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

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**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): April 29, 2008

**SONIC AUTOMOTIVE, INC.**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of incorporation)

**1-13395**

(Commission File Number)

**56-201079**

(IRS Employer Identification No.)

**6415 Idlewild Road, Suite 109**  
**Charlotte, North Carolina**

(Address of principal executive offices)

**28212**

(Zip Code)

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

**N/A**

(Former name or former address, if changed since last report.)

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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))
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**Item 2.02. Results of Operations and Financial Condition.**

On April 29, 2008, we issued a press release announcing results for our fiscal quarter ended March 31, 2008.

A copy of the press release is attached hereto as Exhibit 99.1. A copy of the earnings call presentation materials is attached hereto as Exhibit 99.2.

**Item 7.01. Regulation FD Disclosure.**

On April 29, 2008, we issued a press release announcing the approval of a quarterly cash dividend.

A copy of the press release is attached hereto as Exhibit 99.3.

**Item 9.01. Financial Statements and Exhibits.**

(d) *Exhibits.*

99.1 Press release of Sonic Automotive, Inc. dated April 29, 2008

99.2 Earnings call presentation materials

99.3 Press release of Sonic Automotive, Inc. dated April 29, 2008

**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.

By: /s/ Stephen K. Coss

Stephen K. Coss

Senior Vice President and General Counsel

Dated: April 29, 2008

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INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press release of Sonic Automotive, Inc. dated April 29, 2008
99.2	Earnings call presentation materials
99.3	Press release of Sonic Automotive, Inc. dated April 29, 2008

## *Sonic Automotive, Inc. Reports First Quarter Earnings In Line with Company Expectations*

CHARLOTTE, N.C. – April 29, 2008 – Sonic Automotive, Inc. (NYSE: SAH), a leader in automotive retailing, today reported that its 2008 first quarter earnings from continuing operations were \$18.0 million, or \$0.44 per diluted share, compared to \$22.3 million, or \$0.49 per diluted share, for the same period in 2007.

Total revenue for the first quarter of 2008 increased 1.0% over the prior year period primarily from the impact of acquisitions made during 2007. Overall same store revenue declined 4.0% over the prior year quarter with softness in new vehicle sales being partially offset by growth in used vehicles and finance and insurance. On a same store basis compared to the same quarter last year, new vehicle retail revenues declined 8.2%, used vehicle retail revenues were up 11.5%, fixed operations revenue was up 0.7% and finance and insurance revenues were up 5.9%.

B. Scott Smith, the Company's President said, "Our results for this quarter are in line with our expectations given our previous forecast of a soft new vehicle sales environment through the first half of this year. To confront these challenges, we are continuing our strong focus on the higher-margin segments of our business – fixed operations, finance and insurance, and used vehicles. In particular, the growth in our used vehicle business demonstrates the strength of our business model and strategy as our stores continue to embrace the concepts we have rolled out over the last 24 months. The quarter's results met our internal forecasts and, as a result, we remain comfortable with our 2008 continuing operations EPS target of \$2.35 to \$2.50 per diluted share."

Presentation materials for the Company's April 29, 2008 earnings conference call at 11:00 A.M. (Eastern) can be accessed on the Company's website at [www.sonicautomotive.com](http://www.sonicautomotive.com) by clicking on the "For Investors" tab and choosing "Webcasts & Presentations" on the left side of the monitor.

To access the live broadcast of the call over the Internet go to: [www.ccbn.com](http://www.ccbn.com) or [www.sonicautomotive.com](http://www.sonicautomotive.com)

A live audio of the call will be accessible to the public by calling (877) 791-3416. International callers dial (706) 643-0958. Callers should dial in approximately 10 minutes before the call begins.

A conference call replay will be available one hour following the call for seven days and can be accessed by calling: 800-642-1687, Conference ID: 43381696, International callers dial (706) 645-9291.

### About Sonic Automotive

Sonic Automotive, Inc., a Fortune 300 company based in Charlotte, N.C., is one of the largest automotive retailers in the United States operating 168 franchises. Sonic can be reached on the web at [www.sonicautomotive.com](http://www.sonicautomotive.com).

Included herein are forward-looking statements, including statements pertaining to anticipated diluted earnings per share from continuing operations. There are many factors that affect management's views about future events and trends of the Company's business. These factors involve risk and uncertainties that could cause actual results or trends to differ materially from management's view, including without limitation, economic conditions, risks associated with acquisitions and the risk factors described in the Company's annual report on Form 10-K for the year ended December 31, 2007. The Company does not undertake any obligation to update forward-looking information.

