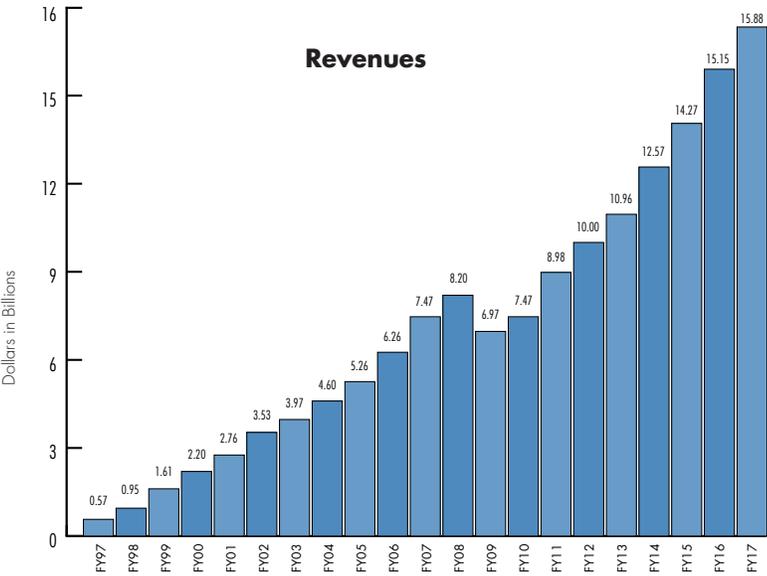




CarMax, Inc. (NYSE: KMX) is the nation’s largest retailer of used cars and operates more than 175 stores in 39 states. CarMax revolutionized the auto industry by delivering the honest and transparent car-buying experience customers want and deserve. For more than 20 years, CarMax has made car buying more ethical, fair, and stress-free by offering a no-haggle, no-hassle experience and an incredible selection of vehicles. CarMax makes selling your car easy too, by offering no-obligation appraisals good for seven days. At CarMax, we’ll buy your car even if you don’t buy ours®.

CarMax has more than 24,000 associates nationwide and for 13 consecutive years has been named as one of the FORTUNE 100 Best Companies to Work For®.

# Record Financial Results



### For fiscal year 2017, ended February 28, 2017:

- Net sales and operating revenues increased 4.8% to \$15.88 billion
- Net earnings increased 0.6% to \$6270 million
- Sold 671,294 used vehicles
- Sold 391,686 wholesale vehicles at CarMax Auctions
- Sold more than 6 million vehicles at retail since 1993
- Sold more than 3 million wholesale vehicles at CarMax Auctions since 1993
- Adding 13-16 new stores in fiscal year 2018

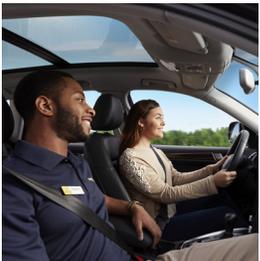
# The CarMax Experience

CarMax has transformed the used car industry by bringing integrity and transparency to the shopping experience.



## Exceptional Value

- **No-Haggle Prices:** We offer transparent prices on all vehicles, appraisals, financing, extended service plans, and accessories. The price of the car you see online is the same as it is on the lot. No hassles and no gimmicks.
- **Selection:** We carry most makes and models all on one lot to make comparison and test-driving simple. Our nationwide inventory makes it easy to find the exact car you've been searching for with the features and colors you want. And you can have it transferred to the CarMax nearest you, often for free.
- **Peace of Mind:** Every CarMax vehicle comes with a free vehicle history report. We back each car with a hassle-free 5-Day Money-Back Guarantee and our 30-Day Limited Warranty (60-Day in CT, RI, and MN; 90-Day in MA, NJ, and NY).
- **Appraisals:** Receive a no-obligation offer for your vehicle, good for seven days, in as little as 30 minutes. At CarMax, we'll buy your car even if you don't buy ours®.
- **Financing:** By working with multiple financial institutions, we provide competitive solutions to meet a wide range of credit profiles. Our financing process puts you in the driver's seat to choose the offer that best meets your needs.



