SONIC AUTOMOTIVE

Investor Presentation | First Quarter 2026

Updated April 29, 2026

Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements relate to future events, are not historical facts and are based on our current expectations and assumptions regarding our business, the economy and other future conditions. These statements can generally be identified by lead-in words such as "may," "will," "should," "could," "believe," "expect," "estimate," "anticipate," "intend," "plan," "project," "foresee" and other similar words or phrases. Statements that describe our Company's objectives, plans or goals are also forward-looking statements. Examples of such forward-looking information we may be discussing in this presentation include, without limitation, the potential impact of tariffs on new vehicle pricing, inventory levels, and consumer demand, our anticipated future new vehicle unit sales volume, revenues and profitability (including per unit data), our anticipated future used vehicle unit sales volume, revenues and profitability (including per unit data), future levels of consumer demand for new and used vehicles, our anticipated future parts, service and collision repair ("Fixed Operations") gross profit, our anticipated future finance and insurance ("F&I") gross profit, our anticipated expense reductions, targeted increases to our technician headcount, hybrid and electric vehicle trends and related GPU headwinds, long-term annual revenue and profitability targets, anticipated future growth capital expenditures, profitability and pricing expectations in our EchoPark Segment, EchoPark's omnichannel strategy, anticipated future EchoPark population coverage, anticipated future EchoPark revenue and unit sales volume, anticipated future performance and growth of our Franchised Dealerships Segment, anticipated growth and profitability of our Powersports Segment, anticipated liquidity positions, anticipated industry new vehicle sales volume, anticipated industry used vehicle supply, the implementation of growth and operating strategies, including acquisitions of dealerships and properties, anticipated future acquisition synergies, the return of capital to stockholders, anticipated future success and impacts from the implementation of our strategic initiatives, and earnings per share expectations.

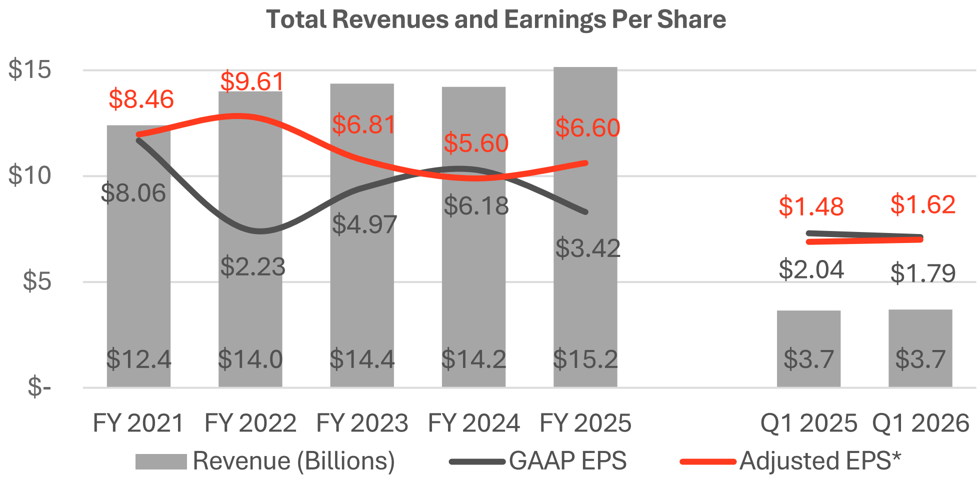
You are cautioned that these forward-looking statements are not guarantees of future performance, involve risks and uncertainties and actual results may differ materially from those projected in the forward-looking statements as a result of various factors. These risks and uncertainties include, without limitation, risks associated with tariffs, import product restrictions and foreign trade risks, economic conditions in the markets in which we operate, supply chain disruptions and manufacturing delays, labor shortages, the impacts of inflation and fluctuations in interest rates, new and used vehicle industry sales volume, the success of our operational strategies, the rate and timing of overall economic expansion or contraction, and the other risk factors described in the Company's Annual Report on Form 10-K for the year ended December 31, 2025 and other reports and information filed with the United States Securities and Exchange Commission (the "SEC").

These forward-looking statements, risks, uncertainties and additional factors speak only as of the date of this presentation. We undertake no obligation to update any such statements, except as required under federal securities laws and the rules and regulations of the SEC.

Sonic Automotive Company Overview

NYSE: SAH – A Fortune 500 Diversified Automotive Retailer

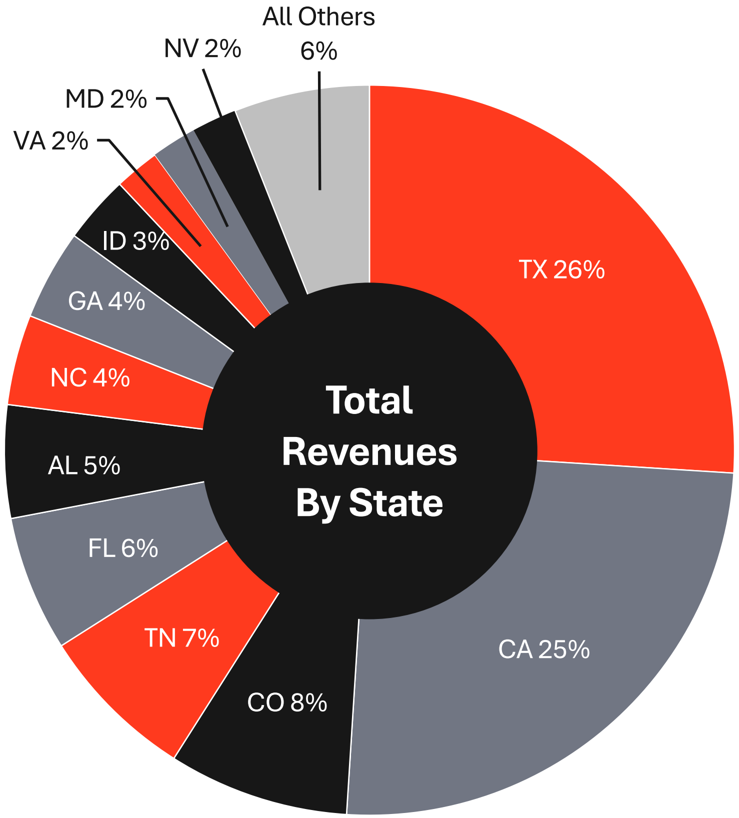
- Our Franchised Dealerships Segment is a full-service automotive retail business with a diversified brand portfolio and multiple strategic growth levers
  - 107 locations - $12.9 billion in FY 2025 revenues
- Our EchoPark Segment provides high growth potential in a highly fragmented pre-owned vehicle market
  - 18 locations - $2.1 billion in FY 2025 revenues
- Our Powersports Segment represents an early-stage consolidation growth opportunity at attractive multiples
  - 20 locations** - $203 million in FY 2025 revenues
- We believe our diversified business model provides balanced growth opportunities across our Franchised Dealerships, EchoPark and Powersports Segments that differentiates Sonic from other companies in the automotive retail space



Note: Location counts as of April 30, 2026. * Refer to appendix for calculation and reconciliation of Adjusted EPS (a non-GAAP measure).
** Includes Five Harley-Davidson Dealerships And One Authorized Retail Outlet Acquired In April 2026, Estimated To Generate $100 Million In Annualized Revenues. Actual results may differ. See “Forward-Looking Statements.”

Diversified Portfolio And Business Lines

Geographic Distribution

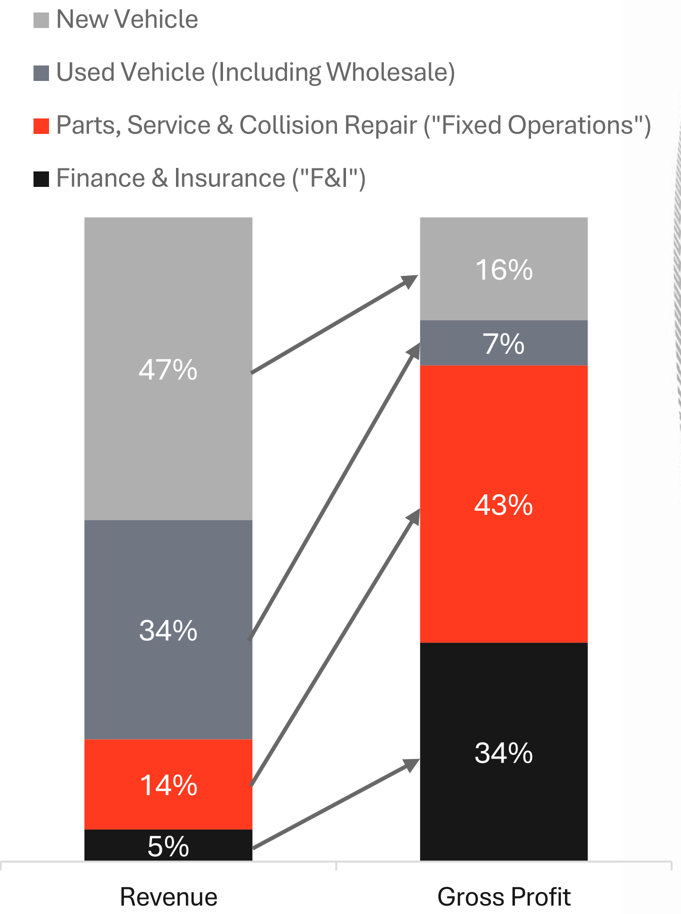


Brand Distribution

Category	% of Total Revenue	Franchised Brand	% of Total Revenue
Luxury	55%	BMW	20%
		Mercedes	11%
		Audi	5%
		Land Rover	5%
		Lexus	4%
		Porsche	4%
		Cadillac	3%
		Other Luxury (1)	3%
Import	19%	Honda	9%
		Toyota	7%
		Other Import (2)	3%
EchoPark	14%	Non-Franchised	14%
Domestic	11%	Chevrolet GMC Buick	5%
		Ford	4%
		Chrysler Dodge Jeep RAM	2%
Powersports	1%	Powersports (3)	1%

(1) Includes Jaguar, MINI, Polestar and Volvo
(2) Includes Hyundai, Nissan, Subaru and Volkswagen
(3) Includes Harley-Davidson, Kawasaki, BRP, Polaris, Honda, Suzuki, BMW Motorrad, Yamaha, Ducati, and Indian Motorcycle

Business Line Mix

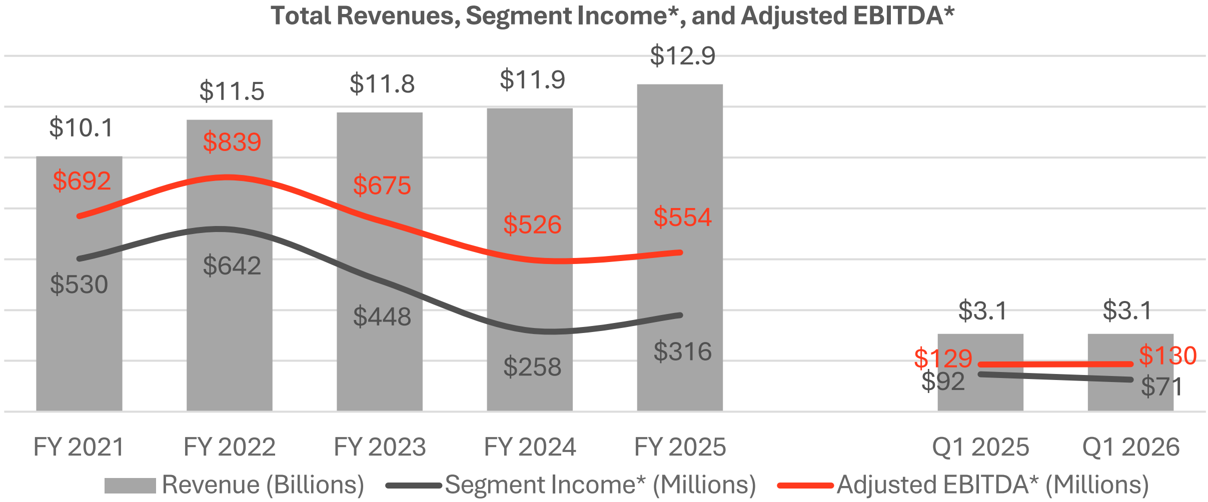


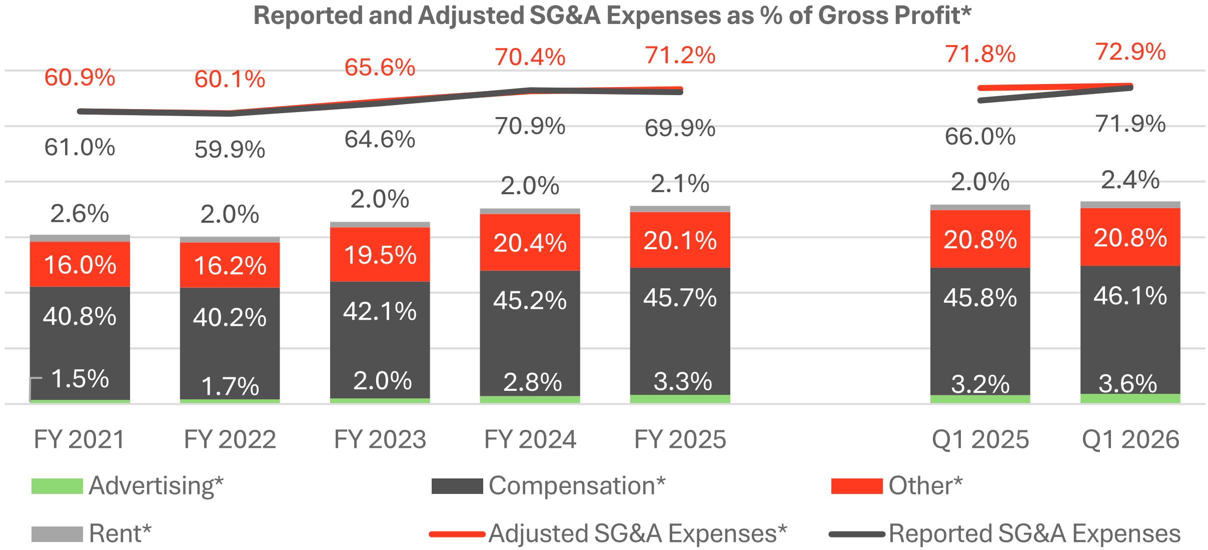
Note: Percentages are percent of total for year ended December 31, 2025.

