

**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): **July 28, 2009**

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.)

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))

Item 2.02. Results of Operations and Financial Condition.

On July 28, 2009, we issued a press release announcing results for our fiscal quarter and six month period ended June 30, 2009.

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 9.01. Financial Statements and Exhibits.

(d) *Exhibits.*

99.1 Press release of Sonic Automotive, Inc. dated July 28, 2009

99.2 Earnings call presentation materials

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: July 28, 2009

INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press release of Sonic Automotive, Inc. dated July 28, 2009
99.2	Earnings call presentation materials

Sonic Automotive, Inc. Reports Sequential Growth in Second Quarter Earnings
Continued Profit Improvement Driven by Rising Used Vehicle Volume, Parts and Service Margin Growth and
Ongoing Cost Reductions

CHARLOTTE, N.C. – July 28, 2009 – Sonic Automotive, Inc. (NYSE: SAH), the nation’s third-largest automotive retailer, today reported that 2009 second quarter adjusted earnings from continuing operations were \$9.0 million, or \$0.19 per diluted share. These adjusted results include charges related to the Company’s May 7, 2009 debt restructuring and impairment charges related to the General Motors’ bankruptcy as shown in the attached reconciliation table. The Company is still finalizing certain aspects of the accounting for its May 7, 2009 debt modification which it does not currently believe will have a material impact on reported results.

Profit Growth – Sequential profits up substantially

B. Scott Smith, the Company’s President, said, “Our results this quarter continue to demonstrate the effectiveness of the operational strategies we have been steadily implementing. Although industry new vehicle sales volume was at approximately the same level as first quarter, our sequential profits, after eliminating the restructuring items, were up substantially.”

Mr. Smith noted that the improvement was accomplished despite higher non-cash interest charges as a result of the Company’s recent debt restructuring. “While our SG&A expenses continue to decline both in absolute dollars and as a percentage of gross profit, our performance reflects much more than cost reductions. Our regional and dealership teams are actively focused on capturing incremental revenue despite a challenging economic environment.”

“The improving trends we’re seeing in almost every segment of our business underscore the fact that our business is not wholly dependent on new vehicle sales volume. All these factors point to the future profit potential in our business model once the new vehicle sales environment rebounds.”

New Vehicles – Local market share continues to outperform the industry

Commenting on the Company’s new car sales, Mr. Smith noted, “We have been consistently implementing our sales strategy playbook, which includes comprehensive changes to advertising strategies, customer interaction and eCommerce initiatives. For the second consecutive quarter, our dealerships are taking market share and setting new vehicle share records in each of their local markets. This is being accomplished at the same time we are making significant reductions in our advertising spend. Our best practices are resulting in a more efficient ad spend and improved sales penetration.”

Used Vehicles – Dealerships continue to set used vehicle volume records

Overall used vehicle unit volume for the second quarter of 2009 was up 13% compared to the second quarter of 2008. Sequentially, used vehicle unit volume was up 20%. Jeff Dyke, the Company’s EVP of Operations, stated, “Our dealerships continue to set used vehicle volume records. We saw similar results in the first quarter compared to the industry.”

“Our increase in used car sales resulted from processes that we began implementing at our dealerships over two years ago. This is a long-term strategy that involves the patient implementation of both technology and technique. It is satisfying to see these improved results in a challenging economy. Many of our stores have seen their used car volume double since they began implementing the various phases of the used vehicle playbook. We believe there are further improvements available to us as we continue to refine it.”

Parts and Service – A developing story as margins begin to improve

Sonic's same store parts and service revenue for the second quarter of 2009 was down approximately 3.3% from the same period last year, reflecting continued pressure from consumer spending pullbacks. That notwithstanding, the gross margin in Sonic's parts and service business was up 50 basis points compared to the second quarter of 2008 and up 110 basis points compared to the first quarter of 2009.

Mr. Dyke stated, "The implementation of our operational playbook for parts and service is still in its infancy, but we are already seeing some of the results. We have added resources in key areas of this business and have introduced our dealerships to the first phase of our long-term strategy in this very critical segment of our business. Very similar to our used car strategy, we are able to see improvement almost immediately when these playbooks are introduced. Based on the improvement in the margin and the other early results, we are optimistic that this piece of our strategic playbook will be just as successful as those that are further along in their implementation."