**SONIC AUTOMOTIVE, INC.**  
**RESULTS OF OPERATIONS**  
(in thousands, except per share, unit data and percentage amounts)  
(Unaudited)

	Three Months Ended	
	3/31/2008	3/31/2007
<b>Revenues</b>		
New retail vehicles	\$ 985,274	\$ 1,032,994
Fleet vehicles	107,592	88,805
Total new vehicles	1,092,866	1,121,799
Used vehicles	372,559	320,133
Wholesale vehicles	88,911	113,332
Total vehicles	1,554,336	1,555,264
Parts, service and collision repair	296,049	281,093
Finance, insurance and other	51,137	46,940
Total revenues	1,901,522	1,883,297
Total gross profit	305,643	298,176
SG&A expenses	242,451	231,507
Depreciation	7,935	5,572
Operating income	55,257	61,097
Interest expense, floor plan	13,397	15,853
Interest expense, other	11,863	8,554
Other (expense) / income	70	14
Income from continuing operations before taxes	30,067	36,704
Income taxes	12,027	14,428
Income from continuing operations	18,040	22,276
Discontinued operations:		
Loss from operations and the sale of discontinued franchises	(5,473)	(3,154)
Income tax benefit	1,641	869
Loss from discontinued operations	(3,832)	(2,285)
Net income	<u>\$ 14,208</u>	<u>\$ 19,991</u>
<b>Diluted:</b>		
Weighted average common shares outstanding	43,845	47,938
Earnings per share from continuing operations	\$ 0.44	\$ 0.49
Loss per share from discontinued operations	(\$ 0.09)	(\$ 0.05)
Earnings per share	<u>\$ 0.35</u>	<u>\$ 0.44</u>
<b>Gross Margin Data (Continuing Operations):</b>		
Retail new vehicles	7.4%	7.4%
Fleet vehicles	2.1%	2.2%
Total new vehicles	6.8%	7.0%
Used vehicles retail	8.9%	9.6%
Total vehicles retail	7.4%	7.6%
Wholesale vehicles	(0.9%)	0.4%
Parts, service and collision repair	49.7%	50.1%
Finance, insurance and other	100.0%	100.0%
Overall gross margin	16.1%	15.8%
<b>SG&amp;A Expenses (Continuing Operations):</b>		
Personnel	\$ 136,485	\$ 130,500
Advertising	16,343	15,089
Facility rent	25,620	25,407
Other	64,003	60,511
Total	<u>\$ 242,451</u>	<u>\$ 231,507</u>
<b>SG&amp;A Expenses as % of Gross Profit</b>		
Personnel	44.7%	43.8%
Advertising	5.3%	5.1%
Facility rent	8.4%	8.5%
Other	20.9%	20.2%
Total	79.3%	77.6%
<b>Operating Margin %</b>	2.9%	3.2%

	Three Months Ended	
	3/31/2008	3/31/2007
<b>Unit Data (Continuing Operations):</b>		
New retail units	28,941	30,342
Fleet units	4,355	3,736
Used units	18,511	16,300
Wholesale units	10,749	12,438
Average price per unit:		
New retail vehicles	\$ 34,044	\$ 34,045
Fleet vehicles	24,705	23,770
Used vehicles	20,126	19,640
Wholesale vehicles	8,272	9,112
<b>Other Data:</b>		
Same store revenue percentage changes:		
New retail	(10.0%)	
Fleet	12.4%	
Total New Vehicles	(8.2%)	
Used	11.5%	
Parts, service and collision repair	0.7%	
Finance, insurance and other	5.9%	
Total	(4.0%)	
<b>Balance Sheet Data:</b>		
	3/31/2008	12/31/2007
<b>ASSETS</b>		
Current Assets:		
Cash and cash equivalents	\$ 5,112	\$ 16,514
Receivables, net	305,624	347,309
Inventories	1,182,086	1,093,017
Assets held for sale	134,056	87,342
Other current assets	39,089	35,879
Total current assets	1,665,967	1,580,061
Property and Equipment, Net	365,653	286,591
Goodwill, Net	1,248,854	1,276,074
Other Intangibles, Net	111,306	111,342
Other Assets	32,336	28,676
<b>TOTAL ASSETS</b>	<b>\$3,424,116</b>	<b>\$3,282,744</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current Liabilities:		
Floor plan notes payable	\$1,186,123	\$1,125,670
Other current liabilities	239,041	247,658
Liabilities associated with assets held for sale	64,043	48,592
Current maturities of long-term debt	4,338	4,197
Total current liabilities	1,493,545	1,426,117
LONG-TERM DEBT	783,348	697,800
OTHER LONG-TERM LIABILITIES	237,771	227,999
STOCKHOLDERS' EQUITY	909,452	930,828
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$3,424,116</b>	<b>\$3,282,744</b>
<b>Balance Sheet Ratios:</b>		
Current Ratio	1.12	1.11
Debt to Total Capital, Net of Cash	46.3%	42.4%





# Cautionary Notice Regarding Forward-Looking Statements

•This presentation contains statements that constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934.

