

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): October 28, 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 October 28, 2008, we issued a press release announcing results for our fiscal quarter and nine month period ended September 30, 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 October 28, 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 October 28, 2008

99.2 Earnings call presentation materials

99.3 Press release of Sonic Automotive, Inc. dated October 28, 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: October 28, 2008

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**INDEX TO EXHIBITS**

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<b>Exhibit No.</b>	<b>Description</b>
99.1	Press release of Sonic Automotive, Inc. dated October 28, 2008
99.2	Earnings call presentation materials
99.3	Press release of Sonic Automotive, Inc. dated October 28, 2008

*Sonic Automotive, Inc. Announces Third Quarter Results*

**CHARLOTTE, N.C.** – October 28, 2008 – Sonic Automotive, Inc. (NYSE: SAH), a leader in automotive retailing, today announced a third quarter 2008 loss from continuing operations of \$11.4 million, or \$0.28 per diluted share, compared to earnings of \$30.9 million, or \$0.68 per diluted share, in the prior year period. Included in the current quarter's results from continuing operations is an after-tax charge of approximately \$21.0 million, or \$0.53 per diluted share, related primarily to franchise asset and property impairment costs. The Company also recorded an after-tax charge of approximately \$11.5 million, or \$0.29 per diluted share, also primarily related to franchise asset and property impairment costs in our loss from discontinued operations in the current quarter.

In addition to these charges, also included in the current quarter's results from continuing operations is an estimated approximately \$0.08 per diluted share negative impact related to property damage and business disruption caused by hurricane activity in the greater Houston area.

Mr. David Cospers, the Company's Chief Financial Officer, stated, "In light of the current economic conditions and the expectation of lower profitability at a small number of our domestic dealerships, we have written down the value of the franchise assets assigned to these dealerships. In addition, we have eliminated various planned facility projects and revised our plans for several facilities that we had vacated. As a result, we have written off certain costs that had already been incurred on those projects. We are in compliance with all debt covenants at the end of the quarter and expect to remain in compliance going forward. We have also performed an interim test of the recoverability of our goodwill and have determined that there is no impairment of the goodwill assets recorded on our balance sheet."

Scott Smith, the Company's President and Chief Strategic Officer, stated, "The current softness in consumer demand is to be expected given the turmoil in the credit markets and the amount of economic uncertainty we are currently experiencing. We remain focused on those things we can control and that we believe add value for our shareholders. We continue to aggressively reduce costs and manage capital expenditures as we move forward with our used vehicle and parts and service initiatives. As a result of the current economic uncertainty, we are projecting diluted earnings per share from continuing operations for the fourth quarter of \$0.10 to \$0.20."

Presentation materials for the Company's earnings conference call at 11:00 A.M. (Eastern) on October 28, 2008 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 right side of the screen.

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

A live audio of the conference 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 (domestic) or (706) 645-9291 (international), conference call ID #67717439.

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 169 franchises. Sonic can be reached on the Web at [www.sonicautomotive.com](http://www.sonicautomotive.com).

Included herein are forward-looking statements, including statements with respect to expected diluted earnings per share from continuing operations, debt compliance expectations, profitability at certain dealerships, cost reduction plans and capital expenditure reduction plans. There are many factors that affect management's views about future events and

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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 quarterly report on Form 10-Q for the quarter ended June 30, 2008. The Company does not undertake any obligation to update forward-looking information.

**Sonic Automotive, Inc.**
**Results of Operations (Unaudited)**

(in thousands, except per share, unit data and percentage amounts)

