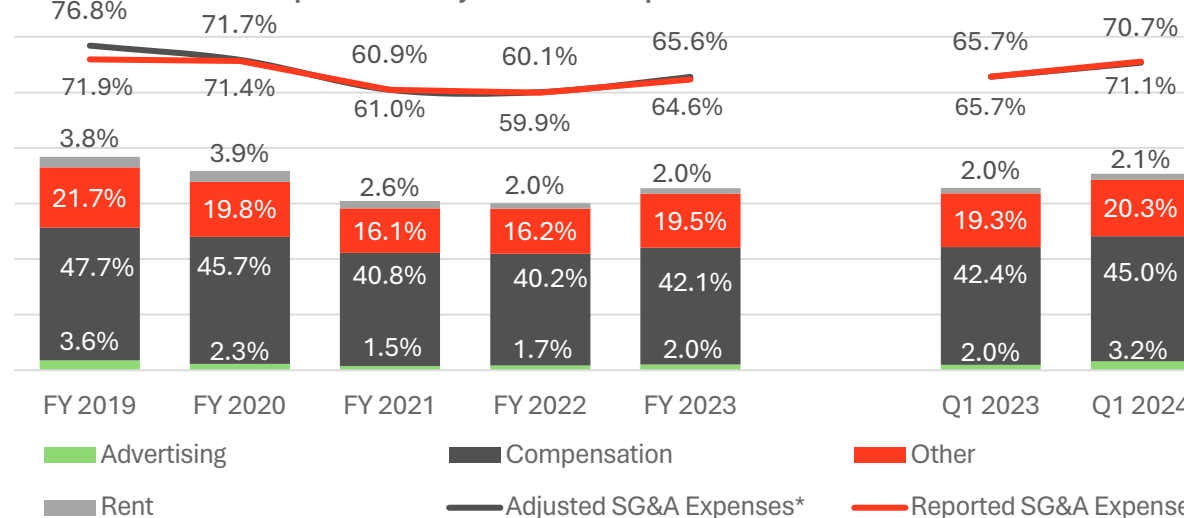
## Franchised Dealerships Strategy

- Focus on opportunities to offset normalizing new vehicle gross profit margins through growth in parts and service (Fixed Operations) and finance and insurance (F&I) gross profit
- Actively manage new and used vehicle inventory turnover and adapt to electric vehicle (EV) transition
- Focus on selling, general and administrative (SG&A) expense control to maintain structural improvement in SG&A leverage as a percent of gross profit
- Pursue accretive strategic acquisition opportunities once market normalizes

Total Revenues, Segment Income, and Adjusted EBITDA\*



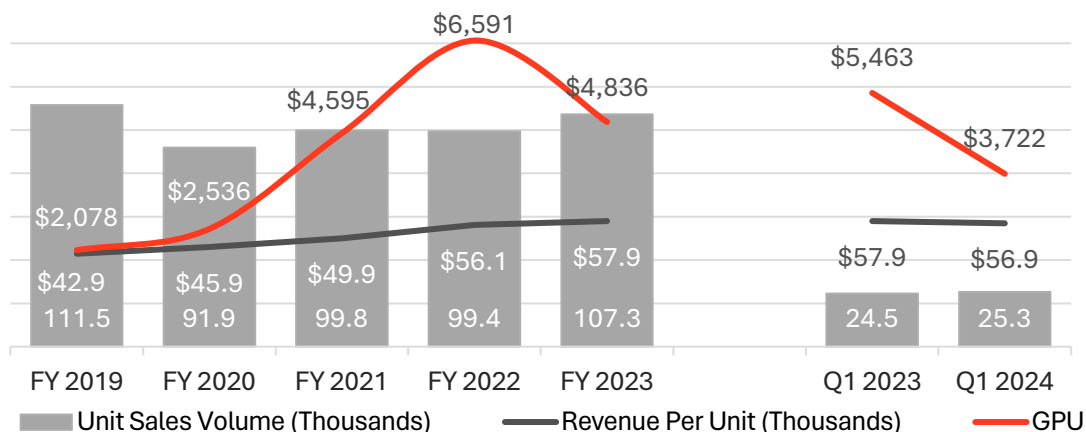
Reported and Adjusted SG&A Expenses as % of Gross Profit\*



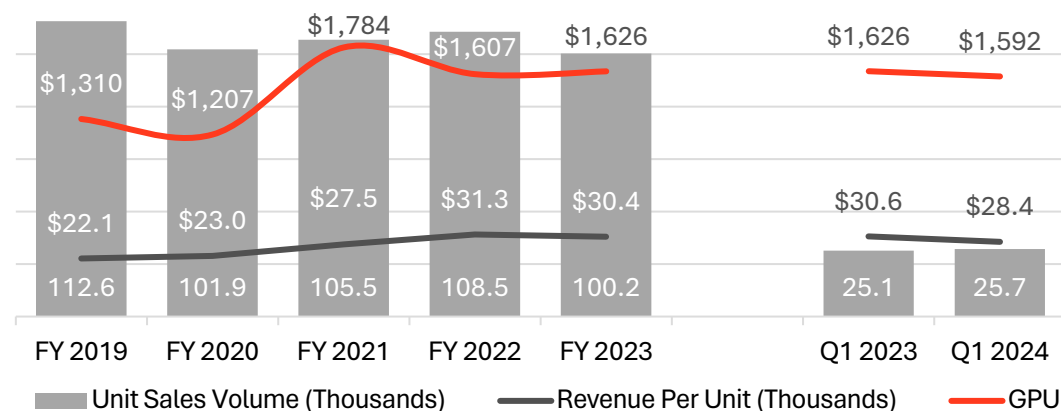
\* Refer to appendix for calculation and reconciliation of Adjusted EBITDA and Adjusted SG&A Expenses As % Of Gross Profit (non-GAAP measures).

# Strategic Focus – Franchised Dealerships Segment (continued)

Retail New Vehicle Unit Sales Volume, Revenue, and Gross Profit Per Unit



Retail Used Vehicle Unit Sales Volume, Revenue, and Gross Profit Per Unit



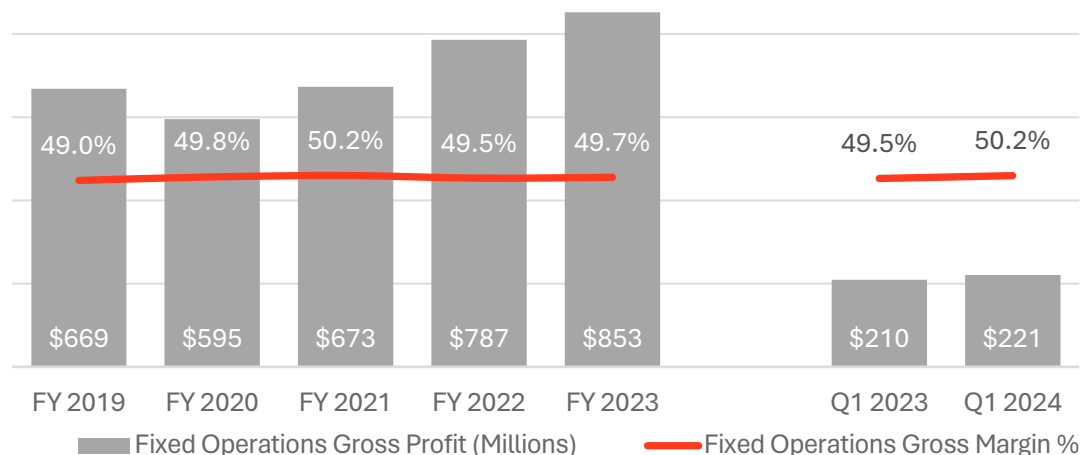
## Retail New And Used Vehicles

- While new vehicle GPUs continue to decline, we believe the "new normal" will be significantly higher than pre-pandemic levels
- We believe used vehicle GPU may decline over time if we are able to drive higher retail used vehicle unit sales volume by supplementing our inventory levels from wholesale auction sources as off-rental inventory supply returns to normal
- Strategic focus to return to selling at least 100 retail used vehicles per store per month, on average (represents approximately 25% improvement in retail used vehicle volume throughput per store)
- As new and used vehicle sales volumes recover from pandemic-induced lows, F&I gross profit and fixed operations gross profit should benefit, partially offsetting vehicle gross margin normalization

