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

FORM 10-Q

(Mark One)

☒ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**
For the quarterly period ended September 30, 2026

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**
For the transition period from _____ to _____

Commission File Number: 1-13395

SONIC AUTOMOTIVE, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

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

56-2010790
(I.R.S. Employer
Identification No.)

28211
(Zip Code)

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

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 (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	☒	Accelerated filer	☐
Non-accelerated filer	☐	Smaller reporting company	☐
		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. ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

As of October 27, 2026, there were 19,586,727 shares of the registrant's Class A Common Stock, par value \$0.01 per share, and 12,029,375 shares of the registrant's Class B Common Stock, par value \$0.01 per share, outstanding.

UNCERTAINTY OF FORWARD-LOOKING STATEMENTS AND INFORMATION

This report contains, and written or oral statements made from time to time by us or by our authorized officers may contain, “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements address our future objectives, plans and goals, as well as our intent, beliefs and current expectations regarding future operating performance, results and events, and can generally be identified by words such as “may,” “will,” “should,” “could,” “believe,” “expect,” “estimate,” “anticipate,” “intend,” “plan,” “foresee” and other similar words or phrases.

These forward-looking statements are based on our current estimates and assumptions and involve various risks and uncertainties. As a result, you should not place undue reliance on these statements, and you are cautioned that these forward-looking statements are not guarantees of future performance, and that actual results could differ materially from those projected in these forward-looking statements. Factors which may cause actual results to differ materially from our projections include those risks described in “Item 1A. Risk Factors” of our Annual Report on Form 10-K for the year ended December 31, 2025 and in “Item 1A. Risk Factors” of this report and elsewhere herein, as well as:

- high levels of competition in the retail automotive industry, which not only create pricing pressures on the products and services we offer, but also on businesses we may seek to acquire;
- challenges to the business model of our franchised dealerships from existing manufacturers and new technology-focused companies;
- the inability of vehicle manufacturers and their suppliers to obtain, produce and deliver vehicles or parts and accessories to meet demand at our franchised dealerships for sale and use in our parts, service and collision repair operations;
- general economic conditions in the markets in which we operate, including fluctuations in interest rates, inflation, vehicle valuations, employment levels, the level of consumer spending and consumer credit availability;
- obstacles that prevent the efficient acquisition and liquidation of used vehicle inventory;
- the number of new and used vehicles sold in the United States, including hybrid electric vehicles and battery electric vehicles, as compared to our expectations and the expectations of the market;
- our ability to generate sufficient cash flows or to obtain additional financing to fund our business expansion, capital expenditures, our share repurchase program, dividends on our common stock, acquisitions and general operating activities;
- our business and growth strategies, including, but not limited to, our EchoPark store operations and investment in new technologies;
- the reputation and financial condition of vehicle manufacturers whose brands we represent, the financial incentives vehicle manufacturers offer and their ability to design, manufacture, deliver and market their vehicles successfully;
- our relationships with vehicle manufacturers, which may affect our ability to obtain desirable new vehicle models in inventory or to complete additional acquisitions or dispositions;
- the adverse resolution of one or more significant legal proceedings against us or our subsidiaries;
- changes in laws and regulations governing the operation of automobile franchises, accounting standards, taxation requirements and environmental laws;
- cybersecurity incidents and other disruptions to our information systems;
- changes in vehicle and parts import quotas, duties, tariffs or other restrictions, including supply shortages that could be caused by global political and economic factors or other supply chain disruptions;
- our ability to make and integrate acquisitions;
- our ability to obtain debt on commercially favorable terms;
- the rate and timing of recovery from, and the impact of future cybersecurity incidents on our business;
- the significant control that our principal stockholders exercise over us and our business matters; and
- the rate and timing of overall economic expansion or contraction.

These forward-looking statements speak only as of the date of this report or when made, and we undertake no obligation to revise or update these statements to reflect subsequent events or circumstances, except as required under the federal securities laws and the rules and regulations of the U.S. Securities and Exchange Commission.

SONIC AUTOMOTIVE, INC.
QUARTERLY REPORT ON FORM 10-Q
FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2026

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PART I – FINANCIAL INFORMATION

Item 1. Financial Statements.

**SONIC AUTOMOTIVE, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(Dollars and shares in millions, except per share amounts)			
Revenues:				
Retail new vehicles	\$ 1,761.6	\$ 1,872.8	\$ 5,138.4	\$ 5,195.2
Fleet new vehicles	20.4	26.0	65.8	77.4
Total new vehicles	1,782.0	1,898.8	5,204.2	5,272.6
Used vehicles	1,381.2	1,253.1	3,980.5	3,658.8
Wholesale vehicles	80.1	84.2	222.4	250.5
Total vehicles	3,243.3	3,236.1	9,407.1	9,181.9
Parts, service and collision repair	543.3	533.9	1,590.1	1,503.8
Finance, insurance and other, net	202.2	203.8	614.1	596.6
Total revenues	3,988.8	3,973.8	11,611.3	11,282.3
Cost of sales (1):				
Retail new vehicles	(1,668.3)	(1,775.4)	(4,869.3)	(4,909.2)
Fleet new vehicles	(19.8)	(26.0)	(64.2)	(76.3)
Total new vehicles	(1,688.1)	(1,801.4)	(4,933.5)	(4,985.5)
Used vehicles	(1,333.3)	(1,207.9)	(3,837.6)	(3,519.1)
Wholesale vehicles	(85.8)	(87.5)	(232.9)	(256.6)
Total vehicles	(3,107.2)	(3,096.8)	(9,004.0)	(8,761.2)
Parts, service and collision repair	(264.1)	(261.5)	(774.9)	(736.9)
Total cost of sales	(3,371.3)	(3,358.3)	(9,778.9)	(9,498.1)
Gross profit	617.5	615.5	1,832.4	1,784.2
Selling, general and administrative expenses	(466.8)	(451.6)	(1,338.4)	(1,244.5)
Impairment charges	—	—	(0.4)	(173.8)
Depreciation and amortization	(38.3)	(41.2)	(116.9)	(121.6)
Operating income	112.4	122.7	376.7	244.3
Other income (expense):				
Interest expense, floor plan	(24.4)	(23.9)	(64.7)	(62.2)
Interest expense, other, net	(30.6)	(27.5)	(89.2)	(82.5)
Other income (expense), net	0.1	(0.1)	0.1	—
Total other income (expense)	(54.9)	(51.5)	(153.8)	(144.7)
Income (loss) before taxes	57.5	71.2	222.9	99.6
Provision for income taxes - benefit (expense)	(16.4)	(24.4)	(63.5)	(27.8)
Net income (loss)	\$ 41.1	\$ 46.8	\$ 159.4	\$ 71.8
Basic earnings per common share:				
Earnings per common share	\$ 1.30	\$ 1.37	\$ 4.94	\$ 2.11
Weighted-average common shares outstanding	31.6	34.2	32.3	34.0
Diluted earnings per common share:				
Earnings per common share	\$ 1.28	\$ 1.33	\$ 4.87	\$ 2.06
Weighted-average common shares outstanding	32.2	35.1	32.8	34.8

(1) Cost of sales is exclusive of depreciation and amortization shown separately below.

See notes to unaudited condensed consolidated financial statements.

SONIC AUTOMOTIVE, INC.
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE OPERATIONS
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(In millions)			
Net income (loss)	\$ 41.1	\$ 46.8	\$ 159.4	\$ 71.8
Other comprehensive income (loss) before taxes:				
Change in fair value and amortization of interest rate cap agreements	1.3	(0.3)	1.5	(2.3)
Total other comprehensive income (loss) before taxes	1.3	(0.3)	1.5	(2.3)
Provision for income tax benefit (expense) related to components of other comprehensive income (loss)	(0.4)	—	(0.2)	0.6
Other comprehensive income (loss)	0.9	(0.3)	1.3	(1.7)
Comprehensive income	<u>\$ 42.0</u>	<u>\$ 46.5</u>	<u>\$ 160.7</u>	<u>\$ 70.1</u>

See notes to unaudited condensed consolidated financial statements.

SONIC AUTOMOTIVE, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(Unaudited)

	September 30, 2026	December 31, 2025
	(Dollars in millions, except per share amounts)	
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 10.7	\$ 6.3
Receivables, net	391.6	469.0
Inventories	2,443.0	2,012.9
Other current assets	244.5	344.3
Total current assets	3,089.8	2,832.5
Property and Equipment, net	1,728.3	1,562.9
Goodwill	428.5	421.8
Other Intangible Assets, net	508.4	454.1
Operating Right-of-Use Lease Assets	258.9	279.1
Finance Right-of-Use Lease Assets	350.0	328.4
Other Assets	149.3	91.9
Total Assets	\$ 6,513.2	\$ 5,970.7
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities:		
Notes payable - floor plan - trade	\$ 211.2	\$ 184.6
Notes payable - floor plan - non-trade	2,076.8	1,748.1
Trade accounts payable	164.9	151.0
Operating short-term lease liabilities	31.1	33.5
Finance short-term lease liabilities	120.9	19.2
Other accrued liabilities	451.6	409.1
Current maturities of long-term debt	193.3	52.4
Total current liabilities	3,249.8	2,597.9
Long-Term Debt	1,556.4	1,563.0
Other Long-Term Liabilities	111.6	114.4
Operating Long-Term Lease Liabilities	247.7	268.3
Finance Long-Term Lease Liabilities	286.2	359.0
Commitments and Contingencies		
Stockholders' Equity:		
Class A Convertible Preferred Stock, none issued	—	—
Class A Common Stock, \$0.01 par value; 100,000,000 shares authorized; 70,414,873 shares issued and 19,586,727 shares outstanding at September 30, 2026; 70,135,011 shares issued and 21,546,627 shares outstanding at December 31, 2025	0.7	0.7
Class B Common Stock, \$0.01 par value; 30,000,000 shares authorized; 12,029,375 shares issued and outstanding at September 30, 2026 and December 31, 2025	0.1	0.1
Paid-in-Capital	921.4	908.2
Retained earnings	1,602.0	1,481.1
Accumulated other comprehensive income (loss)	0.6	(0.7)
Treasury stock, at cost; 50,828,146 Class A Common Stock shares held at September 30, 2026 and 48,588,384 Class A Common Stock shares held at December 31, 2025	(1,463.3)	(1,321.3)
Total Stockholders' Equity	1,061.5	1,068.1
Total Liabilities and Stockholders' Equity	\$ 6,513.2	\$ 5,970.7

See notes to unaudited condensed consolidated financial statements.

SONIC AUTOMOTIVE, INC.
CONDENSED CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
(Unaudited)

	Class A Common Stock		Class A Treasury Stock		Class B Common Stock		Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total Stockholders' Equity
	Shares	Amount	Shares	Amount	Shares	Amount				
	(Dollars and shares in millions, except per share amounts)									
Balance at June 30, 2025	70.1	\$ 0.7	(48.0)	\$ (1,283.0)	12.0	\$ 0.1	\$ 896.2	\$ 1,413.2	\$ 2.4	\$ 1,029.6
Shares awarded under stock compensation plans	—	—	—	—	—	—	0.4	—	—	0.4
Purchases of treasury stock	—	—	—	—	—	—	—	—	—	—
Effect of cash flow hedge instruments, net of tax benefit	—	—	—	—	—	—	—	—	(0.3)	(0.3)
Stock compensation expense	—	—	—	—	—	—	5.8	—	—	5.8
Net income	—	—	—	—	—	—	—	46.8	—	46.8
Class A dividends declared (\$0.38 per share)	—	—	—	—	—	—	—	(8.8)	—	(8.8)
Class B dividends declared (\$0.38 per share)	—	—	—	—	—	—	—	(4.2)	—	(4.2)
Balance at September 30, 2025	70.1	\$ 0.7	(48.0)	\$ (1,283.0)	12.0	\$ 0.1	\$ 902.4	\$ 1,447.0	\$ 2.1	\$ 1,069.3

	Class A Common Stock		Class A Treasury Stock		Class B Common Stock		Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total Stockholders' Equity
	Shares	Amount	Shares	Amount	Shares	Amount				
	(Dollars and shares in millions, except per share amounts)									
Balance at June 30, 2026	70.4	\$ 0.7	(50.8)	\$ (1,463.3)	12.0	\$ 0.1	\$ 914.5	\$ 1,573.9	\$ (0.3)	\$ 1,025.6
Shares awarded under stock compensation plans	—	—	—	—	—	—	0.1	—	—	0.1
Purchases of treasury stock	—	—	—	—	—	—	—	—	—	—
Effect of cash flow hedge instruments, net of tax expense \$0.4	—	—	—	—	—	—	—	—	0.9	0.9
Stock compensation expense	—	—	—	—	—	—	6.9	—	—	6.9
Cash settlement of shares awarded under stock compensation plans	—	—	—	—	—	—	(0.1)	—	—	(0.1)
Net income	—	—	—	—	—	—	—	41.1	—	41.1
Class A dividends declared (\$0.41 per share)	—	—	—	—	—	—	—	(8.1)	—	(8.1)
Class B dividends declared (\$0.41 per share)	—	—	—	—	—	—	—	(4.9)	—	(4.9)
Balance at September 30, 2026	70.4	\$ 0.7	(50.8)	\$ (1,463.3)	12.0	\$ 0.1	\$ 921.4	\$ 1,602.0	\$ 0.6	\$ 1,061.5

See notes to unaudited condensed consolidated financial statements.

	Class A Common Stock		Class A Treasury Stock		Class B Common Stock		Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total Stockholders' Equity
	Shares	Amount	Shares	Amount	Shares	Amount				
	(Dollars and shares in millions, except per share amounts)									
Balance at December 31, 2024	69.4	\$ 0.7	(47.3)	\$ (1,238.9)	12.0	\$ 0.1	\$ 884.6	\$ 1,412.0	\$ 3.8	\$ 1,062.3
Shares awarded under stock compensation plans	0.7	—	—	—	—	—	0.5	—	—	0.5
Purchases of treasury stock	—	—	(0.7)	(44.1)	—	—	—	—	—	(44.1)
Effect of cash flow hedge instruments, net of tax benefit of \$0.6	—	—	—	—	—	—	—	—	(1.7)	(1.7)
Stock compensation expense	—	—	—	—	—	—	17.3	—	—	17.3
Net income	—	—	—	—	—	—	—	71.8	—	71.8
Class A dividends declared (\$0.08 per share)	—	—	—	—	—	—	—	(23.4)	—	(23.4)
Class B dividends declared (\$0.08 per share)	—	—	—	—	—	—	—	(13.4)	—	(13.4)
Balance at September 30, 2025	70.1	\$ 0.7	(48.0)	\$ (1,283.0)	12.0	\$ 0.1	\$ 902.4	\$ 1,447.0	\$ 2.1	\$ 1,069.3

	Class A Common Stock		Class A Treasury Stock		Class B Common Stock		Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total Stockholders' Equity
	Shares	Amount	Shares	Amount	Shares	Amount				
(Dollars and shares in millions, except per share amounts)										
Balance at December 31, 2025	70.1	\$ 0.7	(48.6)	\$ (1,321.3)	12.0	\$ 0.1	\$ 908.2	\$ 1,481.1	\$ (0.7)	\$ 1,068.1
Shares awarded under stock compensation plans	0.3	—	—	—	—	—	0.2	—	—	0.2
Purchases of treasury stock	—	—	(2.2)	(142.0)	—	—	—	—	—	(142.0)
Effect of cash flow hedge instruments, net of tax expense of \$0.2	—	—	—	—	—	—	—	—	1.3	1.3
Stock compensation expense	—	—	—	—	—	—	17.9	—	—	17.9
Cash settlement of shares awarded under stock compensation plans	—	—	—	—	—	—	(4.9)	—	—	(4.9)
Net income	—	—	—	—	—	—	—	159.4	—	159.4
Class A dividends declared (\$0.20 per share)	—	—	—	—	—	—	—	(24.1)	—	(24.1)
Class B dividends declared (\$0.20 per share)	—	—	—	—	—	—	—	(14.4)	—	(14.4)
Balance at September 30, 2026	70.4	\$ 0.7	(50.8)	\$ (1,463.3)	12.0	\$ 0.1	\$ 921.4	\$ 1,602.0	\$ 0.6	\$ 1,061.5

See notes to unaudited condensed consolidated financial statements.

SONIC AUTOMOTIVE, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)

	Nine Months Ended September 30,	
	2026	2025
	(Dollars in millions)	
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 159.4	\$ 71.8
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization of property and equipment	99.5	105.0
Debt issuance cost amortization	5.7	4.9
Stock-based compensation expense	17.9	17.3
Deferred income taxes	(11.3)	(58.8)
Asset impairment charges	0.4	173.8
Loss (gain) on disposal of dealerships and property and equipment	(1.1)	6.4
Other	0.7	0.7
Changes in assets and liabilities that relate to operations:		
Receivables	88.4	59.5
Inventories	(415.4)	62.1
Other assets	13.2	6.7
Notes payable - floor plan – trade	26.6	(7.1)
Trade accounts payable and other liabilities	1.5	58.2
Total adjustments	(173.9)	428.7
Net cash provided by (used in) operating activities	(14.5)	500.5
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of businesses, net of cash acquired	(169.3)	(440.3)
Purchases of land, property and equipment	(223.7)	(112.6)
Proceeds from sales of property and equipment	22.8	49.0
Proceeds from sales of dealerships	40.5	9.6
Net cash used in investing activities	(329.7)	(494.3)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net borrowings on notes payable - floor plan - non-trade	438.7	229.2
Borrowings on revolving credit facilities	40.4	93.1
Repayments on revolving credit facilities	(40.4)	(93.1)
Proceeds from borrowings	190.0	—
Debt issuance costs	(1.7)	(1.3)
Principal payments of long-term debt	(59.8)	(101.4)
Principal payments of long-term lease liabilities	(38.6)	(7.9)
Purchases of treasury stock	(142.0)	(44.1)
Issuance of shares under stock compensation plans	0.2	0.5
Dividends paid	(38.2)	(35.8)
Net cash provided by financing activities	348.6	39.2
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	4.4	45.4
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	6.3	44.0
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 10.7	\$ 89.4
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:		
Cash paid during the period for:		
Interest, including amounts capitalized	\$ 136.6	\$ 127.2
Income taxes	\$ 80.0	\$ 89.4

See notes to unaudited condensed consolidated financial statements.

SONIC AUTOMOTIVE, INC.
NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. Summary of Significant Accounting Policies

Basis of Presentation – The accompanying unaudited condensed consolidated financial statements of Sonic Automotive, Inc. and its wholly owned subsidiaries (collectively referred to herein as “Sonic,” the “Company,” “we,” “us” or “our”) for the three and nine months ended September 30, 2026 and 2025 are unaudited and have been prepared in accordance with accounting principles generally accepted in the United States (the “U.S.”) (“GAAP”) for interim financial information and applicable rules and regulations of the U.S. Securities and Exchange Commission. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. The accompanying unaudited condensed consolidated financial statements reflect, in the opinion of management, all material normal, recurring adjustments necessary to fairly state the financial position, results of operations and cash flows for the periods presented. The accompanying unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and related notes thereto included in Sonic’s Annual Report on Form 10-K for the year ended December 31, 2025. Due to rounding, segment level financial data may not sum to consolidated results.

Recent Accounting Pronouncements – Please refer to Note 1, “Description of Business and Summary of Significant Accounting Policies,” to the consolidated financial statements in Sonic’s Annual Report on Form 10-K for the year ended December 31, 2025 for further discussion of recent accounting pronouncements.

In December 2023, the FASB issued ASU 2023-09, “Income Taxes (ASC Topic 740): Improvements to Income Tax Disclosures.” The amendments require the disclosure of a reconciliation between income tax expense from continuing operations and the amount computed by multiplying income from continuing operations before income taxes by the applicable statutory rate as well as an annual disaggregation of the income tax rate reconciliation between certain specified categories by both percentage and reported amounts, along with other changes to income tax disclosure requirements. The standard became effective for fiscal years beginning after December 15, 2024. We have implemented the provisions of ASU 2023-09. See Note 7, “Income Taxes,” to the consolidated financial statements in Sonic’s Annual Report on Form 10-K for the year ended December 31, 2025 for the additional disclosures required by ASC Topic 740.

In November 2024, the FASB issued ASU 2024-03, “Income Statement - Reporting Comprehensive Income - Expense Disaggregation Disclosures (Subtopic 220-40)”. The amendments require the disclosure of specified information about certain costs and expenses including purchases of inventory, employee compensation, depreciation, intangible asset amortization, and depreciation, depletion, and amortization recognized as part of oil and gas producing activities. It also requires the disclosure of a qualitative description of the amounts remaining in relevant expense captions that are not separately disaggregated quantitatively as well as the total amount of selling expenses and, in annual reporting periods, an entity’s definition of selling expenses. The standard will be effective for fiscal years beginning after December 15, 2026, and interim reporting periods beginning after December 15, 2027. We are currently evaluating the impact the adoption of this ASU will have on our consolidated financial statements.

On July 4, 2025, the One Big Beautiful Bill Act (“OBBA”) was signed into law in the United States. The legislation contains a range of tax reforms affecting businesses, including the immediate expensing of research and development expenditures, 100% bonus depreciation on qualified property, and various other provisions effective in tax years 2026 through 2029. After evaluating the OBBA’s provisions, we have determined that these changes did not have a material impact on our consolidated financial statements for the three and nine months ended September 30, 2026. We continue to monitor related guidance and assess any implications for our consolidated financial statements.

Principles of Consolidation – All of our dealership and non-dealership subsidiaries are wholly owned and consolidated in the accompanying unaudited condensed consolidated financial statements. All material intercompany balances and transactions have been eliminated in the accompanying unaudited condensed consolidated financial statements. Certain amounts and percentages may not compute due to rounding.

Revenue Recognition – Revenue is recognized when a customer obtains control of promised goods or services and in an amount that reflects the consideration that the entity expects to receive in exchange for those goods or services. We do not include the cost of obtaining contracts within the related revenue streams since we elected the practical expedient to expense the costs to obtain a contract when incurred.

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Management has evaluated our established business processes, revenue transaction streams and accounting policies, and identified our material revenue streams to be: (1) the sale of new vehicles; (2) the sale of used vehicles to retail customers; (3) the sale of wholesale used vehicles at third-party auctions; (4) the arrangement of third-party vehicle financing and the sale of third-party service, warranty and other insurance contracts; and (5) the performance of vehicle maintenance and repair services and the sale of related parts and accessories. The transaction price for a retail vehicle sale is specified in the contract with the customer and encompasses both cash and non-cash considerations. In the context of a retail vehicle sale, customers frequently trade in their existing vehicles. The value of this trade-in is determined based on its stand-alone selling price as specified in the contract, utilizing various third-party pricing sources. There are no other non-cash forms of consideration associated with retail sales, and sales are reported net of sales tax and other similar taxes. Generally, performance obligations are satisfied when the associated vehicle is either delivered to a customer and customer acceptance has occurred, over time as the maintenance and repair services are performed, or at the time of wholesale and retail parts sales. We do not have any revenue streams with significant financing components as payments are typically received within a short period of time following completion of the performance obligation(s).

Retrospective finance and insurance revenues (“F&I retro revenues”) are recognized when the product contract has been executed with the end customer and the transaction price is estimated each reporting period based on the expected value method using historical and projected data. F&I retro revenues can vary based on a variety of factors, including number of contracts and history of cancellations and claims. Accordingly, we utilize this historical and projected data to constrain the consideration to the extent that it is probable that a significant reversal in the amount of cumulative revenue will not occur when the uncertainty associated with the variable consideration is subsequently resolved.

We record revenue when vehicles are delivered to customers, as vehicle service work is performed and when parts are delivered. Conditions for completing a sale include having an agreement with the customer, including pricing, and it being probable that the proceeds from the sale will be collected.

The accompanying unaudited condensed consolidated balance sheets as of September 30, 2026 and December 31, 2025 include approximately \$2.1 million and \$7.0 million, respectively, related to contract assets from F&I retro revenues recognition, which are recorded in receivables, net. In addition, we recorded approximately \$8.1 million and \$10.2 million related to contract assets from F&I retro revenues recognition in other assets as of September 30, 2026 and December 31, 2025, respectively. Changes in contract assets from December 31, 2025 to September 30, 2026 were primarily due to ordinary business activity, including the receipt of cash for amounts earned and recognized in prior periods. Please refer to Note 1, “Description of Business and Summary of Significant Accounting Policies,” to the consolidated financial statements in Sonic’s Annual Report on Form 10-K for the year ended December 31, 2025 for further discussion of our revenue recognition policies and processes.

Earnings Per Share – The calculation of diluted earnings per share considers the potential dilutive effect of outstanding restricted stock units, restricted stock and stock options granted under Sonic’s stock compensation plans (and any non-forfeitable dividends paid on such awards).

2. Business Acquisitions and Dispositions

Acquisitions

During the nine months ended September 30, 2026, in an effort to expand and diversify our business, we acquired one business (consisting of six locations) in our Powersports Segment and one business in our Franchised Dealerships Segment for an aggregate gross purchase price of approximately \$69.3 million. The dealership locations include Falcons Fury Harley-Davidson (Conyers, Georgia), Raging Bull Harley-Davidson (Durham, North Carolina), San Diego Harley-Davidson (San Diego, California), Space Coast Harley-Davidson (Palm Bay, Florida), Treasure Coast Harley-Davidson (Stuart, Florida) in addition to one authorized retail outlet location, Cocoa Beach Harley-Davidson (Cocoa Beach, Florida), and Porsche Walnut Creek (Walnut Creek, California). The allocation of the aggregate gross purchase price included inventory of approximately \$30.9 million, property and equipment of approximately \$4.2 million, real estate of approximately \$55.3 million, goodwill of approximately \$9.7 million, franchise assets of approximately \$71.5 million, other assets of approximately \$0.2 million, right-of-use assets of \$12.6 million, lease liabilities of \$12.8 million, and other liabilities of approximately \$2.3 million.

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The accompanying consolidated statements of operations include revenue and income before taxes attributable to the businesses acquired during the nine months ended September 30, 2026 of approximately \$51.8 million and \$2.2 million, respectively. Acquisition costs recognized as an expense in the consolidated statements of operations related to this acquisition were immaterial. Additionally, the total amount of goodwill and other intangibles from the acquisitions that is expected to be deductible for tax purposes is approximately \$81.2 million.

The following unaudited pro forma summary presents consolidated information as if the acquisitions had occurred on January 1, 2025:

	Nine Months Ended September 30, 2026 (1)		Twelve Months Ended December 31, 2025 (2)	
	(In millions)			
Revenue	\$	11,683.7	\$	15,390.1
Income before taxes	\$	224.1	\$	178.1

- (1) The supplemental pro forma information for revenue and income before taxes of the Company as though the business combination had occurred on January 1, 2026 is impracticable to provide for the Powersports Segment acquisition due to the fact that carve-out financial information for the acquired business prior to the acquisition was not available. The pro forma information shown for the nine months ended September 30, 2026 only includes the pro forma information from the Franchised Dealerships Segment acquisition.
- (2) The prior year supplemental pro forma revenue and income before taxes for the twelve months ended December 31, 2025 assume the acquisitions had occurred on January 1, 2025. Historical financial information for the acquired businesses was available only on a cumulative year-to-date basis, without the monthly detail necessary to present pro forma information for the nine months ended September 30, 2025.

During the nine months ended September 30, 2025, we acquired five businesses in our Franchised Dealerships Segment and were awarded one franchise in our Powersports Segment, which was previously an authorized retail outlet in Sturgis, South Dakota. The businesses acquired in our Franchised Dealerships Segment were Jaguar Land Rover Los Angeles, Jaguar Land Rover Newport Beach, Jaguar Land Rover San Jose, Land Rover Pasadena and Jaguar Land Rover Santa Monica for an aggregate gross purchase price of approximately \$440.3 million.

Dispositions

During the nine months ended September 30, 2026, we disposed of three mid-line import franchised dealerships, one domestic franchised dealership, and one collision center. The disposal of these five locations and related real estate generated net cash of approximately \$40.5 million and \$22.2 million, respectively, for combined net proceeds of \$62.7 million, and generated a pre-tax gain on disposal of approximately \$5.1 million. During the nine months ended September 30, 2025, we disposed of one mid-line import franchised dealership and terminated one domestic franchised dealership and one powersports franchise. The disposal of the mid-line import franchised dealership generated net cash of approximately \$9.6 million.

