

TACTICAL FLEET

14325 GILLIS ROAD, SUITE 100
SPECIFIC USE PERMIT - EXOTIC AUTOMOTIVE SALES

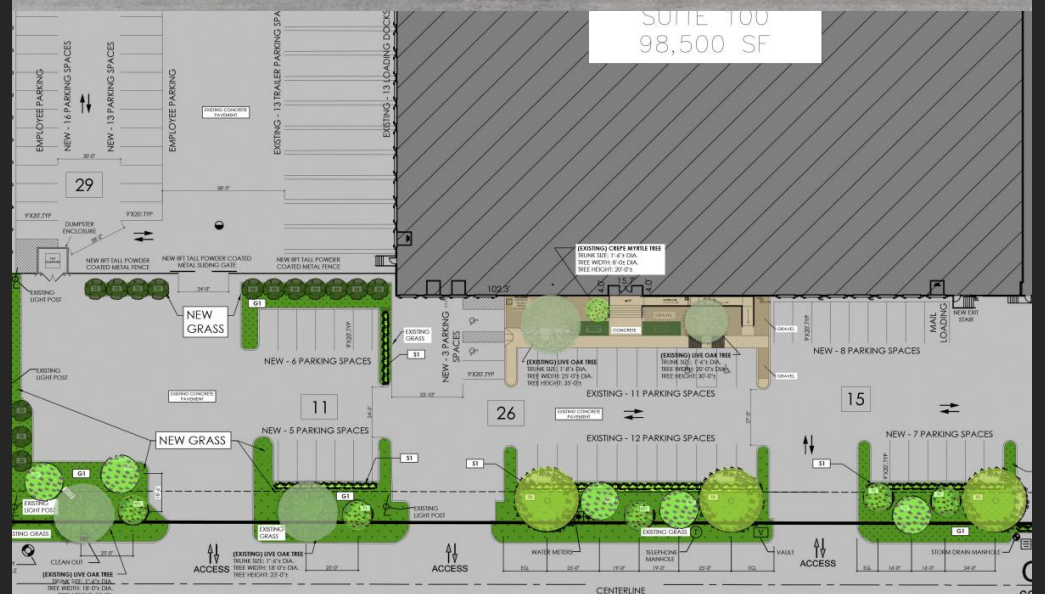
EchoPark TX, LLC
Farmers Branch
City Council
13 July 2021
File 21-SU-003



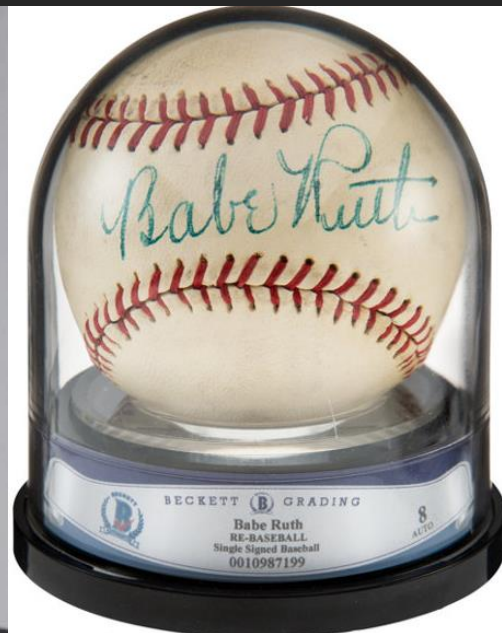
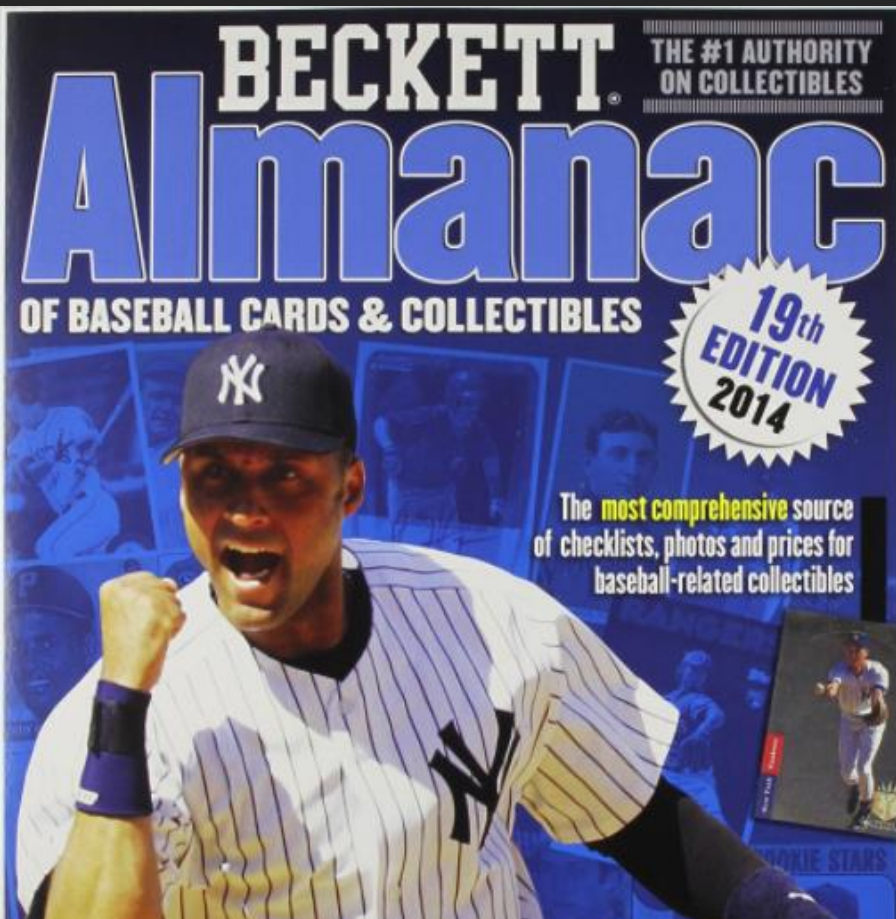