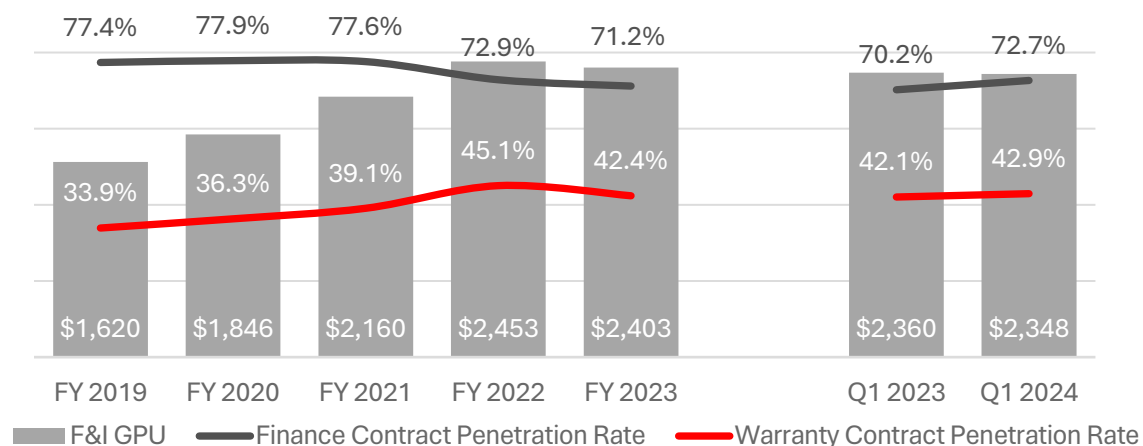
Note: New and used vehicle GPU, sales volume, and F&I and fixed operations gross profit expectations and projections are estimates of future results. Actual results may differ. See "Forward-Looking Statements."

# Strategic Focus – Franchised Dealerships Segment (continued)

Fixed Operations Gross Profit and Gross Margin %



F&I Gross Profit Per Unit and Product Penetration Rates



## Fixed Operations And F&I

- Target adding 300 incremental technicians in FY 2024, projected to generate approximately \$100M in incremental annualized fixed operations gross profit
- Fixed operations parts and labor cost inflation is generally passed along to customers, supporting stable fixed operations profit margins over time
- Vehicle affordability challenges may drive consumers to choose to repair their current vehicle to extend its life rather than replace it with a newer vehicle, benefitting fixed operations revenues
- F&I gross profit per unit increased nearly 50% from FY 2019 to FY 2023, driven primarily by higher warranty contract penetration rates
- We believe F&I GPU will remain structurally higher than pre-pandemic
- Even in an elevated interest rate environment, finance contract penetration rates remain robust and are supported by manufacturer financing or lease incentives only available at franchised dealerships

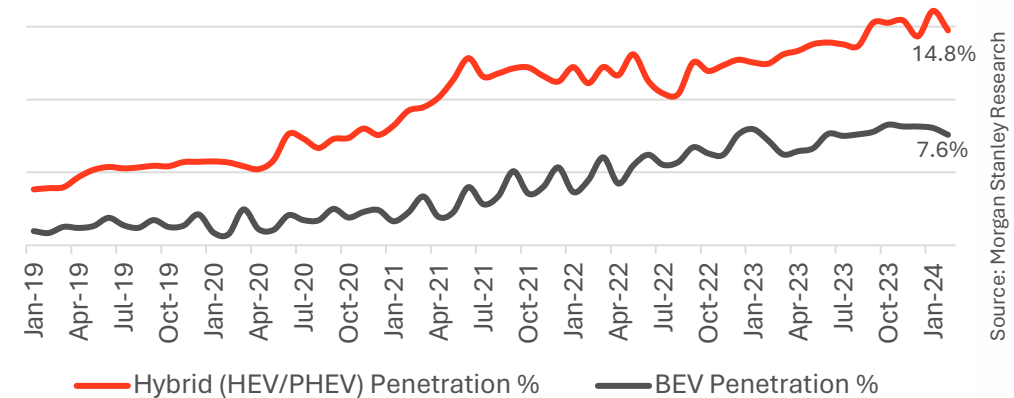
Note: Technician headcount, fixed operations profit margin and F&I GPU are estimates of future results. Actual results may differ. See "Forward-Looking Statements."

# Strategic Focus – Franchised Dealerships Segment (continued)

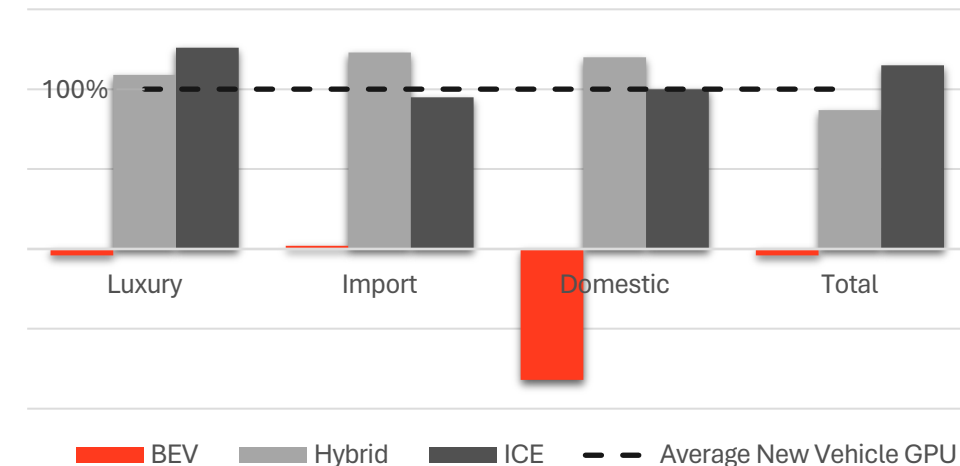
## Hybrid vs. Electric Vehicle Trends

- Industry sales volume penetration rates for combined hybrid electric vehicles (HEV) and plug-in hybrid electric vehicles (PHEV) are nearly double the penetration rates for battery electric vehicles (BEV) and are trending upward
- We believe there is an easier path to consumer adoption of alternative power trains as more manufacturers expand their hybrid vehicle model offerings
- Hybrid new vehicle GPU was higher than internal combustion engine (ICE) new vehicle GPU in our import and domestic brands, and marginally lower in our luxury brands
- BEV new vehicle GPU lags both hybrid and ICE vehicles, resulting in BEV sales negatively impacting total new vehicle GPU by approximately \$400 in Q1 2024
- Initial BEV repair and maintenance trends show lower frequency but higher gross profit per repair order vs. ICE vehicles, while hybrid vehicles create opportunity to service both types of power trains
- Ongoing investment in BEV repair and maintenance capabilities (e.g. heavy-duty vehicle lifts, battery removal and storage needs, technician training)
  - Over 90% of Sonic's franchised dealerships are equipped with electric vehicle charging capabilities

Hybrid Vehicle vs. EV Industry Sales Volume Penetration



Sonic Q1 2024 Average New Vehicle GPU by Power Train



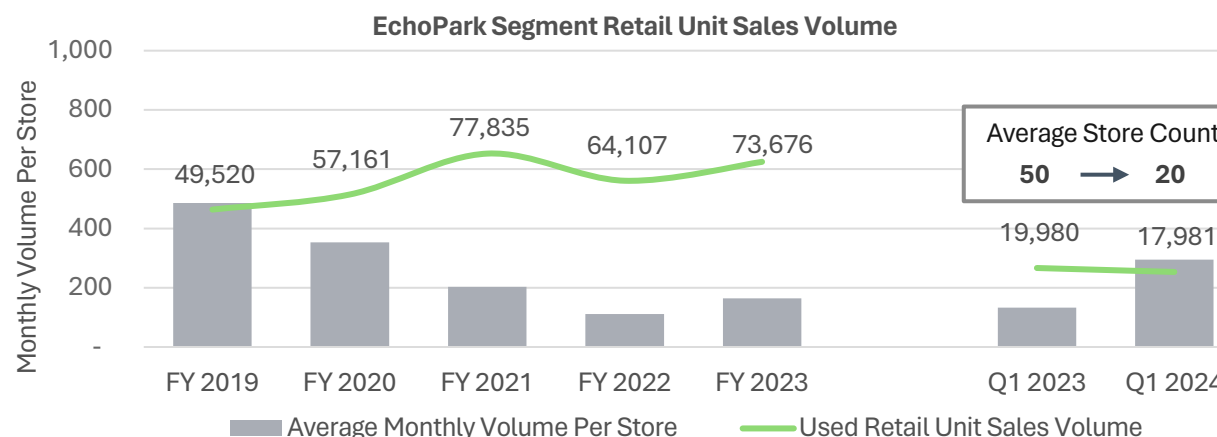
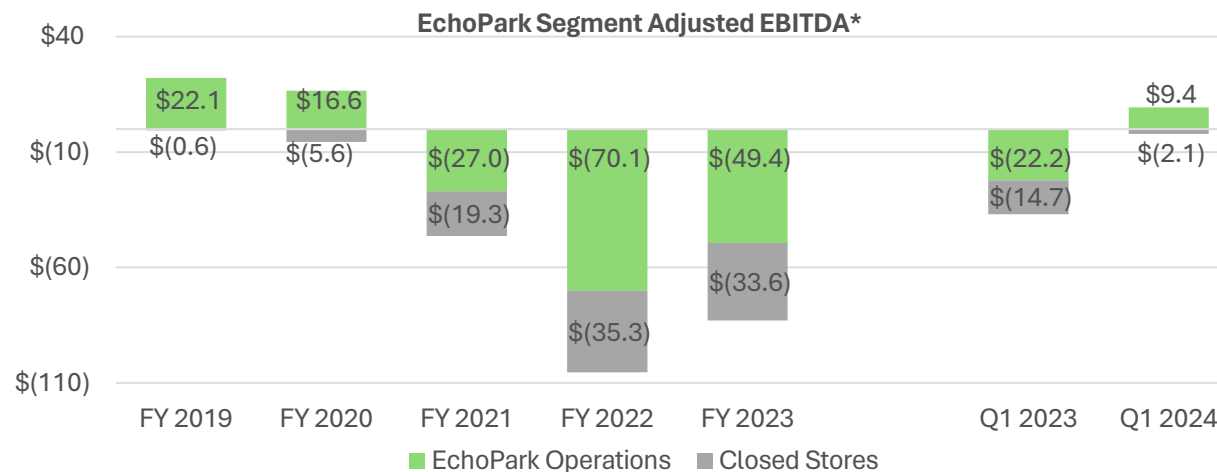
Note: Average new vehicle GPU shown as a percentage of average GPU for each brand group and segment total.