3. Inventories

Inventories consist of the following:

	September 30, 2026	December 31, 2025
	(In millions)	
New vehicles	\$ 1,409.4	\$ 1,140.1
Used vehicles	635.5	523.8
Service loaners (1)	279.3	233.1
Parts, accessories and other	118.8	115.9
Inventories	\$ 2,443.0	\$ 2,012.9

- (1) Service loaner inventory includes approximately \$35.5 million and \$35.7 million as of September 30, 2026 and December 31, 2025, respectively, related to vehicles that are leased directly from the manufacturer on a short-term basis. A corresponding liability is included within notes payable - floor plan - trade on the accompanying unaudited condensed consolidated balance sheets.

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4. Property and Equipment

Property and equipment, net consists of the following:

	September 30, 2026	December 31, 2025
	(In millions)	
Land	\$ 542.6	\$ 470.1
Buildings and improvements	1,601.7	1,556.8
Furniture, fixtures and equipment	608.8	565.7
Construction in progress	101.8	59.3
Total, at cost	2,854.9	2,651.9
Less accumulated depreciation	(1,126.6)	(1,087.0)
Subtotal	1,728.3	1,564.9
Less assets held for sale (1)	—	(2.0)
Property and equipment, net	\$ 1,728.3	\$ 1,562.9

(1) Classified in other current assets in the accompanying unaudited condensed consolidated balance sheets.

Capital expenditures were approximately \$69.2 million and \$223.7 million in the three and nine months ended September 30, 2026, respectively, and in the three and nine months ended September 30, 2025 capital expenditures were approximately \$33.5 million and \$112.6 million, respectively. Capital expenditures in all periods were primarily related to construction of new franchised dealerships and powersports stores, and building improvements and equipment purchased for use in our franchised dealerships, EchoPark and powersports stores. Certain capital expenditures are recognized in the Franchised Dealerships Segment to better monitor project development costs prior to transferring the capitalized asset balance to the appropriate entity or operating segment upon project completion. There were no assets held for sale as of September 30, 2026. Assets held for sale as of December 31, 2025 consisted of real property not currently used in operations that we expected to dispose of in the next 12 months.

Fixed asset impairment charges for the nine months ended September 30, 2026 were approximately \$0.4 million, which were related to the impairment of a construction project that was canceled. Fixed asset impairment charges for the nine months ended September 30, 2025 were approximately \$0.2 million, which were related to property held for sale.

During the current year, the estimated useful lives of buildings and improvements were evaluated based on historical experience and industry practices. As a result, we revised the estimated useful lives of certain buildings and improvements, reducing depreciation expense by approximately \$4.6 million and \$13.8 million for the three and nine months ended September 30, 2026, respectively.

5. Goodwill and Intangible Assets

In accordance with Accounting Standards Codification (“ASC”) Topic 350, “Intangibles - Goodwill and Other,” we test goodwill for impairment at least annually (as of April 30 of each year) or more frequently if indications of impairment exist. The ASC also states that if an entity determines, based on an assessment of certain qualitative factors, that it is not more likely than not that the fair value of a reporting unit is less than its carrying amount, then a quantitative goodwill impairment test is unnecessary. We evaluated our Franchised Dealerships Segment reporting unit on a qualitative basis as substantial cushion existed between the calculated fair value and associated carrying values in the prior year evaluation and there were not any meaningful events or trends which would significantly erode this cushion. We evaluated our Powersports Segment reporting unit on a quantitative basis.

In performing the quantitative test in the Powersports Segment reporting unit for impairment of goodwill, we primarily used the income approach method of valuation that includes the discounted cash flow (“DCF”) method that utilizes inputs, including projected revenues, margin, terminal growth rates, discount rates and a market capitalization reconciliation. We completed our annual impairment testing as of April 30, 2026 and determined there was no impairment of goodwill in either reporting unit evaluated.

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In evaluating the recoverability of our indefinite-lived franchise assets, we utilized a multi-period excess earnings method (“MPEEM”) model using unobservable inputs (Level 3) to estimate the fair value of the franchise assets for each of our franchises with recorded franchise assets. The significant assumptions in our MPEEM model include projected revenue, projected operating margins, a discount rate (and estimates in the discount rate inputs) and residual growth rates. We completed our annual impairment testing as of April 30, 2026 and determined there was no impairment in any of our indefinite-lived franchise assets.

The changes in the carrying amount of goodwill for the year ended December 31, 2025 and the nine months ended September 30, 2026 were as follows:

	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total
	(In millions)			
Balance at December 31, 2024 (1)	\$ 331.2	\$ —	\$ 27.3	\$ 358.5
Additions through current-year acquisitions	64.2	—	—	64.2
Reductions from dispositions	(0.7)	—	—	(0.7)
Prior year acquisition allocations	(0.2)	—	—	(0.2)
Balance at December 31, 2025 (1)	\$ 394.5	\$ —	\$ 27.3	\$ 421.8
Additions through current-year acquisitions	4.0	—	5.7	9.7
Reductions from dispositions	(3.0)	—	—	(3.0)
Balance at September 30, 2026 (1)	<u>\$ 395.5</u>	<u>\$ —</u>	<u>\$ 33.0</u>	<u>\$ 428.5</u>

(1) Net of accumulated impairment losses of \$1.1 billion and \$202.9 million related to the Franchised Dealerships Segment and the EchoPark Segment, respectively.

The changes in the carrying amount of franchise assets for the year ended December 31, 2025 and the nine months ended September 30, 2026 were as follows:

	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total
	(In millions)			
Balance at December 31, 2024	\$ 382.6	\$ —	\$ 47.7	\$ 430.3
Additions through current-year acquisitions	202.0	—	—	202.0
Reductions from dispositions	(5.1)	—	(0.7)	(5.8)
Reductions from impairment	(165.9)	—	(6.5)	(172.4)
Balance at December 31, 2025	\$ 413.6	\$ —	\$ 40.5	\$ 454.1
Additions through current-year acquisitions	63.6	—	7.9	71.5
Reductions from dispositions	(17.2)	—	—	(17.2)
Balance at September 30, 2026	<u>\$ 460.0</u>	<u>\$ —</u>	<u>\$ 48.4</u>	<u>\$ 508.4</u>

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6. Long-Term Debt

Long-term debt consists of the following:

	September 30, 2026	December 31, 2025
	(In millions)	
Revolving Credit Facility (1)	\$ —	\$ —
4.625% Senior Notes due 2029 (the “4.625% Notes”)	650.0	650.0
4.875% Senior Notes due 2031 (the “4.875% Notes”)	500.0	500.0
Mortgage Facility and Sidecar Facility (2)	411.2	455.8
Bridge Facility (3)	150.0	—
Notes to finance companies - fixed rate, bearing interest at 4.40%	14.4	29.4
Notes to finance companies - variable rate, bearing interest at 1.5% above one-month term SOFR	39.8	—
Subtotal	\$ 1,765.4	\$ 1,635.2
Debt issuance costs	(15.7)	(19.8)
Total debt	1,749.7	1,615.4
Less current maturities	(193.3)	(52.4)
Long-term debt	\$ 1,556.4	\$ 1,563.0

- (1) The interest rate on the Revolving Credit Facility (as defined below) was 150 and 125 basis points above one-month Adjusted Term SOFR (as defined in the Credit Facilities) at September 30, 2026 and December 31, 2025 respectively.
- (2) The interest rate on the Mortgage Facility and Sidecar Facility (each as defined below) was 175 and 150 basis points above one-month Adjusted Term SOFR (as defined in each of the Mortgage Facility and Sidecar Facility) at September 30, 2026 and December 31, 2025, respectively.
- (3) The interest rate on the Bridge Facility (as defined below) was 250 basis points above one-month Term SOFR (as defined in the Bridge Facility) at September 30, 2026.

Credit Facilities

Our Credit Agreement, originally dated as of April 14, 2021, entered into by, among others, the Company and Bank of America, N.A., as administrative agent (as amended to date, the “Credit Agreement”), provides for a syndicated revolving credit facility (the “Revolving Credit Facility”) and syndicated new and used vehicle floor plan facilities (the “Floor Plan Facilities” and, together with the Revolving Credit Facility, the “Credit Facilities”). The Credit Facilities are guaranteed by the Company and certain of its subsidiaries and are secured by a pledge of substantially all of the guarantors’ assets subject to certain exceptions, including floor plan agreements with various manufacturer-affiliated captive finance companies.

On March 13, 2024, we amended and restated our Credit Agreement (the “Sixth Credit Facility Amendment”) to extend the maturity date to March 13, 2029, with an optional one-year extension. The Sixth Credit Facility Amendment currently includes aggregate commitments of \$2.4 billion as well as an accordion feature allowing for an increase in future commitments of up to \$450.0 million allocated between the three facilities on a pro rata basis. Under the Sixth Credit Facility Amendment, the Revolving Credit Facility commitment can neither be reduced below \$50.0 million nor consist of more than 40% of the aggregate commitments under the Credit Facilities.

In addition, the Sixth Credit Facility Amendment increased the basket for unrestricted quarterly dividends from \$0.12 to \$0.18 per share of qualified capital stock, provided additional flexibility for the Company to make asset sales and repurchases of its qualified capital stock, removed the consolidated liquidity ratio covenant, and clarified that “Adjusted Term SOFR” (as defined in the Credit Agreement) is inclusive of a 10 basis point credit spread adjustment. Amounts outstanding under the Credit Facilities bear interest at one-month Adjusted Term SOFR plus credit spreads indicated by our Consolidated Total Lease Adjusted Leverage Ratio (as defined in the Credit Agreement).

As of September 30, 2026, the aggregate commitments consisted of \$1.5 billion for the new vehicle floor plan, \$550.0 million for the used vehicle floor plan and \$350.0 million for the Revolving Credit Facility. Availability under the Revolving Credit Facility is calculated as the lesser of the \$ 350.0 million commitment or a borrowing base collateralized by eligible assets, less any outstanding letters of credit and borrowings. As of September 30, 2026, the Revolving Borrowing Base was \$ 301.2 million and we had \$11.7 million in outstanding letters of credit and no borrowings, resulting in \$289.5 million of availability.

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Senior Notes

On October 27, 2021, we issued two series of Senior Notes: \$500.0 million bearing interest at 4.625% and maturing on November 15, 2029 (the “4.625% Notes”) and \$500.0 million bearing interest at 4.875% and maturing on November 15, 2031 (the “4.875% Notes” and together with the 4.625% Notes, the “Senior Notes”). We used the net proceeds from the issuances to fund the acquisition of RFJ Auto Partners, Inc. and its subsidiaries and to repay existing debt.

The Senior Notes are unconditionally guaranteed, jointly and severally, on a senior unsecured basis by the Company’s domestic operating subsidiaries. Under certain circumstances, the guarantees of the subsidiaries comprising the EchoPark Business (as defined in the indentures governing the Senior Notes (the “Indentures”)) may be released. The Indentures contain customary restrictive covenants and default provisions. Interest on the Senior Notes is payable semi-annually in arrears on May 15 and November 15 of each year.

The Senior Notes are redeemable, in whole or in part, at any time during the twelve-month period beginning on November 15 of each year at the redemption prices (expressed as percentages of the principal amount thereof) set forth below:

Year	Redemption Price	
	4.625% Notes	4.875% Notes
2025	101.156 %	No Call
2026	100.000 %	102.438 %
2027	100.000 %	101.625 %
2028	100.000 %	100.813 %
2029 and thereafter		100.000 %

Before November 15, 2026, we may redeem all or part of the 4.875% Notes, subject to a make-whole premium.

Mortgage Facility and Sidecar Facility

On November 22, 2019, we entered into an agreement between, among others, the Company and PNC Bank, N.A., as administrative agent, providing for both revolving credit and delayed draw term loans (as amended to date, the “Mortgage Facility”).

On March 22, 2024, we amended the Mortgage Facility to conform to the terms of the Sixth Credit Facility Amendment.

On May 17, 2024, we incurred a \$78.0 million term loan as required under the Mortgage Facility in order to achieve full term loan utilization with cumulative draws totaling \$405.0 million.

On December 27, 2024, we entered into an agreement, which established a syndicated mortgage loan facility (the “Sidecar Facility”) providing an incremental \$49.1 million of term loan commitments. Though the Sidecar Facility is distinct and separate from the Mortgage Facility, the two facilities contain similar terms and conditions, are coterminous, and use one-month Adjusted Term SOFR as a base rate with the same pricing grid.

On October 24, 2025, we incurred an additional \$149.1 million term loan as required under the Sidecar Facility in order to achieve full utilization.

Interest on the Mortgage Facility and Sidecar Facility is paid monthly in arrears. Amortizing principal payments are 1.875% of the cumulative amount drawn on the term loan portion of Mortgage Facility and Sidecar Facility each quarter end through September 30, 2027, with the remaining balances due on the November 17, 2027 maturity date. We have the right to prepay outstanding principal on either facility at any time without premium or penalty provided that the prepayment amount exceeds \$0.5 million.

As of September 30, 2026, we had \$276.4 million of outstanding term borrowings and \$95.0 million available for revolving loans under the Mortgage Facility. In addition, we had \$134.7 million of outstanding term borrowings under the Sidecar Facility.

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Bridge Facility

On March 27, 2026, we entered into a Bridge Facility Credit Agreement with PNC Bank, N.A. as administrative agent and lender, which provided for a senior unsecured term loan facility in an aggregate principal amount of \$150.0 million (the “Bridge Facility”). We borrowed the full \$150.0 million available on the closing date. The Bridge Facility contains certain covenants and events of default which are similar to the Mortgage Facility and Sidecar Facility and will mature on the earlier of the date that is 364 days after the closing date or the occurrence of a refinancing of the Mortgage Facility. Amounts outstanding under the Bridge Facility bear interest at a rate equal to one-month Term SOFR plus 2.50% per annum which is paid monthly in arrears. We have the right to prepay outstanding principal under the Bridge Facility at any time without premium or penalty provided that the prepayment amount exceeds \$0.5 million.

Notes to Finance Companies

Our notes to finance companies (excluding the Mortgage Facility, Sidecar Facility, and Bridge Facility) had a weighted-average interest rate of 5.01% and a combined principal balance of \$54.2 million as of September 30, 2026. These notes require monthly payments of principal and interest through their respective maturities, are secured by underlying properties or other collateral and contain certain cross-default provisions. These notes mature between 2028 and 2034.

Covenants

The Credit Facilities, Mortgage Facility, Sidecar Facility, Bridge Facility and Senior Notes each contain covenants which could prohibit the issuance of additional indebtedness, the payment of dividends over certain limits, other restricted payments such as share repurchases, certain types of capital expenditures and asset purchases and material dispositions and acquisitions. They also contain other covenants and default provisions, including cross defaults to other material indebtedness, change of control events and other events of default customary for commercial credit facilities. Upon the occurrence of an event of default, we could be required to repay all outstanding amounts under these facilities.

Financial covenants for the Credit Facilities, Mortgage Facility, Sidecar Facility and Bridge Facility include a minimum Consolidated Fixed Charge Coverage Ratio (as defined in each agreement) of 1.20 to 1.00 and a maximum Consolidated Total Lease Adjusted Leverage Ratio (as defined in each agreement) of 5.75 to 1.00. Similar financial covenants apply to our Senior Notes as well as to certain facility leases and their related guaranty agreements. We remain in compliance with all restrictive covenants as of September 30, 2026.

Derivative Instruments and Hedging Activities

As of September 30, 2026, we had interest rate cap agreements with the following notional amounts, cap rates and maturities to help limit our exposure to potentially increasing interest rates on the Floor Plan Facilities and Mortgage Facility. Settlements are evaluated monthly and paid by the counterparties when one-month Term SOFR exceeds the cap rate. Payments are calculated based on the notional amounts multiplied by the difference between one-month Term SOFR and the cap rates and are recognized as a reduction in interest expense. The total unamortized premium amount related to the outstanding interest rate caps was \$2.3 million as of September 30, 2026 which will be amortized as a reduction in interest expense over each cap’s remaining term. The fair value of the outstanding interest rate caps was \$1.3 million at September 30, 2026 included in other current assets in the accompanying unaudited condensed consolidated balance sheets.

Notional Amount (In millions)	Cap Rate (1)	Receive Rate (1)	Start Date	Maturing Date
\$ 400.0	5.500%	one-month Term SOFR	March 13, 2025	December 31, 2026
\$ 200.0	5.500%	one-month Term SOFR	March 17, 2025	November 17, 2027
\$ 400.0	5.500%	one-month Term SOFR	March 13, 2025	December 29, 2028

(1) One-month Term SOFR was approximately 3.91% at September 30, 2026.

The interest rate caps have been designated and qualify as cash flow hedges and, as a result, changes in the fair value of these instruments are recorded in total other comprehensive income (loss) before taxes in the accompanying consolidated statements of comprehensive operations.

For further discussion, see Note 6, “Long-Term Debt,” to the consolidated financial statements in Sonic’s Annual Report on Form 10-K for the year ended December 31, 2025.

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7. Commitments and Contingencies

Guarantees and Indemnification Obligations

In accordance with the terms of our operating lease agreements, our dealership subsidiaries, acting as lessees, generally agree to indemnify the lessor from certain exposure arising as a result of the use of the leased premises, including environmental exposure and repairs to leased property upon termination of the lease. In addition, we have generally agreed to indemnify the lessor in the event of a breach of the lease by the lessee.

In connection with dealership dispositions and facility relocations, certain of our subsidiaries have assigned or sublet to the buyer their interests in real property leases associated with such dealerships. In general, the subsidiaries retain responsibility for the performance of certain obligations under such leases, including rent payments and repairs to leased property upon termination of the lease, to the extent that the assignee or the sublessee does not perform. In the event an assignee or a sublessee does not perform its obligations, Sonic remains liable for such obligations.

In accordance with the terms of agreements entered into for the sales of our dealerships, we generally agree to indemnify the buyer from certain liabilities and costs arising subsequent to the date of sale, including environmental exposure and exposure resulting from the breach of representations or warranties made in accordance with the agreements. While our exposure with respect to environmental remediation is difficult to quantify, our maximum exposure associated with these general indemnifications was approximately \$13.7 million as of September 30, 2026 and \$3.0 million as of December 31, 2025. These indemnifications typically expire within a period of one to three years following the date of sale. The estimated fair value of these indemnifications was not material and the amount recorded for this contingency was not significant at September 30, 2026.

Legal Matters

Sonic is involved, and expects to continue to be involved, in various legal and administrative proceedings arising out of the conduct of its business, including regulatory investigations and private civil actions brought by plaintiffs purporting to represent a potential class or for which a class has been certified. Although Sonic vigorously defends itself in all legal and administrative proceedings, the outcomes of pending and future proceedings arising out of the conduct of Sonic's business, including litigation with customers, employment-related lawsuits, contractual disputes, class actions, purported class actions and actions brought by governmental authorities, cannot be predicted with certainty. An unfavorable resolution of one or more of these matters could have a material adverse effect on Sonic's business, financial condition, results of operations, cash flows or prospects.

There were no significant liabilities recorded related to legal matters as of September 30, 2026 and December 31, 2025.

8. Fair Value Measurements

Assets and liabilities recorded at fair value in the accompanying unaudited condensed consolidated balance sheets as of September 30, 2026 and December 31, 2025 were as follows:

	Fair Value Based on Significant Other Observable Inputs (Level 2)	
	September 30, 2026	December 31, 2025
	(In millions)	
Assets:		
Cash surrender value of life insurance policies (1)	\$ 58.0	\$ 53.2
Interest rate caps designated as hedges (2)	1.3	0.1
Total assets	\$ 59.3	\$ 53.3

(1) Included in other assets in the accompanying unaudited condensed consolidated balance sheets.

(2) Included in other current assets in the accompanying unaudited condensed consolidated balance sheets.

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As of September 30, 2026 and December 31, 2025, the fair values of Sonic's financial instruments, including receivables, notes receivable from finance contracts, notes payable – floor plan, trade accounts payable and borrowings under our variable interest rate credit facilities and variable interest notes to finance companies approximated their carrying values due either to length of maturity or existence of variable interest rates that approximate prevailing market rates.

As of September 30, 2026 and December 31, 2025, the fair value and the carrying value of Sonic's significant fixed rate long-term debt were as follows:

	September 30, 2026		December 31, 2025	
	Fair Value	Carrying Value	Fair Value	Carrying Value
	(In millions)			
4.875% Notes (1)	\$ 457.5	\$ 500.0	\$ 478.8	\$ 500.0
4.625% Notes (1)	\$ 614.3	\$ 650.0	\$ 630.5	\$ 650.0
Notes to Finance Companies - Fixed Rate (2)	\$ 14.2	\$ 14.4	\$ 28.7	\$ 29.4

(1) As determined by market quotations from similar securities as of September 30, 2026 and December 31, 2025, respectively (Level 2).

(2) As determined by the DCF method (Level 2).

For further discussion of Sonic's fair value measurements, see Note 11, "Fair Value Measurements," to the consolidated financial statements in Sonic's Annual Report on Form 10-K for the year ended December 31, 2025.

9. Segment Information

As of September 30, 2026, Sonic had three operating segments: (1) the Franchised Dealerships Segment; (2) the EchoPark Segment; and (3) the Powersports Segment. Refer to Note 1, "Description of Business and Summary of Significant Accounting Policies," to the consolidated financial statements in Sonic's Annual Report on Form 10-K for the year ended December 31, 2025 for additional discussion of our operating segments. Sonic has determined that its operating segments also represent its reportable segments.

The reportable segments identified above are the business activities of Sonic for which discrete financial information is available and for which operating results are regularly reviewed by Sonic's chief operating decision maker ("CODM") to assess operating performance and allocate resources. Sonic's CODM is a group of three individuals consisting of: (1) the Company's Chief Executive Officer; (2) the Company's President; and (3) the Company's Chief Financial Officer.

The CODM uses segment gross profit and segment income (loss) to assess performance and allocate resources across the reportable segments. The CODM evaluates these measures against budget and prior-year results on a monthly basis to assess each segment's operating performance and determine resource needs. Segment gross profit is used to evaluate the profitability of each segment's revenue-generating activities, while segment income (loss) is used to evaluate profitability after operating expenses and other income and expenses included in the measure. These evaluations inform the annual budgeting process and ongoing decisions regarding capital expenditures, business expansion, and other investments within and among the segments.

These measures are calculated consistently across the reportable segments using accounting policies consistent with those applied in Sonic's consolidated financial statements.

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The following tables present segment revenues, expenses, and measures of segment profit or loss for the three and nine months ended September 30, 2026 and 2025, consistent with the segment-level information regularly provided to the CODM:

Franchised Dealerships Segment - Reported

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(In millions)			
Revenues:				
Retail new vehicles	\$ 1,708.6	\$ 1,834.0	\$ 5,025.2	\$ 5,110.1
Fleet new vehicles	20.4	26.0	65.8	77.4
Used vehicles	844.9	796.7	2,427.8	2,287.3
Wholesale vehicles	47.3	52.8	135.1	165.1
Parts, service and collision repair	515.3	510.1	1,540.1	1,462.5
Finance, insurance and other, net	142.6	147.6	429.8	422.5
Cost of sales:				
Retail new vehicles	(1,622.8)	(1,742.7)	(4,772.3)	(4,836.8)
Fleet new vehicles	(19.7)	(26.0)	(64.3)	(76.3)
Used vehicles	(804.8)	(756.3)	(2,310.2)	(2,167.5)
Wholesale vehicles	(52.6)	(55.7)	(145.1)	(169.8)
Parts, service and collision repair	(249.9)	(248.8)	(749.8)	(715.1)
Segment gross profit	\$ 529.3	\$ 537.7	\$ 1,582.1	\$ 1,559.4
Selling, general and administrative expenses:				
Compensation	(248.7)	(248.9)	(728.6)	(707.5)
Advertising	(19.6)	(18.8)	(58.0)	(51.4)
Rent	(12.2)	(12.7)	(36.6)	(31.8)
Other (1)	(120.2)	(114.7)	(334.8)	(290.5)
Depreciation and amortization	(31.5)	(34.6)	(95.1)	(102.2)
Other income (expense):				
Interest expense, floor plan	(20.1)	(20.7)	(53.5)	(52.3)
Interest expense, other, net	(29.4)	(26.4)	(85.9)	(79.3)
Other income (expense), net	—	(0.1)	0.1	—
Segment income	\$ 47.6	\$ 60.8	\$ 189.7	\$ 244.4

- (1) Other selling, general and administrative expenses include various fixed and variable expenses, including gain or loss on disposal of franchises, facility repairs and maintenance, utilities, property taxes, certain customer-related costs such as gasoline and service loaners, and insurance, training, legal and information technology expenses.

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EchoPark Segment - Reported

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(In millions)			
Revenues:				
Used vehicles	\$ 509.9	\$ 439.2	\$ 1,500.7	\$ 1,340.3
Wholesale vehicles	31.2	30.4	84.4	83.2
Finance, insurance and other, net	54.9	52.9	174.3	167.4
Cost of Sales:				
Used vehicles	(505.6)	(437.2)	(1,483.6)	(1,326.0)
Wholesale vehicles	(31.5)	(30.9)	(84.6)	(84.5)
Segment gross profit	\$ 58.9	\$ 54.4	\$ 191.2	\$ 180.4
Selling, general and administrative expenses:				
Compensation	(27.2)	(25.0)	(81.4)	(76.1)
Advertising	(8.8)	(7.4)	(25.2)	(22.4)
Rent income (expense)	(1.0)	(0.8)	0.7	(2.3)
Other (1)	(11.3)	(10.3)	(32.4)	(29.8)
Depreciation and amortization	(5.1)	(5.1)	(17.1)	(15.5)
Other income (expense):				
Interest expense, floor plan	(3.2)	(2.8)	(9.4)	(8.6)
Interest expense, other, net	(0.3)	(0.4)	(0.9)	(1.1)
Other income (expense), net	—	—	(0.1)	—
Segment income	\$ 2.0	\$ 2.6	\$ 25.4	\$ 24.6

- (1) Other selling, general and administrative expenses include various fixed and variable expenses, including facility repairs and maintenance, utilities, property taxes, certain customer-related costs such as gasoline, and insurance, training, legal and information technology expenses.