Strategic Focus – Franchised Dealerships Segment

Franchised Dealerships Strategy

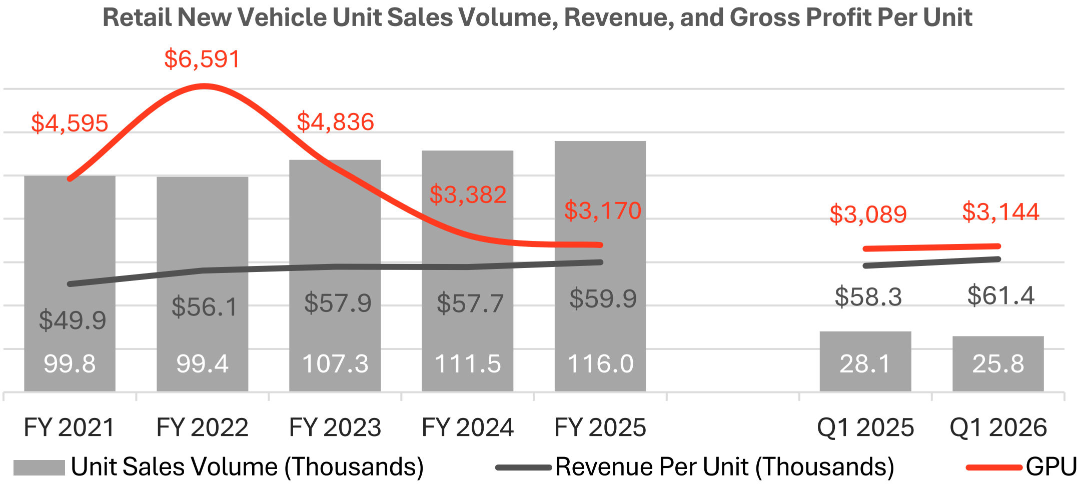
- Manage tariff impact on inventory and pricing strategy to maintain market share
- Focus on opportunities to emphasize growth in parts and service (Fixed Operations) and finance and insurance (F&I) revenues and gross profit
- Actively manage new and used vehicle inventory turnover and adapt to electric vehicle (EV) and hybrid electric vehicle (HEV) transition
- Focus on controllable selling, general and administrative (SG&A) expenses to maintain structural improvement in SG&A leverage as a percent of gross profit
- Opportunity to pursue accretive strategic acquisition opportunities to drive revenue growth and optimize our dealership network

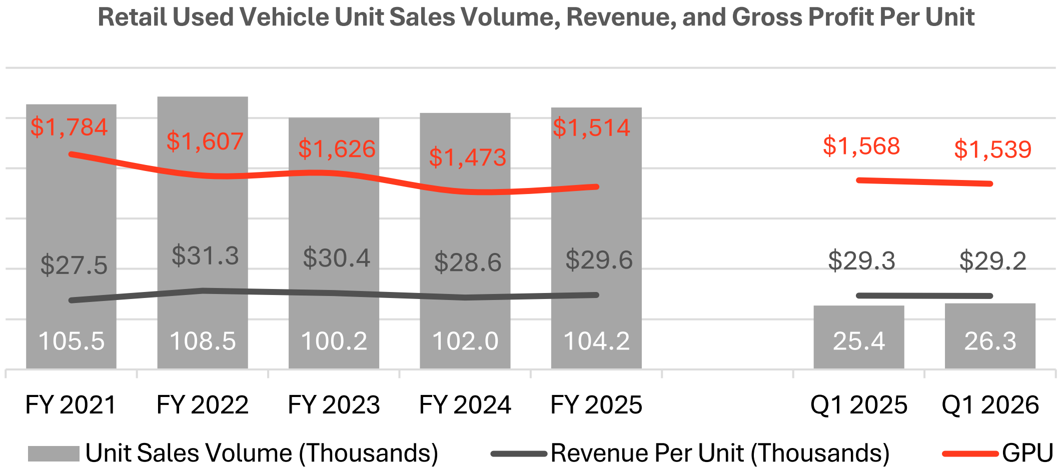




* Refer to appendix for calculation and reconciliation of Segment Income, Adjusted EBITDA and Adjusted SG&A Expenses As % Of Gross Profit (non-GAAP measures).

Strategic Focus – Franchised Dealerships Segment (continued)



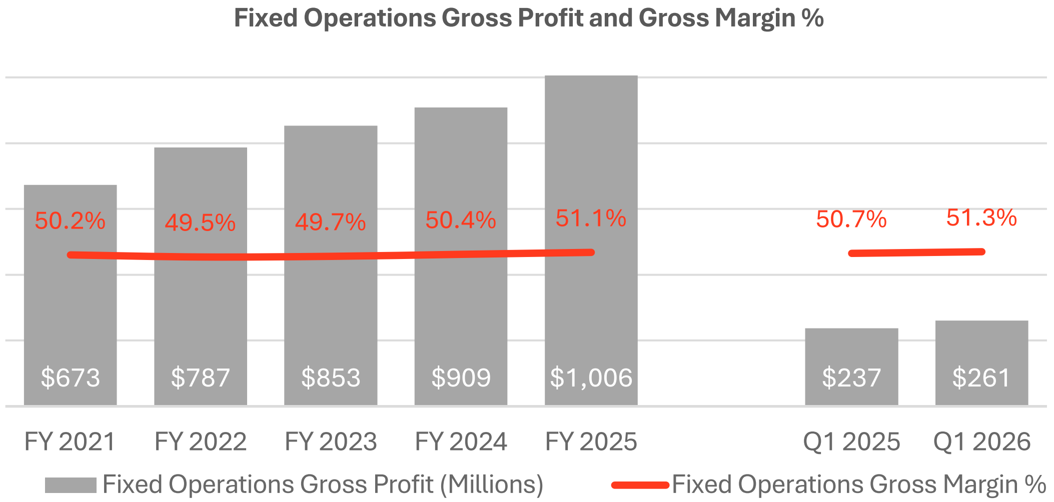


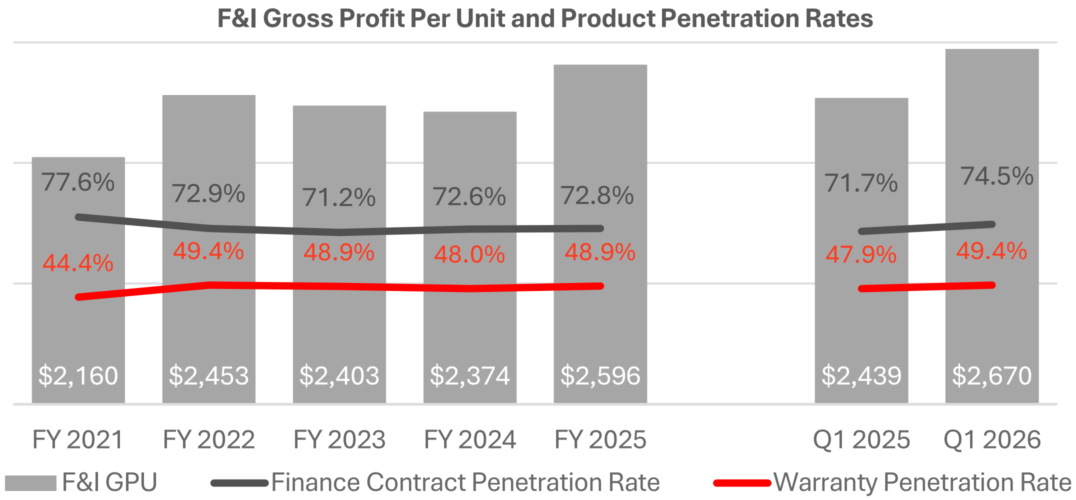
Retail New And Used Vehicles

- Tariffs may create volatility in new and used vehicle pricing, volume and GPU in 2026 and beyond
- The rate of new vehicle GPU decline has moderated, and we believe the "new normal" will remain higher than pre-pandemic levels, in the $2,500-$3,000 per unit range, subject to tariff impact on inventory levels, pricing and demand
- We believe used vehicle GPU may decline over time if we are able to drive higher retail used vehicle unit sales volume by supplementing our inventory levels as off-lease inventory supply begins to grow in 2026 and beyond
- Strategic focus to return to selling at least 100 retail used vehicles per store per month, on average (represents approximately 25% improvement in retail used vehicle volume throughput per store)
- As new and used vehicle sales volumes have recovered from pandemic-induced lows, F&I gross profit and fixed operations gross profit have benefitted from higher industry retail volume

Note: New and used vehicle GPU, sales volume, and F&I and fixed operations gross profit expectations and projections are estimates of future results. Actual results may differ. See “Forward-Looking Statements.”

Strategic Focus – Franchised Dealerships Segment (continued)





Fixed Operations And F&I

- Increased technician headcount and focus on technician retention and productivity is expected to drive additional fixed operations revenues and gross profit growth
- Fixed operations parts and labor cost inflation is generally passed along to customers, supporting stable fixed operations profit margins over time
- Vehicle affordability challenges may drive consumers to choose to repair their current vehicle to extend its life rather than replace it with a newer vehicle, benefitting fixed operations revenues
- F&I gross profit per unit increased over 60% from pre-pandemic to FY 2025, driven primarily by higher warranty contract penetration rates
- We believe F&I GPU will remain structurally higher than pre-pandemic as a result of optimized F&I presentation, consumer preferences, lower product cost structure and higher average vehicle sale prices
- Even in an elevated interest rate environment, finance contract penetration rates remain robust and are supported by manufacturer financing or lease incentives only available at franchised dealerships

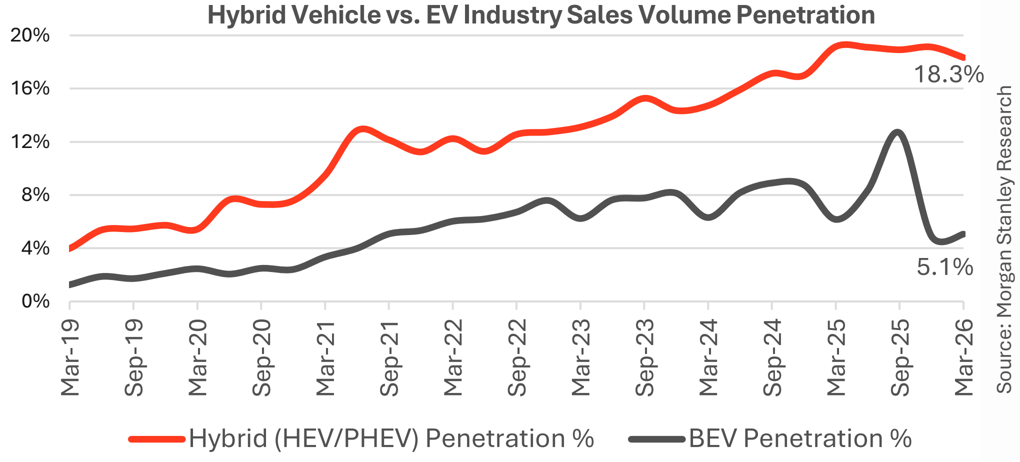
Note: Fixed operations gross profit, fixed operations profit margin and F&I GPU are estimates of future results. Actual results may differ. See “Forward-Looking Statements.”