# Strategic Focus – EchoPark Segment

## EchoPark Strategy

- Returned to positive segment adjusted EBITDA\* in Q1 2024 after 3 years of industry-driven headwinds
- Focus on leveraging retail sales volume momentum and improving used market backdrop to generate positive adjusted EBITDA\* and significant year-over-year adjusted EBITDA\* growth in FY 2024
- Expect to resume disciplined expansion of EchoPark footprint once used vehicle market conditions are supportive
- Long-term goal to reach 90% of the U.S. population
- Below-market pricing and no-haggle transparent guest experience expected to drive market share gains



\* Refer to appendix for calculation and reconciliation of Adjusted EBITDA (a non-GAAP measure).

Note: Adjusted EBITDA and footprint expansion projections are estimates of future results. Actual results may differ. See "Forward-Looking Statements." Financial data may also include certain forward-looking information that is not presented in accordance with GAAP. We believe that a quantitative reconciliation of such forward-looking information to the most directly comparable GAAP financial measure cannot be made available without unreasonable efforts, because a reconciliation of these non-GAAP financial measures would require an estimate of future non-operating items such as impairment charges or gain/loss on property dispositions. Neither the timing nor likelihood of these events, nor their probable significance, can be quantified with a reasonable degree of accuracy. Accordingly, a reconciliation of such forward-looking information to the most directly comparable GAAP financial measure is not provided.

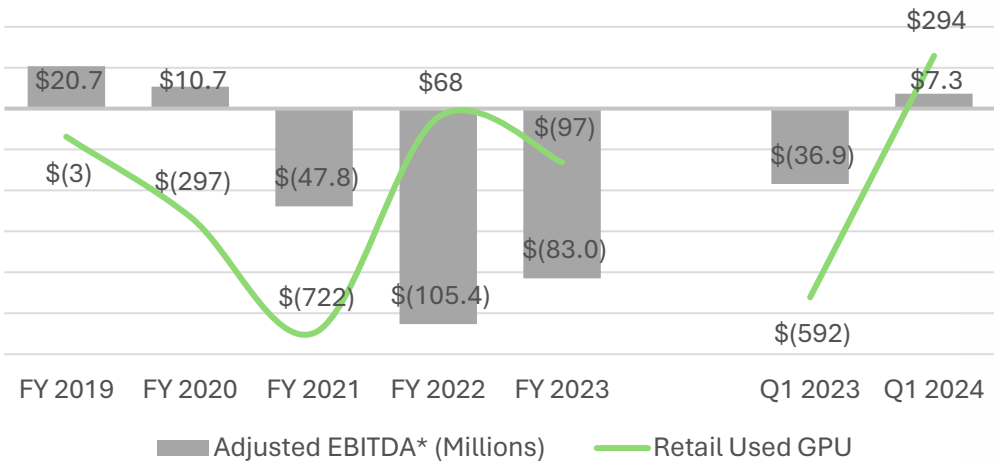
Note: "EchoPark Operations" chart data includes currently operating stores and corporate/holding company results. "Closed Stores" chart data includes results from stores that are not currently in operation as of the date of this presentation. Average store count is the weighted average number of stores in the "EchoPark Operations" group for each period.

# Strategic Focus – EchoPark Segment (continued)

## EchoPark Strategy

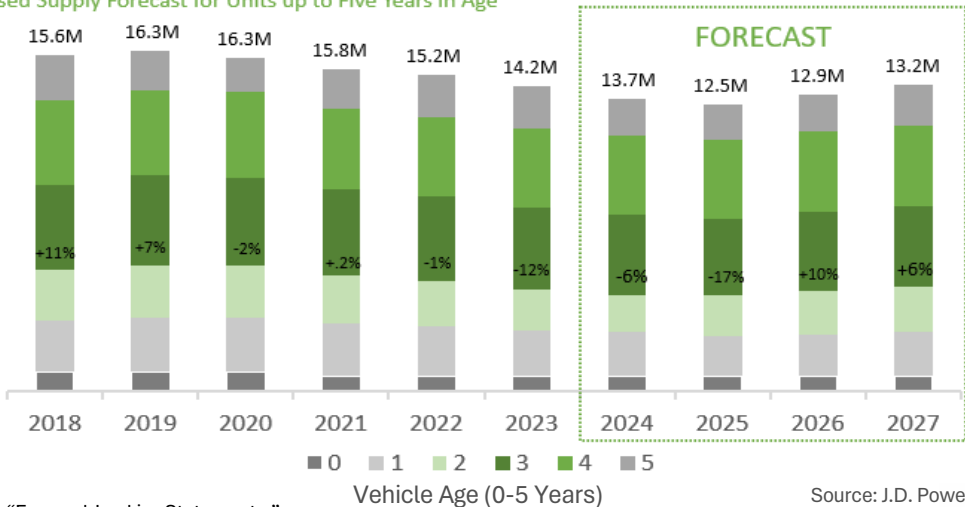
- Anticipate positive retail used vehicle GPU throughout FY 2024 due to faster inventory turns and stability in wholesale and retail prices and used car supply
- Maintain focus on optimizing F&I product offerings and pricing to drive F&I GPU growth in FY 2024
- Expect used vehicle wholesale and retail prices to gradually decline throughout FY 2024, reducing inventory acquisition costs and potentially driving incremental industry sales volume as consumer affordability improves
- Used vehicle supply is projected to reach its lowest point in 2025, due to lower levels of off-lease inventory as a result of declines in new vehicle industry sales volume since 2020 and fewer lease originations
- Beyond 2025, gradual expansion of used vehicle supply and further normalization of used vehicle pricing should drive consumer demand and higher retail sales volume for EchoPark

EchoPark Adjusted EBITDA\* and GPU



## Used Supply Expected to Trough in 2025

Used Supply Forecast for Units up to Five Years in Age



\* Refer to appendix for calculation and reconciliation of Adjusted EBITDA (a non-GAAP measure).

Note: F&I GPU growth, used vehicle price and supply, and sales volume projections are estimates of future results. Actual results may differ. See "Forward-Looking Statements."

Source: J.D. Power

# Strategic Focus – Powersports Segment

## Powersports Strategy

- Standardize operating playbooks and processes in existing stores to facilitate future growth
- Roll out modernized inventory management and marketing strategy
- Manage expenses and inventory to mitigate effects of weaker seasonal demand in Q1 and Q4 while supporting higher seasonal demand in Q2 and Q3
- Expect to realize synergies from network effect, driving potential gains in used vehicle volume and F&I
- Identify desirable acquisition opportunities at attractive valuations to grow this segment



Dealership Type	Acquisition Multiple	
	Low	High
Luxury	6.3x	10.0x
Other Luxury	2.0x	4.8x
Import	2.5x	7.8x
Domestic	2.5x	4.5x
<b>Powersports</b>	<b>2.0x</b>	<b>3.0x</b>

Note: Multiples are based on the most recent Kerrigan Blue Sky Report and Haig Report. Multiples are typically applied to a normalized dealership earnings before taxes.