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Powersports Segment - Reported

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(In millions)			
Revenues:				
Retail new vehicles	\$ 53.0	\$ 38.8	\$ 113.2	\$ 85.1
Used vehicles	26.4	17.2	52.0	31.2
Wholesale vehicles	1.6	1.0	2.9	2.1
Parts, service and collision repair	28.0	23.8	50.0	41.4
Finance, insurance and other, net	4.7	3.3	10.0	6.7
Cost of Sales:				
Retail new vehicles	(45.5)	(32.7)	(97.0)	(72.4)
Used vehicles	(23.0)	(14.3)	(43.8)	(25.6)
Wholesale vehicles	(1.7)	(1.1)	(3.2)	(2.2)
Parts, service and collision repair	(14.2)	(12.7)	(25.0)	(21.9)
Segment gross profit	\$ 29.3	\$ 23.3	\$ 59.1	\$ 44.4
Selling, general and administrative expenses:				
Compensation	(12.6)	(9.7)	(29.9)	(23.1)
Advertising	(0.5)	(0.3)	(1.5)	(0.8)
Rent income (expense)	—	0.2	—	0.7
Other (1)	(4.7)	(3.2)	(10.7)	(9.6)
Depreciation and amortization	(1.7)	(1.3)	(4.7)	(3.9)
Other income (expense):				
Interest expense, floor plan	(1.1)	(0.4)	(1.8)	(1.4)
Interest expense, other, net	(0.8)	(0.7)	(2.4)	(2.1)
Other income (expense), net	—	(0.1)	0.1	0.1
Segment income (loss)	\$ 7.9	\$ 7.8	\$ 8.2	\$ 4.3

- (1) Other selling, general and administrative expenses include various fixed and variable expenses, including gain or loss on disposal of franchises, facility repairs and maintenance, utilities, property taxes, certain customer-related costs such as gasoline and insurance, training, legal and information technology expenses.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
	(In millions)			
Segment Income (Loss) (1):				
Franchised Dealerships Segment (2)	\$ 47.6	\$ 60.8	\$ 189.7	\$ 244.4
EchoPark Segment (3)	2.0	2.6	25.4	24.6
Powersports Segment (4)	7.9	7.8	8.2	4.3
Total segment income	\$ 57.5	\$ 71.2	\$ 223.3	\$ 273.3
Impairment charges (5)	—	—	(0.4)	(173.8)
Income (loss) before taxes	\$ 57.5	\$ 71.2	\$ 222.9	\$ 99.6

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- (1) Segment income (loss) for each segment is defined as income (loss) before taxes and impairment charges. Due to rounding, segment level financial data may not sum to consolidated results.
- (2) For the three months ended September 30, 2026, amount includes approximately \$0.9 million of pre-tax charges related to property damages, approximately \$1.0 million in pre-tax proceeds from legal settlements, and approximately \$0.6 million in pre-tax charges related to lease exits. For the three months ended September 30, 2025, amount includes approximately \$2.8 million of pre-tax loss related to the disposal of franchises, and approximately \$0.7 million of pre-tax legal expenses. For the nine months ended September 30, 2026, amount includes approximately \$5.1 million of pre-tax gain related to dispositions, approximately \$2.1 million of pre-tax charges related to property damages, approximately \$0.6 million in pre-tax charges related to lease exits, and approximately \$1.0 million in pre-tax proceeds related to legal settlements. For the nine months ended September 30, 2025, amount includes \$40.0 million of pre-tax benefit from cyber insurance proceeds related to a cybersecurity incident impacting certain of our information systems provided by CDK Global in the second quarter of 2024, approximately \$5.0 million of pre-tax charges related to storm damage, approximately \$5.5 million of pre-tax loss related to dispositions, and approximately \$0.7 million of pre-tax legal expenses.
- (3) For the three months ended September 30, 2026, amount includes approximately \$0.6 million in pre-tax charges related to lease exits. For the three months ended September 30, 2025, amount includes approximately \$0.1 million of pre-tax loss on dispositions. For the nine months ended September 30, 2026, amount includes approximately \$3.0 million of pre-tax gain on lease terminations. For the nine months ended September 30, 2025, amount includes approximately \$0.9 million of pre-tax gain on dispositions.
- (4) For the three months ended September 30, 2025, amount includes approximately \$0.2 million of pre-tax loss related to dispositions. For the nine months ended September 30, 2025, amount includes approximately \$1.1 million of pre-tax charges related to dispositions.
- (5) For the nine months ended September 30, 2026, amount includes approximately \$0.4 million of non-cash pre-tax impairment charges related to construction-in-progress projects for the Franchised Dealerships Segment. For the nine months ended September 30, 2025, amount includes approximately \$0.2 million of non-cash pre-tax property and equipment impairment charges for real estate held for sale in the EchoPark Segment, approximately \$7.2 million of non-cash pre-tax franchise asset impairment charges for the Powersports Segment, approximately \$0.4 million of non-cash pre-tax property, equipment and right-of-use asset impairment charges for the Powersports Segment, and approximately \$165.9 million of non-cash pre-tax franchise asset impairment charges for the Franchised Dealerships Segment.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
(In millions)				
Segment Capital Expenditures:				
Franchised Dealerships Segment	\$ 64.5	\$ 32.3	\$ 206.1	\$ 109.3
EchoPark Segment	2.9	0.6	14.1	1.1
Powersports Segment	1.8	0.6	3.5	2.2
Total capital expenditures	<u>\$ 69.2</u>	<u>\$ 33.5</u>	<u>\$ 223.7</u>	<u>\$ 112.6</u>

	September 30, 2026	December 31, 2025
	(In millions)	
Segment Assets:		
Franchised Dealerships Segment	\$ 5,423.0	\$ 4,933.9
EchoPark Segment	563.1	506.1
Powersports Segment	326.4	224.4
Corporate and other:		
Cash and cash equivalents	10.7	6.3
Floor plan deposit balance	190.0	300.0
Total assets	\$ 6,513.2	\$ 5,970.7

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the accompanying unaudited condensed consolidated financial statements and related notes thereto, as well as the consolidated financial statements and related notes thereto, "Item 1A. Risk Factors" and "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations" included in our Annual Report on Form 10-K for the year ended December 31, 2025.

Unless otherwise noted, we present the discussion in this Management's Discussion and Analysis of Financial Condition and Results of Operations on a consolidated basis. To the extent that we believe a discussion of the differences among reportable segments will enhance a reader's understanding of our financial condition, cash flows and other changes in financial condition and results of operations, the differences are discussed separately. Certain amounts and percentages may not compute due to rounding.

Unless otherwise noted, all discussions of increases or decreases are for the three and nine months ended September 30, 2026 compared to the three and nine months ended September 30, 2025. The following discussion of Franchised Dealerships Segment new vehicles, used vehicles, wholesale vehicles, parts, service and collision repair, and finance, insurance and other, net is on a same store basis, except where otherwise noted. 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. The following discussion of EchoPark Segment used vehicles, wholesale vehicles, and finance, insurance and other, net is on a same market basis, except where otherwise noted. 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 or acquisition. The following discussion of Powersports Segment new vehicles, used vehicles, wholesale vehicles, parts, service and collision repair, and finance, insurance and other, net is on a same store basis, except where otherwise noted. All currently operating stores in the Powersports Segment are included within the same store group as of the first full month following the first anniversary of the store's opening or acquisition.

Overview

We are one of the largest automotive retailers in the U.S. (as measured by reported total revenue). As a result of the way we manage our business, we had three reportable segments as of September 30, 2026: (1) the Franchised Dealerships Segment; (2) the EchoPark Segment; and (3) the Powersports Segment. For management and operational reporting purposes, we group certain businesses together that share management and inventory (principally used vehicles) into "stores." As of September 30, 2026, we operated 108 stores in the Franchised Dealerships Segment, 18 stores in the EchoPark Segment and 20 stores in the Powersports Segment. The Franchised Dealerships Segment consists of 128 new vehicle franchises (representing 24 different brands of cars and light trucks) and 15 collision repair centers in 17 states. The EchoPark Segment consists of 18 stores in 10 states. The Powersports Segment consists of 46 franchises at 20 locations (16 full-service dealerships and four authorized retail outlets) in five states.

The Franchised Dealerships Segment provides comprehensive sales and services, including (1) sales of both new and used cars and light trucks; (2) sales of replacement parts and performance of vehicle maintenance, manufacturer warranty repairs, and paint and collision repair services (collectively, "Fixed Operations"); and (3) arrangement of third-party financing, extended warranties, service contracts, insurance and other aftermarket products (collectively, "F&I") for our guests. The EchoPark Segment sells used cars and light trucks and arranges third-party F&I product sales for our guests in pre-owned vehicle specialty retail locations and does not offer customer-facing Fixed Operations services. The Powersports Segment offers guests: (1) sales of both new and used powersports vehicles (such as motorcycles, personal watercraft and all-terrain vehicles); (2) Fixed Operations activities; and (3) F&I services. All three segments generally operate independently of one another with the exception of certain shared back-office functions and corporate overhead costs.

Executive Summary

Retail Automotive Industry Performance

The U.S. retail automotive industry's total new vehicle (retail and fleet combined) seasonally adjusted annual rate of unit sales volume (the "total new vehicle SAAR") increased 1% and decreased 1% for the three and nine months ended September 30, 2026, respectively, to approximately 16.4 million and 16.1 million vehicles, respectively, compared to approximately 16.3 million vehicles for both the three and nine months ended September 30, 2025, according to the Power Information Network ("PIN") from J.D. Power. We currently estimate the 2026 new vehicle industry volume will be between 15.8 million vehicles (a decrease of 3% compared to 2025) and 16.2 million vehicles (a decrease of 1% compared to 2025). The effects of tariffs and trade policies, interest rates, changes in consumer confidence, availability of consumer financing, manufacturer inventory production levels, incentive levels from automotive manufacturers or shifts in such levels, or timing of consumer demand in response to economic conditions, geopolitical disruptions, energy prices, natural disasters or other unforeseen circumstances could cause the actual 2026 new vehicle industry volume to vary from expectations. Many factors, including brand and geographic concentrations as well as the industry sales mix between retail and fleet new vehicle unit sales volume, have caused our past results to differ from the industry's overall trend. Our new vehicle sales strategy focuses on our retail new vehicle sales (as opposed to fleet new vehicle sales) and, as a result, we believe it is appropriate to compare our retail new vehicle unit sales volume to the industry retail new vehicle seasonally adjusted annual rate of unit sales volume (the "retail new vehicle SAAR") (which excludes fleet new vehicle sales). According to PIN from J.D. Power, the retail new vehicle SAAR decreased 1% and 2% to approximately 13.5 million and 13.3 million vehicles for the three and nine months ended September 30, 2026, respectively, from approximately 13.6 million vehicles for both the three and nine months ended September 30, 2025.

Franchised Dealerships Segment

As a result of the acquisition, disposition, termination or closure of certain franchised dealership stores in 2025 and 2026, the change in reported amounts from period to period may not be indicative of the current or future operational or financial performance of our current group of operating stores.

Same store retail new vehicle revenue decreased 7% during the three months ended September 30, 2026, driven by a 7% decrease in retail new vehicle unit sales volume. Same store retail new vehicle revenue decreased 5% during the nine months ended September 30, 2026, primarily driven by a 6% decrease in retail new vehicle unit sales volume. Retail new vehicle gross profit decreased 7% and 13% during the three and nine months ended September 30, 2026, respectively, due primarily to increased price competition as a result of increasing levels of available inventory and higher inventory invoice costs, which combined to drive lower retail new vehicle gross profit per unit. Retail new vehicle gross profit per unit remained flat at \$3,000 per unit during the three months ended September 30, 2026. Retail new vehicle gross profit per unit decreased \$226 per unit, or 7%, to \$2,957 per unit during the nine months ended September 30, 2026. On a trailing quarter cost of sales basis, our reported Franchised Dealerships Segment new vehicle inventory days' supply was approximately 65 days as of September 30, 2026, compared to 51 days as of September 30, 2025.

Same store retail used vehicle revenue increased 7% and 6% during the three and nine months ended September 30, 2026, respectively, driven primarily by a 3% and 4% increase in retail used vehicle unit sales volume, respectively, coupled with a 4% and 2% increase in used vehicle average selling price. Retail used vehicle gross profit remained flat and decreased 3% during the three and nine months ended September 30, 2026, respectively, primarily due to lower retail used vehicle gross profit per unit. Retail used vehicle gross profit per unit decreased \$42 per unit, or 3%, to \$1,506 per unit during the three months ended September 30, 2026. Retail used vehicle gross profit per unit decreased \$104 per unit, or 7%, to \$1,480 per unit during the nine months ended September 30, 2026. Same store wholesale vehicle gross loss worsened by approximately \$2.4 million to a gross loss of approximately \$5.2 million during the three months ended September 30, 2026, due primarily to a \$462 per unit, or 91%, worsening of wholesale vehicle gross loss per unit as a result of changes in pricing and demand for vehicles at wholesale auction. Same store wholesale vehicle gross loss worsened by approximately \$5.3 million, to a gross loss of approximately \$9.7 million during the nine months ended September 30, 2026, due primarily to a \$409 per unit, or 166%, worsening of wholesale vehicle gross loss per unit as a result of changes in pricing and demand for vehicles at wholesale auction. We generally focus on maintaining Franchised Dealerships Segment used vehicle inventory days' supply in the 25- to 35-day range, which may fluctuate seasonally, in order to limit our exposure to market pricing volatility. On a trailing quarter cost of sales basis, our reported Franchised Dealerships Segment used vehicle inventory days' supply was approximately 34 days as of both September 30, 2026 and September 30, 2025.

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Same store Fixed Operations revenue increased 1% and 3% during the three and nine months ended September 30, 2026, respectively, driven primarily by increased service capacity as a result of additional technician headcount, and higher parts and labor costs that were passed along to consumers. Same store Fixed Operations gross profit increased 1% and 3% during the three and nine months ended September 30, 2026, respectively, driven primarily by higher customer pay revenue contribution and higher warranty and internal, sublet and other gross margin contribution. Same store Fixed Operations gross margin increased 20 basis points, to 51.4% during the three months ended September 30, 2026, and increased 10 basis points, to 51.2%, during the nine months ended September 30, 2026.

Same store F&I revenue remained flat during both the three and nine months ended September 30, 2026, respectively, driven by a 2% increase and 1% increase in F&I gross profit per retail unit, respectively, partially offset by a 2% decrease and 1% decrease in retail new and used vehicle unit sales volume, respectively. Same store F&I gross profit per retail unit increased \$63 per unit, or 2%, to \$2,630 per unit during the three months ended September 30, 2026 primarily due to higher gross profit per service contract and changes to our F&I product cost structure. Same store F&I gross profit per retail unit increased \$35 per unit, or 1%, to \$2,615 per unit during the nine months ended September 30, 2026, due primarily to higher gross profit per service and other aftermarket contracts, increases in finance contract and service contract penetration rates, and changes to our F&I product cost structure.

EchoPark Segment

Same market total revenues increased 14% and 11% during the three and nine months ended September 30, 2026, respectively, attributable to a 20% and 12% increase in total vehicle unit sales volume (retail used vehicles plus wholesale used vehicles) in the three and nine months ended September 30, 2026, respectively. Same market total gross profit increased 8% and 6% during the three and nine months ended September 30, 2026, respectively, primarily driven by the increase in total vehicle unit sales volume in both the three and nine months ended September 30, 2026, partially offset by decreases in used vehicle and wholesale vehicle average selling prices during the three and nine months ended September 30, 2026.

Same market retail used vehicle revenue increased 16% and 12% during the three and nine months ended September 30, 2026, respectively, driven primarily by a 22% and 13% increase in retail used vehicle unit sales volume in the three and nine months ended September 30, 2026, respectively, partially offset by a 5% and 1% decrease in used vehicle average selling price. F&I revenue increased 3% and 4% during the three and nine months ended September 30, 2026, respectively, driven primarily by the increase in retail used vehicle unit sales during the three and nine months ended September 30, 2026, partially offset by a 15% and 8% decrease in F&I gross profit per unit in the three and nine months ended September 30, 2026, respectively. Same market combined retail used vehicle and F&I gross profit per unit decreased \$396 per unit, or 12%, to \$2,979 for the three months ended September 30, 2026, due primarily to a decrease in F&I gross profit per unit. Same market combined retail used vehicle and F&I gross profit per unit decreased \$259 per unit, or 7%, to \$3,264 for the nine months ended September 30, 2026, due primarily to a decrease in F&I gross profit per unit.

Same market wholesale vehicle gross profit improved by approximately \$0.2 million and \$1.2 million during the three and nine months ended September 30, 2026, respectively, primarily due to a 40% and 83% increase in wholesale vehicle gross profit per unit during the three and nine months ended September 30, 2026, respectively. We generally focus on maintaining EchoPark Segment used vehicle inventory days' supply in the 30- to 40-day range, which may fluctuate seasonally, in order to limit our exposure to market pricing volatility. On a trailing quarter cost of sales basis, our reported EchoPark Segment used vehicle inventory days' supply was approximately 41 and 37 days as of September 30, 2026 and 2025, respectively. The higher days' supply as of September 30, 2026, reflected a deliberate increase in inventory levels to support higher retail unit sales.

Powersports Segment

Same store retail new vehicle revenue increased 9% and 10% during the three and nine months ended September 30, 2026, respectively, driven by a 6% and 7% increase in retail new vehicle unit sales volume, respectively, coupled with a 2% increase in retail new vehicle average selling price during both the three and nine months ended September 30, 2026. Retail new vehicle gross profit decreased 3% in the three months ended September 30, 2026, primarily driven by an 8% decrease in retail new gross profit per unit, partially offset by a 6% increase in retail new vehicle unit sales volume. Retail new vehicle gross profit increased 6% during the nine months ended September 30, 2026, primarily driven by a 7% increase in retail new vehicle unit sales volume. Retail new vehicle gross profit per unit decreased \$306 per unit, or 8%, to \$3,349 per unit for the three months ended September 30, 2026. Retail new vehicle gross profit per unit decreased \$50 per unit, or 2%, to \$3,090 per unit for the nine months ended September 30, 2026. On a trailing quarter cost of sales basis, our reported Powersports Segment new vehicle inventory days' supply was approximately 83 and 75 days as of September 30, 2026 and 2025, respectively, varying based on manufacturer production levels and consumer demand.

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Same store used vehicle revenue increased 22% and 36% during the three and nine months ended September 30, 2026, respectively, driven primarily by a 21% and 16% increase in average used vehicle selling price, respectively, coupled with a 1% and 17% increase in retail used vehicle unit sales volume, respectively. Retail used vehicle gross profit decreased 14% in the three months ended September 30, 2026, driven by a 12% decrease in retail used vehicle gross profit per unit. Retail used vehicle gross profit increased 13% during the nine months ended September 30, 2026, driven by a 16% increase in average used vehicle selling price, partially offset by a 3% decrease in retail used vehicle gross profit per unit. Retail used vehicle gross profit per unit decreased \$251 per unit, or 12%, to \$1,797 per unit for the three months ended September 30, 2026. Retail used vehicle gross profit per unit decreased \$67 per unit, or 3%, to \$1,923 per unit for the nine months ended September 30, 2026. On a trailing quarter cost of sales basis, our reported Powersports Segment used vehicle inventory days' supply was approximately 65 and 45 days as of September 30, 2026 and 2025, respectively.

Same store Fixed Operations revenue decreased 3% and gross profit remained flat during the three months ended September 30, 2026, primarily driven by lower volume in customer pay contracts. Fixed Operations revenue increased 1% and gross profit increased 5% during the nine months ended September 30, 2026, primarily driven by higher parts and labor costs that were passed along to customers. Fixed Operations gross margin increased 130 basis points to 48.0% during the three months ended September 30, 2026, primarily due to a more favorable revenue mix, including improved gross margins on wholesale parts and internal, sublet and other repairs. Fixed Operations gross margin increased 140 basis points to 48.5% during the nine months ended September 30, 2026, primarily due to a more favorable revenue mix, including improved gross margins on customer pay repairs, wholesale parts, and internal, sublet and other repairs.

Same store F&I revenue increased 6% and 13% during the three and nine months ended September 30, 2026, respectively, driven primarily by a 4% and 11% increase in combined retail new and used vehicle unit sales volume, coupled with increases in F&I gross profit per retail unit for the three and nine months ended September 30, 2026. F&I gross profit per retail unit increased \$22 per unit, or 2%, to \$1,088 per unit for the three months ended September 30, 2026. F&I gross profit per retail unit increased \$28 per unit, or 3%, to \$1,012 per unit for the nine months ended September 30, 2026.

Results of Operations – Consolidated

As a result of the acquisition, disposition, termination or closure of certain franchised dealership stores, EchoPark stores, and powersports stores in 2025 and 2026, the change in consolidated reported amounts from period to period may not be indicative of the current or future operational or financial performance of our current group of operating stores.

New Vehicles – Consolidated

New vehicle revenues include the sale of new vehicles, including new powersports vehicles, to retail customers, as well as the sale of fleet vehicles to businesses for use in their operations. New vehicle revenues and gross profit can be influenced by vehicle manufacturer incentives to consumers (which vary from cash-back incentives to low interest rate financing, among other things), the availability of consumer credit and the level and type of manufacturer-to-dealer incentives, as well as manufacturers providing adequate inventory allocations to our dealerships to meet consumer demand. The automobile manufacturing industry is cyclical and historically has experienced periodic downturns characterized by oversupply and weak demand, both within specific brands and in the industry as a whole. As an automotive retailer, we seek to mitigate the effects of this sales cycle by maintaining a diverse brand mix of dealerships. Our brand diversity allows us to offer a broad range of products at a wide range of prices from lower-priced economy automobiles to luxury automobiles and powersports vehicles.

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following table depicts the breakdown of our Franchised Dealerships Segment new vehicle revenues by brand for the three and nine months ended September 30, 2026 and 2025:

New Vehicle Brand	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
Luxury:				
BMW	21 %	21 %	22 %	22 %
Mercedes	12 %	12 %	12 %	13 %
Land Rover	10 %	9 %	10 %	6 %
Lexus	5 %	5 %	6 %	6 %
Audi	5 %	5 %	4 %	5 %
Porsche	4 %	4 %	4 %	4 %
Cadillac	3 %	4 %	3 %	4 %
Other Luxury (1)	2 %	2 %	1 %	2 %
Total Luxury	62 %	62 %	62 %	62 %
Mid-line Import:				
Honda	11 %	11 %	11 %	11 %
Toyota	10 %	9 %	10 %	9 %
Volkswagen	1 %	2 %	1 %	1 %
Other Mid-line Imports (2)	1 %	2 %	1 %	3 %
Total Mid-line Import	23 %	24 %	23 %	24 %
Domestic:				
General Motors (3)	7 %	6 %	7 %	6 %
Ford	5 %	3 %	5 %	3 %
Chrysler	3 %	5 %	3 %	5 %
Total Domestic	15 %	14 %	15 %	14 %
Total	100 %	100 %	100 %	100 %

(1) Includes Jaguar, MINI, Polestar and Volvo.

(2) Includes Hyundai, Nissan and Subaru.

(3) Includes Buick, Chevrolet and GMC.

The U.S. retail automotive industry's new vehicle unit sales volume below reflects all brands marketed or sold in the U.S. This industry sales volume includes brands we do not sell and markets in which we do not operate, therefore, changes in our new vehicle unit sales volume may not trend directly in line with changes in the industry new vehicle unit sales volume. We believe that the industry retail new vehicle unit sales volume is a more meaningful metric for comparing our new vehicle unit sales volume to the industry due to our minimal fleet vehicle business.

U.S. retail new vehicle SAAR, fleet new vehicle seasonally adjusted annual rate of unit sales volume (the "fleet new vehicle SAAR") and total new vehicle SAAR were as follows:

	Three Months Ended September 30,		Better / (Worse)	Nine Months Ended September 30,		Better / (Worse)
	2026	2025	% Change	2026	2025	% Change
(In millions of vehicles)						
U.S. Retail new vehicle SAAR (1)	13.5	13.6	(1) %	13.3	13.6	(2) %
U.S. Fleet new vehicle SAAR	2.9	2.7	7 %	2.8	2.7	4 %
U.S. Total new vehicle SAAR (1)	16.4	16.3	1 %	16.1	16.3	(1) %

(1) Source: PIN from J.D. Power

SONIC AUTOMOTIVE, INC.
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Our consolidated reported new vehicle results (combined retail and fleet data) were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported new vehicle:				
Retail new vehicle revenue	\$ 1,761.6	\$ 1,872.8	\$ (111.2)	(6)%
Fleet new vehicle revenue	20.4	26.0	(5.6)	(22)%
Total new vehicle revenue	<u>\$ 1,782.0</u>	<u>\$ 1,898.8</u>	<u>\$ (116.8)</u>	(6)%
Retail new vehicle gross profit	\$ 93.3	\$ 97.4	\$ (4.1)	(4)%
Fleet new vehicle gross profit	0.6	—	0.6	100 %
Total new vehicle gross profit	<u>\$ 93.9</u>	<u>\$ 97.4</u>	<u>\$ (3.5)</u>	(4)%
Retail new vehicle unit sales	30,356	32,086	(1,730)	(5)%
Fleet new vehicle unit sales	333	579	(246)	(42)%
Total new vehicle unit sales	<u>30,689</u>	<u>32,665</u>	<u>(1,976)</u>	(6)%
Revenue per new retail unit	\$ 58,031	\$ 58,368	\$ (337)	(1)%
Revenue per new fleet unit	\$ 61,212	\$ 44,815	\$ 16,397	37 %
Total revenue per new unit	\$ 58,066	\$ 58,128	\$ (62)	— %
Gross profit per new retail unit	\$ 3,072	\$ 3,035	\$ 37	1 %
Gross profit per new fleet unit	\$ 2,070	\$ 23	\$ 2,047	NM
Total gross profit per new unit	\$ 3,061	\$ 2,982	\$ 79	3 %
Retail gross profit as a % of revenue	5.3 %	5.2 %	10 bps	
Fleet gross profit as a % of revenue	3.4 %	0.1 %	330 bps	
Total new vehicle gross profit as a % of revenue	5.3 %	5.1 %	20 bps	

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported new vehicle:				
Retail new vehicle revenue	\$ 5,138.4	\$ 5,195.2	\$ (56.8)	(1) %
Fleet new vehicle revenue	65.8	77.4	(11.6)	(15) %
Total new vehicle revenue	<u>\$ 5,204.2</u>	<u>\$ 5,272.6</u>	<u>\$ (68.4)</u>	(1) %
Retail new vehicle gross profit	\$ 269.1	\$ 286.0	\$ (16.9)	(6) %
Fleet new vehicle gross profit	1.6	1.1	0.5	45 %
Total new vehicle gross profit	<u>\$ 270.7</u>	<u>\$ 287.1</u>	<u>\$ (16.4)</u>	(6) %
Retail new vehicle unit sales	87,488	90,639	(3,151)	(3) %
Fleet new vehicle unit sales	1,122	1,533	(411)	(27) %
Total new vehicle unit sales	<u>88,610</u>	<u>92,172</u>	<u>(3,562)</u>	(4) %
Revenue per new retail unit	\$ 58,732	\$ 57,317	\$ 1,415	2 %
Revenue per new fleet unit	\$ 58,698	\$ 50,519	\$ 8,179	16 %
Total revenue per new unit	\$ 58,732	\$ 57,204	\$ 1,528	3 %
Gross profit per new retail unit	\$ 3,076	\$ 3,155	\$ (79)	(3) %
Gross profit per new fleet unit	\$ 1,382	\$ 711	\$ 671	94 %
Total gross profit per new unit	\$ 3,055	\$ 3,114	\$ (59)	(2) %
Retail gross profit as a % of revenue	5.2 %	5.5 %	(30) bps	
Fleet gross profit as a % of revenue	2.4 %	1.4 %	100 bps	
Total new vehicle gross profit as a % of revenue	5.2 %	5.4 %	(20) bps	

For further analysis of new vehicle results on a segment basis, see the tables and discussion under the headings “New Vehicles - Franchised Dealerships Segment” and “New Vehicles - Powersports Segment” in the Franchised Dealerships Segment and Powersports Segment sections, respectively, below.

Used Vehicles – Consolidated

Used vehicle revenues include the sale of used vehicles, including used powersports vehicles, to retail customers and at wholesale. Used vehicle revenues are directly affected by a number of factors, including consumer demand for used vehicles, the pricing and level of manufacturer incentives on new vehicles, the number and quality of trade-ins and lease turn-ins available to our dealerships, the availability and pricing of used vehicles acquired at wholesale auction, and the availability of consumer credit. Depending on the mix of inventory sourcing (trade-ins or purchases from customers versus wholesale auction), the days’ supply of used vehicle inventory, and the pricing strategy employed by the dealership, retail used vehicle gross profit per unit and retail used vehicle gross profit as a percentage of revenue may vary significantly from historical levels given recent trends in the used vehicle environment.

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Our consolidated reported retail used vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle:				
Revenue	\$ 1,381.2	\$ 1,253.1	\$ 128.1	10 %
Gross profit	\$ 47.9	\$ 45.2	\$ 2.7	6 %
Unit sales	48,545	44,167	4,378	10 %
Revenue per unit	\$ 28,451	\$ 28,372	\$ 79	— %
Gross profit per unit	\$ 986	\$ 1,024	\$ (38)	(4) %
Gross profit as a % of revenue	3.5 %	3.6 %	(10) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle:				
Revenue	\$ 3,980.5	\$ 3,658.8	\$ 321.7	9 %
Gross profit	\$ 142.9	\$ 139.7	\$ 3.2	2 %
Unit sales	142,400	131,496	10,904	8 %
Revenue per unit	\$ 27,953	\$ 27,824	\$ 129	— %
Gross profit per unit	\$ 1,003	\$ 1,062	\$ (59)	(6) %
Gross profit as a % of revenue	3.6 %	3.8 %	(20) bps	

For further analysis of used vehicle results on a segment basis, see the tables and discussion under the headings “Used Vehicles - Franchised Dealerships Segment,” “Used Vehicles and F&I - EchoPark Segment” and “Used Vehicles - Powersports Segment” in the Franchised Dealerships Segment, EchoPark Segment and Powersports Segment sections, respectively, below.

