

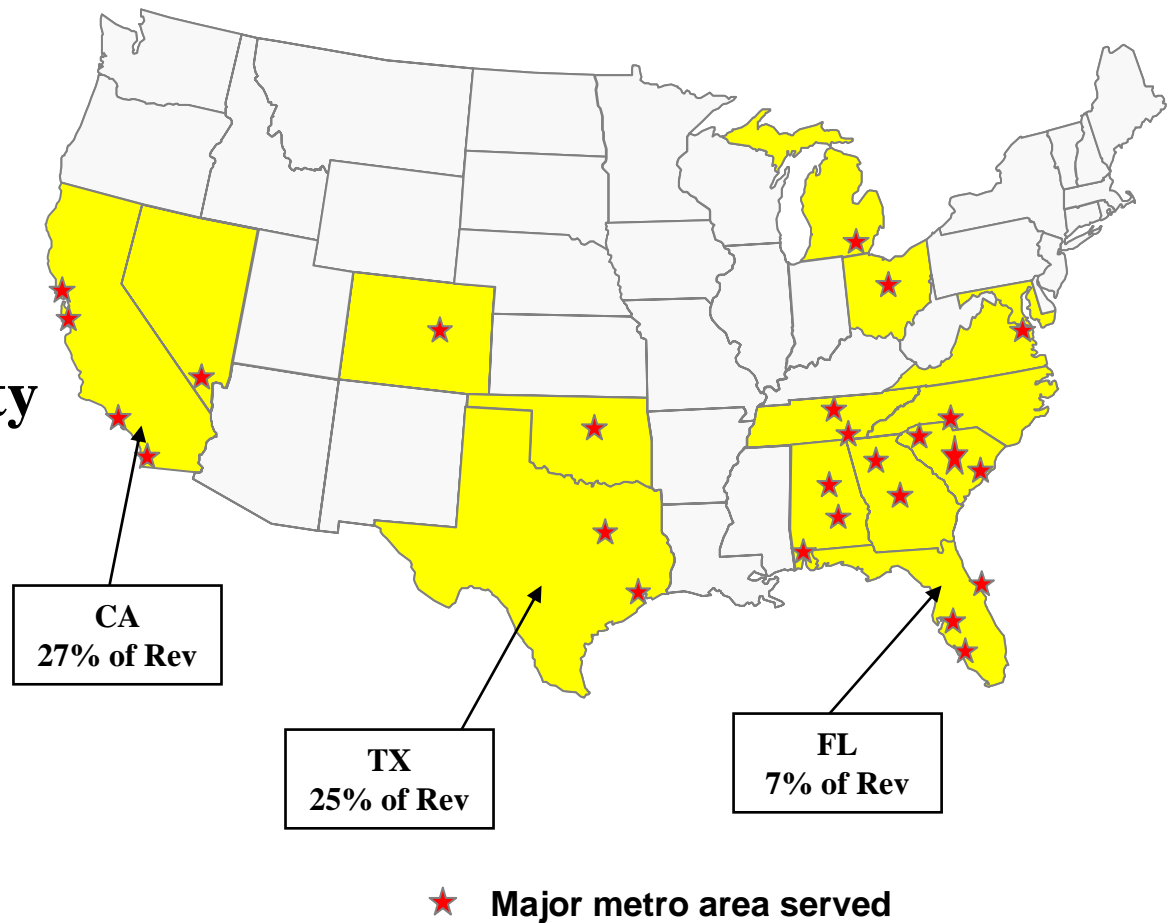


Cautionary Notice Regarding Forward-Looking Statements

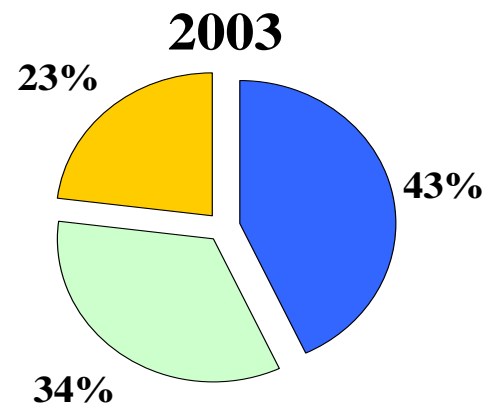
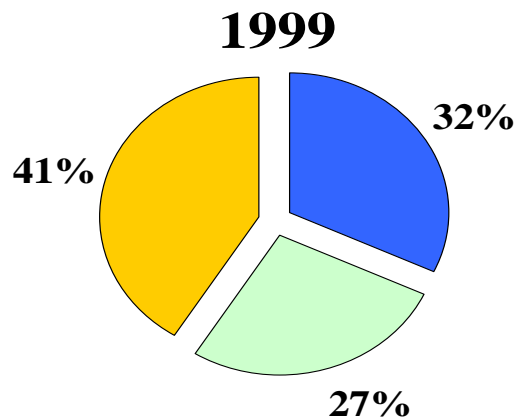
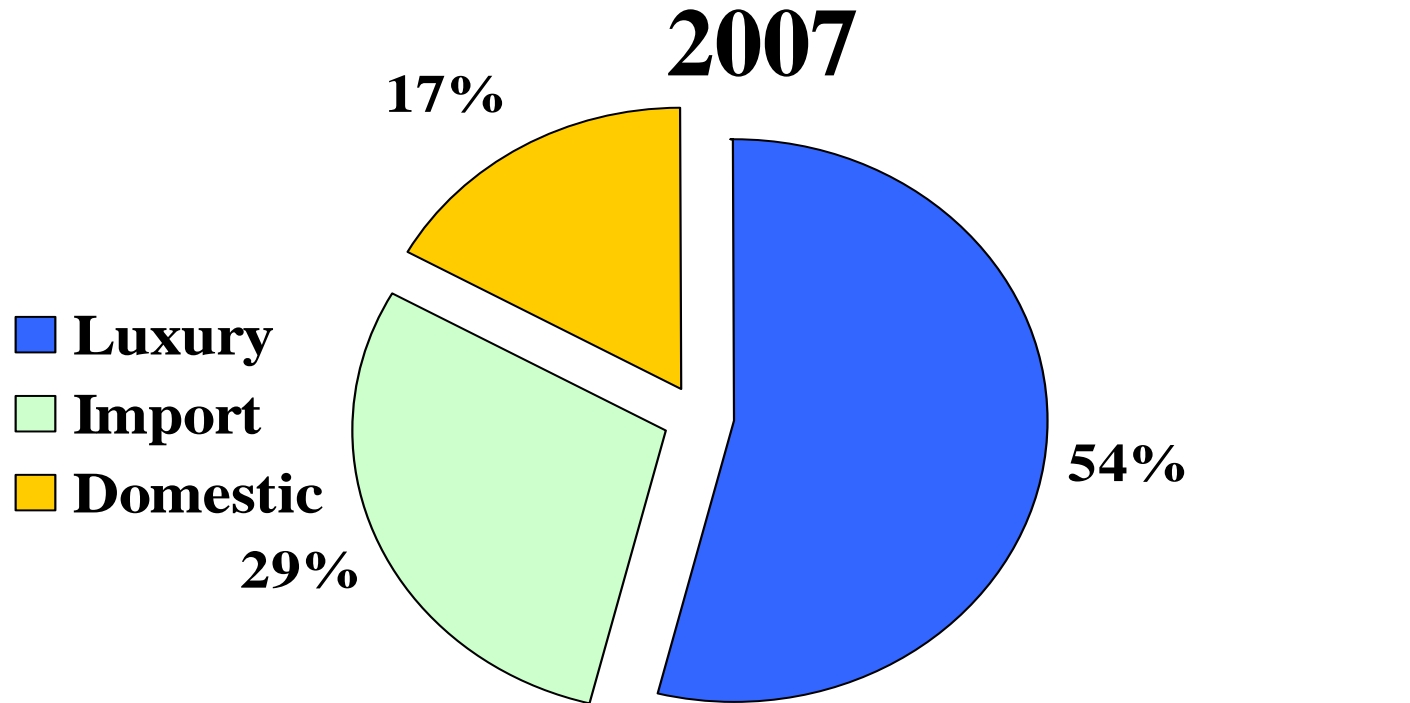
- This presentation contains statements that constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934.
- These forward-looking statements are not historical facts, but only predictions by our company and/or our company’s management.
- These statements generally can be identified by lead-in words such as “believe,” “expect” “anticipate,” “intend,” “plan,” “foresee” and other similar words. Similarly, statements that describe our company’s objectives, plans or goals are also forward-looking statements.
- You are cautioned that these forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and that actual results may differ materially from those projected in the forward-looking statements as a result of various factors. Among others, factors that could materially adversely affect actual results and performance include those risk factors that are listed in Sonic Automotive’s Form 10-Q for the quarter ended June 30, 2008.

