
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): October 24, 2024

SONIC AUTOMOTIVE, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

1-13395
(Commission
File Number)

56-2010790
(IRS Employer
Identification No.)

4401 Colwick Road
Charlotte, North Carolina
(Address of principal executive offices)

28211
(Zip Code)

Registrant's telephone number, including area code: (704) 566-2400

Not Applicable
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol(s)</u>	<u>Name of each exchange on which registered</u>
Class A Common Stock, par value \$0.01 per share	SAH	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02. Results of Operations and Financial Condition.

On October 24, 2024, Sonic Automotive, Inc. (the “Company”) issued a press release announcing its financial results for its fiscal third quarter ended September 30, 2024 (the “Earnings Press Release”). A copy of the Earnings Press Release is attached hereto as Exhibit 99.1 and a copy of the earnings call presentation materials is attached hereto as Exhibit 99.2.

Item 7.01. Regulation FD Disclosure.

On October 24, 2024, in the Earnings Press Release, the Company announced the approval of a quarterly cash dividend.

Item 9.01. Financial Statements and Exhibits.

(d) *Exhibits.*

Exhibit No.	Description
99.1	Press Release of Sonic Automotive, Inc., dated October 24, 2024.
99.2	Earnings Call Presentation Materials.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

The information in this Current Report on Form 8-K, including Exhibits 99.1 and 99.2 attached hereto, is being furnished and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

SONIC AUTOMOTIVE, INC.

October 24, 2024

By: /s/ STEPHEN K. COSS

Stephen K. Coss

Senior Vice President and General Counsel

Sonic Automotive Reports Third Quarter 2024 Financial Results

*EchoPark Reports All-Time Record Quarterly Gross Profit, Segment Income, and Adjusted EBITDA**

CHARLOTTE, N.C. – October 24, 2024 – Sonic Automotive, Inc. (“Sonic Automotive,” “Sonic,” the “Company,” “we” “us” or “our”) (NYSE:SAH), one of the nation’s largest automotive retailers, today reported financial results for the third quarter ended September 30, 2024.

Third Quarter 2024 Financial Summary

- Total revenues of \$3.5 billion, down 4% year-over-year; total gross profit of \$543.6 million, down 7% year-over-year
 - Reported net income of \$74.2 million, up 8% year-over-year (\$2.13 earnings per diluted share, up 11% year-over-year)
 - Reported net income includes the pre-tax effects of \$1.8 million in excess compensation expense paid to our teammates related to the CDK outage and a \$1.5 million charge related to storm damage, offset partially by a \$2.3 million gain related to sale of real estate at previously closed EchoPark Segment stores, net of a \$0.2 million income tax benefit on the above net charges
 - Reported net income also includes a \$31.0 million income tax benefit associated with an out of period adjustment correcting an error recorded in connection with the impairment of franchise assets in a prior period
 - Excluding these items, adjusted net income* was \$44.0 million, down 39% year-over-year (\$1.26 adjusted earnings per diluted share*, down 38% year-over-year)
 - The carryover effects in July from the CDK Global software outage are estimated to have reduced third quarter GAAP income before taxes by approximately \$17.2 million, and net income by approximately \$12.7 million, or \$0.36 in diluted earnings per share
 - Approximately \$1.8 million (\$0.04 in diluted earnings per share) of the pre-tax CDK impact during the third quarter was related to excess compensation paid to our teammates as a result of the CDK outage, which is included as a reconciling item in the non-GAAP reconciliation tables below
 - Total reported selling, general and administrative (“SG&A”) expenses as a percentage of gross profit of 72.1% (72.4% on a Franchised Dealerships Segment basis, 72.9% on an EchoPark Segment basis, and 63.7% on a Powersports Segment basis)
 - Total adjusted SG&A expenses as a percentage of gross profit* of 71.9% (71.6% on a Franchised Dealerships Segment basis, 77.1% on an EchoPark Segment basis, and 63.7% on a Powersports Segment basis)
 - EchoPark Segment revenues of \$544.9 million, down 13% year-over-year; all-time record quarterly EchoPark Segment total gross profit of \$55.2 million, up 5% year-over-year; EchoPark Segment retail used vehicle unit sales volume of 17,757, down 7% year-over-year
 - Reported EchoPark Segment income of \$5.2 million, up 131% year-over-year, and adjusted EchoPark Segment income* of \$2.9 million, up 124% year-over-year
 - EchoPark Segment adjusted EBITDA* of \$8.9 million, up 271% year-over-year
 - Excluding closed stores, EchoPark Segment adjusted EBITDA* was \$9.2 million, a 454% improvement from a loss of \$2.6 million in the prior year period
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- *Sonic's Board of Directors approved a 17% increase to the quarterly cash dividend, to \$0.35 per share, payable on January 15, 2025 to all stockholders of record on December 13, 2024*

* Represents a non-GAAP financial measure — please refer to the discussion and reconciliation of non-GAAP financial measures below.

Commentary

David Smith, Chairman and Chief Executive Officer of Sonic Automotive, stated, "I'm pleased to report that we continued to build momentum in our EchoPark Segment in the third quarter, generating all-time record quarterly gross profit, segment income, and adjusted EBITDA* as a result of the dedicated efforts of our team and the improving conditions in the used vehicle retail environment. Overall, the Sonic Automotive team continued to execute at a high level, despite operational disruptions throughout July related to the functionality of certain CDK customer lead applications, inventory management applications and related third-party application integrations with CDK, which negatively impacted our Franchised Dealerships Segment results in the third quarter. With this disruption behind us, we remain confident that our team, our brand portfolio, and our long-term strategy will continue to benefit our diversified business and generate long-term value for our stakeholders."

Jeff Dyke, President of Sonic Automotive, commented, "I'm very proud of our team's performance in the third quarter, which not only drove record segment income in our EchoPark Segment, but also showcased our franchised dealership team's resilience in managing through operational disruptions from the CDK outage, manufacturer stop-sale orders on certain makes and models, and continued normalization of new vehicle margins. Additionally, the successful execution of another Sturgis rally by our Powersports team underscores our commitment to maintaining diverse revenue streams. Our entire company remains dedicated to delivering an outstanding guest experience and executing our long-term strategic vision. We believe that by fostering a culture of excellence and innovation, we will continue to enhance guest satisfaction and operational efficiency as we navigate the evolving automotive retail landscape."

Heath Byrd, Chief Financial Officer of Sonic Automotive, added, "Our diversified cash flow streams continued to benefit our overall financial position in the third quarter, despite operational disruption from the CDK outage. As of September 30, 2024, we had approximately \$418 million in cash and floor plan deposits on hand, and approximately \$834 million of total liquidity, before considering unencumbered real estate. We continue to maintain a conservative balance sheet approach, with the ability to deploy capital strategically as market conditions evolve."

Third Quarter 2024 Segment Highlights

The financial measures discussed below are results for the third quarter of 2024 with comparisons made to the third quarter of 2023, unless otherwise noted.

- Franchised Dealerships Segment operating results include:
 - Same store revenues down 2%; same store gross profit down 7%
 - Same store retail new vehicle unit sales volume up 2%; same store retail new vehicle gross profit per unit down 35%, to \$3,049
 - Same store retail used vehicle unit sales volume down 2%; same store retail used vehicle gross profit per unit down 17%, to \$1,386
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- Same store parts, service and collision repair ("Fixed Operations") gross profit up 8%; same store customer pay gross profit up 4%; same store warranty gross profit up 29%; same store Fixed Operations gross profit margin up 50 basis points, to 50.2%
- Same store finance and insurance ("F&I") gross profit down 3%; same store F&I gross profit per retail unit of \$2,339, down 3%
- On a trailing quarter cost of sales basis, the Franchised Dealerships Segment had 57 days' supply of new vehicle inventory (including in-transit) and 34 days' supply of used vehicle inventory
- EchoPark Segment operating results include:
 - Revenues of \$544.9 million, down 13%; all-time record quarterly gross profit of \$55.2 million, up 5%
 - On a same market basis (which excludes closed stores), revenues were down 3% and gross profit was up 21%
 - Retail used vehicle unit sales volume of 17,757, down 7%
 - On a same market basis (which excludes closed stores), retail used vehicle unit sales volume was up 2%
 - Reported segment income of \$5.2 million, adjusted segment income* of \$2.9 million, and adjusted EBITDA* of \$8.9 million
 - Closed stores within the segment negatively impacted segment income by \$1.0 million and segment adjusted EBITDA* by \$0.3 million
 - Excluding closed stores, reported segment income was \$6.2 million, adjusted segment income* was \$3.9 million, and adjusted EBITDA* was \$9.2 million
 - On a trailing quarter cost of sales basis, the EchoPark Segment had 33 days' supply of used vehicle inventory
- Powersports Segment operating results include:
 - Revenues of \$59.4 million, up 4%; gross profit of \$17.7 million, down 15%
 - Segment income of \$4.0 million, down 38%, and adjusted EBITDA* of \$5.8 million, down 27%

* Represents a non-GAAP financial measure - please refer to the discussion and reconciliation of non-GAAP financial measures below.

Dividend

Sonic's Board of Directors approved a 17% increase to the quarterly cash dividend, to \$0.35 per share, payable on January 15, 2025 to all stockholders of record on December 13, 2024.

Third Quarter 2024 Earnings Conference Call

Senior management will hold a conference call today at 11:00 A.M. (Eastern). Investor presentation and earnings press release materials will be accessible beginning prior to the conference call on the Company's website at ir.sonicautomotive.com.

To access the live webcast of the conference call, please go to ir.sonicautomotive.com and select the webcast link at the top of the page. For telephone access to this conference call, please dial (877) 407-8289 (domestic) or +1 (201) 689-8341 (international) and ask to be connected to the Sonic Automotive Third Quarter 2024 Earnings Conference Call. Dial-in access remains available throughout the live call; however, to ensure you are connected for the full call we suggest dialing in at least 10 minutes before the start of the call. A webcast replay will be available following the call for 14 days at ir.sonicautomotive.com.

About Sonic Automotive

Sonic Automotive, Inc., a Fortune 500 company based in Charlotte, North Carolina, is on a quest to become the most valuable diversified automotive retail and service brand in America. Our Company culture thrives on creating, innovating, and providing industry-leading guest experiences, driven by strategic investments in technology, teammates, and ideas that ultimately fulfill ownership dreams, enrich lives, and deliver happiness to our guests and teammates. As one of the largest automotive and powersports retailers in America, we are committed to delivering on this goal while pursuing expansive growth and taking progressive measures to be the leader in these categories. Our new platforms, programs, and people are set to drive the next generation of automotive and powersports experiences. More information about Sonic Automotive can be found at www.sonicautomotive.com and ir.sonicautomotive.com.

About EchoPark Automotive

EchoPark Automotive is one of the most comprehensive retailers of nearly new pre-owned vehicles in America today. Our unique business model offers a best-in-class shopping and utilizes one of the most innovative technology-enabled sales strategies in our industry. Our approach provides a personalized and proven guest-centric buying process that consistently delivers award-winning guest experiences and superior value to car buyers nationwide, with savings of up to \$3,000 versus the competition. Consumers have responded by putting EchoPark among the top national pre-owned vehicle retailers in products, sales, and service, while receiving the 2023 Consumer Satisfaction Award from DealerRater. EchoPark's mission is in the name: Every Car, Happy Owner. This drives the experience for guests and differentiates EchoPark from the competition. More information about EchoPark Automotive can be found at www.echopark.com.

Forward-Looking Statements

Included herein are forward-looking statements, including statements regarding anticipated future EchoPark profitability and anticipated future EchoPark adjusted EBITDA. There are many factors that affect management's views about future events and trends of the Company's business. These factors involve risks and uncertainties that could cause actual results or trends to differ materially from management's views, including, without limitation, the ultimate impact of the CDK outage on the Company, 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, future levels of consumer demand for new and used vehicles, anticipated future growth in each of our operating segments, the success of our operational strategies, the rate and timing of overall economic expansion or contraction, the integration of recent or future acquisitions, 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"). The Company does not undertake any obligation to update forward-looking information, except as required under federal securities laws and the rules and regulations of the SEC. Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Non-GAAP Financial Measures

This press release and the attached financial tables contain certain non-GAAP financial measures as defined under SEC rules, such as adjusted net income, adjusted earnings per diluted share, adjusted SG&A expenses as a percentage of gross profit, adjusted segment income, and adjusted EBITDA. As required by SEC rules, the Company has provided reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures in the schedules included in this press release. The Company believes that these non-GAAP financial measures improve the transparency of the Company's disclosures and provide a meaningful presentation of the Company's results.