	Three Months Ended		Nine Months Ended	
	9/30/2008	9/30/2007	9/30/2008	9/30/2007
<b>Revenues</b>				
New retail vehicles	\$ 987,520	\$1,204,343	\$3,016,719	\$3,360,848
Fleet vehicles	54,863	98,509	282,962	288,344
Total new vehicles	1,042,383	1,302,852	3,299,681	3,649,192
Used vehicles	339,498	363,785	1,088,808	1,034,375
Wholesale vehicles	72,316	100,201	239,118	304,173
Total vehicles	1,454,197	1,766,838	4,627,607	4,987,740
Parts, service and collision repair	284,132	292,044	871,713	853,650
Finance, insurance and other	46,512	53,600	150,148	152,729
Total revenues	1,784,841	2,112,482	5,649,468	5,994,119
Total gross profit	285,693	323,963	899,205	933,327
SG&A expenses	(267,961)	(240,243)	(749,651)	(701,621)
Depreciation	(8,912)	(5,338)	(25,656)	(19,163)
Operating income	8,820	78,382	123,898	212,543
Interest expense, floor plan	(9,744)	(16,660)	(34,467)	(49,002)
Interest expense, other	(16,661)	(10,898)	(43,439)	(28,446)
Other (expense) / income	(10)	(5)	87	85
Income / (loss) from continuing operations before taxes	(17,595)	50,819	46,079	135,180
Income taxes	6,214	(19,903)	(19,256)	(53,159)
Income / (loss) from continuing operations	(11,381)	30,916	26,823	82,021
<b>Discontinued operations:</b>				
Loss from operations and the sale of discontinued franchises	(19,954)	(6,870)	(38,790)	(13,651)
Income tax benefit	5,986	2,061	11,637	4,096
Loss from discontinued operations	(13,968)	(4,809)	(27,153)	(9,555)
Net income/ (loss)	\$ (25,349)	\$ 26,107	\$ (330)	\$ 72,466
<b>Diluted:</b>				
Weighted average common shares outstanding	40,170	46,978	40,626	47,631
Earnings / (loss) per share from continuing operations	(\$0.28)	\$ 0.68	\$ 0.65	\$ 1.79
Loss per share from discontinued operations	(\$0.35)	(\$0.10)	(\$0.67)	(\$0.20)
Earnings / (loss) per share	(\$0.63)	\$ 0.58	(\$0.02)	\$ 1.59
<b>Gross Margin Data (Continuing Operations):</b>				
Retail new vehicles	7.0%	7.5%	7.3%	7.4%
Fleet vehicles	4.5%	1.5%	2.2%	2.1%
Total new vehicles	6.9%	7.0%	6.8%	7.0%
Used vehicles retail	8.0%	8.8%	8.5%	9.2%
Total vehicles retail	7.2%	7.4%	7.3%	7.5%
Wholesale vehicles	(1.9%)	(1.5%)	(1.8%)	(0.9%)
Parts, service and collision repair	49.9%	50.7%	49.9%	50.6%
Finance, insurance and other	100.0%	100.0%	100.0%	100.0%
Overall gross margin	16.0%	15.3%	15.9%	15.6%
<b>SG&amp;A Expenses (Continuing Operations):</b>				
Personnel	\$ 128,167	\$ 133,930	\$ 400,115	\$ 398,201
Advertising	14,489	17,294	48,018	48,416
Facility rent	28,655	24,890	75,073	74,730
Other	96,650	64,129	226,445	180,274
Total	\$ 267,961	\$ 240,243	\$ 749,651	\$ 701,621
<b>SG&amp;A Expenses as % of Gross Profit</b>				
Personnel	44.9%	41.3%	44.5%	42.7%
Advertising	5.1%	5.3%	5.3%	5.2%
Facility rent	10.0%	7.7%	8.3%	8.0%
Other	33.8%	19.9%	25.3%	19.3%
Total	93.8%	74.2%	83.4%	75.2%
<b>Operating Margin %</b>	<b>0.5%</b>	<b>3.7%</b>	<b>2.2%</b>	<b>3.5%</b>

	Three Months Ended		Nine Months Ended	
	9/30/2008	9/30/2007	9/30/2008	9/30/2007
<b>Unit Data (Continuing Operations):</b>				
New retail units	29,076	35,686	90,104	99,707
Fleet units	2,816	4,272	11,729	12,685
Used units	16,994	18,056	54,260	51,758
Wholesale units	9,563	11,230	30,377	33,869
Average price per unit:				
New retail vehicles	\$ 33,963	\$ 33,748	\$33,480	\$33,707
Fleet vehicles	19,483	23,059	24,125	22,731
Used vehicles	19,978	20,148	20,066	19,985
Wholesale vehicles	7,562	8,923	7,872	8,981

**Other Data:**

Same store revenue percentage changes:				
New retail	(18.9%)		(14.2%)	
Fleet	(44.3%)		(10.3%)	
Total New Vehicles	(20.8%)		(13.9%)	
Used	(7.7%)		1.6%	
Parts, service and collision repair	(3.8%)		(1.3%)	
Finance, insurance and other	(13.6%)		(3.9%)	
Total	(16.4%)		(9.7%)	

**Balance Sheet Data:**

	9/30/2008	12/31/2007
<b>ASSETS</b>		
Current Assets:		
Cash and cash equivalents	\$ 7,340	\$ 16,514
Receivables, net	214,625	347,309
Inventories	1,030,704	1,093,017
Assets held for sale	110,815	87,342
Other current assets	34,836	35,879
Total current assets	1,398,320	1,580,061
Property and Equipment, Net	381,950	286,591
Goodwill, Net	1,254,403	1,276,074
Other Intangibles, Net	95,974	111,342
Other Assets	21,705	28,676
<b>TOTAL ASSETS</b>	<b>\$3,152,352</b>	<b>\$3,282,744</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current Liabilities:		
Floor plan notes payable	\$ 991,571	\$1,125,670
Other current liabilities	223,288	247,658
Liabilities associated with assets held for sale	42,928	48,592
Current maturities of long-term debt	131,705	4,197
Total current liabilities	1,389,492	1,426,117
LONG-TERM DEBT	638,970	697,800
OTHER LONG-TERM LIABILITIES	222,154	227,999
STOCKHOLDERS' EQUITY	901,736	930,828
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$3,152,352</b>	<b>\$3,282,744</b>
<b>Balance Sheet Ratios:</b>		
Current Ratio	1.01	1.11
Debt to Total Capital, Net of Cash	45.8%	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-Q for the quarter ended June 30, 2008.



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**Third Quarter 2008  
Earnings Review  
October 28, 2008**



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# Sonic Automotive Q3 2008

*Conference Call Topics*

**Overview of the Quarter**

**Vision & Strategy / Investment Principles**

**Operational Priorities**

**Financial Review**

**Closing Comments**



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# Building for the Long-Term

*The Quarter in Review*

## External Operating Environment

- Hurricane, credit, consumer confidence
- SAAR

## Impairment Charges

## Internal Operating Environment

- Realignment – team aligned, focused on generating revenue / cash



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# Building for the Long-Term

## *Vision and Strategy*

**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

- **Our Vision**
  - To Achieve Industry Leadership in Automotive Retailing
- **Our Strategy**
  - Operational Excellence
  - Growth through Portfolio Enrichment



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# Building for the Long-Term

## Investment Principles

### **Sonic Automotive** **INVESTMENT PRINCIPLES**

**Think Before You Spend!!!**

#### **Invest Money Where You Make Money**

Ideally, every investment (capital spending and acquisition) should provide a return in excess of the cost of capital. In evaluating investments, alternatives should always be considered, and required investment and future cash flow projections should be realistic. Return calculations should be run against the next-best alternative (e.g., should we sell a franchise instead of investing further in the brand/facility, or can we invest less than the initial proposal?).