Sonic Automotive, Inc.

- **#298 among the Fortune 500**
- **\$8.3 Billion in Revenues**
- **Brand and Geographic diversity**
 - 166 franchises
 - 31 collision repair centers
 - 33 vehicle brands
 - 15 states
 - 26 metro markets

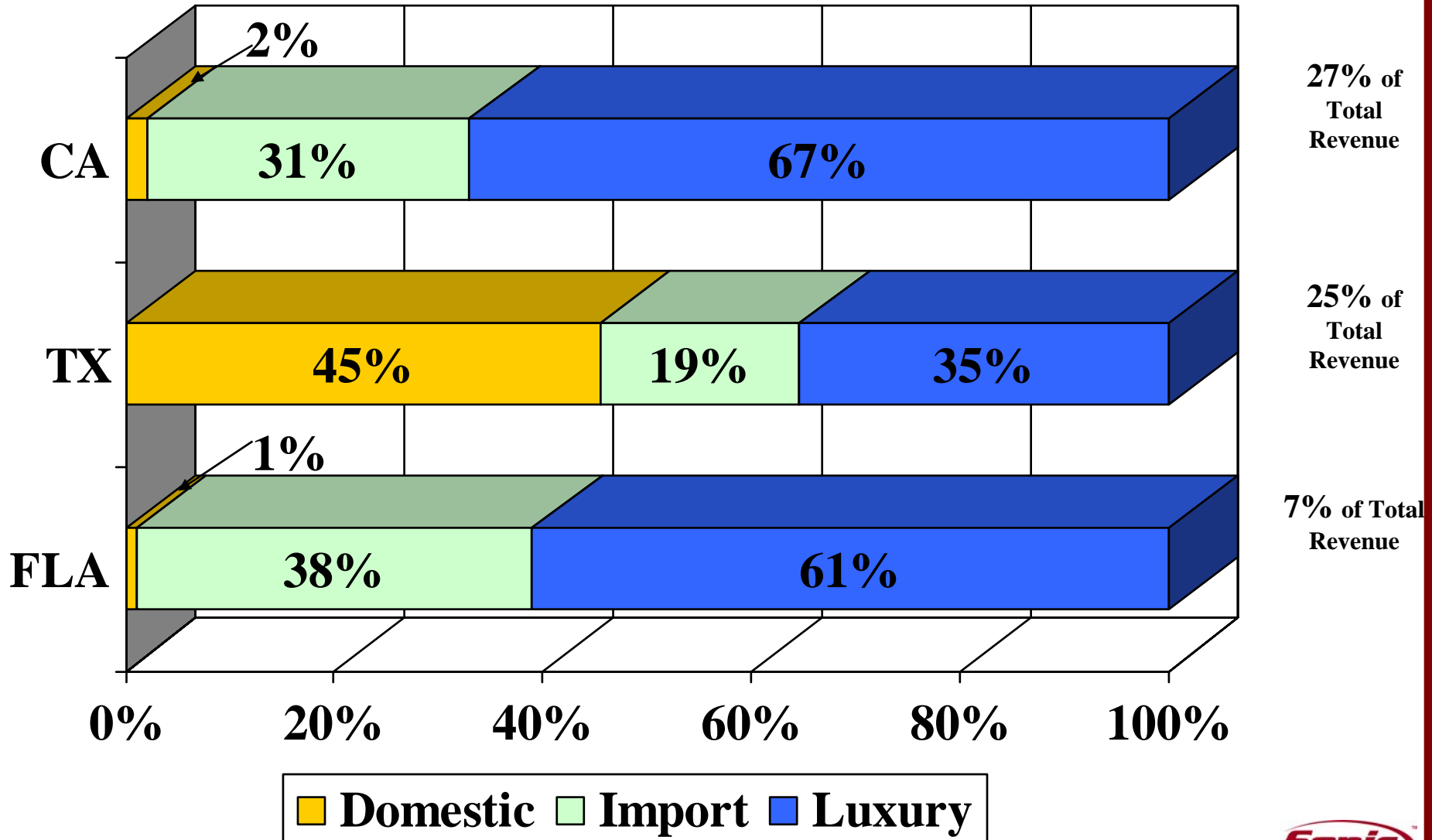


Portfolio Enrichment



Geographic Brand Mix

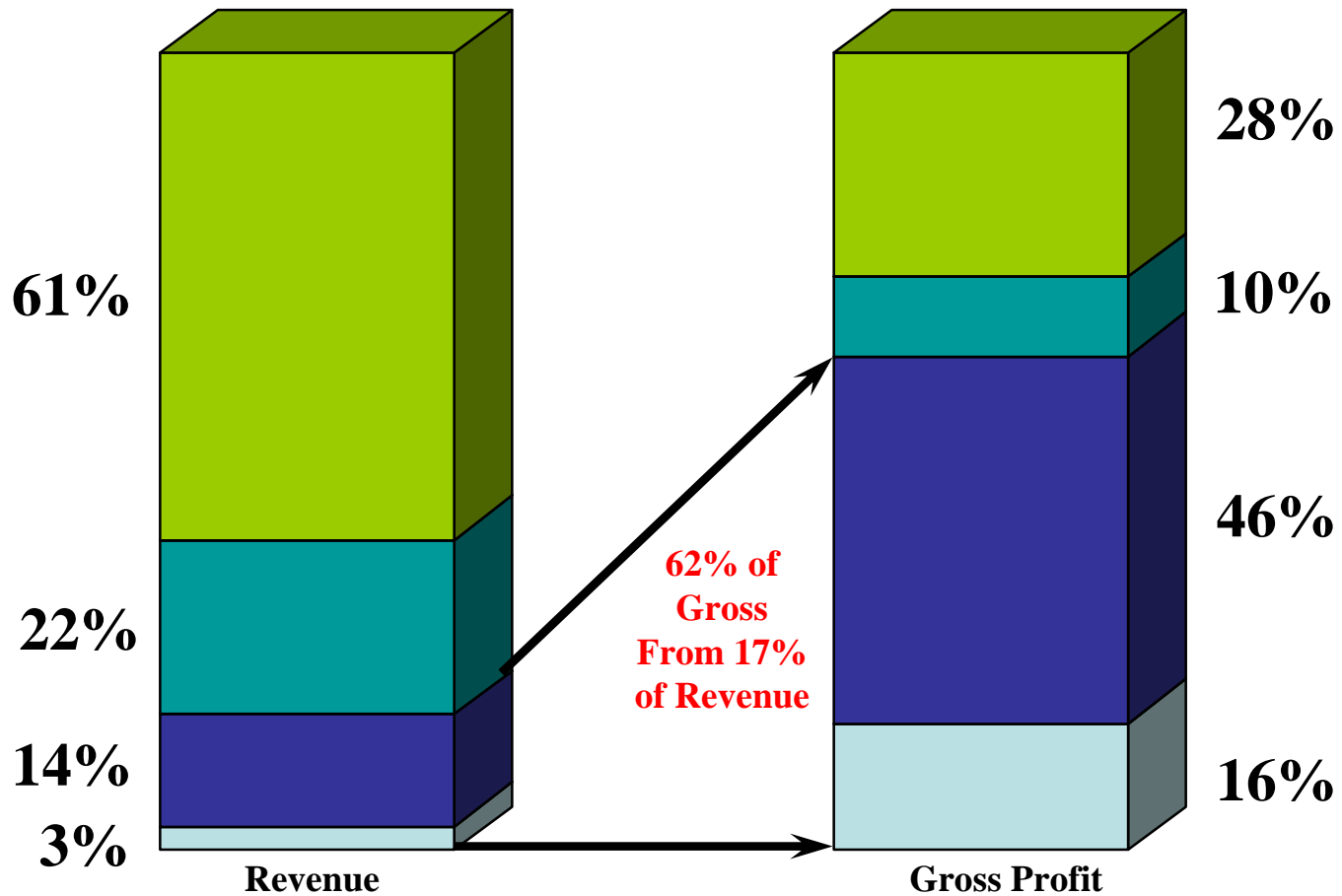
Percent of Total Revenues



Benefits of Consolidation