Company Contacts**Investor Inquiries:**

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Sonic Automotive, Inc.
Results of Operations (Unaudited)

Results of Operations - Consolidated

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except per share amounts)						
Revenues:						
Retail new vehicles	\$ 1,566.8	\$ 1,573.5	— %	\$ 4,575.2	\$ 4,624.4	(1) %
Fleet new vehicles	22.2	23.2	(4) %	68.0	70.4	(3) %
Total new vehicles	1,589.0	1,596.7	— %	4,643.2	4,694.8	(1) %
Used vehicles	1,180.7	1,340.4	(12) %	3,582.5	3,991.2	(10) %
Wholesale vehicles	67.2	79.3	(15) %	215.8	256.3	(16) %
Total vehicles	2,836.9	3,016.4	(6) %	8,441.5	8,942.3	(6) %
Parts, service and collision repair	479.0	453.4	6 %	1,369.8	1,327.6	3 %
Finance, insurance and other, net	175.6	173.7	1 %	517.2	517.7	— %
Total revenues	3,491.5	3,643.5	(4) %	10,328.5	10,787.6	(4) %
Cost of sales:						
Retail new vehicles	(1,479.2)	(1,442.1)	(3) %	(4,293.4)	(4,213.5)	(2) %
Fleet new vehicles	(21.6)	(22.3)	3 %	(65.7)	(67.3)	2 %
Total new vehicles	(1,500.8)	(1,464.4)	(2) %	(4,359.1)	(4,280.8)	(2) %
Used vehicles	(1,139.5)	(1,288.1)	12 %	(3,449.6)	(3,877.4)	11 %
Wholesale vehicles	(68.5)	(80.7)	15 %	(218.5)	(255.8)	15 %
Total vehicles	(2,708.8)	(2,833.2)	4 %	(8,027.2)	(8,414.0)	5 %
Parts, service and collision repair	(239.1)	(228.1)	(5) %	(682.4)	(669.0)	(2) %
Total cost of sales	(2,947.9)	(3,061.3)	4 %	(8,709.6)	(9,083.0)	4 %
Gross profit	543.6	582.2	(7) %	1,618.9	1,704.6	(5) %
Selling, general and administrative expenses	(392.1)	(409.6)	4 %	(1,177.4)	(1,214.2)	3 %
Impairment charges	—	—	NM	(2.4)	(62.6)	NM
Depreciation and amortization	(37.9)	(35.2)	(8) %	(111.1)	(105.7)	(5) %
Operating income (loss)	113.6	137.4	(17) %	328.0	322.1	2 %
Other income (expense):						
Interest expense, floor plan	(23.0)	(17.4)	(32) %	(65.4)	(48.9)	(34) %
Interest expense, other, net	(29.8)	(29.0)	(3) %	(88.1)	(86.2)	(2) %
Other income (expense), net	—	0.2	NM	(0.5)	0.3	NM
Total other income (expense)	(52.8)	(46.2)	(14) %	(154.0)	(134.8)	(14) %
Income (loss) before taxes	60.8	91.2	(33) %	174.0	187.3	(7) %
Provision for income taxes - benefit (expense)	13.4	(22.8)	159 %	(16.6)	(47.8)	65 %
Net income (loss)	\$ 74.2	\$ 68.4	8 %	\$ 157.4	\$ 139.5	13 %
Basic earnings (loss) per common share	\$ 2.18	\$ 1.96	11 %	\$ 4.63	\$ 3.94	18 %
Basic weighted-average common shares outstanding	34.0	34.9	3 %	34.0	35.4	4 %
Diluted earnings (loss) per common share	\$ 2.13	\$ 1.92	11 %	\$ 4.52	\$ 3.85	17 %
Diluted weighted-average common shares outstanding	34.9	35.6	2 %	34.8	36.2	4 %
Dividends declared per common share	\$ 0.30	\$ 0.30	— %	\$ 0.90	\$ 0.86	5 %

NM = Not Meaningful

Franchised Dealerships Segment - Reported

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except unit and per unit data)						
Revenues:						
Retail new vehicles	\$ 1,539.9	\$ 1,546.7	— %	\$ 4,510.8	\$ 4,550.9	(1) %
Fleet new vehicles	22.2	23.2	(4) %	68.0	70.4	(3) %
Total new vehicles	1,562.1	1,569.9	— %	4,578.8	4,621.3	(1) %
Used vehicles	701.4	780.7	(10) %	2,162.8	2,322.8	(7) %
Wholesale vehicles	42.4	51.4	(18) %	139.1	165.3	(16) %
Total vehicles	2,305.9	2,402.0	(4) %	6,880.7	7,109.4	(3) %
Parts, service and collision repair	458.9	431.8	6 %	1,333.2	1,289.0	3 %
Finance, insurance and other, net	122.4	126.0	(3) %	366.3	375.4	(2) %
Total revenues	2,887.2	2,959.8	(2) %	8,580.2	8,773.8	(2) %
Gross Profit:						
Retail new vehicles	83.5	125.5	(33) %	272.5	396.5	(31) %
Fleet new vehicles	0.6	0.9	(33) %	2.3	3.1	(26) %
Total new vehicles	84.1	126.4	(33) %	274.8	399.6	(31) %
Used vehicles	34.6	42.6	(19) %	114.1	127.9	(11) %
Wholesale vehicles	(1.1)	(1.5)	27 %	(1.8)	(0.8)	(125) %
Total vehicles	117.6	167.5	(30) %	387.1	526.7	(27) %
Parts, service and collision repair	230.7	215.1	7 %	670.4	640.1	5 %
Finance, insurance and other, net	122.4	126.0	(3) %	366.3	375.4	(2) %
Total gross profit	470.7	508.6	(7) %	1,423.8	1,542.2	(8) %
Selling, general and administrative expenses	(340.5)	(338.3)	(1) %	(1,027.0)	(985.5)	(4) %
Impairment charges	—	—	NM	(1.0)	—	NM
Depreciation and amortization	(31.5)	(28.2)	(12) %	(91.6)	(82.8)	(11) %
Operating income (loss)	98.7	142.1	(31) %	304.2	473.9	(36) %
Other income (expense):						
Interest expense, floor plan	(18.7)	(12.9)	(45) %	(52.5)	(34.7)	(51) %
Interest expense, other, net	(28.5)	(27.9)	(2) %	(84.1)	(82.2)	(2) %
Other income (expense), net	0.1	0.2	NM	(0.6)	0.2	NM
Total other income (expense)	(47.1)	(40.6)	(16) %	(137.2)	(116.7)	(18) %
Income (loss) before taxes	51.6	101.5	(49) %	167.0	357.2	(53) %
Add: Impairment charges	—	—	NM	1.0	—	NM
Segment income (loss)	\$ 51.6	\$ 101.5	(49) %	\$ 168.0	\$ 357.2	(53) %
Unit Sales Volume:						
Retail new vehicles	27,391	26,869	2 %	79,200	78,766	1 %
Fleet new vehicles	406	469	(13) %	1,299	1,500	(13) %
Total new vehicles	27,797	27,338	2 %	80,499	80,266	— %
Used vehicles	24,940	25,541	(2) %	76,274	75,845	1 %
Wholesale vehicles	4,973	5,163	(4) %	15,326	16,162	(5) %
Retail new & used vehicles	52,331	52,410	— %	155,474	154,611	1 %
Used-to-New Ratio	0.91	0.95	(4) %	0.96	0.96	— %
Gross Profit Per Unit:						
Retail new vehicles	\$ 3,047	\$ 4,672	(35) %	\$ 3,441	\$ 5,034	(32) %
Fleet new vehicles	\$ 1,596	\$ 2,046	(22) %	\$ 1,743	\$ 2,059	(15) %
New vehicles	\$ 3,026	\$ 4,627	(35) %	\$ 3,413	\$ 4,978	(31) %
Used vehicles	\$ 1,386	\$ 1,666	(17) %	\$ 1,497	\$ 1,685	(11) %
Finance, insurance and other, net	\$ 2,340	\$ 2,403	(3) %	\$ 2,356	\$ 2,428	(3) %

NM = Not Meaningful

Note: Reported Franchised Dealerships Segment results include (i) same store results from the “Franchised Dealerships Segment - Same Store” table below and (ii) the effects of acquisitions, open points, dispositions and holding company impacts for the periods reported. All currently operating franchised dealership stores are included within the same store group as of the first full month following the first anniversary of the store’s opening or acquisition.

Franchised Dealerships Segment - Same Store

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except unit and per unit data)						
Revenues:						
Retail new vehicles	\$ 1,539.8	\$ 1,542.8	— %	\$ 4,502.1	\$ 4,502.8	— %
Fleet new vehicles	22.2	23.2	(4) %	68.0	69.6	(2)%
Total new vehicles	1,562.0	1,566.0	— %	4,570.1	4,572.4	— %
Used vehicles	701.2	778.0	(10) %	2,155.0	2,295.4	(6)%
Wholesale vehicles	42.2	51.1	(17) %	138.5	163.0	(15)%
Total vehicles	2,305.4	2,395.1	(4) %	6,863.6	7,030.8	(2)%
Parts, service and collision repair	458.8	430.5	7 %	1,329.6	1,276.3	4 %
Finance, insurance and other, net	122.4	125.9	(3) %	365.5	371.8	(2)%
Total revenues	2,886.6	2,951.5	(2) %	8,558.7	8,678.9	(1)%
Gross Profit:						
Retail new vehicles	83.5	125.4	(33) %	272.3	392.9	(31)%
Fleet new vehicles	0.6	1.0	(40) %	2.3	3.1	(26)%
Total new vehicles	84.2	126.3	(33) %	274.5	396.1	(31)%
Used vehicles	34.6	42.4	(18) %	114.3	126.6	(10)%
Wholesale vehicles	(1.3)	(1.3)	— %	(1.7)	0.1	(1,800)%
Total vehicles	117.5	167.4	(30) %	387.1	522.8	(26)%
Parts, service and collision repair	230.4	214.1	8 %	667.8	632.9	6 %
Finance, insurance and other, net	122.4	125.9	(3) %	365.5	371.8	(2)%
Total gross profit	\$ 470.3	\$ 507.4	(7) %	\$ 1,420.4	\$ 1,527.5	(7)%
Unit Sales Volume:						
Retail new vehicles	27,387	26,774	2 %	79,016	77,639	2 %
Fleet new vehicles	406	469	(13) %	1,299	1,471	(12)%
Total new vehicles	27,793	27,243	2 %	80,315	79,110	2 %
Used vehicles	24,934	25,426	(2) %	75,973	74,777	2 %
Wholesale vehicles	4,968	5,127	(3) %	15,242	15,913	(4)%
Retail new & used vehicles	52,321	52,200	— %	154,989	152,416	2 %
Used-to-New Ratio	0.91	0.95	(4) %	0.96	0.96	— %
Gross Profit Per Unit:						
Retail new vehicles	\$ 3,049	\$ 4,682	(35) %	\$ 3,446	\$ 5,061	(32)%
Fleet new vehicles	\$ 1,596	\$ 2,046	(22) %	\$ 1,743	\$ 2,131	(18)%
New vehicles	\$ 3,028	\$ 4,637	(35) %	\$ 3,418	\$ 5,006	(32)%
Used vehicles	\$ 1,386	\$ 1,669	(17) %	\$ 1,505	\$ 1,694	(11)%
Finance, insurance and other, net	\$ 2,339	\$ 2,411	(3) %	\$ 2,358	\$ 2,440	(3)%

Note: All currently operating franchised dealership stores are included within the same store group as of the first full month following the first anniversary of the store's opening or acquisition.

EchoPark Segment - Reported

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except unit and per unit data)						
Revenues:						
Retail new vehicles	\$ —	\$ —	— %	\$ —	\$ 1.0	(100) %
Used vehicles	470.3	554.8	(15) %	1,402.0	1,651.3	(15) %
Wholesale vehicles	23.8	26.6	(11) %	74.4	89.1	(16) %
Total vehicles	494.1	581.4	(15) %	1,476.4	1,741.4	(15) %
Finance, insurance and other, net	50.8	45.3	12 %	145.2	136.4	6 %
Total revenues	544.9	626.7	(13) %	1,621.6	1,877.8	(14) %
Gross Profit:						
Retail new vehicles	—	—	— %	—	0.1	(100) %
Used vehicles	4.4	7.3	(40) %	14.4	(18.8)	177 %
Wholesale vehicles	—	0.2	(100) %	(0.7)	1.3	(154) %
Total vehicles	4.4	7.5	(41) %	13.7	(17.4)	179 %
Finance, insurance and other, net	50.8	45.3	12 %	145.2	136.4	6 %
Total gross profit	55.2	52.8	5 %	158.9	119.0	34 %
Selling, general and administrative expenses	(40.2)	(58.6)	31 %	(123.1)	(199.0)	38 %
Impairment charges	—	—	NM	(1.4)	(62.6)	NM
Depreciation and amortization	(5.4)	(6.1)	11 %	(16.4)	(20.4)	20 %
Operating income (loss)	9.6	(11.9)	181 %	18.0	(163.0)	111 %
Other income (expense):						
Interest expense, floor plan	(3.7)	(4.3)	14 %	(11.3)	(13.6)	17 %
Interest expense, other, net	(0.7)	(0.7)	— %	(2.0)	(2.5)	20 %
Other income (expense), net	—	—	NM	—	—	NM
Total other income (expense)	4.4	(5.0)	188 %	13.3	(16.1)	183 %
Income (loss) before taxes	5.2	(16.9)	131 %	4.7	(179.1)	103 %
Add: Impairment charges	—	—	NM	1.4	62.6	NM
Segment income (loss)	\$ 5.2	\$ (16.9)	131 %	\$ 6.1	\$ (116.5)	105 %
Unit Sales Volume:						
Retail new vehicles	—	—	— %	—	11	(100) %
Used vehicles	17,757	19,050	(7) %	52,379	56,114	(7) %
Wholesale vehicles	2,720	2,740	(1) %	8,307	8,891	(7) %
Gross Profit Per Unit:						
Total used vehicle and F&I	\$ 3,111	\$ 2,767	12 %	\$ 3,047	\$ 2,095	45 %

NM = Not Meaningful

EchoPark Segment - Same Market

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except unit and per unit data)						
Revenues:						
Used vehicles	\$ 470.3	\$ 497.2	(5) %	\$ 1,392.4	\$ 1,340.9	4 %
Wholesale vehicles	23.8	24.2	(2) %	71.2	68.4	4 %
Total vehicles	494.1	521.4	(5) %	1,463.6	1,409.3	4 %
Finance, insurance and other, net	51.4	41.0	25 %	146.2	111.9	31 %
Total revenues	545.5	562.4	(3) %	1,609.8	1,521.2	6 %
Gross Profit:						
Used vehicles	4.4	4.7	(6) %	14.8	(9.3)	259 %
Wholesale vehicles	—	0.4	(100) %	—	1.8	(100) %
Total vehicles	4.4	5.1	(14) %	14.8	(7.5)	297 %
Finance, insurance and other, net	51.4	41.0	25 %	146.2	111.9	31 %
Total gross profit	\$ 55.8	\$ 46.1	21 %	\$ 161.0	\$ 104.4	54 %
Unit Sales Volume:						
Used vehicles	17,757	17,454	2 %	52,016	46,534	12 %
Wholesale vehicles	2,720	2,491	9 %	8,098	7,012	15 %
Gross Profit Per Unit:						
Total used vehicle and F&I	\$ 3,145	\$ 2,621	20 %	\$ 3,096	\$ 2,203	41 %

Note: All currently operating EchoPark stores in a local geographic market are included within the same market group as of the first full month following the first anniversary of the market's opening.