Every individual investment should stand on its own and make financial sense. We should not combine separate projects where one makes financial sense with one that does not and attempt to justify the combination as appropriate.

#### **Proper Approvals**

All major investment proposals should be approved by the senior team after review and approval by the field team (and must meet legal and our ethical standards).

#### **Stick To Our Strategy**

Spending should be focused on (and limited to) the brands and locations judged strategic by the senior team. Investment in non-strategic brands/locations is acceptable on a case-by-case basis, provided returns are adequate.

#### **Allocate Capital Carefully**

Total capital is limited. We should allocate our scarce resources to the investments that provide the best overall returns, profit levels, and growth opportunities for Sonic.

#### **Own Our Land And Facilities**

It is better to own our land and facilities/buildings (versus lease). Certain non-strategic brands/locations may be an exception on a case-by-case basis.

Major investments should only be made in owned facilities/land. If a leased property requires major investment, every effort should be made to purchase the property or find a new site BEFORE investing on leased property.

As leased property approaches three to five years from lease termination, the senior team must review opportunities to buy the property, find an alternative site, or sell/dispose of the franchise.

#### **Use Good Judgment**

Certain investments may have to be made regardless of return -- for example, actions to ensure the safety/welfare of our people, to safeguard our assets, or to meet manufacturer requirements of our strategic brands (possibly made to facilitate acquisitions). Management judgment should always be exercised, and alternatives should always be considered.

Dave C. January 2008

- **First Order**

- Stop Making Stupid Mistakes
- Stop Friendly Fire

- **Principles**

- Guide decision making
- Discipline to stick to them

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

**Sonic**  
Automotive

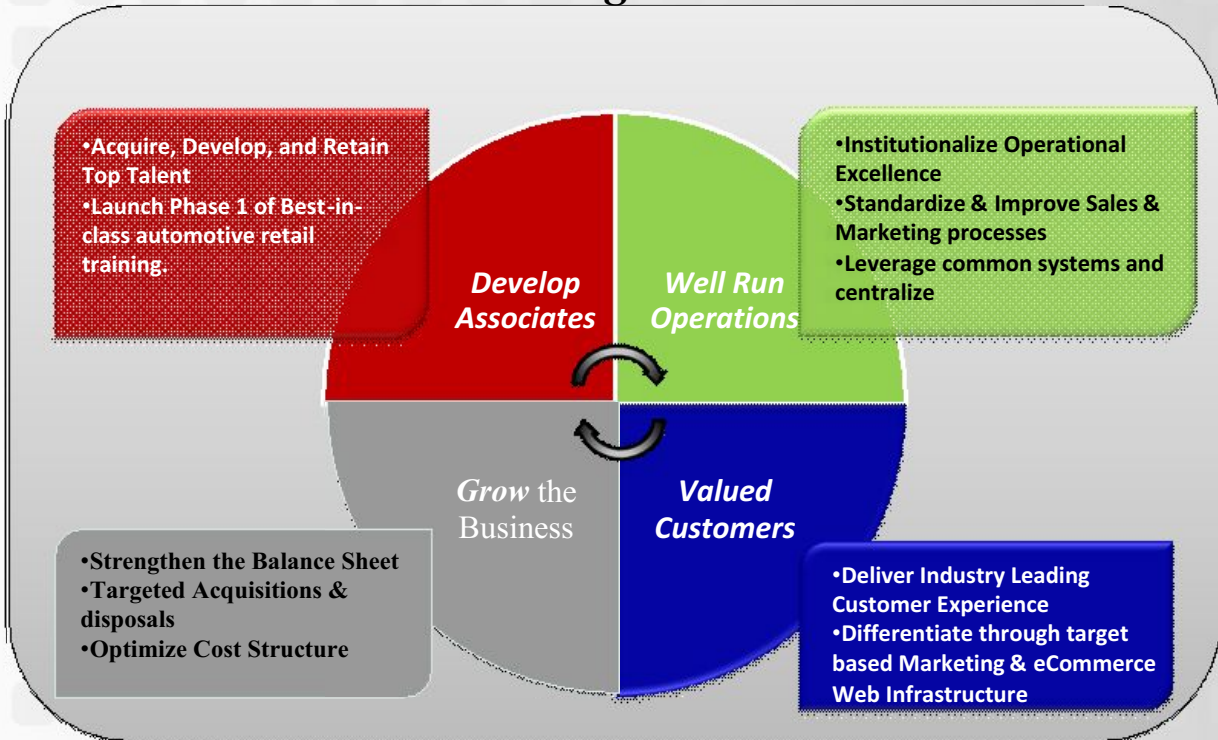
**Sonic**  
Automotive

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# Building for the Long-Term