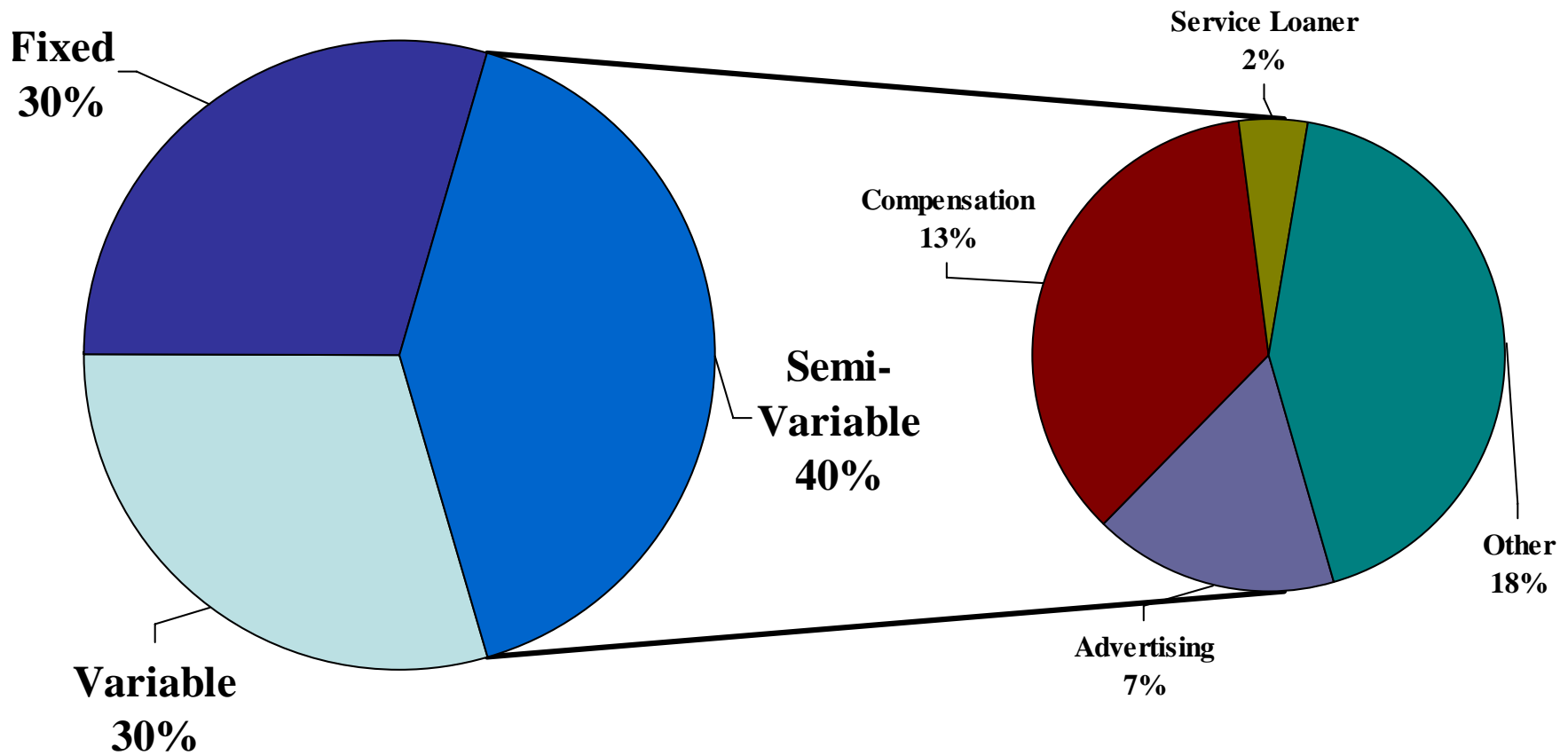
- Brand and geography **diversity**
- **Inventory management**
- **Centralized expense control**
 - Purchasing power – benefits of scale
 - Advertising
 - Technology costs
 - Financing costs
- **Fixed absorption** – well above industry average
- **Specialized support staff** - finance and insurance, service and parts, used cars
- Development and application of **best practices and processes**