Wholesale Vehicles – Consolidated

Wholesale vehicle revenues are influenced by several factors, including retail new and used vehicle unit sales volume, associated trade-in volume, and short-term, temporary, and seasonal fluctuations in wholesale auction pricing. In recent years, wholesale vehicle prices and supply at auction have experienced periods of volatility, impacting our wholesale vehicle revenues and related gross profit (loss), as well as our retail used vehicle revenues and related gross profit. We believe that the current wholesale vehicle price environment is not sustainable in the long term and expect that average wholesale vehicle pricing and related gross profit (loss) will continue to return toward long-term normalized levels in the long run, but may continue to experience volatility during 2026 or beyond. Wholesale vehicle revenues are also significantly affected by our corporate inventory management strategy and policies, which are designed to optimize our total used vehicle inventory and expected gross profit levels and minimize inventory carrying risks.

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Our consolidated reported wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 80.1	\$ 84.2	\$ (4.1)	(5) %
Gross profit (loss)	\$ (5.7)	\$ (3.3)	\$ (2.4)	(73) %
Unit sales	8,950	8,957	(7)	— %
Revenue per unit	\$ 8,958	\$ 9,408	\$ (450)	(5) %
Gross profit (loss) per unit	\$ (636)	\$ (376)	\$ (260)	(69) %
Gross profit (loss) as a % of revenue	(7.1)%	(4.0)%	(310) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 222.4	\$ 250.5	\$ (28.1)	(11) %
Gross profit (loss)	\$ (10.5)	\$ (6.1)	\$ (4.4)	(72) %
Unit sales	25,378	27,730	(2,352)	(8) %
Revenue per unit	\$ 8,760	\$ 9,031	\$ (271)	(3) %
Gross profit (loss) per unit	\$ (414)	\$ (220)	\$ (194)	(88) %
Gross profit (loss) as a % of revenue	(4.7)%	(2.4)%	(230) bps	

For further analysis of wholesale vehicle results on a segment basis, see the tables and discussion under the headings “Wholesale Vehicles – Franchised Dealerships Segment,” “Wholesale Vehicles – EchoPark Segment” and “Wholesale Vehicles – Powersports Segment” in the Franchised Dealerships Segment, EchoPark Segment and Powersports Segment sections, respectively, below.

Fixed Operations – Consolidated

Parts, service and collision repair revenues consist of repairs and maintenance requested and paid by customers (“customer pay”), warranty repairs (manufacturer-paid), wholesale parts (sales of parts and accessories to third-party automotive repair businesses), and internal, sublet and other. Parts and service revenue is driven by the volume and mix of warranty repairs versus customer pay repairs, available service capacity (a combination of service bay count and technician availability), vehicle quality, manufacturer recalls, customer loyalty, and prepaid or manufacturer-paid maintenance programs. Internal, sublet and other primarily relates to preparation and reconditioning work performed on vehicles in inventory that are later sold to a third party and may vary based on used vehicle inventory and sales volume from period to period. When that work is performed by one of our dealerships or stores, the work is classified as internal. In the event the work is performed by a third party on our behalf, it is classified as sublet.

We believe that, over time, vehicle quality will continue to improve, but vehicle complexity and the associated demand for repairs by qualified technicians at manufacturer-affiliated dealerships may result in market share gains that could offset any revenue lost from improvement in vehicle quality. We also believe that, over the long term, we have the ability to continue to optimize service capacity and customer retention at our dealerships and stores to further increase Fixed Operations revenues. Manufacturers continue to extend new vehicle warranty periods (in particular for battery electric vehicles) and have also begun to include regular maintenance items in the warranty or complimentary maintenance program coverage. These factors, over the long term, combined with the extended manufacturer warranties on certified pre-owned vehicles, should facilitate growth in our parts and service business. Barriers to long-term growth may include reductions in the rate paid by manufacturers to dealers for warranty repair work performed, as well as the improved quality and design of vehicles that may affect the level and frequency of future customer pay or warranty-related repair revenues.

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our consolidated reported Fixed Operations results were as follows:

	Three Months Ended September 30,				Better / (Worse)			
	2026		2025		Change	% Change		
	(In millions)							
Reported Fixed Operations:								
Revenue								
Customer pay	\$	244.7	\$	240.1	\$	4.6	2	%
Warranty		93.4		92.5		0.9	1	%
Wholesale parts		51.0		50.2		0.8	2	%
Internal, sublet and other		154.2		151.1		3.1	2	%
Total revenue	\$	543.3	\$	533.9	\$	9.4	2	%
Gross profit								
Customer pay	\$	135.5	\$	134.5	\$	1.0	1	%
Warranty		59.5		57.6		1.9	3	%
Wholesale parts		8.9		8.7		0.2	2	%
Internal, sublet and other		75.3		71.6		3.7	5	%
Total gross profit	\$	279.2	\$	272.4	\$	6.8	2	%
Gross profit as a % of revenue								
Customer pay		55.4	%	56.0	%	(60)	bps	
Warranty		63.7	%	62.3	%	140	bps	
Wholesale parts		17.4	%	17.3	%	10	bps	
Internal, sublet and other		48.8	%	47.4	%	140	bps	
Total gross profit as a % of revenue		51.4	%	51.0	%	40	bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions)			
Reported Fixed Operations:				
Revenue				
Customer pay	\$ 724.3	\$ 685.0	\$ 39.3	6 %
Warranty	284.3	263.4	20.9	8 %
Wholesale parts	152.0	142.4	9.6	7 %
Internal, sublet and other	429.5	413.0	16.5	4 %
Total revenue	<u>\$ 1,590.1</u>	<u>\$ 1,503.8</u>	<u>\$ 86.3</u>	6 %
Gross profit				
Customer pay	\$ 402.6	\$ 383.8	\$ 18.8	5 %
Warranty	180.8	164.9	15.9	10 %
Wholesale parts	26.2	24.7	1.5	6 %
Internal, sublet and other	205.6	193.5	12.1	6 %
Total gross profit	<u>\$ 815.2</u>	<u>\$ 766.9</u>	<u>\$ 48.3</u>	6 %
Gross profit as a % of revenue				
Customer pay	55.6 %	56.0 %	(40) bps	
Warranty	63.6 %	62.6 %	100 bps	
Wholesale parts	17.3 %	17.3 %	— bps	
Internal, sublet and other	47.9 %	46.9 %	100 bps	
Total gross profit as a % of revenue	51.3 %	51.0 %	30 bps	

For further analysis of Fixed Operations results on a segment basis, see the tables and discussion under the headings “Fixed Operations - Franchised Dealerships Segment” and “Fixed Operations - Powersports Segment” in the Franchised Dealerships Segment and Powersports Segment sections, respectively, below.

F&I – Consolidated

Finance, insurance and other, net revenues include commissions for arranging third-party vehicle financing and insurance, sales of third-party extended warranties and service contracts for vehicles, and sales of other aftermarket products. In connection with vehicle financing, extended warranties and service contracts, other aftermarket products and insurance contracts, we receive commissions from the third-party providers for originating these contracts. We do not have direct credit risk for the vehicle financing, extended warranties and service contracts that we sell. F&I revenues are recognized net of actual and estimated future chargebacks and other costs associated with originating contracts (as a result, reported F&I revenues and F&I gross profit are the same amount, resulting in a 100% gross margin for F&I). F&I revenues are affected by the level of new and retail used vehicle unit sales volume, the age and average selling price of vehicles sold, the level of manufacturer financing specials or leasing incentives, and our F&I penetration rate for each type of F&I product. The F&I penetration rate represents the number of finance contracts, extended warranties and service contracts, other aftermarket products or insurance contracts that we are able to originate per vehicle sold, expressed as a percentage.

Yield spread premium is another term for the commission earned by our dealerships for arranging vehicle financing for consumers. The amount of the commission could be zero, a flat fee or an actual spread between the interest rate charged to the consumer and the interest rate provided by the third-party direct financing source (e.g., a commercial bank, credit union or manufacturer captive finance company). We have established caps on the potential yield spread premium our dealerships can earn with all finance sources. We believe the yield spread premium we earn for arranging vehicle financing represents value to the consumer in numerous ways, including the following:

- lower cost, below-market financing is often available only from the manufacturers' captives and franchised dealers;
- ease of access to multiple high-quality lending sources;
- lease-financing alternatives are largely available only from manufacturers' captives or other indirect lenders;
- guests with substandard credit frequently do not have direct access to potential sources of sub-prime financing; and
- guests with significant "negative equity" in their current vehicle (i.e., the guest's current vehicle is worth less than the balance of their vehicle loan or lease obligation) frequently are unable to pay off the loan on their current vehicle and finance the purchase or lease of a replacement new or used vehicle without the assistance of a franchised dealership's network of lending sources.

Our consolidated reported F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported F&I:				
Revenue	\$ 202.2	\$ 203.8	\$ (1.6)	(1) %
Total combined retail new and used vehicle unit sales	78,901	76,253	2,648	3 %
Gross profit per retail unit (excludes fleet)	\$ 2,562	\$ 2,673	\$ (111)	(4) %
	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported F&I:				
Revenue	\$ 614.1	\$ 596.6	\$ 17.5	3 %
Total combined retail new and used vehicle unit sales	229,888	222,135	7,753	3 %
Gross profit per retail unit (excludes fleet)	\$ 2,671	\$ 2,686	\$ (15)	(1) %

For further analysis of F&I results on a segment basis, see the tables and discussion under the headings "F&I - Franchised Dealerships Segment," "Used Vehicles and F&I - EchoPark Segment" and "F&I - Powersports Segment" in the Franchised Dealerships Segment, EchoPark Segment and Powersports Segment sections, respectively, below.

Results of Operations – Franchised Dealerships Segment

As a result of the acquisition, disposition, termination or closure of certain franchised dealership stores in 2025 and 2026, the change in reported amounts from period to period may not be indicative of the current or future operational or financial performance of our current group of operating stores. Please refer to the same store tables and discussion on the following pages for a more meaningful comparison and discussion of financial results on a comparable store basis.

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New Vehicles – Franchised Dealerships Segment

The following tables provide a reconciliation of Franchised Dealerships Segment reported basis and same store basis for new vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Retail new vehicle revenue:				
Same store	\$ 1,667.0	\$ 1,790.6	\$ (123.6)	(7) %
Acquisitions, open points, dispositions and holding company	41.6	43.4	(1.8)	NM
Total as reported	<u>\$ 1,708.6</u>	<u>\$ 1,834.0</u>	<u>\$ (125.4)</u>	<u>(7) %</u>
Fleet new vehicle revenue:				
Same store	\$ 20.4	\$ 24.1	\$ (3.7)	(15) %
Acquisitions, open points, dispositions and holding company	—	1.9	(1.9)	NM
Total as reported	<u>\$ 20.4</u>	<u>\$ 26.0</u>	<u>\$ (5.6)</u>	<u>(22) %</u>
Total new vehicle revenue:				
Same store	\$ 1,687.4	\$ 1,814.7	\$ (127.3)	(7) %
Acquisitions, open points, dispositions and holding company	41.6	45.3	(3.7)	NM
Total as reported	<u>\$ 1,729.0</u>	<u>\$ 1,860.0</u>	<u>\$ (131.0)</u>	<u>(7) %</u>
Retail new vehicle gross profit:				
Same store	\$ 83.3	\$ 89.1	\$ (5.8)	(7) %
Acquisitions, open points, dispositions and holding company	2.5	2.2	0.3	NM
Total as reported	<u>\$ 85.8</u>	<u>\$ 91.3</u>	<u>\$ (5.5)</u>	<u>(6) %</u>
Fleet new vehicle gross profit:				
Same store	\$ 0.7	\$ 0.1	\$ 0.6	600 %
Acquisitions, open points, dispositions and holding company	—	(0.1)	0.1	NM
Total as reported	<u>\$ 0.7</u>	<u>\$ —</u>	<u>\$ 0.7</u>	<u>100 %</u>
Total new vehicle gross profit:				
Same store	\$ 84.0	\$ 89.2	\$ (5.2)	(6) %
Acquisitions, open points, dispositions and holding company	2.5	2.1	0.4	NM
Total as reported	<u>\$ 86.5</u>	<u>\$ 91.3</u>	<u>\$ (4.8)</u>	<u>(5) %</u>
Retail new vehicle unit sales:				
Same store	27,763	29,720	(1,957)	(7) %
Acquisitions, open points, dispositions and holding company	382	695	(313)	NM
Total as reported	<u>28,145</u>	<u>30,415</u>	<u>(2,270)</u>	<u>(7) %</u>
Fleet new vehicle unit sales:				
Same store	333	561	(228)	(41) %
Acquisitions, open points, dispositions and holding company	—	18	(18)	NM
Total as reported	<u>333</u>	<u>579</u>	<u>(246)</u>	<u>(42) %</u>
Total new vehicle unit sales:				
Same store	28,096	30,281	(2,185)	(7) %
Acquisitions, open points, dispositions and holding company	382	713	(331)	NM
Total as reported	<u>28,478</u>	<u>30,994</u>	<u>(2,516)</u>	<u>(8) %</u>

NM = Not Meaningful

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Retail new vehicle revenue:				
Same store	\$ 4,785.7	\$ 5,028.0	\$ (242.3)	(5) %
Acquisitions, open points, dispositions and holding company	239.5	82.1	157.4	NM
Total as reported	<u>\$ 5,025.2</u>	<u>\$ 5,110.1</u>	<u>\$ (84.9)</u>	(2) %
Fleet new vehicle revenue:				
Same store	\$ 62.9	\$ 75.6	\$ (12.7)	(17) %
Acquisitions, open points, dispositions and holding company	2.9	1.8	1.1	NM
Total as reported	<u>\$ 65.8</u>	<u>\$ 77.4</u>	<u>\$ (11.6)</u>	(15) %
Total new vehicle revenue:				
Same store	\$ 4,848.6	\$ 5,103.6	\$ (255.0)	(5) %
Acquisitions, open points, dispositions and holding company	242.4	83.9	158.5	NM
Total as reported	<u>\$ 5,091.0</u>	<u>\$ 5,187.5</u>	<u>\$ (96.5)</u>	(2) %
Retail new vehicle gross profit:				
Same store	\$ 236.5	\$ 270.4	\$ (33.9)	(13) %
Acquisitions, open points, dispositions and holding company	16.4	2.9	13.5	NM
Total as reported	<u>\$ 252.9</u>	<u>\$ 273.3</u>	<u>\$ (20.4)</u>	(7) %
Fleet new vehicle gross profit:				
Same store	\$ 1.7	\$ 1.1	\$ 0.6	55 %
Acquisitions, open points, dispositions and holding company	(0.2)	—	(0.2)	NM
Total as reported	<u>\$ 1.5</u>	<u>\$ 1.1</u>	<u>\$ 0.4</u>	36 %
Total new vehicle gross profit:				
Same store	\$ 238.2	\$ 271.5	\$ (33.3)	(12) %
Acquisitions, open points, dispositions and holding company	16.2	2.9	13.3	NM
Total as reported	<u>\$ 254.4</u>	<u>\$ 274.4</u>	<u>\$ (20.0)</u>	(7) %
Retail new vehicle unit sales:				
Same store	80,003	84,931	(4,928)	(6) %
Acquisitions, open points, dispositions and holding company	2,375	1,650	725	NM
Total as reported	<u>82,378</u>	<u>86,581</u>	<u>(4,203)</u>	(5) %
Fleet new vehicle unit sales:				
Same store	1,093	1,515	(422)	(28) %
Acquisitions, open points, dispositions and holding company	29	18	11	NM
Total as reported	<u>1,122</u>	<u>1,533</u>	<u>(411)</u>	(27) %
Total new vehicle unit sales:				
Same store	81,096	86,446	(5,350)	(6) %
Acquisitions, open points, dispositions and holding company	2,404	1,668	736	NM
Total as reported	<u>83,500</u>	<u>88,114</u>	<u>(4,614)</u>	(5) %

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment reported new vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported new vehicle:				
Retail new vehicle revenue	\$ 1,708.6	\$ 1,834.0	\$ (125.4)	(7)%
Fleet new vehicle revenue	20.4	26.0	(5.6)	(22)%
Total new vehicle revenue	<u>\$ 1,729.0</u>	<u>\$ 1,860.0</u>	<u>\$ (131.0)</u>	(7)%
Retail new vehicle gross profit	\$ 85.8	\$ 91.3	\$ (5.5)	(6)%
Fleet new vehicle gross profit	0.7	—	0.7	100 %
Total new vehicle gross profit	<u>\$ 86.5</u>	<u>\$ 91.3</u>	<u>\$ (4.8)</u>	(5)%
Retail new vehicle unit sales	28,145	30,415	(2,270)	(7)%
Fleet new vehicle unit sales	333	579	(246)	(42)%
Total new vehicle unit sales	<u>28,478</u>	<u>30,994</u>	<u>(2,516)</u>	(8)%
Revenue per new retail unit	\$ 60,707	\$ 60,300	\$ 407	1 %
Revenue per new fleet unit	\$ 61,212	\$ 44,815	\$ 16,397	37 %
Total revenue per new unit	\$ 60,713	\$ 60,011	\$ 702	1 %
Gross profit per new retail unit	\$ 3,048	\$ 3,001	\$ 47	2 %
Gross profit per new fleet unit	\$ 2,070	\$ 23	\$ 2,047	NM
Total gross profit per new unit	\$ 3,037	\$ 2,945	\$ 92	3 %
Retail gross profit as a % of revenue	5.0 %	5.0 %	— bps	
Fleet gross profit as a % of revenue	3.4 %	0.1 %	330 bps	
Total new vehicle gross profit as a % of revenue	5.0 %	4.9 %	10 bps	
	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported new vehicle:				
Retail new vehicle revenue	\$ 5,025.2	\$ 5,110.1	\$ (84.9)	(2)%
Fleet new vehicle revenue	65.8	77.4	(11.6)	(15)%
Total new vehicle revenue	<u>\$ 5,091.0</u>	<u>\$ 5,187.5</u>	<u>\$ (96.5)</u>	(2)%
Retail new vehicle gross profit	\$ 252.9	\$ 273.3	\$ (20.4)	(7)%
Fleet new vehicle gross profit	1.5	1.1	0.4	36 %
Total new vehicle gross profit	<u>\$ 254.4</u>	<u>\$ 274.4</u>	<u>\$ (20.0)</u>	(7)%
Retail new vehicle unit sales	82,378	86,581	(4,203)	(5)%
Fleet new vehicle unit sales	1,122	1,533	(411)	(27)%
Total new vehicle unit sales	<u>83,500</u>	<u>88,114</u>	<u>(4,614)</u>	(5)%
Revenue per new retail unit	\$ 61,001	\$ 59,021	\$ 1,980	3 %
Revenue per new fleet unit	\$ 58,698	\$ 50,519	\$ 8,179	16 %
Total revenue per new unit	\$ 60,971	\$ 58,873	\$ 2,098	4 %
Gross profit per new retail unit	\$ 3,070	\$ 3,156	\$ (86)	(3)%
Gross profit per new fleet unit	\$ 1,382	\$ 711	\$ 671	94 %
Total gross profit per new unit	\$ 3,047	\$ 3,114	\$ (67)	(2)%
Retail gross profit as a % of revenue	5.0 %	5.3 %	(30) bps	
Fleet gross profit as a % of revenue	2.4 %	1.4 %	100 bps	
Total new vehicle gross profit as a % of revenue	5.0 %	5.3 %	(30) bps	

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment same store new vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store new vehicle:				
Retail new vehicle revenue	\$ 1,667.0	\$ 1,790.6	\$ (123.6)	(7)%
Fleet new vehicle revenue	20.4	24.1	(3.7)	(15)%
Total new vehicle revenue	<u>\$ 1,687.4</u>	<u>\$ 1,814.7</u>	<u>\$ (127.3)</u>	(7)%
Retail new vehicle gross profit	\$ 83.3	\$ 89.1	\$ (5.8)	(7)%
Fleet new vehicle gross profit	0.7	0.1	0.6	600 %
Total new vehicle gross profit	<u>\$ 84.0</u>	<u>\$ 89.2</u>	<u>\$ (5.2)</u>	(6)%
Retail new vehicle unit sales	27,763	29,720	(1,957)	(7)%
Fleet new vehicle unit sales	333	561	(228)	(41)%
Total new vehicle unit sales	<u>28,096</u>	<u>30,281</u>	<u>(2,185)</u>	(7)%
Revenue per new retail unit	\$ 60,044	\$ 60,250	\$ (206)	— %
Revenue per new fleet unit	\$ 61,212	\$ 43,008	\$ 18,204	42 %
Total revenue per new unit	\$ 60,057	\$ 59,930	\$ 127	— %
Gross profit per new retail unit	\$ 3,000	\$ 2,997	\$ 3	— %
Gross profit per new fleet unit	\$ 2,070	\$ 133	\$ 1,937	NM
Total gross profit per new unit	\$ 2,989	\$ 2,944	\$ 45	2 %
Retail gross profit as a % of revenue	5.0 %	5.0 %	— bps	
Fleet gross profit as a % of revenue	3.4 %	0.3 %	310 bps	
Total new vehicle gross profit as a % of revenue	5.0 %	4.9 %	10 bps	

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store new vehicle:				
Retail new vehicle revenue	\$ 4,785.7	\$ 5,028.0	\$ (242.3)	(5)%
Fleet new vehicle revenue	62.9	75.6	(12.7)	(17)%
Total new vehicle revenue	<u>\$ 4,848.6</u>	<u>\$ 5,103.6</u>	<u>\$ (255.0)</u>	<u>(5)%</u>
Retail new vehicle gross profit	\$ 236.5	\$ 270.4	\$ (33.9)	(13)%
Fleet new vehicle gross profit	1.7	1.1	0.6	55 %
Total new vehicle gross profit	<u>\$ 238.2</u>	<u>\$ 271.5</u>	<u>\$ (33.3)</u>	<u>(12)%</u>
Retail new vehicle unit sales	80,003	84,931	(4,928)	(6)%
Fleet new vehicle unit sales	1,093	1,515	(422)	(28)%
Total new vehicle unit sales	<u>81,096</u>	<u>86,446</u>	<u>(5,350)</u>	<u>(6)%</u>
Revenue per new retail unit	\$ 59,819	\$ 59,201	\$ 618	1 %
Revenue per new fleet unit	\$ 57,566	\$ 49,917	\$ 7,649	15 %
Total revenue per new unit	\$ 59,788	\$ 59,038	\$ 750	1 %
Gross profit per new retail unit	\$ 2,957	\$ 3,183	\$ (226)	(7)%
Gross profit per new fleet unit	\$ 1,524	\$ 760	\$ 764	101 %
Total gross profit per new unit	\$ 2,937	\$ 3,141	\$ (204)	(6)%
Retail gross profit as a % of revenue	4.9 %	5.4 %	(50) bps	
Fleet gross profit as a % of revenue	2.6 %	1.5 %	110 bps	
Total new vehicle gross profit as a % of revenue	4.9 %	5.3 %	(40) bps	

Same Store Franchised Dealerships Segment Retail New Vehicles— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Retail new vehicle revenue decreased \$123.6 million, or 7%, due primarily to a 7% decrease in retail new vehicle unit sales volume. Retail new vehicle gross profit decreased \$5.8 million, or 7%, due primarily to a 7% decrease in retail new vehicle unit sales volume. Retail new vehicle gross profit per unit increased \$3 per unit, remaining flat, to \$3,000 per unit.

Same Store Franchised Dealerships Segment Retail New Vehicles— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Retail new vehicle revenue decreased \$242.3 million, or 5%, due primarily to a 6% decrease in retail new vehicle unit sales volume, offset partially by a 1% increase in retail new vehicle average selling prices. Retail new vehicle gross profit decreased \$33.9 million, or 13%, due primarily to a 7% decrease in retail new vehicle gross profit per unit, coupled with the 6% decrease in retail new vehicle unit sales volume. Retail new vehicle gross profit per unit decreased \$226, or 7%, per unit to \$2,957 per unit, due primarily to increased price competition resulting from higher inventory availability and higher inventory invoice costs.

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Used Vehicles – Franchised Dealerships Segment

The following tables provide a reconciliation of Franchised Dealerships Segment reported basis and same store basis for retail used vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Retail used vehicle revenue:				
Same store	\$ 835.4	\$ 782.8	\$ 52.6	7 %
Acquisitions, open points, dispositions and holding company	9.5	13.9	(4.4)	NM
Total as reported	<u>\$ 844.9</u>	<u>\$ 796.7</u>	<u>\$ 48.2</u>	<u>6 %</u>
Retail used vehicle gross profit:				
Same store	\$ 39.9	\$ 40.0	\$ (0.1)	— %
Acquisitions, open points, dispositions and holding company	0.2	0.4	(0.2)	NM
Total as reported	<u>\$ 40.1</u>	<u>\$ 40.4</u>	<u>\$ (0.3)</u>	<u>(1) %</u>
Retail used vehicle unit sales:				
Same store	26,526	25,852	674	3 %
Acquisitions, open points, dispositions and holding company	198	555	(357)	NM
Total as reported	<u>26,724</u>	<u>26,407</u>	<u>317</u>	<u>1 %</u>

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Retail used vehicle revenue:				
Same store	\$ 2,377.1	\$ 2,248.0	\$ 129.1	6 %
Acquisitions, open points, dispositions and holding company	50.7	39.3	11.4	NM
Total as reported	<u>\$ 2,427.8</u>	<u>\$ 2,287.3</u>	<u>\$ 140.5</u>	<u>6 %</u>
Retail used vehicle gross profit:				
Same store	\$ 115.7	\$ 119.0	\$ (3.3)	(3) %
Acquisitions, open points, dispositions and holding company	1.9	0.8	1.1	NM
Total as reported	<u>\$ 117.6</u>	<u>\$ 119.8</u>	<u>\$ (2.2)</u>	<u>(2) %</u>
Retail used vehicle unit sales:				
Same store	78,152	75,081	3,071	4 %
Acquisitions, open points, dispositions and holding company	1,351	1,720	(369)	NM
Total as reported	<u>79,503</u>	<u>76,801</u>	<u>2,702</u>	<u>4 %</u>

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment reported retail used vehicle results were as follows:

	Three Months Ended September 30,				Better / (Worse)	
	2026		2025		Change	% Change
	(In millions, except unit and per unit data)					
Reported retail used vehicle:						
Revenue	\$	844.9	\$	796.7	\$ 48.2	6 %
Gross profit	\$	40.1	\$	40.4	\$ (0.3)	(1) %
Unit sales		26,724		26,407	317	1 %
Revenue per unit	\$	31,615	\$	30,172	\$ 1,443	5 %
Gross profit per unit	\$	1,500	\$	1,528	\$ (28)	(2) %
Gross profit as a % of revenue		4.7 %		5.1 %	(40) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle:				
Revenue	\$ 2,427.8	\$ 2,287.3	\$ 140.5	6 %
Gross profit	\$ 117.6	\$ 119.8	\$ (2.2)	(2) %
Unit sales	79,503	76,801	2,702	4 %
Revenue per unit	\$ 30,537	\$ 29,782	\$ 755	3 %
Gross profit per unit	\$ 1,479	\$ 1,559	\$ (80)	(5) %
Gross profit as a % of revenue	4.8 %	5.2 %	(40) bps	

Our Franchised Dealerships Segment same store retail used vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store retail used vehicle:				
Revenue	\$ 835.4	\$ 782.8	\$ 52.6	7 %
Gross profit	\$ 39.9	\$ 40.0	\$ (0.1)	— %
Unit sales	26,526	25,852	674	3 %
Revenue per unit	\$ 31,493	\$ 30,279	\$ 1,214	4 %
Gross profit per unit	\$ 1,506	\$ 1,548	\$ (42)	(3) %
Gross profit as a % of revenue	4.8 %	5.1 %	(30) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store retail used vehicle:				
Revenue	\$ 2,377.1	\$ 2,248.0	\$ 129.1	6 %
Gross profit	\$ 115.7	\$ 119.0	\$ (3.3)	(3) %
Unit sales	78,152	75,081	3,071	4 %
Revenue per unit	\$ 30,417	\$ 29,941	\$ 476	2 %
Gross profit per unit	\$ 1,480	\$ 1,584	\$ (104)	(7) %
Gross profit as a % of revenue	4.9 %	5.3 %	(40) bps	

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Same Store Franchised Dealerships Segment Retail Used Vehicles – Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Retail used vehicle revenue increased \$52.6 million, or 7%, driven primarily by a 3% increase in retail used vehicle unit sales volume and an increase in retail used vehicle revenue per unit of 4%. Retail used vehicle gross profit decreased \$0.1 million, remaining flat, driven primarily by a 3% decrease in retail used vehicle gross profit per unit, offset by a 3% increase in retail used vehicle unit sales volume.