## 2008 Strategic Focus



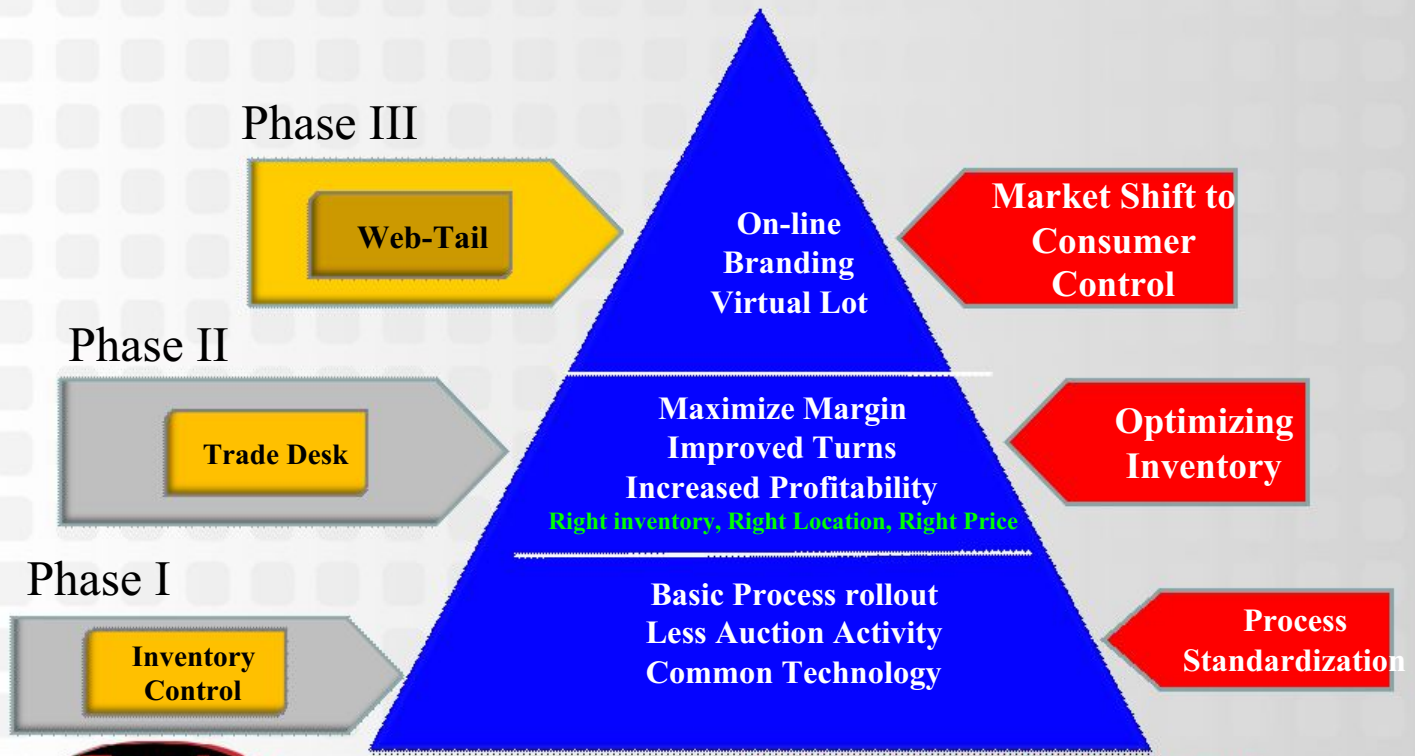
*Sonic's vision is to preserve the core automotive retail principles that have driven its past success and at the same time leverage the opportunities of scale.*