Diverse Profit Centers

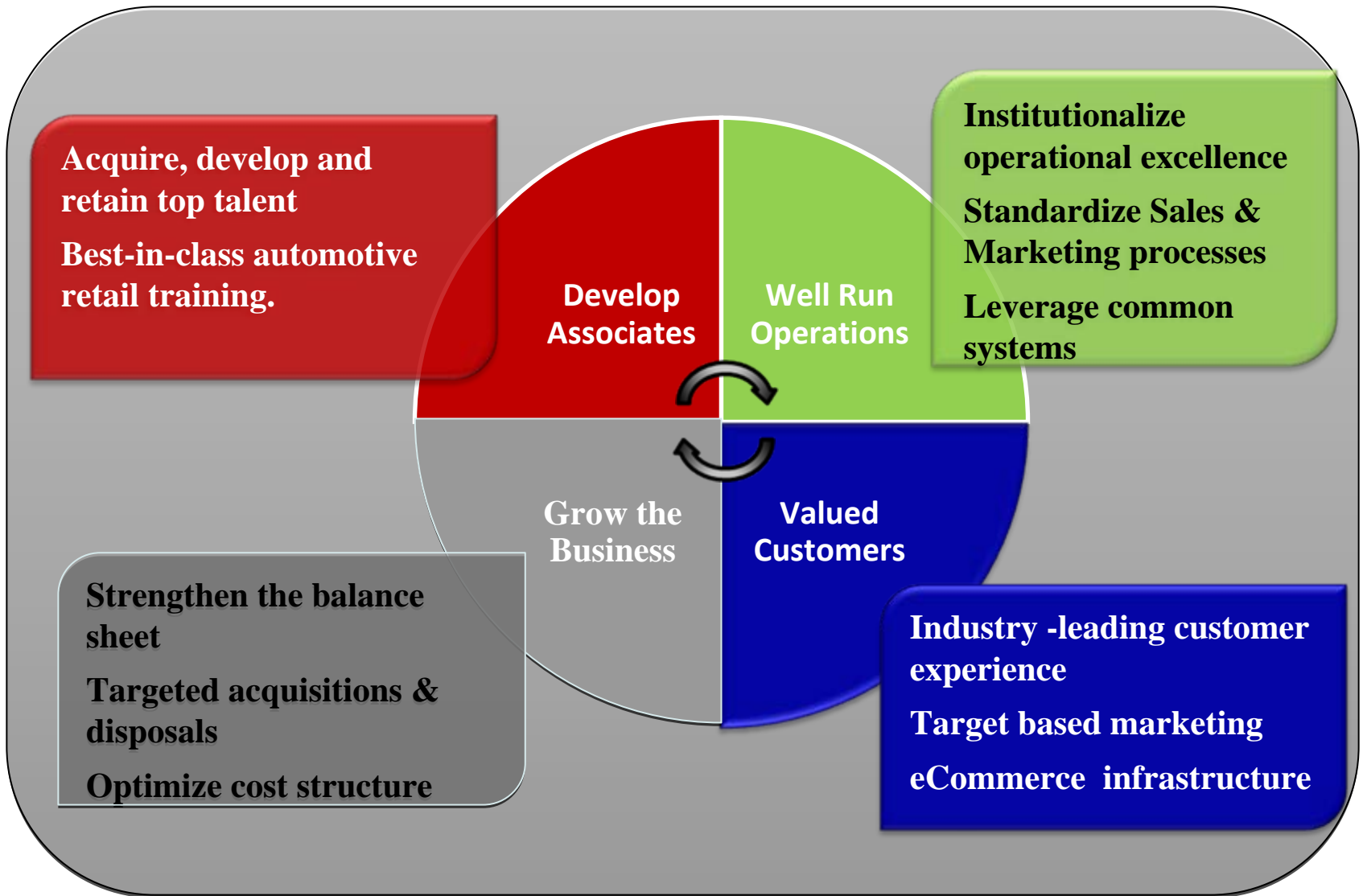


■ F&I ■ Fixed Operations ■ Used Vehicles ■ New Vehicles

Variable Cost Structure



Strategic Focus



Associate Training Initiative

Sonic Training Certification Levels



Sonic Learning and Development Strategy

Written Communication:

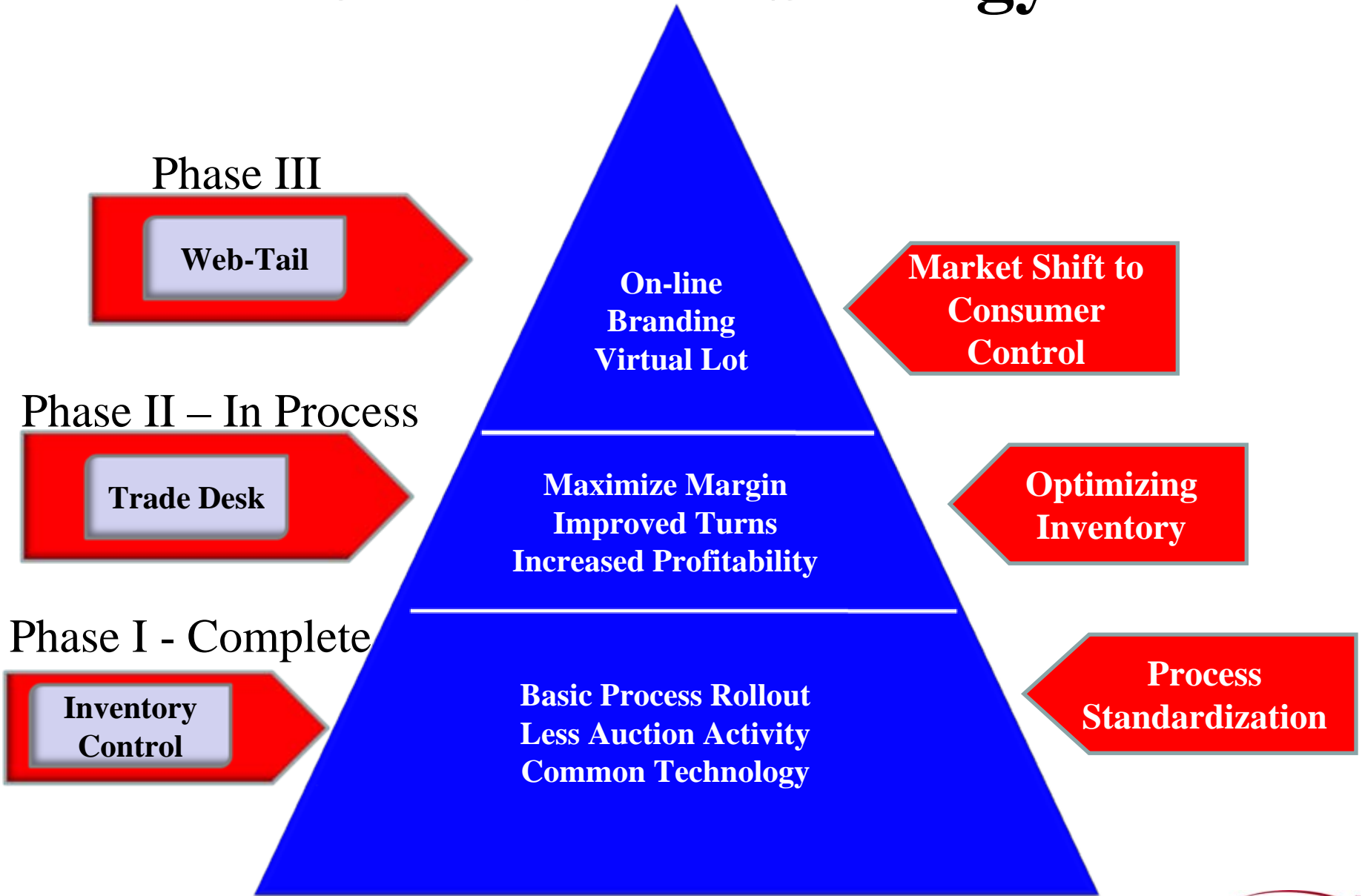
Reference material, self-study, career planning

Video Learning – Role playing activities, specific job duty training

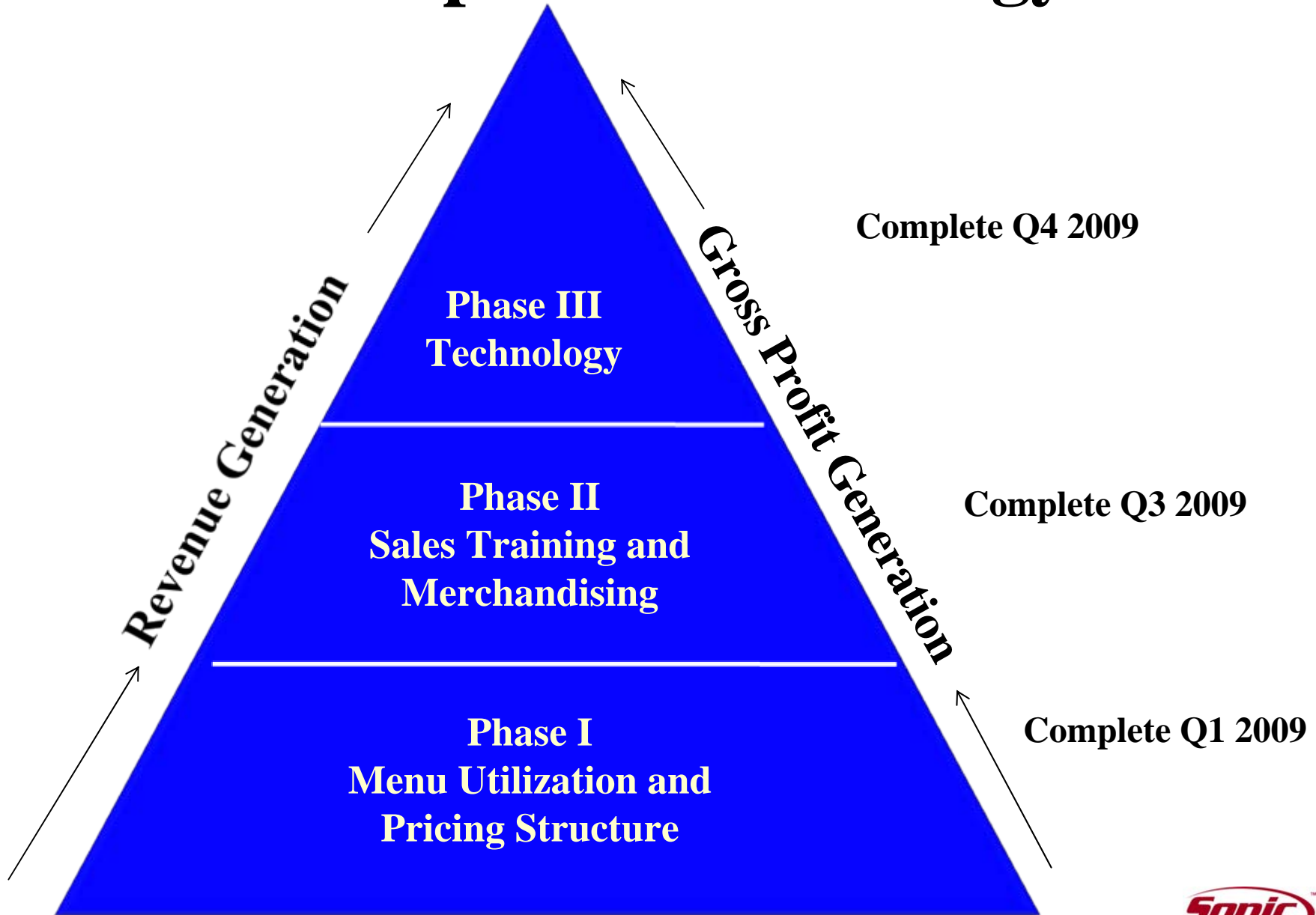
Web-Based Learning – Interactive course presentation