Luxury includes: Porsche, Lexus, Mercedes-Benz, BMW, Jaguar Land Rover and Audi

Other Luxury includes: Volvo, Acura, Cadillac, Lincoln, Infiniti

Import includes: Toyota, Honda, Subaru, Nissan, Mazda, Kia, Hyundai, VW

Domestic includes: Chevrolet, Buick, GMC, Ford, Chrysler, Jeep, Dodge, RAM

Note: Gains in used vehicle volume and F&I are estimates of future results. Actual results may differ. See "Forward-Looking Statements."

# Strategic Focus – Consolidated Company

## Consolidated Company Strategy

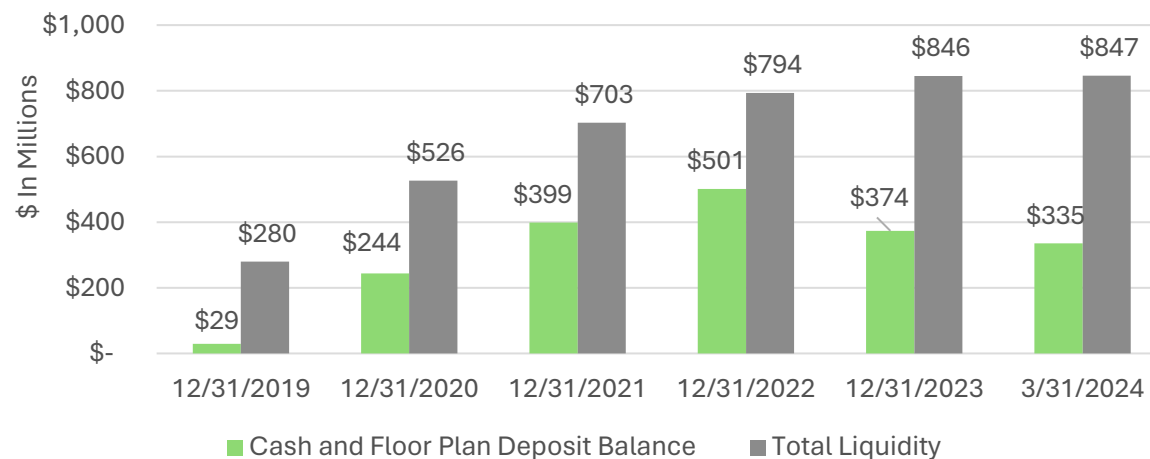
- Expect to maintain strong balance sheet and free cash flows
- Balanced capital allocation strategy prioritizes highest return opportunity
- History of returning capital to shareholders via dividend and share repurchases
  - Quarterly dividend per share has grown 200% since 2019, current yield over 2.25%
  - Reduced outstanding shares by 21% since 2019 (\$260 million remaining authorization, or ~15% of market cap)
- Net debt to adjusted EBITDA ratio\* of 2.18 for the 12 months ended Q1 2024 is within our target leverage range

\* Refer to appendix for calculation and reconciliation of Net Debt to Adjusted EBITDA Ratio (a non-GAAP measure).

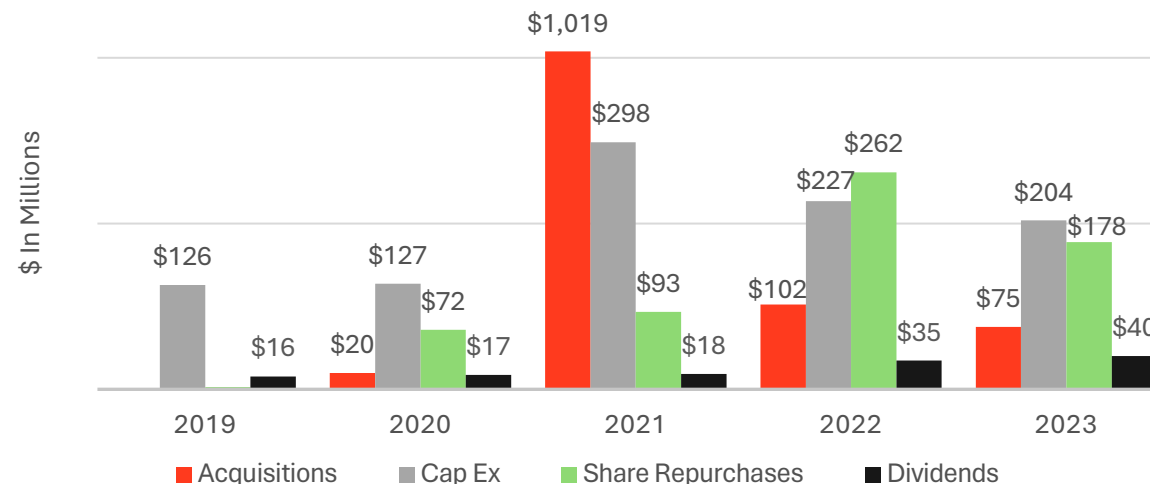
Note: Dividend yield and market cap are based on stock price as of April 24, 2024.

Note: Balance sheet and free cash flow projections are estimates of future results. Actual results may differ. See "Forward-Looking Statements."

Strong Balance Sheet and Liquidity



Capital Allocation Trend



Note: Cap Ex represents total purchases of land, property and equipment from consolidated statements of cash flows included in Sonic's Annual Report on Form 10-K for the applicable fiscal year.



# Sonic Automotive FY 2024 Outlook

## Consolidated

- Expect lower Franchised Dealerships Segment earnings to be partially offset by higher earnings in our EchoPark and Powersports Segments
- Expect \$15-20 million increase in annual floor plan interest expense due to higher new inventory levels and higher average interest rates vs. FY 2023
- Earnings per share results will be primarily dependent upon rate of normalization of new vehicle GPU and rate of EchoPark profitability improvement

## Franchised Dealerships Segment

- Expect low single digit percentage growth in revenues and mid single digit percentage decline in gross profit, driven by:
  - Continued normalization of new vehicle GPU, potentially exiting 2024 in the \$3,000 per unit range, with >50 days' supply by Q4 2024
  - Low single digit percentage growth in new and used retail sales volume, consistent with industry SAAR outlook
  - Mid single digit percentage growth in fixed operations gross profit
  - Low single digit percentage F&I gross profit growth, driven by higher retail unit volume and flat F&I GPU in \$2,400 per unit range
- Expect SG&A expenses as a % of gross profit in low 70% range

## EchoPark Segment

- Achieved positive adjusted EBITDA\* of \$7.3M in the first quarter of 2024, exceeding previously stated target of breakeven adjusted EBITDA\*. Remain confident in ability to maintain positive quarterly adjusted EBITDA\* for the remainder of FY 2024, driven by:
  - Expected benefits of smaller store footprint, driving higher unit volume throughput per store and positive used vehicle GPU
  - Expect high single digit percentage F&I GPU growth
  - Expect SG&A expenses as a % of gross profit in the 80% range (target below 70% at maturity)

## Powersports Segment

- Expect FY 2024 adjusted EBITDA\* between \$10-\$13 million, with majority coming in Q3 (Q1 & Q4 near breakeven due to seasonality)

\* Refer to appendix for calculation and reconciliation of Adjusted EBITDA (a non-GAAP measure).

Note: Above outlook is based on projections. Actual results may differ. See "Forward-Looking Statements." Financial data may also include certain forward-looking information that is not presented in accordance with GAAP. We believe that a quantitative reconciliation of such forward-looking information to the most directly comparable GAAP financial measure cannot be made available without unreasonable efforts, because a reconciliation of these non-GAAP financial measures would require an estimate of future non-operating items such as impairment charges or gain/loss on property dispositions. Neither the timing nor likelihood of these events, nor their probable significance, can be quantified with a reasonable degree of accuracy. Accordingly, a reconciliation of such forward-looking information to the most directly comparable GAAP financial measure is not provided.