Presentation materials for the Company's July 28, 2009 earnings conference call at 11:00 A.M. (Eastern) can be accessed on the Company's website at www.sonicautomotive.com by clicking on the "For Investors" tab and choosing "Webcasts & Presentations" on the right side of the monitor.

To access the live broadcast of the call over the Internet go to: www.ccbn.com or 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, International callers dial (706) 645-9291 Conference ID: 20547686.

About Sonic Automotive

Sonic Automotive, Inc., a Fortune 300 company based in Charlotte, N.C., is the nation's third-largest automotive retailer, operating 154 franchises. Sonic can be reached on the web at www.sonicautomotive.com.

Included herein are forward-looking statements, including statements with respect to implementation of operating initiatives and future profit potential. 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 8-K filed May 28, 2009. 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)

	Second Quarter Ended		Six Months Ended	
	6/30/2009	6/30/2008	6/30/2009	6/30/2008
Revenues				
New retail vehicles	\$ 644,502	\$ 940,704	\$1,228,907	\$1,811,642
Fleet vehicles	61,669	118,782	115,372	224,773
Total new vehicles	706,171	1,059,486	1,344,279	2,036,415
Used vehicles	361,452	346,650	668,944	686,748
Wholesale vehicles	30,685	74,835	64,257	151,383
Total vehicles	1,098,308	1,480,971	2,077,480	2,874,546
Parts, service and collision repair	257,751	266,484	512,631	531,061
Finance, insurance and other	36,552	49,145	69,361	96,096
Total revenues	1,392,611	1,796,600	2,659,472	3,501,703
Total gross profit	241,834	282,358	472,258	556,988
SG&A expenses	(192,753)	(219,622)	(385,139)	(436,386)
Impairment charges	(3,793)	(116)	(3,825)	(333)
Depreciation and amortization	(8,806)	(8,270)	(16,444)	(15,277)
Operating income	36,482	54,350	66,850	104,992
Interest expense, floor plan	(5,156)	(10,535)	(10,045)	(22,603)
Non-cash interest expense, convertible debt	(3,643)	(2,656)	(6,262)	(5,294)
Interest expense, other, net	(22,122)	(13,804)	(38,190)	(24,944)
Other income, net	20	30	63	94
Income from continuing operations before taxes	5,581	27,385	12,416	52,245
Income tax provision	(2,512)	(10,954)	(5,587)	(20,898)
Income from continuing operations	3,069	16,431	6,829	31,347
Discontinued operations:				
Loss from operations and the sale of discontinued franchises	(4,168)	(9,796)	(6,833)	(12,702)
Income tax (provision) benefit	1,125	2,582	1,708	3,197
Loss from discontinued operations	(3,043)	(7,214)	(5,125)	(9,505)
Net income	\$ 26	\$ 9,217	\$ 1,704	\$ 21,842
Basic:				
Weighted average common shares outstanding	40,968	40,432	40,536	40,603
Earnings per share from continuing operations	\$0.07	\$0.40	\$0.17	\$0.76
Loss per share from discontinued operations	(\$0.07)	(\$0.18)	(\$0.13)	(\$0.23)
Earnings per share	\$0.00	\$0.22	\$0.04	\$0.53
Diluted:				
Weighted average common shares outstanding	41,604	40,645	40,974	40,857
Earnings per share from continuing operations	\$0.07	\$0.40	\$0.17	\$0.75
Loss per share from discontinued operations	(\$0.07)	(\$0.18)	(\$0.13)	(\$0.23)
Earnings per share	\$0.00	\$0.22	\$0.04	\$0.52
Gross Margin Data (Continuing Operations):				
Retail new vehicles	7.1%	7.4%	7.1%	7.4%
Fleet vehicles	3.6%	1.4%	4.0%	1.8%
Total new vehicles	6.8%	6.8%	6.8%	6.8%
Used vehicles retail	8.0%	8.9%	8.6%	9.1%
Total vehicles retail	7.2%	7.3%	7.4%	7.3%
Wholesale vehicles	(4.3%)	(2.3%)	(2.3%)	(1.8%)
Parts, service and collision repair	50.3%	49.8%	49.8%	49.6%
Finance, insurance and other	100.0%	100.0%	100.0%	100.0%
Overall gross margin	17.4%	15.7%	17.8%	15.9%
SG&A Expenses (Continuing Operations):				
Personnel	\$ 110,765	\$ 125,322	\$ 219,393	\$ 248,669
Advertising	10,446	15,226	20,599	29,588
Facility rent	22,305	19,176	44,664	41,479
Other	49,237	59,898	100,483	116,650
Total	\$ 192,753	\$ 219,622	\$ 385,139	\$ 436,386
SG&A Expenses as % of Gross Profit				
Personnel	45.8%	44.4%	46.5%	44.6%
Advertising	4.3%	5.4%	4.4%	5.3%
Facility rent	9.2%	6.8%	9.5%	7.4%
Other	20.4%	21.2%	21.3%	20.9%
Total	79.7%	77.8%	81.6%	78.3%
Operating Margin %	2.6%	3.0%	2.5%	3.0%