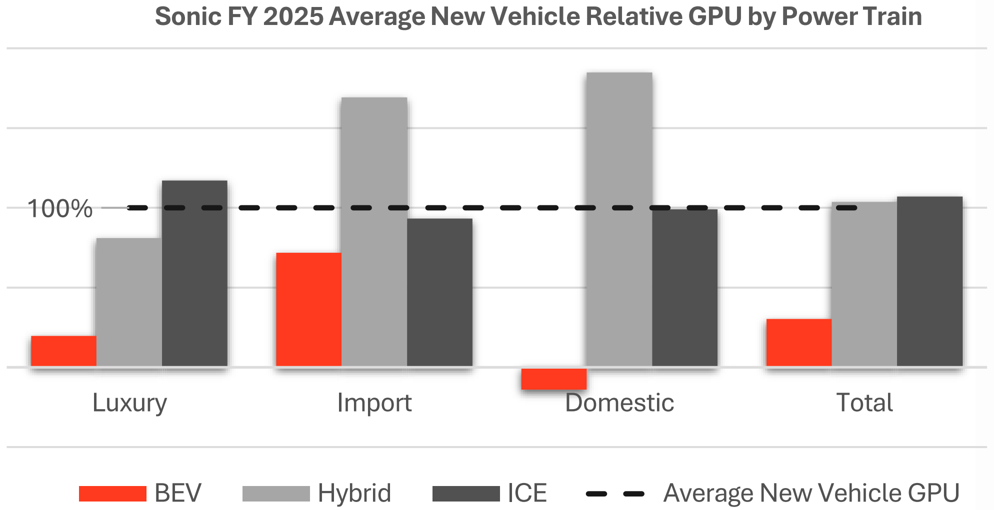
Strategic Focus – Franchised Dealerships Segment (continued)

Hybrid vs. Electric Vehicle Trends

- Industry sales volume penetration rates for combined hybrid electric vehicles (HEV) and plug-in hybrid electric vehicles (PHEV) exceed the penetration rates for battery electric vehicles (BEV) and are trending upward
    - FY 2025 hybrid new vehicle GPU was higher than internal combustion engine (ICE) new vehicle GPU in our import and domestic brands, and marginally lower in our luxury brands, driven by better consumer demand and relatively lower hybrid days' supply vs. both ICE and BEV
    - BEV new vehicle GPU has lagged both hybrid and ICE vehicles as a result of excess inventory supply, resulting in BEV sales negatively impacting total new vehicle GPU by approximately $200 in FY 2025 (improved from $350 in FY 2024) and $100 in Q1 2026 (flat compared to $100 in Q4 2025 due to better alignment of BEV inventory with consumer demand)
    - To the extent OEMs can align BEV supply with natural consumer demand following the expiration of the federal EV tax credit, this BEV mix-driven GPU headwind could improve in 2026 and beyond
    - Initial BEV repair and maintenance trends show lower frequency but higher gross profit per repair order vs. ICE vehicles, while hybrid vehicles create opportunity to service both types of power trains

Note: Hybrid and electric vehicle trends and GPU headwinds are estimates of future results. Actual results may differ. See "Forward-Looking Statements."



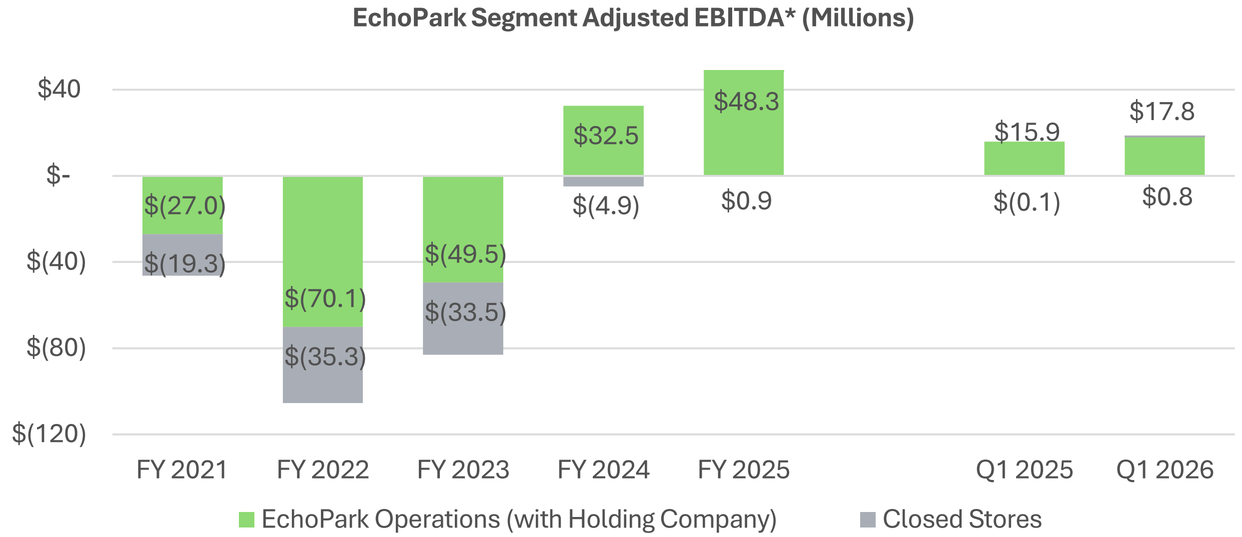


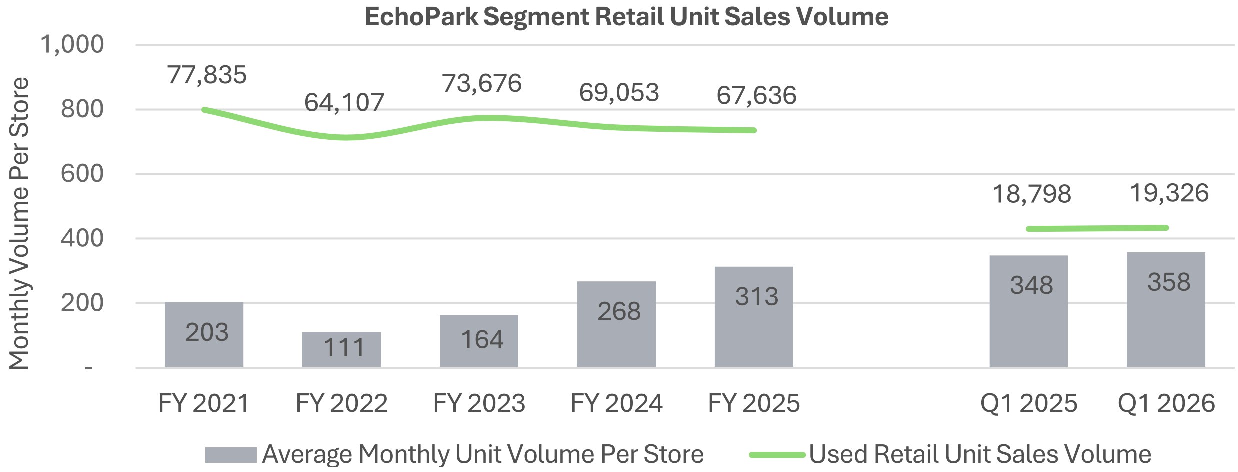
Note: Average new vehicle relative GPU by power train in the chart above is shown as a percentage of blended average GPU for each brand group and franchised dealerships segment total GPU, where 100% represents the blended average GPU for each brand group and the franchised dealerships segment total GPU.

Strategic Focus – EchoPark Segment

EchoPark Strategy

- FY 2025 EchoPark Segment adjusted EBITDA* of $49.2 million, up 78% year-over-year
- All-time record quarterly EchoPark Segment adjusted EBITDA* of $18.6 million in Q1 2026
- Returned to positive segment adjusted EBITDA* in FY 2024 after 3 years of used vehicle industry headwinds
- Expect to resume disciplined expansion of EchoPark footprint in Q4 2026 as used vehicle market conditions become more supportive of growth
- Long-term goal to reach 90% of the U.S. population
- Below-market pricing and no-haggle, transparent guest experience expected to drive market share gains
- EchoPark maintains the #1 ranking in guest satisfaction among all major pre-owned vehicle retailers according to Reputation.com





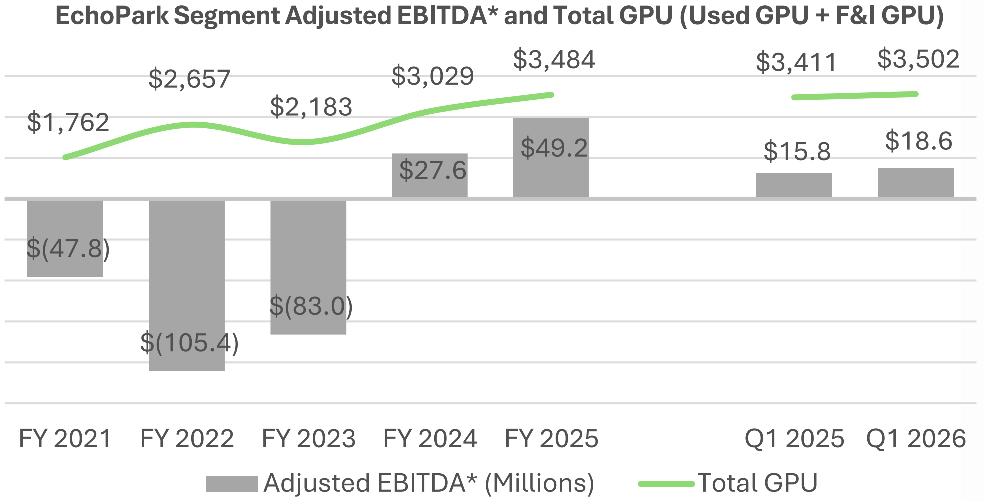
* Refer to appendix for calculation and reconciliation of Adjusted EBITDA (a non-GAAP measure).

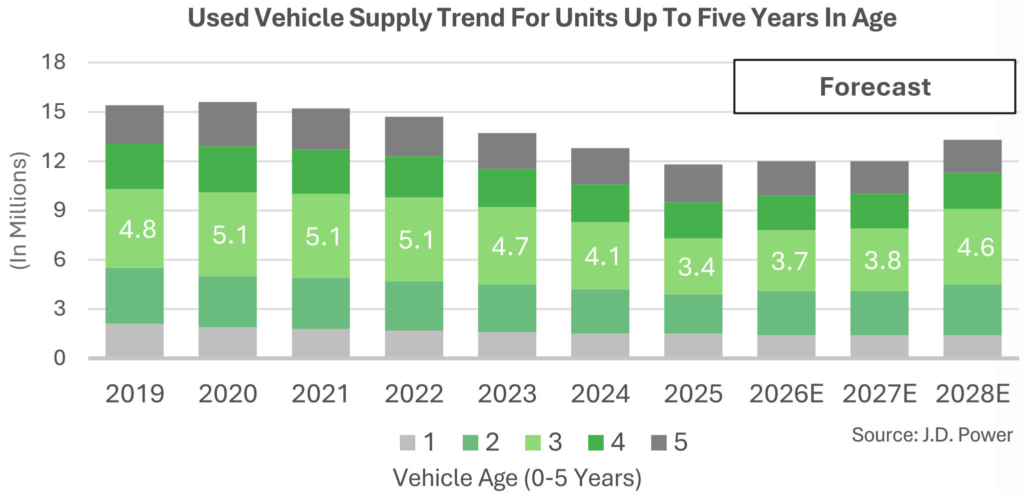
Note: “EchoPark Operations” chart data includes currently operating stores and corporate/holding company results. “Closed Stores” chart data includes results from stores that are not currently in operation as of the date of this presentation.

Strategic Focus – EchoPark Segment (continued)

EchoPark Strategy

- Maintain focus on optimizing F&I product offerings, cost, and pricing to drive F&I GPU growth in FY 2026
- Focus on maintaining positive retail used vehicle GPU throughout FY 2026 driven by fast inventory turns, expected stability in the spread between wholesale and retail prices, and a focus on sourcing more inventory from non-auction sources, which is expected to drive total GPU in the $3,400 to $3,600 range
- Anticipate sustained pricing increases in the new vehicle market as a result of tariffs, which should benefit used vehicle demand as a relatively more affordable vehicle option for consumers
- Used vehicle supply reached its lowest point in late 2025, due to lower levels of off-lease inventory as a result of declines in new vehicle industry sales volume and fewer lease originations since 2020 (see chart for supply trend of 3-year-old vehicles, which approximates the average age of vehicles in our inventory mix)
- Beginning in 2026, gradual expansion of used vehicle supply and further normalization of used vehicle pricing should drive consumer demand and higher retail sales volume for EchoPark





Source: J.D. Power

* Refer to appendix for calculation and reconciliation of Adjusted EBITDA (a non-GAAP measure).
Note: F&I GPU growth, total GPU, used vehicle price and supply, and sales volume projections are estimates of future results. Actual results may differ. See “Forward-Looking Statements.”