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# Operating Priorities

*Used Vehicle Strategy*

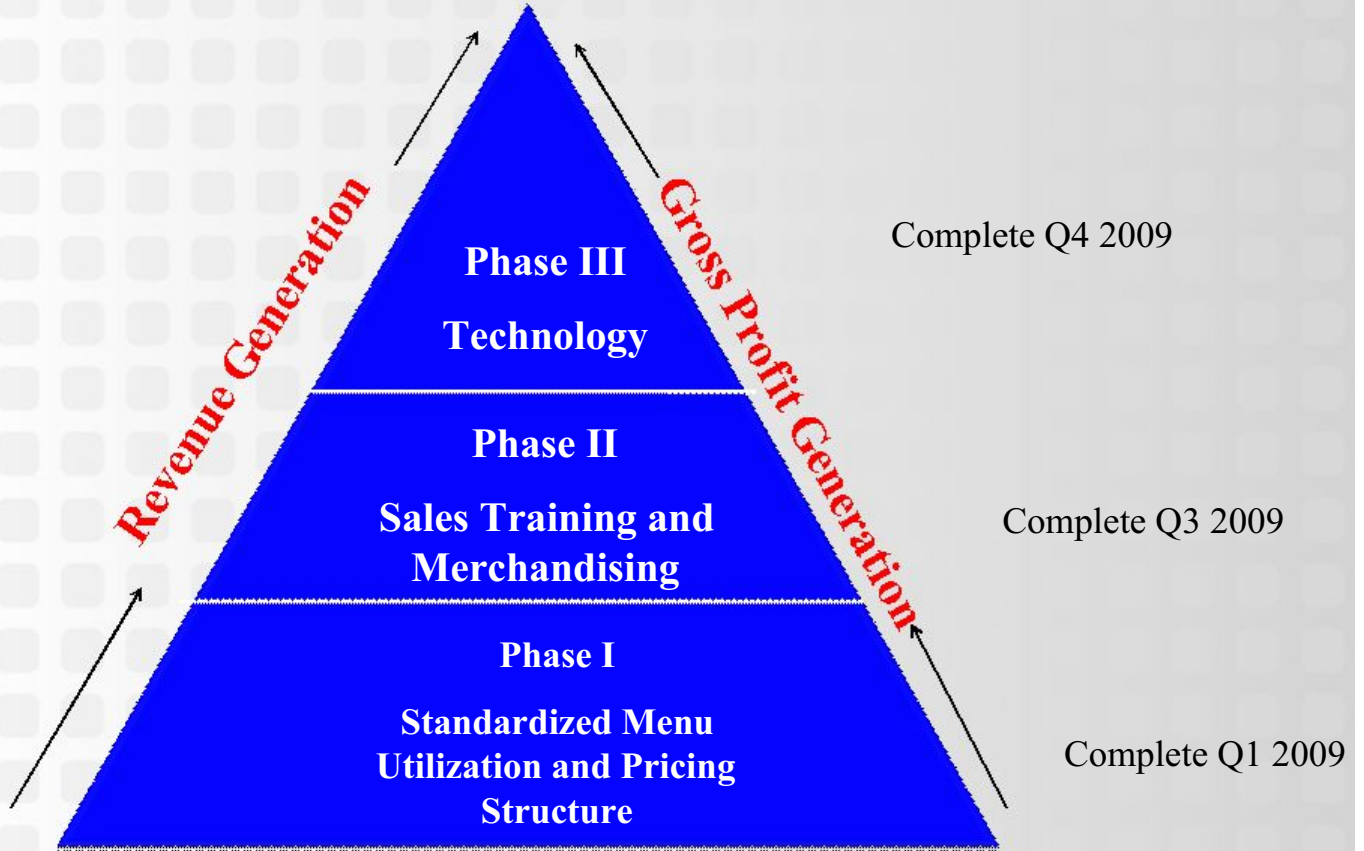


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# Operating Priorities

*Fixed Operations Strategy*



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# Operating Priorities

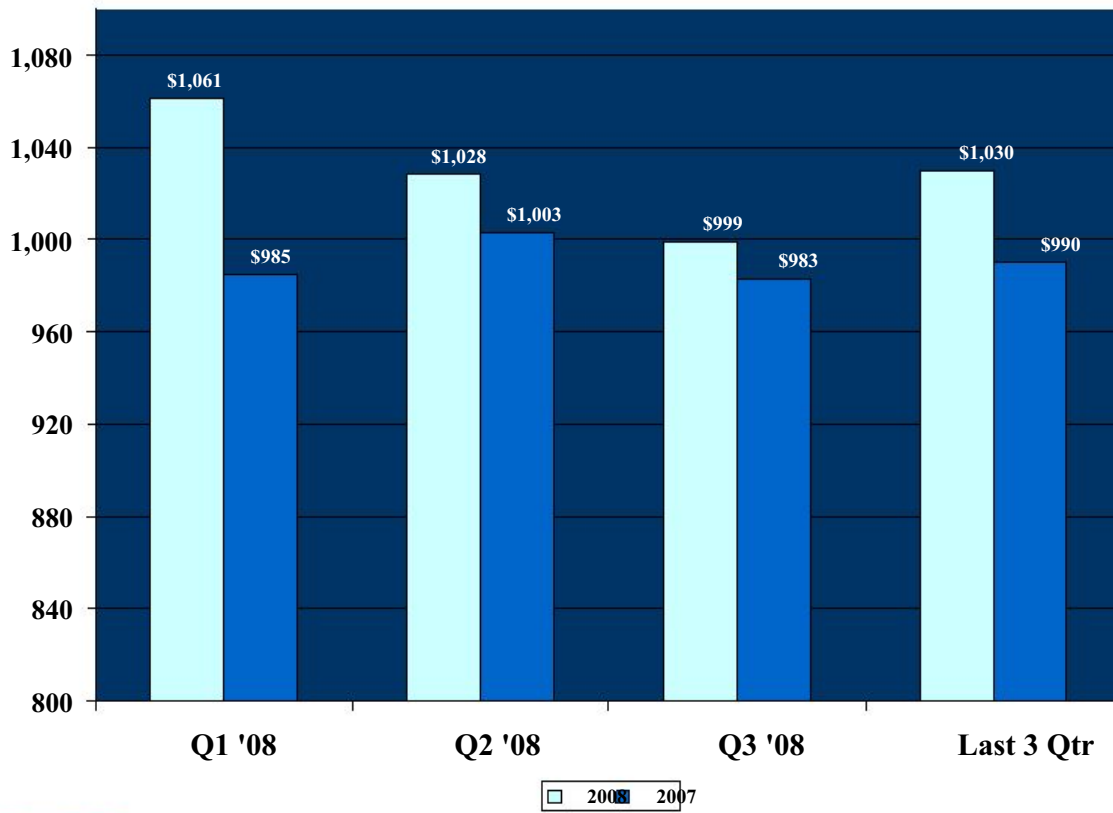
## *Internet Lead Strategy*



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# Operating Priorities

*F&I – Same Store*



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# Operating Priorities

## Expense Management

### Dealership

Reduced annual expenses by over \$7.0 million which will begin to be realized in Q4 and moving forward

Right size to new environment

### Region

Restructured regional staff (\$4.6m savings)  
Leverage of our staff's expertise

Headcount

### Compared to Q3 07

In terms of dollars down \$2.8m or 16.2%

In terms of gross profit 5.1% down 20bps

Advertising

Inventory

### Controlling Inventory

New – 60.1  
Used – 32.2  
Parts – 36.4

Reduce Floorplan expense  
Free up frozen cash  
Reduce bad debt

### Focus on Ad Effectiveness

Internet  
Fixed  
Pre owned



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# Geographic / Brand Review

## *New Vehicle*

- **California**
  - 30% of total new vehicle revenue
  - Brand mix: 70% Luxury, 28% Mid-Line Imports and 2% Domestic
- **Texas**
  - 26% of total new vehicle revenue
  - BMW, Chevrolet and Ford brands outpaced local market during the quarter.
- **Florida**
  - 6% of total revenues, dependant on Cadillac
- **Brand Commentary**
  - Cadillac is difficult
  - BMW/Mini – 22% of total new vehicle revenue
    - BMW gaining share in local markets; Mini sales up;
  - Honda - 16% of total new vehicle revenue
    - Gaining or maintaining share in markets; 44% of unit volume comprised of CA dealerships
  - Mercedes – 11% of total new vehicle revenue
    - Outperforming local markets – C Class, E Class sales good