Powersports Segment - Reported

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except unit and per unit data)						
Revenues:						
Retail new vehicles	\$ 26.9	\$ 26.8	— %	\$ 64.4	\$ 72.5	(11) %
Used vehicles	9.0	4.9	84 %	17.6	17.1	3 %
Wholesale vehicles	1.1	1.3	(15) %	2.3	1.9	21 %
Total vehicles	37.0	33.0	12 %	84.3	91.5	(8) %
Parts, service and collision repair	20.1	21.6	(7) %	36.6	38.6	(5) %
Finance, insurance and other, net	2.3	2.4	(4) %	5.8	5.9	(2) %
Total revenues	59.4	57.0	4 %	126.7	136.0	(7) %
Gross Profit:						
Retail new vehicles	4.1	5.9	(31) %	9.3	14.3	(35) %
Used vehicles	2.2	2.4	(8) %	4.3	4.7	(9) %
Wholesale vehicles	(0.1)	(0.1)	— %	(0.2)	—	(100) %
Total vehicles	6.2	8.2	(24) %	13.4	19.0	(29) %
Parts, service and collision repair	9.2	10.2	(10) %	17.0	18.5	(8) %
Finance, insurance and other, net	2.3	2.4	(4) %	5.8	5.9	(2) %
Total gross profit	17.7	20.8	(15) %	36.2	43.4	(17) %
Selling, general and administrative expenses	(11.3)	(12.7)	11 %	(27.3)	(29.7)	8 %
Depreciation and amortization	(1.1)	(0.9)	(22) %	(3.1)	(2.5)	(24) %
Operating income (loss)	5.3	7.2	(26) %	5.8	11.2	(48) %
Other income (expense):						
Interest expense, floor plan	(0.7)	(0.2)	(250) %	(1.6)	(0.6)	(167) %
Interest expense, other, net	(0.6)	(0.4)	(50) %	(1.9)	(1.5)	(27) %
Other income (expense), net	—	—	NM	—	0.1	NM
Total other income (expense)	(1.3)	(0.6)	(117) %	(3.5)	(2.0)	(75) %
Income (loss) before taxes	4.0	6.6	(39) %	2.3	9.2	(75) %
Add: Impairment charges	—	—	NM	—	—	NM
Segment income (loss)	\$ 4.0	\$ 6.6	(39) %	\$ 2.3	\$ 9.2	(75) %
Unit Sales Volume:						
Retail new vehicles	1,266	1,391	(9) %	3,304	3,894	(15) %
Used vehicles	777	837	(7) %	1,708	1,972	(13) %
Wholesale vehicles	99	93	6 %	130	150	(13) %
Gross Profit Per Unit:						
Retail new vehicles	\$ 3,249	\$ 4,213	(23) %	\$ 2,820	\$ 3,680	(23) %
Used vehicles	\$ 2,798	\$ 2,833	(1) %	\$ 2,537	\$ 2,407	5 %
Finance, insurance and other, net	\$ 1,136	\$ 1,075	6 %	\$ 1,157	\$ 1,006	15 %

NM = Not Meaningful

Powersports Segment - Same Store

	Three Months Ended September 30,		Better / (Worse) % Change	Nine Months Ended September 30,		Better / (Worse) % Change
	2024	2023		2024	2023	
(In millions, except unit and per unit data)						
Revenues:						
Retail new vehicles	\$ 26.9	\$ 26.8	— %	\$ 63.9	\$ 72.3	(12) %
Used vehicles	9.0	4.9	84 %	17.0	16.6	2 %
Wholesale vehicles	1.1	1.3	(15) %	2.2	1.8	22 %
Total vehicles	37.0	33.0	12 %	83.1	90.7	(8) %
Parts, service and collision repair	20.1	21.6	(7) %	35.9	38.3	(6) %
Finance, insurance and other, net	2.3	2.4	(4) %	5.7	5.9	(3) %
Total revenues	59.4	57.0	4 %	124.7	134.9	(8) %
Gross Profit:						
Retail new vehicles	4.1	5.9	(31) %	9.2	14.3	(36) %
Used vehicles	2.2	2.4	(8) %	4.2	4.6	(9) %
Wholesale vehicles	(0.1)	(0.1)	— %	(0.3)	(0.1)	(200) %
Total vehicles	6.2	8.2	(24) %	13.1	18.8	(30) %
Parts, service and collision repair	9.2	10.2	(10) %	16.7	18.3	(9) %
Finance, insurance and other, net	2.3	2.4	(4) %	5.7	5.9	(3) %
Total gross profit	\$ 17.7	\$ 20.8	(15) %	\$ 35.5	\$ 43.0	(17) %
Unit Sales Volume:						
Retail new vehicles	1,266	1,391	(9) %	3,287	3,887	(15) %
Used vehicles	777	837	(7) %	1,635	1,929	(15) %
Wholesale vehicles	99	93	6 %	127	149	(15) %
Retail new & used vehicles	2,043	2,228	(8) %	4,922	5,816	(15) %
Used-to-New Ratio	0.61	0.60	2 %	0.50	0.50	— %
Gross Profit Per Unit:						
Retail new vehicles	\$ 3,249	\$ 4,213	(23) %	\$ 2,790	\$ 3,674	(24) %
Used vehicles	\$ 2,798	\$ 2,833	(1) %	\$ 2,556	\$ 2,397	7 %
Finance, insurance and other, net	\$ 1,136	\$ 1,075	6 %	\$ 1,163	\$ 1,007	15 %

Note: All currently operating powersports stores are included within the same store group as of the first full month following the first anniversary of the store's opening or acquisition.

Non-GAAP Reconciliation - Consolidated - SG&A Expenses

	Three Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 252.2	\$ 256.0	\$ 3.8	1 %
Advertising	21.5	22.5	1.0	4 %
Rent	8.9	11.7	2.8	24 %
Other	109.5	119.4	9.9	8 %
Total SG&A expenses	\$ 392.1	\$ 409.6	\$ 17.5	4 %
Adjustments:				
Acquisition and disposition-related gain (loss)	\$ 2.3	\$ —		
Excess compensation related to CDK outage	(1.8)	—		
Storm damage charges	(1.5)	—		
Gain (loss) on exit of leased dealerships	—	(3.9)		
Severance and long-term compensation charges	—	(0.9)		
Total SG&A adjustments	\$ (1.0)	\$ (4.8)		
Adjusted:				
Total adjusted SG&A expenses	\$ 391.1	\$ 404.8	\$ 13.7	3 %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	46.4 %	44.0 %	(240) bps	
Advertising	4.0 %	3.9 %	(10) bps	
Rent	1.6 %	2.0 %	40 bps	
Other	20.1 %	20.5 %	40 bps	
Total SG&A expenses as a % of gross profit	72.1 %	70.4 %	(170) bps	
Adjustments:				
Acquisition and disposition-related gain (loss)	0.5 %	— %		
Excess compensation related to CDK outage	(0.4)%	— %		
Storm damage charges	(0.3)%	— %		
Gain (loss) on exit of leased dealerships	— %	(0.7)%		
Severance and long-term compensation charges	— %	(0.2)%		
Total effect of adjustments	(0.2)%	(0.9)%		
Adjusted:				
Total adjusted SG&A expenses as a % of gross profit	71.9 %	69.5 %	(240) bps	
Reported:				
Total gross profit	\$ 543.6	\$ 582.2	\$ (38.6)	(7) %

Non-GAAP Reconciliation - Consolidated - SG&A Expenses (Continued)

	Nine Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 750.3	\$ 775.8	\$ 25.5	3 %
Advertising	65.5	71.4	5.9	8 %
Rent	25.9	34.5	8.6	25 %
Other	335.7	332.5	(3.2)	(1) %
Total SG&A expenses	\$ 1,177.4	\$ 1,214.2	\$ 36.8	3 %
Adjustments:				
Acquisition and disposition-related gain (loss)	\$ 2.9	\$ 20.7		
Closed store accrued expenses	(2.1)	—		
Excess compensation related to CDK outage	(11.4)	—		
Storm damage charges	(5.1)	(1.9)		
Gain (loss) on exit of leased dealerships	3.0	(4.3)		
Severance and long-term compensation charges	(5.0)	(5.1)		
Total SG&A adjustments	\$ (17.7)	\$ 9.4		
Adjusted:				
Total adjusted SG&A expenses	\$ 1,159.7	\$ 1,223.6	\$ 63.9	5 %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	46.3 %	45.5 %	(80) bps	
Advertising	4.0 %	4.2 %	20 bps	
Rent	1.6 %	2.0 %	40 bps	
Other	20.8 %	19.5 %	(130) bps	
Total SG&A expenses as a % of gross profit	72.7 %	71.2 %	(150) bps	
Adjustments:				
Acquisition and disposition-related gain (loss)	0.2 %	0.4 %		
Closed store accrued expenses	(0.1)%	— %		
Excess compensation related to CDK outage	(0.8)%	— %		
Storm damage charges	(0.3)%	— %		
Gain (loss) on exit of leased dealerships	0.2 %	(0.1)%		
Severance and long-term compensation charges	(0.3)%	(0.1)%		
Total effect of adjustments	(1.2)%	0.2 %		
Adjusted:				
Total adjusted SG&A expenses as a % of gross profit	71.5 %	71.4 %	(20) bps	
Reported:				
Total gross profit	\$ 1,618.9	\$ 1,704.6	\$ (85.7)	(5) %
Adjustments:				
Excess compensation related to CDK outage	\$ 2.0	\$ —		
Used vehicle inventory valuation adjustment	—	10.0		
Total adjustments	\$ 2.0	\$ 10.0		
Adjusted:				
Total adjusted gross profit	\$ 1,620.9	\$ 1,714.6	\$ (93.7)	(5) %

Non-GAAP Reconciliation - Franchised Dealerships Segment - SG&A Expenses

	Three Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 220.2	\$ 216.9	\$ (3.3)	(2) %
Advertising	13.7	11.0	(2.7)	(25) %
Rent	9.2	10.2	1.0	10 %
Other	97.4	100.2	2.8	3 %
Total SG&A expenses	<u>\$ 340.5</u>	<u>\$ 338.3</u>	<u>\$ (2.2)</u>	<u>(1) %</u>
Adjustments:				
Excess compensation related to CDK outage	(1.8)	—		
Storm damage charges	<u>\$ (1.5)</u>	<u>\$ —</u>		
Total SG&A adjustments	<u>\$ (3.3)</u>	<u>\$ —</u>		
Adjusted:				
Total adjusted SG&A expenses	<u>\$ 337.2</u>	<u>\$ 338.3</u>	<u>\$ 1.1</u>	<u>— %</u>
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	46.8 %	42.6 %	(420) bps	
Advertising	2.9 %	2.2 %	(70) bps	
Rent	2.0 %	2.0 %	— bps	
Other	20.7 %	19.7 %	(100) bps	
Total SG&A expenses as a % of gross profit	<u>72.4 %</u>	<u>66.5 %</u>	<u>(590) bps</u>	
Adjustments:				
Excess compensation related to CDK outage	(0.4)%	— %		
Storm damage charges	<u>(0.4)%</u>	<u>— %</u>		
Total effect of adjustments	<u>(0.8)%</u>	<u>— %</u>		
Adjusted:				
Total adjusted SG&A expenses as a % of gross profit	<u>71.6 %</u>	<u>66.5 %</u>	<u>(510) bps</u>	
Reported:				
Total gross profit	\$ 470.7	\$ 508.6	\$ (37.9)	(7) %

Non-GAAP Reconciliation - Franchised Dealerships Segment - SG&A Expenses (Continued)

	Nine Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 658.5	\$ 649.7	\$ (8.8)	(1) %
Advertising	43.2	29.7	(13.5)	(45) %
Rent	29.6	29.8	0.2	1 %
Other	295.7	276.3	(19.4)	(7) %
Total SG&A expenses	<u>\$ 1,027.0</u>	<u>\$ 985.5</u>	<u>\$ (41.5)</u>	<u>(4) %</u>
Adjustments:				
Acquisition and disposition-related gain (loss)	\$ —	\$ 20.9		
Excess compensation related to CDK outage	(11.0)	—		
Storm damage charges	(5.1)	(1.9)		
Severance and long-term compensation charges	(2.2)	—		
Total SG&A adjustments	<u>\$ (18.3)</u>	<u>\$ 19.0</u>		
Adjusted:				
Total adjusted SG&A expenses	<u>\$ 1,008.7</u>	<u>\$ 1,004.5</u>	\$ (4.2)	— %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	46.3 %	42.1 %	(420) bps	
Advertising	3.0 %	1.9 %	(110) bps	
Rent	2.1 %	1.9 %	(20) bps	
Other	20.7 %	18.0 %	(270) bps	
Total SG&A expenses as a % of gross profit	<u>72.1 %</u>	<u>63.9 %</u>	<u>(820) bps</u>	
Adjustments:				
Acquisition and disposition-related gain (loss)	— %	1.3 %		
Excess compensation related to CDK outage	(0.8)%	— %		
Storm damage charges	(0.4)%	(0.1)%		
Severance and long-term compensation charges	(0.2)%	— %		
Total effect of adjustments	<u>(1.4)%</u>	<u>1.2 %</u>		
Adjusted:				
Total adjusted SG&A expenses as a % of gross profit	<u>70.7 %</u>	<u>65.1 %</u>	(560) bps	
Reported:				
Total gross profit	\$ 1,423.8	\$ 1,542.2	\$ (118.4)	(8) %
Adjustments:				
Excess compensation related to CDK outage	\$ 2.0	\$ —		
Total adjustments	<u>\$ 2.0</u>	<u>\$ —</u>		
Adjusted:				
Total adjusted gross profit	<u>\$ 1,425.8</u>	<u>\$ 1,542.2</u>	\$ (116.4)	(8) %

Non-GAAP Reconciliation - EchoPark Segment - SG&A Expenses

	Three Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 23.5	\$ 30.0	\$ 6.5	22 %
Advertising	7.4	10.9	3.5	32 %
Rent	0.7	2.1	1.4	67 %
Other	8.6	15.6	7.0	45 %
Total SG&A expenses	<u>\$ 40.2</u>	<u>\$ 58.6</u>	<u>\$ 18.4</u>	31 %
Adjustments:				
Acquisition and disposition-related gain (loss)	\$ 2.3	\$ —		
Gain (loss) on exit of leased dealerships	—	(3.9)		
Severance and long-term compensation charges	—	(0.9)		
Total SG&A adjustments	<u>\$ 2.3</u>	<u>\$ (4.8)</u>		
Adjusted:				
Total adjusted SG&A expenses	<u>\$ 42.5</u>	<u>\$ 53.8</u>	\$ 11.3	21 %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	42.6 %	56.9 %	1,430 bps	
Advertising	13.5 %	20.5 %	700 bps	
Rent	1.3 %	3.9 %	260 bps	
Other	15.5 %	29.8 %	1,430 bps	
Total SG&A expenses as a % of gross profit	<u>72.9 %</u>	<u>111.1 %</u>	<u>3,820 bps</u>	
Adjustments:				
Acquisition and disposition-related gain (loss)	4.2 %	— %		
Gain (loss) on exit of leased dealerships	— %	(7.5)%		
Severance and long-term compensation charges	— %	(1.7)%		
Total effect of adjustments	4.2 %	(9.2)%		
Adjusted:				
Total adjusted SG&A expenses as a % of gross profit	<u>77.1 %</u>	<u>101.9 %</u>	2,480 bps	
Reported:				
Total gross profit	\$ 55.2	\$ 52.8	\$ 2.4	5 %

Non-GAAP Reconciliation - EchoPark Segment - SG&A Expenses (Continued)