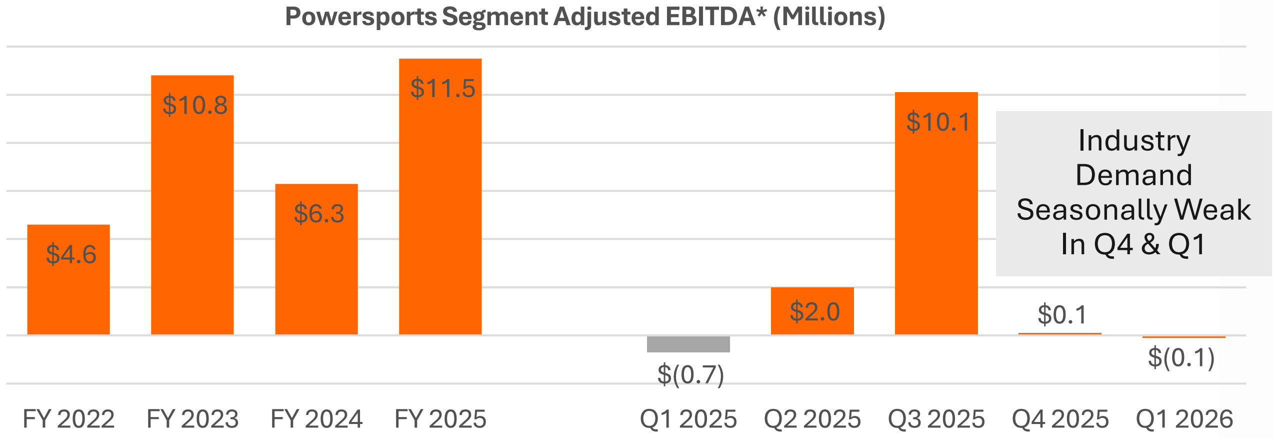
Strategic Focus – Powersports Segment

Powersports Strategy

- Standardized operating playbooks and processes in existing stores to facilitate future organic and acquisition growth
- Completed roll out of modernized inventory management and marketing strategy in FY 2025
- Manage expenses and inventory to mitigate effects of weaker seasonal demand in Q1 and Q4 while supporting higher seasonal demand in Q2 and Q3
- Expect to realize synergies from network effect, driving potential gains in used vehicle volume and F&I and cross-selling opportunities
- Identify desirable acquisition opportunities at attractive valuations to grow this segment and reduce seasonal volatility
  - Acquired five Harley-Davidson dealerships in California, Florida, Georgia and North Carolina in April 2026 to diversify geographic footprint and seasonality

Franchise Type	Acquisition Multiple Low	Acquisition Multiple High
High-Line Luxury	6.0x	10.0x
Other Luxury	3.0x	5.0x
Import	3.0x	8.5x
Domestic	3.0x	4.5x
Powersports	2.5x	4.5x

Note: Multiples are based on the most recent Haig Partners Report. Multiples are typically applied to a normalized dealership earnings before taxes.
Luxury includes: BMW, Jaguar Land Rover, Lexus, Mercedes-Benz and Porsche
Other Luxury includes: Audi, Cadillac and Volvo
Import includes: Toyota, Honda, Subaru, Kia, Hyundai, VW
Domestic includes: Buick, Chevrolet, Ford, GMC, Chrysler, Jeep, Dodge, RAM



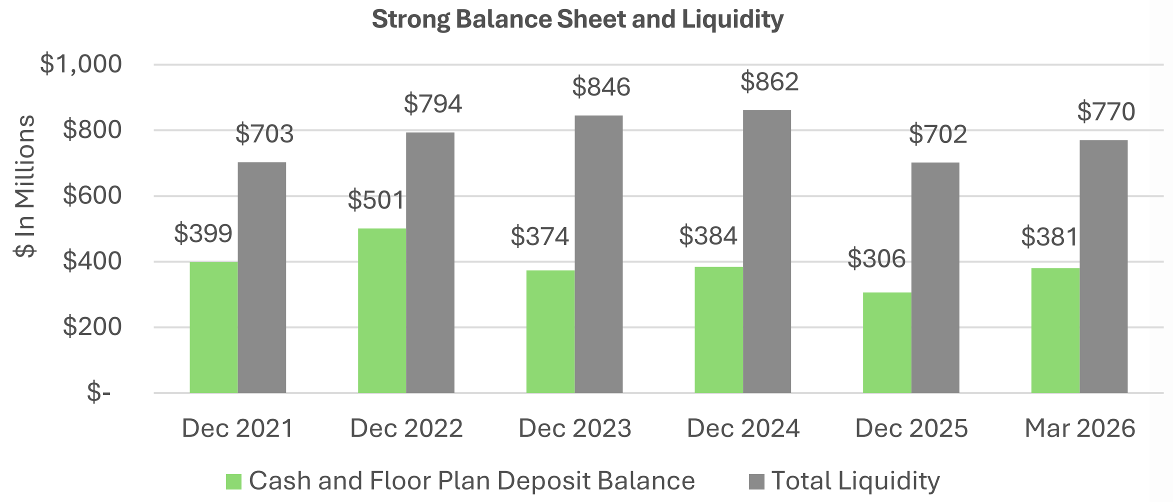
* Refer to appendix for calculation and reconciliation of Adjusted EBITDA (a non-GAAP measure).
Note: Gains in used vehicle volume and F&I are estimates of future results. Actual results may differ. See "Forward-Looking Statements."

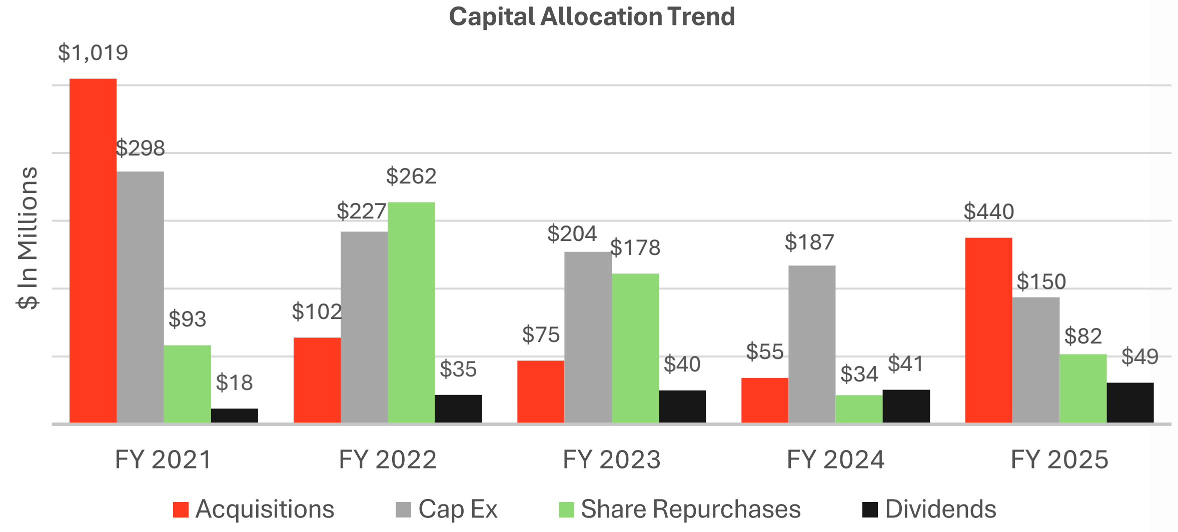
Strategic Focus – Consolidated Company

Consolidated Company Strategy

- Expect to maintain strong balance sheet and free cash flows
- Balanced capital allocation strategy prioritizes highest return opportunity
- History of returning capital to shareholders via dividend and share repurchases
  - Quarterly dividend per share has grown 300% since FY 2019, current forward yield >2.0%
  - Reduced outstanding shares by 27% since FY 2019
  - Sonic's Board approved additional $500 million of share repurchase authorization in April 2026, resulting in $528 million of current remaining share repurchase authorization
- Net debt to adjusted EBITDA ratio* of 2.17 for the 12 months ended Q1 2026 is within our target leverage range

* Refer to appendix for calculation and reconciliation of Net Debt to Adjusted EBITDA Ratio (a non-GAAP measure).
Note: Dividend yield is based on stock price as of April 28, 2026.
Note: Balance sheet and free cash flow projections are estimates of future results. Actual results may differ. See "Forward-Looking Statements."





Note: Cap Ex represents total purchases of land, property and equipment from consolidated statements of cash flows included in Sonic's Annual Report on Form 10-K for the applicable fiscal year.

Sonic Automotive FY 2026 Outlook

Please see the below guidance for our current expectations for FY 2026. Previously issued guidance shown in parentheses where applicable.

Franchised Dealerships Segment

- Anticipate new vehicle GPU in the $2,700 to $3,000 per unit range for FY 2026 – second half of 2026 could be lower than first half of 2026 depending on tariff impact of new model year vehicle pricing, affordability, and consumer demand
- Anticipate FY 2026 used vehicle GPU in the $1,350 to $1,450 per unit range (previously $1,300 to $1,400 per unit), depending on flow through tariff impact on pricing and demand
- Expect mid single digit percentage growth in same store fixed operations gross profit for FY 2026 (customer pay growth expected to offset effects of potential lower warranty recall activity)
- Expect F&I GPU in the $2,600 to $2,700 per unit range for FY 2026

EchoPark Segment

- Expect adjusted EBITDA* between $35-$40 million (previously $25-$35 million), depending on effects of new store openings in late 2026 and brand marketing investment (estimate $10-20 million incremental advertising expense beginning mid-2026)
- Expect high single digit percentage increase in used retail unit sales volume for FY 2026 and total GPU in the $3,400 to $3,600 per unit range for FY 2026

Powersports Segment

- Expect FY 2026 adjusted EBITDA* between $14-$17 million (previously $12-$15 million) including recent acquisitions (majority in Q3 2026 due to seasonality and geographic footprint)
- Acquired five Harley-Davidson dealerships in April 2026, expected to generate approximately $100 million in annualized revenues

Consolidated

- Expect FY 2026 adjusted SG&A expenses as a % of gross profit* in the low 70% range, including effects of EchoPark brand marketing investment
- Anticipate FY 2026 floor plan interest expense to increase approximately 10% from FY 2025, depending on inventory levels and floor plan offset balance
- Anticipate FY 2026 effective income tax rate in the 28.0% to 29.0% range due to changes in corporate tax regulations

* Refer to appendix for calculation and reconciliation of Adjusted EBITDA and Adjusted SG&A Expenses as a % of Gross Profit (non-GAAP measures).

Note: Above outlook is based on projections. Actual results may differ. See "Forward-Looking Statements." Financial data may also include certain forward-looking information that is not presented in accordance with GAAP. We believe that a quantitative reconciliation of such forward-looking information to the most directly comparable GAAP financial measure cannot be made available without unreasonable efforts, because a reconciliation of these non-GAAP financial measures would require an estimate of future non-operating items such as impairment charges, gain/loss on property dispositions, and/or non-recurring SG&A expenses. Neither the timing nor likelihood of these events, nor their probable significance, can be quantified with a reasonable degree of accuracy. Accordingly, a reconciliation of such forward-looking information to the most directly comparable GAAP financial measure is not provided.

Appendix:
Financial Tables &
Non-GAAP Reconciliations

Definition of Non-GAAP Financial Measures

To supplement the Company's financial data presented in accordance with accounting principles generally accepted in the United States ("GAAP"), this presentation contains certain non-GAAP financial measures, such as adjusted net income, adjusted earnings per diluted share, segment income (loss), adjusted segment income (loss), adjusted SG&A expenses as a percentage of gross profit, adjusted EBITDA, adjusted EBITDA loss, and net debt to adjusted EBITDA ratio. The Company has provided reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures in the appendix to this presentation.

Management believes that these non-GAAP financial measures are important supplemental measures of performance which improve the comparability and transparency of the Company's disclosures and provide a meaningful presentation of the Company's results. Management also considers these non-GAAP financial measures when making financial, operating and strategic decisions.

Financial data may also include certain forward-looking information that is not presented in accordance with GAAP. We believe that a quantitative reconciliation of such forward-looking information to the most directly comparable GAAP financial measure cannot be made available without unreasonable efforts, because a reconciliation of these non-GAAP financial measures would require an estimate of future non-operating items such as impairment charges, gain/loss on property dispositions, and/or non-recurring SG&A expenses. Neither the timing nor likelihood of these events, nor their probable significance, can be quantified with a reasonable degree of accuracy. Accordingly, a reconciliation of such forward-looking information to the most directly comparable GAAP financial measure is not provided.

Adjusted Net Income is defined as GAAP net income, excluding certain non-operating charges and/or benefits that may affect the comparability of results from period to period.

Adjusted Diluted Earnings Per Share ("Adjusted EPS") is defined as Adjusted Net Income divided by diluted weighted-average common shares outstanding.

Segment Income (Loss) is defined as segment income (loss) before taxes, less impairment charges.

Adjusted Segment Income (Loss) is defined as Segment Income (Loss), excluding certain non-operating charges and/or benefits that may affect the comparability of results from period to period.

Adjusted Gross Profit is defined as GAAP gross profit, excluding certain non-operating charges that may affect the comparability of results from period to period.

Adjusted SG&A Expenses is defined as GAAP SG&A expenses, excluding certain non-operating charges and/or benefits that may affect the comparability of results from period to period.

Adjusted SG&A Expenses as a % of Gross Profit is defined as GAAP SG&A expenses, excluding certain non-operating charges and/or benefits that may affect the comparability of results from period to period, expressed as a percentage of adjusted gross profit.

Adjusted EBITDA is defined as GAAP net income (loss), excluding the provision for income taxes, non-floor plan interest expense, depreciation and amortization expense, stock-based compensation expense, and certain non-operating charges and/or benefits that may affect the comparability of results from period to period.

Segment Adjusted EBITDA and Segment Adjusted EBITDA Loss is defined as segment income (loss) before taxes, excluding non-floor plan interest expense, depreciation and amortization expense, stock-based compensation expense, and certain non-operating charges and/or benefits that may affect the comparability of results from period to period.

Net Debt to Adjusted EBITDA Ratio is defined as long-term debt (including current portion), less cash and equivalents, less outstanding floor plan deposit balance, expressed as a ratio to Adjusted EBITDA.