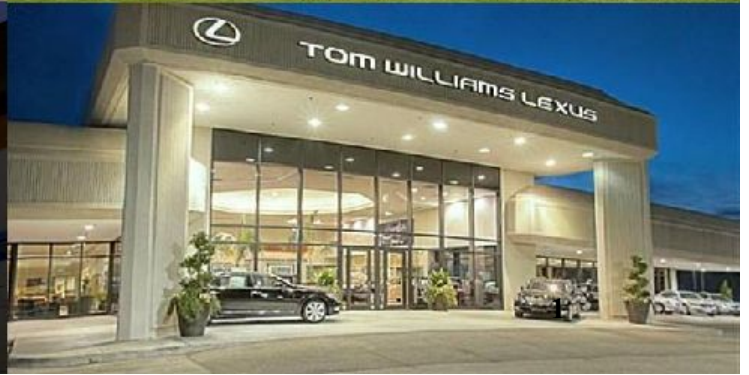
Unit Data (Continuing Operations):	Second Quarter Ended		Six Months Ended	
	6/30/2009	6/30/2008	6/30/2009	6/30/2008
New retail units	19,306	28,747	36,693	54,380
Fleet units	2,590	4,501	4,829	8,800
Used units	19,449	17,247	35,702	34,173
Wholesale units	4,895	9,554	10,802	18,923
Average price per unit:				
New retail vehicles	\$ 33,384	\$ 32,724	\$ 33,492	\$ 33,314
Fleet vehicles	23,810	26,390	23,891	25,542
Used vehicles	18,585	20,099	18,737	20,096
Wholesale vehicles	6,269	7,833	5,949	8,000
Other Data:				
Same store revenue percentage changes:				
New retail	(31.5%)		(32.3%)	
Fleet	(48.1%)		(48.7%)	
Total New Vehicles	(33.3%)		(34.1%)	
Used	4.3%		(2.7%)	
Parts, service and collision repair	(3.2%)		(3.7%)	
Finance, insurance and other	(25.3%)		(27.6%)	
Total	(22.5%)		(24.2%)	
Balance Sheet Data:				
	6/30/2009	12/31/2008 (1)		
ASSETS				
Current Assets:				
Cash and cash equivalents	\$ 5,163	\$ 6,971		
Receivables, net	185,473	247,025		
Inventories	790,101	916,837		
Assets held for sale	203,577	406,576		
Other current assets	22,037	16,822		
Total current assets	1,206,351	1,594,231		
Property and Equipment, Net	379,033	369,892		
Goodwill, Net	402,999	327,007		
Other Intangibles, Net	80,100	82,328		
Other Assets	31,462	32,087		
TOTAL ASSETS	\$2,099,945	\$2,405,545		
LIABILITIES AND STOCKHOLDERS' EQUITY				
Current Liabilities:				
Floor plan notes payable	\$ 754,752	\$ 921,023		
Other current liabilities	213,634	277,938		
Liabilities associated with assets held for sale	79,517	199,482		
Current maturities of long-term debt	87,420	738,447		
Total current liabilities	1,135,323	2,136,890		
LONG-TERM DEBT	644,260	—		
OTHER LONG-TERM LIABILITIES	99,823	71,132		
STOCKHOLDERS' EQUITY	220,539	197,523		
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$2,099,945	\$2,405,545		

(1) Restated for the adoption effects of FSP APB 14-1.

