

**Cars.com Inc.**  
**Quarterly Financials & Key Operating Metrics**

Consolidated Statements of Income (Loss) <i>(In thousands, except per share data)</i>	Three Months Ended <i>(unaudited)</i>				Full Year 2019	Three Months Ended <i>(unaudited)</i>				Full Year 2020	Three Months Ended <i>(unaudited)</i>	
	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019		March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020		March 31, 2021	June 30, 2021
<b>Revenue: *</b>												
Dealer	\$ 115,094	\$ 111,190	\$ 122,878	\$ 127,933	\$ 477,095	\$ 125,361	\$ 83,242	\$ 123,955	\$ 130,460	\$ 463,018	\$ 132,958	\$ 136,866
OEM and National	20,295	19,296	20,161	21,022	80,774	19,393	16,021	17,753	20,009	73,176	18,069	16,329
Other	3,949	3,624	3,642	3,227	14,442	3,340	2,746	2,684	2,539	11,309	2,268	2,335
Retail	139,338	134,110	146,681	152,182	572,311	148,094	102,009	144,392	153,008	547,503	153,295	155,530
Wholesale	14,860	14,097	5,409	5	34,371	—	—	—	—	—	—	—
Total revenue	154,198	148,207	152,090	152,187	606,682	148,094	102,009	144,392	153,008	547,503	153,295	155,530
<b>Operating expenses:</b>												
Cost of revenue and operations	25,579	24,319	25,089	24,562	99,549	26,030	22,912	25,434	27,160	101,536	27,831	28,219
Product and technology	17,863	15,339	14,923	14,734	62,859	14,873	12,031	15,455	18,305	60,664	16,760	19,434
Marketing and sales	60,343	53,740	50,789	52,560	217,432	54,922	32,036	45,776	50,714	183,448	53,211	51,309
General and administrative	23,888	21,963	13,414	14,507	73,772	14,117	16,460	13,289	15,185	59,051	13,266	15,615
Affiliate revenue share	2,454	2,176	5,158	11,002	20,790	4,601	—	—	—	10,970	—	—
Depreciation and amortization	28,125	29,666	28,970	30,116	116,877	30,961	31,193	25,375	25,747	113,276	25,680	25,298
Goodwill and intangible asset impairment	—	—	461,463	—	461,463	905,885	—	—	—	905,885	—	—
Total operating expenses	158,252	147,203	599,806	147,481	1,052,742	1,053,157	119,233	125,329	137,111	1,434,830	136,748	139,875
Operating income (loss)	(4,054)	1,004	(447,716)	4,706	(446,060)	(905,063)	(17,224)	19,063	15,897	(887,327)	16,547	15,655
<b>Nonoperating expense:</b>												
Interest expense, net	(7,566)	(7,711)	(7,712)	(7,785)	(30,774)	(7,526)	(7,924)	(10,779)	(11,627)	(37,856)	(10,001)	(9,839)
Other (expense) income, net	119	9	1,402	25	1,555	(9,501)	557	1,957	(4,239)	(11,226)	38	(39)
Total nonoperating expense, net	(7,447)	(7,702)	(6,310)	(7,760)	(29,219)	(17,027)	(7,367)	(8,822)	(15,866)	(49,082)	(9,963)	(9,878)
Income (loss) before income taxes	(11,501)	(6,698)	(454,026)	(3,054)	(475,279)	(922,090)	(24,591)	10,241	31	(936,409)	6,584	5,777
Income tax expense (benefit)	(2,470)	(672)	(27,869)	1,056	(29,955)	(134,656)	53	22,502	(7,188)	(119,289)	1,306	(189)
Net income (loss)	\$ (9,031)	\$ (6,026)	\$ (426,157)	\$ (4,110)	\$ (445,324)	\$ (787,434)	\$ (24,644)	\$ (12,261)	\$ 7,219	\$ (817,120)	\$ 5,278	\$ 5,966
<b>Weighted-average common shares outstanding:</b>												
Basic	67,584	66,779	66,769	66,850	66,995	66,938	67,256	67,295	67,477	67,241	67,787	68,869
Diluted	67,584	66,779	66,769	66,850	66,995	66,938	67,256	67,295	70,312	67,241	70,254	70,694
<b>Earnings (loss) per share:</b>												
Basic	\$ (0.13)	\$ (0.09)	\$ (6.38)	\$ (0.06)	\$ (6.65)	\$ (11.76)	\$ (0.37)	\$ (0.18)	\$ 0.11	\$ (12.15)	\$ 0.08	\$ 0.09
Diluted	(0.13)	(0.09)	(6.38)	(0.06)	(6.65)	(11.76)	(0.37)	(0.18)	0.10	(12.15)	0.08	0.08