# **Appendix: Financial Tables & Non-GAAP Reconciliations**





# GAAP Income Statement – Annual Trend – Consolidated

(In millions, except unit, per unit, and per share data)	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019	FY 2023 Better / (Worse) % Change Year-Over-Year
Revenues:						
Retail new vehicles	\$ 6,304.6	\$ 5,622.6	\$ 4,993.4	\$ 4,224.4	\$ 4,777.3	12%
Fleet new vehicles	92.2	99.4	124.6	56.8	111.9	(7%)
Total new vehicles	6,396.8	5,722.0	5,118.0	4,281.2	4,889.2	12%
Used vehicles	5,213.6	5,515.4	4,933.6	3,604.2	3,490.0	(5%)
Wholesale vehicles	318.8	484.9	367.2	197.4	202.8	(34%)
Total vehicles	11,929.2	11,722.3	10,418.8	8,082.8	8,582.0	2%
Parts, service and collision repair	1,759.5	1,599.7	1,340.4	1,194.3	1,395.3	10%
Finance, insurance and other, net ("F&I")	683.7	679.1	637.2	489.9	477.0	1%
Total revenues	14,372.4	14,001.1	12,396.4	9,767.0	10,454.3	3%
Gross profit:						
Retail new vehicles	535.4	662.8	459.8	233.2	231.7	(19%)
Fleet new vehicles	4.0	4.9	1.6	0.9	1.4	(18%)
Total new vehicles	539.4	667.7	461.4	234.1	233.1	(19%)
Used vehicles	151.2	180.8	133.0	105.2	147.4	(16%)
Wholesale vehicles	(2.6)	(3.1)	9.6	0.1	(4.5)	16%
Total vehicles	688.0	845.4	604.0	339.4	376.0	(19%)
Parts, service and collision repair	874.0	792.5	673.1	594.3	668.0	10%
Finance, insurance and other, net	683.7	679.1	637.2	489.9	477.0	1%
Total gross profit	2,245.7	2,317.0	1,914.3	1,423.6	1,521.0	(3%)
SG&A expenses	(1,600.5)	(1,555.1)	(1,274.7)	(1,028.7)	(1,099.4)	(3%)
Impairment charges	(79.3)	(320.4)	(0.1)	(270.0)	(20.8)	NM
Depreciation and amortization	(142.3)	(127.5)	(101.1)	(91.0)	(93.1)	(12%)
Operating income (loss)	423.6	314.0	538.4	33.9	307.7	35%
Interest expense, floor plan	(67.2)	(34.3)	(16.7)	(27.2)	(48.5)	(96%)
Interest expense, other, net	(114.6)	(89.9)	(48.0)	(41.6)	(53.0)	(27%)
Other income (expense), net	0.1	0.2	(15.5)	0.1	(6.6)	NM
Income (loss) from continuing operations before taxes	241.9	190.0	458.2	(34.8)	199.6	27%
Income tax benefit (expense)	(63.7)	(101.5)	(109.3)	(15.9)	(55.1)	37%
Net income (loss) from continuing operations	\$ 178.2	\$ 88.5	\$ 348.9	\$ (50.7)	\$ 144.5	101%
Diluted weighted-average shares outstanding	35.9	39.7	43.3	42.5	43.7	10%
Diluted earnings (loss) per share from continuing operations	\$ 4.97	\$ 2.23	\$ 8.06	\$ (1.19)	\$ 3.31	123%
Unit sales volume:						
Retail new vehicles	112,110	101,168	99,943	91,939	111,457	11%
Fleet new vehicles	2,000	2,115	3,543	1,342	2,674	(5%)
Used vehicles	176,147	173,209	183,292	159,025	162,149	2%
Wholesale vehicles	32,330	35,323	36,795	32,057	34,153	(8%)
Gross profit per unit ("GPU"):						
Retail new vehicles	\$ 4,776	\$ 6,552	\$ 4,600	\$ 2,536	\$ 2,078	(27%)
Used vehicles	\$ 859	\$ 1,043	\$ 720	\$ 667	\$ 909	(18%)
F&I	\$ 2,372	\$ 2,475	\$ 2,250	\$ 1,952	\$ 1,743	(4%)

Note: Earnings (loss) per share and gross profit per unit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

# Non-GAAP Reconciliation – Annual Trend – Consolidated

(In millions, except per share data)

	LTM Q1 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Reported net income (loss) from continuing operations	\$ 178.2	\$ 88.5	\$ 348.9	\$ (50.7)	\$ 144.5	
Adjustments:						
Impairment charges	\$ 79.3	\$ 320.4	\$ -	\$ 269.2	\$ 19.6	
Acquisition and disposition-related (gain) loss	(20.7)	(9.1)	1.2	(9.2)	(76.0)	
Long-term compensation charges	5.1	4.4	6.5	-	6.3	
Loss on debt extinguishment	-	-	15.6	-	7.2	
Legal and storm damage charges	1.9	-	-	-	-	
Loss (gain) on exit of leased dealerships	4.3	-	-	-	-	
Used vehicle inventory valuation adjustment	10.0	-	-	-	-	
Total pre-tax adjustments	79.9	315.7	23.3	260.0	(42.9)	
Tax effect of above items	(19.9)	(22.6)	(5.9)	(40.4)	14.2	
Non-recurring tax items	5.8	-	-	-	-	
Total net income effect of adjustments	65.8	293.1	17.4	219.6	(28.7)	
Adjusted net income (loss) from continuing operations	\$ 244.0	\$ 381.6	\$ 366.3	\$ 168.9	\$ 115.8	
Diluted weighted-average shares outstanding	35.9	39.7	43.3	43.9	43.7	
Adjusted diluted earnings (loss) per share from continuing operations	\$ 6.81	\$ 9.61	\$ 8.46	\$ 3.85	\$ 2.65	
Reported SG&A expenses	\$ (1,600.5)	\$ (1,555.1)	\$ (1,274.7)	\$ (1,028.7)	\$ (1,099.4)	
Acquisition and disposition-related (gain) loss	(20.7)	(9.1)	1.2	(9.2)	(76.0)	
Long-term compensation charges	5.1	4.4	6.5	-	6.3	
Legal and storm damage charges	1.9	-	-	-	-	
Loss (gain) on exit of leased dealerships	4.3	-	-	-	-	
Adjusted SG&A expenses	\$ (1,609.9)	\$ (1,559.8)	\$ (1,267.0)	\$ (1,037.9)	\$ (1,169.1)	
Adjusted SG&A expenses as a percentage of gross profit	71.4%	67.3%	66.2%	72.9%	76.9%	
Reported net income (loss)	\$ 172.5	\$ 178.2	\$ 88.5	\$ 348.9	\$ (51.4)	\$ 144.1
Income tax (benefit) expense	63.4	63.7	101.5	109.3	15.6	55.0
Income (loss) before taxes	235.9	241.9	190.0	458.2	(35.8)	199.1
Non-floor plan interest	108.6	108.1	84.7	44.7	38.7	50.5
Depreciation and amortization	150.8	148.8	132.7	104.3	93.9	95.6
Stock-based compensation expense	22.7	23.3	16.0	15.0	11.7	10.8
Loss (gain) on exit of leased dealerships	4.3	4.3	-	-	-	(0.2)
Impairment charges	80.3	79.3	320.4	0.1	270.0	20.8
Loss on debt extinguishment	-	-	-	15.6	-	6.7
Long-term compensation charges	7.4	5.1	4.4	8.0	-	-
Acquisition and disposition-related (gain) loss	(20.4)	(20.4)	(9.7)	(0.4)	(8.2)	(74.8)
Hail and storm damage charges	1.9	1.9	-	-	-	-
Used vehicle inventory valuation adjustment	10.0	10.0	-	-	-	-
Closed store accrued expenses	2.1	-	-	-	-	-
Adjusted EBITDA	\$ 603.6	\$ 602.3	\$ 738.5	\$ 645.5	\$ 370.3	\$ 308.5
Long-term debt (including current portion)	\$ 1,651.4	\$ 1,676.6	\$ 1,751.7	\$ 1,561.2	\$ 720.1	\$ 706.9
Cash and equivalents	(15.1)	(28.9)	(229.2)	(299.4)	(170.3)	(29.1)
Floor plan deposit balance	(320.0)	(345.0)	(272.0)	(99.8)	(73.2)	-
Net debt	\$ 1,316.3	\$ 1,302.7	\$ 1,250.5	\$ 1,162.0	\$ 476.6	\$ 677.8
Net debt to adjusted EBITDA ratio	2.18	2.16	1.69	1.80	1.29	2.20
Long-term debt (including current portion) to adjusted EBITDA ratio	2.74	2.78	2.37	2.42	1.94	2.29

Note: Earnings (loss) per share and SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts.

Note: Balance sheet amounts are as of December 31 for the FY then ended, balance sheet amounts for LTM Q1 2024 are as of March 31, 2024.

