



# Supplemental Financial Tables

## Q1 2024

# Supplemental Financial Tables

Carvana's long-term financial goal is to generate significant GAAP net income and free cash flow. However, over the last 18 months, we have focused on driving progress in a set of intermediate (Non-GAAP) financial metrics that are key inputs into that long-term goal. To clearly demonstrate our progress and highlight the most meaningful drivers within our business, we report three non-GAAP financial metrics: Non-GAAP Gross Profit, Non-GAAP SG&A Expense, and Adjusted EBITDA. The Non-GAAP metrics presented in these tables do not represent and should not be considered an alternative to gross profit, SG&A expense, or net income (loss), as determined by U.S. GAAP.

**Non-GAAP Gross Profit and Non-GAAP GPU** – Non-GAAP Gross Profit is defined as GAAP Gross Profit plus depreciation and amortization expense in cost of sales, share-based compensation expense in cost of sales, and restructuring expense in cost of sales, minus revenue related to our Root warrants. Non-GAAP GPU is Non-GAAP Gross Profit divided by retail vehicle unit sales.

**Non-GAAP SG&A Expense and Non-GAAP SG&A Expense per Unit** – Non-GAAP SG&A Expense is defined as GAAP SG&A expense minus depreciation and amortization expense in SG&A expense, share-based compensation expense in SG&A expense, and restructuring expense in SG&A expense. Non-GAAP SG&A Expense per Unit is Non-GAAP SG&A Expense divided by retail vehicle unit sales.

**Adjusted EBITDA and Adjusted EBITDA Margin** – Adjusted EBITDA is defined as net income (loss) plus income tax provision, interest expense, other operating (income) expense, net, other (income) expense, net, depreciation and amortization expense, goodwill impairment, share-based compensation expense, and restructuring expense, minus revenue related to our Root warrants and gain on debt extinguishment. Adjusted EBITDA margin is Adjusted EBITDA as a percentage of total revenues.

Also of note, these non-GAAP metrics allow for a simple formula for understanding the business:

$$\text{Non-GAAP Gross Profit} \textit{ minus} \text{ Non-GAAP SG\&A Expense} = \text{Adjusted EBITDA}$$

# Quarterly Units

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
Retail units sold	105,185	117,564	102,570	86,977	79,240	76,530	80,987	76,090	91,878
Wholesale vehicle units sold	50,280	55,299	47,763	39,918	35,110	46,453	40,886	34,096	44,155
Wholesale marketplace units sold	-	111,883	193,061	180,389	213,764	227,698	221,368	208,370	242,647

# Quarterly GPU

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Per retail unit sold</i>									
(1) Retail GPU, GAAP	\$ 808	\$ 1,131	\$ 1,131	\$ 425	\$ 1,388	\$ 2,666	\$ 2,692	\$ 2,812	\$ 3,080
(2) Wholesale GPU, GAAP	219	383	448	230	883	849	618	526	860
(3) Other GPU, GAAP	1,806	1,854	1,921	1,564	2,032	3,005	2,642	1,945	2,492
(4) Total GPU, GAAP	\$ 2,833	\$ 3,368	\$ 3,500	\$ 2,219	\$ 4,303	\$ 6,520	\$ 5,952	\$ 5,283	\$ 6,432
(5) D&A	76	230	351	494	556	575	518	513	424
(6) SBC	76	51	19	-	-	-	-	-	-
(7) Root warrant revenue	-	-	-	(80)	(63)	(65)	(74)	(66)	(54)
(8) Restructuring	-	34	-	34	-	-	-	-	-
(9) Total GPU, Non-GAAP	\$ 2,985	\$ 3,683	\$ 3,870	\$ 2,667	\$ 4,796	\$ 7,030	\$ 6,396	\$ 5,730	\$ 6,802

Numbers may not foot due to rounding.

## Notes

- (5) D&A includes depreciation and amortization expense in cost of sales.
- (6) SBC includes stock based compensation expense in cost of sales.
- (7) Root warrant revenue represents the non-cash impact of earning Root warrants associated with our partnership with Root.
- (8) Restructuring includes costs related to our May 2022 and November 2022 reductions in force.