Reconciliation of Non-GAAP Information

(amounts in millions, except per share data)

	<u>Q2 2009</u>	<u>Diluted EPS</u>
Income From Continuing Operations - Adjusted	\$ 9.0	\$ 0.19
Debt Restructuring and Impairment Charges	(5.9)	(0.12)
Income From Continuing Operations - GAAP	<u>\$ 3.1</u>	<u>\$ 0.07</u>



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 8-K filed on May 28, 2009.

A grayscale photograph of a building facade, likely a Sonic Automotive Inc. dealership or office. The building features a prominent sign that reads "SONIC" in large, bold, stylized letters, with "Automotive Inc" written in smaller letters below it. The building has a brick or stone-like texture. The image is slightly tilted and has a soft, faded appearance.

**Second Quarter 2009
Earnings Review
July 28, 2009**

Sonic Automotive Q2 2009

Conference Call Topics

- **Quarter in Review**
- **Financial Review**
- **Operations Review**
- **Closing Comments**

Quarter in Review

➤ **Once again, posted strong operating results**

- ✓ Gained new vehicle market share
- ✓ Record used retail volume
- ✓ Improving service customer pay
- ✓ Expanding fixed operations margins
- ✓ SG&A costs reduced

➤ **Building on our solid foundation**

➤ **Profitable, generated cash**

Financial Review

(amounts in millions, except per share data)

Three Months Ended

	6/30/2009	6/30/2008
Revenue	\$ 1,392.6	\$ 1,796.6
Gross Profit	\$ 241.8	\$ 282.4
Gross Margin	17.4%	15.7%
SG&A as % of Gross Profit	79.7%	77.8%
Operating Margin - excluding impairments	2.6% 2.9%	3.0%
Income from Continuing Operations	\$ 3.1	\$ 16.4
Diluted EPS from Continuing Operations	\$ 0.07	\$ 0.40
Diluted EPS from Discontinued Operations	\$ (0.07)	\$ (0.18)

Operating
Margin before
impairments
was 2.9%,
down 10bps
from last year

Operating Results - Q2 vs. Q1

(amounts in millions)

	<i>Q1</i> <u>2009</u>	<i>Q2</i> <u>2009</u>	<i>Better /</i> <i>(Worse)</i>
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Adjusted Pre-tax income calculated as follows:

As Reported	\$ 6.8	\$ 5.6	
Impairment Charges	-	3.8	
Non-cash Interest/Debt Restructure Costs	4.9	10.6	
Adjusted	<u>\$ 11.7</u>	<u>\$ 20.0</u>	

Quarter-to-quarter performance:

Revenues	\$ 1,266.9	\$ 1,392.6	9.9%
Gross Profit	230.4	241.8	5.0%
SG&A Expenses	192.4	192.8	(0.2%)
Operating Income	30.4	36.5	20.1%

Pre-Tax Income - Adjusted	11.7	20.0	70.9%
SAAR	9.5	9.6	1.1%

Sequential Diluted Earnings per Share

	Q1 <u>2009</u>	Q2 <u>2009</u>
As Reported	\$ 0.09	\$ 0.07
Adjusted for Unusual Items	\$ 0.16	\$ 0.26
Adjusted for share Dilution ⁽¹⁾	\$ 0.14	\$ 0.22
Memo: Diluted Shares - Actual	40.3M	41.6M
Diluted Shares - Adjusted	52.5M	53.8M
Basic Shares	40.1M	41.0M

(1) Includes the impact of 12.2M shares related to the conversion feature on our new 6% notes as if these notes were outstanding and dilutive in both quarters.

