



Conference Call

Management Call with Sonic Automotive (SAH)

Thursday, May 7 at 3:00 p.m. ET/ 2:00 p.m. CT

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

- David Smith - Chief Executive Officer
- Jeff Dyke - President
- Heath Byrd - EVP, Chief Financial Officer
- CG Saffe - VP, Chief Accounting Officer
- Danny Wieland - Director of Financial Reporting



Sonic Automotive is the 5th largest public automotive retail dealership group operating 86 franchise stores, representing 21 brands, across 12 states. The Company's franchise segment engages in the sale of new and used vehicles, associated finance and insurance products, and offers automotive repair and maintenance services. The Company also operates 9 stand-alone used vehicle stores under the EchoPark brand, a volume-based operating model that has seen early success drawing customer traffic through discounted retail pricing.

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 various business segments and geographies
- Actions taken to adjust company operating structure and increase liquidity
- Preparations for a recovery and expected timeline
- EchoPark trends, outlook and store roll-out
- View on automotive retail industry post COVID-19

Conference Call Host

Rick Nelson, CFA
Managing Director
Retail/Hardlines
(312) 292-5768
rnelson@stephens.com

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f in 800-643-9691

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STEPHENS INC., 111 CENTER STREET, LITTLE ROCK, AR 72201

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