



Conference Call

## Management Call with Lithia Motors (LAD)

Friday, April 24th at 1:00 p.m. ET/12:00 p.m. CT

Stephens is hosting a conference call for institutional investors with Lithia Motors management team. Speakers will include:

- Bryan DeBoer - President & Chief Executive Officer
- Tina Miller - Senior Vice President, Chief Financial Officer
- Eric Pitt - Vice President, Investor Relations & Treasurer



**Lithia Motors** is the 3rd largest automotive retail dealership group operating 188 stores, representing 30 brands, across 20 states. The Company engages in the sale of new and used vehicles, associated finance and insurance products, and offers automotive repair and maintenance services. Over the past five years, Lithia's revenues grew at a 19% annual rate and EPS compounded 18% annually. The Company's used vehicle inventory offering is the second-largest in the U.S. and digital capabilities are ramping.

**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

- Current demand environment across business segments and geographies
- Actions taken to adjust company operating structure and increase liquidity
- Preparations for a recovery and expected timeline
- Outlook on M&A
- View on automotive retail industry post COVID-19

### Conference Call Host

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