GAAP Income Statement – Annual Trend – Consolidated

(In millions, except unit, per unit, and per share data)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021	FY 2025 Better / (Worse) % Change Year-Over-Year
Revenues:						
Retail new vehicles	$ 7,047.4	$ 6,507.5	$ 6,304.6	$ 5,622.6	$ 4,993.4	8%
Fleet new vehicles	101.5	95.3	92.2	99.4	124.6	NM
Total new vehicles	7,148.9	6,602.8	6,396.8	5,722.0	5,118.0	8%
Used vehicles	4,872.6	4,780.1	5,213.6	5,515.4	4,933.6	2%
Wholesale vehicles	314.1	287.1	318.8	484.9	367.2	NM
Total vehicles	12,335.6	11,670.0	11,929.2	11,722.3	10,418.8	6%
Parts, service and collision repair	2,019.1	1,846.5	1,759.5	1,599.7	1,340.4	9%
Finance, insurance and other, net ("F&I")	798.9	707.8	683.7	679.1	637.2	13%
Total revenues	15,153.6	14,224.3	14,372.4	14,001.1	12,396.4	7%
Gross profit:						
Retail new vehicles	383.3	388.4	535.4	662.8	459.8	(1%)
Fleet new vehicles	1.7	3.0	4.0	4.9	1.6	NM
Total new vehicles	385.0	391.4	539.4	667.7	461.4	(2%)
Used vehicles	181.1	170.7	151.2	180.8	133.0	6%
Wholesale vehicles	(11.2)	(6.0)	(2.6)	(3.1)	9.6	NM
Total vehicles	554.9	556.1	688.0	845.4	604.0	0%
Parts, service and collision repair	1,029.1	928.9	874.0	792.5	673.1	11%
Finance, insurance and other, net	798.9	707.8	683.7	679.1	637.2	13%
Total gross profit	2,382.9	2,192.8	2,245.7	2,317.0	1,914.3	9%
SG&A expenses	(1,678.2)	(1,577.0)	(1,600.5)	(1,555.1)	(1,274.7)	(6%)
Impairment charges	(173.8)	(3.9)	(79.3)	(320.4)	(0.1)	NM
Depreciation and amortization	(163.4)	(150.4)	(142.3)	(127.5)	(101.1)	(9%)
Operating income (loss)	367.5	461.5	423.6	314.0	538.4	(20%)
Interest expense, floor plan	(84.7)	(86.9)	(67.2)	(34.3)	(16.7)	3%
Interest expense, other, net	(110.1)	(118.0)	(114.6)	(89.9)	(48.0)	7%
Other income (expense), net	0.1	(0.5)	0.1	0.2	(15.5)	NM
Income (loss) from continuing operations before taxes	172.8	256.1	241.9	190.0	458.2	(33%)
Income tax benefit (expense)	(54.1)	(40.1)	(63.7)	(101.5)	(109.3)	(35%)
Net income (loss) from continuing operations	$ 118.7	$ 216.0	$ 178.2	$ 88.5	$ 348.9	(45%)
Diluted weighted-average shares outstanding	34.7	35.0	35.9	39.7	43.3	1%
Diluted earnings (loss) per share from continuing operations	$ 3.42	$ 6.18	$ 4.97	$ 2.23	$ 8.06	(45%)
Unit sales volume:						
Retail new vehicles	121,124	115,694	112,110	101,168	99,943	5%
Fleet new vehicles	1,991	1,805	2,000	2,115	3,543	10%
Used vehicles	175,280	173,257	176,147	173,209	183,292	1%
Wholesale vehicles	34,982	32,223	32,330	35,323	36,795	9%
Gross profit per unit ("GPU"):						
Retail new vehicles	$ 3,165	$ 3,358	$ 4,776	$ 6,552	$ 4,600	(6%)
Used vehicles	$ 1,033	$ 985	$ 859	$ 1,043	$ 720	5%
F&I	$ 2,695	$ 2,450	$ 2,372	$ 2,475	$ 2,250	10%

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

NM = Not Meaningful

Non-GAAP Reconciliation – Annual Trend – Consolidated

(In millions, except per share data)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021
Reported net income (loss) from continuing operations	$ 118.7	$ 216.0	$ 178.2	$ 88.5	$ 348.9
Adjustments:					
Impairment charges	$ 173.8	$ 3.9	$ 79.3	$ 320.4	$ -
Acquisition and disposition-related (gain) loss	5.6	(5.6)	(20.7)	(9.1)	1.2
Severance and long-term compensation charges	-	5.5	5.1	4.4	6.5
Loss on debt extinguishment	-	-	-	-	15.6
Storm damage charges	5.0	8.3	1.9	-	-
Loss (gain) on exit of leased dealerships	-	(3.0)	4.3	-	-
Used vehicle inventory valuation adjustment	-	-	10.0	-	-
Closed store accrued expenses	-	2.1	-	-	-
Cyber insurance proceeds	(40.0)	(10.0)	-	-	-
Excess compensation related to CDK outage	-	13.4	-	-	-
Legal settlements	0.7	-	-	-	-
Total pre-tax adjustments	145.1	14.6	79.9	315.7	23.3
Tax effect of above items	(39.9)	(3.8)	(19.9)	(22.6)	(5.9)
Non-recurring tax items	5.3	(31.0)	5.8	-	-
Total net income effect of adjustments	110.5	(20.2)	65.8	293.1	17.4
Adjusted net income (loss) from continuing operations	$ 229.2	$ 195.8	$ 244.0	$ 381.6	$ 366.3
Diluted weighted-average shares outstanding	34.7	35.0	35.9	39.7	43.3
Adjusted diluted earnings (loss) per share from continuing operations	$ 6.60	$ 5.60	$ 6.81	$ 9.61	$ 8.46
Reported gross profit	$ 2,382.9	$ 2,192.8	$ 2,245.7	$ 2,317.0	$ 1,914.3
Excess compensation related to CDK outage	-	2.0	-	-	-
Adjusted gross profit	$ 2,382.9	$ 2,194.8	$ 2,245.7	$ 2,317.0	$ 1,914.3
Reported SG&A expenses	$ (1,678.2)	$ (1,577.0)	$ (1,600.5)	$ (1,555.1)	$ (1,274.7)
Acquisition and disposition-related (gain) loss	5.6	(5.6)	(20.7)	(9.1)	1.2
Severance and long-term compensation charges	-	5.5	5.1	4.4	6.5
Storm damage charges	5.0	8.3	1.9	-	-
Loss (gain) on exit of leased dealerships	-	(3.0)	4.3	-	-
Closed store accrued expenses	-	2.1	-	-	-
Cyber insurance proceeds	(40.0)	(10.0)	-	-	-
Excess compensation related to CDK outage	-	11.4	-	-	-
Legal settlements	0.7	-	-	-	-
Adjusted SG&A expenses	$ (1,706.9)	$ (1,568.3)	$ (1,609.9)	$ (1,559.8)	$ (1,267.0)
Adjusted SG&A expenses as a percentage of gross profit	71.6%	71.5%	71.4%	67.3%	66.2%

Note: Earnings (loss) per share and SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts. Balance sheet amounts are as of December 31 for the FY then ended.

Non-GAAP Reconciliation – Annual Trend – Consolidated

(In millions, except ratios)	LTM Q1 2026	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021
Reported net income (loss)	$ 108.9	$ 118.7	$ 216.0	$ 178.2	$ 88.5	$ 348.9
Income tax (benefit) expense	51.5	54.1	40.1	63.7	101.5	109.3
Income (loss) before taxes	160.4	172.8	256.1	241.9	190.0	458.2
Non-floor plan interest	104.0	103.5	112.2	108.1	84.7	44.7
Depreciation and amortization	169.0	170.1	155.9	148.8	132.7	104.3
Stock-based compensation expense	22.5	23.1	21.3	23.3	16.0	15.0
Loss (gain) on exit of leased dealerships	(3.6)	-	(3.0)	4.3	-	-
Impairment charges	172.8	173.8	3.9	79.3	320.4	0.1
Loss on debt extinguishment	-	-	0.6	-	-	15.6
Severance and long-term compensation charges	-	-	5.6	5.1	4.4	8.0
Excess compensation related to CDK outage	-	-	13.4	-	-	-
Acquisition and disposition-related (gain) loss	(0.5)	5.6	(6.3)	(20.4)	(9.7)	(0.4)
Storm damage charges	4.1	5.0	8.3	1.9	-	-
Used vehicle inventory valuation adjustment	-	-	-	10.0	-	-
Closed store accrued expenses	-	-	2.1	-	-	-
Cyber insurance proceeds	(10.0)	(40.0)	(10.0)	-	-	-
(Gain) loss on legal settlements	0.7	0.7	-	-	-	-
Adjusted EBITDA	$ 619.4	$ 614.6	$ 560.1	$ 602.3	$ 738.5	$ 645.5
Long-term debt (including current portion)	$ 1,727.6	$ 1,615.4	$ 1,588.0	$ 1,676.6	$ 1,751.7	$ 1,561.2
Cash and equivalents	(5.7)	(6.3)	(44.0)	(28.9)	(229.2)	(299.4)
Floor plan deposit balance	(375.0)	(300.0)	(340.0)	(345.0)	(272.0)	(99.8)
Net debt	$ 1,346.9	$ 1,309.1	$ 1,204.0	$ 1,302.7	$ 1,250.5	$ 1,162.0
Net debt to adjusted EBITDA ratio	2.17	2.13	2.15	2.16	1.69	1.80
Long-term debt (including current portion) to adjusted EBITDA ratio	2.79	2.63	2.84	2.78	2.37	2.42

Note: Balance sheet amounts are as of December 31 for the FY then ended. Last twelve month ("LTM") Q1 2026 balance sheet amounts are as of March 31, 2026.

GAAP Income Statement – Quarterly Trend – Consolidated

(In millions, except unit, per unit, and per share data)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Q1 2026 Better / (Worse) % Change Year-Over-Year
Revenues:							
Retail new vehicles	$ 1,607.4	$ 1,852.2	$ 1,872.8	$ 1,666.1	$ 1,656.3	(13%)	(3%)
Fleet new vehicles	20.7	24.1	26.0	29.4	22.1	NM	NM
Total new vehicles	1,628.1	1,876.3	1,898.8	1,695.5	1,678.4	(13%)	(3%)
Used vehicles	1,269.6	1,213.8	1,253.1	1,180.7	1,225.0	5%	4%
Wholesale vehicles	71.8	63.6	84.2	83.3	82.7	NM	NM
Total vehicles	2,969.5	3,153.7	3,236.1	2,959.5	2,986.1	(6%)	(1%)
Parts, service and collision repair	516.6	515.3	533.9	495.6	474.4	0%	9%
Finance, insurance and other, net ("F&I")	202.4	202.3	203.8	202.1	190.8	0%	6%
Total revenues	3,688.5	3,871.3	3,973.8	3,657.2	3,651.3	(5%)	1%
Gross profit:							
Retail new vehicles	84.5	97.3	97.4	99.2	89.4	(13%)	(5%)
Fleet new vehicles	0.4	0.7	-	0.5	0.6	NM	NM
Total new vehicles	84.9	98.0	97.4	99.7	90.0	(13%)	(6%)
Used vehicles	48.5	41.4	45.2	48.1	46.4	17%	4%
Wholesale vehicles	(1.6)	(5.2)	(3.3)	(1.6)	(1.4)	NM	NM
Total vehicles	131.8	134.2	139.3	146.2	135.0	(2%)	(2%)
Parts, service and collision repair	264.6	262.2	272.4	253.9	240.6	1%	10%
Finance, insurance and other, net	202.4	202.3	203.8	202.1	190.8	0%	6%
Total gross profit	598.8	598.7	615.5	602.2	566.4	0%	6%
SG&A expenses	(427.0)	(433.7)	(451.6)	(412.6)	(380.3)	2%	(12%)
Impairment charges	(0.4)	-	-	(172.4)	(1.4)	NM	NM
Depreciation and amortization	(38.7)	(41.8)	(41.2)	(40.5)	(39.7)	8%	3%
Operating income (loss)	132.7	123.2	122.7	(23.3)	145.0	8%	(8%)
Interest expense, floor plan	(19.4)	(22.4)	(23.9)	(18.3)	(20.0)	13%	3%
Interest expense, other, net	(28.3)	(27.6)	(27.5)	(27.4)	(27.6)	(3%)	(3%)
Other income (expense), net	0.1	-	(0.1)	(0.1)	-	NM	NM
Income (loss) before taxes	85.1	73.2	71.2	(69.1)	97.4	16%	(13%)
Income tax benefit (expense)	(24.3)	(26.3)	(24.4)	23.5	(26.8)	8%	9%
Net income (loss)	$ 60.8	$ 46.9	$ 46.8	$ (45.6)	$ 70.6	30%	(14%)
Diluted weighted-average shares outstanding	34.0	34.4	35.1	34.1	34.6	1%	2%
Diluted earnings (loss) per share	$ 1.79	$ 1.36	$ 1.33	$ (1.34)	$ 2.04	32%	(12%)
Unit sales volume:							
Retail new vehicles	26,954	30,485	32,086	29,478	29,075	(12%)	(7%)
Fleet new vehicles	337	458	579	571	383	(26%)	(12%)
Used vehicles	46,493	43,784	44,167	42,512	44,817	6%	4%
Wholesale vehicles	7,889	7,252	8,957	9,368	9,405	9%	(16%)
Gross profit per unit ("GPU"):							
Retail new vehicles	$ 3,133	$ 3,193	$ 3,035	$ 3,365	$ 3,075	(2%)	2%
Used vehicles	$ 1,042	$ 946	$ 1,024	$ 1,131	$ 1,034	10%	1%
F&I	$ 2,756	$ 2,724	$ 2,673	$ 2,807	$ 2,582	1%	7%