Debt Restructuring

(amounts in millions)

Debt Discount

Face Value of Debt	\$85.6
Discount related to Embedded Derivatives	11.3*

** Amortized over 16 months (\$2-\$3 million per quarter)*

Debt Structure

(amounts in millions)	<u>6/30/2009*</u>	<u>3/31/2009*</u>	<u>12/31/2008*</u>
Revolver	\$ 80.0	\$ 99.9	\$ 70.8
5 1/4% Notes	-	105.3	105.3
6 % Notes	85.6	-	-
4 1/4% Notes	160.0	160.0	160.0
8 5/8% Notes	275.0	275.0	275.0
Falcon Notes	18.8	19.3	19.7
Mortgages Payable	112.3	113.2	114.1
Other	<u>6.5</u>	<u>6.6</u>	<u>6.6</u>
Total Debt	\$ 738.3	\$ 779.2	\$ 751.6
\$41 million reduction since 3/31/09			
\$13 million reduction since 12/31/08			
Total Floorplan	\$ 834.3	\$ 930.1	\$ 1,120.5
\$96 million reduction since 3/31/09			
\$286 million reduction since 12/31/08			

* Excludes debt discount/premium

Debt Covenants

	Covenant	Actual Q2 2009
Liquidity Ratio	≥ 1.10	1.18
Fixed Charge Coverage Ratio	≥ 1.15	1.36
Secured Debt to EBITDA Ratio	≤ 2.25	1.63

Compliant with all covenants

Capital Spending

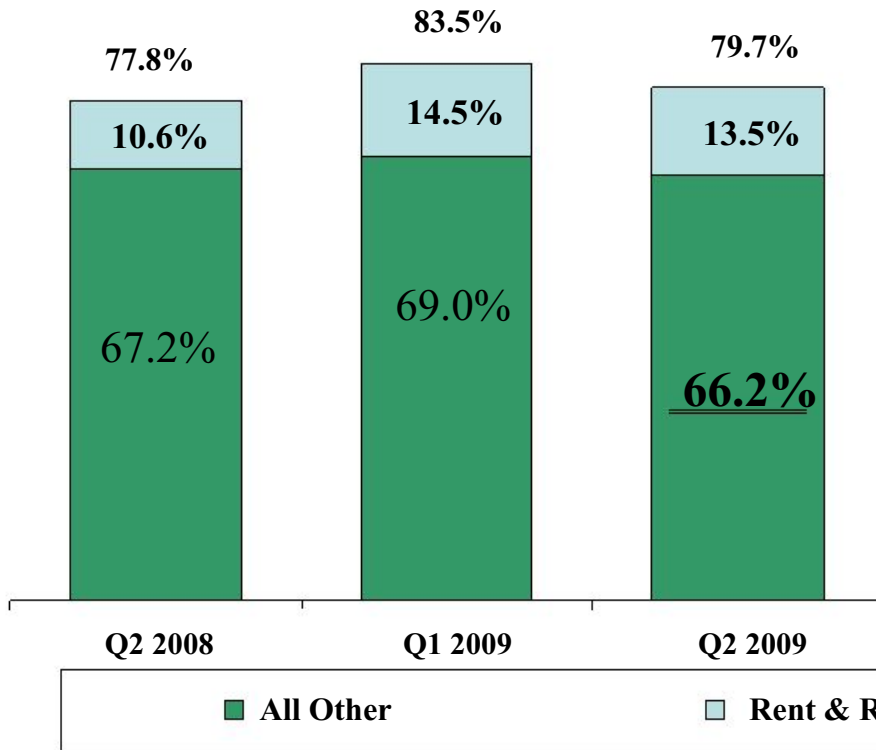
(amounts in millions)

	Q1 2009	Q2 2009	Projected 2009
Capital Spending			
Facility Improvement	\$14.6	\$4.0	\$48.7
Maintenance Cap Ex	5.8	2.2	13.8
Total	\$20.4	\$6.2	\$62.5
Memo: Mortgage Funding	\$0.0	\$0.0	\$40.2