•These forward-looking statements are not historical facts, but only predictions by our company and/or our company’s management.

•These statements generally can be identified by lead-in words such as “believe,” “expect” “anticipate,” “intend,” “plan,” “foresee” and other similar words. Similarly, statements that describe our company’s objectives, plans or goals are also forward-looking statements.

•You are cautioned that these forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and that actual results may differ materially from those projected in the forward-looking statements as a result of various factors. Among others, factors that could materially adversely affect actual results and performance include those risk factors that are listed in Sonic Automotive’s Form 10-K for the year ended December 31, 2007.



**Take the High Road**  
YOUR PATH TO SUCCESS





**First Quarter 2008  
Earnings Review  
April 29, 2008**



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# Discussion Topics

Who are we? What do we believe? How do we do it?

## **Our Vision**

To Achieve Industry Leadership in Auto Retailing

## **Our Strategy**

Organic-Operational Excellence  
Growth through Portfolio Enrichment

## **Our Focus**

"First and foremost we are a sales organization"

## **Our Values**

"Take the High Road"

## **Our Promises**

ASI - Associate Satisfaction  
+ GSI - Guest Satisfaction  
+ MSI - Manufacturer Satisfaction  
= ROI - Shareholder Satisfaction

## **Our Culture**

Leadership is Ownership  
Aggressive Competitor  
Cost Effectiveness  
Productivity and Efficiency  
Accountability  
Standardization  
Unconditional Teamwork  
Work Ethic  
Entrepreneurial Balance  
Technology as an Enabler  
Training and Development  
Reward and Recognition  
Partnership Pay  
Support of Local Community  
FUN



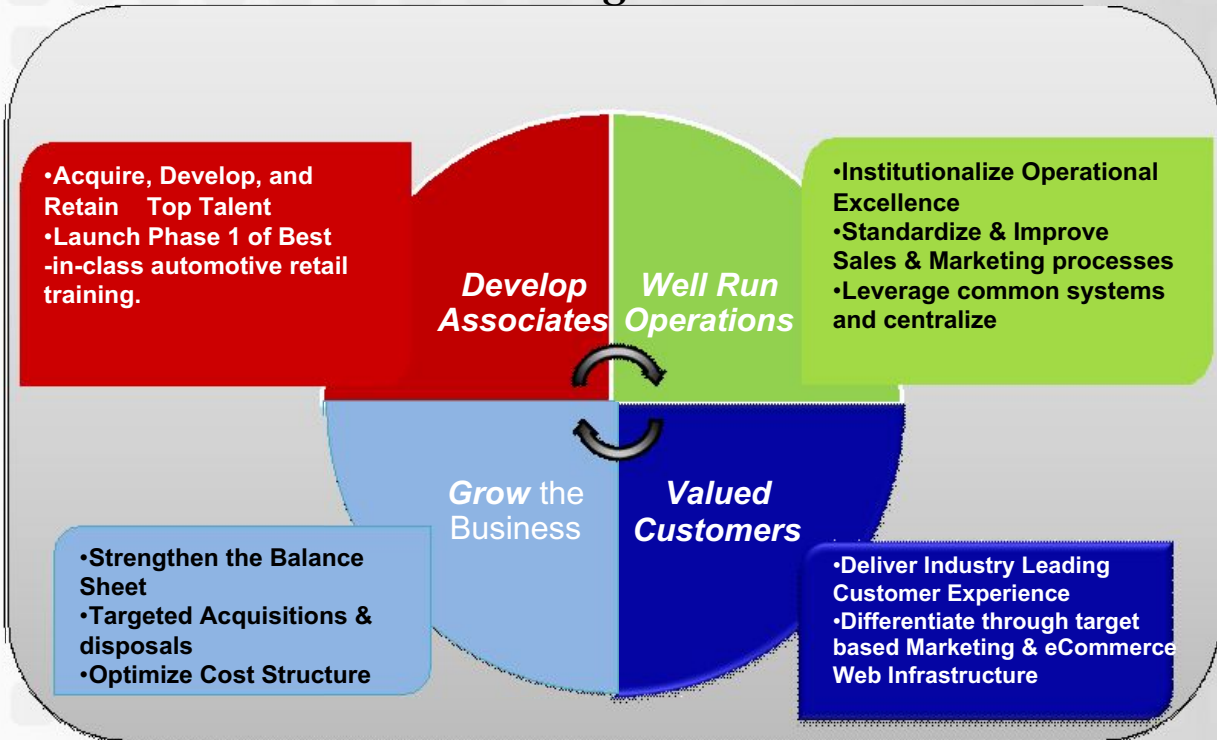
- Building for the long term  
Update on strategic initiatives
- Quarter review
- Questions
- Closing comments