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

NM = Not Meaningful

Non-GAAP Reconciliation – Quarterly Trend – Consolidated

(In millions, except per share data)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Q1 2026 Better / (Worse) % Change Year-Over-Year
Reported net income (loss)	$ 60.8	$ 46.9	$ 46.8	$ (45.6)	$ 70.6	30%	(14%)
Adjustments:							
Impairment charges	$ 0.4	$ -	$ -	$ 172.4	$ 1.4	NM	NM
Acquisition and disposition-related (gain) loss	(5.1)	-	3.0	1.6	1.0	NM	NM
Storm damage charges	-	-	-	4.1	0.9	NM	NM
Loss (gain) on exit of leased dealerships	(3.6)	-	-	-	-	NM	NM
Cyber insurance proceeds	-	-	-	(10.0)	(30.0)	NM	NM
Legal settlements	-	-	0.7	-	-	NM	NM
Total pre-tax adjustments	(8.3)	-	3.7	168.1	(26.7)	NM	NM
Tax effect of above items	2.4	-	(1.0)	(46.3)	7.4	NM	NM
Non-recurring tax items	-	5.3	-	-	-	NM	NM
Total net income effect of adjustments	(5.9)	5.3	2.7	121.8	(19.3)	NM	NM
Adjusted net income (loss)	$ 54.9	$ 52.2	$ 49.5	$ 76.2	$ 51.3	5%	7%
Diluted weighted-average shares outstanding	34.0	34.4	35.1	34.8	34.6	1%	2%
Adjusted diluted earnings (loss) per share	$ 1.62	$ 1.52	$ 1.41	$ 2.19	$ 1.48	7%	9%
Reported gross profit	$ 598.8	$ 598.7	$ 615.5	$ 602.2	$ 566.4	0%	6%
Reported SG&A expenses	$ (427.0)	$ (433.7)	$ (451.6)	$ (412.6)	$ (380.3)	2%	(12%)
Acquisition and disposition-related (gain) loss	(5.1)	-	3.0	1.6	1.0	NM	NM
Storm damage charges	-	-	-	4.1	0.9	NM	NM
Loss (gain) on exit of leased dealerships	(3.6)	-	-	-	-	NM	NM
Cyber insurance proceeds	-	-	-	(10.0)	(30.0)	NM	NM
Legal settlements	-	-	0.7	-	-	NM	NM
Adjusted SG&A expenses	$ (435.7)	$ (433.7)	$ (447.9)	$ (416.9)	$ (408.4)	0%	(7%)
Adjusted SG&A expenses as a percentage of gross profit	72.8%	72.4%	72.8%	69.2%	72.1%	(40) bps	(70) bps
Reported net income (loss)	$ 60.8	$ 46.9	$ 46.8	$ (45.6)	$ 70.6	30%	(14%)
Income tax (benefit) expense	24.3	26.3	24.4	(23.5)	26.8	NM	NM
Income (loss) before taxes	85.1	73.2	71.2	(69.1)	97.4	16%	(13%)
Non-floor plan interest	26.6	25.8	25.8	25.8	26.1	NM	NM
Depreciation and amortization	40.2	43.7	42.9	42.2	41.4	NM	NM
Stock-based compensation expense	5.2	5.8	5.8	5.7	5.8	NM	NM
Loss (gain) on exit of leased dealerships	(3.6)	-	-	-	-	NM	NM
Impairment charges	0.4	-	-	172.4	1.4	NM	NM
Severance and long-term compensation charges	-	-	-	-	-	NM	NM
Acquisition and disposition-related (gain) loss	(5.1)	-	3.0	1.6	1.0	NM	NM
Storm damage charges	-	-	-	4.1	0.9	NM	NM
Cyber insurance proceeds	-	-	-	(10.0)	(30.0)	NM	NM
Loss (gain) on legal settlements	-	-	0.7	-	-	NM	NM
Adjusted EBITDA	$ 148.8	$ 148.5	$ 149.4	$ 172.7	$ 144.0	0%	3%

Note: Earnings (loss) per share and SG&A expenses as a percentage of gross profit metrics are calculated based on actual unrounded amounts.

NM = Not Meaningful

GAAP Income Statement – Annual Trend – Franchised Dealerships Segment

(In millions, except unit and per unit data)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021	FY 2025 Better / (Worse) % Change Year-Over-Year
Revenues:						
Retail new vehicles	$ 6,941.9	$ 6,425.5	$ 6,215.0	$ 5,581.6	$ 4,984.4	8%
Fleet new vehicles	101.5	95.3	92.2	99.4	124.6	NM
Total new vehicles	7,043.4	6,520.8	6,307.2	5,681.0	5,109.0	8%
Used vehicles	3,087.0	2,919.8	3,050.3	3,391.5	2,901.0	6%
Wholesale vehicles	207.0	188.9	204.5	314.0	257.2	NM
Total vehicles	10,337.4	9,629.5	9,562.0	9,386.5	8,267.2	7%
Parts, service and collision repair	1,970.2	1,802.9	1,714.2	1,588.0	1,340.4	9%
Finance, insurance and other, net ("F&I")	571.5	506.8	498.6	510.1	443.5	13%
Total revenues	12,879.1	11,939.2	11,774.8	11,484.6	10,051.1	8%
Gross profit:						
Retail new vehicles	367.6	376.9	518.7	655.3	458.8	(2%)
Fleet new vehicles	1.7	3.0	4.0	4.9	1.5	NM
Total new vehicles	369.3	379.9	522.7	660.2	460.3	(3%)
Used vehicles	157.8	150.2	162.9	174.5	188.1	5%
Wholesale vehicles	(9.3)	(4.6)	(3.3)	(6.4)	0.6	NM
Total vehicles	517.8	525.5	682.3	828.3	649.0	(1%)
Parts, service and collision repair	1,005.9	908.9	852.7	786.7	673.1	11%
Finance, insurance and other, net	571.5	506.8	498.6	510.1	443.5	13%
Total gross profit	2,095.2	1,941.2	2,033.6	2,125.1	1,765.6	8%
SG&A expenses	(1,463.6)	(1,375.4)	(1,314.6)	(1,273.0)	(1,076.9)	(6%)
Impairment charges	(165.9)	(1.2)	(1.0)	(115.5)	-	NM
Depreciation and amortization	(137.7)	(124.4)	(112.3)	(101.8)	(84.8)	(11%)
Operating income (loss)	328.0	440.2	605.7	634.8	603.9	(26%)
Interest expense, floor plan	(72.0)	(70.6)	(49.2)	(23.6)	(11.8)	(2%)
Interest expense, other, net	(105.9)	(112.7)	(109.7)	(85.1)	(46.3)	6%
Other income (expense), net	0.1	(0.5)	0.2	-	(15.5)	NM
Income (loss) before taxes	$ 150.2	$ 256.4	$ 447.0	$ 526.1	$ 530.3	(41%)
Unit sales volume:						
Retail new vehicles	115,981	111,450	107,257	99,424	99,815	4%
Fleet new vehicles	1,991	1,805	2,000	2,115	3,543	10%
Used vehicles	104,202	101,976	100,210	108,512	105,457	2%
Wholesale vehicles	22,868	21,018	20,602	24,052	25,128	9%
Gross profit per unit ("GPU"):						
Retail new vehicles	$ 3,170	$ 3,382	$ 4,836	$ 6,591	$ 4,595	(6%)
Used vehicles	$ 1,514	$ 1,473	$ 1,626	$ 1,607	$ 1,784	3%
F&I	$ 2,596	$ 2,374	$ 2,403	$ 2,453	$ 2,160	9%

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

NM = Not Meaningful

Non-GAAP Reconciliation – Annual Trend – Franchised Dealerships Segment

(In millions)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021
Reported income (loss) before taxes	$ 150.2	$ 256.4	$ 447.0	$ 526.1	$ 530.3
Impairment charges	165.9	1.2	1.0	115.5	-
Segment income (loss)	$ 316.1	$ 257.6	$ 448.0	$ 641.6	$ 530.3
Acquisition and disposition-related (gain) loss	5.5	(3.5)	(20.9)	(9.1)	1.2
Long-term compensation charges	-	2.2	-	4.4	-
Loss on debt extinguishment	-	-	-	-	15.6
Storm damage charges	5.0	8.3	1.9	-	-
Excess compensation related to CDK outage	-	13.0	-	-	-
Cyber insurance proceeds	(40.0)	(10.0)	-	-	-
Legal settlements	0.7	-	-	-	-
Adjusted segment income (loss)	$ 287.3	$ 267.6	$ 429.0	$ 636.9	$ 547.1
Reported gross profit	$ 2,095.2	$ 1,941.2	$ 2,033.6	$ 2,125.1	$ 1,765.6
Excess compensation related to CDK outage	-	2.0	-	-	-
Adjusted gross profit	$ 2,095.2	$ 1,943.2	$ 2,033.6	$ 2,125.1	$ 1,765.6
Reported SG&A expenses	$ (1,463.6)	$ (1,375.4)	$ (1,314.6)	$ (1,273.0)	$ (1,076.9)
Acquisition and disposition-related (gain) loss	5.5	(3.5)	(20.9)	(9.1)	1.2
Long-term compensation charges	-	2.2	-	4.4	-
Storm damage charges	5.0	8.3	1.9	-	-
Excess compensation related to CDK outage	-	11.0	-	-	-
Cyber insurance proceeds	(40.0)	(10.0)	-	-	-
Legal settlements	0.7	-	-	-	-
Adjusted SG&A expenses	$ (1,492.4)	$ (1,367.4)	$ (1,333.6)	$ (1,277.7)	$ (1,075.7)
Adjusted SG&A expenses as a percentage of gross profit	71.2%	70.4%	65.6%	60.1%	60.9%
Income (loss) before taxes	150.2	256.4	447.0	526.1	530.3
Non-floor plan interest	99.1	107.0	103.2	80.0	43.0
Depreciation and amortization	144.4	130.0	118.8	107.0	87.9
Stock-based compensation expense	23.1	21.3	23.3	16.0	15.0
Impairment charges	165.9	1.2	1.0	115.5	15.6
Loss on debt extinguishment	-	0.6	-	-	-
Severance and long-term compensation charges	-	2.2	-	4.4	-
Excess compensation related to CDK outage	-	13.0	-	-	-
Acquisition and disposition-related (gain) loss	5.5	(3.8)	(20.7)	(9.7)	-
Storm damage charges	5.0	8.3	1.9	-	-
Cyber insurance proceeds	(40.0)	(10.0)	-	-	-
Loss (gain) on legal settlements	0.7	-	-	-	-
Adjusted EBITDA	$ 553.9	$ 526.2	$ 674.5	$ 839.3	$ 691.8

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

GAAP Income Statement – Quarterly Trend – Franchised Dealerships Segment

(In millions, except unit and per unit data)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Year-Over-Year
Revenues:							
Retail new vehicles	$ 1,585.2	$ 1,831.8	$ 1,834.0	$ 1,639.1	$ 1,636.9	(13%)	(3%)
Fleet new vehicles	20.7	24.0	26.0	29.5	22.1	NM	NM
Total new vehicles	1,605.9	1,855.8	1,860.0	1,668.6	1,659.0	(13%)	(3%)
Used vehicles	768.7	799.7	796.7	744.9	745.6	(4%)	3%
Wholesale vehicles	43.9	41.8	52.8	57.8	54.6	NM	NM
Total vehicles	2,418.5	2,697.3	2,709.5	2,471.3	2,459.2	(10%)	(2%)
Parts, service and collision repair	509.3	507.8	510.1	484.9	467.4	0%	9%
Finance, insurance and other, net ("F&I")	139.3	149.1	147.6	144.3	130.6	(7%)	7%
Total revenues	3,067.1	3,354.2	3,367.2	3,100.5	3,057.2	(9%)	0%
Gross profit:							
Retail new vehicles	81.2	94.3	91.3	95.2	86.7	(14%)	(6%)
Fleet new vehicles	0.4	0.7	-	0.6	0.6	NM	NM
Total new vehicles	81.6	95.0	91.3	95.8	87.3	(14%)	(7%)
Used vehicles	40.5	38.1	40.4	39.5	39.9	6%	2%
Wholesale vehicles	(1.8)	(4.9)	(2.9)	(0.9)	(1.0)	NM	NM
Total vehicles	120.3	128.2	128.8	134.4	126.2	(6%)	(5%)
Parts, service and collision repair	261.1	258.5	261.3	248.9	237.2	1%	10%
Finance, insurance and other, net	139.3	149.1	147.6	144.3	130.6	(7%)	7%
Total gross profit	520.7	535.8	537.7	527.6	494.0	(3%)	5%
SG&A expenses	(374.4)	(382.4)	(395.1)	(360.2)	(325.9)	2%	(15%)
Impairment charges	(0.4)	-	-	(165.9)	-	NM	NM
Depreciation and amortization	(31.7)	(35.6)	(34.6)	(34.1)	(33.4)	11%	5%
Operating income (loss)	114.2	117.8	108.0	(32.6)	134.7	(3%)	(15%)
Interest expense, floor plan	(16.0)	(19.6)	(20.7)	(15.3)	(16.3)	19%	2%
Interest expense, other, net	(27.3)	(26.5)	(26.4)	(26.3)	(26.6)	(2%)	(2%)
Other income (expense), net	0.1	-	(0.1)	(0.1)	0.1	NM	NM
Income (loss) before taxes	$ 71.0	$ 71.7	$ 60.8	$ (74.3)	$ 91.9	(1%)	(23%)
Unit sales volume:							
Retail new vehicles	25,830	29,400	30,415	28,084	28,082	(12%)	(8%)
Fleet new vehicles	337	458	579	571	383	(26%)	(12%)
Used vehicles	26,335	27,401	26,407	24,953	25,441	(4%)	4%
Wholesale vehicles	4,713	4,811	5,649	6,213	6,195	(2%)	(24%)
Gross profit per unit ("GPU"):							
Retail new vehicles	$ 3,144	$ 3,209	$ 3,001	$ 3,391	$ 3,089	(2%)	2%
Used vehicles	$ 1,539	$ 1,389	$ 1,528	$ 1,583	$ 1,568	11%	(2%)
F&I	$ 2,670	$ 2,624	$ 2,597	$ 2,721	$ 2,439	2%	9%