What Is Permitted





What Is Proposed



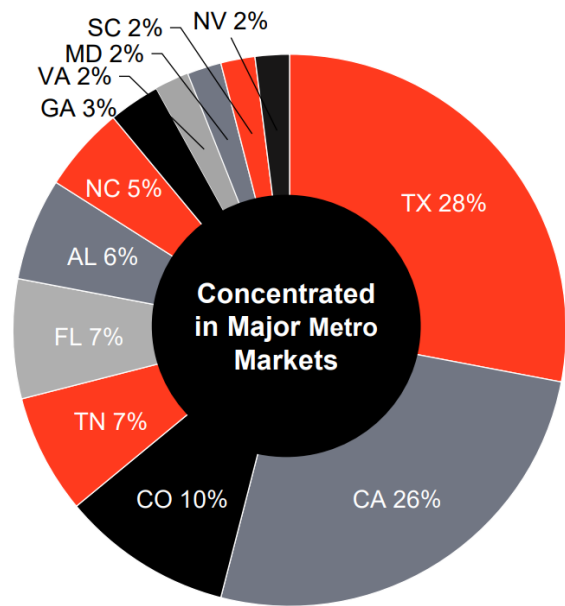
4635 McEwen Rd



- Sonic Automotive 
 - Fortune 300 Company
- Tactical Fleet 
 - Projected Sales of 100 Vehicles/Month
 - 150 Vehicles for Sale On-Site at Any One Time
 - Median Vehicle Price: \$175,000

BY GEOGRAPHY

Geographic Footprint, Revenue Streams and Brand Mix Offer Attractive Diversification Across the Automotive Retail Space



Concentrated in Major Metro Markets

QUICK FACTS

107 Locations	14 Collision Centers
20+ Automotive Brands	14 States
\$9.8 Billion Total Revenues	\$1.4 Billion Gross Profit
93K New Vehicles Sold	159K Used Vehicles Sold

Expect To Grow Total Revenue To \$25 Billion By 2025

(In millions, except per share data)

	Q1 2021	B/(W) than Q1 2020	
		\$	%
Revenues	\$2,786.8	\$478.7	20.7%
Gross profit	\$400.9	\$50.3	14.4%
SG&A expenses	\$289.4	(\$7.2)	(2.6%)
SG&A expenses as % of gross profit	72.2%		830 bps
Earnings from continuing operations before taxes	\$72.6	\$315.8	129.8%
Continuing Ops:			
Net income	\$53.7	\$252.8	127.0%
Diluted earnings per share	\$1.23	\$5.90	126.3%

Takeaways from the East Side Plan Stakeholder Interviews

- Streets and intersections were not designed for modern trucks and dual/tandem trailers
- Too much industrial/warehouse and not enough retail
- Buildings need updates, façade improvements to address long, uninterrupted walls
- Create an eclectic district
- Repurpose some of the industrial buildings for new eclectic, non-traditional uses
- Existing buildings can be updated to attract new and different tenants and activities.



North Park



Galleria