SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): July 28, 2005

Asbury Automotive Group, Inc.
(Exact name of registrant as specified in its charter)
Delaware
(State or other jurisdiction of incorporation)

(Commission File Number)
$01-0609375$
-----------------------------------------
(IRS Employer Identification No.)

10017
(Zip Code)
(212) 885-2500
(Registrant's telephone number, including area code)

## None

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule $14 a-12$ under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule $14 \mathrm{~d}-2(\mathrm{~b})$ under the Exchange Act (17 CFR $240.14 \mathrm{~d}-2$ (b))
[ ] Pre-commencement communications pursuant to Rule $13 e-4$ (c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operations and Financial Conditions

The registrant issued a press release on July 28, 2005 announcing its financial results for the second quarter and six months ended June 30,2005 , which press release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

Item 7.01 Regulation FD Disclosure.

The registrant hereby furnishes the press release identified under Item 2.02 and attached hereto as Exhibit 99.1.

Item 9.01 Financial Statements and Exhibits.
(c) Exhibits.

Exhibit No. Description

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ASBURY AUTOMOTIVE GROUP, INC.

By: /s/Kenneth B. Gilman
Name: Kenneth B. Gilman
Title: President and Chief Executive Officer

## Exhibit No. Description

99.1
Press Release dated July 28, 2005

# Asbury Automotive Group Reports <br> Second Quarter Financial Results 

-- Income from Continuing Operations Increased 9\% --
-- Same-Store Retail Revenue Rose 9\%;
Same-Store Retail Gross Profit Increased 7\% --

New York, NY, July 28, 2005 - Asbury Automotive Group, Inc. (NYSE: ABG), one of the largest automotive retail and service companies in the U.S., today reported financial results for the second quarter and six months ended June 30, 2005.

Income from continuing operations for the second quarter increased 9 percent to $\$ 17.5$ million, or $\$ 0.54$ per diluted share, compared with $\$ 16.0$ million, or $\$ 0.49$ per diluted share, in last year's second quarter. Net income for the second quarter was $\$ 16.0$ million, or $\$ 0.49$ per diluted share compared to $\$ 14.7$ million, or $\$ 0.45$ per diluted share, for the second quarter of 2004 .

For the first six months of 2005, income from continuing operations was $\$ 28.0$ million, or $\$ 0.85$ per diluted share, including after-tax costs of $\$ 2.2$ million, or $\$ 0.07$ per diluted share, related to the Company's regional restructuring. Excluding the restructuring costs, income from continuing operations increased 12 percent to $\$ 30.2$ million, or $\$ 0.92$ per diluted share, from $\$ 26.9$ million, or $\$ 0.82$ per diluted share, in the prior year-to-date period. Net income for the first half of 2005 was $\$ 25.6$ million, or $\$ 0.78$ per diluted share, as compared to $\$ 25.1$ million, or $\$ 0.77$ per diluted share, for the first half of 2004 .

Additional financial highlights for the second quarter of 2005 , as compared to the corresponding period a year ago, included:

- Total revenue for the quarter was approximately $\$ 1.5$ billion, up 12 percent. Total gross profit was $\$ 221.4$ million, a 10 percent increase.
- Same-store retail revenue and gross profit (excluding fleet and wholesale revenue) increased 9 and 7 percent, respectively.
o New vehicle retail revenue rose 10 percent ( 6 percent same-store), and unit sales increased 7 percent (3 percent same-store). New vehicle retail gross profit increased 6 percent ( 3 percent same-store).
o Used vehicle retail revenue increased 19 percent (16 percent same-store), and unit sales rose 10 percent ( 6 percent same-store). Used vehicle retail gross profit increased 12 percent (10 percent same-store).
- Parts, service and collision repair revenue increased 13 percent (11 percent same-store), while the related gross profit rose 10 percent (8 percent same-store).
- Net finance and insurance (F\&I) revenue rose 11 percent ( 7 percent same-store). F\&I per vehicle retailed (PVR) increased 3 percent to $\$ 913$, and platform $F \& I$ PVR rose 5 percent to $\$ 883$.
o As a percentage of gross profit, selling, general and administrative (SG\&A) expenses for the quarter were 77.0 percent, compared to 77.5 percent in the prior year. Excluding rent expense, $S G \& A$ expenses were 71.4 percent, down 180 basis points compared to the prior year. Rent expense was higher in 2005 principally due to a sale-leaseback transaction in July 2004 that had the effect of increasing rent while reducing interest and depreciation expense.