NM = Not Meaningful



# GAAP Income Statement – Quarterly Trend – Consolidated

						Q1 2024	
						Better / (Worse) % Change	
(In millions, except unit, per unit, and per share data)	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Sequential	Year-Over-Year
<b>Revenues:</b>							
Retail new vehicles	\$ 1,455.8	\$ 1,680.2	\$ 1,573.5	\$ 1,608.2	\$ 1,442.8	(13%)	1%
Fleet new vehicles	19.6	21.8	23.2	28.3	18.8	(10%)	4%
Total new vehicles	1,475.4	1,702.0	1,596.7	1,636.5	1,461.6	(13%)	1%
Used vehicles	1,215.6	1,222.4	1,340.4	1,305.9	1,344.9	(1%)	(10%)
Wholesale vehicles	77.3	62.6	79.3	91.5	85.6	24%	(10%)
Total vehicles	2,768.3	2,987.0	3,016.4	3,033.9	2,892.1	(7%)	(4%)
Parts, service and collision repair	446.7	431.9	453.4	443.7	430.5	3%	4%
Finance, insurance and other, net ("F&I")	169.0	166.0	173.7	175.3	168.6	2%	0%
Total revenues	3,384.0	3,584.9	3,643.5	3,652.9	3,491.2	(6%)	(3%)
<b>Gross profit:</b>							
Retail new vehicles	96.4	124.5	131.4	141.4	138.1	(23%)	(30%)
Fleet new vehicles	0.7	0.9	0.9	1.3	0.9	(27%)	(27%)
Total new vehicles	97.1	125.4	132.3	142.7	139.0	(23%)	(30%)
Used vehicles	47.0	37.5	52.3	31.5	30.0	26%	57%
Wholesale vehicles	(0.8)	(3.2)	(1.4)	(1.0)	3.0	77%	(124%)
Total vehicles	143.3	159.7	183.2	173.2	172.0	(10%)	(17%)
Parts, service and collision repair	223.9	215.4	225.3	220.4	212.9	4%	5%
Finance, insurance and other, net	169.0	166.0	173.7	175.3	168.6	2%	0%
Total gross profit	536.2	541.1	582.2	568.9	553.5	(1%)	(3%)
SG&A expenses	(392.2)	(386.3)	(409.6)	(391.9)	(412.8)	(2%)	5%
Impairment charges	(1.0)	(16.7)	-	(62.6)	-	NM	NM
Depreciation and amortization	(36.3)	(36.6)	(35.2)	(36.1)	(34.3)	1%	(6%)
Operating income (loss)	106.7	101.5	137.4	78.3	106.4	5%	0%
Interest expense, floor plan	(20.3)	(18.4)	(17.4)	(17.0)	(14.6)	(10%)	(40%)
Interest expense, other, net	(29.0)	(28.3)	(29.0)	(28.9)	(28.4)	(2%)	(2%)
Other income (expense), net	0.1	(0.1)	0.2	0.1	0.2	NM	NM
Income (loss) before taxes	57.5	54.7	91.2	32.5	63.6	5%	(10%)
Income tax benefit (expense)	(15.5)	(16.0)	(22.8)	(9.1)	(15.9)	3%	2%
Net income (loss)	\$ 42.0	\$ 38.7	\$ 68.4	\$ 23.4	\$ 47.7	8%	(12%)
<b>Unit sales volume:</b>							
Retail new vehicles	26,142	29,439	28,260	28,754	25,657	(11%)	2%
Fleet new vehicles	379	500	469	590	441	(24%)	(14%)
Used vehicles	44,056	42,216	45,428	42,972	45,531	4%	(3%)
Wholesale vehicles	8,112	7,127	7,996	8,801	8,406	14%	(3%)
<b>Gross profit per unit ("GPU"):</b>							
Retail new vehicles	\$ 3,688	\$ 4,230	\$ 4,649	\$ 4,918	\$ 5,381	(13%)	(31%)
Used vehicles	\$ 1,068	\$ 888	\$ 1,150	\$ 732	\$ 660	20%	62%
F&I	\$ 2,407	\$ 2,317	\$ 2,357	\$ 2,445	\$ 2,369	4%	2%

Note: Earnings (loss) per share and gross profit per unit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

# Non-GAAP Reconciliation – Quarterly Trend – Consolidated

(In millions, except per share data)						Q1 2024	
						Better / (Worse) % Change	
	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Sequential	Year-Over-Year
Reported net income (loss)	\$ 42.0	\$ 38.7	\$ 68.4	\$ 23.4	\$ 47.7	8%	(12%)
Adjustments:							
Impairment charges	\$ 1.0	\$ 16.7	\$ -	\$ 62.6	\$ -	NM	NM
Acquisition and disposition-related (gain) loss	-	-	-	(20.7)	-	NM	NM
Severance and long-term compensation charges	4.3	-	0.9	2.2	2.0	NM	NM
Hail and storm damage charges	-	-	-	1.9	-	NM	NM
Lease exit charges	-	-	3.9	0.4	-	NM	NM
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	NM	NM
Closed store accrued expenses	2.1	-	-	-	-	NM	NM
Total pre-tax adjustments	7.4	16.7	4.8	56.4	2.0	NM	NM
Tax effect of above items	(1.9)	(4.3)	(1.2)	(13.8)	(0.5)	NM	NM
Non-recurring tax items	-	5.8	-	-	-	NM	NM
Total net income effect of adjustments	5.5	18.2	3.6	42.6	1.5	NM	NM
Adjusted net income (loss)	\$ 47.5	\$ 56.9	\$ 72.0	\$ 66.0	\$ 49.2	(17%)	(4%)
Diluted weighted-average shares outstanding	34.9	34.8	35.6	36	36.9	0%	5%
Adjusted diluted earnings (loss) per share	\$ 1.36	\$ 1.63	\$ 2.02	\$ 1.83	\$ 1.33	(17%)	2%
Reported gross profit	\$ 536.2	\$ 541.1	\$ 582.2	\$ 568.9	\$ 553.5	(1%)	(3%)
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	NM	NM
Adjusted gross profit	\$ 536.2	\$ 541.1	\$ 582.2	\$ 578.9	\$ 553.5	(1%)	(3%)
Reported SG&A expenses	\$ (392.2)	\$ (386.3)	\$ (409.6)	\$ (391.9)	\$ (412.8)	(2%)	5%
Acquisition and disposition-related (gain) loss	-	-	-	(20.7)	-	NM	NM
Severance and long-term compensation charges	4.3	-	0.9	2.2	2.0	NM	NM
Hail and storm damage charges	-	-	-	1.9	-	NM	NM
Lease exit charges	-	-	3.9	0.4	-	NM	NM
Closed store accrued expenses	2.1	-	-	-	-	NM	NM
Adjusted SG&A expenses	\$ (385.8)	\$ (386.3)	\$ (404.8)	\$ (408.1)	\$ (410.8)	0%	6%
Adjusted SG&A expenses as a percentage of gross profit	72.0%	71.4%	69.5%	70.5%	74.2%	(60) bps	220 bps
Reported net income (loss)	\$ 42.0	\$ 38.7	\$ 68.4	\$ 23.4	\$ 47.7	NM	NM
Income tax (benefit) expense	15.5	16.0	22.8	9.1	15.9	NM	NM
Income (loss) before taxes	57.5	54.7	91.2	32.5	63.6	NM	NM
Non-floor plan interest	27.4	26.7	27.3	27.2	26.9	NM	NM
Depreciation and amortization	37.9	38.3	36.9	37.7	35.9	NM	NM
Stock-based compensation expense	4.4	6.0	6.7	5.6	5.0	NM	NM
Lease exit charges	-	-	3.9	0.4	-	NM	NM
Impairment charges	1.0	16.7	-	62.6	-	NM	NM
Severance and long-term compensation charges	4.3	-	0.9	2.2	2.0	NM	NM
Acquisition and disposition-related (gain) loss	2.1	-	0.3	(20.7)	-	NM	NM
Hail and storm damage charges	-	-	-	1.9	-	NM	NM
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	NM	NM
Adjusted EBITDA	\$ 134.6	\$ 142.4	\$ 167.2	\$ 159.4	\$ 133.4	(5%)	1%

Note: Earnings (loss) per share and SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

