



Analyst Day Presentation

January 2019

Forward-Looking **Statements**

This presentation contains forward-looking statements, which are subject to risks and uncertainties. Additional discussion of factors that could cause actual results to differ materially from management's projections and estimates is contained in the CarMax, Inc. SEC filings, including its Form 10-K, for the year ended February 28, 2018. The company disclaims any intent or obligation to update its forward-looking statements.

Welcome

Opening Thoughts **10:30 AM**

Demos **10:45 AM**

**Wholesale & Logistics Update
(with Lunch)** **12:00 PM**

**Sr. Management Q&A
Sessions** **12:45 PM**

Diversified Business Model

Customer Evolution & Omni-Channel



We are the nation's **largest used automotive retailer**

Nationwide presence:

- 200 stores (97 Production)
- 700K+ annual retail sales in FY18
- 1.6M cars transported in FY18

Significant customer base:

- Millions of in-store customer interactions
- 20M+ monthly web visits
- >15% YoY digital growth



We run **3rd largest wholesale auction** in the country



\$2.2B in Revenue

- 75 auction locations nationwide
- 400K+ units sold in FY18

Efficient & economical

- ~95% weekly sell-through rate
- \$392M gross profit

Highly synergistic with retail business

- Provides real-time market insights
- Feeds acquisition model

CAF is a **significant auto retail lender**

\$12B+ in managed receivables

- 300K+ CAF originations in FY18
- Consistent 2-2.5% cumulative loss rate
- Contributed \$420M in FY18

Highly synergistic with retail business

- Retail growth supports origination growth
- Finance innovation can fuel retail sales

Pre-Qualify SECURE

Get financing terms from home.
Apply in less than 10 minutes.

Let's calculate a budget that works for you.*

Select Your Credit Score
Fair (580-669 FICO® Score)

Down Payment: \$ 2,000 Term: 72 months

Vehicle Price: \$ 7,998 Monthly Payment: \$ 135

Plus Tax, Title & Fees (Est.)	+ \$900
Total	\$8,898
Minus Down Payment	-\$2,000
Finance Amount	\$6,898

CARmax SECURE

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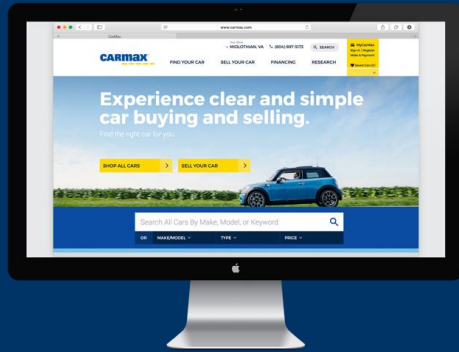
Step 1 of 6

Diversified Business Model

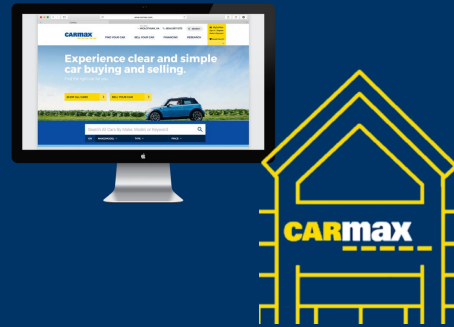
Customer Evolution & Omni-Channel



In today's world, there are **3 types of customers**



Customers who want to complete the **entire transaction online**



Customers who want flexibility to **shop on their terms** both online & in-store



Customers who prefer to **shop up-close** and complete the transaction in-store

Our investments in omni-channel will allow us to effectively serve all 3 of these customer sets

We are evolving to meet customers on their terms