	Nine Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 72.0	\$ 105.1	\$ 33.1	31 %
Advertising	21.0	40.3	19.3	48 %
Rent	(2.7)	5.3	8.0	151 %
Other	32.8	48.3	15.5	32 %
Total SG&A expenses	\$ 123.1	\$ 199.0	\$ 75.9	38 %
Adjustments:				
Acquisition and disposition-related gain (loss)	\$ 2.9	\$ (0.3)		
Closed store accrued expenses	(2.1)	—		
Excess compensation related to CDK outage	(0.4)	—		
Gain (loss) on exit of leased dealerships	3.0	(4.3)		
Severance and long-term compensation charges	(2.8)	(5.1)		
Total SG&A adjustments	\$ 0.6	\$ (9.7)		
Total adjusted SG&A expenses	\$ 123.7	\$ 189.3	\$ 65.6	35 %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	45.3 %	88.4 %	4,310 bps	
Advertising	13.2 %	33.9 %	2,070 bps	
Rent	(1.7)%	4.4 %	610 bps	
Other	20.6 %	40.5 %	1,990 bps	
Total SG&A expenses as a % of gross profit	77.4 %	167.2 %	8,980 bps	
Adjustments:				
Acquisition and disposition-related gain (loss)	1.9 %	(0.6)%		
Closed store accrued expenses	(1.4)%	— %		
Excess compensation related to CDK outage	(0.3)%	— %		
Gain (loss) on exit of leased dealerships	2.0 %	(9.0)%		
Severance and long-term compensation charges	(1.9)%	(10.8)%		
Total effect of adjustments	0.4 %	(20.4)%		
Total adjusted SG&A expenses as a % of gross profit	77.8 %	146.8 %	6,900 bps	
Reported:				
Total gross profit	\$ 158.9	\$ 119.0	\$ 39.9	34 %
Adjustments:				
Used vehicle inventory valuation adjustment	\$ —	\$ 10.0		
Total adjustments	\$ —	\$ 10.0		
Total adjusted gross profit	\$ 158.9	\$ 129.0	\$ 29.9	23 %

Non-GAAP Reconciliation - Powersports Segment - SG&A Expenses

	Three Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 8.4	\$ 9.1	\$ 0.7	8 %
Advertising	0.4	0.6	0.2	33 %
Rent	(1.1)	(0.6)	0.5	(83) %
Other	3.6	3.6	—	— %
Total SG&A expenses	<u>\$ 11.3</u>	<u>\$ 12.7</u>	<u>\$ 1.4</u>	11 %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	47.8 %	44.0 %	(380) bps	
Advertising	2.5 %	2.9 %	40 bps	
Rent	(6.4)%	(2.9)%	350 bps	
Other	19.8 %	17.1 %	(270) bps	
Total SG&A expenses as a % of gross profit	<u>63.7 %</u>	<u>61.1 %</u>	<u>(260) bps</u>	
Reported:				
Total gross profit	\$ 17.7	\$ 20.8	\$ (3.1)	(15) %

	Nine Months Ended September 30,		Better / (Worse)	
	2024	2023	Change	% Change
(In millions)				
Reported:				
Compensation	\$ 19.8	\$ 21.0	\$ 1.2	6 %
Advertising	1.2	1.4	0.2	14 %
Rent	(1.0)	(0.6)	0.4	(67) %
Other	7.3	7.9	0.6	8 %
Total SG&A expenses	<u>\$ 27.3</u>	<u>\$ 29.7</u>	<u>\$ 2.4</u>	8 %
Reported:				
SG&A expenses as a % of gross profit:				
Compensation	54.7 %	48.4 %	(630) bps	
Advertising	3.4 %	3.2 %	(20) bps	
Rent	(2.8)%	(1.2)%	160 bps	
Other	20.2 %	18.1 %	(210) bps	
Total SG&A expenses as a % of gross profit	<u>75.5 %</u>	<u>68.5 %</u>	<u>(700) bps</u>	
Reported:				
Total gross profit	\$ 36.2	\$ 43.4	\$ (7.2)	(17) %

Non-GAAP Reconciliation - Franchised Dealerships Segment - Income (Loss) Before Taxes and Segment Income (Loss)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2024	2023	% Change	2024	2023	% Change
(In millions)						
Reported:						
Income (loss) before taxes	\$ 51.6	\$ 101.5	(49) %	\$ 167.0	\$ 357.2	(53) %
Add: Impairment charges	—	—		1.0	—	
Segment income (loss)	\$ 51.6	\$ 101.5	(49) %	\$ 168.0	\$ 357.2	(53) %
Adjustments:						
Acquisition and disposition-related (gain) loss	\$ —	\$ —		\$ —	\$ (20.9)	
Excess compensation related to CDK outage	1.8	—		13.0	—	
Storm damage charges	1.5	—		5.1	1.9	
Severance and long-term compensation charges	—	—		2.2	—	
Total pre-tax adjustments	\$ 3.3	\$ —		\$ 20.3	\$ (19.0)	
Adjusted:						
Segment income (loss)	\$ 54.9	\$ 101.5	(46) %	\$ 188.3	\$ 338.2	(44) %

Non-GAAP Reconciliation - EchoPark Segment - Income (Loss) Before Taxes and Segment Income (Loss)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2024	2023	% Change	2024	2023	% Change
(In millions)						
Reported:						
Income (loss) before taxes	\$ 5.2	\$ (16.9)	131 %	\$ 4.7	\$ (179.1)	103 %
Add: Impairment charges	—	—		1.4	62.6	
Segment income (loss)	\$ 5.2	\$ (16.9)	131 %	\$ 6.1	\$ (116.5)	105 %
Adjustments:						
Acquisition and disposition-related (gain) loss	\$ (2.3)	\$ —		\$ (2.9)	\$ 0.3	
Closed store accrued expenses	—	—		2.1	—	
Excess compensation related to CDK outage	—	—		0.4	—	
Loss (gain) on exit of leased dealerships	—	3.9		(3.0)	4.3	
Severance and long-term compensation charges	—	0.9		2.8	5.1	
Used vehicle inventory valuation adjustment	—	—		—	10.0	
Total pre-tax adjustments	\$ (2.3)	\$ 4.8		\$ (0.6)	\$ 19.7	
Adjusted:						
Segment income (loss)	\$ 2.9	\$ (12.1)	124 %	\$ 5.5	\$ (96.8)	106 %

Non-GAAP Reconciliation - Powersports Segment - Income (Loss) Before Taxes and Segment Income (Loss)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2024	2023	% Change	2024	2023	% Change
(In millions)						
Reported:						
Income (loss) before taxes	\$ 4.0	\$ 6.6	(39) %	\$ 2.3	\$ 9.2	(75) %
Add: Impairment charges	—	—		—	—	
Segment income (loss)	\$ 4.0	\$ 6.6	(39) %	\$ 2.3	\$ 9.2	(75) %

Non-GAAP Reconciliation - Consolidated - Net Income (Loss) and Diluted Earnings (Loss) Per Share

	Three Months Ended September 30, 2024			Three Months Ended September 30, 2023		
	Weighted-Average Shares	Amount	Per Share Amount	Weighted-Average Shares	Amount	Per Share Amount
	(In millions, except per share amounts)					
Reported net income (loss), diluted shares, and diluted earnings (loss) per share	34.9	\$ 74.2	\$ 2.13	35.6	\$ 68.4	\$ 1.92
Adjustments:						
Acquisition and disposition-related gain (loss)		\$ (2.3)			\$ —	
Excess compensation related to CDK outage		1.8			—	
Storm damage charges		1.5			—	
Loss (gain) on exit of leased dealerships		—			3.9	
Severance and long-term compensation charges		—			0.9	
Total pre-tax adjustments		\$ 1.0			\$ 4.8	
Tax effect of above items		(0.2)			(1.2)	
Non-recurring tax items		\$ (31.0)			\$ —	
Adjusted net income (loss), diluted shares, and diluted earnings (loss) per share	34.9	\$ 44.0	\$ 1.26	35.6	\$ 72.0	\$ 2.02

	Nine Months Ended September 30, 2024			Nine Months Ended September 30, 2023		
	Weighted-Average Shares	Net Income (Loss)	Per Share Amount	Weighted-Average Shares	Net Income (Loss)	Per Share Amount
	(In millions, except per share amounts)					
Reported net income (loss), diluted shares, and diluted earnings (loss) per share	34.8	\$ 157.4	\$ 4.52	36.2	\$ 139.5	\$ 3.85
Adjustments:						
Acquisition and disposition-related gain (loss)		\$ (2.9)			\$ (20.7)	
Closed store accrued expenses		2.1			—	
Excess compensation related to CDK outage		13.4			—	
Storm damage charges		5.1			1.9	
Impairment charges		2.4			62.6	
Loss (gain) on exit of leased dealerships		(3.0)			4.3	
Severance and long-term compensation charges		5.0			5.1	
Used vehicle inventory valuation adjustment		—			10.0	
Total pre-tax adjustments		\$ 22.1			\$ 63.2	
Tax effect of above items		(5.8)			(15.6)	
Non-recurring tax items		\$ (31.0)			\$ —	
Adjusted net income (loss), diluted shares, and diluted earnings (loss) per share	34.8	\$ 142.7	\$ 4.10	36.2	\$ 187.1	\$ 5.17

Non-GAAP Reconciliation - Adjusted EBITDA

	Three Months Ended September 30, 2024				Three Months Ended September 30, 2023			
	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total
	(In millions)							
Net income (loss)	\$ 74.2				\$ 68.4			
Provision for income taxes	(13.4)				22.8			
Income (loss) before taxes	\$ 51.6	\$ 5.2	\$ 4.0	\$ 60.8	\$ 101.5	\$ (16.9)	\$ 6.6	\$ 91.2
Non-floor plan interest (1)	27.1	0.7	0.6	28.4	26.2	0.7	0.4	27.3
Depreciation and amortization (2)	32.8	5.3	1.2	39.3	29.9	6.1	0.9	36.9
Stock-based compensation expense	5.5	—	—	5.5	6.7	—	—	6.7
Loss (gain) on exit of leased dealerships	—	—	—	—	—	3.9	—	3.9
Severance and long-term compensation charges	—	—	—	—	—	0.9	—	0.9
Excess compensation related to CDK outage	1.8	—	—	1.8	—	—	—	—
Acquisition and disposition related (gain) loss	—	(2.3)	—	(2.3)	0.2	0.1	—	0.3
Storm damage charges	1.5	—	—	1.5	—	—	—	—
Adjusted EBITDA	\$ 120.3	\$ 8.9	\$ 5.8	\$ 135.0	\$ 164.5	\$ (5.2)	\$ 7.9	\$ 167.2

	Nine Months Ended September 30, 2024				Nine Months Ended September 30, 2023			
	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total
	(In millions)							
Net income (loss)	\$ 157.4				\$ 139.5			
Provision for income taxes	16.6				47.8			
Income (loss) before taxes	\$ 167.0	\$ 4.7	\$ 2.3	\$ 174.0	\$ 357.2	\$ (179.1)	\$ 9.2	\$ 187.3
Non-floor plan interest (1)	79.8	2.0	1.9	83.7	77.4	2.5	1.6	81.5
Depreciation & amortization (2)	95.8	16.3	3.1	115.2	87.6	20.4	2.4	110.4
Stock-based compensation expense	15.8	—	—	15.8	17.3	—	—	17.3
Loss (gain) on exit of leased dealerships	—	(3.0)	—	(3.0)	—	4.3	—	4.3
Impairment charges	1.0	1.4	—	2.4	—	62.6	—	62.6
Loss on debt extinguishment	0.6	—	—	0.6	—	—	—	—
Severance and long-term compensation charges	2.2	2.9	—	5.1	—	5.1	—	5.1
Excess compensation related to CDK outage	13.0	0.4	—	13.4	—	—	—	—
Acquisition and disposition related (gain) loss	(0.3)	(3.3)	—	(3.6)	(20.7)	0.3	—	(20.4)
Storm damage charges	5.1	—	—	5.1	1.9	—	—	1.9
Used vehicle inventory valuation adjustment	—	—	—	—	—	10.0	—	10.0
Closed store accrued expenses	\$ —	\$ 2.1	\$ —	\$ 2.1	\$ —	\$ —	\$ —	\$ —
Adjusted EBITDA	\$ 380.0	\$ 23.5	\$ 7.3	\$ 410.8	\$ 520.7	\$ (73.9)	\$ 13.2	\$ 460.0

- (1) Includes interest expense, other, net in the accompanying consolidated statements of operations, net of any amortization of debt issuance costs or net debt discount/premium included in (2) below.
- (2) Includes the following line items from the accompanying consolidated statements of cash flows: depreciation and amortization of property and equipment; debt issuance cost amortization; and debt discount amortization, net of premium amortization.