President and CEO Kenneth B. Gilman commented, "I am pleased with our ability to achieve solid top and bottom-line results this quarter. During a very promotional new car environment, which was highlighted by General Motors' generous "employee discount" program, our business model once again turned in a solid performance. Of particular note is the performance of our used car operations where we achieved substantial gains in both same-store retail revenue and gross profit. We believe these gains can be attributed to earlier programs put in place to develop this area of the business. Despite this success, I still believe additional opportunity exists in used cars, especially in the lower-priced end of the market."

Mr. Gilman continued, "Our services businesses once again turned in strong performances and, when combined with our used vehicle business, more than offset continued pressure on new vehicle gross margins. For the quarter, fixed operations and finance and insurance generated 8 and 7 percent gains in same-store gross profit, respectively, well ahead of our ongoing objective of 3 to 5 percent increases. Our parts and service business continues to benefit from our decision two years ago to focus more resources on targeted investments in people, capacity expansion, new equipment and better training for our service advisors."
continue to believe the restructuring will deliver cost reductions in the second half of 2005 and into 2006 , with annualized savings of approximately $\$ 0.10$ per share. In addition, cost containment initiatives that were put in place several quarters ago have begun to yield tangible results, and we believe will continue to produce additional savings in the future."

Mr. Smith continued, "Portfolio management has been another important focus during the year. The further streamlining of our dealership portfolio through the divestiture of under-performing stores eliminates some considerable distractions and enhances the Company's overall productivity. Specifically, three stores that we decided to sell in the second quarter of 2005 lost approximately $\$ 0.02$ per diluted share during the quarter, which is included in discontinued operations. The remaining $\$ 0.03$ loss from discontinued operations principally relates to stores sold in 2005 but placed in discontinued operations in 2004. On the acquisition front, we've been a bit selective in our approach, unwilling to pay above market prices to induce owners to sell. As a result, we expect the year to come in below the low end of our previously announced acquisition target of adding $\$ 300$ million in annualized revenues."

Commenting on earnings guidance for 2005, the Company noted that it has raised its expected range of estimates for earnings per share from continuing operations to between $\$ 1.74$ and $\$ 1.80$. This range does not reflect the net costs resulting from the regional reorganization currently estimated at $\$ 0.03$ per share, nor the potential adoption of Statement of Financial Accounting Standard $123(\mathrm{R})$.

Asbury will host a conference call to discuss its second quarter results this morning at 10:00 a.m. Eastern Time. The call will be simulcast live on the Internet and can be accessed by logging onto http://www.asburyauto.com or http://www.ccbn.com. In addition, a live audio of the call will be accessible to
the public by calling 800-540-0559; international callers, please dial
785-832-1508. No access code is required. A conference call replay will be available approximately two hours following the call for 14 days and can be accessed by calling 888-203-1112 (domestic), or 719-457-0820 (international); access code 9363044 , or by logging onto the Company's website.

About Asbury Automotive Group
Asbury Automotive Group, Inc., headquartered in New York City, is one of the largest automobile retailers in the U.S., with 2004 revenue of approximately $\$ 5.3$ billion. Built through a combination of organic growth and a series of strategic acquisitions, the company currently operates 94 retail auto stores, encompassing 129 franchises for the sale and servicing of 33 different brands of American, European and Asian automobiles. Asbury believes that its product mix contains a higher proportion of the more desirable luxury and mid-line import brands than most public automotive retailers. The Company offers customers an extensive range of automotive products and services, including new and used vehicle sales and related financing and insurance, vehicle maintenance and repair services, replacement parts and service contracts.