Spending Contingent Upon Mortgage Funding

SG&A

Continuing Operations

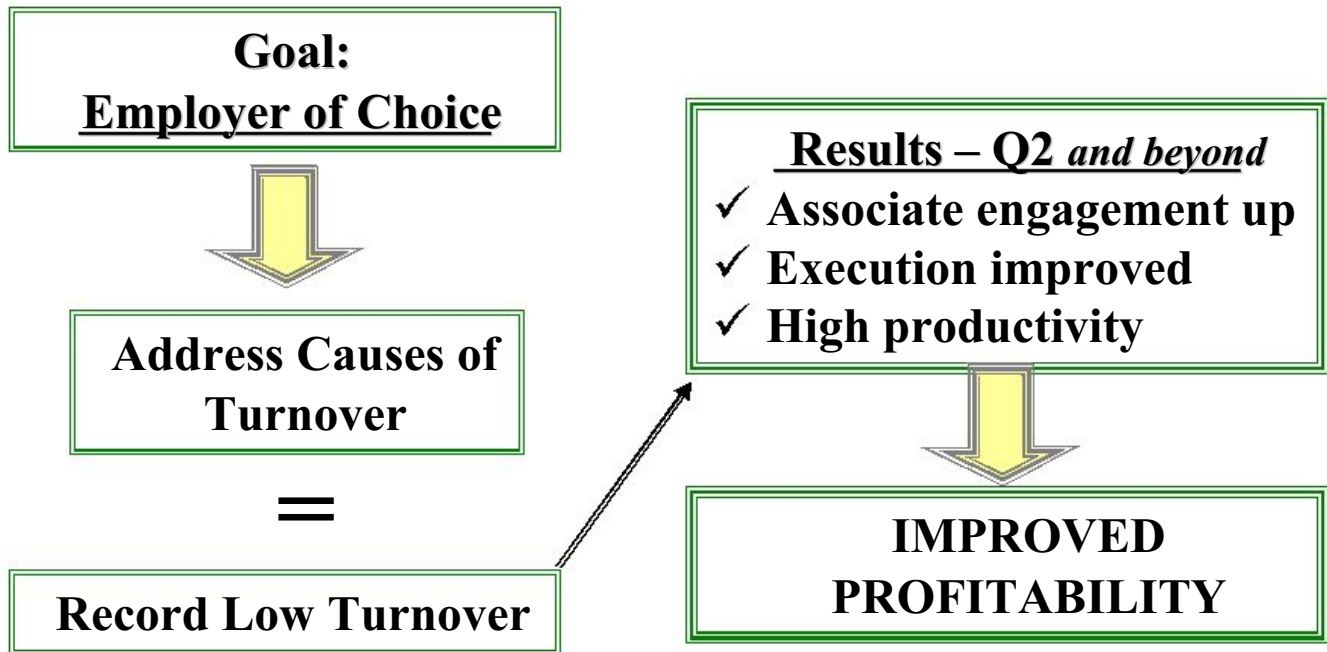


• Total SG&A expenses were down 12.2% or \$27 million from the prior year

• Excluding rent, all other cost was down 100bps, despite drop in gross profit. Substantial reductions were made in essentially all other categories

Operations Review

Our People



Operations Review

Sonic vs. Local Market

	April	May	June
South East	↑	↑	↓
Texas	↑	↑	↑
Central	↑	↑	↑
California	↓	↑	↑
Total Sonic*	57	136	52

* Bps difference between Sonic and the local market competition.