Non-GAAP Reconciliation - EchoPark Segment Operations and Closed Stores

	Three Months Ended September 30, 2024			Three Months Ended September 30, 2023			Better / (Worse) % Change		
	EchoPark Operations	Closed Stores	Total EchoPark Segment	EchoPark Operations	Closed Stores	Total EchoPark Segment	EchoPark Operations	Closed Stores	Total EchoPark Segment
(In millions, except unit and per unit data)									
Total revenues	\$ 545.5	\$ (0.6)	\$ 544.9	\$ 562.4	\$ 64.3	\$ 626.7	(3) %	(101)%	(13) %
Total gross profit	\$ 55.8	\$ (0.6)	\$ 55.2	\$ 46.1	\$ 6.7	\$ 52.8	21 %	(109)%	5 %
Income (loss) before taxes	\$ 5.6	\$ (0.4)	\$ 5.2	\$ (8.7)	\$ (8.2)	\$ (16.9)	164 %	95 %	131 %
Non-floor plan interest (1)	0.6	0.1	0.7	0.3	0.4	0.7	NM	NM	NM
Depreciation and amortization (2)	5.3	—	5.3	5.8	0.3	6.1	NM	NM	NM
Acquisition and disposition-related (gain) loss	(2.3)	—	(2.3)	—	0.1	0.1	NM	NM	NM
Loss (gain) on exit of leased dealerships	—	—	—	—	3.9	3.9	NM	NM	NM
Severance and long-term compensation charges	—	—	—	—	0.9	0.9	NM	NM	NM
Adjusted EBITDA	<u>\$ 9.2</u>	<u>\$ (0.3)</u>	<u>\$ 8.9</u>	<u>\$ (2.6)</u>	<u>\$ (2.6)</u>	<u>\$ (5.2)</u>	454 %	88 %	271 %
Used vehicle unit sales volume	17,757	—	17,757	17,454	1,596	19,050	2 %	(100)%	(7) %
Total used vehicle and F&I gross profit per unit	\$ 3,145	\$ —	\$ 3,111	\$ 2,621	\$ 4,333	\$ 2,767	20 %	(100)%	12 %

NM = Not Meaningful

Non-GAAP Reconciliation - EchoPark Segment Operations and Closed Stores (Continued)

	Nine Months Ended September 30, 2024			Nine Months Ended September 30, 2023			Better / (Worse) % Change		
	EchoPark Operations	Closed Stores	Total EchoPark Segment	EchoPark Operations	Closed Stores	Total EchoPark Segment	EchoPark Operations	Closed Stores	Total EchoPark Segment
(In millions, except unit and per unit data)									
Total revenues	\$ 1,609.8	\$ 11.8	\$ 1,621.6	\$ 1,521.3	\$ 356.5	\$ 1,877.8	6 %	(97)%	(14) %
Total gross profit	\$ 160.8	\$ (1.9)	\$ 158.9	\$ 94.1	\$ 24.9	\$ 119.0	71 %	(108)%	34 %
Income (loss) before taxes	\$ 12.2	\$ (7.5)	\$ 4.7	\$ (88.0)	\$ (91.1)	\$ (179.1)	114 %	92 %	103 %
Non-floor plan interest (1)	1.7	0.3	2.0	1.7	0.8	2.5	NM	NM	NM
Depreciation and amortization (2)	16.3	—	16.3	16.4	4.0	20.4	NM	NM	NM
Acquisition and disposition-related (gain) loss	—	(3.3)	(3.3)	—	0.3	0.3	NM	NM	NM
Closed store accrued expenses	—	2.1	2.1	—	—	—	NM	NM	NM
Impairment charges	—	1.4	1.4	—	62.6	62.6	NM	NM	NM
Loss (gain) on exit of leased dealerships	—	(3.0)	(3.0)	—	4.3	4.3	NM	NM	NM
Severance and long-term compensation charges	—	2.9	2.9	—	5.1	5.1	NM	NM	NM
Excess compensation related to CDK outage	0.4	—	0.4	—	—	—	NM	NM	NM
Used vehicle inventory valuation adjustment	—	—	—	7.7	2.3	10.0	NM	NM	NM
Adjusted EBITDA	<u>\$ 30.6</u>	<u>\$ (7.1)</u>	<u>\$ 23.5</u>	<u>\$ (62.2)</u>	<u>\$ (11.7)</u>	<u>\$ (73.9)</u>	149 %	39 %	132 %
Used vehicle unit sales volume	52,016	363	52,379	46,534	9,580	56,114	12 %	(96)%	(7) %
Total used vehicle and F&I gross profit per unit	\$ 3,096	\$ (3,630)	\$ 3,047	\$ 2,203	\$ 2,666	\$ 2,095	41 %	(236)%	45 %

NM = Not Meaningful

- (1) Includes interest expense, other, net in the accompanying consolidated statements of operations, net of any amortization of debt issuance costs or net debt discount/premium included in (2) below.
- (2) Includes the following line items from the accompanying consolidated statements of cash flows: depreciation and amortization of property and equipment; debt issuance cost amortization; and debt discount amortization, net of premium amortization.



SONIC AUTOMOTIVE

Investor Presentation | Third Quarter 2024



Updated October 24, 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 (including per unit data), our anticipated future used vehicle unit sales volume, revenues and profitability (including per unit data), 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, targeted increases to our technician headcount, 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, anticipated industry used vehicle supply, 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, the ultimate impact on the Company of the June 2024 CDK Global cybersecurity incident, economic conditions in the markets in which we operate, supply chain disruptions and manufacturing delays, labor shortages, the impacts of inflation and fluctuations 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.

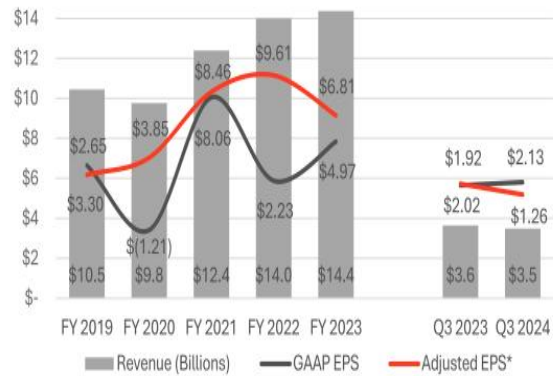


Sonic Automotive Company Overview

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

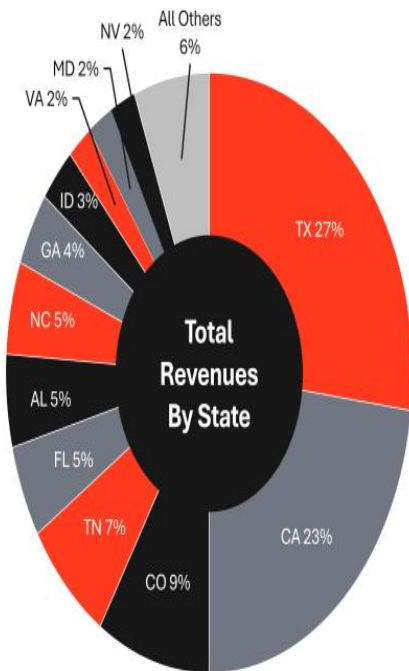


Note: Location counts as of October 24, 2024. * Refer to appendix for calculation and reconciliation of Adjusted EPS (a non-GAAP measure).



Diversified Portfolio And Business Lines

Geographic Distribution



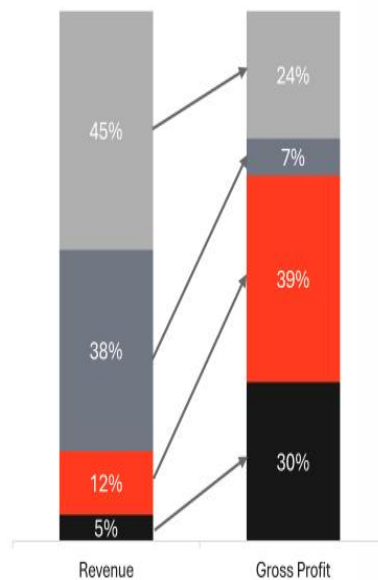
Brand Distribution

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.



NYSE
SAH

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*



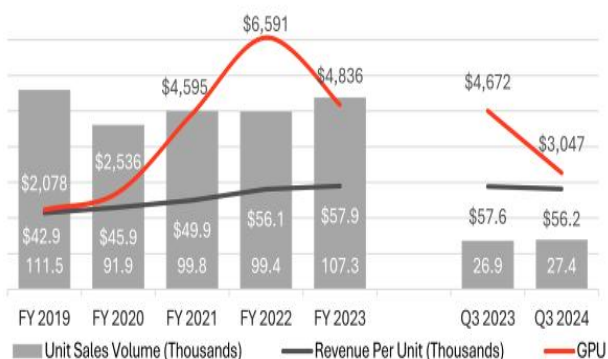
Reported and Adjusted SG&A Expenses as % of Gross Profit*



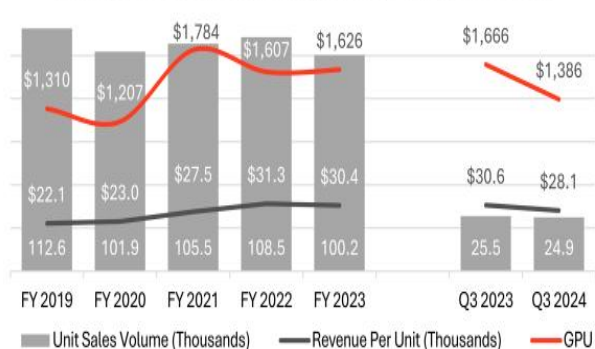
* Refer to appendix for calculation and reconciliation of Segment Income, Adjusted EBITDA and Adjusted SG&A Expenses As % Of Gross Profit (non-GAAP measures).

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 from higher industry retail volume

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."

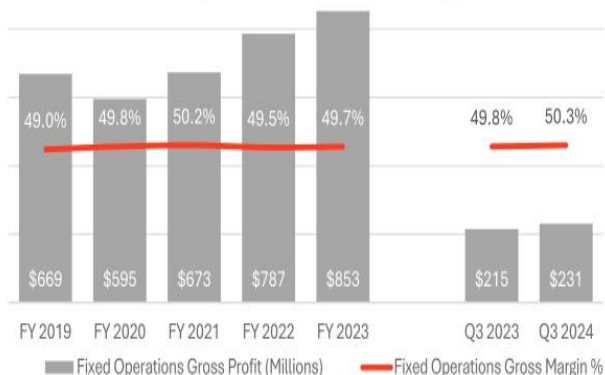


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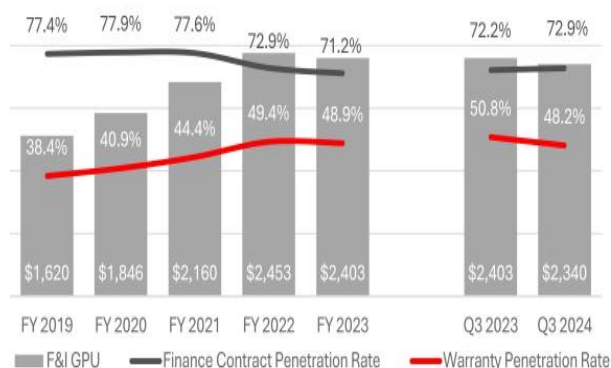
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Strategic Focus – Franchised Dealerships Segment (continued)

Fixed Operations Gross Profit and Gross Margin %



F&I Gross Profit Per Unit and Product Penetration Rates



Fixed Operations And F&I

- Target increasing technician headcount by 300 in FY 2024, projected to generate approximately \$100M in incremental annualized fixed operations gross profit (headcount increased by 216 technicians year-to-date)
- 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."



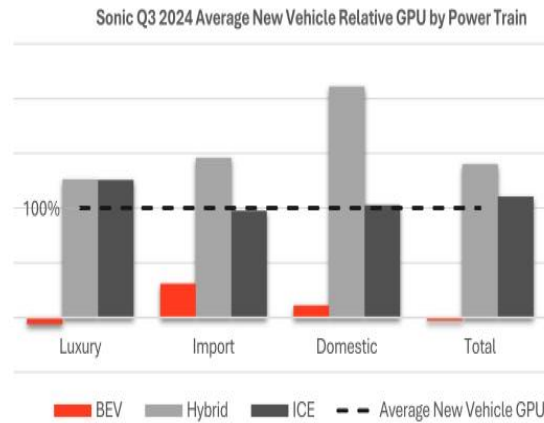
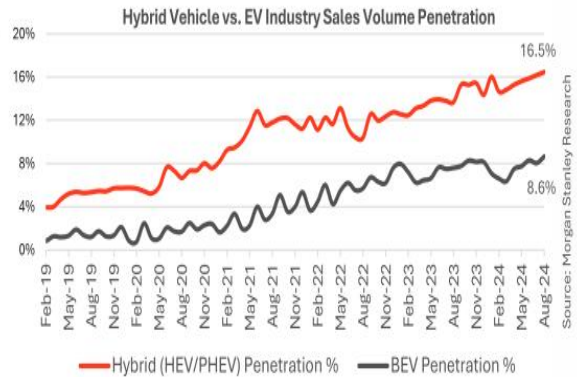
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Strategic Focus – Franchised Dealerships Segment (continued)

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 \$440 in Q3 2024 (compared to \$170 negative impact in Q2 2024 and a \$400 negative impact 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

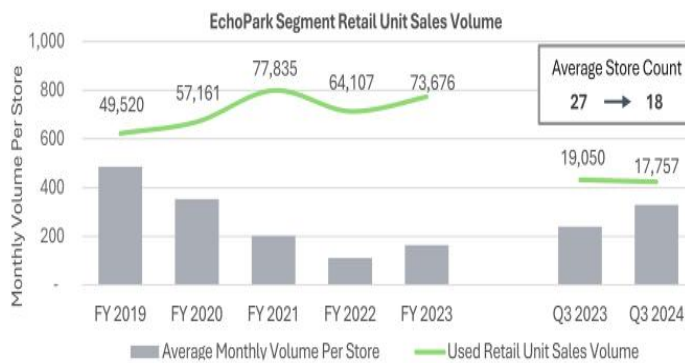
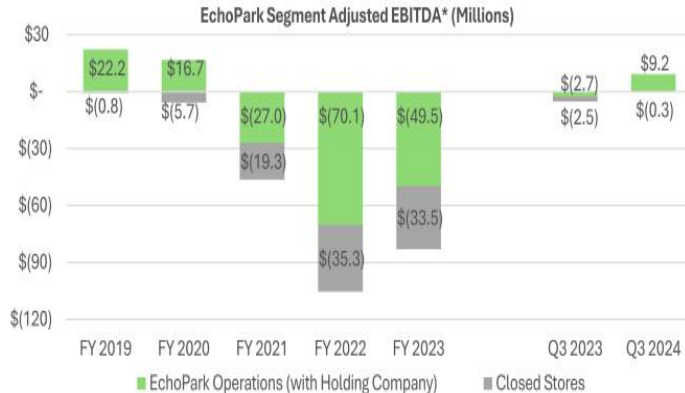


Note: Average new vehicle relative GPU by power train in the chart above is shown as a percentage of blended average GPU for each brand group and franchised dealerships segment total GPU, where 100% represents the blended average GPU for each brand group and the franchised dealerships segment total GPU.

Strategic Focus – EchoPark Segment

EchoPark Strategy

- Returned to positive segment adjusted EBITDA* beginning in Q1 2024 after 3 years of industry-driven headwinds
- Focus on leveraging retail sales volume momentum and improving used market backdrop to maintain positive adjusted EBITDA* and drive 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.

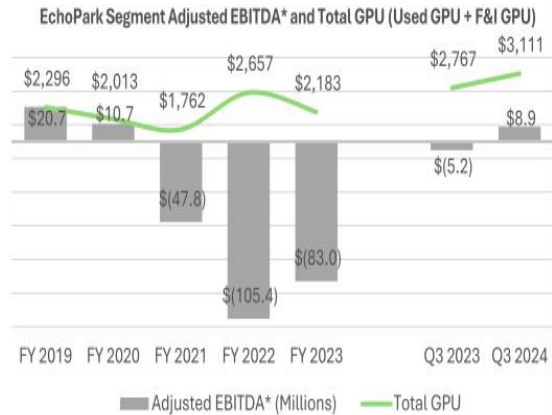


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Strategic Focus – EchoPark Segment (continued)

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 continue 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, however, off-rental supply is improving which may provide an alternate source of inventory to mitigate the impact of fewer lease maturities
- 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



Used Supply Expected to Trough in 2025



* 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."