# GAAP Income Statement – Quarterly Trend – Franchised Dealerships Segment

						Q1 2024	
						Better / (Worse) % Change	
(In millions, except unit and per unit data)	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Sequential	Year-Over-Year
Revenues:							
Retail new vehicles	\$ 1,439.9	\$ 1,664.1	\$ 1,546.7	\$ 1,583.3	\$ 1,421.0	(13%)	1%
Fleet new vehicles	19.6	21.8	23.2	28.3	18.8	(10%)	4%
Total new vehicles	1,459.5	1,685.9	1,569.9	1,611.6	1,439.8	(13%)	1%
Used vehicles	729.3	727.5	780.7	774.5	767.6	0%	(5%)
Wholesale vehicles	48.6	39.3	51.4	55.6	58.4	23%	(17%)
Total vehicles	2,237.4	2,452.7	2,402.0	2,441.7	2,265.8	(9%)	(1%)
Parts, service and collision repair	439.9	425.2	431.8	433.4	423.8	3%	4%
Finance, insurance and other, net ("F&I")	119.6	123.2	126.0	132.2	117.1	(3%)	2%
Total revenues	2,796.9	3,001.1	2,959.8	3,007.3	2,806.7	(7%)	0%
Gross profit:							
Retail new vehicles	94.1	122.2	125.5	136.9	134.0	(23%)	(30%)
Fleet new vehicles	0.7	0.9	0.9	1.3	0.9	(27%)	(27%)
Total new vehicles	94.8	123.1	126.4	138.2	134.9	(23%)	(30%)
Used vehicles	40.8	35.1	42.6	44.5	40.8	16%	0%
Wholesale vehicles	(0.2)	(2.7)	(1.5)	(1.0)	1.9	93%	(110%)
Total vehicles	135.4	155.5	167.5	181.7	177.6	(13%)	(24%)
Parts, service and collision repair	220.8	212.6	215.1	215.4	209.6	4%	5%
Finance, insurance and other, net	119.6	123.2	126.0	132.2	117.1	(3%)	2%
Total gross profit	475.8	491.3	508.6	529.3	504.3	(3%)	(6%)
SG&A expenses	(338.5)	(329.1)	(338.3)	(316.1)	(331.2)	(3%)	(2%)
Impairment charges	(1.0)	(1.0)	-	-	-	NM	NM
Depreciation and amortization	(29.8)	(29.4)	(28.2)	(27.9)	(26.5)	(1%)	(12%)
Operating income (loss)	106.5	131.8	142.1	185.3	146.6	(19%)	(27%)
Interest expense, floor plan	(16.0)	(14.6)	(12.9)	(11.9)	(9.9)	(10%)	(62%)
Interest expense, other, net	(27.8)	(27.5)	(27.9)	(27.5)	(26.9)	(1%)	(3%)
Other income (expense), net	-	0.1	0.2	-	-	NM	NM
Income (loss) before taxes	\$ 62.7	\$ 89.8	\$ 101.5	\$ 145.9	\$ 109.8	(30%)	(43%)
Unit sales volume:							
Retail new vehicles	25,297	28,491	26,869	27,358	24,539	(11%)	3%
Fleet new vehicles	379	500	469	590	441	(24%)	(14%)
Used vehicles	25,666	24,365	25,541	25,197	25,107	5%	2%
Wholesale vehicles	5,105	4,440	5,163	5,516	5,483	15%	(7%)
Gross profit per unit ("GPU"):							
Retail new vehicles	\$ 3,722	\$ 4,289	\$ 4,672	\$ 5,003	\$ 5,463	(13%)	(32%)
Used vehicles	\$ 1,592	\$ 1,440	\$ 1,666	\$ 1,765	\$ 1,626	11%	(2%)
F&I	\$ 2,348	\$ 2,330	\$ 2,403	\$ 2,516	\$ 2,360	1%	(1%)

Note: Gross profit per unit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

# Non-GAAP Reconciliation – Quarterly Trend – Franchised Dealerships Segment

(In millions)	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q1 2024 Better / (Worse) % Change	
						Sequential	Year-Over-Year
Reported income (loss) before taxes	\$ 62.7	\$ 89.8	\$ 101.5	\$ 145.9	\$ 109.8	(30%)	(43%)
Impairment charges	1.0	1.0	-	-	-	NM	NM
Segment income (loss)	\$ 63.7	\$ 90.8	\$ 101.5	\$ 145.9	\$ 109.8	(30%)	(42%)
Acquisition and disposition-related (gain) loss	-	-	-	(20.9)	-	NM	NM
Long-term compensation charges	2.2	-	-	-	-	NM	NM
Hail and storm damage charges	-	-	-	1.9	-	NM	NM
Adjusted segment income (loss)	\$ 65.9	\$ 90.8	\$ 101.5	\$ 126.9	\$ 109.8	(27%)	(40%)
Reported SG&A expenses	\$ (338.5)	\$ (329.1)	\$ (338.3)	\$ (316.1)	\$ (331.2)	(3%)	(2%)
Acquisition and disposition-related (gain) loss	-	-	-	(20.9)	-	NM	NM
Long-term compensation charges	2.2	-	-	-	-	NM	NM
Hail and storm damage charges	-	-	-	1.9	-	NM	NM
Adjusted SG&A expenses	\$ (336.3)	\$ (329.1)	\$ (338.3)	\$ (335.1)	\$ (331.2)	(2%)	(2%)
Adjusted SG&A expenses as a percentage of gross profit	70.7%	67.0%	66.5%	63.3%	65.7%	(370) bps	(500) bps
Income (loss) before taxes	\$ 62.7	\$ 89.8	\$ 101.5	\$ 145.9	\$ 109.8	NM	NM
Non-floor plan interest	26.3	25.9	26.2	25.8	25.4	NM	NM
Depreciation and amortization	31.5	31.2	29.9	29.3	28.2	NM	NM
Stock-based compensation expense	4.4	6.0	6.7	5.6	5.0	NM	NM
Impairment charges	1.0	1.0	-	-	-	NM	NM
Long-term compensation charges	2.2	-	-	-	-	NM	NM
Acquisition and disposition-related (gain) loss	-	-	0.2	(20.7)	-	NM	NM
Hail and storm damage charges	-	-	-	1.9	-	NM	NM
Adjusted EBITDA	\$ 128.1	\$ 153.9	\$ 164.5	\$ 187.8	\$ 168.4	(17%)	(24%)

Note: SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful



# GAAP Income Statement – Quarterly Trend – EchoPark Segment

(In millions, except unit and per unit data)						Q1 2024	
						Better / (Worse) % Change	
	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Sequential	Year-Over-Year
Revenues:							
Retail new vehicles	\$ -	\$ -	\$ -	\$ -	\$ 1.0	(100%)	(100%)
Used vehicles	482.9	492.5	554.8	524.0	572.5	(2%)	(16%)
Wholesale vehicles	28.6	22.7	26.5	35.5	27.0	27%	6%
Total vehicles	511.5	515.1	581.4	559.5	600.5	(1%)	(15%)
Finance, insurance and other, net ("F&I")	47.9	41.5	45.3	41.1	50.0	15%	(4%)
Total revenues	559.4	556.6	626.7	600.6	650.5	1%	(14%)
Gross profit:							
Retail new vehicles	-	-	-	-	0.1	(100%)	(100%)
Used vehicles	5.3	1.7	7.3	(14.3)	(11.8)	208%	145%
Wholesale vehicles	(0.6)	(0.4)	0.2	-	1.1	(14%)	(140%)
Total vehicles	4.7	1.3	7.5	(14.3)	(10.6)	275%	145%
Finance, insurance and other, net	47.9	41.5	45.3	41.1	50.0	15%	(4%)
Total gross profit	52.6	42.8	52.8	26.8	39.4	23%	33%
SG&A expenses	(45.6)	(48.0)	(58.6)	(66.6)	(73.8)	5%	38%
Impairment charges	-	(15.7)	-	(62.6)	-	NM	NM
Depreciation and amortization	(5.5)	(6.2)	(6.1)	(7.4)	(7.0)	10%	22%
Operating income (loss)	1.5	(27.1)	(11.9)	(109.8)	(41.4)	106%	104%
Interest expense, floor plan	(3.8)	(3.8)	(4.3)	(4.8)	(4.6)	1%	16%
Interest expense, other, net	(0.7)	(0.7)	(0.7)	(0.9)	(0.9)	2%	25%
Other income (expense), net	0.1	-	-	0.1	0.1	NM	NM
Income (loss) before taxes	\$ (2.9)	\$ (31.6)	\$ (16.9)	\$ (115.4)	\$ (46.8)	91%	94%
Unit sales volume:							
Retail new vehicles	-	-	-	-	11	0%	(100%)
Used vehicles	17,981	17,562	19,050	17,084	19,980	2%	(10%)
Wholesale vehicles	2,994	2,621	2,740	3,235	2,916	14%	3%
Gross profit per unit ("GPU"):							
Total used vehicle and F&I	\$ 2,955	\$ 2,461	\$ 2,767	\$ 1,569	\$ 1,906	20%	55%