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

NM = Not Meaningful

Non-GAAP Reconciliation – Quarterly Trend – Franchised Dealerships Segment

(In millions)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Year-Over-Year
Reported income (loss) before taxes	$ 71.0	$ 71.7	$ 60.8	$ (74.3)	$ 91.9	(1%)	(23%)
Impairment charges	0.4	-	-	165.9	-	NM	NM
Segment income (loss)	$ 71.4	$ 71.7	$ 60.8	$ 91.6	$ 91.9	0%	(22%)
Acquisition and disposition-related (gain) loss	(5.1)	-	2.8	2.4	0.3	NM	NM
Storm damage charges	-	-	-	4.1	0.9	NM	NM
Cyber insurance proceeds	-	-	-	(10.0)	(30.0)	NM	NM
Legal settlements	-	-	0.7	-	-	NM	NM
Adjusted segment income (loss)	$ 66.3	$ 71.7	$ 64.3	$ 88.1	$ 63.1	(8%)	5%
Reported gross profit	$ 520.7	$ 535.8	$ 537.7	$ 527.6	$ 494.0	(3%)	5%
Reported SG&A expenses	$ (374.4)	$ (382.4)	$ (395.1)	$ (360.2)	$ (325.9)	2%	(15%)
Acquisition and disposition-related (gain) loss	(5.1)	-	2.8	2.4	0.3	NM	NM
Storm damage charges	-	-	-	4.1	0.9	NM	NM
Cyber insurance proceeds	-	-	-	(10.0)	(30.0)	NM	NM
Legal settlements	-	-	0.7	-	-	NM	NM
Adjusted SG&A expenses	$ (379.5)	$ (382.4)	$ (391.6)	$ (363.7)	$ (354.7)	1%	(7%)
Adjusted SG&A expenses as a percentage of gross profit	72.9%	71.4%	72.8%	68.9%	71.8%	(150) bps	(110) bps
Income (loss) before taxes	$ 71.0	$ 71.7	$ 60.8	$ (74.3)	$ 91.9	(1%)	(23%)
Non-floor plan interest	25.6	24.8	24.7	24.7	24.9	NM	NM
Depreciation and amortization	33.3	37.4	36.3	35.8	35.1	NM	NM
Stock-based compensation expense	5.2	5.8	5.8	5.7	5.8	NM	NM
Impairment charges	0.4	-	-	165.9	-	NM	NM
Acquisition and disposition-related (gain) loss	(5.1)	-	2.8	2.4	0.3	NM	NM
Storm damage charges	-	-	-	4.1	0.9	NM	NM
Cyber insurance proceeds	-	-	-	(10.0)	(30.0)	NM	NM
Loss (gain) on legal settlements	-	-	0.7	-	-	NM	NM
Adjusted EBITDA	$ 130.4	$ 139.7	$ 131.1	$ 154.3	$ 128.9	(7%)	1%

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

NM = Not Meaningful

GAAP Income Statement – Annual Trend – EchoPark Segment

(In millions, except unit, per unit, and per share data)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021	FY 2025 Better / (Worse) % Change Year-Over-Year
Revenues:						
Total new vehicles	$ -	$ -	$ 1.0	$ 9.2	$ 9.0	0%
Used vehicles	1,747.8	1,838.0	2,143.8	2,116.8	2,032.6	(5%)
Wholesale vehicles	104.6	95.8	168.1	209.9	82.4	NM
Total vehicles	1,852.4	1,933.8	2,312.9	2,335.9	2,124.0	(4%)
Finance, insurance and other, net ("F&I")	219.2	194.0	177.9	166.4	193.7	13%
Total revenues	2,071.6	2,127.8	2,434.4	2,463.0	2,345.3	(3%)
Gross profit:						
Total new vehicles	-	-	0.1	1.1	1.1	0%
Used vehicles	16.5	15.2	(17.1)	4.4	(55.2)	8%
Wholesale vehicles	(1.8)	(1.3)	1.9	2.4	7.3	NM
Total vehicles	14.7	13.9	(15.1)	7.9	(46.8)	6%
Finance, insurance and other, net	219.2	194.0	177.9	166.4	193.7	13%
Total gross profit	233.9	207.9	161.8	175.1	148.8	13%
SG&A expenses	(172.8)	(165.7)	(247.0)	(269.9)	(197.8)	(4%)
Impairment charges	(0.2)	(2.7)	(78.3)	(204.9)	(0.1)	NM
Depreciation and amortization	(20.4)	(21.8)	(26.6)	(24.6)	(16.3)	6%
Operating income (loss)	40.5	17.7	(190.1)	(324.3)	(65.4)	128%
Interest expense, floor plan	(11.1)	(14.2)	(17.4)	(10.6)	(5.0)	22%
Interest expense, other, net	(1.5)	(2.7)	(3.2)	(3.9)	(1.7)	46%
Other income (expense), net	-	-	(0.1)	-	-	NM
Income (loss) before taxes	$ 27.9	$ 0.8	$ (210.8)	$ (338.8)	$ (72.1)	3383%
Unit sales volume:						
Retail new vehicles	-	-	11	152	128	0%
Used vehicles	67,636	69,053	73,676	64,107	77,835	(2%)
Wholesale vehicles	11,836	11,059	11,512	11,236	11,667	7%
Gross profit per unit ("GPU"):						
Retail new vehicles	N/A	N/A	$ 6,934	$ 7,510	$ 8,303	NM
Total used vehicle and F&I	$ 3,484	$ 3,029	$ 2,183	$ 2,657	$ 1,762	15%

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

NM = Not Meaningful

Non-GAAP Reconciliation – Annual Trend – EchoPark Segment

(In millions)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2021
Reported income (loss) before taxes	$ 27.9	$ 0.8	$ (210.8)	$ (338.8)	$ (72.1)
Impairment charges	0.2	2.7	78.3	204.9	0.1
Segment income (loss)	$ 28.1	$ 3.5	$ (132.5)	$ (133.9)	$ (72.0)
Acquisition and disposition-related (gain) loss	(0.9)	(2.1)	0.3	-	-
Severance and long-term compensation charges	-	2.8	5.1	-	6.5
Loss (gain) on exit of leased dealerships	-	(3.0)	4.3	-	-
Used vehicle inventory valuation adjustment	-	-	10.0	-	-
Excess compensation related to CDK outage	-	0.4	-	-	-
Closed store accrued expenses	-	2.1	-	-	-
Adjusted segment income (loss)	$ 27.2	$ 3.7	$ (112.8)	$ (133.9)	$ (65.5)
Reported gross profit	$ 233.9	$ 207.9	$ 161.8	$ 175.1	$ 148.8
Used vehicle inventory valuation adjustment	-	-	10.0	-	-
Adjusted gross profit	$ 233.9	$ 207.9	$ 171.8	$ 175.1	$ 148.8
Reported SG&A expenses	$ (172.8)	$ (165.7)	$ (247.0)	$ (269.9)	$ (197.8)
Acquisition and disposition-related (gain) loss	(0.9)	(2.1)	0.3	-	-
Severance and long-term compensation charges	-	2.8	5.1	-	6.5
Loss (gain) on exit of leased dealerships	-	(3.0)	4.3	-	-
Excess compensation related to CDK outage	-	0.4	-	-	-
Closed store accrued expenses	-	2.1	-	-	-
Adjusted SG&A expenses	$ (173.7)	$ (165.5)	$ (237.3)	$ (269.9)	$ (191.3)
Adjusted SG&A expenses as a percentage of gross profit	74.2%	79.6%	138.2%	154.1%	128.6%
Income (loss) before taxes	$ 27.9	$ 0.8	$ (210.8)	$ (338.8)	$ (72.1)
Non-floor plan interest	1.6	2.6	3.2	3.7	1.7
Depreciation and amortization	20.4	21.6	26.6	24.8	16.4
Loss (gain) on exit of leased dealerships	-	(3.0)	4.3	-	-
Impairment charges	0.2	2.7	78.3	204.9	0.1
Severance and long-term compensation charges	-	2.9	5.1	-	8.0
Excess compensation related to CDK outage	-	0.4	-	-	-
Acquisition and disposition-related (gain) loss	(0.9)	(2.5)	0.3	-	(0.4)
Closed store accrued expenses	-	2.1	-	-	-
Used vehicle inventory valuation adjustment	-	-	10.0	-	-
Adjusted EBITDA	$ 49.2	$ 27.6	$ (83.0)	$ (105.4)	$ (46.3)
Adjusted EBITDA - Closed Stores	$ 0.9	$ (4.9)	$ (33.5)	$ (35.3)	$ (19.3)
Adjusted EBITDA - EchoPark Operations (with Holding Company)	48.3	32.5	(49.5)	(70.1)	(27.0)
Adjusted EBITDA - Total EchoPark Segment	$ 49.2	$ 27.6	$ (83.0)	$ (105.4)	$ (46.3)

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

GAAP Income Statement – Quarterly Trend – EchoPark Segment

(In millions, except unit and per unit data)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Q1 2026 Better / (Worse) % Change Year-Over-Year
Revenues:							
Used vehicles	$ 491.8	$ 407.5	$ 439.2	$ 427.4	$ 473.7	21%	4%
Wholesale vehicles	27.3	21.5	30.4	25.4	27.3	NM	NM
Total vehicles	519.1	429.0	469.6	452.8	501.0	21%	4%
Finance, insurance and other, net ("F&I")	61.4	51.7	52.9	55.8	58.7	19%	5%
Total revenues	580.5	480.7	522.5	508.6	559.7	21%	4%
Gross profit:							
Used vehicles	6.3	2.1	2.0	6.9	5.4	198%	17%
Wholesale vehicles	0.2	(0.3)	(0.5)	(0.6)	(0.2)	NM	NM
Total vehicles	6.5	1.8	1.5	6.3	5.2	263%	25%
Finance, insurance and other, net	61.4	51.7	52.9	55.8	58.7	19%	5%
Total gross profit	67.9	53.5	54.4	62.1	63.9	27%	6%
SG&A expenses	(42.7)	(42.2)	(43.5)	(42.2)	(44.8)	(1%)	5%
Impairment charges	-	-	-	-	(0.2)	NM	NM
Depreciation and amortization	(5.7)	(4.9)	(5.1)	(5.2)	(5.2)	(16%)	(10%)
Operating income (loss)	19.5	6.4	5.8	14.7	13.7	205%	42%
Interest expense, floor plan	(3.0)	(2.5)	(2.8)	(2.6)	(3.1)	(20%)	3%
Interest expense, other, net	(0.3)	(0.3)	(0.4)	(0.4)	(0.4)	10%	25%
Other income (expense), net	-	-	-	-	(0.1)	NM	NM
Income (loss) before taxes	$ 16.2	$ 3.6	$ 2.6	$ 11.7	$ 10.1	355%	60%
Unit sales volume:							
Used vehicles	19,326	15,743	16,353	16,742	18,798	23%	3%
Wholesale vehicles	3,127	2,365	3,224	3,097	3,150	32%	(1%)
Gross profit per unit ("GPU"):							
Total used vehicle and F&I	$ 3,502	$ 3,420	$ 3,359	$ 3,747	$ 3,411	2%	3%

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

NM = Not Meaningful

Non-GAAP Reconciliation – Quarterly Trend – EchoPark Segment

(In millions)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Q1 2026 Better / (Worse) % Change Year-Over-Year
Reported income (loss) before taxes	$ 16.2	$ 3.6	$ 2.6	$ 11.7	$ 10.1	355%	60%
Impairment charges	-	-	-	-	0.2	NM	NM
Segment income (loss)	$ 16.2	$ 3.6	$ 2.6	$ 11.7	$ 10.3	355%	57%
Acquisition and disposition-related (gain) loss	-	-	0.1	(0.8)	(0.2)	NM	NM
Loss (gain) on exit of leased dealerships	(3.6)	-	-	-	-	NM	NM
Adjusted segment income (loss)	$ 12.6	$ 3.6	$ 2.7	$ 10.9	$ 10.1	254%	25%
Reported gross profit	$ 67.9	$ 53.5	$ 54.4	$ 62.1	$ 63.9	27%	6%
Reported SG&A expenses	$ (42.7)	$ (42.2)	$ (43.5)	$ (42.2)	$ (44.8)	(1%)	5%
Acquisition and disposition-related (gain) loss	-	-	0.1	(0.8)	(0.2)	NM	NM
Loss (gain) on exit of leased dealerships	(3.6)	-	-	-	-	NM	NM
Adjusted SG&A expenses	$ (46.3)	$ (42.2)	$ (43.4)	$ (43.0)	$ (45.0)	(10%)	(3%)
Adjusted SG&A expenses as a percentage of gross profit	68.2%	78.9%	79.8%	69.3%	70.4%	1,070 bps	220 bps
Income (loss) before taxes	$ 16.2	$ 3.6	$ 2.6	$ 11.7	$ 10.1	355%	60%
Non-floor plan interest	0.3	0.3	0.4	0.4	0.5	NM	NM
Depreciation and amortization	5.7	4.9	5.1	5.1	5.2	NM	NM
Loss (gain) on exit of leased dealerships	(3.6)	-	-	-	-	NM	NM
Impairment charges	-	-	-	-	0.2	NM	NM
Acquisition and disposition-related (gain) loss	-	-	0.1	(0.8)	(0.2)	NM	NM
Adjusted EBITDA	$ 18.6	$ 8.8	$ 8.2	$ 16.4	$ 15.8	111%	18%
Adjusted EBITDA - Closed Stores	$ 0.8	$ 0.4	$ 0.1	$ 0.4	$ -	100%	900%
Adjusted EBITDA - EchoPark Operations (with Holding Company)	17.8	8.4	8.1	16.0	15.8	112%	12%
Adjusted EBITDA - Total EchoPark Segment	$ 18.6	$ 8.8	$ 8.2	$ 16.4	$ 15.8	111%	18%