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# Building for the Long Term

## 2008 Strategic Focus



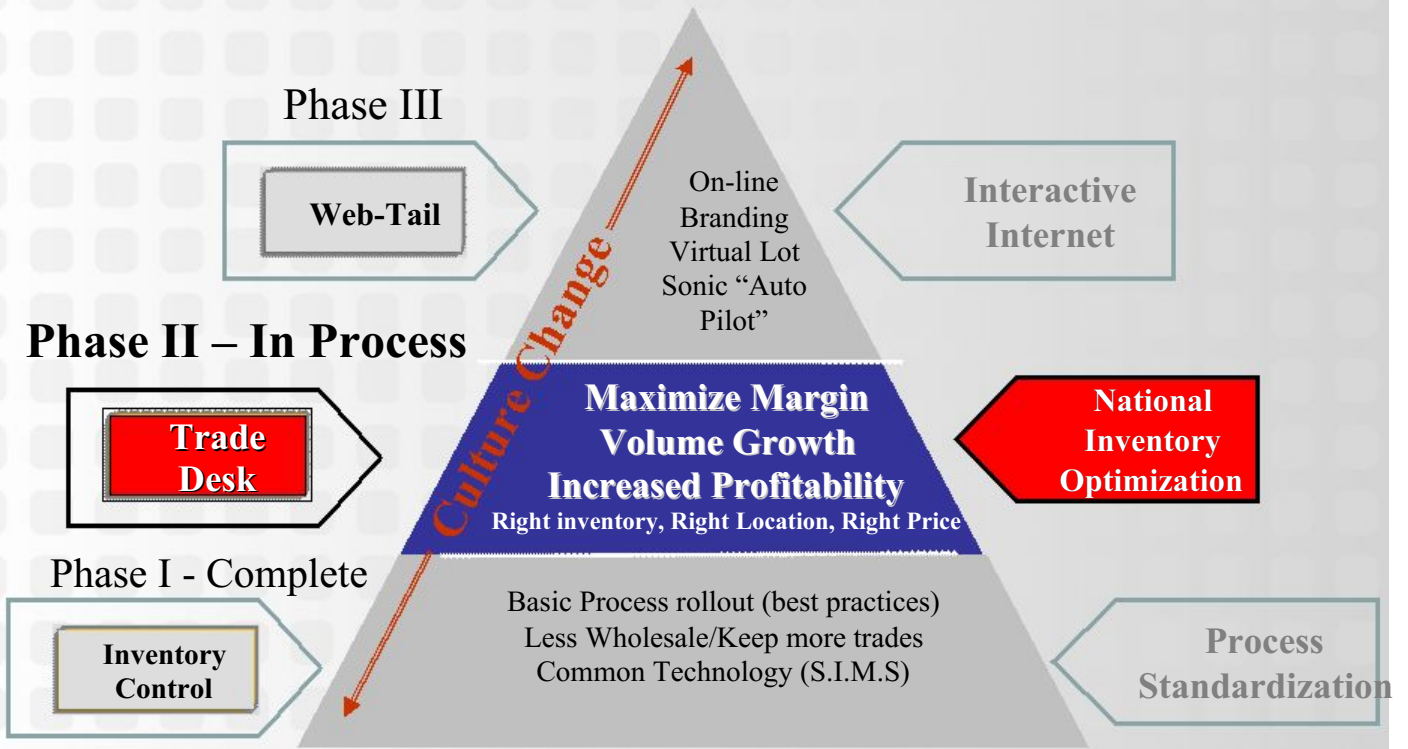
*Sonic's vision is to preserve the core automotive retail principles that have driven its past success and at the same time leverage the opportunities of scale.*