Same Store Franchised Dealerships Segment Retail Used Vehicles – Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Retail used vehicle revenue increased \$129.1 million, or 6%, driven primarily by a 4% increase in retail used vehicle unit sales volume and an increase in retail used vehicle revenue per unit of 2%. Retail used vehicle gross profit decreased \$3.3 million, or 3%, driven primarily by a \$104 per unit, or 7%, decrease in retail used vehicle gross profit per unit, partially offset by a 4% increase in retail used vehicle unit sales volume.

Wholesale Vehicles – Franchised Dealerships Segment

See the discussion under the heading “Results of Operations – Consolidated” for additional discussion of the macro drivers of wholesale vehicle revenues.

The following tables provide a reconciliation of Franchised Dealerships Segment reported basis and same store basis for wholesale vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total wholesale vehicle revenue:				
Same store	\$ 46.4	\$ 51.3	\$ (4.9)	(10) %
Acquisitions, open points, dispositions and holding company	0.9	1.5	(0.6)	NM
Total as reported	<u>\$ 47.3</u>	<u>\$ 52.8</u>	<u>\$ (5.5)</u>	(10) %
Total wholesale vehicle gross profit (loss):				
Same store	\$ (5.2)	\$ (2.8)	\$ (2.4)	(86) %
Acquisitions, open points, dispositions and holding company	(0.1)	(0.1)	—	NM
Total as reported	<u>\$ (5.3)</u>	<u>\$ (2.9)</u>	<u>\$ (2.4)</u>	(83) %
Total wholesale vehicle unit sales:				
Same store	5,296	5,469	(173)	(3) %
Acquisitions, open points, dispositions and holding company	57	180	(123)	NM
Total as reported	<u>5,353</u>	<u>5,649</u>	<u>(296)</u>	(5) %

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total wholesale vehicle revenue:				
Same store	\$ 129.8	\$ 161.6	\$ (31.8)	(20)%
Acquisitions, open points, dispositions and holding company	5.3	3.5	1.8	NM
Total as reported	<u>\$ 135.1</u>	<u>\$ 165.1</u>	<u>\$ (30.0)</u>	(18)%
Total wholesale vehicle gross profit (loss):				
Same store	\$ (9.7)	\$ (4.4)	\$ (5.3)	(120)%
Acquisitions, open points, dispositions and holding company	(0.3)	(0.3)	—	NM
Total as reported	<u>\$ (10.0)</u>	<u>\$ (4.7)</u>	<u>\$ (5.3)</u>	(113)%
Total wholesale vehicle unit sales:				
Same store	14,719	17,493	(2,774)	(16)%
Acquisitions, open points, dispositions and holding company	348	564	(216)	NM
Total as reported	<u>15,067</u>	<u>18,057</u>	<u>(2,990)</u>	(17)%

NM = Not Meaningful

Our Franchised Dealerships Segment reported wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 47.3	\$ 52.8	\$ (5.5)	(10) %
Gross profit (loss)	\$ (5.3)	\$ (2.9)	\$ (2.4)	(83) %
Unit sales	5,353	5,649	(296)	(5) %
Revenue per unit	\$ 8,844	\$ 9,349	\$ (505)	(5) %
Gross profit (loss) per unit	\$ (983)	\$ (495)	\$ (488)	(99) %
Gross profit (loss) as a % of revenue	(11.1)%	(5.3)%	(580) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 135.1	\$ 165.1	\$ (30.0)	(18)%
Gross profit (loss)	\$ (10.0)	\$ (4.7)	\$ (5.3)	(113)%
Unit sales	15,067	18,057	(2,990)	(17)%
Revenue per unit	\$ 8,963	\$ 9,146	\$ (183)	(2)%
Gross profit (loss) per unit	\$ (664)	\$ (255)	\$ (409)	(160)%
Gross profit (loss) as a % of revenue	(7.4)%	(2.8)%	(460) bps	

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment same store wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store wholesale vehicle:				
Revenue	\$ 46.4	\$ 51.3	\$ (4.9)	(10) %
Gross profit (loss)	\$ (5.2)	\$ (2.8)	\$ (2.4)	(86) %
Unit sales	5,296	5,469	(173)	(3) %
Revenue per unit	\$ 8,757	\$ 9,379	\$ (622)	(7) %
Gross profit (loss) per unit	\$ (968)	\$ (506)	\$ (462)	(91) %
Gross profit (loss) as a % of revenue	(11.1)%	(5.4)%	(570) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store wholesale vehicle:				
Revenue	\$ 129.8	\$ 161.6	\$ (31.8)	(20)%
Gross profit (loss)	\$ (9.7)	\$ (4.4)	\$ (5.3)	(120)%
Unit sales	14,719	17,493	(2,774)	(16)%
Revenue per unit	\$ 8,814	\$ 9,237	\$ (423)	(5)%
Gross profit (loss) per unit	\$ (655)	\$ (246)	\$ (409)	(166)%
Gross profit (loss) as a % of revenue	(7.4)%	(2.7)%	(470) bps	

Same Store Franchised Dealerships Segment Wholesale Vehicles – Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Wholesale vehicle revenue decreased approximately \$4.9 million, or 10%, driven primarily by a 3% decrease in wholesale vehicle unit sales volume and a 7% decrease in revenue per unit. Wholesale vehicle gross loss worsened by approximately \$2.4 million, driven primarily by a \$462 worsening of wholesale vehicle gross loss per unit.

Same Store Franchised Dealerships Segment Wholesale Vehicles – Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Wholesale vehicle revenue decreased approximately \$31.8 million, or 20%, driven primarily by a 16% decrease in wholesale vehicle unit sales volume and a 5% decrease in revenue per unit. Wholesale vehicle gross loss worsened by approximately \$5.3 million, driven primarily by a \$409 worsening of wholesale vehicle gross loss per unit.

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Fixed Operations – Franchised Dealerships Segment

The following tables provide a reconciliation of Franchised Dealerships Segment reported basis and same store basis for Fixed Operations:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Total Fixed Operations revenue:				
Same store	\$ 505.8	\$ 501.1	\$ 4.7	1 %
Acquisitions, open points, dispositions and holding company	9.5	9.0	0.5	NM
Total as reported	<u>\$ 515.3</u>	<u>\$ 510.1</u>	<u>\$ 5.2</u>	1 %
Total Fixed Operations gross profit:				
Same store	\$ 259.9	\$ 256.7	\$ 3.2	1 %
Acquisitions, open points, dispositions and holding company	5.5	4.6	0.9	NM
Total as reported	<u>\$ 265.4</u>	<u>\$ 261.3</u>	<u>\$ 4.1</u>	2 %

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Total Fixed Operations revenue:				
Same store	\$ 1,482.0	\$ 1,442.9	\$ 39.1	3 %
Acquisitions, open points, dispositions and holding company	58.1	19.6	38.5	NM
Total as reported	<u>\$ 1,540.1</u>	<u>\$ 1,462.5</u>	<u>\$ 77.6</u>	5 %
Total Fixed Operations gross profit:				
Same store	\$ 758.5	\$ 737.2	\$ 21.3	3 %
Acquisitions, open points, dispositions and holding company	31.8	10.2	21.6	NM
Total as reported	<u>\$ 790.3</u>	<u>\$ 747.4</u>	<u>\$ 42.9</u>	6 %

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment reported Fixed Operations results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Reported Fixed Operations:				
Revenue				
Customer pay	\$ 240.6	\$ 236.8	\$ 3.8	2 %
Warranty	91.6	91.0	0.6	1 %
Wholesale parts	50.6	50.1	0.5	1 %
Internal, sublet and other	132.5	132.2	0.3	— %
Total revenue	<u>\$ 515.3</u>	<u>\$ 510.1</u>	<u>\$ 5.2</u>	<u>1 %</u>
Gross profit				
Customer pay	\$ 133.3	\$ 132.9	\$ 0.4	— %
Warranty	58.3	56.7	1.6	3 %
Wholesale parts	8.7	8.6	0.1	1 %
Internal, sublet and other	65.1	63.1	2.0	3 %
Total gross profit	<u>\$ 265.4</u>	<u>\$ 261.3</u>	<u>\$ 4.1</u>	<u>2 %</u>
Gross profit as a % of revenue				
Customer pay	55.4 %	56.1 %	(70) bps	
Warranty	63.7 %	62.2 %	150 bps	
Wholesale parts	17.2 %	17.2 %	— bps	
Internal, sublet and other	49.1 %	47.7 %	140 bps	
Total gross profit as a % of revenue	51.5 %	51.2 %	30 bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Reported Fixed Operations:				
Revenue				
Customer pay	\$ 715.5	\$ 677.8	\$ 37.7	6 %
Warranty	279.6	259.3	20.3	8 %
Wholesale parts	151.3	141.9	9.4	7 %
Internal, sublet and other	393.7	383.5	10.2	3 %
Total revenue	<u>\$ 1,540.1</u>	<u>\$ 1,462.5</u>	<u>\$ 77.6</u>	<u>5 %</u>
Gross profit				
Customer pay	\$ 398.1	\$ 380.8	\$ 17.3	5 %
Warranty	177.6	162.2	15.4	9 %
Wholesale parts	26.0	24.6	1.4	6 %
Internal, sublet and other	188.6	179.8	8.8	5 %
Total gross profit	<u>\$ 790.3</u>	<u>\$ 747.4</u>	<u>\$ 42.9</u>	<u>6 %</u>
Gross profit as a % of revenue				
Customer pay	55.6 %	56.2 %	(60) bps	
Warranty	63.5 %	62.5 %	100 bps	
Wholesale parts	17.2 %	17.3 %	(10) bps	
Internal, sublet and other	47.9 %	46.9 %	100 bps	
Total gross profit as a % of revenue	51.3 %	51.1 %	20 bps	

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment same store Fixed Operations results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Same store Fixed Operations:				
Revenue				
Customer pay	\$ 237.1	\$ 233.2	\$ 3.9	2 %
Warranty	88.4	88.8	(0.4)	— %
Wholesale parts	49.8	49.4	0.4	1 %
Internal, sublet and other	130.5	129.7	0.8	1 %
Total revenue	<u>\$ 505.8</u>	<u>\$ 501.1</u>	<u>\$ 4.7</u>	<u>1 %</u>
Gross profit				
Customer pay	\$ 131.3	\$ 130.8	\$ 0.5	— %
Warranty	56.3	55.5	0.8	1 %
Wholesale parts	8.5	8.5	—	— %
Internal, sublet and other	63.8	61.9	1.9	3 %
Total gross profit	<u>\$ 259.9</u>	<u>\$ 256.7</u>	<u>\$ 3.2</u>	<u>1 %</u>
Gross profit as a % of revenue				
Customer pay	55.4 %	56.1 %	(70) bps	
Warranty	63.7 %	62.5 %	120 bps	
Wholesale parts	17.0 %	17.1 %	(10) bps	
Internal, sublet and other	48.9 %	47.7 %	120 bps	
Total gross profit as a % of revenue	51.4 %	51.2 %	20 bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Same store Fixed Operations:				
Revenue				
Customer pay	\$ 693.7	\$ 670.2	\$ 23.5	4 %
Warranty	261.5	255.0	6.5	3 %
Wholesale parts	145.2	140.8	4.4	3 %
Internal, sublet and other	381.6	376.9	4.7	1 %
Total revenue	<u>\$ 1,482.0</u>	<u>\$ 1,442.9</u>	<u>\$ 39.1</u>	<u>3 %</u>
Gross profit				
Customer pay	\$ 385.0	\$ 376.7	\$ 8.3	2 %
Warranty	165.8	159.9	5.9	4 %
Wholesale parts	24.4	24.3	0.1	— %
Internal, sublet and other	183.3	176.3	7.0	4 %
Total gross profit	<u>\$ 758.5</u>	<u>\$ 737.2</u>	<u>\$ 21.3</u>	<u>3 %</u>
Gross profit as a % of revenue				
Customer pay	55.5 %	56.2 %	(70) bps	
Warranty	63.4 %	62.7 %	70 bps	
Wholesale parts	16.8 %	17.3 %	(50) bps	
Internal, sublet and other	48.0 %	46.8 %	120 bps	
Total gross profit as a % of revenue	51.2 %	51.1 %	10 bps	

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Same Store Franchised Dealerships Segment Fixed Operations— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Fixed Operations revenue increased approximately \$4.7 million, or 1%, and Fixed Operations gross profit increased approximately \$3.2 million, or 1%. Customer pay revenue increased approximately \$3.9 million, or 2%, and customer pay gross profit increased approximately \$0.5 million, or remained flat. Warranty revenue decreased approximately \$0.4 million, or remained flat and warranty gross profit increased approximately \$0.8 million, or 1%. Wholesale parts revenue increased approximately \$0.4 million, or 1%, and wholesale parts gross profit remained flat. Internal, sublet and other revenue increased approximately \$0.8 million, or 1%, and internal, sublet and other gross profit increased approximately \$1.9 million, or 3%. Our Fixed Operations business has benefited from a higher level of vehicle recalls, as well as additional technician headcount that has driven an increase in customer pay service capacity.

Same Store Franchised Dealerships Segment Fixed Operations— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Fixed Operations revenue increased approximately \$39.1 million, or 3%, and Fixed Operations gross profit increased approximately \$21.3 million, or 3%. Customer pay revenue increased approximately \$23.5 million, or 4%, and customer pay gross profit increased approximately \$8.3 million, or 2%. Warranty revenue increased approximately \$6.5 million, or 3%, and warranty gross profit increased approximately \$5.9 million, or 4%. Wholesale parts revenue increased approximately \$4.4 million, or 3%, and wholesale parts gross profit increased approximately \$0.1 million, or remained flat. Internal, sublet and other revenue increased approximately \$4.7 million, or 1%, and internal, sublet and other gross profit increased approximately \$7.0 million, or 4%. Our Fixed Operations business has benefited from a higher level of vehicle recalls and warranty repairs, as well as additional technician headcount that has driven an increase in customer pay service capacity.

F&I – Franchised Dealerships Segment

The following tables provide a reconciliation of Franchised Dealerships Segment reported basis and same store basis for F&I:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Total F&I revenue:				
Same store	\$ 142.8	\$ 142.6	\$ 0.2	— %
Acquisitions, open points, dispositions and holding company	(0.2)	5.0	(5.2)	NM
Total as reported	<u>\$ 142.6</u>	<u>\$ 147.6</u>	<u>\$ (5.0)</u>	<u>(3) %</u>
Total F&I gross profit per retail unit (excludes fleet):				
Same store	\$ 2,630	\$ 2,567	\$ 63	2 %
Reported	\$ 2,599	\$ 2,597	\$ 2	— %
Total combined retail new and used vehicle unit sales:				
Same store	54,289	55,572	(1,283)	(2) %
Acquisitions, open points, dispositions and holding company	580	1,250	(670)	NM
Total as reported	<u>54,869</u>	<u>56,822</u>	<u>(1,953)</u>	<u>(3) %</u>

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Total F&I revenue:				
Same store	\$ 413.5	\$ 412.8	\$ 0.7	— %
Acquisitions, open points, dispositions and holding company	16.3	9.7	6.6	NM
Total as reported	<u>\$ 429.8</u>	<u>\$ 422.5</u>	<u>\$ 7.3</u>	<u>2 %</u>
Total F&I gross profit per retail unit (excludes fleet):				
Same store	\$ 2,615	\$ 2,580	\$ 35	1 %
Reported	\$ 2,655	\$ 2,586	\$ 69	3 %
Total combined retail new and used vehicle unit sales:				
Same store	158,155	160,012	(1,857)	(1) %
Acquisitions, open points, dispositions and holding company	3,726	3,370	356	NM
Total as reported	<u>161,881</u>	<u>163,382</u>	<u>(1,501)</u>	<u>(1) %</u>

NM = Not Meaningful

Our Franchised Dealerships Segment reported F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported F&I:				
Revenue	\$ 142.6	\$ 147.6	\$ (5.0)	(3) %
Total combined retail new and used vehicle unit sales	54,869	56,822	(1,953)	(3) %
Gross profit per retail unit (excludes fleet)	\$ 2,599	\$ 2,597	\$ 2	— %
	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported F&I:				
Revenue	\$ 429.8	\$ 422.5	\$ 7.3	2 %
Total combined retail new and used vehicle unit sales	161,881	163,382	(1,501)	(1) %
Gross profit per retail unit (excludes fleet)	\$ 2,655	\$ 2,586	\$ 69	3 %

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Franchised Dealerships Segment same store F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions, except unit and per unit data)			
Same store F&I:				
Revenue	\$ 142.8	\$ 142.6	\$ 0.2	— %
Total combined retail new and used vehicle unit sales	54,289	55,572	(1,283)	(2) %
Gross profit per retail unit (excludes fleet)	\$ 2,630	\$ 2,567	\$ 63	2 %
	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions, except unit and per unit data)			
Same store F&I:				
Revenue	\$ 413.5	\$ 412.8	\$ 0.7	— %
Total combined retail new and used vehicle unit sales	158,155	160,012	(1,857)	(1) %
Gross profit per retail unit (excludes fleet)	\$ 2,615	\$ 2,580	\$ 35	1 %

Same Store Franchised Dealerships Segment F&I— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

F&I revenue increased \$0.2 million, or remained flat, primarily due to a 2% increase in F&I gross profit per retail unit, partially offset by a 2% decrease in total combined retail new and used vehicle unit sales volume. F&I gross profit per retail unit increased \$63 per unit, to \$2,630 per unit, primarily due to changes to our F&I product cost structure, higher gross profit per service contract and aftermarket product, and higher penetration rate for service contracts, partially offset by lower gross profit per finance contract and lower penetration rates for finance contracts and aftermarket products.

Finance contract revenue for combined retail new and used vehicles decreased 4%, due primarily to a 4% decrease in finance contract volume, a 100 basis point decrease in finance contract penetration rate, and a 1% decrease in gross profit per finance contract. Service contract revenue for combined retail new and used vehicles increased 9%, due primarily to a 10% increase in gross profit per service contract and a 100 basis point increase in service contract penetration rate. Aftermarket product revenue for combined retail new and used vehicles decreased 15%, due primarily to a 2,590 basis point decrease in aftermarket product penetration rate, which helped drive a 19% decrease in aftermarket product sales volume, partially offset by a 5% increase in gross profit per aftermarket product.

Same Store Franchised Dealerships Segment F&I— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

F&I revenue increased \$0.7 million, or remained flat, due primarily to a 1% increase in F&I gross profit per retail unit, partially offset by a 1% decrease in total combined retail new and used vehicle unit sales volume. F&I gross profit per retail unit increased \$35 per unit, to \$2,615 per unit, due primarily to changes to our F&I product cost structure, higher gross profit per finance contract, service contract, and aftermarket product, and increases in finance contract and service contract penetration rates, offset by a lower penetration rate for aftermarket products.

Finance contract revenue for combined retail new and used vehicles remained flat, due primarily to a 100 basis point increase in finance contract penetration rate, partially offset by the decrease in total combined new and used retail sales units. Service contract revenue for combined retail new and used vehicles increased 6%, due primarily to a 6% increase in gross profit per service contract and a 60 basis point increase in service contract penetration rate, partially offset by the decrease in total combined new and used retail sales units. Aftermarket product revenue for combined retail new and used vehicles decreased 10%, due primarily to a 1,980 basis point decrease in the aftermarket product penetration rate, which helped drive a 14% decrease in total aftermarket product sales volume, partially offset by a 4% increase in gross profit per aftermarket product.

Results of Operations – EchoPark Segment

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 or acquisition. Same market results may vary significantly from reported results due to the closure of stores that are no longer included in same market results.

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Used Vehicles and F&I— EchoPark Segment

Our EchoPark operating strategy focuses on maximizing total used vehicle-related gross profit (based on a combination of retail used vehicle unit sales volume, front-end retail used vehicle gross profit (loss) per unit and F&I gross profit per retail unit sold) rather than realizing traditional levels of front-end retail used vehicle gross profit per unit. As such, we believe the best per unit measure of gross profit performance at our EchoPark stores is a combined total gross profit (loss) per retail unit, which includes both front-end retail used vehicle gross profit (loss) and F&I gross profit per retail unit sold. See the discussion under the heading "Results of Operations - Consolidated" for additional discussion of the macro drivers of used vehicle revenues and F&I revenues.

All Fixed Operations activity at our EchoPark stores supports our used vehicle inventory reconditioning operations and EchoPark stores do not currently perform customer pay repairs or maintenance work and are not permitted to perform manufacturer-paid warranty repairs. As such, reconditioning amounts that are classified as Fixed Operations revenues and cost of sales in our Franchised Dealerships Segment are presented as used vehicle cost of sales for the EchoPark Segment.

The following tables provide a reconciliation of EchoPark Segment reported basis, same market basis, and new market/closed market basis for retail used vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total retail used vehicle revenue:				
Same market	\$ 509.9	\$ 439.2	\$ 70.7	16 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>\$ 509.9</u>	<u>\$ 439.2</u>	<u>\$ 70.7</u>	<u>16 %</u>
Total retail used vehicle gross profit (loss):				
Same market	\$ 4.3	\$ 2.0	\$ 2.3	115 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>\$ 4.3</u>	<u>\$ 2.0</u>	<u>\$ 2.3</u>	<u>115 %</u>
Total retail used vehicle unit sales:				
Same market	19,923	16,353	3,570	22 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>19,923</u>	<u>16,353</u>	<u>3,570</u>	<u>22 %</u>

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total retail used vehicle revenue:				
Same market	\$ 1,500.7	\$ 1,340.3	\$ 160.4	12 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>\$ 1,500.7</u>	<u>\$ 1,340.3</u>	<u>\$ 160.4</u>	12 %
Total retail used vehicle gross profit (loss):				
Same market	\$ 17.1	\$ 14.4	\$ 2.7	19 %
New markets/closed stores	—	(0.1)	0.1	NM
Total as reported	<u>\$ 17.1</u>	<u>\$ 14.3</u>	<u>\$ 2.8</u>	20 %
Total retail used vehicle unit sales:				
Same market	58,850	51,893	6,957	13 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>58,850</u>	<u>51,893</u>	<u>6,957</u>	13 %

NM = Not Meaningful

The following tables provide a reconciliation of EchoPark Segment reported basis, same market basis, and new market/closed market basis for F&I:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Total F&I revenue:				
Same market	\$ 55.0	\$ 53.2	\$ 1.8	3 %
New markets/closed markets	(0.1)	(0.3)	0.2	NM
Total as reported	<u>\$ 54.9</u>	<u>\$ 52.9</u>	<u>\$ 2.0</u>	4 %

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Total F&I revenue:				
Same market	\$ 174.9	\$ 168.4	\$ 6.5	4 %
New markets/closed markets	(0.6)	(1.0)	0.4	NM
Total as reported	<u>\$ 174.3</u>	<u>\$ 167.4</u>	<u>\$ 6.9</u>	4 %

NM = Not Meaningful

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our EchoPark Segment reported retail used vehicle and F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle and F&I:				
Retail used vehicle revenue	\$ 509.9	\$ 439.2	\$ 70.7	16 %
Retail used vehicle gross profit (loss)	\$ 4.3	\$ 2.0	\$ 2.3	115 %
Retail used vehicle unit sales	19,923	16,353	3,570	22 %
Retail used vehicle revenue per unit	\$ 25,595	\$ 26,855	\$ (1,260)	(5)%
F&I revenue	\$ 54.9	\$ 52.9	\$ 2.0	4 %
Combined retail used vehicle gross profit and F&I revenue	\$ 59.2	\$ 54.9	\$ 4.3	8 %
Combined retail used vehicle and F&I gross profit per unit	\$ 2,972	\$ 3,359	\$ (387)	(12)%
	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle and F&I:				
Retail used vehicle revenue	\$ 1,500.7	\$ 1,340.3	\$ 160.4	12 %
Retail used vehicle gross profit (loss)	\$ 17.1	\$ 14.3	\$ 2.8	20 %
Retail used vehicle unit sales	58,850	51,893	6,957	13 %
Retail used vehicle revenue per unit	\$ 25,500	\$ 25,827	\$ (327)	(1) %
F&I revenue	\$ 174.3	\$ 167.4	\$ 6.9	4 %
Combined retail used vehicle gross profit and F&I revenue	\$ 191.4	\$ 181.7	\$ 9.7	5 %
Combined retail used vehicle and F&I gross profit per unit	\$ 3,253	\$ 3,503	\$ (250)	(7) %

Our EchoPark Segment same market retail used vehicle and F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same market retail used vehicle and F&I:				
Retail used vehicle revenue	\$ 509.9	\$ 439.2	\$ 70.7	16 %
Retail used vehicle gross profit (loss)	\$ 4.3	\$ 2.0	\$ 2.3	115 %
Retail used vehicle unit sales	19,923	16,353	3,570	22 %
Retail used vehicle revenue per unit	\$ 25,595	\$ 26,855	\$ (1,260)	(5)%
F&I revenue	\$ 55.0	\$ 53.2	\$ 1.8	3 %
Combined retail used vehicle gross profit and F&I revenue	\$ 59.3	\$ 55.2	\$ 4.1	7 %
Combined retail used vehicle and F&I gross profit per unit	\$ 2,979	\$ 3,375	\$ (396)	(12)%

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same market retail used vehicle and F&I:				
Retail used vehicle revenue	\$ 1,500.7	\$ 1,340.3	\$ 160.4	12 %
Retail used vehicle gross profit (loss)	\$ 17.1	\$ 14.4	\$ 2.7	19 %
Retail used vehicle unit sales	58,850	51,893	6,957	13 %
Retail used vehicle revenue per unit	\$ 25,500	\$ 25,828	\$ (328)	(1) %
F&I revenue	\$ 174.9	\$ 168.4	\$ 6.5	4 %
Combined retail used vehicle gross profit and F&I revenue	\$ 192.0	\$ 182.8	\$ 9.2	5 %
Combined retail used vehicle and F&I gross profit per unit	\$ 3,264	\$ 3,523	\$ (259)	(7) %

Same Market EchoPark Segment Retail Used Vehicles and F&I— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Retail used vehicle revenue increased \$70.7 million, or 16%, due primarily to a 22% increase in retail used vehicle unit sales volume, partially offset by a \$1,260, or 5%, decrease in retail used vehicle revenue per unit. Combined retail used vehicle gross profit and F&I revenue increased \$4.1 million, or 7%, due primarily to the increase in retail used vehicle unit sales volume, offset partially by a \$396, or 12%, decrease in combined retail used vehicle and F&I gross profit per unit. The decrease in combined retail used vehicle and F&I gross profit per unit was due primarily to a \$493 decrease in F&I gross profit per unit, driven by lower F&I penetration rates, offset partially by higher retail used vehicle gross profit per unit as well as changes to our F&I product cost structure, improvements in inventory acquisition costs as a result of sourcing a higher percentage of inventory from non-auction sources, and expanding our inventory to include older vehicles, which typically earn a higher gross profit per unit.

Same Market EchoPark Segment Retail Used Vehicles and F&I— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Retail used vehicle revenue increased \$160.4 million, or 12%, due primarily to a 13% increase in retail used vehicle unit sales volume, partially offset by a \$328, or 1%, decrease in retail used vehicle revenue per unit. Combined retail used vehicle gross profit and F&I revenue increased \$9.2 million, or 5%, due primarily to the increase in retail used vehicle unit sales volume, offset partially by a \$259, or 7%, decrease in combined retail used vehicle and F&I gross profit per unit. The decrease in combined retail used vehicle and F&I gross profit per unit was due primarily to a \$273 decrease in F&I gross profit per unit, driven by lower F&I penetration rates, offset partially by higher retail used vehicle gross profit per unit as well as changes to our F&I product cost structure, improvements in inventory acquisition costs as a result of sourcing a higher percentage of inventory from non-auction sources, and expanding our inventory to include older vehicles, which typically earn a higher gross profit per unit.

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Wholesale Vehicles – EchoPark Segment

See the discussion under the heading “Results of Operations – Consolidated” for additional discussion of the macro drivers of wholesale vehicle revenues.