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

NM = Not Meaningful

GAAP Income Statement – Annual Trend – Powersports Segment

(In millions, except unit and per unit data)	FY 2025	FY 2024	FY 2023	FY 2022	FY 2025 Better / (Worse) % Change Year-Over-Year
Revenues:					
Retail new vehicles	$ 105.5	$ 82.0	$ 88.6	$ 31.8	29%
Used vehicles	37.9	22.3	19.5	7.1	70%
Wholesale vehicles	2.4	2.3	2.6	0.3	NM
Total vehicles	145.8	106.6	110.7	39.2	37%
Parts, service and collision repair	48.9	43.6	45.3	11.7	12%
Finance, insurance and other, net ("F&I")	8.2	7.1	7.2	2.6	17%
Total revenues	202.9	157.3	163.2	53.5	29%
Gross profit:					
Retail new vehicles	15.7	11.5	16.6	6.3	36%
Used vehicles	6.8	5.3	5.4	2.0	28%
Wholesale vehicles	(0.1)	(0.3)	(0.2)	0.1	NM
Total vehicles	22.4	16.5	21.8	8.4	34%
Parts, service and collision repair	23.2	20.1	21.3	5.8	16%
Finance, insurance and other, net	8.2	7.1	7.2	2.6	17%
Total gross profit	53.8	43.7	50.3	16.8	23%
SG&A expenses	(41.8)	(35.9)	(38.9)	(12.3)	(17%)
Impairment charges	(7.6)	-	-	-	NM
Depreciation and amortization	(5.3)	(4.2)	(3.4)	(1.0)	(22%)
Operating income (loss)	(0.9)	3.6	8.0	3.5	(125%)
Interest expense, floor plan	(1.6)	(2.1)	(0.6)	-	23%
Interest expense, other, net	(2.8)	(2.6)	(1.7)	(1.0)	(8%)
Other income (expense), net	-	-	-	0.2	NM
Income (loss) before taxes	$ (5.3)	$ (1.1)	$ 5.7	$ 2.7	(403%)
Unit sales volume:					
Retail new vehicles	5,143	4,244	4,842	1,592	21%
Used vehicles	3,442	2,228	2,261	590	54%
Wholesale vehicles	278	146	216	35	90%
Gross profit per unit ("GPU"):					
Retail new vehicles	$ 3,050	$ 2,713	$ 3,435	$ 3,973	12%
Used vehicles	$ 1,980	$ 2,397	$ 2,394	$ 3,349	(17%)
F&I	$ 959	$ 1,092	$ 1,017	$ 1,205	(12%)

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

NM = Not Meaningful

Non-GAAP Reconciliation – Annual Trend – Powersports Segment

(In millions)	FY 2025	FY 2024	FY 2023	FY 2022
Reported income (loss) before taxes	$ (5.3)	$ (1.1)	$ 5.7	$ 2.7
Impairment charges	7.6	-	-	-
Segment income (loss)	$ 2.3	$ (1.1)	$ 5.7	$ 2.7
Acquisition and disposition-related (gain) loss	1.1	-	-	-
Long-term compensation charges	-	0.5	-	-
Adjusted segment income (loss)	$ 3.4	$ (0.6)	$ 5.7	$ 2.7
Reported SG&A expenses	$ (41.8)	$ (35.9)	$ (38.9)	$ (12.3)
Acquisition and disposition-related (gain) loss	1.1	-	-	-
Long-term compensation charges	-	0.5	-	-
Adjusted SG&A expenses	$ (40.7)	$ (35.4)	$ (38.9)	$ (12.3)
Adjusted SG&A expenses as a percentage of gross profit	75.8%	80.9%	77.2%	73.4%
Income (loss) before taxes	(5.3)	(1.1)	5.7	2.7
Non-floor plan interest	2.8	2.6	1.7	1.0
Depreciation and amortization	5.3	4.3	3.4	0.9
Impairment charges	7.6	-	-	-
Severance and long-term compensation charges	-	0.5	-	-
Acquisition and disposition-related (gain) loss	1.1	-	-	-
Adjusted EBITDA	$ 11.5	$ 6.3	$ 10.8	$ 4.6

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

GAAP Income Statement – Quarterly Trend – Powersports Segment

(In millions, except unit and per unit data)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Q1 2026 Better / (Worse) % Change Year-Over-Year
Revenues:							
Retail new vehicles	$ 22.3	$ 20.4	$ 38.8	$ 26.9	$ 19.4	9%	15%
Used vehicles	9.2	6.6	17.2	8.3	5.7	39%	61%
Wholesale vehicles	0.2	0.4	1.0	0.3	0.8	NM	NM
Total vehicles	31.7	27.4	57.0	35.5	25.9	16%	23%
Parts, service and collision repair	7.4	7.5	23.8	10.6	7.0	(1%)	6%
Finance, insurance and other, net ("F&I")	1.8	1.5	3.3	2.0	1.5	19%	20%
Total revenues	40.9	36.4	84.1	48.1	34.4	12%	19%
Gross profit:							
Retail new vehicles	3.2	3.0	6.1	3.9	2.7	8%	19%
Used vehicles	1.6	1.2	2.9	1.6	1.1	30%	45%
Wholesale vehicles	-	-	(0.1)	-	(0.2)	NM	NM
Total vehicles	4.8	4.2	8.9	5.5	3.6	15%	33%
Parts, service and collision repair	3.5	3.7	11.1	5.0	3.4	(5%)	3%
Finance, insurance and other, net	1.8	1.5	3.3	2.0	1.5	19%	20%
Total gross profit	10.1	9.4	23.3	12.5	8.5	8%	19%
SG&A expenses	(9.9)	(9.0)	(13.0)	(10.2)	(9.6)	(10%)	(3%)
Impairment charges	-	-	-	(6.5)	(1.1)	NM	NM
Depreciation and amortization	(1.2)	(1.4)	(1.3)	(1.2)	(1.2)	15%	0%
Operating income (loss)	(1.0)	(1.0)	9.0	(5.4)	(3.4)	4%	71%
Interest expense, floor plan	(0.4)	(0.3)	(0.4)	(0.4)	(0.5)	(70%)	20%
Interest expense, other, net	(0.7)	(0.7)	(0.7)	(0.7)	(0.7)	2%	0%
Other income (expense), net	0.1	-	(0.1)	-	-	NM	NM
Income (loss) before taxes	$ (2.0)	$ (2.0)	$ 7.8	$ (6.5)	$ (4.6)	0%	57%
Unit sales volume:							
Retail new vehicles	1,124	1,085	1,671	1,394	993	4%	13%
Used vehicles	832	640	1,407	817	578	30%	44%
Wholesale vehicles	49	76	84	58	60	NM	NM
Gross profit per unit ("GPU"):							
Retail new vehicles	$ 2,891	$ 2,742	$ 3,655	$ 2,828	$ 2,681	5%	8%
Used vehicles	$ 1,938	$ 1,927	$ 2,048	$ 2,014	$ 1,823	1%	6%
F&I	$ 907	$ 874	$ 1,066	$ 889	$ 943	4%	(4%)

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

NM = Not Meaningful

Non-GAAP Reconciliation – Quarterly Trend – Powersports Segment

(In millions)	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q1 2026 Better / (Worse) % Change Sequential	Q1 2026 Better / (Worse) % Change Year-Over-Year
Reported income (loss) before taxes	$ (2.0)	$ (2.0)	$ 7.8	$ (6.5)	$ (4.6)	0%	57%
Impairment charges	-	-	-	6.5	1.1	NM	NM
Segment income (loss)	$ (2.0)	$ (2.0)	$ 7.8	$ -	$ (3.5)	0%	43%
Acquisition and disposition-related (gain) loss	-	-	0.2	-	0.9	NM	NM
Adjusted segment income (loss)	$ (2.0)	$ (2.0)	$ 8.0	$ -	$ (2.6)	0%	23%
Reported gross profit	$ 10.1	$ 9.4	$ 23.3	$ 12.5	$ 8.5	8%	19%
Reported SG&A expenses	$ (9.9)	$ (9.0)	$ (13.0)	$ (10.2)	$ (9.6)	(10%)	(3%)
Acquisition and disposition-related (gain) loss	-	-	0.2	-	0.9	NM	NM
Adjusted SG&A expenses	$ (9.9)	$ (9.0)	$ (12.8)	$ (10.2)	$ (8.7)	(9%)	(13%)
Adjusted SG&A expenses as a percentage of gross profit	97.7%	96.2%	55.1%	81.1%	102.0%	(150) bps	430 bps
Income (loss) before taxes	$ (2.0)	$ (2.0)	$ 7.8	$ (6.5)	$ (4.6)	0%	57%
Non-floor plan interest	0.7	0.7	0.7	0.7	0.7	NM	NM
Depreciation and amortization	1.2	1.4	1.4	1.3	1.2	NM	NM
Impairment charges	-	-	-	6.5	1.1	NM	NM
Acquisition and disposition-related (gain) loss	-	-	0.2	-	0.9	NM	NM
Adjusted EBITDA	$ (0.1)	$ 0.1	$ 10.1	$ 2.0	$ (0.7)	(200%)	86%

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

NM = Not Meaningful

Non-GAAP Reconciliation – SG&A Expenses as % of Gross Profit Franchised Dealerships Segment

(In millions)	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	Q1 2025	Q1 2026
Reported:							
Compensation	$ 719.6	$ 858.0	$ 856.6	$ 892.4	$ 956.9	$ 226.4	$ 240.1
Advertising	26.1	36.9	40.5	55.1	69.9	15.8	18.7
Rent	46.6	42.4	40.3	39.2	44.3	9.7	12.4
Other	284.6	335.7	377.2	388.7	392.5	74.0	103.2
Total SG&A expenses	$ 1,076.9	$ 1,273.0	$ 1,314.6	$ 1,375.4	$ 1,463.6	$ 325.9	$ 374.4
Adjustments:							
Acquisition and disposition-related gain (loss)	$ (1.2)	$ 9.1	$ 20.9	$ 3.5	$ (5.5)	$ (0.3)	$ 5.1
Severance and long-term compensation charges	-	(4.4)	-	(2.2)	-	-	-
Storm damage charges	-	-	(1.9)	(8.3)	(5.0)	(0.9)	-
Excess compensation related to CDK outage	-	-	-	(11.0)	-	-	-
Cyber insurance proceeds	-	-	-	10.0	40.0	30.0	-
Legal settlements	-	-	-	-	(0.7)	-	-
Total SG&A adjustments	(1.2)	4.7	19.0	(8.0)	28.8	28.8	5.1
Adjusted:							
Adjusted SG&A expenses	$ 1,075.7	$ 1,277.7	$ 1,333.6	$ 1,367.4	$ 1,492.4	$ 354.7	$ 379.5
Reported:							
Compensation	40.8%	40.4%	42.1%	46.0%	45.7%	45.8%	46.1%
Advertising	1.5%	1.7%	2.0%	2.8%	3.3%	3.2%	3.6%
Rent	2.6%	2.0%	2.0%	2.0%	2.1%	2.0%	2.4%
Other	16.1%	15.8%	18.5%	20.1%	18.8%	15.0%	19.8%
Total SG&A expenses as % of gross profit	61.0%	59.9%	64.6%	70.9%	69.9%	66.0%	71.9%
Adjustments:							
Acquisition and disposition-related gain (loss)	(0.1%)	0.4%	1.1%	0.2%	(0.3%)	(0.1%)	1.0%
Severance and long-term compensation charges	0.0%	(0.2%)	0.0%	(0.1%)	0.0%	0.0%	0.0%
Storm damage charges	0.0%	0.0%	(0.1%)	(0.5%)	(0.2%)	(0.2%)	0.0%
Excess compensation related to CDK outage	0.0%	0.0%	0.0%	(0.7%)	0.0%	0.0%	0.0%
Cyber insurance proceeds	0.0%	0.0%	0.0%	0.6%	1.8%	6.1%	0.0%
Legal settlements	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total effect of adjustments	(0.1%)	0.2%	1.0%	(0.5%)	1.3%	5.8%	1.0%
Adjusted:							
Compensation	40.8%	40.2%	42.1%	45.2%	45.7%	45.8%	46.1%
Advertising	1.5%	1.7%	2.0%	2.8%	3.3%	3.2%	3.6%
Rent	2.6%	2.0%	2.0%	2.0%	2.1%	2.0%	2.4%
Other	16.0%	16.2%	19.5%	20.4%	20.1%	20.8%	20.8%
Total adjusted SG&A expenses as % of gross profit	60.9%	60.1%	65.6%	70.4%	71.2%	71.8%	72.9%
Reported:							
Total gross profit	$ 1,765.6	$ 2,125.1	$ 2,033.6	$ 1,941.2	$ 2,095.2	$ 494.0	$ 520.7
Excess compensation related to CDK outage	-	-	-	2.0	-	-	-
Adjusted gross profit	$ 1,765.6	$ 2,125.1	$ 2,033.6	$ 1,943.2	$ 2,095.2	$ 494.0	$ 520.7

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

NM = Not Meaningful

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