## Forward-Looking Statements

This press release contains "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995. The forward-looking statements include statements relating to goals, plans, projections and guidance regarding the Company's financial position, results of operations, market position, product development, pending and potential future acquisitions and business strategy. These statements are based on management's current expectations and involve significant risks and uncertainties that may cause results to differ materially from those set forth in the statements. These risks and uncertainties include, among other things, market factors, the Company's relationships with vehicle manufacturers and other suppliers which could cause, among other things, acquisitions under contract or letters of intent to fail, risks associated with the Company's substantial indebtedness, risks related to pending and potential future acquisitions, risks related to competition in the automotive retail and service industries, general economic conditions both nationally and locally and governmental regulations and legislation. There can be no guarantees that the Company's plans for future operations will be successfully implemented or that they will prove to be commercially successful. These and other risk factors are discussed in the Company's annual report on Form 10-K and in its other filings with the Securities and Exchange Commission. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

|  | For the Three Months Ended June 30, |  |  |  | For the Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2005 |  | 2004 |  | 2005 |  | 2004 |
| REVENUES: |  |  |  |  |  |  |  |  |
| New vehicle | \$ | 903,767 | \$ | 814,427 | \$ | 1,688,962 | \$ | 1,494,018 |
| Used vehicle |  | 366,917 |  | 316,278 |  | 705,023 |  | 615,330 |
| Parts, service and collision repair |  | 164,529 |  | 146,085 |  | 322,696 |  | 283,933 |
| Finance and insurance, net |  | 41,646 |  | 37,453 |  | 79,334 |  | 68,374 |
| Total revenues |  | 1,476,859 |  | 1,314,243 |  | 2,796,015 |  | 2,461,655 |
| COST OF SALES: |  |  |  |  |  |  |  |  |
| New vehicle |  | 841,065 |  | 755,381 |  | 1,571,227 |  | 1,383,735 |
| Used vehicle |  | 335,403 |  | 289,033 |  | 643,015 |  | 561,044 |
| Parts, service and collision repair |  | 79,016 |  | 68,224 |  | 154,701 |  | 134,172 |
| Total cost of sales |  | 1,255,484 |  | 1,112,638 |  | 2,368,943 |  | 2,078,951 |
| GROSS PROFIT |  | 221,375 |  | 201,605 |  | 427,072 |  | 382,704 |
| OPERATING EXPENSES: |  |  |  |  |  |  |  |  |
| Selling, general and administrative |  | 170,551 |  | 156,332 |  | 338,358 |  | 300,694 |
| Depreciation and amortization ..... |  | 5,102 |  | 5,084 |  | 10,037 |  | 9,947 |
| Income from operations |  | 45,722 |  | 40,189 |  | 78,677 |  | 72,063 |
| OTHER INCOME (EXPENSE): |  |  |  |  |  |  |  |  |
| Floor plan interest expense |  | $(7,977)$ |  | $(4,883)$ |  | $(14,973)$ |  | $(9,128)$ |
| Other interest expense |  | $(10,131)$ |  | $(10,186)$ |  | $(19,619)$ |  | $(20,506)$ |
| Interest income ...... |  | 235 |  | 109 |  | 491 |  | 381 |
| Other income (expense) |  | 186 |  | 152 |  | 158 |  | (59) |
| Total other expense, net |  | $(17,687)$ |  | $(14,808)$ |  | $(33,943)$ |  | $(29,312)$ |
| Income before income taxes |  | 28,035 |  | 25,381 |  | 44,734 |  | 42,751 |
| INCOME TAX EXPENSE |  | 10,513 |  | 9,341 |  | 16,775 |  | 15,855 |
| INCOME FROM CONTINUING OPERATIONS |  | 17,522 |  | 16,040 |  | 27,959 |  | 26,896 |
| DISCONTINUED OPERATIONS, net of tax |  | $(1,536)$ |  | $(1,292)$ |  | $(2,332)$ |  | $(1,784)$ |
| Net income | \$ | 15,986 | \$ | 14,748 | \$ | 25,627 | \$ | 25,112 |
| BASIC EARNINGS PER COMMON SHARE: |  |  |  |  |  |  |  |  |
| Continuing operations .. Discontinued operations | \$ | $\begin{gathered} 0.54 \\ (0.05) \end{gathered}$ | \$ | $\begin{gathered} 0.49 \\ (0.04) \end{gathered}$ | \$ | $\begin{gathered} 0.86 \\ (0.07) \end{gathered}$ | \$ | $\begin{gathered} 0.83 \\ (0.06) \end{gathered}$ |
| Net income | \$ | 0.49 | \$ | 0.45 | \$ | 0.79 | \$ | 0.77 |
| DILUTED EARNINGS PER COMMON SHARE: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.54 | \$ | 0.49 | \$ | 0.85 |  | 0.82 |
| Discontinued operations |  | (0.05) |  | (0.04) |  | (0.07) |  | (0.05) |
| Net income | \$ | 0.49 | \$ | 0.45 | \$ | 0.78 | \$ | 0.77 |
| WEIGHTED AVERAGE COMMON SHARES OUTSTANDING: |  |  |  |  |  |  |  |  |
| Basic |  | 32,604 |  | 32,470 |  | 32,596 |  | 32,452 |
| Diluted |  | 32,725 |  | 32,656 |  | 32,753 |  | 32,688 |