The following tables provide a reconciliation of EchoPark Segment reported basis, same market basis, and new market/closed market basis for wholesale vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total wholesale vehicle revenue:				
Same market	\$ 31.2	\$ 30.4	\$ 0.8	3 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>\$ 31.2</u>	<u>\$ 30.4</u>	<u>\$ 0.8</u>	<u>3 %</u>
Total wholesale vehicle gross profit (loss):				
Same market	\$ (0.3)	\$ (0.5)	\$ 0.2	40 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>\$ (0.3)</u>	<u>\$ (0.5)</u>	<u>\$ 0.2</u>	<u>40 %</u>
Total wholesale vehicle unit sales:				
Same market	3,488	3,224	264	8 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>3,488</u>	<u>3,224</u>	<u>264</u>	<u>8 %</u>

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total wholesale vehicle revenue:				
Same market	\$ 84.4	\$ 83.3	\$ 1.1	1 %
New markets/closed markets	—	(0.1)	0.1	NM
Total as reported	<u>\$ 84.4</u>	<u>\$ 83.2</u>	<u>\$ 1.2</u>	<u>1 %</u>
Total wholesale vehicle gross profit (loss):				
Same market	\$ (0.2)	\$ (1.4)	\$ 1.2	86 %
New markets/closed markets	—	0.1	(0.1)	NM
Total as reported	<u>\$ (0.2)</u>	<u>\$ (1.3)</u>	<u>\$ 1.1</u>	<u>85 %</u>
Total wholesale vehicle unit sales:				
Same market	10,083	9,471	612	6 %
New markets/closed markets	—	—	—	NM
Total as reported	<u>10,083</u>	<u>9,471</u>	<u>612</u>	<u>6 %</u>

NM = Not Meaningful

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Our EchoPark Segment reported wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 31.2	\$ 30.4	\$ 0.8	3 %
Gross profit (loss)	\$ (0.3)	\$ (0.5)	\$ 0.2	40 %
Unit sales	3,488	3,224	264	8 %
Revenue per unit	\$ 8,937	\$ 9,444	\$ (507)	(5) %
Gross profit (loss) per unit	\$ (93)	\$ (156)	\$ 63	40 %
Gross profit (loss) as a % of revenue	(1.0) %	(1.7) %	70 bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 84.4	\$ 83.2	\$ 1.2	1 %
Gross profit (loss)	\$ (0.2)	\$ (1.3)	\$ 1.1	85 %
Unit sales	10,083	9,471	612	6 %
Revenue per unit	\$ 8,368	\$ 8,786	\$ (418)	(5) %
Gross profit (loss) per unit	\$ (24)	\$ (145)	\$ 121	83 %
Gross profit (loss) as a % of revenue	(0.3)%	(1.6)%	130 bps	

Our EchoPark Segment same market wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same market wholesale vehicle:				
Revenue	\$ 31.2	\$ 30.4	\$ 0.8	3 %
Gross profit (loss)	\$ (0.3)	\$ (0.5)	\$ 0.2	40 %
Unit sales	3,488	3,224	264	8 %
Revenue per unit	\$ 8,937	\$ 9,444	\$ (507)	(5) %
Gross profit (loss) per unit	\$ (93)	\$ (156)	\$ 63	40 %
Gross profit (loss) as a % of revenue	(1.0) %	(1.7) %	70 bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same market wholesale vehicle:				
Revenue	\$ 84.4	\$ 83.3	\$ 1.1	1 %
Gross profit (loss)	\$ (0.2)	\$ (1.4)	\$ 1.2	86 %
Unit sales	10,083	9,471	612	6 %
Revenue per unit	\$ 8,368	\$ 8,786	\$ (418)	(5)%
Gross profit (loss) per unit	\$ (24)	\$ (145)	\$ 121	83 %
Gross profit (loss) as a % of revenue	(0.3)%	(1.6)%	130 bps	

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Same Market EchoPark Segment Wholesale Vehicles – Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Wholesale vehicle revenue increased approximately \$0.8 million, or 3%, due primarily to an 8% increase in wholesale vehicle unit sales volume, offset partially by a 5% decrease in wholesale vehicle revenue per unit. As we adjust the inventory mix of nearly-new versus older model year vehicles sold at retail going forward, the levels of wholesale vehicle revenue and gross profit may vary.

Same Market EchoPark Segment Wholesale Vehicles – Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Wholesale vehicle revenue increased approximately \$1.1 million, or 1%, due primarily to a 6% increase in wholesale vehicle unit sales volume, offset partially by a 5% decrease in wholesale vehicle revenue per unit. As we adjust the inventory mix of nearly-new versus older model year vehicles sold at retail going forward, the levels of wholesale vehicle revenue and gross profit may vary.

Results of Operations – Powersports Segment

As a result of the acquisition or termination of certain powersports stores in 2025 and 2026, the change in reported amounts from period to period may not be indicative of the current or future operational or financial performance of our current group of operating stores. The following discussion of new vehicles, used vehicles, wholesale vehicles, parts, service and collision repair, and finance, insurance and other, net is on a same store basis, except where otherwise noted. Our Powersports Segment results are subject to seasonal variations, such that the second and third quarters are generally expected to contribute higher revenues and segment income than the first and fourth quarters.

New Vehicles – Powersports Segment

The following tables provide a reconciliation of Powersports Segment reported basis and same store basis for retail new vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total retail new vehicle revenue:				
Same store	\$ 42.1	\$ 38.8	\$ 3.3	9 %
Acquisitions, open points, and terminations	10.9	—	10.9	NM
Total as reported	<u>\$ 53.0</u>	<u>\$ 38.8</u>	<u>\$ 14.2</u>	37 %
Total retail new vehicle gross profit:				
Same store	\$ 5.9	\$ 6.1	\$ (0.2)	(3) %
Acquisitions, open points, and terminations	1.6	—	1.6	NM
Total as reported	<u>\$ 7.5</u>	<u>\$ 6.1</u>	<u>\$ 1.4</u>	23 %
Total retail new vehicle unit sales:				
Same store	1,775	1,671	104	6 %
Acquisitions, open points, and terminations	436	—	436	NM
Total as reported	<u>2,211</u>	<u>1,671</u>	<u>540</u>	32 %

NM = Not Meaningful

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total retail new vehicle revenue:				
Same store	\$ 92.9	\$ 84.6	\$ 8.3	10 %
Acquisitions, open points, and terminations	20.3	0.5	19.8	NM
Total as reported	<u>\$ 113.2</u>	<u>\$ 85.1</u>	<u>\$ 28.1</u>	33 %
Total retail new vehicle gross profit:				
Same store	\$ 13.4	\$ 12.7	\$ 0.7	6 %
Acquisitions, open points, and terminations	2.8	—	2.8	NM
Total as reported	<u>\$ 16.2</u>	<u>\$ 12.7</u>	<u>\$ 3.5</u>	28 %
Total retail new vehicle unit sales:				
Same store	4,332	4,034	298	7 %
Acquisitions, open points, and terminations	778	24	754	NM
Total as reported	<u>5,110</u>	<u>4,058</u>	<u>1,052</u>	26 %

NM = Not Meaningful

Our Powersports Segment reported retail new vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail new vehicle:				
Revenue	\$ 53.0	\$ 38.8	\$ 14.2	37 %
Gross profit	\$ 7.5	\$ 6.1	\$ 1.4	23 %
Unit sales	2,211	1,671	540	32 %
Revenue per unit	\$ 23,965	\$ 23,209	\$ 756	3 %
Gross profit per unit	\$ 3,378	\$ 3,655	\$ (277)	(8) %
Gross profit as a % of revenue	14.1 %	15.7 %	(160) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail new vehicle:				
Revenue	\$ 113.2	\$ 85.1	\$ 28.1	33 %
Gross profit	\$ 16.2	\$ 12.7	\$ 3.5	28 %
Unit sales	5,110	4,058	1,052	26 %
Revenue per unit	\$ 22,150	\$ 20,967	\$ 1,183	6 %
Gross profit per unit	\$ 3,177	\$ 3,133	\$ 44	1 %
Gross profit as a % of revenue	14.3 %	14.9 %	(60) bps	

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Our Powersports Segment same store retail new vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store retail new vehicle:				
Revenue	\$ 42.1	\$ 38.8	\$ 3.3	9 %
Gross profit	\$ 5.9	\$ 6.1	\$ (0.2)	(3) %
Unit sales	1,775	1,671	104	6 %
Revenue per unit	\$ 23,702	\$ 23,209	\$ 493	2 %
Gross profit per unit	\$ 3,349	\$ 3,655	\$ (306)	(8) %
Gross profit as a % of revenue	14.1 %	15.7 %	(160) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store retail new vehicle:				
Revenue	\$ 92.9	\$ 84.6	\$ 8.3	10 %
Gross profit	\$ 13.4	\$ 12.7	\$ 0.7	6 %
Unit sales	4,332	4,034	298	7 %
Revenue per unit	\$ 21,446	\$ 20,961	\$ 485	2 %
Gross profit per unit	\$ 3,090	\$ 3,140	\$ (50)	(2) %
Gross profit as a % of revenue	14.4 %	15.0 %	(60) bps	

Same Store Powersports Segment Retail New Vehicles— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Retail new vehicle revenue increased \$3.3 million, or 9%, primarily due to a 6% increase in retail new vehicle unit sales volume and a 2% increase in retail new vehicle average selling prices. Retail new vehicle gross profit decreased \$0.2 million, or 3%, due primarily to an 8% decrease in retail new vehicle gross profit per unit, partially offset by a 6% increase in retail new vehicle unit sales volume. Retail new vehicle gross profit per unit decreased \$306 per unit to \$3,349 per unit.

Same Store Powersports Segment Retail New Vehicles— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Retail new vehicle revenue increased \$8.3 million, or 10%, due primarily to a 7% increase in retail new vehicle unit sales volume and a 2% increase in retail new vehicle average selling prices. Retail new vehicle gross profit increased \$0.7 million, or 6%, due primarily to a 7% increase in retail new vehicle unit sales volume, partially offset by a 2% decrease in retail new vehicle gross profit per unit. Retail new vehicle gross profit per unit decreased \$50 per unit to \$3,090 per unit.

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Used Vehicles – Powersports Segment

The following tables provide a reconciliation of Powersports Segment reported basis and same store basis for retail used vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Retail used vehicle revenue:				
Same store	\$ 20.9	\$ 17.2	\$ 3.7	22 %
Acquisitions, open points, and terminations	5.5	—	5.5	NM
Total as reported	<u>\$ 26.4</u>	<u>\$ 17.2</u>	<u>\$ 9.2</u>	53 %
Retail used vehicle gross profit:				
Same store	\$ 2.5	\$ 2.9	\$ (0.4)	(14) %
Acquisitions, open points, and terminations	0.9	—	0.9	NM
Total as reported	<u>\$ 3.4</u>	<u>\$ 2.9</u>	<u>\$ 0.5</u>	17 %
Retail used vehicle unit sales:				
Same store	1,417	1,407	10	1 %
Acquisitions, open points, and terminations	481	—	481	NM
Total as reported	<u>1,898</u>	<u>1,407</u>	<u>491</u>	35 %

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Retail used vehicle revenue:				
Same store	\$ 41.8	\$ 30.7	\$ 11.1	36 %
Acquisitions, open points, and terminations	10.2	0.5	9.7	NM
Total as reported	<u>\$ 52.0</u>	<u>\$ 31.2</u>	<u>\$ 20.8</u>	67 %
Retail used vehicle gross profit:				
Same store	\$ 6.2	\$ 5.5	\$ 0.7	13 %
Acquisitions, open points, and terminations	2.0	0.1	1.9	NM
Total as reported	<u>\$ 8.2</u>	<u>\$ 5.6</u>	<u>\$ 2.6</u>	46 %
Retail used vehicle unit sales:				
Same store	3,224	2,757	467	17 %
Acquisitions, open points, and terminations	823	45	778	NM
Total as reported	<u>4,047</u>	<u>2,802</u>	<u>1,245</u>	44 %

NM = Not Meaningful

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Our Powersports Segment reported retail used vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle:				
Revenue	\$ 26.4	\$ 17.2	\$ 9.2	53 %
Gross profit	\$ 3.4	\$ 2.9	\$ 0.5	17 %
Unit sales	1,898	1,407	491	35 %
Revenue per unit	\$ 13,899	\$ 12,243	\$ 1,656	14 %
Gross profit per unit	\$ 1,805	\$ 2,048	\$ (243)	(12) %
Gross profit as a % of revenue	13.0 %	16.7 %	(370) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported retail used vehicle:				
Revenue	\$ 52.0	\$ 31.2	\$ 20.8	67 %
Gross profit	\$ 8.2	\$ 5.6	\$ 2.6	46 %
Unit sales	4,047	2,802	1,245	44 %
Revenue per unit	\$ 12,850	\$ 11,145	\$ 1,705	15 %
Gross profit per unit	\$ 2,027	\$ 1,992	\$ 35	2 %
Gross profit as a % of revenue	15.8 %	17.9 %	(210) bps	

Our Powersports Segment same store retail used vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store retail used vehicle:				
Revenue	\$ 20.9	\$ 17.2	\$ 3.7	22 %
Gross profit	\$ 2.5	\$ 2.9	\$ (0.4)	(14) %
Unit sales	1,417	1,407	10	1 %
Revenue per unit	\$ 14,764	\$ 12,243	\$ 2,521	21 %
Gross profit per unit	\$ 1,797	\$ 2,048	\$ (251)	(12) %
Gross profit as a % of revenue	12.2 %	16.7 %	(450) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store retail used vehicle:				
Revenue	\$ 41.8	\$ 30.7	\$ 11.1	36 %
Gross profit	\$ 6.2	\$ 5.5	\$ 0.7	13 %
Unit sales	3,224	2,757	467	17 %
Revenue per unit	\$ 12,951	\$ 11,141	\$ 1,810	16 %
Gross profit per unit	\$ 1,923	\$ 1,990	\$ (67)	(3) %
Gross profit as a % of revenue	14.8 %	17.9 %	(310) bps	

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Same Store Powersports Segment Retail Used Vehicles— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Retail used vehicle revenue increased 22%, due primarily to a 21% increase in retail used vehicle average selling price, and a 1% increase in retail used vehicle unit sales volume. Retail used vehicle gross profit decreased \$0.4 million, or 14%, as a result of lower retail used vehicle gross profit per unit. Retail used vehicle gross profit per unit decreased \$251 per unit, or 12%, to \$1,797 per unit.

Same Store Powersports Segment Retail Used Vehicles— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Retail used vehicle revenue increased 36%, due primarily to a 17% increase in retail used vehicle unit sales volume, and a 16% increase in retail used vehicle average selling prices. Retail used vehicle gross profit increased \$0.7 million, or 13%, as a result of higher retail used vehicle unit sales volume. Retail used vehicle gross profit per unit decreased \$67 per unit, or 3%, to \$1,923 per unit.

Wholesale Vehicles – Powersports Segment

See the discussion under the heading “Results of Operations – Consolidated” for additional discussion of the macro drivers of wholesale vehicle revenues.

The following tables provide a reconciliation of Powersports Segment reported basis and same store basis for wholesale vehicles:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total wholesale vehicle revenue:				
Same store	\$ 1.0	\$ 1.0	\$ —	— %
Acquisitions, open points, and terminations	0.6	—	0.6	NM
Total as reported	<u>\$ 1.6</u>	<u>\$ 1.0</u>	<u>\$ 0.6</u>	60 %
Total wholesale vehicle gross profit (loss):				
Same store	\$ —	\$ (0.1)	\$ 0.1	100 %
Acquisitions, open points, and terminations	(0.1)	—	(0.1)	NM
Total as reported	<u>\$ (0.1)</u>	<u>\$ (0.1)</u>	<u>\$ —</u>	— %
Total wholesale vehicle unit sales:				
Same store	47	84	(37)	(44) %
Acquisitions, open points, and terminations	62	—	62	NM
Total as reported	<u>109</u>	<u>84</u>	<u>25</u>	30 %

NM = Not Meaningful

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Total wholesale vehicle revenue:				
Same store	\$ 2.2	\$ 2.0	\$ 0.2	10 %
Acquisitions, open points, and terminations	0.7	0.1	0.6	NM
Total as reported	<u>\$ 2.9</u>	<u>\$ 2.1</u>	<u>\$ 0.8</u>	38 %
Total wholesale vehicle gross profit (loss):				
Same store	\$ (0.2)	\$ (0.2)	\$ —	— %
Acquisitions, open points, and terminations	(0.1)	0.1	(0.2)	NM
Total as reported	<u>\$ (0.3)</u>	<u>\$ (0.1)</u>	<u>\$ (0.2)</u>	(200)%
Total wholesale vehicle unit sales:				
Same store	154	200	(46)	(23)%
Acquisitions, open points, and terminations	74	2	72	NM
Total as reported	<u>228</u>	<u>202</u>	<u>26</u>	13 %

NM = Not Meaningful

Our Powersports Segment reported wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 1.6	\$ 1.0	\$ 0.6	60 %
Gross profit (loss)	\$ (0.1)	\$ (0.1)	\$ —	— %
Unit sales	109	84	25	30 %
Revenue per unit	\$ 15,173	\$ 12,000	\$ 3,173	26 %
Gross profit (loss) per unit	\$ (922)	\$ (743)	\$ (179)	(24) %
Gross profit (loss) as a % of revenue	(6.1)%	(6.2)%	10 bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported wholesale vehicle:				
Revenue	\$ 2.9	\$ 2.1	\$ 0.8	38 %
Gross profit (loss)	\$ (0.3)	\$ (0.1)	\$ (0.2)	(200)%
Unit sales	228	202	26	13 %
Revenue per unit	\$ 12,646	\$ 10,130	\$ 2,516	25 %
Gross profit (loss) per unit	\$ (1,147)	\$ (709)	\$ (438)	(62)%
Gross profit (loss) as a % of revenue	(9.1)%	(7.0)%	(210) bps	

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Powersports Segment same store wholesale vehicle results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store wholesale vehicle:				
Revenue	\$ 1.0	\$ 1.0	\$ —	— %
Gross profit (loss)	\$ —	\$ (0.1)	\$ 0.1	100 %
Unit sales	47	84	(37)	(44)%
Revenue per unit	\$ 22,165	\$ 12,000	\$ 10,165	85 %
Gross profit (loss) per unit	\$ (1,707)	\$ (743)	\$ (964)	(130)%
Gross profit (loss) as a % of revenue	(7.7)%	(6.2)%	(150) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store wholesale vehicle:				
Revenue	\$ 2.2	\$ 2.0	\$ 0.2	10 %
Gross profit (loss)	\$ (0.2)	\$ (0.2)	\$ —	— %
Unit sales	154	200	(46)	(23)%
Revenue per unit	\$ 14,189	\$ 10,205	\$ 3,984	39 %
Gross profit (loss) per unit	\$ (1,582)	\$ (638)	\$ (944)	(148)%
Gross profit (loss) as a % of revenue	(11.1)%	(6.3)%	(480) bps	

Same Store Powersports Segment Wholesale Vehicles— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Wholesale vehicle revenue remained flat and wholesale vehicle gross loss improved by \$0.1 million, driven by changes in wholesale unit sales volume and wholesale gross loss per unit.

Same Store Powersports Segment Wholesale Vehicles— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Wholesale vehicle revenue increased \$0.2 million, or 10%, and wholesale vehicle gross loss remained flat, driven by changes in revenue per unit, partially offset by wholesale unit sales volume and wholesale gross loss per unit.

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Fixed Operations – Powersports Segment

The following tables provide a reconciliation of Powersports Segment reported basis and same store basis for Fixed Operations:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Total Fixed Operations revenue:				
Same store	\$ 23.2	\$ 23.8	\$ (0.6)	(3) %
Acquisitions, open points and terminations	4.8	—	4.8	NM
Total as reported	<u>\$ 28.0</u>	<u>\$ 23.8</u>	<u>\$ 4.2</u>	18 %
Total Fixed Operations gross profit:				
Same store	\$ 11.1	\$ 11.1	\$ —	— %
Acquisitions, open points and terminations	2.7	—	2.7	NM
Total as reported	<u>\$ 13.8</u>	<u>\$ 11.1</u>	<u>\$ 2.7</u>	24 %

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Total Fixed Operations revenue:				
Same store	\$ 41.6	\$ 41.0	\$ 0.6	1 %
Acquisitions, open points, and terminations	8.4	0.4	8.0	NM
Total as reported	<u>\$ 50.0</u>	<u>\$ 41.4</u>	<u>\$ 8.6</u>	21 %
Total Fixed Operations gross profit:				
Same store	\$ 20.2	\$ 19.3	\$ 0.9	5 %
Acquisitions, open points, and terminations	4.8	0.2	4.6	NM
Total as reported	<u>\$ 25.0</u>	<u>\$ 19.5</u>	<u>\$ 5.5</u>	28 %

NM = Not Meaningful

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Our Powersports Segment reported Fixed Operations results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Reported Fixed Operations:				
Revenue				
Customer pay	\$ 4.1	\$ 3.3	\$ 0.8	24 %
Warranty	1.9	1.4	0.5	36 %
Wholesale parts	0.4	0.2	0.2	100 %
Internal, sublet and other	21.6	18.9	2.7	14 %
Total revenue	<u>\$ 28.0</u>	<u>\$ 23.8</u>	<u>\$ 4.2</u>	<u>18 %</u>
Gross profit				
Customer pay	\$ 2.1	\$ 1.6	\$ 0.5	31 %
Warranty	1.2	1.0	0.2	20 %
Wholesale parts	0.1	—	0.1	100 %
Internal, sublet and other	10.4	8.5	1.9	22 %
Total gross profit	<u>\$ 13.8</u>	<u>\$ 11.1</u>	<u>\$ 2.7</u>	<u>24 %</u>
Gross profit as a % of revenue				
Customer pay	52.4 %	46.8 %	560 bps	
Warranty	65.5 %	67.9 %	(240) bps	
Wholesale parts	36.1 %	23.6 %	1,250 bps	
Internal, sublet and other	48.1 %	45.0 %	310 bps	
Total gross profit as a % of revenue	49.4 %	46.7 %	270 bps	
	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Reported Fixed Operations:				
Revenue				
Customer pay	\$ 8.7	\$ 7.2	\$ 1.5	21 %
Warranty	4.8	4.1	0.7	17 %
Wholesale parts	0.7	0.4	0.3	75 %
Internal, sublet and other	35.8	29.7	6.1	21 %
Total revenue	<u>\$ 50.0</u>	<u>\$ 41.4</u>	<u>\$ 8.6</u>	<u>21 %</u>
Gross profit				
Customer pay	\$ 4.4	\$ 2.9	\$ 1.5	52 %
Warranty	3.2	2.8	0.4	14 %
Wholesale parts	0.2	0.1	0.1	100 %
Internal, sublet and other	17.2	13.7	3.5	26 %
Total gross profit	<u>\$ 25.0</u>	<u>\$ 19.5</u>	<u>\$ 5.5</u>	<u>28 %</u>
Gross profit as a % of revenue				
Customer pay	50.8 %	41.1 %	970 bps	
Warranty	66.6 %	66.8 %	(20) bps	
Wholesale parts	30.0 %	23.4 %	660 bps	
Internal, sublet and other	48.0 %	46.1 %	190 bps	
Total gross profit as a % of revenue	49.9 %	47.1 %	280 bps	

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Our Powersports Segment same store Fixed Operations results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Same store Fixed Operations:				
Revenue				
Customer pay	\$ 3.1	\$ 3.3	\$ (0.2)	(6)%
Warranty	1.6	1.4	0.2	14%
Wholesale parts	0.3	0.2	0.1	50%
Internal, sublet and other	18.2	18.9	(0.7)	(4)%
Total revenue	<u>\$ 23.2</u>	<u>\$ 23.8</u>	<u>\$ (0.6)</u>	<u>(3)%</u>
Gross profit				
Customer pay	\$ 1.4	\$ 1.6	\$ (0.2)	(13)%
Warranty	1.0	1.0	—	—%
Wholesale parts	0.1	—	0.1	100%
Internal, sublet and other	8.6	8.5	0.1	1%
Total gross profit	<u>\$ 11.1</u>	<u>\$ 11.1</u>	<u>\$ —</u>	<u>—%</u>
Gross profit as a % of revenue				
Customer pay	46.1%	46.8%	(70) bps	
Warranty	65.1%	67.9%	(280) bps	
Wholesale parts	37.9%	23.6%	1,390 bps	
Internal, sublet and other	47.3%	45.0%	230 bps	
Total gross profit as a % of revenue	48.0%	46.7%	130 bps	

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
Same store Fixed Operations:				
Revenue				
Customer pay	\$ 7.0	\$ 7.0	\$ —	— %
Warranty	4.1	4.1	—	— %
Wholesale parts	0.7	0.4	0.3	75 %
Internal, sublet and other	29.8	29.5	0.3	1 %
Total revenue	<u>\$ 41.6</u>	<u>\$ 41.0</u>	<u>\$ 0.6</u>	<u>1 %</u>
Gross profit				
Customer pay	\$ 3.1	\$ 2.9	\$ 0.2	7 %
Warranty	2.7	2.7	—	— %
Wholesale parts	0.2	0.1	0.1	100 %
Internal, sublet and other	14.2	13.6	0.6	4 %
Total gross profit	<u>\$ 20.2</u>	<u>\$ 19.3</u>	<u>\$ 0.9</u>	<u>5 %</u>
Gross profit as a % of revenue				
Customer pay	45.0 %	41.0 %	400 bps	
Warranty	66.6 %	66.9 %	(30) bps	
Wholesale parts	30.3 %	21.5 %	880 bps	
Internal, sublet and other	47.7 %	46.1 %	160 bps	
Total gross profit as a % of revenue	48.5 %	47.1 %	140 bps	

Same Store Powersports Segment Fixed Operations – Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Fixed Operations revenue decreased approximately \$0.6 million, or 3%, and Fixed Operations gross profit remained flat. Customer pay revenue decreased approximately \$0.2 million, or 6%, and customer pay gross profit decreased approximately \$0.2 million, or 13%. Warranty revenue increased approximately \$0.2 million, or 14%, and warranty gross profit remained flat. Wholesale parts revenue increased approximately \$0.1 million, or 50%, and wholesale parts gross profit increased approximately \$0.1 million, or 100%. Internal, sublet and other revenue decreased approximately \$0.7 million, or 4%, and internal, sublet and other gross profit increased approximately \$0.1 million, or 1%.

Same Store Powersports Segment Fixed Operations – Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Fixed Operations revenue increased approximately \$0.6 million, or 1%, and Fixed Operations gross profit increased approximately \$0.9 million, or 5%. Customer pay revenue remained flat, and customer pay gross profit increased approximately \$0.2 million, or 7%. Warranty revenue remained flat, and warranty gross profit remained flat. Wholesale parts revenue increased approximately \$0.3 million, or 75%, and wholesale parts gross profit increased approximately \$0.1 million, or 100%. Internal, sublet and other revenue increased approximately \$0.3 million, or 1%, and internal, sublet and other gross profit increased approximately \$0.6 million, or 4%.