## Online Experience

- **carmax.com®:** Choose from tens of thousands of cars, personalize your search, apply for financing pre-qualification, set up an appraisal appointment, hold a vehicle for a test drive, or transfer a vehicle from our nationwide inventory to your local store (fee may apply). Use expert and customer reviews and our finance calculators to help find the right car for your budget.
- **CarMax Shoppers App** (Android & iOS): Put the power of our website in your hand. Receive inventory updates, price drop alerts, manage your auto loan payments, and more.
- **CarMax OwnersPlus App** (Android & iOS): All the tools you need to master the ownership experience at your fingertips. Receive exclusive discounts, set service reminders, make CarMax Auto Finance payments, and maintain instant access to vehicle records and insurance.

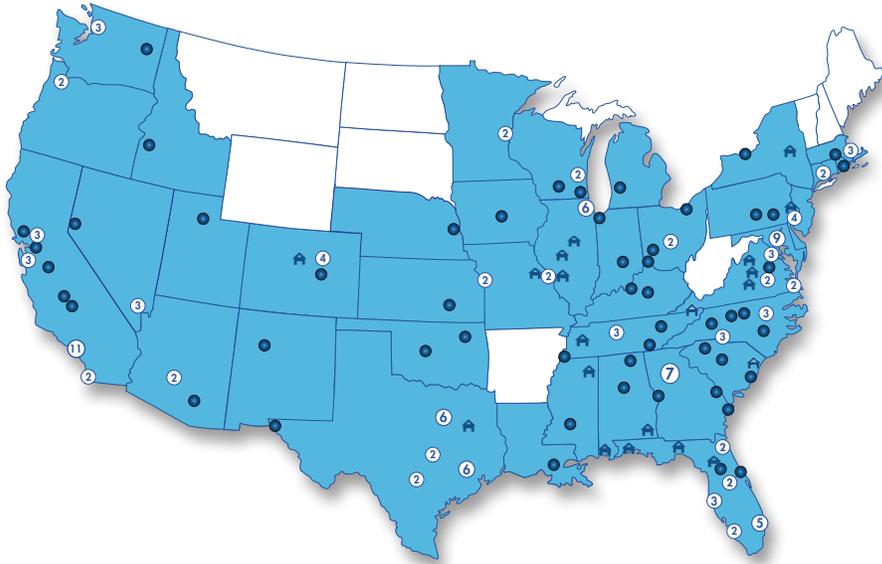


## CarMax Community Driven

- We care about our hometowns and invest our time, talents, and resources to cultivate vibrant places to live, work, and play. The majority of our philanthropic investments are made through The CarMax Foundation which was established in 2003. Our Foundation's funding supports associates' passions and the well-being of children in our communities. The Foundation has awarded more than \$36 million, including \$6 million in FY17, to communities nationwide through giving, grants, and volunteer projects. Learn more about The CarMax Foundation at [www.carmaxcares.com](http://www.carmaxcares.com).
- **Children's Healthy Living:** The CarMax Foundation partners with KaBOOM!®, a national nonprofit organization dedicated to ensuring that all kids get a childhood filled with the balance and active play needed to thrive. The CarMax Foundation works with KaBOOM! to help build playgrounds and play spaces in communities where our associates live and work.
- **Military Commitment:** CarMax is committed to supporting our nation's veterans, service members and their families. CarMax is KaBOOM!'s first military partner and together, the organizations bring play spaces to military families. CarMax also partners with Hiring Our Heroes and The Mission Continues as part of the company's commitment to providing community support and career opportunities to our nation's veterans, service members and their families. Hiring Our Heroes is a program of the U.S. Chamber of Commerce Foundation and helps veterans, service members and military spouses find meaningful employment opportunities. The Mission Continues is a nonprofit organization that empowers veterans to find new missions through community service.
- **Disaster Support:** CarMax has pledged support to the American Red Cross as a Disaster Responder Member so we can support our communities and associates when help is needed most. Disaster Responder partners provide advance funding for disaster relief, ensuring the Red Cross can expediently aid those affected. We also support the CarMax Associate Disaster Relief Fund which was created to help associates who are facing financial hardship immediately after a natural disaster or an unforeseen personal hardship.

Learn more about CarMax's social responsibility efforts at [socialresponsibility.carmax.com](http://socialresponsibility.carmax.com).

## Our Locations



CarMax employs more than 24,000 associates and has more than 175 locations in 39 states nationwide.

Store locations as of 5/31/17. Contact [pr@carmax.com](mailto:pr@carmax.com) for up-to-date location information.

## More Information and Contacts

For the latest CarMax news and press releases,  
visit the CarMax Media Center at [media.carmax.com](http://media.carmax.com).

Find financial and earnings information at [investors.carmax.com](http://investors.carmax.com).

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