Note: Gross profit per unit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

# Non-GAAP Reconciliation – Quarterly Trend – EchoPark Segment

(In millions)	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q1 2024 Better / (Worse) % Change	
						Sequential	Year-Over-Year
Reported income (loss) before taxes	\$ (2.9)	\$ (31.6)	\$ (16.9)	\$ (115.4)	\$ (46.8)	91%	94%
Impairment charges	-	15.7	-	62.6	-	NM	NM
Segment income (loss)	\$ (2.9)	\$ (15.9)	\$ (16.9)	\$ (52.8)	\$ (46.8)	81%	94%
Acquisition and disposition-related (gain) loss	-	-	-	0.2	-	NM	NM
Lease exit charges	-	-	3.9	0.4	-	NM	NM
Severance and long-term compensation charges	2.1	-	0.9	2.2	2.0	NM	NM
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	NM	NM
Closed store accrued expenses	2.1	-	-	-	-	NM	NM
Adjusted segment income (loss)	\$ 1.3	\$ (15.9)	\$ (12.1)	\$ (40.0)	\$ (44.8)	108%	103%
Reported gross profit	\$ 52.6	\$ 42.8	\$ 52.8	\$ 26.8	\$ 39.4	23%	33%
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	NM	NM
Adjusted gross profit	\$ 52.6	\$ 42.8	\$ 52.8	\$ 36.8	\$ 39.4	23%	33%
Reported SG&A expenses	\$ (45.6)	\$ (48.0)	\$ (58.6)	\$ (66.6)	\$ (73.8)	5%	38%
Acquisition and disposition-related (gain) loss	-	-	-	0.2	-	NM	NM
Lease exit charges	-	-	3.9	0.4	-	NM	NM
Severance and long-term compensation charges	2.1	-	0.9	2.2	2.0	NM	NM
Closed store accrued expenses	2.1	-	-	-	-	NM	NM
Adjusted SG&A expenses	\$ (41.4)	\$ (48.0)	\$ (53.8)	\$ (63.8)	\$ (71.8)	14%	42%
Adjusted SG&A expenses as a percentage of gross profit	78.6%	112.3%	101.9%	173.5%	182.1%	3,370 bps	10,350 bps
Income (loss) before taxes	\$ (2.9)	\$ (31.6)	\$ (16.9)	\$ (115.4)	\$ (46.8)	NM	NM
Non-floor plan interest	0.6	0.7	0.7	0.8	0.9	NM	NM
Depreciation and amortization	5.4	6.1	6.1	7.6	7.0	NM	NM
Lease exit charges	-	-	3.9	0.4	-	NM	NM
Impairment charges	-	15.7	-	62.6	-	NM	NM
Long-term compensation charges	2.1	-	0.9	2.2	2.0	NM	NM
Acquisition and disposition-related (gain) loss	2.1	-	0.1	-	-	NM	NM
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	NM	NM
Adjusted EBITDA	\$ 7.3	\$ (9.1)	\$ (5.2)	\$ (31.8)	\$ (36.9)	(180%)	(120%)

Note: SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

# Non-GAAP Reconciliation – Adjusted EBITDA Trend – EchoPark Segment

(In millions)	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
Income (loss) before taxes	\$ (32.9)	\$ (26.8)	\$ (35.3)	\$ (34.2)	\$ (31.1)	\$ (238.2)	\$ (46.8)	\$ (115.4)	\$ (16.9)	\$ (31.6)	\$ (2.9)
Non-floor plan interest	0.3	0.7	0.7	1.0	1.1	0.9	0.9	0.8	0.7	0.7	0.6
Depreciation and amortization	4.0	4.9	5.1	5.9	6.8	7.0	7.0	7.4	6.1	6.1	5.4
Loss (gain) on exit of leased dealerships	-	-	-	-	-	-	-	0.4	3.9	-	-
Impairment charges	-	0.1	-	-	-	204.9	-	62.6	-	15.7	-
Long-term compensation charges	0.5	6.5	-	-	-	-	2.0	2.2	0.9	-	2.1
Acquisition and disposition-related (gain) loss	(0.4)	-	-	-	-	-	-	0.2	0.1	-	-
Used vehicle inventory adjustment	-	-	-	-	-	-	-	10.0	-	-	-
Closed store accrued expenses	-	-	-	-	-	-	-	-	-	-	2.1
Adjusted EBITDA	\$ (28.5)	\$ (14.6)	\$ (29.5)	\$ (27.3)	\$ (23.2)	\$ (25.4)	\$ (36.9)	\$ (31.8)	\$ (5.2)	\$ (9.1)	\$ 7.3

(In millions)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Income (loss) before taxes	\$ 0.2	\$ 1.7	\$ 2.1	\$ (14.5)	\$ 2.1	\$ 2.6	\$ 0.2	\$ (0.8)	\$ 2.0	\$ (14.4)
Non-floor plan interest	0.5	0.4	0.5	0.4	0.4	0.2	0.1	0.2	0.4	0.3
Depreciation and amortization	2.4	2.7	2.7	2.8	2.7	2.8	2.8	2.9	3.3	4.2
Loss (gain) on exit of leased dealerships	-	-	-	-	-	-	-	-	-	-
Impairment charges	1.9	-	1.1	16.6	-	-	-	-	-	-
Long-term compensation charges	-	-	-	-	-	-	-	-	0.5	0.5
Acquisition and disposition-related (gain) loss	-	-	-	-	-	-	-	(5.2)	-	-
Adjusted EBITDA	\$ 5.0	\$ 4.8	\$ 6.4	\$ 5.3	\$ 5.2	\$ 5.6	\$ 3.1	\$ (2.9)	\$ 6.2	\$ (9.4)

# GAAP Income Statement – Quarterly Trend – Powersports Segment

(In millions, except unit and per unit data)						Q1 2024	
						Better / (Worse) % Change	
	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Sequential	Year-Over-Year
Revenues:							
Retail new vehicles	\$ 15.9	\$ 16.1	\$ 26.8	\$ 24.9	\$ 20.8	(2%)	NM
Used vehicles	3.4	2.4	4.9	7.4	4.8	43%	NM
Wholesale vehicles	0.1	0.7	1.3	0.4	0.2	NM	NM
Total vehicles	19.4	19.2	33.0	32.7	25.8	1%	NM
Parts, service and collision repair	6.8	6.7	21.6	10.3	6.7	1%	NM
Finance, insurance and other, net ("F&I")	1.5	1.3	2.4	2.0	1.5	14%	NM
Total revenues	27.7	27.2	57.0	45.0	34.0	2%	NM
Gross profit:							
Retail new vehicles	2.3	2.3	5.9	4.5	4.0	(2%)	NM
Used vehicles	0.9	0.7	2.4	1.3	1.0	34%	NM
Wholesale vehicles	-	(0.1)	(0.1)	-	-	NM	NM
Total vehicles	3.2	2.9	8.2	5.8	5.0	11%	NM
Parts, service and collision repair	3.1	2.8	10.2	5.0	3.3	11%	NM
Finance, insurance and other, net	1.5	1.3	2.4	2.0	1.5	14%	NM
Total gross profit	7.8	7.0	20.8	12.8	9.8	11%	NM
SG&A expenses	(8.1)	(9.2)	(12.7)	(9.2)	(7.8)	11%	NM
Impairment charges	-	-	-	-	-	NM	NM
Depreciation and amortization	(1.0)	(1.0)	(0.9)	(0.8)	(0.8)	4%	NM
Operating income (loss)	(1.3)	(3.2)	7.2	2.8	1.2	59%	NM
Interest expense, floor plan	(0.5)	-	(0.2)	(0.3)	(0.1)	NM	NM
Interest expense, other, net	(0.5)	(0.2)	(0.4)	(0.5)	(0.6)	(161%)	NM
Other income (expense), net	-	(0.1)	-	-	0.1	NM	NM
Income (loss) before taxes	\$ (2.3)	\$ (3.5)	\$ 6.6	\$ 2.0	\$ 0.6	36%	NM
Unit sales volume:							
Retail new vehicles	845	948	1,391	1,396	1,107	(11%)	NM
Used vehicles	409	289	837	691	444	42%	NM
Wholesale vehicles	13	66	93	50	7	NM	NM
Gross profit per unit ("GPU"):							
Retail new vehicles	\$ 2,676	\$ 2,429	\$ 4,213	\$ 3,235	\$ 3,573	10%	NM
Used vehicles	\$ 2,185	\$ 2,307	\$ 2,833	\$ 1,942	\$ 2,328	(5%)	NM
F&I	\$ 1,197	\$ 1,066	\$ 1,075	\$ 952	\$ 980	12%	NM

Note: Gross profit per unit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful



# Non-GAAP Reconciliation – Quarterly Trend – Powersports Segment

(In millions)	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q1 2024 Better / (Worse) % Change	
						Sequential	Year-Over-Year
Reported income (loss) before taxes	\$ (2.3)	\$ (3.5)	\$ 6.6	\$ 2.0	\$ 0.6	36%	NM
Impairment charges	-	-	-	-	-	NM	NM
Segment income (loss)	\$ (2.3)	\$ (3.5)	\$ 6.6	\$ 2.0	\$ 0.6	36%	NM
Reported SG&A expenses	\$ (8.1)	\$ (9.2)	\$ (12.7)	\$ (9.2)	\$ (7.8)	11%	NM
Reported SG&A expenses as a percentage of gross profit	104.8%	131.6%	61.1%	71.6%	80.1%	2,680 bps	NM
Income (loss) before taxes	\$ (2.3)	\$ (3.5)	\$ 6.6	\$ 2.0	\$ 0.6	NM	NM
Non-floor plan interest	0.5	0.1	0.4	0.6	0.6	NM	NM
Depreciation and amortization	1.0	1.0	0.9	0.8	0.7	NM	NM
Adjusted EBITDA	\$ (0.8)	\$ (2.4)	\$ 7.9	\$ 3.4	\$ 1.9	(67%)	NM

Note: SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful



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