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F&I – Powersports Segment

The following tables provide a reconciliation of Powersports Segment reported basis and same store basis for F&I:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Total F&I revenue:				
Same store	\$ 3.5	\$ 3.3	\$ 0.2	6 %
Acquisitions, open points, and terminations	1.2	—	1.2	NM
Total as reported	<u>\$ 4.7</u>	<u>\$ 3.3</u>	<u>\$ 1.4</u>	<u>42 %</u>
Total F&I gross profit per retail unit (excludes fleet):				
Same store	\$ 1,088	\$ 1,066	\$ 22	2 %
Reported	\$ 1,148	\$ 1,066	\$ 82	8 %
Total combined retail new and used vehicle unit sales:				
Same store	3,192	3,078	114	4 %
Acquisitions, open points, and terminations	917	—	917	NM
Total as reported	<u>4,109</u>	<u>3,078</u>	<u>1,031</u>	<u>33 %</u>

NM = Not Meaningful

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Total F&I revenue:				
Same store	\$ 7.6	\$ 6.7	\$ 0.9	13 %
Acquisitions, open points, and terminations	2.4	—	2.4	NM
Total as reported	<u>\$ 10.0</u>	<u>\$ 6.7</u>	<u>\$ 3.3</u>	<u>49 %</u>
Total F&I gross profit per retail unit (excludes fleet):				
Same store	\$ 1,012	\$ 984	\$ 28	3 %
Reported	\$ 1,089	\$ 981	\$ 108	11 %
Total combined retail new and used vehicle unit sales:				
Same store	7,556	6,791	765	11 %
Acquisitions, open points, and terminations	1,601	69	1,532	NM
Total as reported	<u>9,157</u>	<u>6,860</u>	<u>2,297</u>	<u>33 %</u>

NM = Not Meaningful

Our Powersports Segment reported F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported F&I:				
Revenue	\$ 4.7	\$ 3.3	\$ 1.4	42 %
Total combined retail new and used vehicle unit sales	4,109	3,078	1,031	33 %
Gross profit per retail unit (excludes fleet)	\$ 1,148	\$ 1,066	\$ 82	8 %

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	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Reported F&I:				
Revenue	\$ 10.0	\$ 6.7	\$ 3.3	49 %
Total combined retail new and used vehicle unit sales	9,157	6,860	2,297	33 %
Gross profit per retail unit (excludes fleet)	\$ 1,089	\$ 981	\$ 108	11 %

Our Powersports Segment same store F&I results were as follows:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store F&I:				
Revenue	\$ 3.5	\$ 3.3	\$ 0.2	6 %
Total combined retail new and used vehicle unit sales	3,192	3,078	114	4 %
Gross profit per retail unit (excludes fleet)	\$ 1,088	\$ 1,066	\$ 22	2 %

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit and per unit data)				
Same store F&I:				
Revenue	\$ 7.6	\$ 6.7	\$ 0.9	13 %
Total combined retail new and used vehicle unit sales	7,556	6,791	765	11 %
Gross profit per retail unit (excludes fleet)	\$ 1,012	\$ 984	\$ 28	3 %

Same Store Powersports Segment F&I— Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

F&I revenue increased \$0.2 million, or 6%, due primarily to a 2% increase in F&I gross profit per retail unit, and a 4% increase in retail new and used vehicle unit sales volume. F&I gross profit per retail unit increased \$22 per unit, to \$1,088 per unit, primarily due to higher penetration rates for finance contracts, service contracts, and aftermarket products, partially offset by lower gross profit per finance contract, service contract, and aftermarket product, and changes to our F&I product cost structure.

Finance contract revenue for combined retail new and used vehicles increased 28%, due primarily to a 3,950 basis point increase in finance contract penetration rate, which drove a 141% increase in finance contract sales volume, partially offset by a 47% decrease in gross profit per finance contract. Service contract revenue for combined retail new and used vehicles increased 2%, due primarily to a 1,540 basis point increase in service contract penetration rate, which drove a 101% increase in service contract sales volume, partially offset by a 49% decrease in gross profit per service contract. Aftermarket product revenue for combined retail new and used vehicles decreased 7%, due primarily to a 67% decrease in gross profit per aftermarket product, partially offset by a 3,770 basis point increase in aftermarket product penetration rate, which drove a 182% increase in aftermarket product sales volume.

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Same Store Powersports Segment F&I— Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

F&I revenue increased \$0.9 million, or 13%, due primarily to an 11% increase in retail new and used vehicle unit sales volume, and a 3% increase in F&I gross profit per retail unit. F&I gross profit per retail unit increased \$28 per unit, to \$1,012 per unit, primarily due to higher penetration rates for finance contracts, service contracts, and aftermarket products, partially offset by lower gross profit per finance contract, service contract, and aftermarket product, and changes to our F&I product cost structure.

Finance contract revenue for combined retail new and used vehicles increased 40%, due primarily to a 2,830 basis point increase in finance contract penetration rate, which drove a 96% increase in finance contract volume, offset partially by a 29% decrease in gross profit per finance contract. Service contract revenue for combined retail new and used vehicles increased 4%, due primarily to a 1,010 basis point increase in service contract penetration rate, which drove a 65% increase in service contract sales volume, offset partially by a 37% decrease in gross profit per service contract. Aftermarket product revenue for combined retail new and used vehicles increased 11%, due primarily to a 2,710 basis point increase in the aftermarket product penetration rate, which drove a 111% increase in aftermarket product sales volume, offset partially by a 48% decrease in gross profit per aftermarket product.

Segment Results Summary

In the following tables of financial data, total segment income (loss) (defined as income (loss) before taxes and impairment charges for each reportable segment) of the reportable segments is reconciled to consolidated income (loss) before taxes and impairment charges. See above for tables and discussion of results by reportable segment. Due to rounding, segment level financial data may not sum to consolidated results.

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	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Segment Revenues:				
Franchised Dealerships Segment revenues:				
Retail new vehicles	\$ 1,708.6	\$ 1,834.0	\$ (125.4)	(7) %
Fleet new vehicles	20.4	26.0	(5.6)	(22) %
Total new vehicles	1,729.0	1,860.0	(131.0)	(7) %
Used vehicles	844.9	796.7	48.2	6 %
Wholesale vehicles	47.3	52.8	(5.5)	(10) %
Parts, service and collision repair	515.3	510.1	5.2	1 %
Finance, insurance and other, net	142.6	147.6	(5.0)	(3) %
Franchised Dealerships Segment revenues	\$ 3,279.1	\$ 3,367.2	\$ (88.1)	(3) %
EchoPark Segment revenues:				
Used vehicles	\$ 509.9	\$ 439.2	\$ 70.7	16 %
Wholesale vehicles	31.2	30.4	0.8	3 %
Finance, insurance and other, net	54.9	52.9	2.0	4 %
EchoPark Segment revenues	\$ 596.0	\$ 522.5	\$ 73.5	14 %
Powersports Segment revenues:				
Retail new vehicles	\$ 53.0	\$ 38.8	\$ 14.2	37 %
Used vehicles	26.4	17.2	9.2	53 %
Wholesale vehicles	1.6	1.0	0.6	60 %
Parts, service and collision repair	28.0	23.8	4.2	18 %
Finance, insurance and other, net	4.7	3.3	1.4	42 %
Powersports Segment revenues	\$ 113.7	\$ 84.1	\$ 29.6	35 %
Total consolidated revenues	<u>\$ 3,988.8</u>	<u>\$ 3,973.8</u>	<u>\$ 15.0</u>	— %
Segment Income (Loss) (1):				
Franchised Dealerships Segment (2)	\$ 47.6	\$ 60.8	\$ (13.2)	(22) %
EchoPark Segment (3)	2.0	2.6	(0.6)	(23) %
Powersports Segment (4)	7.9	7.8	0.1	1 %
Total segment income	\$ 57.5	\$ 71.2	\$ (13.7)	(19) %
Impairment charges	—	—	—	NM
Income (loss) before taxes	<u>\$ 57.5</u>	<u>\$ 71.2</u>	<u>\$ (13.7)</u>	(19) %
Segment Retail New and Used Vehicle Unit Sales Volume:				
Franchised Dealerships Segment	54,869	56,822	(1,953)	(3) %
EchoPark Segment	19,923	16,353	3,570	22 %
Powersports Segment	4,109	3,078	1,031	33 %
Total retail new and used vehicle unit sales volume	<u>78,901</u>	<u>76,253</u>	<u>2,648</u>	3 %

NM = Not Meaningful

- (1) Segment income (loss) for each segment is defined as income (loss) before taxes and impairment charges.
- (2) For the three months ended September 30, 2026, amount includes approximately \$0.9 million of pre-tax charges related to property damages, approximately \$1.0 million in pre-tax proceeds from legal settlements, and approximately \$0.6 million in pre-tax charges related to lease exits. For the three months ended September 30, 2025, amount includes approximately \$2.8 million of pre-tax loss related to the disposal of franchises and approximately \$0.7 million of pre-tax legal expenses.

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- (3) For the three months ended September 30, 2026, amount includes approximately \$0.6 million in pre-tax charges related to lease exits. For the three months ended September 30, 2025, amount includes approximately \$0.1 million of pre-tax loss on dispositions.
- (4) For the three months ended September 30, 2025, amount includes approximately \$0.2 million of pre-tax charges related to dispositions.

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions, except unit data)				
Segment Revenues:				
Franchised Dealerships Segment revenues:				
Retail new vehicles	\$ 5,025.2	\$ 5,110.1	\$ (84.9)	(2)%
Fleet new vehicles	65.8	77.4	(11.6)	(15)%
Total new vehicles	5,091.0	5,187.5	(96.5)	(2)%
Used vehicles	2,427.8	2,287.3	140.5	6 %
Wholesale vehicles	135.1	165.1	(30.0)	(18)%
Parts, service and collision repair	1,540.1	1,462.5	77.6	5 %
Finance, insurance and other, net	429.8	422.5	7.3	2 %
Franchised Dealerships Segment revenues	\$ 9,623.8	\$ 9,524.9	\$ 98.9	1 %
EchoPark Segment revenues:				
Used vehicles	\$ 1,500.7	\$ 1,340.3	\$ 160.4	12 %
Wholesale vehicles	84.4	83.2	1.2	1 %
Finance, insurance and other, net	174.3	167.4	6.9	4 %
EchoPark Segment revenues	\$ 1,759.4	\$ 1,590.9	\$ 168.5	11 %
Powersports Segment revenues:				
Retail new vehicles	\$ 113.2	\$ 85.1	\$ 28.1	33 %
Used vehicles	52.0	31.2	20.8	67 %
Wholesale vehicles	2.9	2.1	0.8	38 %
Parts, service and collision repair	50.0	41.4	8.6	21 %
Finance, insurance and other, net	10.0	6.7	3.3	49 %
Powersports Segment revenues	\$ 228.1	\$ 166.5	\$ 61.6	37 %
Total consolidated revenues	\$ 11,611.3	\$ 11,282.3	\$ 329.0	3 %
Segment Income (Loss) (1):				
Franchised Dealerships Segment (2)	\$ 189.7	\$ 244.4	\$ (54.7)	(22)%
EchoPark Segment (3)	25.4	24.6	0.8	3 %
Powersports Segment (4)	8.2	4.3	3.9	91 %
Total segment income	\$ 223.3	\$ 273.3	\$ (50.0)	(18)%
Impairment charges (5)	(0.4)	(173.8)	173.4	NM
Income before taxes	\$ 222.9	\$ 99.6	\$ 123.3	124 %
Segment Retail New and Used Vehicle Unit Sales Volume:				
Franchised Dealerships Segment	161,881	163,382	(1,501)	(1)%
EchoPark Segment	58,850	51,893	6,957	13 %
Powersports Segment	9,157	6,860	2,297	33 %
Total retail new and used vehicle unit sales volume	229,888	222,135	7,753	3 %

NM = Not Meaningful

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- (1) Segment income (loss) for each segment is defined as income (loss) before taxes and impairment charges.
- (2) For the nine months ended September 30, 2026, amount includes approximately \$5.1 million of pre-tax gain related to dispositions, approximately \$2.1 million of pre-tax charges related to property damages, approximately \$0.6 million in pre-tax charges related to lease exits, and approximately \$1.0 million in pre-tax proceeds related to legal settlements. For the nine months ended September 30, 2025, amount includes \$40.0 million of pre-tax benefit from cyber insurance proceeds related to a cybersecurity incident impacting certain of our information systems provided by CDK Global in the second quarter of 2024, approximately \$5.0 million of pre-tax charges related to storm damage, approximately \$5.5 million of pre-tax loss related to dispositions, and approximately \$0.7 million of pre-tax legal expenses.
- (3) For the nine months ended September 30, 2026, amount includes approximately \$3.0 million of pre-tax gain on lease terminations. For the nine months ended September 30, 2025, amount includes approximately \$0.9 million of pre-tax gain on dispositions.
- (4) For the nine months ended September 30, 2025, amount includes approximately \$1.1 million of pre-tax charges related to dispositions. Due to rounding, segment level financial data may not sum to consolidated results.
- (5) For the nine months ended September 30, 2026, amount includes approximately \$0.4 million of non-cash pre-tax impairment charges related to construction-in-progress projects for the Franchised Dealerships Segment. For the nine months ended September 30, 2025, amount includes approximately \$0.2 million of non-cash pre-tax property and equipment impairment charges for real estate held for sale in the EchoPark Segment, approximately \$7.2 million of non-cash pre-tax franchise asset impairment charges for the Powersports Segment, \$0.4 million of non-cash pre-tax property, equipment and right-of-use asset impairment charges for the Powersports Segment, and approximately \$165.9 million of non-cash pre-tax franchise asset impairment charges for the Franchised Dealerships Segment.

Selling, General and Administrative ("SG&A") Expenses – Consolidated

SG&A expenses are comprised of four major groups: compensation expense, advertising expense, rent expense and other expense. Compensation expense primarily relates to store personnel who are paid a commission or a salary plus commission and support personnel who are generally paid a fixed salary. Commissions paid to store personnel typically vary depending on gross profits realized and sales volume objectives. Due to the salary component for certain store and corporate personnel, gross profits and compensation expense do not change in direct proportion to one another. Advertising expense and other expense vary based on the level of actual or anticipated business activity and the number of dealerships in operation. Rent expense typically varies with the number of store locations owned, investments made for facility improvements and interest rates. Other expense includes various fixed and variable expenses, including gain on the disposal of franchises, certain customer-related costs such as gasoline and service loaners, and insurance, training, legal and information technology expenses, which may not change in proportion to gross profit levels. Typically, SG&A expenses as a percentage of gross profit are highest in the first quarter of the year, due to the seasonal nature of our business and the effects of certain payroll taxes and fringe benefits that occur early in the year.

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Consolidated Reported SG&A Expenses

The following tables set forth information related to our consolidated reported SG&A expenses:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
SG&A expenses:				
Compensation	\$ 288.6	\$ 283.5	\$ (5.1)	(2) %
Advertising	28.8	26.4	(2.4)	(9) %
Rent	13.1	13.3	0.2	2 %
Other	136.3	128.4	(7.9)	(6) %
Total SG&A expenses	<u>\$ 466.8</u>	<u>\$ 451.6</u>	<u>\$ (15.2)</u>	<u>(3) %</u>

SG&A expenses as a % of gross profit:

Compensation	46.7 %	46.1 %	(60) bps
Advertising	4.7 %	4.3 %	(40) bps
Rent	2.1 %	2.2 %	10 bps
Other	22.1 %	20.8 %	(130) bps
Total SG&A expenses as a % of gross profit	<u>75.6 %</u>	<u>73.4 %</u>	<u>(220) bps</u>

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
SG&A expenses:				
Compensation	\$ 839.9	\$ 806.8	\$ (33.1)	(4) %
Advertising	84.6	74.6	(10.0)	(13) %
Rent	35.9	33.4	(2.5)	(7) %
Other	378.0	329.7	(48.3)	(15) %
Total SG&A expenses	<u>\$ 1,338.4</u>	<u>\$ 1,244.5</u>	<u>\$ (93.9)</u>	<u>(8) %</u>

SG&A expenses as a % of gross profit:

Compensation	45.8 %	45.2 %	(60) bps
Advertising	4.6 %	4.2 %	(40) bps
Rent	2.0 %	1.9 %	(10) bps
Other	20.6 %	18.5 %	(210) bps
Total SG&A expenses as a % of gross profit	<u>73.0 %</u>	<u>69.8 %</u>	<u>(320) bps</u>

Consolidated Reported SG&A - Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Overall SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to higher other fixed expenses and higher compensation expense. Compensation expense increased in both dollar amount and as a percentage of gross profit, due to higher overall gross profit and based on the variable nature of our sales associate pay plans. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense decreased in both dollar amount and as a percentage of gross profit, primarily due to lease exits during the current quarter. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to higher information technology expenses and higher customer-related costs.

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Consolidated Reported SG&A - Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Overall SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to a \$40.0 million pre-tax benefit from cyber insurance proceeds related to the CDK outage recorded in other SG&A expenses during the prior year period. Compensation expense increased in both dollar amount and as a percentage of gross profit, due to higher overall gross profit and based on the variable nature of our sales associate pay plans. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense increased in both dollar amount and as a percentage of gross profit, primarily due to the increase in leased dealerships as a result of acquisitions during the prior year, offset slightly by lease exits during the current quarter. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to the \$40.0 million benefit of cyber insurance proceeds received in the prior year as well as higher customer-related costs.

Franchised Dealerships Segment Reported SG&A Expenses

The following tables set forth information related to our Franchised Dealerships Segment reported SG&A expenses:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
SG&A expenses:				
Compensation	\$ 248.7	\$ 248.9	\$ 0.2	— %
Advertising	19.6	18.8	(0.8)	(4) %
Rent	12.2	12.7	0.5	4 %
Other	120.2	114.7	(5.5)	(5) %
Total SG&A expenses	\$ 400.7	\$ 395.1	\$ (5.6)	(1) %
SG&A expenses as a % of gross profit:				
Compensation	47.0 %	46.3 %	(70) bps	
Advertising	3.7 %	3.5 %	(20) bps	
Rent	2.3 %	2.4 %	10 bps	
Other	22.7 %	21.3 %	(140) bps	
Total SG&A expenses as a % of gross profit	75.7 %	73.5 %	(220) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
(In millions)				
SG&A expenses:				
Compensation	\$ 728.6	\$ 707.5	\$ (21.1)	(3) %
Advertising	58.0	51.4	(6.6)	(13) %
Rent	36.6	31.8	(4.8)	(15) %
Other	334.8	290.5	(44.3)	(15) %
Total SG&A expenses	\$ 1,158.0	\$ 1,081.2	\$ (76.8)	(7) %
SG&A expenses as a % of gross profit:				
Compensation	46.0 %	45.4 %	(60) bps	
Advertising	3.7 %	3.3 %	(40) bps	
Rent	2.3 %	2.0 %	(30) bps	
Other	21.2 %	18.6 %	(260) bps	
Total SG&A expenses as a % of gross profit	73.2 %	69.3 %	(390) bps	

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Franchised Dealerships Segment SG&A - Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

The Franchised Dealerships Segment's total SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to higher other SG&A expenses. Compensation expense remained flat in dollar amount and increased as a percentage of gross profit due to a decrease in overall gross profit. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense decreased in dollar amount and as a percentage of gross profit, primarily due to lease exits during the current quarter. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit primarily due to higher customer-related costs.

For the Franchised Dealerships Segment, SG&A expenses for the three months ended September 30, 2026 include approximately \$0.9 million of pre-tax charges related to storm damage, approximately \$0.6 million of pre-tax lease exit charges, and approximately \$1.0 million of pre-tax benefit related to legal settlements. For the three months ended September 30, 2025, amount includes approximately \$2.8 million of pre-tax charges related to dispositions, and approximately \$0.7 million of pre-tax legal expenses.

Franchised Dealerships Segment SG&A - Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

The Franchised Dealerships Segment's total SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to a \$40.0 million pre-tax benefit from cyber insurance proceeds related to the CDK outage recorded in other SG&A expenses during the prior year. Compensation expense increased in both dollar amount and as a percentage of gross profit due to acquisitions in the Franchised Dealerships Segment, an increase in supervisor compensation expense, absentee wages, and an increase in fixed operations sales compensation related to the increase in fixed operations sales. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense increased in dollar amount and as a percentage of gross profit, primarily due to the increase in leased dealerships as a result of acquisitions, offset slightly by lease exits during the current quarter. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit primarily due to the benefit of cyber insurance proceeds received in the prior year.

For the Franchised Dealerships Segment, SG&A expenses for the nine months ended September 30, 2026 include approximately \$2.1 million of pre-tax charges related to storm damage, approximately \$5.1 million of pre-tax benefit related to dispositions, approximately \$0.6 million of pre-tax lease exit charges, and approximately \$1.0 million of pre-tax benefit related to legal settlements. For the nine months ended September 30, 2025, amount includes \$40.0 million of pre-tax benefit from cyber insurance proceeds related to a cybersecurity incident impacting certain of our information systems provided by CDK Global in the second quarter of 2024, approximately \$5.0 million of pre-tax charges related to storm damage, approximately \$5.5 million of pre-tax charges related to dispositions, and approximately \$0.7 million of pre-tax legal expenses.

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EchoPark Segment Reported SG&A Expenses

The following tables set forth information related to our EchoPark Segment reported SG&A expenses:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions)			
SG&A Expenses:				
Compensation	\$ 27.2	\$ 25.0	\$ (2.2)	(9) %
Advertising	8.8	7.4	(1.4)	(19) %
Rent	1.0	0.8	(0.2)	(25) %
Other	11.3	10.3	(1.0)	(10) %
Total SG&A expenses	<u>\$ 48.3</u>	<u>\$ 43.5</u>	<u>\$ (4.8)</u>	<u>(11) %</u>
SG&A expenses as a % of gross profit:				
Compensation	46.3 %	46.0 %	(30) bps	
Advertising	14.9 %	13.6 %	(130) bps	
Rent	1.7 %	1.5 %	(20) bps	
Other	19.2 %	18.9 %	(30) bps	
Total SG&A expenses as a % of gross profit	<u>82.1 %</u>	<u>80.0 %</u>	<u>(210) bps</u>	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions)			
SG&A Expenses:				
Compensation	\$ 81.4	\$ 76.1	\$ (5.3)	(7)%
Advertising	25.2	22.4	(2.8)	(13)%
Rent	(0.7)	2.3	3.0	130 %
Other	32.4	29.8	(2.6)	(9)%
Total SG&A expenses	<u>\$ 138.3</u>	<u>\$ 130.6</u>	<u>\$ (7.7)</u>	<u>(6)%</u>
SG&A expenses as a % of gross profit:				
Compensation	42.6 %	42.2 %	(40) bps	
Advertising	13.2 %	12.4 %	(80) bps	
Rent	(0.4)%	1.3 %	170 bps	
Other	17.0 %	16.5 %	(50) bps	
Total SG&A expenses as a % of gross profit	<u>72.4 %</u>	<u>72.4 %</u>	<u>— bps</u>	

EchoPark Segment SG&A - Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

The EchoPark Segment's total SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to increased compensation expense. Compensation expense increased in both dollar amount and as a percentage of gross profit due primarily to an increase in used vehicles sales compensation related to the increase in used vehicles sales. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense increased in both dollar amount and as a percentage of gross profit, primarily due to an increase in rental rates as compared to prior year and a decrease in sublease income. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit primarily due to higher information technology expenses.

For the three months ended September 30, 2026, amount includes approximately \$0.6 million of pre-tax lease exit charges. For the three months ended September 30, 2025, amount includes approximately \$0.1 million of pre-tax loss on dispositions.

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EchoPark Segment SG&A - Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

The EchoPark Segment's total SG&A expenses increased in dollar amount and was flat as a percentage of gross profit, primarily due to higher compensation expense, partially offset by a gain on lease terminations. Compensation expense increased in both dollar amount and as a percentage of gross profit due primarily to an increase in used vehicles sales compensation related to the increase in used vehicles sales. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense decreased in both dollar amount and as a percentage of gross profit, primarily due to a gain on lease terminations. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit as a result of higher information technology expenses as well as a gain on the sale of real estate during the prior year period.

For the EchoPark Segment, SG&A expenses for the nine months ended September 30, 2026 include approximately \$3.0 million of pre-tax gain on exit of leased dealerships. For the nine months ended September 30, 2025, amount includes approximately \$0.9 million of pre-tax gain on dispositions.

Powersports Segment Reported SG&A Expenses

The following tables set forth information related to our Powersports Segment reported SG&A expenses:

	Three Months Ended September 30,				Better / (Worse)	
	2026		2025		Change	% Change
(In millions)						
SG&A Expenses:						
Compensation	\$	12.6	\$	9.7	\$ (2.9)	(30) %
Advertising		0.5		0.3	(0.2)	(67) %
Rent		—		(0.2)	(0.2)	(100) %
Other		4.7		3.2	(1.5)	(47) %
Total SG&A expenses	\$	17.8	\$	13.0	\$ (4.8)	(37) %
SG&A expenses as a % of gross profit:						
Compensation		43.1 %		41.6 %	(150) bps	
Advertising		1.7 %		1.3 %	(40) bps	
Rent		— %		(0.9) %	(90) bps	
Other		15.9 %		13.8 %	(210) bps	
Total SG&A expenses as a % of gross profit		60.7 %		55.8 %	(490) bps	

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions)			
SG&A Expenses:				
Compensation	\$ 29.9	\$ 23.1	\$ (6.8)	(29)%
Advertising	1.5	0.8	(0.7)	(88)%
Rent	—	(0.7)	(0.7)	(100)%
Other	10.7	9.6	(1.1)	(11)%
Total SG&A expenses	<u>\$ 42.1</u>	<u>\$ 32.8</u>	<u>\$ (9.3)</u>	(28)%
SG&A expenses as a % of gross profit:				
Compensation	50.7 %	52.0 %	130 bps	
Advertising	2.5 %	1.8 %	(70) bps	
Rent	— %	(1.6)%	(160) bps	
Other	18.1 %	21.6 %	350 bps	
Total SG&A expenses as a % of gross profit	71.3 %	73.8 %	250 bps	

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Powersports Segment SG&A - Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

The Powersports Segment's total SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to increased compensation expense. Compensation expense increased in both dollar amount and as a percentage of gross profit due primarily to an increase in sales compensation expenses due to higher overall retail activity, supervisor compensation expense and bonus expense. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense increased in both dollar amount and as a percentage of gross profit, primarily due to a decrease in rental income. Other SG&A expenses increased in both dollar amount and as a percentage of gross profit, primarily due to higher insurance expenses.

For the three months ended September 30, 2025, amount includes approximately \$0.2 million of pre-tax charges related to dispositions.

Powersports Segment SG&A - Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

The Powersports Segment's total SG&A expenses increased in dollar amount and decreased as a percentage of gross profit, primarily due to higher levels of gross profit that better leverage fixed expenses. Compensation expense increased in dollar amount due primarily to higher overall retail activity, and decreased as a percentage of gross profit as a result of higher overall gross profit and favorable gross profit mix shifts in Fixed Operations and F&I. Advertising expense increased in both dollar amount and as a percentage of gross profit, as a result of adapting our advertising spending to current retail automotive market conditions. Rent expense increased in both dollar amount and as a percentage of gross profit, primarily due to a decrease in rental income. Other SG&A expenses increased in dollar amount despite losses related to dispositions in the prior year and decreased as a percentage of gross profit, primarily related to higher overall gross profit.

For the nine months ended September 30, 2025, amount includes approximately \$1.1 million of pre-tax charges related to dispositions.

Impairment Charges – Consolidated

There were no impairment charges for the three months ended September 30, 2026. Impairment charges were approximately \$0.4 million for the nine months ended September 30, 2026. These charges were primarily related to the write-off of construction-in-progress assets within our Franchised Dealerships Segment. There were no impairment charges for the three months ended September 30, 2025. Impairment charges were approximately \$173.8 million for the nine months ended September 30, 2025. These charges primarily reflect the results of our annual franchise asset impairment test as of April 30, 2025, which required an impairment charge of \$172.4 million.

Depreciation and Amortization – Consolidated

Depreciation and amortization expense decreased approximately \$2.9 million, or 7%, and \$4.7 million, or 4%, during the three and nine months ended September 30, 2026, respectively, due primarily to changes in estimates related to the useful lives of certain buildings and improvements, resulting in lower depreciation expense.

Interest Expense, Floor Plan – Consolidated

We typically maintain a floor plan deposit balance (as shown in the table below under the heading "Liquidity and Capital Resources") that earns interest income based on the used floor plan interest rate, effectively reducing net used vehicle floor plan interest expense. The floor plan deposit balance was \$190.0 million and \$175.0 million as of September 30, 2026 and September 30, 2025, respectively, and was \$300.0 million and \$340.0 million as of December 31, 2025 and December 31, 2024, respectively. Our interest expense, floor plan fluctuates with changes in our outstanding borrowings and associated interest rates, which are variable based on one-month Term SOFR or the U.S. prime rate, plus credit spreads specified in the applicable agreements.

Three Months Ended September 30, 2026 Compared to Three Months Ended September 30, 2025

Interest expense, floor plan for new vehicles increased \$0.2 million. The average new vehicle floor plan notes payable balance increased \$210.6 million, driving \$2.9 million of the overall increase. The average interest rate applied to the new vehicle floor plan decreased in the three months ended September 30, 2026, offsetting \$2.7 million of the overall increase.