Strategic Focus – Powersports Segment

Powersports Strategy

- Standardize operating playbooks and processes in existing stores to facilitate future organic and acquisition 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
Powersports	2.0x	3.0x



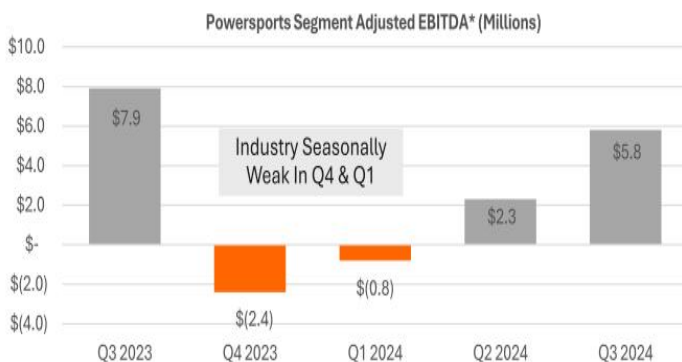
Note: Multiples are based on the most recent Kerrigan Blue Sky Report and Haig Report. Multiples are typically applied to a normalized dealership earnings before taxes.

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



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

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

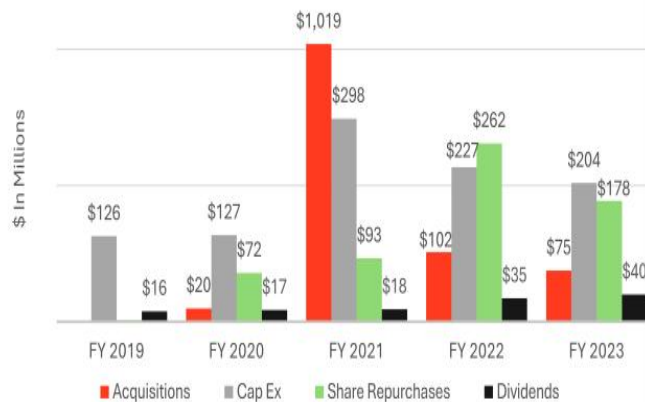
- Expect to maintain strong balance sheet and free cash flows
- Balanced capital allocation strategy prioritizes highest return opportunity
- History of returning capital to shareholders via dividend and share repurchases
 - Quarterly dividend per share has grown 250% since 2019, current forward yield over 2.5%
 - Reduced outstanding shares by 21% since 2019 (\$260 million remaining authorization, or nearly 15% of market cap)
- Net debt to adjusted EBITDA ratio* of 2.31 for the 12 months ended Q3 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 October 22, 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 for FY 2024 are 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 >60 days' supply by Q4 2024
 - Low single digit percentage growth in new and used retail sales volume, consistent with industry SAAR
 - 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 F&I GPU near \$2,400 per unit
- Expect adjusted SG&A expenses as a % of gross profit* in low 70% range

EchoPark Segment

- Achieved positive adjusted EBITDA* of \$7.3 million in Q1 2024, \$7.2 million in Q2 2024, and \$8.9 million in Q3 2024, and expect Q4 2024 adjusted EBITDA* between \$7-\$8 million, driven by:
 - Organic volume growth opportunities at existing store footprint, driven by higher unit volume throughput per store and positive used vehicle GPU
 - Expect low double digit percentage F&I GPU growth year-over-year
 - Expect SG&A expenses as a % of gross profit in the high 70% range (target below 70% at maturity)

Powersports Segment

- Expect FY 2024 adjusted EBITDA* between \$6-\$7 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, gain/loss on property dispositions, and/or non-recurring SG&A expenses. 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.



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



GAAP Income Statement – Annual Trend – Consolidated

(In millions, except unit, per unit, and per share data)						FY 2023 Better /
	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019	(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)	(1,585.1)	(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	\$ (1.21)	\$ 3.30	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 Q3 2024	FY2023	FY2022	FY2021	FY2020	FY2019
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)	
Severance and 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)	
Severance and 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)	\$ 196.1	\$ 178.2	\$ 88.5	\$ 348.9	\$ (51.4)	\$ 144.1
Income tax (benefit) expense	32.6	63.7	101.5	109.3	15.6	55.0
Income (loss) before taxes	228.7	241.9	190.0	458.2	(35.8)	199.1
Non-floor plan interest	110.5	108.1	84.7	44.7	38.7	50.5
Depreciation and amortization	153.5	148.8	132.7	104.3	93.9	95.6
Stock-based compensation expense	21.8	23.3	16.0	15.0	11.7	10.8
Loss (gain) on exit of leased dealerships	(3.0)	4.3	-	-	-	(0.2)
Impairment charges	19.1	79.3	320.4	0.1	270.0	20.8
Loss on debt extinguishment	0.6	-	-	15.6	-	6.7
Severance and long-term compensation charges	5.1	5.1	4.4	8.0	-	-
Excess compensation related to CDK outage	13.4	-	-	-	-	-
Acquisition and disposition-related (gain) loss	(3.6)	(20.4)	(9.7)	(0.4)	(8.2)	(74.8)
Hail and storm damage charges	5.1	1.9	-	-	-	-
Used vehicle inventory valuation adjustment	-	10.0	-	-	-	-
Closed store accrued expenses	2.1	-	-	-	-	-
Adjusted EBITDA	\$ 553.3	\$ 602.3	\$ 738.5	\$ 645.5	\$ 370.3	\$ 308.5
Long-term debt (including current portion)	\$ 1,695.9	\$ 1,676.6	\$ 1,751.7	\$ 1,561.2	\$ 720.1	\$ 706.9
Cash and equivalents	(17.6)	(28.9)	(229.2)	(299.4)	(170.3)	(29.1)
Floor plan deposit balance	(400.0)	(345.0)	(272.0)	(99.8)	(73.2)	-
Net debt	\$ 1,278.3	\$ 1,302.7	\$ 1,250.5	\$ 1,162.0	\$ 476.6	\$ 677.8
Net debt to adjusted EBITDA ratio	2.31	2.16	1.69	1.80	1.29	2.20
Long-term debt (including current portion) to adjusted EBITDA ratio	3.07	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 Q3 2024 are as of September 30, 2024.

GAAP Income Statement – Quarterly Trend – Consolidated

(In millions, except unit, per unit, and per share data)						Q3 2024	
	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Better / (Worse) % Change	
						Sequential	Year-Over-Year
Revenues:							
Retail new vehicles	\$ 1,566.8	\$ 1,552.6	\$ 1,455.8	\$ 1,680.2	\$ 1,573.5	1%	0%
Fleet new vehicles	22.2	26.2	19.6	21.8	23.2	(15%)	(4%)
Total new vehicles	1,589.0	1,578.8	1,475.4	1,702.0	1,596.7	1%	0%
Used vehicles	1,180.7	1,186.2	1,215.6	1,222.4	1,340.4	0%	(12%)
Wholesale vehicles	67.2	71.3	77.3	62.6	79.3	(6%)	(15%)
Total vehicles	2,836.9	2,836.3	2,768.3	2,987.0	3,016.4	0%	(6%)
Parts, service and collision repair	479.0	444.1	446.7	431.9	453.4	8%	6%
Finance, insurance and other, net ("F&I")	175.6	172.6	169.0	166.0	173.7	2%	1%
Total revenues	3,491.5	3,453.0	3,384.0	3,584.9	3,643.5	1%	(4%)
Gross profit:							
Retail new vehicles	87.6	97.8	96.4	124.5	131.4	(10%)	(33%)
Fleet new vehicles	0.6	1.0	0.7	0.9	0.9	(38%)	(33%)
Total new vehicles	88.2	98.8	97.1	125.4	132.3	(11%)	(33%)
Used vehicles	41.2	44.7	47.0	37.5	52.3	(6%)	(21%)
Wholesale vehicles	(1.3)	(0.6)	(0.8)	(3.2)	(1.4)	(111%)	7%
Total vehicles	128.1	142.9	143.3	159.7	183.2	(10%)	(30%)
Parts, service and collision repair	239.9	223.6	223.9	215.4	225.3	7%	6%
Finance, insurance and other, net	175.6	172.6	169.0	166.0	173.7	2%	1%
Total gross profit	543.6	539.1	536.2	541.1	582.2	1%	(7%)
SG&A expenses	(392.1)	(393.0)	(392.2)	(386.3)	(409.6)	0%	4%
Impairment charges	-	(1.4)	(1.0)	(16.7)	-	NM	NM
Depreciation and amortization	(37.9)	(37.0)	(36.3)	(36.6)	(35.2)	(3%)	(8%)
Operating income (loss)	113.6	107.7	106.7	101.5	137.4	5%	(17%)
Interest expense, floor plan	(23.0)	(22.2)	(20.3)	(18.4)	(17.4)	(4%)	(32%)
Interest expense, other, net	(29.8)	(29.3)	(29.0)	(28.3)	(29.0)	(2%)	(3%)
Other income (expense), net	-	(0.5)	0.1	(0.1)	0.2	NM	NM
Income (loss) before taxes	60.8	55.7	57.5	54.7	91.2	9%	(33%)
Income tax benefit (expense)	13.4	(14.5)	(15.5)	(16.0)	(22.8)	193%	159%
Net income (loss)	\$ 74.2	\$ 41.2	\$ 42.0	\$ 38.7	\$ 68.4	80%	8%
Diluted weighted-average shares outstanding	34.9	34.9	34.9	34.8	35.6	0%	2%
Diluted earnings (loss) per share	\$ 2.13	\$ 1.18	\$ 1.20	\$ 1.11	\$ 1.92	81%	11%
Unit sales volume:							
Retail new vehicles	28,657	27,705	26,142	29,439	28,260	3%	1%
Fleet new vehicles	406	514	379	500	469	(21%)	(13%)
Used vehicles	43,474	42,831	44,056	42,216	45,428	2%	(4%)
Wholesale vehicles	7,792	7,859	8,112	7,127	7,996	(1%)	(3%)
Gross profit per unit ("GPU"):							
Retail new vehicles	\$ 3,056	\$ 3,531	\$ 3,688	\$ 4,230	\$ 4,649	(13%)	(34%)
Used vehicles	\$ 947	\$ 1,044	\$ 1,068	\$ 888	\$ 1,150	(9%)	(18%)
F&I	\$ 2,434	\$ 2,447	\$ 2,407	\$ 2,317	\$ 2,357	(1%)	3%

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

NM = Not Meaningful



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Non-GAAP Reconciliation – Quarterly Trend – Consolidated

(In millions, except per share data)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q3 2024	
						Better / (Worse) % Change Sequential	Year-Over-Year
Reported net income (loss)	\$ 74.2	\$ 41.2	\$ 42.0	\$ 38.7	\$ 68.4	80%	8%
Adjustments:							
Impairment charges	\$ -	\$ 1.4	\$ 1.0	\$ 16.7	\$ -	NM	NM
Acquisition and disposition-related (gain) loss	(2.3)	(0.6)	-	-	-	NM	NM
Severance and long-term compensation charges	-	0.7	4.3	-	0.9	NM	NM
Storm damage charges	1.5	3.6	-	-	-	NM	NM
Loss (gain) on exit of leased dealerships	-	(3.0)	-	-	3.9	NM	NM
Closed store accrued expenses	-	-	2.1	-	-	NM	NM
Excess compensation related to CDK outage	1.8	11.6	-	-	-	NM	NM
Total pre-tax adjustments	1.0	13.7	7.4	16.7	4.8	NM	NM
Tax effect of above items	(0.2)	(3.6)	(1.9)	(4.3)	(1.2)	NM	NM
Non-recurring tax items	(31.0)	-	-	5.8	-	NM	NM
Total net income effect of adjustments	(30.2)	10.1	5.5	18.2	3.6	NM	NM
Adjusted net income (loss)	\$ 44.0	\$ 51.3	\$ 47.5	\$ 56.9	\$ 72.0	(14%)	(39%)
Diluted weighted-average shares outstanding	34.9	34.9	34.9	34.8	35.6	0%	2%
Adjusted diluted earnings (loss) per share	\$ 1.26	\$ 1.47	\$ 1.36	\$ 1.63	\$ 2.02	(14%)	(38%)
Reported gross profit	\$ 543.6	\$ 539.1	\$ 536.2	\$ 541.1	\$ 582.2	1%	(7%)
Excess compensation related to CDK outage	-	2.0	-	-	-	NM	NM
Adjusted gross profit	\$ 543.6	\$ 541.1	\$ 536.2	\$ 541.1	\$ 582.2	0%	(7%)
Reported SG&A expenses	\$ (392.1)	\$ (393.0)	\$ (392.2)	\$ (386.3)	\$ (409.6)	0%	4%
Acquisition and disposition-related (gain) loss	(2.3)	(0.6)	-	-	-	NM	NM
Severance and long-term compensation charges	-	0.7	4.3	-	0.9	NM	NM
Storm damage charges	1.5	3.6	-	-	-	NM	NM
Loss (gain) on exit of leased dealerships	-	(3.0)	-	-	3.9	NM	NM
Closed store accrued expenses	-	-	2.1	-	-	NM	NM
Excess compensation related to CDK outage	1.8	9.6	-	-	-	NM	NM
Adjusted SG&A expenses	\$ (391.1)	\$ (382.7)	\$ (385.9)	\$ (386.3)	\$ (404.8)	(2%)	3%
Adjusted SG&A expenses as a percentage of gross profit	71.9%	70.7%	72.0%	71.4%	69.5%	(120) bps	(240) bps
Reported net income (loss)	\$ 74.2	\$ 41.2	\$ 42.0	\$ 38.7	\$ 68.4	80%	8%
Income tax (benefit) expense	(13.4)	14.5	15.5	16.0	22.8	NM	NM
Income (loss) before taxes	60.8	55.7	57.5	54.7	91.2	9%	(33%)
Non-floor plan interest	28.4	28.0	27.4	26.7	27.3	NM	NM
Depreciation and amortization	39.3	38.0	37.9	38.3	36.9	NM	NM
Stock-based compensation expense	5.5	5.9	4.4	6.0	6.7	NM	NM
Loss (gain) on exit of leased dealerships	-	(3.0)	-	-	3.9	NM	NM
Impairment charges	-	1.4	1.0	16.7	-	NM	NM
Loss on debt extinguishment	-	0.6	-	-	-	NM	NM
Severance and long-term compensation charges	-	0.8	4.3	-	0.9	NM	NM
Excess compensation related to CDK outage	1.8	11.6	-	-	-	NM	NM
Acquisition and disposition-related (gain) loss	(2.3)	(1.3)	-	-	0.3	NM	NM
Closed store accrued expenses	-	-	2.1	-	-	NM	NM
Storm damage charges	1.5	3.6	-	-	-	NM	NM
Adjusted EBITDA	\$ 135.0	\$ 141.3	\$ 134.6	\$ 142.4	\$ 167.2	(4%)	(19%)