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# Financial Performance

(amounts in millions, except per share data)

	Q3			Better/ (Worse)	
	2008 Actual <sup>(1)</sup>	2008 Adjusted <sup>(1)(2)</sup>	2007		
<b>Revenue</b>	\$1,785	\$1,785	\$2,112	(\$324)↓	<b>(15.5%)</b>
<b>Gross Profit</b>	\$286	\$286	\$324	(\$38)↓	<b>(11.8%)</b>
– <i>Margin</i>	<b>16.0%</b>	<b>16.0%</b>	<b>15.3%</b>	↑	<b>70bps</b>
<b>Operating Income</b>					
– Amount	\$9	\$44	\$78	(\$3)↓	<b>(43.6%)</b>
– <i>Margin</i>	<b>0.5%</b>	<b>2.5%</b>	<b>3.7%</b>	↓	<b>320bps</b>
<b>Net Income</b>					
– Continuing Operations	<b>(\$11.4)</b>	\$9.6	\$30.9	(\$21.1)↓	<b>(68.9%)</b>
– Total Operations	<b>(\$25.3)</b>	\$7.2	\$26.1	(\$18.9)↓	<b>(72.4%)</b>
<b>EPS - Diluted</b>					
– Continuing Operations	<b>(\$0.28)</b>	\$0.25	\$0.68	(\$0.43)↓	<b>(63.2%)</b>
– Total Operations	<b>(\$0.63)</b>	\$0.19	\$0.58	(\$0.39)↓	<b>(67.2%)</b>

(1) – Includes estimated \$0.08/diluted share loss associated with Hurricane Ike

(2) – Excludes continuing ops and discontinued ops after tax charges of \$21.0 million and \$11.9 million, respectively



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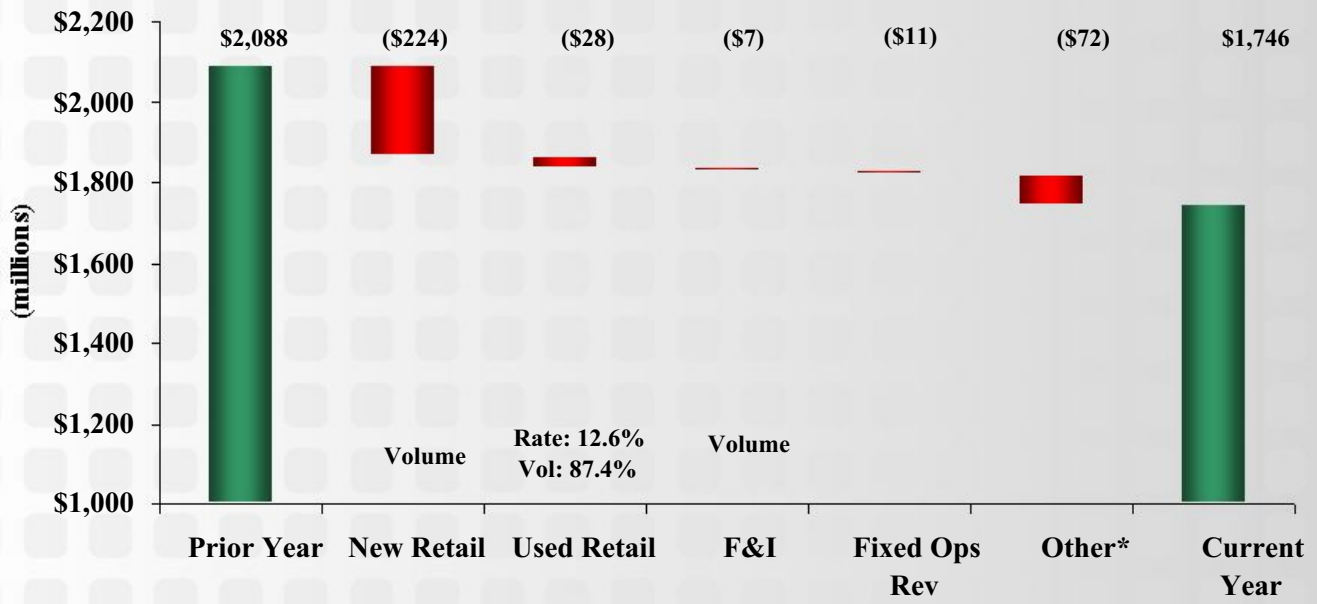
## Discontinued Operations

<u>Amount After Taxes</u>	<u>Q3 2008</u> <u>(000's)</u>	
Loss from Operations	\$ (2,011)	
Asset Impairments	(4,212)	} → <b>Non-Cash</b>
Lease Exit Accruals	(7,649)	
Loss on Disposal	(96)	
Subtotal	<u>(11,957)</u>	
Total	<u>\$ (13,968)</u>	



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# Same Store Revenue Change – Q3 2008