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Interest expense, floor plan for used vehicles increased \$0.3 million, including the effect of interest income earned on the floor plan deposit balance, offsetting \$0.6 million of the increase. Excluding the effect of the floor plan deposit balance, interest expense, floor plan for used vehicles increased \$0.9 million. The average used vehicle floor plan notes payable balance increased \$102.3 million, driving \$1.7 million of that increase. The average interest rate applied to the used vehicle floor plan decreased in the three months ended September 30, 2026, offsetting \$0.8 million of that increase.

Nine Months Ended September 30, 2026 Compared to Nine Months Ended September 30, 2025

Interest expense, floor plan for new vehicles decreased \$0.3 million. The average interest rate applied to the new vehicle floor plan decreased in the nine months ended September 30, 2026, driving \$7.3 million of the overall decrease. The average new vehicle floor plan notes payable balance increased \$172.6 million, offsetting \$7.0 million of the overall decrease.

Interest expense, floor plan for used vehicles increased \$2.7 million including the effect of interest income earned on the floor plan deposit balance, which drove \$1.9 million of the increase. Excluding that effect, interest expense, floor plan for used vehicles increased \$0.8 million. The average used vehicle floor plan notes payable balance increased \$75.8 million, driving \$3.8 million of that increase. The average interest rate applied to the used vehicle floor plan decreased in the nine months ended September 30, 2026, offsetting \$3.0 million of that increase.

Interest Expense, Other, Net – Consolidated

Interest expense, other, net is summarized in the tables below:

	Three Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions)			
Stated/coupon interest	\$ 20.5	\$ 20.2	\$ (0.3)	(1)%
Deferred loan cost amortization	1.7	1.4	(0.3)	(21)%
Interest rate hedge expense (benefit)	0.2	—	(0.2)	(100)%
Capitalized interest	(1.0)	(0.6)	0.4	67 %
Interest on finance lease liabilities	6.4	6.2	(0.2)	(3)%
Other interest	2.8	0.3	(2.5)	(833)%
Total interest expense, other, net	<u>\$ 30.6</u>	<u>\$ 27.5</u>	<u>\$ (3.1)</u>	<u>(11)%</u>

	Nine Months Ended September 30,		Better / (Worse)	
	2026	2025	Change	% Change
	(In millions)			
Stated/coupon interest	\$ 61.2	\$ 61.0	\$ (0.2)	— %
Deferred loan cost amortization	4.9	4.1	(0.8)	(20)%
Interest rate hedge expense (benefit)	0.3	0.1	(0.2)	(200)%
Capitalized interest	(2.4)	(1.8)	0.6	33 %
Interest on finance lease liabilities	19.5	18.3	(1.2)	(7)%
Other interest	5.7	0.8	(4.9)	(613)%
Total interest expense, other, net	<u>\$ 89.2</u>	<u>\$ 82.5</u>	<u>\$ (6.7)</u>	<u>(8)%</u>

Interest expense, other, net increased approximately \$3.1 million, or 11%, during the three months ended September 30, 2026, and increased approximately \$6.7 million, or 8%, during the nine months ended September 30, 2026. The \$3.1 million increase is primarily due to interest expense for the three months ended September 30, 2026 of \$2.4 million related to the Bridge Facility entered into on March 27, 2026 and \$2.2 million related to the Sidecar Facility draw on October 24, 2025, partially offset by decreases related to regular principal repayments. The \$6.7 million increase is primarily due to interest expense for the nine months ended September 30, 2026 of \$4.8 million related to the Bridge Facility entered into on March 27, 2026 and \$6.5 million related to the Sidecar Facility draw on October 24, 2025, partially offset by decreases related to regular principal repayments.

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Income Taxes

The overall effective income tax rate was 28.5% for both the three and nine months ended September 30, 2026, compared to 34.3% and 27.9% for the three and nine months ended September 30, 2025, respectively. Sonic's effective income tax rate generally varies from year to year based on the level of taxable income, the distribution of taxable income between states in which the Company operates and other tax adjustments. We generally expect our overall effective tax rate to range from 27% to 30%. The effective income tax rate in the three and nine month periods ended September 30, 2025 was impacted by the effect of the non-cash impairment charges related to indefinite-lived franchise assets, the effect of certain permanent items on relatively low pre-tax income amounts and discrete tax charges.

Liquidity and Capital Resources

We require cash to service debt, meet lease obligations, manage working capital requirements, make facility and other capital improvements, pay dividends on our common stock, finance acquisitions and otherwise invest in our business. We rely on cash flows from operations, borrowings under our revolving credit and floor plan facilities, real estate mortgage financing, asset sales and offerings of debt and equity securities to meet these requirements. However, our liquidity could be negatively affected by business performance and could result in a failure to comply with the financial covenants in our existing debt obligations or lease arrangements. Cash flows provided by our dealerships are derived from various sources including, primarily, individual consumers, automobile manufacturers, automobile manufacturers' captive finance subsidiaries and other financial institutions. Disruptions in these cash flows could have a material adverse impact on our operations and overall liquidity.

Because the majority of our consolidated assets are held by our dealership subsidiaries, the majority of our cash flows from operations are generated by these subsidiaries. As a result, our cash flows and our ability to service our obligations depend to a substantial degree on the results of operations of these subsidiaries, their contractual obligations and capital requirements, and their ability to provide us with cash.

We had the following liquidity resources available as of September 30, 2026 and December 31, 2025:

	September 30, 2026	December 31, 2025
	(In millions)	
Cash and cash equivalents	\$ 10.7	\$ 6.3
Floor plan deposit balance	190.0	300.0
Availability under the Revolving Credit Facility	289.5	300.3
Availability under the Mortgage and Sidecar Facilities	95.0	95.0
Total available liquidity resources	\$ 585.2	\$ 701.6

We maintain a floor plan deposit balance (as shown in the table above) that offsets interest based on the agreed upon floor plan interest rate, effectively reducing the net used vehicle floor plan interest expense. This deposit balance is not designated as a prepayment of notes payable - floor plan, nor is it our intent to use this amount to settle principal amounts owed under notes payable - floor plan in the future, although we have the right and ability to do so. The deposit balances of \$190.0 million as of September 30, 2026 and \$300.0 million as of December 31, 2025 are classified as other current assets in the accompanying unaudited condensed consolidated balance sheets as of September 30, 2026 and December 31, 2025.

Floor Plan Facilities

The weighted-average interest rates for our combined new and used vehicle floor plan facilities were 5.02% and 5.65% for the three months ended September 30, 2026 and 2025, respectively, and 4.99% and 5.66% for the nine months ended September 30, 2026 and 2025, respectively. Excluding the effect of interest income earned on the floor plan deposit balance, the weighted-average interest rates for our combined new and used vehicle floor plan facilities were 5.05% and 5.67% for the three months ended September 30, 2026 and 2025, respectively, and 5.03% and 5.70% for the nine months ended September 30, 2026 and 2025, respectively.

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We receive floor plan assistance in the form of direct payments or credits from certain manufacturers. Floor plan assistance received is capitalized in inventory and recorded as a reduction of cost of sales when the associated inventory is sold. We received \$17.2 million and \$17.3 million in manufacturer assistance in the three months ended September 30, 2026 and 2025, respectively, and \$47.3 million and \$49.3 million in manufacturer assistance in the nine months ended September 30, 2026 and 2025, respectively. We recognized in cost of sales \$15.9 million and \$17.2 million in manufacturer assistance in the three months ended September 30, 2026 and 2025, respectively and \$46.5 million and \$49.0 million in manufacturer assistance in the nine months ended September 30, 2026 and 2025, respectively. Interest payments under each of our floor plan facilities are due monthly and we are generally not required to make principal repayments prior to the sale of the associated vehicles. The total notes payable - floor plan balance of approximately \$2.3 billion as of September 30, 2026 is classified as current liabilities in the accompanying unaudited condensed consolidated balance sheet as of such date.

Long-Term Debt and Credit Facilities

See Note 6, "Long-Term Debt," to the accompanying unaudited condensed consolidated financial statements for a discussion of our senior notes, mortgage notes and credit facilities and compliance with debt covenants.

Capital Expenditures

Our capital expenditures include the purchase of land and buildings, the construction of new franchised dealerships, EchoPark and powersports stores and collision repair centers, building improvements and equipment purchased for use in our franchised dealerships and EchoPark and powersports stores. We selectively construct new or improve existing franchised dealership facilities to maintain compliance with manufacturers' image requirements. We typically finance these projects through cash flows from operations, new mortgages or our credit facilities.

Capital expenditures in the nine months ended September 30, 2026 were approximately \$223.7 million, including approximately \$206.1 million related to our Franchised Dealerships Segment, approximately \$14.1 million related to our EchoPark Segment and approximately \$3.5 million related to our Powersports Segment. Of the total capital expenditures, approximately \$67.7 million was related to facility construction projects, approximately \$97.2 million was related to real estate projects (buildings and improvements) and approximately \$58.8 million was for other fixed assets utilized in our operations.

All of the \$223.7 million in gross capital expenditures in the nine months ended September 30, 2026 was funded through existing cash balances. As of September 30, 2026, commitments for facility construction projects totaled approximately \$81.3 million, nearly all of which is expected to be completed or paid in the next 12 months.

Share Repurchase Program

Our Board of Directors has authorized us to repurchase shares of our Class A Common Stock. Historically, we have used share repurchases to offset dilution resulting from the exercise of stock options or the vesting of equity compensation awards and to maintain our desired capital structure. During the three months ended September 30, 2026, we did not repurchase any shares of our Class A Common Stock. During the nine months ended September 30, 2026, we repurchased 2.2 million shares of our Class A Common Stock for \$142.0 million in open-market transactions at prevailing market prices and in connection with tax withholding on the vesting of equity compensation awards. As of September 30, 2026, our total remaining share repurchase authorization was \$527.9 million. Under the Credit Facilities and Senior Notes, share repurchases are permitted to the extent that no continuing Event of Default exists and we do not exceed the restrictions set forth within.

Our share repurchase activity is subject to the business judgment of our Board of Directors and management, taking into consideration our historical and projected results of operations, financial condition, cash flows, capital requirements and covenant compliance, the current economic environment and other factors considered by our Board of Directors and management to be relevant. These factors are considered each quarter and will be scrutinized as our Board of Directors and management determine our share repurchase policy in the future.

Dividends

During the three months ended September 30, 2026, our Board of Directors approved a cash dividend of \$0.41 per share on all outstanding shares of Class A and Class B Common Stock as of September 15, 2026, which was paid on October 15, 2026. Subsequent to September 30, 2026, our Board of Directors approved a cash dividend of \$0.41 per share on all outstanding shares of Class A and Class B Common Stock as of December 15, 2026 to be paid on January 15, 2027. The Credit Facilities and Senior Notes permit quarterly cash dividends on our Class A and Class B Common Stock up to certain limits so long as no continuing Event of Default has occurred and provided that we remain in compliance with all financial covenants therein. Dividends in excess of those limits are subject to the limitations on restricted payments set forth in the Credit Facilities and Senior Note Indentures. The declaration and payment of any future dividend is subject to the business judgment of our Board of Directors, taking into consideration our historical and projected results of operations, financial condition, cash flows, capital requirements and covenant compliance, share repurchases, the current economic environment and other factors considered to be relevant. These factors are considered each quarter and will be scrutinized as our Board of Directors determines our dividend policy in the future. There is no guarantee that additional dividends will be declared and paid at any time in the future. See Note 6, "Long-Term Debt," to the accompanying unaudited condensed consolidated financial statements for a description of restrictions on the payment of dividends.

Cash Flows

Cash Flows from Operating Activities— Net cash used in operating activities in the nine months ended September 30, 2026 was approximately \$14.5 million. This use of cash was comprised primarily of an increase in inventories, partially offset by net income adjusted for non-cash items, decreases in receivables and other assets, an increase in trade accounts payable and other liabilities, and an increase in notes payable – floorplan – trade. Net cash provided by operating activities in the nine months ended September 30, 2025 was approximately \$500.5 million. This provision of cash was comprised primarily of net income adjusted for non-cash items, a decrease in receivables and an increase in trade accounts payable and other liabilities.

We arrange our inventory floor plan financing through both manufacturer captive finance companies and a syndicate of manufacturer-affiliated finance companies and commercial banks. Our floor plan financed with manufacturer captives is recorded in the accompanying unaudited condensed consolidated balance sheets as notes payable - floor plan - trade (with the change in balance being reflected in operating cash flows). Our dealerships that obtain floor plan financing from a syndicate of manufacturer-affiliated finance companies and commercial banks record their obligation in the accompanying unaudited condensed consolidated balance sheets as notes payable - floor plan - non-trade (with the change in balance being reflected in financing cash flows).

Net cash provided by combined trade and non-trade floor plan financing was approximately \$465.3 million in the nine months ended September 30, 2026. Net cash provided by combined trade and non-trade floor plan financing was approximately \$222.1 million in the nine months ended September 30, 2025. Accordingly, if all changes in floor plan notes payable were classified as an operating activity (to align changes in floor plan liability balances with the associated changes in inventory balances for cash flow classification), the result would have been net cash provided by operating activities of approximately \$424.2 million and \$729.7 million in the nine months ended September 30, 2026 and 2025, respectively.

Cash Flows from Investing Activities— Net cash used in investing activities in the nine months ended September 30, 2026 was approximately \$329.7 million. This use of cash was comprised primarily of the purchases of land, property, and equipment and the purchase of businesses, net of cash acquired, partially offset by proceeds from sales of dealerships and proceeds from sales of property and equipment. Net cash used in investing activities in the nine months ended September 30, 2025 was approximately \$494.3 million. This use of cash was comprised primarily of the purchase of businesses, net of cash acquired, and land, property and equipment.

Cash Flows from Financing Activities— Net cash provided by financing activities in the nine months ended September 30, 2026 was approximately \$348.6 million. This provision of cash was comprised primarily of net borrowings on notes payable – floor plan – non-trade and proceeds from borrowings, partially offset by purchases of treasury stock, principal payments on long-term debt, principal payments on long-term lease liabilities, and payments of dividends. Net cash provided by financing activities in the nine months ended September 30, 2025 was approximately \$39.2 million. This provision of cash was comprised primarily of net borrowings on notes payable – floor plan – non-trade, partially offset by payments on long-term debt, purchases of treasury stock and payments of dividends.

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One metric that management uses to measure operating performance is Adjusted EBITDA (a non-GAAP financial measure) for each of the Company's reportable segments and on a consolidated basis. We believe Adjusted EBITDA enables our operating performance to be compared across reporting periods on a consistent basis by excluding non-floor plan financing costs, non-cash items such as depreciation and amortization, stock-based compensation expense, and impairment charges, and other items that may affect the comparability of reporting periods, including, but not limited to, gains or losses from acquisitions or dispositions, facility exit costs, severance and long-term compensation charges, and storm damage charges. This non-GAAP financial measure is reconciled to net income (the most directly comparable GAAP financial measure) in the table below:

	Three Months Ended September 30, 2026				Three Months Ended September 30, 2025				
	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total	
	(In millions)								
Net income				\$ 41.1				\$ 46.8	
Provision for income taxes				16.4				24.4	
Income (loss) before taxes	\$ 47.6	\$ 2.0	\$ 7.9	\$ 57.5	\$ 60.8	\$ 2.6	\$ 7.8	\$ 71.2	
Non-floor plan interest (1)	27.4	0.3	0.8	28.5	24.7	0.4	0.7	25.8	
Depreciation & amortization (2)	33.6	5.0	1.8	40.4	36.3	5.1	1.4	42.9	
Stock-based compensation expense	6.9	—	—	6.9	5.8	—	—	5.8	
Loss (gain) on exit of leased dealerships	0.6	0.6	—	1.2	—	—	—	—	
Acquisition and disposition-related (gain) loss	—	—	—	—	2.8	0.1	0.2	3.0	
Storm damage charges	0.9	—	—	0.9	—	—	—	—	
Loss (gain) on legal settlements	(1.0)	—	—	(1.0)	0.7	—	—	0.7	
Adjusted EBITDA (3)	\$ 116.0	\$ 7.9	\$ 10.5	\$ 134.4	\$ 131.1	\$ 8.2	\$ 10.1	\$ 149.4	

Note: Due to rounding, segment level financial data may not sum to consolidated results.

- (1) Includes the following line items from the accompanying unaudited condensed consolidated statements of operations, net of any amortization of debt issuance costs or net debt discount/premium included in footnote (2) below: interest expense, other, net.
- (2) Includes the following line items from the accompanying unaudited condensed consolidated statements of cash flows: depreciation and amortization of property and equipment; debt issuance cost amortization; and debt discount amortization, net of premium and other amortization.
- (3) Adjusted EBITDA is a non-GAAP financial measure.

	Nine Months Ended September 30, 2026					Nine Months Ended September 30, 2025										
	Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total		Franchised Dealerships Segment	EchoPark Segment	Powersports Segment	Total							
	(In millions)															
Net income				\$	159.4				\$	71.8						
Provision for income taxes					63.5					27.8						
Income (loss) before taxes	\$	189.3	\$	25.4	\$	8.2	\$	222.9	\$	78.5	\$	24.4	\$	(3.3)	\$	99.6
Non-floor plan interest (1)		80.3		0.9		2.3		83.5		74.3		1.3		2.1		77.7
Depreciation & amortization (2)		100.8		17.1		4.8		122.7		107.1		15.4		3.9		126.4
Stock-based compensation expense		17.9		—		—		17.9		17.3		—		—		17.3
Loss (gain) on exit of leased dealerships		0.6		(3.0)		—		(2.4)		—		—		—		—
Impairment charges		0.4		—		—		0.4		165.9		0.2		7.6		173.8
Cyber insurance proceeds		—		—		—		(40.0)		—		—		—		(40.0)
Acquisition and disposition-related (gain) loss		(5.1)		—		—		(5.1)		5.5		(0.9)		1.1		5.6
Storm damage charges		2.1		—		—		2.1		5.0		—		—		5.0
Loss (gain) on legal settlements		(1.0)		—		—		(1.0)		0.7		—		—		0.7
Adjusted EBITDA (3)	\$	385.3	\$	40.4	\$	15.3	\$	441.0	\$	414.3	\$	40.4	\$	11.4	\$	466.1

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Note: Due to rounding, segment level financial data may not sum to consolidated results.

- (1) Includes the following line items from the accompanying unaudited condensed consolidated statements of operations, net of any amortization of debt issuance costs or net debt discount/premium included in footnote (2) below: interest expense, other, net.
- (2) Includes the following line items from the accompanying unaudited condensed consolidated statements of cash flows: depreciation and amortization of property and equipment; debt issuance cost amortization; and debt discount amortization, net of premium and other amortization.
- (3) Adjusted EBITDA is a non-GAAP financial measure.

Seasonality

Our operations are subject to seasonal variations. Due in part to our franchised dealerships brand mix and the seasonal nature of automotive retail, the first quarter historically has contributed less operating profit than the second and third quarters, while the fourth quarter historically has contributed the highest operating profit of any quarter. Weather conditions and the timing of manufacturer incentive programs and model changeovers cause seasonality and may adversely affect vehicle demand and, consequently, our profitability. Comparatively, parts and service demand has historically remained stable throughout the year.

Future Liquidity Outlook

We believe our best sources of liquidity for operations and debt service remain cash flows generated from operations combined with availability under our Credit Facilities (including the Floor Plan Facilities), Mortgage Facility and Sidecar Facility (or any replacements thereof), Bridge Facility, real estate mortgage financing, selected dealership and other asset sales, along with our ability to raise funds in the capital markets through offerings of debt or equity securities. Because the majority of our consolidated assets are held by our dealership subsidiaries, the majority of our cash flows from operations are generated by these subsidiaries. As a result, our cash flows and our ability to service our obligations depend to a substantial degree on the results of operations of these subsidiaries, their contractual obligations and capital requirements, and their ability to provide us with cash.

We do not currently anticipate any materially negative changes to our cost of, or access to, capital over the next 12 months.

Off-Balance Sheet Arrangements

Guarantees and Indemnification Obligations

In connection with the operation and disposition of our dealerships, we have entered into various guarantees and indemnification obligations. When we sell dealerships, we attempt to assign any related lease to the buyer of the dealership to eliminate any future liability. However, if we are unable to assign the related leases to the buyer, we will attempt to sublease the leased properties to the buyer at a rate equal to the terms of the original leases. In the event we are unable to sublease the properties to the buyer with terms at least equal to our leases, we may be required to record lease exit accruals. As of September 30, 2026, our future gross minimum lease payments related to properties subleased to buyers of sold dealerships totaled approximately \$1.3 million. Future sublease payments expected to be received related to these lease payments were approximately \$0.9 million at September 30, 2026.

In accordance with the terms of agreements entered into for the sale of our dealerships, we generally agree to indemnify the buyer from certain liabilities and costs arising subsequent to the date of sale, including environmental exposure and exposure resulting from the breach of representations or warranties made in accordance with the agreements. While our exposure with respect to environmental remediation is difficult to quantify, our maximum exposure associated with these general indemnifications was approximately \$13.7 million as of September 30, 2026 and \$3.0 million as of December 31, 2025. These indemnifications typically expire within a period of one to three years following the date of sale. The estimated fair value of these indemnifications was not material and the amount recorded for this contingency was not significant at September 30, 2026.

We expect the aggregate amount of the obligations we guarantee to fluctuate based on dealership disposition activity. Although we seek to mitigate our exposure in connection with these matters, these guarantees and indemnification obligations, including environmental exposures and the financial performance of lease assignees and sublessees, cannot be predicted with certainty. An unfavorable resolution of one or more of these matters could have a material adverse effect on our liquidity and capital resources. See Note 7, "Commitments and Contingencies," to the accompanying unaudited condensed consolidated financial statements and Note 12, "Commitments and Contingencies," to the consolidated financial statements in our Annual

SONIC AUTOMOTIVE, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Report on Form 10-K for the year ended December 31, 2025 for further discussion regarding these guarantees and indemnification obligations.

Item 3. Quantitative and Qualitative Disclosures About Market Risk.

Interest Rate Risk

Our variable rate debt, which includes our Floor Plan Facilities, Revolving Credit Facility, Mortgage Facility, Sidecar Facility, Bridge Facility and certain notes to finance companies, exposes us to risks caused by fluctuations in interest rates. The total net outstanding balance of our variable rate debt was \$2.7 billion at September 30, 2026. Based on that amount, a 1.0% change in the underlying interest rates would affect interest expense by \$20.4 million over a nine month period. Of that amount, \$15.8 million would have resulted from the floor plan, net of offset.

Item 4. Controls and Procedures.

Disclosure Controls and Procedures – Under the supervision and with the participation of our management, including our Chief Executive Officer (“CEO”) and our Chief Financial Officer (“CFO”), we evaluated the effectiveness of our disclosure controls and procedures (as such term is defined in Rule 13a-15(e) and Rule 15d-15(e) under the Securities Exchange Act of 1934, as amended (the “Exchange Act”)) as of September 30, 2026. Based upon that evaluation, our CEO and our CFO concluded that our disclosure controls and procedures were effective as of September 30, 2026.

Changes in Internal Control Over Financial Reporting – There were no changes in our internal control over financial reporting during the quarter ended September 30, 2026, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Because of its inherent limitations, internal control over financial reporting can provide only reasonable assurance that the objectives of the control system are met and may not prevent or detect misstatements. In addition, any evaluation of the effectiveness of internal control over financial reporting in future periods is subject to risk that those internal controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

PART II – OTHER INFORMATION

Item 1. Legal Proceedings.

For information regarding legal proceedings, see the discussion under the heading “Legal Matters” in Note 7, “Commitments and Contingencies,” to the accompanying unaudited condensed consolidated financial statements.

Item 1A. Risk Factors.

There have been no material changes in our risk factors from those included in “Item 1A. Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2025.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

See “Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations” for a description of restrictions on share repurchases.

Item 5. Other Information.

Insider Trading Arrangements

None of our directors or officers (as defined in Rule 16a-1(f) under the Exchange Act) adopted, modified or terminated a “Rule 10b5-1 trading arrangement” or a “non-Rule 10b5-1 trading arrangement” (as each term is defined in Item 408 of Regulation S-K) during the quarter ended September 30, 2026.

Item 6. Exhibits.

Exhibit No.	Description
3.1	<u>Amended and Restated Certificate of Incorporation of Sonic Automotive, Inc., dated August 7, 1997 (incorporated by reference to Exhibit 3.1 to the Annual Report on Form 10-K for the year ended December 31, 2020 (File No. 001-13395)).</u>
3.2	<u>Certificate of Designation, Preferences and Rights of Class A Convertible Preferred Stock, dated March 20, 1998 (incorporated by reference to Exhibit 3.2 to the Quarterly Report on Form 10-Q for the quarter ended March 31, 2017 (File No. 001-13395)).</u>
3.3	<u>Certificate of Amendment to the Amended and Restated Certificate of Incorporation of Sonic Automotive, Inc., dated June 16, 1999 (incorporated by reference to Exhibit 3.3 to the Quarterly Report on Form 10-Q for the quarter ended March 31, 2017 (File No. 001-13395)).</u>
3.4	<u>Certificate of Amendment to the Amended and Restated Certificate of Incorporation of Sonic Automotive, Inc., dated April 18, 2017 (incorporated by reference to Exhibit 3.4 to the Quarterly Report on Form 10-Q for the quarter ended March 31, 2017 (File No. 001-13395)).</u>
3.5	<u>Certificate of Amendment to the Amended and Restated Certificate of Incorporation of Sonic Automotive, Inc., dated May 3, 2021 (incorporated by reference to Exhibit 4.4 to the Registration Statement on Form S-8 filed June 8, 2021 (File No. 333-256891)).</u>
3.6	<u>Certificate of Amendment to the Amended and Restated Certificate of Incorporation of Sonic Automotive, Inc., dated May 16, 2023 (incorporated by reference to Exhibit 3.6 to the Quarterly Report on Form 10-Q for the quarter ended June 30, 2023 (File No. 001-13395)).</u>
3.7	<u>Amended and Restated Bylaws of Sonic Automotive, Inc., dated February 10, 2021 (incorporated by reference to Exhibit 3.1 to the Current Report on Form 8-K filed February 12, 2021 (File No. 001-13395)).</u>
31.1*	<u>Certification of Principal Financial Officer pursuant to Rule 13a-14(a)/15d-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</u>
31.2*	<u>Certification of Principal Executive Officer pursuant to Rule 13a-14(a)/15d-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</u>
32.1**	<u>Certification of Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u>
32.2**	<u>Certification of Principal Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u>
101.INS*	Inline XBRL Instance Document.
101.SCH*	Inline XBRL Taxonomy Extension Schema Document.
101.CAL*	Inline XBRL Taxonomy Extension Calculation Linkbase Document.
101.DEF*	Inline XBRL Taxonomy Extension Definition Linkbase Document.
101.LAB*	Inline XBRL Taxonomy Extension Label Linkbase Document.
101.PRE*	Inline XBRL Taxonomy Extension Presentation Linkbase Document.
104*	Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101).

* Filed herewith.

** Furnished herewith.

SONIC AUTOMOTIVE, INC.

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 thereunto duly authorized.

SONIC AUTOMOTIVE, INC.

October 29, 2026

By: /s/ DAVID BRUTON SMITH
David Bruton Smith
Chairman and Chief Executive Officer

October 29, 2026

By: /s/ HEATH R. BYRD
Heath R. Byrd
Executive Vice President and Chief Financial Officer

CERTIFICATION

I, Heath R. Byrd, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Sonic Automotive, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

October 29, 2026

By: /s/ HEATH R. BYRD

Heath R. Byrd

Executive Vice President and Chief Financial Officer

CERTIFICATION

I, David Bruton Smith, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Sonic Automotive, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

October 29, 2026

By: /s/ DAVID BRUTON SMITH

David Bruton Smith

Chairman and Chief Executive Officer

**CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Sonic Automotive, Inc. (the Company) on Form 10-Q for the period ended September 30, 2026, as filed with the Securities and Exchange Commission on the date hereof (the Report), I, Heath R. Byrd, Executive Vice President and Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that to my knowledge:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ HEATH R. BYRD

Heath R. Byrd

Executive Vice President and Chief Financial Officer

October 29, 2026

**CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Sonic Automotive, Inc. (the Company) on Form 10-Q for the period ended September 30, 2026, as filed with the Securities and Exchange Commission on the date hereof (the Report), I, David Bruton Smith, Chairman and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that to my knowledge:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ DAVID BRUTON SMITH

David Bruton Smith

Chairman and Chief Executive Officer

October 29, 2026