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 – Annual Trend – Franchised Dealerships Segment

(in millions, except unit and per unit data)	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019	FY 2023 Better / (Worse) % Change Year-Over-Year
Revenues:						
Retail new vehicles	\$ 6,215.0	\$ 5,581.6	\$ 4,984.4	\$ 4,224.4	\$ 4,777.3	11%
Fleet new vehicles	92.2	99.4	124.6	56.8	111.9	(7%)
Total new vehicles	6,307.2	5,681.0	5,109.0	4,281.2	4,889.2	11%
Used vehicles	3,050.3	3,391.5	2,901.0	2,345.9	2,493.5	(10%)
Wholesale vehicles	204.5	314.0	257.2	168.7	180.0	(35%)
Total vehicles	9,562.0	9,386.5	8,267.2	6,795.8	7,562.7	2%
Parts, service and collision repair	1,714.2	1,588.0	1,340.4	1,194.4	1,366.5	8%
Finance, insurance and other, net ("F&I")	498.6	510.1	443.5	357.8	363.1	(2%)
Total revenues	11,774.8	11,484.6	10,051.1	8,348.0	9,292.3	3%
Gross profit:						
Retail new vehicles	518.7	655.3	458.8	233.2	231.7	(21%)
Fleet new vehicles	4.0	4.9	1.5	0.9	1.4	(18%)
Total new vehicles	522.7	660.2	460.3	234.1	233.1	(21%)
Used vehicles	162.9	174.5	188.1	122.9	147.5	(7%)
Wholesale vehicles	(3.2)	(6.4)	0.6	(0.8)	(4.1)	49%
Total vehicles	682.4	828.3	649.0	356.2	376.5	(18%)
Parts, service and collision repair	852.7	786.7	673.1	595.4	669.0	8%
Finance, insurance and other, net	498.5	510.1	443.5	357.8	363.1	(2%)
Total gross profit	2,033.6	2,125.1	1,765.6	1,309.4	1,408.6	(4%)
SG&A expenses	(1,314.6)	(1,273.0)	(1,076.9)	(933.7)	(1,011.8)	(3%)
Impairment charges	(1.0)	(115.5)	-	(270.0)	(1.1)	NM
Depreciation and amortization	(112.3)	(101.8)	(84.8)	(79.9)	(82.6)	(10%)
Operating income (loss)	605.7	634.8	603.9	25.8	313.1	(5%)
Interest expense, floor plan	(49.1)	(23.6)	(11.8)	(24.0)	(45.1)	(108%)
Interest expense, other, net	(109.7)	(85.1)	(46.3)	(40.7)	(51.2)	(29%)
Other income (expense), net	0.1	-	(15.5)	0.1	(6.6)	NM
Income (loss) from continuing operations before taxes	\$ 447.0	\$ 526.1	\$ 530.3	\$ (38.8)	\$ 210.2	(15%)
Unit sales volume:						
Retail new vehicles	107,257	99,424	99,815	91,939	111,457	8%
Fleet new vehicles	2,000	2,115	3,543	1,342	2,674	(5%)
Used vehicles	100,210	108,512	105,457	101,864	112,629	(8%)
Wholesale vehicles	20,602	24,052	25,128	24,879	28,379	(14%)
Gross profit per unit ("GPU"):						
Retail new vehicles	\$ 4,836	\$ 6,591	\$ 4,595	\$ 2,536	\$ 2,078	(27%)
Used vehicles	\$ 1,626	\$ 1,607	\$ 1,784	\$ 1,207	\$ 1,310	1%
F&I	\$ 2,403	\$ 2,453	\$ 2,160	\$ 1,846	\$ 1,620	(2%)

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

NM = Not Meaningful



NYSE
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Non-GAAP Reconciliation – Annual Trend – Franchised Dealerships Segment

(In millions)	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Reported income (loss) before taxes	\$ 447.0	\$ 526.1	\$ 530.3	\$ (38.8)	\$ 210.2
Impairment charges	1.0	115.5	-	270.0	1.1
Segment income (loss)	\$ 448.0	\$ 641.6	\$ 530.3	\$ 231.2	\$ 211.3
Acquisition and disposition-related (gain) loss	(20.9)	(9.1)	1.2	(4.0)	(76.0)
Severance and long-term compensation charges	-	4.4	-	-	6.3
Loss on debt extinguishment	-	-	15.6	-	7.2
Storm damage charges	1.9	-	-	-	-
Adjusted segment income (loss)	\$ 429.0	\$ 636.9	\$ 547.1	\$ 227.2	\$ 148.8
Reported SG&A expenses	\$ (1,314.6)	\$ (1,273.0)	\$ (1,076.9)	\$ (933.7)	\$ (1,011.8)
Acquisition and disposition-related (gain) loss	(20.9)	(9.1)	1.2	(4.0)	(76.0)
Severance and long-term compensation charges	-	4.4	-	-	6.3
Storm damage charges	1.9	-	-	-	-
Adjusted SG&A expenses	\$ (1,333.6)	\$ (1,277.7)	\$ (1,075.7)	\$ (937.7)	\$ (1,081.5)
Adjusted SG&A expenses as a percentage of gross profit	65.6%	60.1%	60.9%	71.6%	76.8%
Income (loss) before taxes	447.0	526.1	530.3	(38.8)	210.2
Non-floor plan interest	103.2	80.0	43.0	37.7	48.8
Depreciation and amortization	118.8	107.0	87.9	82.8	85.0
Stock-based compensation expense	23.3	16.0	15.0	11.7	10.8
Loss (gain) on exit of leased dealerships	-	-	-	-	(0.2)
Impairment charges	1.0	115.5	15.6	270.0	1.1
Loss on debt extinguishment	-	-	-	-	6.7
Severance and long-term compensation charges	-	4.4	-	-	-
Excess compensation related to CDK outage	(20.7)	(9.7)	-	(3.1)	(74.8)
Acquisition and disposition-related (gain) loss	1.9	-	-	-	-
Adjusted EBITDA	\$ 674.5	\$ 839.3	\$ 691.8	\$ 360.3	\$ 287.6

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

GAAP Income Statement – Quarterly Trend – Franchised Dealerships Segment

(In millions, except unit and per unit data)						Q3 2024	
	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Better / (Worse) % Change	
						Sequential	Year-Over-Year
Revenues:							
Retail new vehicles	\$ 1,539.9	\$ 1,530.9	\$ 1,439.9	\$ 1,664.1	\$ 1,546.7	1%	0%
Fleet new vehicles	22.2	26.2	19.6	21.8	23.2	(15%)	(4%)
Total new vehicles	1,562.1	1,557.1	1,459.5	1,685.9	1,569.9	0%	0%
Used vehicles	701.4	732.1	729.3	727.5	780.7	(4%)	(10%)
Wholesale vehicles	42.4	48.4	48.6	39.3	51.4	(12%)	(18%)
Total vehicles	2,305.9	2,337.6	2,237.4	2,452.7	2,402.0	(1%)	(4%)
Parts, service and collision repair	458.9	434.4	439.9	425.2	431.8	6%	6%
Finance, insurance and other, net ("F&I")	122.4	124.2	119.6	123.2	126.0	(1%)	(3%)
Total revenues	2,887.2	2,896.2	2,796.9	3,001.1	2,959.8	0%	(2%)
Gross profit:							
Retail new vehicles	83.5	94.9	94.1	122.2	125.5	(12%)	(33%)
Fleet new vehicles	0.6	1.0	0.7	0.9	0.9	(38%)	(33%)
Total new vehicles	84.1	95.9	94.8	123.1	126.4	(12%)	(33%)
Used vehicles	34.6	38.7	40.8	35.1	42.6	(11%)	(19%)
Wholesale vehicles	(1.1)	(0.5)	(0.2)	(2.7)	(1.5)	(145%)	27%
Total vehicles	117.6	134.1	135.4	155.5	167.5	(12%)	(30%)
Parts, service and collision repair	230.7	219.0	220.8	212.6	215.1	5%	7%
Finance, insurance and other, net	122.4	124.2	119.6	123.2	126.0	(1%)	(3%)
Total gross profit	470.7	477.3	475.8	491.3	508.6	(1%)	(7%)
SG&A expenses	(340.5)	(347.9)	(338.5)	(329.1)	(338.3)	2%	(1%)
Impairment charges	-	-	(1.0)	(1.0)	-	NM	NM
Depreciation and amortization	(31.5)	(30.4)	(29.8)	(29.4)	(28.2)	(4%)	(12%)
Operating income (loss)	98.7	99.0	106.5	131.8	142.1	0%	(31%)
Interest expense, floor plan	(18.7)	(18.0)	(16.0)	(14.6)	(12.9)	(4%)	(45%)
Interest expense, other, net	(28.5)	(27.8)	(27.8)	(27.5)	(27.9)	(3%)	(3%)
Other income (expense), net	0.1	(0.5)	-	0.1	0.2	NM	NM
Income (loss) before taxes	\$ 51.6	\$ 52.7	\$ 62.7	\$ 89.8	\$ 101.5	(2%)	(49%)
Unit sales volume:							
Retail new vehicles	27,391	26,512	25,297	28,491	26,869	3%	2%
Fleet new vehicles	406	514	379	500	469	(21%)	(13%)
Used vehicles	24,940	25,668	25,666	24,365	25,541	(3%)	(2%)
Wholesale vehicles	4,973	5,248	5,105	4,440	5,163	(5%)	(4%)
Gross profit per unit ("GPU"):							
Retail new vehicles	\$ 3,047	\$ 3,579	\$ 3,722	\$ 4,289	\$ 4,672	(15%)	(35%)
Used vehicles	\$ 1,386	\$ 1,508	\$ 1,592	\$ 1,440	\$ 1,666	(8%)	(17%)
F&I	\$ 2,340	\$ 2,380	\$ 2,348	\$ 2,330	\$ 2,403	(2%)	(3%)

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

NM = Not Meaningful



NYSE
SAH

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Non-GAAP Reconciliation – Quarterly Trend – Franchised Dealerships Segment

(In millions)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q3 2024	
						Better / (Worse) % Change	
						Sequential	Year-Over-Year
Reported income (loss) before taxes	\$ 51.6	\$ 52.7	\$ 62.7	\$ 89.8	\$ 101.5	(2%)	(49%)
Impairment charges	-	-	1.0	1.0	-	NM	NM
Segment income (loss)	\$ 51.6	\$ 52.7	\$ 63.7	\$ 90.8	\$ 101.5	(2%)	(49%)
Acquisition and disposition-related (gain) loss	-	-	-	-	-	NM	NM
Long-term compensation charges	1.8	-	2.2	-	-	NM	NM
Storm damage charges	1.5	3.6	-	-	-	NM	NM
Excess compensation related to CDK outage	-	11.2	-	-	-	NM	NM
Adjusted segment income (loss)	\$ 54.9	\$ 67.5	\$ 65.9	\$ 90.8	\$ 101.5	(19%)	(46%)
Reported gross profit	\$ 470.7	\$ 477.3	\$ 475.8	\$ 491.4	\$ 508.6	(1%)	(7%)
Excess compensation related to CDK outage	-	2.0	-	-	-	NM	NM
Adjusted gross profit	\$ 470.7	\$ 479.3	\$ 475.8	\$ 491.4	\$ 508.6	(2%)	(7%)
Reported SG&A expenses	\$ (340.5)	\$ (347.9)	\$ (338.5)	\$ (329.1)	\$ (338.3)	2%	(1%)
Acquisition and disposition-related (gain) loss	-	-	-	-	-	NM	NM
Long-term compensation charges	1.8	-	2.2	-	-	NM	NM
Storm damage charges	1.5	3.6	-	-	-	NM	NM
Excess compensation related to CDK outage	-	9.2	-	-	-	NM	NM
Adjusted SG&A expenses	\$ (337.2)	\$ (335.1)	\$ (336.3)	\$ (329.1)	\$ (338.3)	(1%)	0%
Adjusted SG&A expenses as a percentage of gross profit	71.6%	69.9%	70.7%	67.0%	66.5%	(170) bps	(510) bps
Income (loss) before taxes	\$ 51.6	\$ 52.7	\$ 62.7	\$ 89.8	\$ 101.5	(2%)	(49%)
Non-floor plan interest	27.1	26.5	26.3	25.9	26.2	NM	NM
Depreciation and amortization	32.8	31.6	31.5	31.2	29.9	NM	NM
Stock-based compensation expense	5.5	5.9	4.4	6.0	6.7	NM	NM
Impairment charges	-	-	1.0	1.0	-	NM	NM
Loss on debt extinguishment	-	0.6	-	-	-	NM	NM
Severance and long-term compensation charges	-	-	2.2	-	-	NM	NM
Excess compensation related to CDK outage	1.8	11.2	-	-	-	NM	NM
Acquisition and disposition-related (gain) loss	-	(0.3)	-	-	0.2	NM	NM
Storm damage charges	1.5	3.6	-	-	-	NM	NM
Adjusted EBITDA	\$ 120.3	\$ 131.8	\$ 128.1	\$ 153.9	\$ 164.5	(9%)	(27%)

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

NM = Not Meaningful

GAAP Income Statement – Annual Trend – EchoPark Segment

	FY2023	FY2022	FY2021	FY2020	FY2019	FY 2023 Better / (Worse) % Change Year-Over-Year
(In millions, except unit, per unit, and per share data)						
Revenues:						
Total new vehicles	\$ 1.0	\$ 9.2	\$ 9.0	\$ -	\$ -	(89%)
Used vehicles	2,143.8	2,116.8	2,032.6	1,258.2	1,025.3	1%
Wholesale vehicles	111.7	170.6	110.0	28.7	22.9	(35%)
Total vehicles	2,256.5	2,296.6	2,151.6	1,286.9	1,048.2	(2%)
Finance, insurance and other, net ("F&I")	177.9	166.4	193.7	132.1	113.8	7%
Total revenues	2,434.4	2,463.0	2,345.3	1,419.0	1,162.0	(1%)
Gross profit:						
Total new vehicles	0.1	1.1	1.1	-	-	(93%)
Used vehicles	(17.1)	4.4	(55.2)	(18.0)	(1.0)	(490%)
Wholesale vehicles	0.9	3.2	9.2	(0.1)	(0.4)	(74%)
Total vehicles	(16.1)	8.7	(44.9)	(18.1)	(1.4)	(286%)
Finance, insurance and other, net	177.9	166.4	193.7	132.1	113.8	7%
Total gross profit	161.8	175.1	148.8	114.0	112.4	(8%)
SG&A expenses	(247.0)	(269.9)	(197.8)	(94.9)	(87.6)	8%
Impairment charges	(78.3)	(204.9)	(0.1)	-	(19.7)	NM
Depreciation and amortization	(26.6)	(24.6)	(16.3)	(11.0)	(10.5)	(8%)
Operating income (loss)	(190.1)	(324.3)	(65.4)	8.1	(5.4)	41%
Interest expense, floor plan	(17.4)	(10.6)	(5.0)	(3.2)	(3.5)	(64%)
Interest expense, other, net	(3.2)	(3.9)	(1.7)	(0.9)	(1.7)	17%
Other income (expense), net	(0.1)	-	-	-	0.1	NM
Income (loss) from continuing operations before taxes	\$ (210.8)	\$ (338.8)	\$ (72.1)	\$ 4.0	\$ (10.5)	38%
Unit sales volume:						
Retail new vehicles	11	152	128	-	-	(93%)
Used vehicles	73,676	64,107	77,835	57,161	49,520	15%
Wholesale vehicles	11,512	11,236	11,667	7,178	5,774	2%
Gross profit per unit ("GPU"):						
Retail new vehicles	\$ 6,934	\$ 7,510	\$ 8,303	N/A	N/A	(8%)
Total used vehicle and F&I	\$ 2,183	\$ 2,657	\$ 1,762	\$ 2,013	\$ 2,296	(18%)