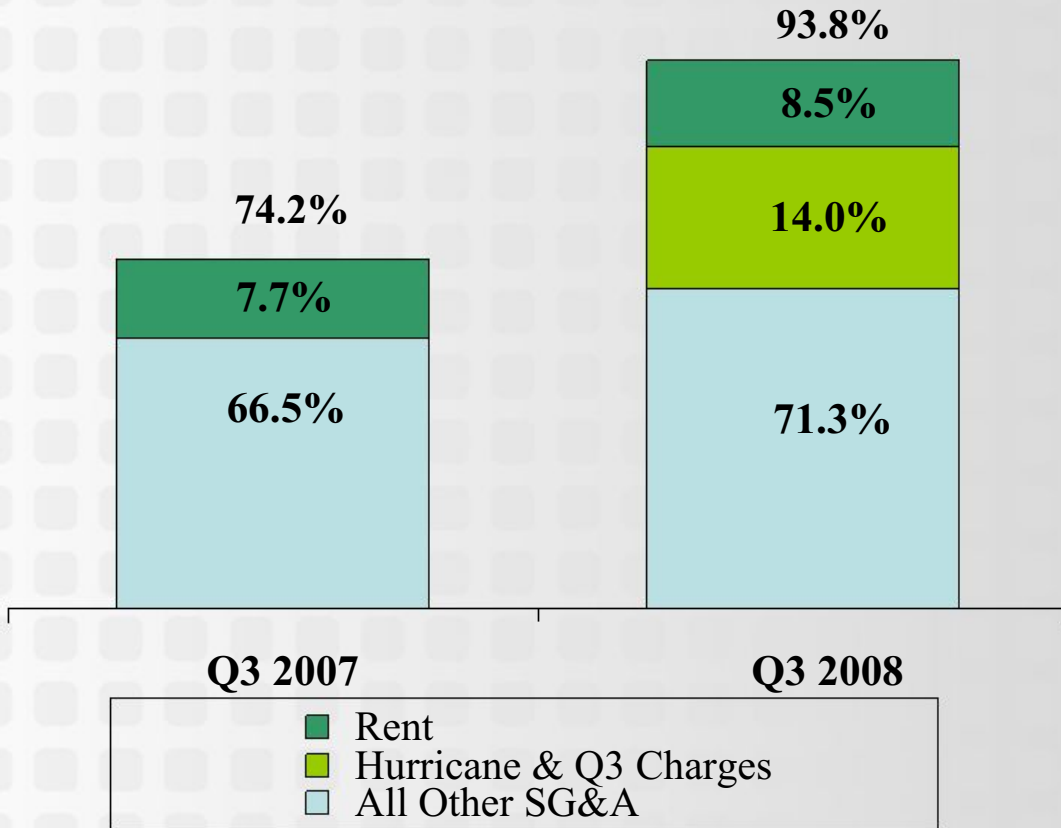
\*The "Other" Category includes used wholesale and fleet revenue



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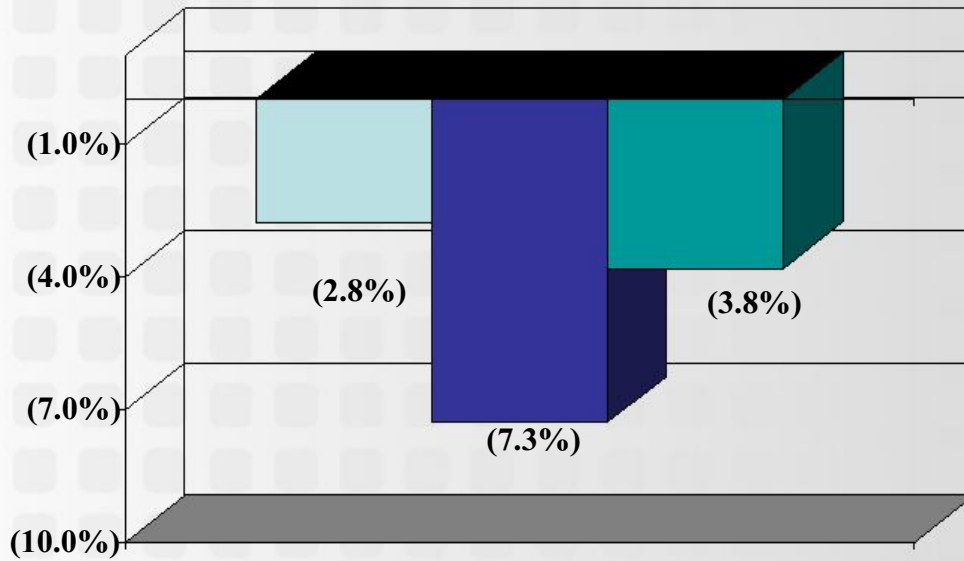
# SG&A Expenses as % of Gross Profit



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# Fixed Operations

Same Store - Q3 2008



Customer Pay Warranty Total



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# Days Supply

	Sep-08	Sept 08 Industry
<b>New Vehicles</b>		
<b>Domestic</b>	<b>66.0</b>	<b>73.4</b>
<b>Luxury</b>	<b>63.0</b>	<b>67.4</b>
<b>Import</b>	<b>50.7</b>	<b>64.7</b>
<b>Overall</b>	<b>60.1</b>	<b>69.4</b>
<b>Used Vehicles</b>	<b>32.2</b>	