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# Building for the Long Term

## Used Vehicle Strategy



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# Building for the Long Term

## *The Quarter in Review*

- Business performed well in tough environment
- On track with internal expectations – reaffirming full year guidance
- Total revenue up
  - New vehicle environment challenging
  - Used volume continues to be a strength
- Sticking with our strategy
  - Investment in Associates and technology progressing as planned



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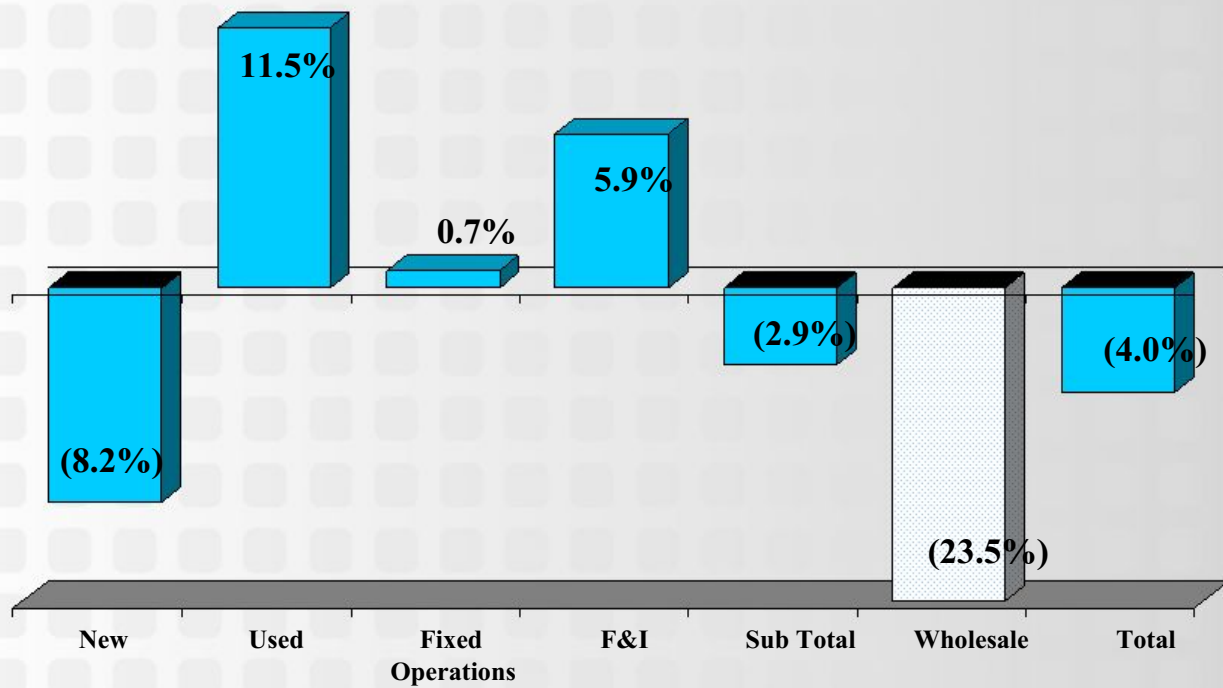
# Financial Performance

	Q1		Better/ (Worse)	
	2008	2007		
<b>Revenue</b>	\$1,901	\$1,883	\$18 ↑	1.0%
<b>Gross Profit</b>	\$306	\$298	\$7 ↑	2.5%
– <i>Margin</i>	<b>16.1%</b>	<b>15.8%</b>	↑	30bps
<b>Operating Income</b>				
– Amount	\$55	\$61	(\$6) ↓	(9.6%)
– <i>Margin</i>	<b>2.9%</b>	<b>3.2%</b>	↓	30bps
<b>Net Income</b>				
– Continuing Operations	\$18.0	\$22.3	(\$4.2) ↓	(19.0%)
– Total Operations	14.2	20.0	(5.8) ↓	(28.9%)
<b>EPS - Diluted</b>				
– Continuing Operations	\$0.44	\$0.49	(\$0.05) ↓	(10.3%)
– Total Operations	0.35	0.44	(0.09) ↓	(20.5%)



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## Same Store Revenue Growth – Q1 2008



- Challenging new vehicle environment
- Used retail volume, F&I and customer pay expanding