# Quarterly Retail GPU

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Dollars in millions</i>									
(1) Retail revenue	\$ 2,732	\$ 2,962	\$ 2,492	\$ 2,068	\$ 1,827	\$ 1,961	\$ 1,949	\$ 1,777	\$ 2,175
(2) Retail cost of sales, GAAP	2,647	2,829	2,376	2,031	1,717	1,757	1,731	1,563	1,892
(3) Retail gross profit, GAAP	\$ 85	\$ 133	\$ 116	\$ 37	\$ 110	\$ 204	\$ 218	\$ 214	\$ 283
(4) D&A	7	11	12	15	16	15	15	12	12
(5) SBC	8	6	2	-	-	-	-	-	-
(6) Restructuring	-	4	-	3	-	-	-	-	-
(7) Retail gross profit, Non-GAAP	\$ 100	\$ 154	\$ 130	\$ 55	\$ 126	\$ 219	\$ 233	\$ 226	\$ 295
<i>Per retail unit sold</i>									
(8) Retail revenue	\$ 25,973	\$ 25,194	\$ 24,296	\$ 23,776	\$ 23,056	\$ 25,624	\$ 24,066	\$ 23,354	\$ 23,673
(9) Retail cost of sales, GAAP	25,165	24,063	23,165	23,351	21,668	22,958	21,374	20,542	20,593
(10) Retail GPU, GAAP	\$ 808	\$ 1,131	\$ 1,131	\$ 425	\$ 1,388	\$ 2,666	\$ 2,692	\$ 2,812	\$ 3,080
(11) D&A	66	93	118	173	203	196	185	158	131
(12) SBC	76	51	19	-	-	-	-	-	-
(13) Restructuring	-	34	-	34	-	-	-	-	-
(14) Retail GPU, Non-GAAP	\$ 950	\$ 1,309	\$ 1,268	\$ 632	\$ 1,591	\$ 2,862	\$ 2,877	\$ 2,970	\$ 3,211

Numbers may not foot due to rounding.

## Notes

(4) D&A includes depreciation and amortization expense in cost of sales.

(5) SBC includes stock based compensation expense in cost of sales.

(6) Restructuring includes costs related to our May 2022 and November 2022 reductions in force.

# Quarterly Wholesale Vehicle GPU

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Dollars in millions</i>									
(1) Wholesale vehicle revenue	\$ 575	\$ 596	\$ 504	\$ 444	\$ 407	\$ 554	\$ 393	\$ 294	\$ 425
(2) Wholesale vehicle cost of sales, GAAP	552	556	471	428	363	515	365	266	379
(3) Wholesale vehicle gross profit, GAAP	\$ 23	\$ 40	\$ 33	\$ 16	\$ 44	\$ 39	\$ 28	\$ 28	\$ 46
(4) D&A	1	1	2	3	2	3	2	2	2
(5) Wholesale vehicle gross profit, Non-GAAP	\$ 24	\$ 41	\$ 35	\$ 19	\$ 46	\$ 42	\$ 30	\$ 30	\$ 48
<i>Per retail unit sold</i>									
(6) Wholesale vehicle revenue	\$ 5,467	\$ 5,070	\$ 4,913	\$ 5,105	\$ 5,136	\$ 7,239	\$ 4,853	\$ 3,864	\$ 4,626
(7) Wholesale vehicle cost of sales, GAAP	5,248	4,730	4,592	4,921	4,581	6,730	4,506	3,496	4,125
(8) Wholesale vehicle GPU, GAAP	\$ 219	\$ 340	\$ 321	\$ 184	\$ 555	\$ 509	\$ 347	\$ 368	\$ 501
(9) D&A	10	9	19	34	25	39	25	26	21
(10) Wholesale vehicle GPU, Non-GAAP	\$ 229	\$ 349	\$ 340	\$ 218	\$ 580	\$ 548	\$ 372	\$ 394	\$ 522

Numbers may not foot due to rounding.

## Notes

(4) D&A includes depreciation and amortization expense in cost of sales.