|  | As Reported for the Three Months Ended June |  |  |  |  |  | Same Store for the Three Months Ended June 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  |  |  | 2005 |  | 2004 |  |  |  |
| RETAIL VEHICLES SOLD: |  |  |  |  |  |  |  |  |  |  |  |  |
| New units |  | 29,094 | 63.8\% |  | 27,114 | $64.3 \%$ |  | 27,866 | 63.5\% |  | 27,114 | 64.3\% |
| Used units |  | 16,520 | 36.2\% |  | 15,072 | 35.7\% |  | 16,005 | $36.5 \%$ |  | 15,072 | $35.7 \%$ |
| Total units |  | 45,614 | 100.0\% |  | 42,186 | 100.0\% |  | 43,871 | 100.0\% |  | 42,186 | 100.0\% |
| REVENUE: |  |  |  |  |  |  |  |  |  |  |  |  |
| New retail | \$ | 879,202 | 59.5\% | \$ | 798,482 | 60.8\% | \$ | 848,376 | $59.3 \%$ | \$ | 798,482 | 60.8\% |
| Used retail |  | 279,451 | 18.9\% |  | 234,321 | 17.8\% |  | 272,140 | 19.0\% |  | 234,321 | 17.8\% |
| Parts, service and collision repair |  | 164,529 | 11.2\% |  | 146,085 | 11.1\% |  | 162,302 | 11.4\% |  | 146,085 | 11.1\% |
| Finance and insurance, net |  | 41,646 | 2.8\% |  | 37,453 | 2.9\% |  | 40,082 | 2. $8 \%$ |  | 37,453 | 2.9\% |
| Total retail revenue |  | 364,828 |  |  | 216,341 |  |  | 322,900 |  |  | 216,341 |  |
| Fleet |  | 24,565 | 1.7\% |  | 15,945 | 1.2\% |  | 23,346 | 1.6\% |  | 15,945 | 1.2\% |
| Wholesale |  | 87,466 | 5.9\% |  | 81,957 | 6.2\% |  | 84,552 | 5.9\% |  | 81,957 | $6.2 \%$ |
| Total revenue |  | 476,859 | 100.0\% |  | 314,243 | 100.0\% |  | 430,798 | 100.0\% |  | 314,243 | 100.0\% |
| GROSS PROFIT |  |  |  |  |  |  |  |  |  |  |  |  |
| New retail | \$ | 61,903 | 28.0\% | \$ | 58,397 | 29.0\% | \$ | 59,975 | 27.8\% | \$ | 58,397 | 29.0\% |
| Used retail |  | 31,487 | 14.2\% |  | 28,050 | 13.9\% |  | 30,763 | $14.3 \%$ |  | 28,050 | 13.9\% |
| Parts, service and collision repair |  | 85,513 | 38.6\% |  | 77,861 | 38.6\% |  | 84,015 | 38.9\% |  | 77,861 | 38.6\% |
| Finance and insurance, net |  | 41,646 | 18.8\% |  | 37,453 | $18.6 \%$ |  | 40,082 | 18.6\% |  | 37,453 | 18.6\% |
| Total retail gross profit |  | 220,549 |  |  | 201,761 |  |  | 214,835 |  |  | 201,761 |  |
| Fleet |  | 799 | $0.4 \%$ |  | 649 | $0.3 \%$ |  | 808 | $0.4 \%$ |  | 649 | $0.3 \%$ |
| Wholesale |  | 27 | -- |  | (805) | (0.4\%) |  | 52 | -- |  | (805) | (0.4\%) |
| Total gross profit | \$ | 221,375 | 100.0\% | \$ | 201,605 | 100.0\% | \$ | 215,695 | 100.0\% | \$ | 201,605 | 100.0\% |
| SG\&A expenses excluding rent expense | \$ | 158,007 |  | \$ | 147,521 |  | \$ | 153,424 |  | \$ | 147,060 |  |
| SG\&A (excluding rent expense) as a percent of gross profit ......... |  | $71.4 \%$ |  |  | $73.2 \%$ |  |  | $71.1 \%$ |  |  | $72.9 \%$ |  |
| GROSS PROFIT PER VEHICLE RETAILED: |  |  |  |  |  |  |  |  |  |  |  |  |
| New retail | \$ | 2,128 |  | \$ | 2,154 |  | \$ | 2,152 |  |  | 2,154 |  |
| Used retail |  | 1,906 |  |  | 1,861 |  |  | 1,922 |  |  | 1,861 |  |
| Finance and insurance, net |  | 913 |  |  | 888 |  |  | 914 |  |  | 888 |  |
| Platform finance and insurance, net |  | 883 |  |  | 843 |  |  | 882 |  |  | 843 |  |