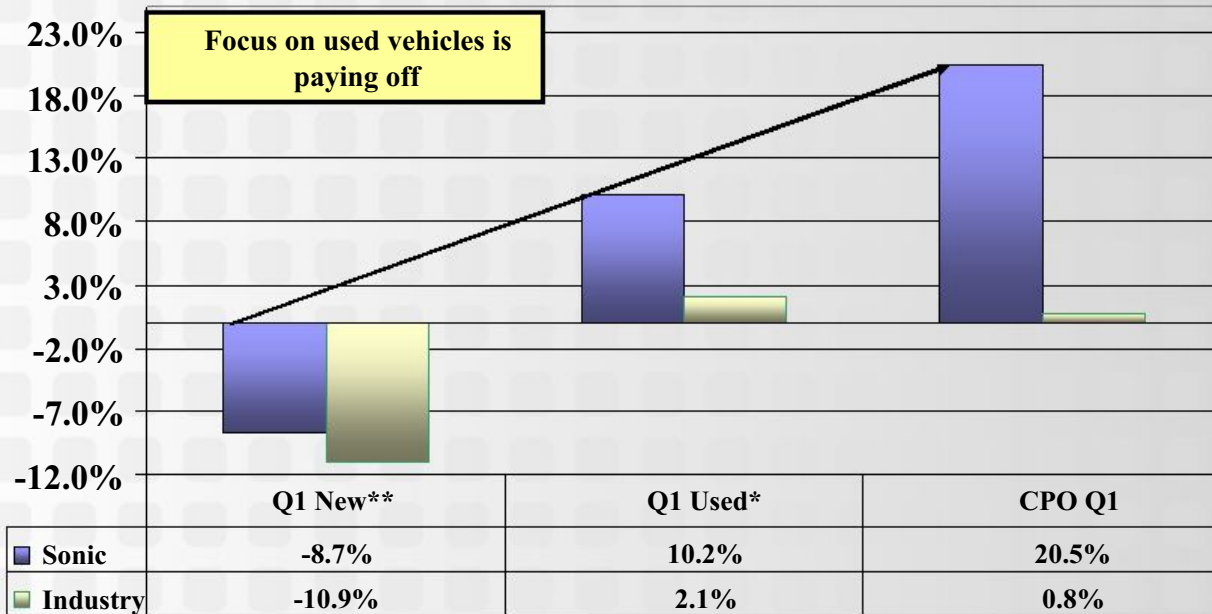


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# New, Used, & CPO Retail Unit Sales