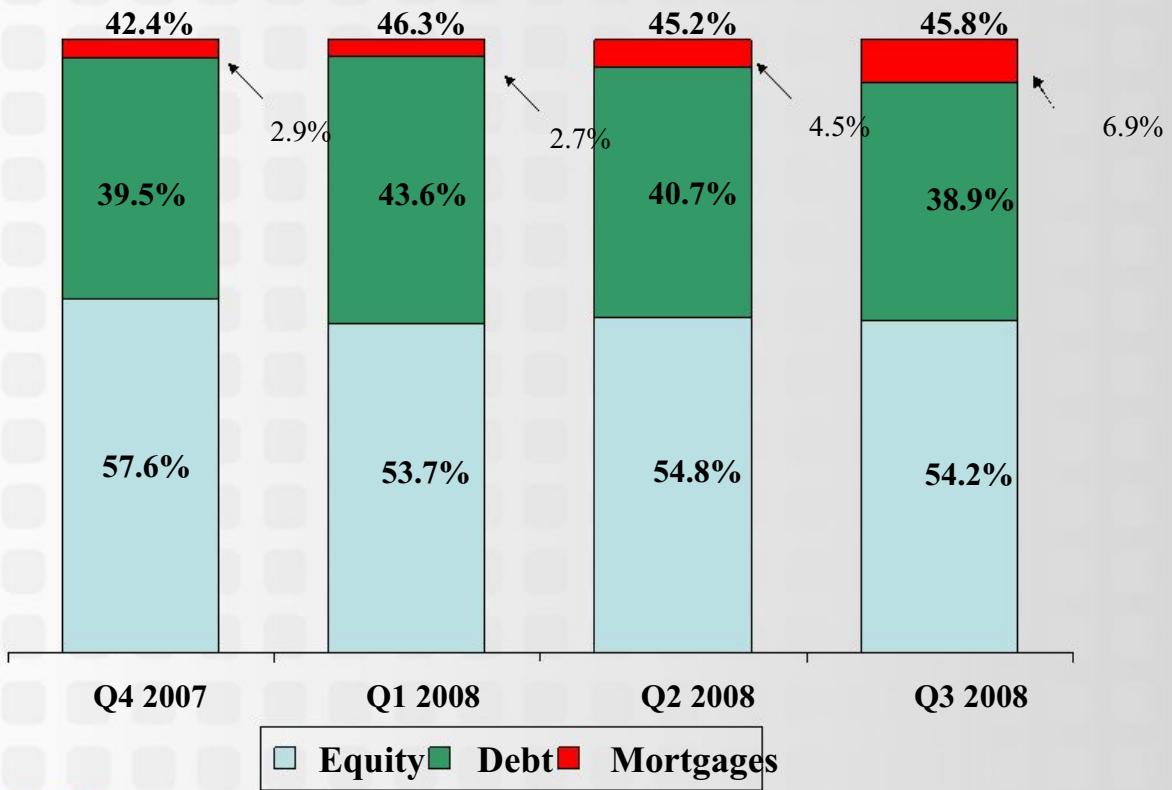
Note: Industry truck days supply was 79 at the end of September, while car inventory was 60.



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# Capitalization

## Debt to Cap With Mortgages



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## Liquidity – Revolver Availability

	<u>June</u> <i>(mils)</i>	<u>September</u> <i>(mils)</i>
<b>Revolver Balance</b>	\$115	\$69
<b>Revolver Availability</b>	110	153
<i>Memo: Mortgage Funding</i>	\$76	\$115



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## Debt Covenants

	<u>June</u>	<u>September</u>	<u>Covenants</u>
<b>Current Ratio</b>	<b>1.18</b>	<b>1.23</b>	<b><math>\geq 1.15</math></b>
<b>Fixed Charge Coverage</b>	<b>1.72</b>	<b>1.65</b>	<b><math>\geq 1.20</math></b>
<b>Debt to EBITDA</b>	<b>0.94</b>	<b>0.82</b>	<b><math>&lt; 2.25</math></b>

We are in full compliance with all debt covenants



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## Capital Spending

	<u>Third Quarter</u> <i>(mils)</i>	<u>Nine Months</u> <i>(mils)</i>
<b>Capital Spending</b>		
- property	\$7	\$70
- traditional	12	52
Total	<u>\$19</u>	<u>\$122</u>
Mortgage Funding Secured in the Period	\$39	\$57



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# Q4 Outlook

## Forecast Assumptions

	<u>Revised Forecast</u>	
<b>Same Store Gross Margins:</b>		
New	6.5%	} <b>Relatively Stable</b>
Used	8.0%	
Fixed Operations	49.7%	
<b>LIBOR Rate</b>	4.3%	
<b>SAAR</b>	12.0M	
<b>Q4 2008 Guidance</b>	\$ .10 - \$.20	



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# Summary

- **We are controlling what we can – our ability to execute our operational priorities**
- **Q4 Outlook**
  - New vehicle environment will continue to be very challenging, not looking for usual Holiday Push with Luxury.
  - New and Used gross margin pressure
  - Continued Challenging Economic and Capital Market Environments
- **Sticking to our strategy**
  - Generating Revenue
  - Expense Control
  - Cash & Spending
  - Debt Reduction
- **We are building for the long-term**
  - We are a Sales Organization that is made up of Ladies and Gentlemen who are Committed to Taking the High Road.



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

**CHARLOTTE, N.C.** – October 28, 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 December 15, 2008. The dividend will be payable January 15, 2009.

Sonic Automotive, Inc., a Fortune 300 company based in Charlotte, N.C., is one of the largest automotive retailers in the United States operating 169 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 quarterly report on Form 10-Q for the quarter ended June 30, 2008. The Company does not undertake any obligation to update forward-looking information.