Live Training – Hands-on training, small group activities

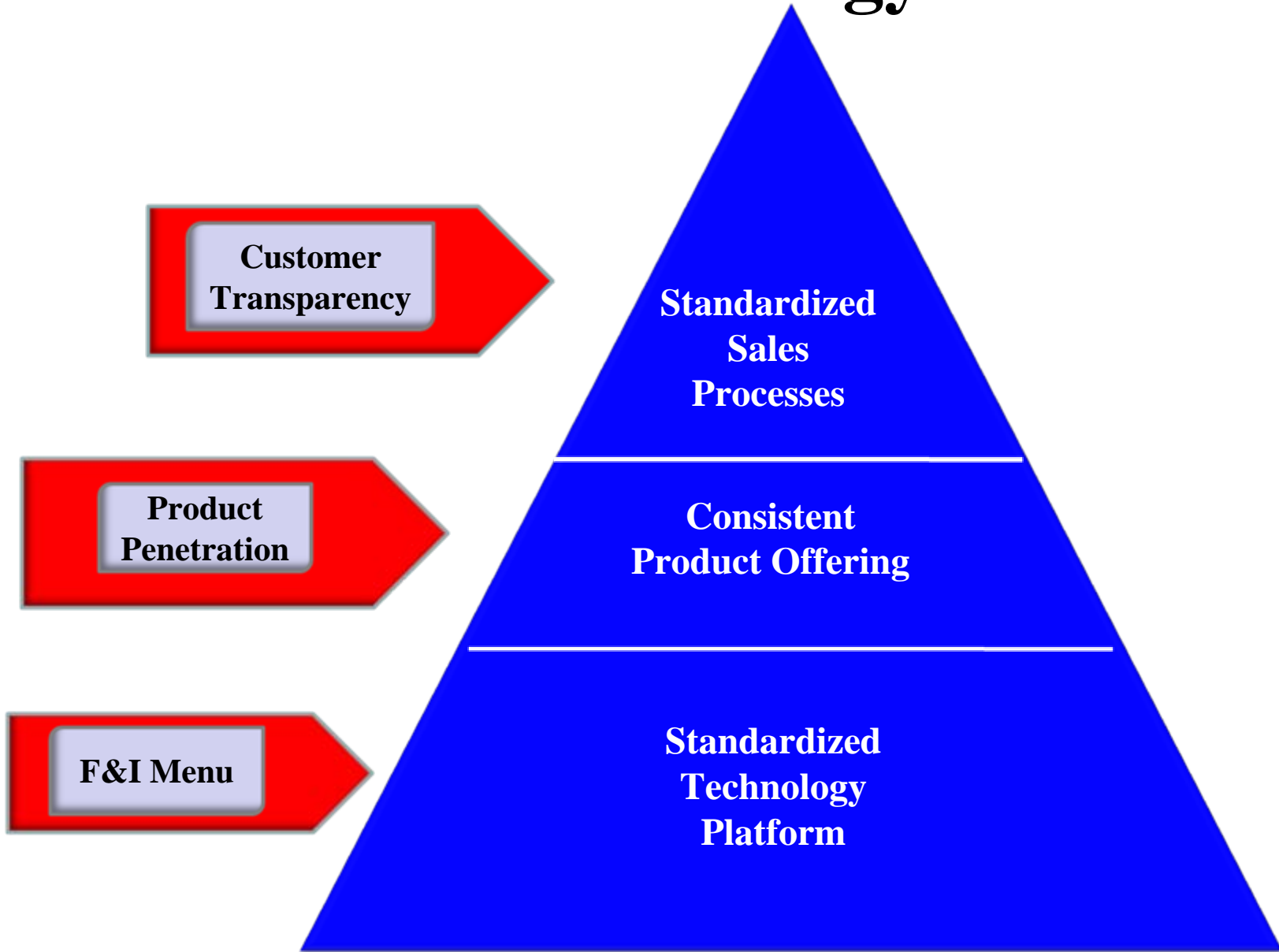
Used Vehicle Strategy



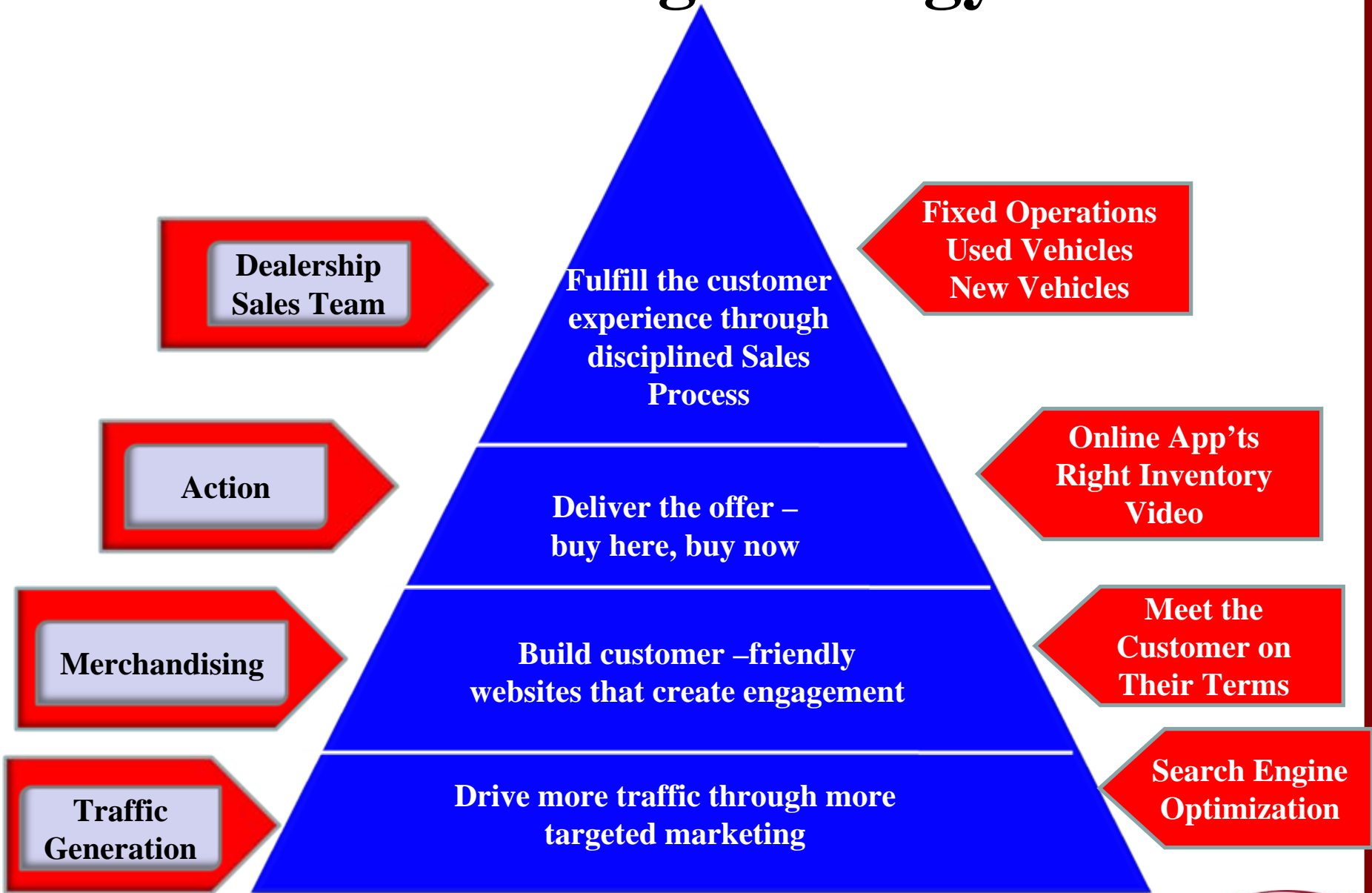
Fixed Operations Strategy



F&I Strategy



Marketing Strategy



Financial Strategy

Continued Emphasis on Cost Control