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

NM = Not Meaningful



NYSE
SAH

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Non-GAAP Reconciliation – Annual Trend – EchoPark Segment

(In millions)	FY2023	FY2022	FY2021	FY2020	FY2019
Reported income (loss) before taxes	\$ (210.8)	\$ (338.8)	\$ (72.1)	\$ 4.0	\$ (10.5)
Impairment charges	78.3	204.9	0.1	-	19.7
Segment income (loss)	\$ (132.5)	\$ (133.9)	\$ (72.0)	\$ 4.0	\$ 9.2
Acquisition and disposition-related (gain) loss	0.2	-	-	(5.2)	-
Severance and long-term compensation charges	5.1	-	6.5	-	-
Loss (gain) on exit of leased dealerships	4.3	-	-	-	-
Used vehicle inventory valuation adjustment	10.0	-	-	-	-
Adjusted segment income (loss)	\$ (112.9)	\$ (133.9)	\$ (65.5)	\$ (1.2)	\$ 9.2
Reported SG&A expenses	\$ (247.0)	\$ (269.9)	\$ (197.8)	\$ (94.9)	\$ (87.6)
Acquisition and disposition-related (gain) loss	0.2	-	-	(5.2)	-
Severance and long-term compensation charges	5.1	-	6.5	-	-
Loss (gain) on exit of leased dealerships	4.3	-	-	-	-
Adjusted SG&A expenses	\$ (237.4)	\$ (269.9)	\$ (191.3)	\$ (100.1)	\$ (87.6)
Adjusted SG&A expenses as a percentage of gross profit	138.2%	154.1%	128.6%	87.6%	77.9%
Income (loss) before taxes	(210.8)	(338.8)	(72.1)	4.1	(10.5)
Non-floor plan interest	3.2	3.7	1.7	0.9	1.8
Depreciation and amortization	26.6	24.8	16.4	11.2	10.4
Loss (gain) on exit of leased dealerships	4.3	-	-	-	-
Impairment charges	78.3	204.9	0.1	-	19.7
Severance and long-term compensation charges	5.1	-	8.0	-	-
Acquisition and disposition-related (gain) loss	0.3	-	(0.4)	(5.2)	-
Used vehicle inventory valuation adjustment	10.0	-	-	-	-
Adjusted EBITDA	\$ (83.0)	\$ (105.4)	\$ (46.3)	\$ 11.0	\$ 21.4
Adjusted EBITDA - Closed Stores	\$ (33.5)	\$ (35.3)	\$ (19.3)	\$ (5.7)	\$ (0.8)
Adjusted EBITDA - EchoPark Operations (with Holding Company)	(49.5)	(70.1)	(27.0)	16.7	22.2
Adjusted EBITDA - Total EchoPark Segment	\$ (83.0)	\$ (105.4)	\$ (46.3)	\$ 11.0	\$ 21.4

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

GAAP Income Statement – Quarterly Trend – EchoPark Segment

(In millions, except unit and per unit data)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q3 2024	
						Better / (Worse) % Change Sequential	Year-Over-Year
Revenues:							
Used vehicles	\$ 470.3	\$ 448.9	\$ 482.9	\$ 492.5	\$ 554.8	5%	(15%)
Wholesale vehicles	23.8	21.9	28.7	22.6	26.6	9%	(11%)
Total vehicles	494.1	470.8	511.5	515.1	581.4	5%	(15%)
Finance, insurance and other, net ("F&I")	50.8	46.5	47.9	41.5	45.3	9%	12%
Total revenues	544.9	517.3	559.4	556.6	626.7	5%	(13%)
Gross profit:							
Used vehicles	4.4	4.7	5.3	1.7	7.3	(7%)	(40%)
Wholesale vehicles	0.0	(0.1)	(0.6)	(0.4)	0.2	100%	(100%)
Total vehicles	4.4	4.6	4.7	1.3	7.5	(5%)	(41%)
Finance, insurance and other, net	50.8	46.5	47.9	41.5	45.3	9%	12%
Total gross profit	55.2	51.1	52.6	42.8	52.8	8%	5%
SG&A expenses	(40.2)	(37.2)	(45.6)	(48.0)	(58.6)	(8%)	31%
Impairment charges	-	(1.4)	-	(15.7)	-	NM	NM
Depreciation and amortization	(5.4)	(5.6)	(5.5)	(6.2)	(6.1)	3%	11%
Operating income (loss)	9.6	6.9	1.5	(27.1)	(11.9)	40%	181%
Interest expense, floor plan	(3.7)	(3.8)	(3.8)	(3.8)	(4.3)	2%	14%
Interest expense, other, net	(0.7)	(0.7)	(0.7)	(0.7)	(0.7)	(5%)	0%
Other income (expense), net	-	0.1	0.1	-	-	NM	NM
Income (loss) before taxes	\$ 5.2	\$ 2.5	\$ (2.9)	\$ (31.6)	\$ (16.9)	112%	131%
Unit sales volume:							
Used vehicles	17,757	16,641	17,981	17,562	19,050	7%	(7%)
Wholesale vehicles	2,720	2,593	2,994	2,621	2,740	5%	(1%)
Gross profit per unit ("GPU"):							
Total used vehicle and F&I	\$ 3,111	\$ 3,078	\$ 2,955	\$ 2,461	\$ 2,767	1%	12%

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

NM = Not Meaningful



NYSE
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Non-GAAP Reconciliation – Quarterly Trend – EchoPark Segment

(In millions)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q3 2024	
						Better / (Worse) % Change Sequential	Year-Over-Year
Reported income (loss) before taxes	\$ 5.2	\$ 2.5	\$ (2.9)	\$ (31.6)	\$ (16.9)	112%	131%
Impairment charges	-	1.4	-	15.7	-	NM	NM
Segment income (loss)	\$ 5.2	\$ 3.9	\$ (2.9)	\$ (15.9)	\$ (16.9)	34%	131%
Acquisition and disposition-related (gain) loss	(2.3)	(0.6)	-	-	-	NM	NM
Loss (gain) on exit of leased dealerships	-	(3.0)	-	-	3.9	NM	NM
Severance and long-term compensation charges	-	0.7	2.1	-	0.9	NM	NM
Closed store accrued expenses	-	-	2.1	-	-	NM	NM
Excess compensation related to CDK outage	-	0.4	-	-	-	NM	NM
Adjusted segment income (loss)	\$ 2.9	\$ 1.4	\$ 1.3	\$ (15.9)	\$ (12.1)	110%	124%
Reported gross profit	\$ 55.2	\$ 51.1	\$ 52.6	\$ 42.8	\$ 52.8	8%	5%
Reported SG&A expenses	\$ (40.2)	\$ (37.2)	\$ (45.6)	\$ (48.0)	\$ (58.6)	(8%)	31%
Acquisition and disposition-related (gain) loss	(2.3)	(0.6)	-	-	-	NM	NM
Loss (gain) on exit of leased dealerships	-	(3.0)	-	-	3.9	NM	NM
Severance and long-term compensation charges	-	0.7	2.1	-	0.9	NM	NM
Closed store accrued expenses	-	-	2.1	-	-	NM	NM
Excess compensation related to CDK outage	-	0.4	-	-	-	NM	NM
Adjusted SG&A expenses	\$ (42.5)	\$ (39.7)	\$ (41.4)	\$ (48.0)	\$ (53.8)	(7%)	21%
Adjusted SG&A expenses as a percentage of gross profit	77.1%	77.7%	78.6%	112.3%	101.9%	60 bps	2,480 bps
Income (loss) before taxes	\$ 5.2	\$ 2.5	\$ (2.9)	\$ (31.6)	\$ (16.9)	112%	131%
Non-floor plan interest	0.7	0.7	0.6	0.7	0.7	NM	NM
Depreciation and amortization	5.3	5.4	5.4	6.1	6.1	NM	NM
Loss (gain) on exit of leased dealerships	-	(3.0)	-	-	3.9	NM	NM
Impairment charges	-	1.4	-	15.7	-	NM	NM
Severance and long-term compensation charges	-	0.8	2.1	-	0.9	NM	NM
Excess compensation related to CDK outage	-	0.4	-	-	-	NM	NM
Acquisition and disposition-related (gain) loss	(2.3)	(1.0)	-	-	0.1	NM	NM
Closed store accrued expenses	-	-	2.1	-	-	NM	NM
Adjusted EBITDA	\$ 8.9	\$ 7.2	\$ 7.3	\$ (9.1)	\$ (5.2)	24%	271%
Adjusted EBITDA - Closed Stores	\$ (0.3)	\$ (1.8)	\$ (2.0)	\$ (2.8)	\$ (2.5)	83%	88%
Adjusted EBITDA - EchoPark Operations (with Holding Company)	9.2	9.0	9.3	(6.3)	(2.7)	2%	441%
Adjusted EBITDA - Total EchoPark Segment	\$ 8.9	\$ 7.2	\$ 7.3	\$ (9.1)	\$ (5.2)	24%	271%

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 – Powersports Segment

(In millions, except unit and per unit data)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q3 2024		
						Better / (Worse) % Change Sequential	Year-Over-Year	
Revenues:								
Retail new vehicles	\$ 26.9	\$ 21.7	\$ 15.9	\$ 16.1	\$ 26.8	24%	0%	
Used vehicles	9.0	5.3	3.4	2.4	4.9	70%	84%	
Wholesale vehicles	1.1	0.9	0.1	0.7	1.3	NM	NM	
Total vehicles	37.0	27.9	19.4	19.2	33.0	33%	12%	
Parts, service and collision repair	20.1	9.7	6.8	6.7	21.6	107%	(7%)	
Finance, insurance and other, net ("F&I")	2.3	2.0	1.5	1.3	2.4	16%	(4%)	
Total revenues	59.4	39.6	27.7	27.2	57.0	50%	4%	
Gross profit:								
Retail new vehicles	4.1	2.9	2.3	2.3	5.9	39%	(31%)	
Used vehicles	2.2	1.3	0.9	0.7	2.4	74%	(8%)	
Wholesale vehicles	(0.1)	(0.1)	-	(0.1)	(0.1)	NM	NM	
Total vehicles	6.2	4.1	3.2	2.9	8.2	49%	(24%)	
Parts, service and collision repair	9.2	4.6	3.1	2.8	10.2	99%	(10%)	
Finance, insurance and other, net	2.3	2.0	1.5	1.3	2.4	16%	(4%)	
Total gross profit	17.7	10.7	7.8	7.0	20.8	65%	(15%)	
SG&A expenses	(11.3)	(7.9)	(8.1)	(9.2)	(12.7)	(43%)	11%	
Impairment charges	-	-	-	-	-	NM	NM	
Depreciation and amortization	(1.1)	(1.0)	(1.0)	(1.0)	(0.9)	(8%)	(22%)	
Operating income (loss)	5.3	1.8	(1.3)	(3.2)	7.2	193%	(26%)	
Interest expense, floor plan	(0.7)	(0.5)	(0.5)	-	(0.2)	(45%)	(250%)	
Interest expense, other, net	(0.6)	(0.8)	(0.5)	(0.2)	(0.4)	27%	(50%)	
Other income (expense), net	-	-	-	(0.1)	-	NM	NM	
Income (loss) before taxes	\$ 4.0	\$ 0.5	\$ (2.3)	\$ (3.5)	\$ 6.6	710%	(38%)	
Unit sales volume:								
Retail new vehicles	1,266	1,193	845	948	1,391	6%	(9%)	
Used vehicles	777	522	409	289	837	49%	(7%)	
Wholesale vehicles	99	18	13	66	93	NM	NM	
Gross profit per unit ("GPU"):								
Retail new vehicles	\$ 3,249	\$ 2,466	\$ 2,676	\$ 2,429	\$ 4,213	32%	(23%)	
Used vehicles	\$ 2,798	\$ 2,423	\$ 2,185	\$ 2,307	\$ 2,833	16%	(1%)	
F&I	\$ 1,136	\$ 1,153	\$ 1,197	\$ 1,066	\$ 1,075	(1%)	6%	

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

NM = Not Meaningful



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Non-GAAP Reconciliation – Quarterly Trend – Powersports Segment

(In millions)	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q3 2024	
						Better / (Worse) Sequential	% Change Year-Over-Year
Reported income (loss) before taxes	\$ 4.0	\$ 0.5	\$ (2.3)	\$ (3.5)	\$ 6.6	710%	(38%)
Impairment charges	-	-	-	-	-	NM	NM
Segment income (loss)	\$ 4.0	\$ 0.5	\$ (2.3)	\$ (3.5)	\$ 6.6	710%	(38%)
Reported SG&A expenses	\$ (11.3)	\$ (7.9)	\$ (8.1)	\$ (9.2)	\$ (12.7)	(43%)	11%
Reported SG&A expenses as a percentage of gross profit	63.7%	73.7%	104.8%	131.6%	61.1%	1,000 bps	(260) bps
Income (loss) before taxes	\$ 4.0	\$ 0.5	\$ (2.3)	\$ (3.5)	\$ 6.6	710%	(38%)
Non-floor plan interest	0.6	0.8	0.5	0.1	0.4	NM	NM
Depreciation and amortization	1.2	1.0	1.0	1.0	0.9	NM	NM
Adjusted EBITDA	\$ 5.8	\$ 2.3	\$ (0.8)	\$ (2.4)	\$ 7.9	152%	(27%)

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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