



**B. Scott Smith**  
**Chief Executive Officer and President**

Scott Smith is the Co-Founder, Chief Executive Officer and President of Sonic Automotive, Inc. Sonic Automotive, a Fortune 300 company whose stock is listed on the New York Stock Exchange (NYSE: SAH), is one of the largest automotive retailers in the United States, operating 112 automobile dealership franchises, 9 pre-owned automobile dealerships and 18 collision repair centers in 13 states, with 2017 revenues exceeding \$9.8 Billion. Mr. Smith has served both in senior executive officer positions and on the Board of Directors of Sonic Automotive since the company's inception in 1997, and has been instrumental in the Company's dramatic growth during his tenure.

Mr. Smith began his career in the automobile industry as a teenager working part-time washing cars at his family's Town & Country Ford dealership in Charlotte, North Carolina. After graduating from college, Mr. Smith went to work full time at Town & Country Ford, working his way up from Car Salesman eventually to General Manager of the Dealership in 1992.

In early 1997, Mr. Smith and his father, O. Bruton Smith, developed and executed an ambitious strategic plan to aggressively grow the family's privately-held automobile dealership business (which consisted of five dealerships at that time) and to take the company public. By the time of the Company's IPO in November 1997, Sonic Automotive had grown to 23 automobile dealerships, and the Company has continued to grow organically and via acquisitions since that time. In late 2014, Sonic Automotive launched a new business segment with standalone specialty used vehicle dealerships under the EchoPark® brand in Denver, Colorado, which has since expanded to San Antonio, Texas with additional publicly-announced expansion plans in Texas and the Carolinas during the 2018 calendar year.

Mr. Smith graduated from Rollins College with a degree in Economics and a minor in Business Administration. He and his wife, Tiffany, reside in Charlotte, NC with their three children.