Asbury Automotive Group, Inc.
Selected Data
(Dollars in thousands except per share data)
(Unaudited)

|  | As Reported for the Six Months Ended June 30, |  |  |  |  |  | Same Store for the Six Months Ended June 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  |  | 2004 |  |  | 2005 |  | 2004 |  |  |  |
| RETAIL VEHICLES SOLD: |  |  |  |  |  |  |  |  |  |  |  |  |
| New units |  | 53,997 | 62.8\% |  | 49,692 | 62.5\% |  | 51,264 | 62.4\% |  | 49,692 | 62.5\% |
| Used units |  | 32,027 | 37.2\% |  | 29,795 | 37.5\% |  | 30,908 | 37.6\% |  | 29,795 | 37.5\% |
| Total units |  | 86,024 | 100.0\% |  | 79,487 | 100.0\% |  | 82,172 | 100.0\% |  | 79,487 | 100.0\% |
| REVENUE: |  |  |  |  |  |  |  |  |  |  |  |  |
| New retail |  | 1,639,052 | 58.6\% |  | 1,467,999 | 59.6\% |  | 567,930 | 58.4\% |  | 467,999 | 59.6\% |
| Used retail |  | 531,931 | 19.0\% |  | 458,351 | 18.6\% |  | 514,403 | 19.1\% |  | 458,351 | 18.6\% |
| Parts, service and collision repair |  | 322,696 | 11.6\% |  | 283,933 | 11.5\% |  | 313,819 | 11.7\% |  | 283,933 | 11.5\% |
| Finance and insurance, net |  | 79,334 | 2.8\% |  | 68,374 | 2.8\% |  | 76,057 | 2.8\% |  | 68,374 | 2.8\% |
| Total retail revenue |  | 2,573,013 |  |  | 2,278,657 |  |  | 472,209 |  |  | 278,657 |  |
| Fleet |  | 49,910 | 1. 8 \% |  | 26,019 | 1.1\% |  | 48,418 | 1.8\% |  | 26,019 | 1.1\% |
| Wholesale |  | 173,092 | 6.2\% |  | 156,979 | 6.4\% |  | 165,545 | 6.2\% |  | 156,979 | 6.4\% |
| Total revenue |  | 2,796,015 | 100.0\% |  | 2,461,655 | 100.0\% |  | 686,172 | 100.0\% |  | 461,655 | 100.0\% |
| GROSS PROFIT |  |  |  |  |  |  |  |  |  |  |  |  |
| New retail | \$ | 116,335 | 27.2\% | \$ | 109,268 | 28.5\% | \$ | 111,467 | 27.0\% | \$ | 109,268 | 28.5\% |
| Used retail |  | 60,870 | 14.3\% |  | 55,179 | 14.4\% |  | 59,150 | 14.4\% |  | 55,179 | 14.4\% |
| Parts, service and collision repair |  | 167,995 | 39.3\% |  | 149,761 | 39.1\% |  | 163,134 | 39.6\% |  | 149,761 | 39.1\% |
| Finance and insurance, net |  | 79,334 | 18.6\% |  | 68,374 | 17.9\% |  | 76,057 | 18.4\% |  | 68,374 | 17.9\% |
| Total retail gross profit |  | 424,534 |  |  | 382,582 |  |  | 409,808 |  |  | 382,582 |  |
| Fleet |  | 1,400 | $0.3 \%$ |  | 1,015 | $0.3 \%$ |  | 1,404 | 0.3\% |  | 1,015 | 0.3\% |
| Wholesale |  | 1,138 | $0.3 \%$ |  | (893) | (0.2\%) |  | 1,125 | 0.3\% |  | (893) | (0.2\%) |
| Total gross profit | \$ | 427,072 | 100.0\% | \$ | 382,704 | 100.0\% | \$ | 412,337 | 100.0\% | \$ | 382,704 | 100.0\% |