Operations Review

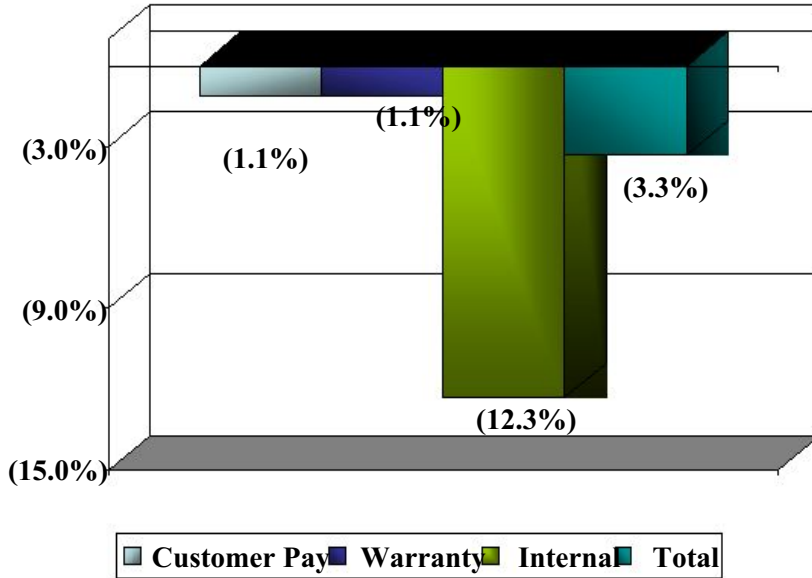
Used Vehicles

	Q1:09	Q2:09	Change
Retail Volume	16,253	19,449	19.7%
<i>YOY % better/(worse)</i>	<i>(4.0)%</i>	<i>12.8%</i>	
Used Retail Margin	9.3%	8.0%	(142) bps
Used to New Ratio	0.93	1.01	777 bps
Days Supply	29.4	29.7	

Q2 used to new ratio 1.01 – all time record
Preliminary July – retail unit volume up 20%

Operations Review

Fixed Operations Revenue - Year-over-Year

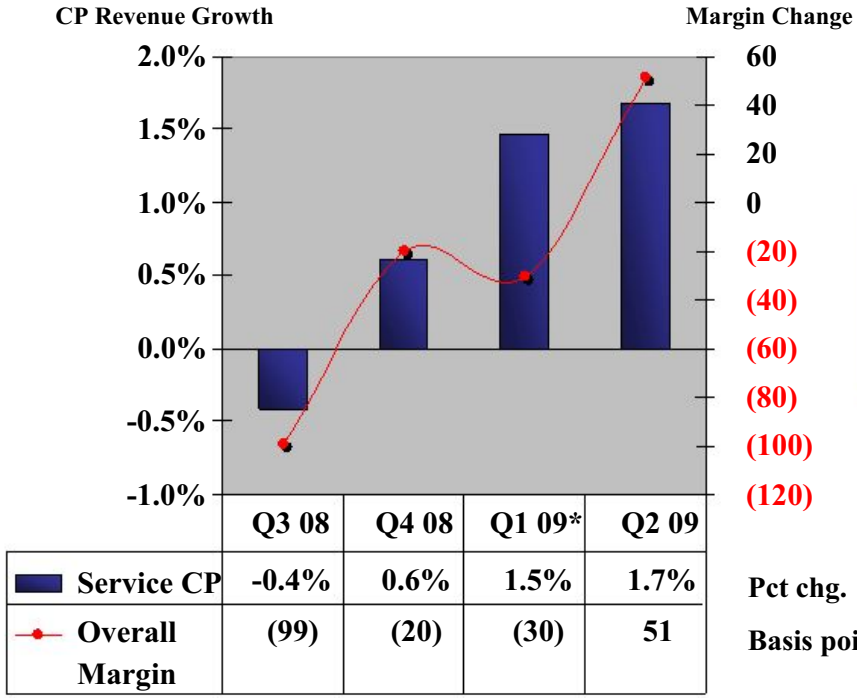


Customer Pay Total Q2:

Luxury Imports	3.0%
Non Luxury Imports	(1.9%)
Detroit 3	(6.6%)

Operations Review

Fixed Operations Trend



Steady year-over-year and sequential improvement

Pct chg.
Basis point chg.

**adjusted for business days*

Summary

➤ **The results speak for themselves**

- ✓ Great performance in a tough economic climate
- ✓ Profitable and generating cash

➤ **Business is sound**

- ✓ Building operationally and culturally for the long term

➤ **We will continue to focus on:**

- ✓ Our people
- ✓ Our strategies