Shift to Owning More Real Estate to Take Advantage of
Lower Financing Rates

Prudent, Opportunistic Acquisition Growth

Consistent Leverage and Balance Sheet Management

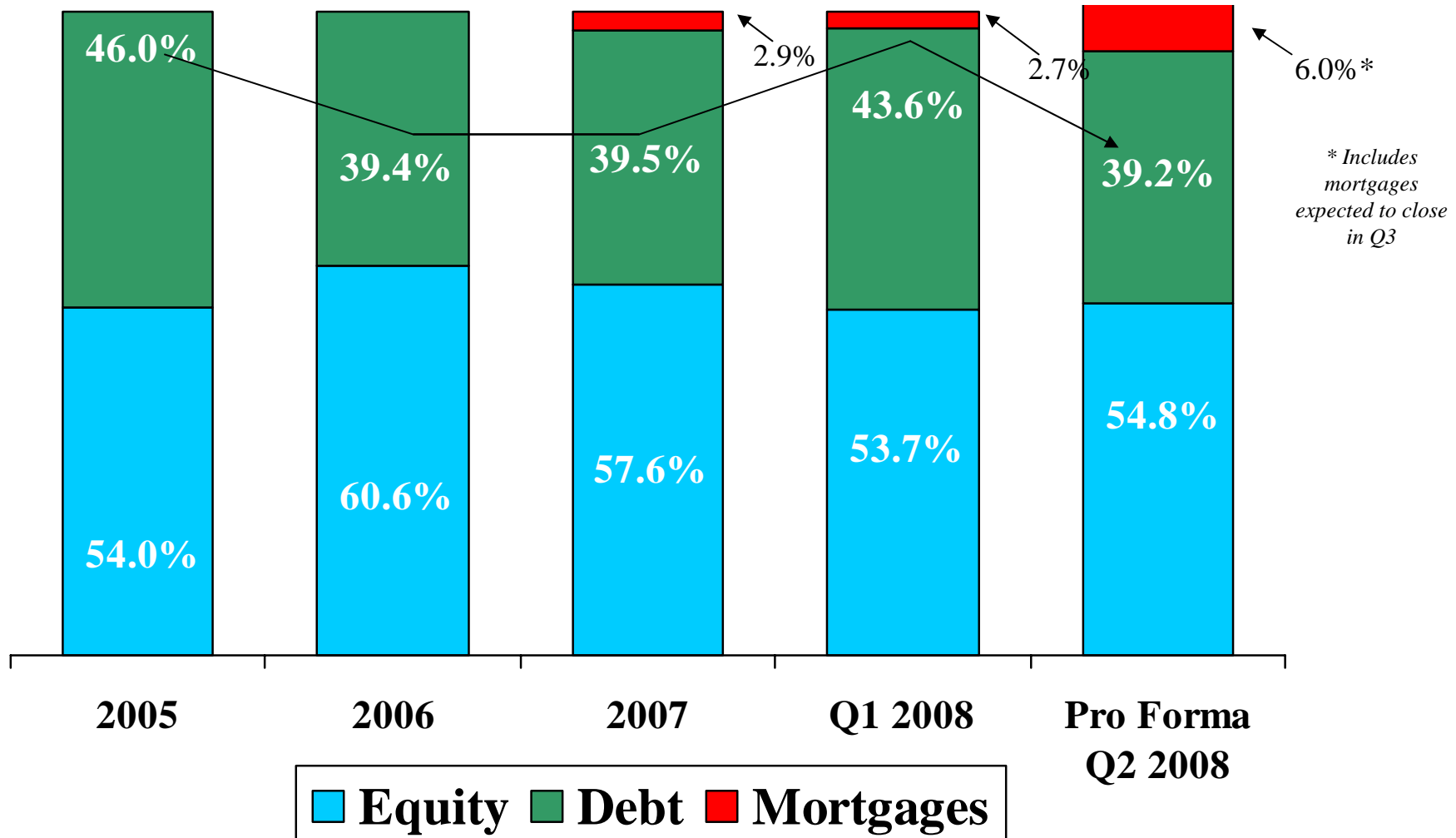
Disciplined Capital Allocation and Capital Expenditures –
Invest Money Where We Make Money