| SG\&A expenses excluding reorganization costs . | \$ | 309,493 |  | \$ | 283,701 |  | \$ | 297,134 |  | \$ | 283,240 |  |
| SG\&A (excluding reorganization costs and rent) as a percent of gross profit |  | 72.5\% |  |  | 74.1\% |  |  | 72.1\% |  |  | 74.0\% |  |
| GROSS PROFIT PER VEHICLE RETAILED: |  |  |  |  |  |  |  |  |  |  |  |  |
| New retail |  | 2,154 |  |  | 2,199 |  |  | 2,174 |  |  | 2,199 |  |
| Used retail |  | 1,901 |  |  | 1,852 |  |  | 1,914 |  |  | 1,852 |  |
| Finance and insurance, net |  | 922 |  |  | 860 |  |  | 926 |  |  | 860 |  |
| Platform finance and insurance, net |  | 892 |  |  | 821 |  |  | 894 |  |  | 821 |  |

Asbury Automotive Group, Inc.
Selected Data
(Dollars in thousands except per share data)
(Unaudited)

|  | $\begin{gathered} \text { As of } \\ \text { June } 30,2005 \end{gathered}$ | $\begin{aligned} & \text { As of } \\ & \text { December 31, } 2004 \end{aligned}$ |
| :---: | :---: | :---: |
| BALANCE SHEET HIGHLIGHTS: |  |  |
| Cash and cash equivalents | \$ 11,049 | \$ 28,093 |
| Inventories | 722,160 | 761,557 |
| Total current assets | 1,116,385 | 1,143,506 |
| Floor plan notes payable | 613,137 | 650,948 |
| Total current liabilities | 829,333 | 847,510 |
| CAPITALIZATION: |  |  |
| Long-term debt (including current portion) | \$ 509,344 | \$ 526,415 |
| Stockholders' equity | 504,456 | 481,733 |
| Total | \$1,013,800 | \$1,008,148 |

ASBURY AUTOMOTIVE GROUP, INC.
SUPPLEMENTAL DISCLOSURES REGARDING NON-GAAP FINANCIAL INFORMATION
(In thousands, except vehicle data)
(Unaudited)

The Company evaluates finance and insurance gross profit performance on a per-vehicle retailed basis by dividing total finance and insurance gross profit by the number of retail vehicles sold. During 2003, the Company renegotiated a contract with a third party finance and insurance product provider, which resulted in the recognition of income that was not attributable to retail vehicles sold during the year. The Company believes that platform finance and insurance, which excludes the additional revenue derived from contracts negotiated by the corporate office, provides a more accurate measure of the Company's finance and insurance operating performance. The following table reconciles finance and insurance gross profit to platform finance and insurance gross profit, and provides necessary components to calculate platform finance and insurance gross profit per vehicle retailed.


