



Conference Call With America's Car-Mart

Thursday, March 26th at 11:00 a.m. ET/10:00 a.m. CT

Stephens is hosting a conference call for institutional investors with Jeff Williams, CEO of America's Car-Mart. America's Car-Mart operates 145 used car dealerships in the Southeast and Midwest U.S. and finances the sale of its cars. Car-Mart's primary customer is in the subprime credit spectrum with an average retail sales price of \$11,750.

About Featured Speaker Jeff Williams, CEO



Jeff Williams is the President and CEO of America's Car-Mart. Mr. Williams has been with America's Car-Mart since 2005, and was the CFO prior to becoming the CEO in 2018.

Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

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Topics of Discussion

- How has the coronavirus affected customer behavior, such as customer demand and payment activity? What are your expectations for the next several weeks?
- How have dealerships, auction houses, etc across the auto chain reacted to the coronavirus?
- How is your cash and liquidity position? How is your access to the funding markets? Do you foresee any balance sheet impairments?
- How has competition been, before and after the coronavirus took hold? Do you find other lenders tightening? Is Car-Mart tightening?
- How have used car prices performed? How big of an impact are prices to your performance? Is the coronavirus good or bad for prices?

Conference Call Host

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