# Quarterly Wholesale Marketplace GPU

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Dollars in millions</i>									
(1) Wholesale marketplace revenue	\$ -	\$ 108	\$ 193	\$ 189	\$ 211	\$ 223	\$ 217	\$ 205	\$ 232
(2) Wholesale marketplace cost of sales, GAAP	-	103	180	185	185	197	195	193	199
(3) Wholesale marketplace gross profit, GAAP	\$ -	\$ 5	\$ 13	\$ 4	\$ 26	\$ 26	\$ 22	\$ 12	\$ 33
(4) D&A	-	15	22	25	26	26	25	25	25
(5) Wholesale marketplace gross profit, Non-GAAP	\$ -	\$ 20	\$ 35	\$ 29	\$ 52	\$ 52	\$ 47	\$ 37	\$ 58
<i>Per retail unit sold</i>									
(6) Wholesale marketplace revenue	\$ -	\$ 919	\$ 1,882	\$ 2,173	\$ 2,663	\$ 2,914	\$ 2,679	\$ 2,694	\$ 2,525
(7) Wholesale marketplace cost of sales, GAAP	-	876	1,755	2,127	2,335	2,574	2,408	2,536	2,166
(8) Wholesale marketplace GPU, GAAP	\$ -	\$ 43	\$ 127	\$ 46	\$ 328	\$ 340	\$ 271	\$ 158	\$ 359
(9) D&A	-	128	214	287	328	340	308	329	272
(10) Wholesale marketplace GPU, Non-GAAP	\$ -	\$ 171	\$ 341	\$ 333	\$ 656	\$ 680	\$ 579	\$ 487	\$ 631

Numbers may not foot due to rounding.

## Notes

(4) D&A includes depreciation and amortization expense in cost of sales.

# Quarterly Other GPU

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Dollars in millions</i>									
(1) Other gross profit, GAAP	\$ 190	\$ 218	\$ 197	\$ 136	\$ 161	\$ 230	\$ 214	\$ 148	\$ 229
(2) Root warrant revenue	-	-	-	(7)	(5)	(5)	(6)	(5)	(5)
(3) Other gross profit, Non-GAAP	\$ 190	\$ 218	\$ 197	\$ 129	\$ 156	\$ 225	\$ 208	\$ 143	\$ 224
<i>Per retail unit sold</i>									
(4) Other GPU, GAAP	\$ 1,806	\$ 1,854	\$ 1,921	\$ 1,564	\$ 2,032	\$ 3,005	\$ 2,642	\$ 1,945	\$ 2,492
(5) Root warrant revenue	-	-	-	(80)	(63)	(65)	(74)	(66)	(54)
(6) Other GPU, Non-GAAP	\$ 1,806	\$ 1,854	\$ 1,921	\$ 1,483	\$ 1,969	\$ 2,940	\$ 2,568	\$ 1,879	\$ 2,438

Numbers may not foot due to rounding.

## Notes

(2) Root warrant revenue represents the non-cash impact of earning Root warrants associated with our partnership with Root.

# Quarterly SG&A Expenses (\$m)

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Dollars in millions</i>									
(1) Compensation and benefits	\$ 256	\$ 252	\$ 223	\$ 212	\$ 176	\$ 163	\$ 160	\$ 162	\$ 173
(2) Advertising	155	131	117	87	56	57	56	59	54
(3) Market occupancy	23	24	23	23	21	18	16	16	18
(4) Logistics	56	71	57	51	35	29	29	26	29
(5) Other	237	243	236	259	184	185	172	176	182
(6) Total SG&A Expenses, GAAP	\$ 727	\$ 721	\$ 656	\$ 632	\$ 472	\$ 452	\$ 433	\$ 439	\$ 456
(7) D&A	37	49	57	57	49	46	45	43	43
(8) SBC	28	13	16	12	15	20	18	20	23
(9) Restructuring	-	10	-	40	4	3	-	-	-
(10) Total SG&A Expenses, Non-GAAP	\$ 662	\$ 649	\$ 583	\$ 523	\$ 404	\$ 383	\$ 370	\$ 376	\$ 390
<i>(11) Additional SG&amp;A Expenses Detail</i>									
(12) Retail and wholesale vehicle operations	\$ 351	\$ 338	\$ 271	\$ 251	\$ 185	\$ 163	\$ 158	\$ 154	\$ 170
(13) Wholesale marketplace operations	-	5	12	13	15	15	15	13	15
(14) Overhead	156	175	183	172	148	148	141	150	151

## Notes

(7) D&A includes depreciation and amortization expense in SG&A expenses.

(8) SBC includes stock based compensation expense in SG&A expenses.

(9) Restructuring includes costs related to our May 2022 and November 2022 reductions in force, as well as lease termination and other restructuring expenses.

(11) Additional SG&A Expense Detail represented here is a reallocation of the SG&A expense categories presented above, excluding Advertising, D&A, SBC, and Restructuring.

(12, 13) Operations expenses tend to be more variable in nature, although they also have some semi-fixed components, resulting from, for example, operations management payroll and under-utilization of logistics capacity.

(14) Overhead expenses tend to be more fixed in nature, although they also have some semi-variable components, including certain corporate payroll and technology expenses.

Numbers may not foot due to rounding.