The Company's operating income was largely impacted by restructuring costs incurred during the first quarter of 2005 and incremental rent expense associated with a sale-leaseback transaction that was entered into in the third quarter of 2004 . The Company believes that excluding the restructuring costs and rent expense from the selling, general and administrative expenses provides a more meaningful basis to measure the results of the Company's operations compared to that of the prior year period. A reconciliation of the Company's adjusted selling, general and administrative expenses is presented below.

|  | As Reported for the Three Months Ended June 30, 2005 | As Reported for the Three Months Ended June 30, 2004 | Variance |
| :---: | :---: | :---: | :---: |
| SG\&A expenses | \$170,551 | \$156, 332 | \$ 14,219 |
| Less: Rent expense | $(12,544)$ | $(8,811)$ | $(3,733)$ |
| Adjusted SG\&A expenses | \$158,007 | \$147,521 | \$ 10,486 |
|  | Same Store Results for the Three Months Ended June 30, 2005 | Same Store Results for the Three Months Ended June 30, 2004 | Variance |
| SG\&A expenses | \$165,269 | \$155,855 | \$ 9,414 |
| Less: Rent expense. | $(11,845)$ | $(8,795)$ | $(3,050)$ |
| Adjusted SG\&A expenses | \$153,424 | \$147,060 | \$ 6,364 |
|  | As Reported for the Six Months Ended June 30, 2005 | As Reported for the Six Months Ended June 30, 2004 | Variance |
| SG\&A expenses | \$ 338,358 | \$300,694 | \$ 37,664 |
| Less: Restructuring costs | ( 3,566 ) | - -- | $(3,566)$ |
| Rent expense | $(25,299)$ | $(16,993)$ | $(8,306)$ |
| Adjusted SG\&A expenses | \$309,493 | \$283,701 | \$ 25,792 |
|  | Same Store Results <br> for the Six Months <br> Ended June 30, 2005 | Same Store Results <br> for the Six Months <br> Ended June 30, 2004 | Variance |
| SG\&A expenses | \$324,171 | \$300, 217 | \$ 23,954 |
| Less: Restructuring costs | ( 3,566$)$ | - -- | $(3,566)$ |
| Rent expense ..... | $(23,471)$ | $(16,977)$ | $(6,494)$ |
| Adjusted SG\&A expenses | \$297,134 | \$283,240 | \$ 13,894 |

The Company defines income from continuing operations as net income less discontinued operations. We believe that excluding certain items from income from continuing operations for the six months ended June 30, 2005 and 2004, provides a more meaningful basis to measure the results of our operations. A reconciliation of our net income to adjusted income from continuing operations is presented below.

|  | For the Six Months Ended June 30, |  |
| :---: | :---: | :---: |
|  | 2005 | 2004 |
| RECONCILIATION OF NET INCOME TO ADJUSTED |  |  |
| INCOME FROM CONTINUING OPERATIONS: |  |  |
| Net income | 25,627 | 25,112 |
| Discontinued operations | 2,332 | 1,784 |
| Income from continuing operations | 27,959 | 26,896 |
| Tax affected reorganization costs (a) | 2,229 | -- |
| Adjusted income from continuing operations | \$30,188 | \$26,896 |
| RECONCILIATION OF NET INCOME PER DILUTED COMMON SHARE TO ADJUSTED INCOME FROM CONTINUING OPERATIONS PER DILUTED COMMON SHARE: |  |  |
|  |  |  |
|  |  |  |
| Net income | \$ 0.78 | \$ 0.77 |
| Discontinued operations | 0.07 | 0.05 |
| Income from continuing operations ............... | 0.85 | 0.82 |
| Tax affected reorganization costs (a) | 0.07 | -- |
| Adjusted income from continuing operations | \$ 0.92 | \$ 0.82 |
| Weighted average common shares outstanding (diluted) : | 32,753 | 32,688 |

(a) During the first six months of 2005 , the Company incurred severance costs of $\$ 3,566$ ( $\$ 2,229$ net of tax) associated with our previously announced reorganization.