## Same Store vs. Industry



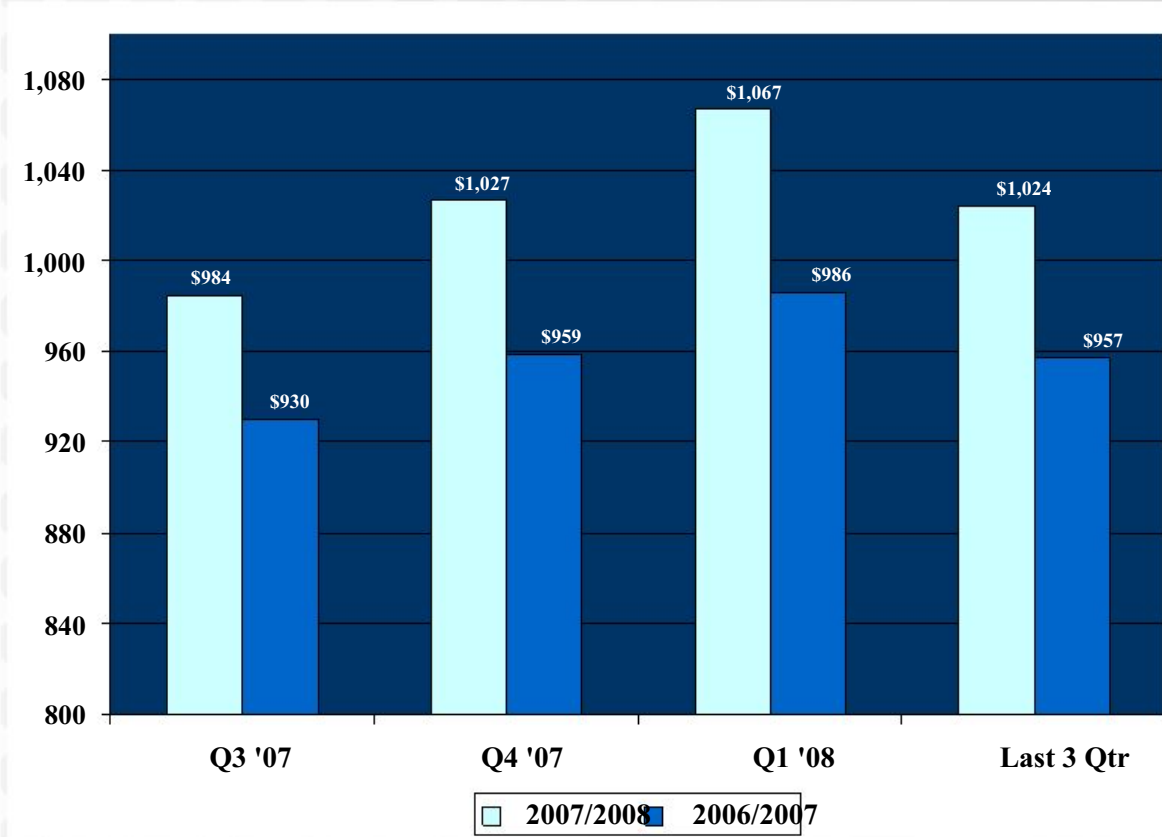
\*National franchise dealers

\*\*Excluding fleet – with fleet, industry off 8.0%



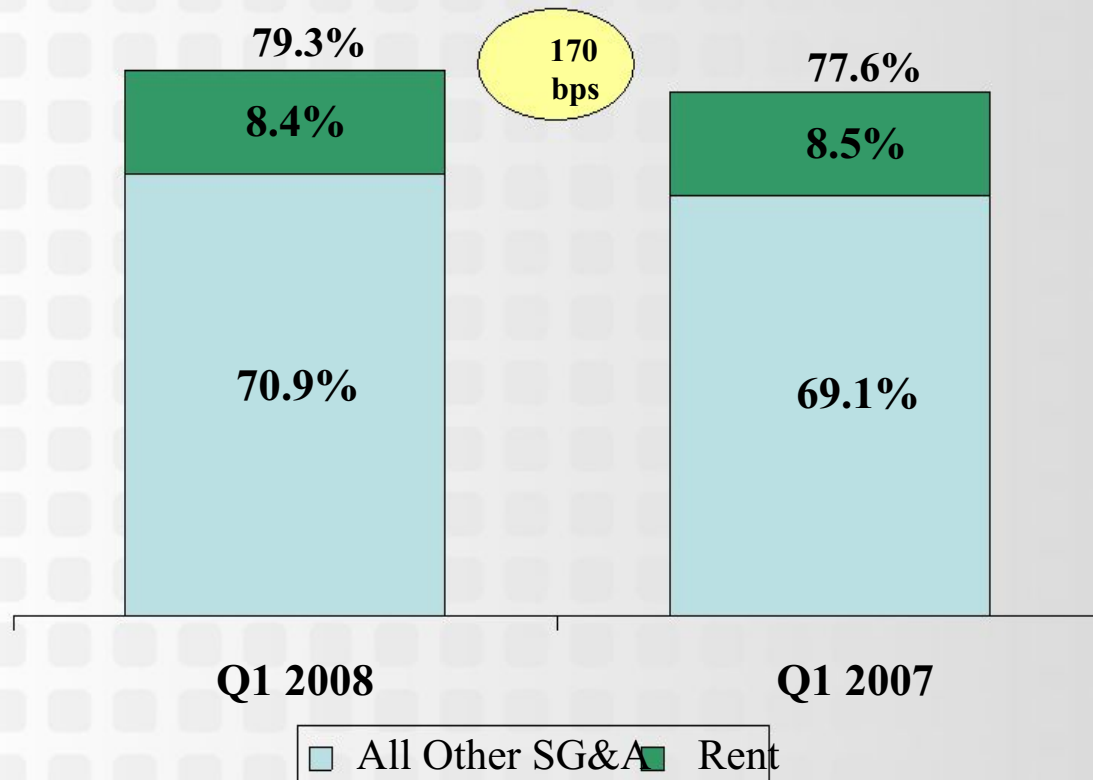
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## F&I – Same Store



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## SG&A Expenses as % of Gross Profit