# Quarterly SG&A Expenses Per Retail Unit

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Per retail unit sold</i>									
(1) Compensation and benefits	\$ 2,434	\$ 2,144	\$ 2,174	\$ 2,437	\$ 2,221	\$ 2,130	\$ 1,976	\$ 2,129	\$ 1,883
(2) Advertising	1,474	1,114	1,141	1,000	707	745	691	775	588
(3) Market occupancy	219	204	224	265	265	235	198	210	196
(4) Logistics	532	604	556	586	442	379	358	342	316
(5) Other	2,253	2,067	2,301	2,978	2,322	2,417	2,124	2,313	1,980
(6) Total SG&A Expenses, GAAP	\$ 6,912	\$ 6,133	\$ 6,396	\$ 7,266	\$ 5,957	\$ 5,906	\$ 5,347	\$ 5,769	\$ 4,963
(7) D&A	352	417	556	655	618	601	556	564	468
(8) SBC	266	111	155	138	190	261	222	263	250
(9) Restructuring	-	85	-	460	51	39	-	-	-
(10) Total SG&A Expenses per Unit, Non-GAAP	\$ 6,294	\$ 5,520	\$ 5,684	\$ 6,013	\$ 5,098	\$ 5,005	\$ 4,569	\$ 4,942	\$ 4,245
<i>Additional SG&amp;A Expenses Detail</i>									
(12) Retail and wholesale vehicle operations	\$ 3,337	\$ 2,875	\$ 2,642	\$ 2,886	\$ 2,335	\$ 2,130	\$ 1,951	\$ 2,024	\$ 1,850
(13) Wholesale marketplace operations	-	43	117	149	189	196	185	171	163
(14) Overhead	1,483	1,489	1,784	1,978	1,868	1,934	1,741	1,972	1,644

## Notes

(7) D&A includes depreciation and amortization expense in SG&A expenses.

(8) SBC includes stock based compensation expense in SG&A expenses.

(9) Restructuring includes costs related to our May 2022 and November 2022 reductions in force, as well as lease termination and other restructuring expenses.

(11) Additional SG&A Expense Detail represented here is a reallocation of the SG&A expense categories presented above, excluding Advertising, D&A, SBC, and Restructuring.

(12, 13) Operations expenses tend to be more variable in nature, although they also have some semi-fixed components, resulting from, for example, operations management payroll and under-utilization of logistics capacity.

(14) Overhead expenses tend to be more fixed in nature, although they also have some semi-variable components, including certain corporate payroll and technology expenses.

Numbers may not foot due to rounding.

# Quarterly Adjusted EBITDA (\$m)

	<u>Q1 2022</u>	<u>Q2 2022</u>	<u>Q3 2022</u>	<u>Q4 2022</u>	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>Q1 2024</u>
<i>Dollars in millions</i>									
(1) Revenue	\$ 3,497	\$ 3,884	\$ 3,386	\$ 2,837	\$ 2,606	\$ 2,968	\$ 2,773	\$ 2,424	\$ 3,061
(2) Gross profit, GAAP	298	396	359	193	341	499	482	402	591
Less:									
(3) SG&A expenses, GAAP	727	721	656	632	472	452	433	439	456
Add back:									
(4) D&A	45	76	93	100	93	90	87	82	82
(5) SBC	36	19	18	12	15	20	18	20	23
(6) Root warrant revenue	-	-	-	(7)	(5)	(5)	(6)	(5)	(5)
(7) Restructuring	-	14	-	43	4	3	-	-	-
(8) Adjusted EBITDA	\$ (348)	\$ (216)	\$ (186)	\$ (291)	\$ (24)	\$ 155	\$ 148	\$ 60	\$ 235
(9) Net income (loss)	\$ (506)	\$ (439)	\$ (508)	\$ (1,441)	\$ (286)	\$ (105)	\$ 741	\$ (200)	\$ 49

Numbers may not foot due to rounding.

## Notes

(4) D&A includes depreciation and amortization expense in cost of sales and SG&A expenses.

(5) SBC includes stock based compensation expense in cost of sales and SG&A expenses.

(6) Root warrant revenue represents the non-cash impact of earning Root warrants associated with our partnership with Root.

(7) Restructuring includes costs related to our May 2022 and November 2022 reductions in force, as well as lease termination and other restructuring expenses.

(9) Net Income (loss) includes a non-cash gain associated with positive changes in the fair value of our warrants to acquire Root common stock of \$75 million in Q1 2024.