Managing Through a Downturn

- Control **inventory**
 - Control **costs**
- } **Central oversight on both!**
- Focus on **SELLING**.
 - Evaluate advertising/marketing for new and used vehicles.
 - Evaluate sales compensation – how do we **maintain/grow gross** and have sales people stay with the Company?
 - Focus on **parts and service operations**.
 - Reevaluate **capital expenditure** plans.
 - Obtain **fair value for dispositions**.

Capitalization

Debt to Cap With Mortgages 42.4% 46.3% 45.2%



Debt Covenants

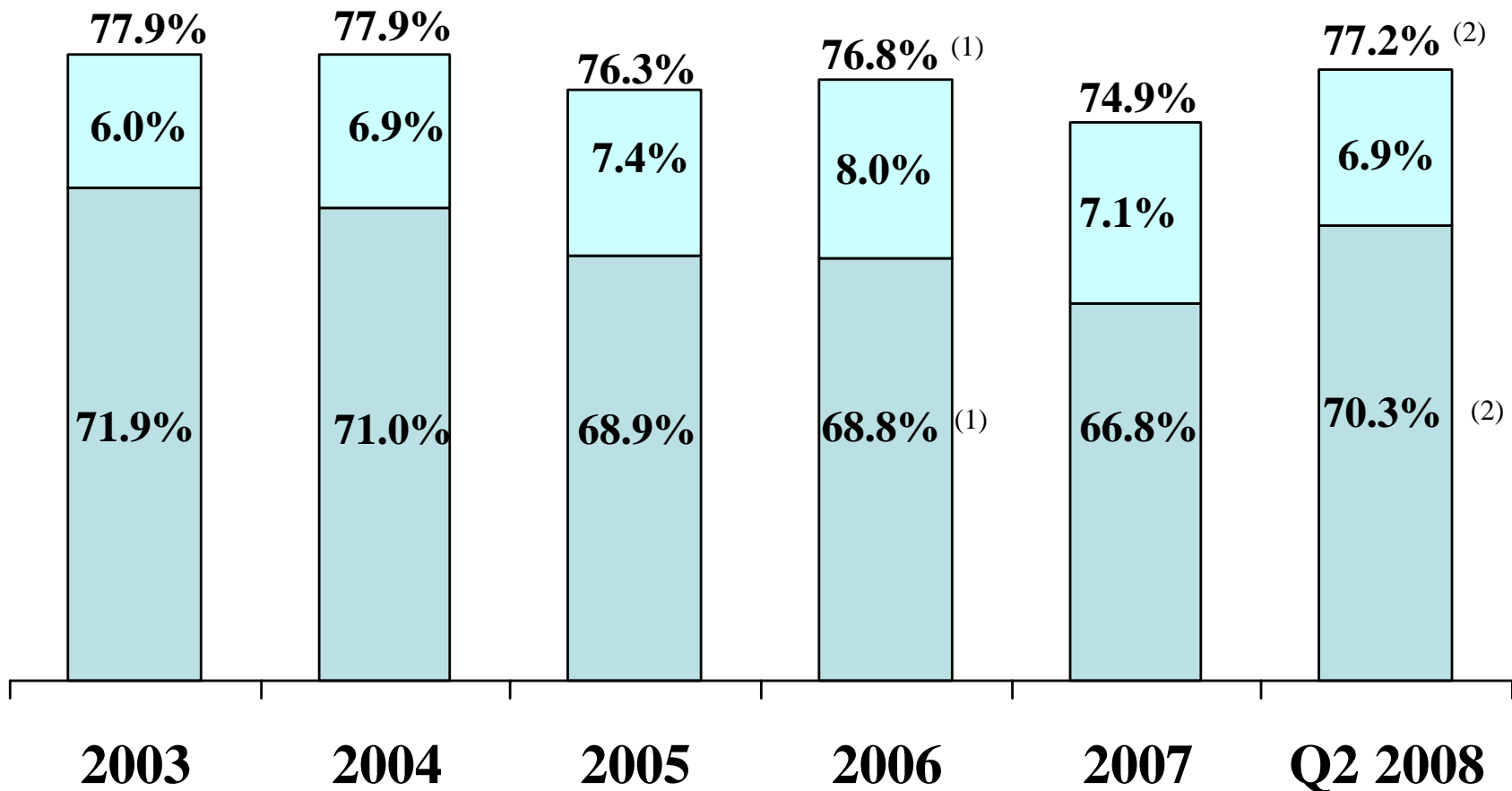
Covenant	Required	June 30, 2008
Consolidated Liquidity Ratio	> 1.15	1.18
Consolidated Fixed Charge Coverage Ratio	> 1.20	1.72
Consolidated Total Senior Secured Debt to EBITDA Ratio	< 2.25	0.96

Inventory Management

	<u>Jun-08</u>	<u>Jun 08</u> <u>Industry</u>	<u>Jun 07</u>
New Vehicles			
Domestic (excluding Cadillac)	61.2	77.7	54.0
Luxury (including Cadillac)	65.9	57.0	48.3
Import	48.9	44.6	48.3
Overall	60.1	60.9	51.2
Used Vehicles	30.4		39.3

SG&A Expenses % of Gross Profit

All Other SG&A
 Rent



(1) Excludes Q2 non-cash charges

(2) Excludes hail loss

Compelling Opportunity

Benefits of Consolidation

- Best practices and standardization
- Centralized expense control

Favorable Brand Mix

- Weighted toward brands that are taking market share

Effective Operating Strategy

- Consistent performance
- Ongoing initiatives in every core area of the business
- Consistent delivery on promises



Sonic
Automotive