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# Inventory Management

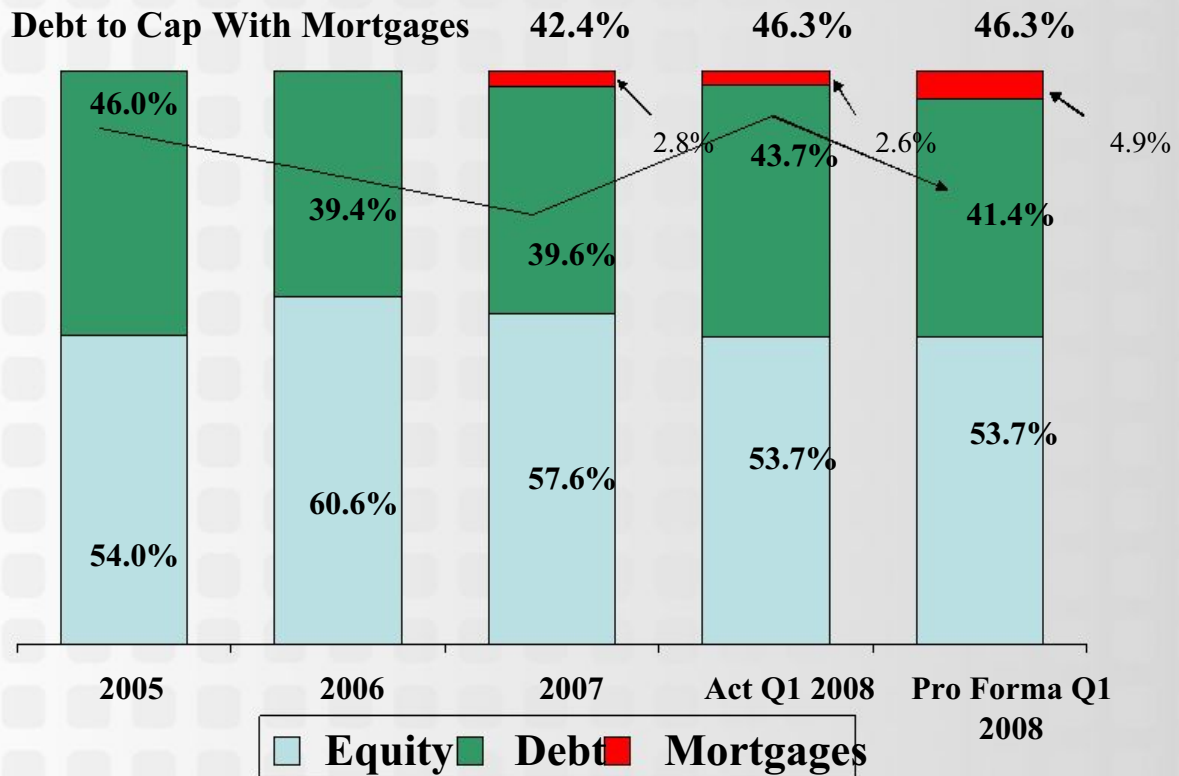
## Days Supply

	Mar-08	Mar 08 Industry
<b>New Vehicles</b>		
<b>Domestic</b> (excluding Cadillac)	<b>63.1</b>	<b>73.1</b>
<b>Luxury</b> (including Cadillac)	<b>66.0</b>	<b>53.5</b>
<b>Import</b>	<b>58.6</b>	<b>53.2</b>
<b>Overall</b>	<b>63.1</b>	<b>62.6</b>
<b>Used Vehicles</b>	<b>35.7</b>	



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# Capitalization



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# Summary

- **Reaffirming full year guidance – we are on the right track**
- **In a difficult economic environment, Sonic expanded revenue in Used, F&I and Fixed Operations**
- **Sticking to our strategy**
  - Investing in our people
  - Digital marketing
  - Technology
  - Phase II of our used vehicle process
- **Q2 Outlook**
  - New vehicle environment challenging in terms of both volume and gross margin
  - Consumer confidence low
- **We are building for the long term**



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***SONIC AUTOMOTIVE, INC. DECLARES QUARTERLY CASH DIVIDEND***

**CHARLOTTE, N.C.** – April 29, 2008 – Sonic Automotive, Inc. (NYSE: SAH), a leader in automotive retailing, today announced that its Board of Directors approved a quarterly dividend of \$0.12 per share payable in cash for shareholders of record on June 15, 2008. The dividend will be payable July 15, 2008.

Sonic Automotive, Inc., a Fortune 300 company based in Charlotte, N.C., is one of the largest automotive retailers in the United States operating 168 franchises. Sonic can be reached on the Web at [www.sonicautomotive.com](http://www.sonicautomotive.com).

Included herein is a forward-looking statement pertaining to an anticipated cash dividend to shareholders. 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 view, including without limitation, economic conditions, risks associated with acquisitions and the risk factors described in the Company's annual report on Form 10-K for the year ended December 31, 2007. The Company does not undertake any obligation to update forward-looking information.