\* Revenue categories were renamed to align with the Company's customer types beginning in Q1 2021. Dealer revenue was previously referred to as "Direct" revenue and the OEM and National revenue was previously referred to as "National advertising" revenue. No reclassifications were

Non-GAAP Reconciliations <i>(unaudited and in thousands)</i>	Three Months Ended				Full Year 2019	Three Months Ended				Full Year 2020	Three Months Ended <i>(unaudited)</i>	
	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019		March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020		March 31, 2021	June 30, 2021
<b>Reconciliation of Net income (loss) to Adjusted EBITDA</b>												
Net income (loss)	\$ (9,031)	\$ (6,026)	\$ (426,157)	\$ (4,110)	\$ (445,324)	\$ (787,434)	\$ (24,644)	\$ (12,261)	\$ 7,219	\$ (817,120)	\$ 5,278	\$ 5,966
Interest expense, net	7,566	7,711	7,712	7,785	30,774	7,526	7,924	10,779	11,627	37,856	10,001	9,839
Income tax expense (benefit)	(2,470)	(672)	(27,869)	1,056	(29,955)	(134,656)	53	22,502	(7,188)	(119,289)	1,306	(189)
Depreciation and amortization	28,125	29,666	28,970	30,116	116,877	30,961	31,193	25,375	25,747	113,276	25,680	25,298
Goodwill and intangible asset impairment	—	—	461,463	—	461,463	905,885	—	—	—	905,885	—	—
Stock-based compensation	3,099	3,465	(1,160)	2,332	7,736	1,911	4,376	4,189	4,974	15,450	5,108	6,029
Write-off of long-lived assets and other	111	529	(111)	177	706	9,483	(463)	(1,922)	2,602	9,700	(15)	94
Severance, transformation and other exit costs	6,453	1,058	2,114	963	10,588	1,404	4,764	289	1,462	7,919	780	927
Transaction-related costs	2,044	2,579	—	959	5,582	97	20	59	2,029	2,205	—	512
Costs associated with the stockholder activist campaign	2,695	5,225	905	—	8,825	—	—	—	—	—	—	—
Adjusted EBITDA*	\$ 38,592	\$ 43,535	\$ 45,867	\$ 39,278	\$ 167,272	\$ 35,177	\$ 23,223	\$ 49,010	\$ 48,472	\$ 155,882	\$ 48,138	\$ 48,476

\* There was no unfavorable contract liability amortization during 2020 and 2021 as it was fully amortized as of September 30, 2019. Prior to September 30, 2019, amortization of unfavorable contracts liability is not adjusted out of Adjusted EBITDA.

Reconciliation of Net cash provided by operating activities to Free cash flow												
Net cash provided by operating activities	\$ 38,389	\$ 12,366	\$ 29,795	\$ 20,934	\$ 101,484	\$ 28,892	\$ 28,737	\$ 39,237	\$ 41,750	\$ 138,616	\$ 50,362	\$ 29,257
Purchase of property and equipment	(3,363)	(5,991)	(6,055)	(5,848)	(21,257)	(5,755)	(2,970)	(3,878)	(4,109)	(16,712)	(6,219)	(6,876)
Free cash flow	\$ 35,026	\$ 6,375	\$ 23,740	\$ 15,086	\$ 80,227	\$ 23,137	\$ 25,767	\$ 35,359	\$ 37,641	\$ 121,904	\$ 44,143	\$ 22,381

Key Operating Metrics <i>(unaudited)</i>	Three Months Ended				Full Year 2019	Three Months Ended				Full Year 2020	Three Months Ended <i>(unaudited)</i>	
	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019		March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020		March 31, 2021	June 30, 2021
Traffic	132,474,000	130,626,000	144,378,000	146,183,000	553,660,000	158,921,000	143,972,000	158,791,000	138,122,000	599,807,000	156,604,000	158,438,000
Average Monthly Unique Visitors	22,408,000	21,559,000	23,080,000	23,471,000	22,629,000	24,929,000	22,810,000	25,349,000	22,200,000	23,822,000	25,957,000	26,391,000
Dealer Customers (at period end)	19,300	18,891	18,635	18,834	18,834	18,938	18,033	18,130	18,372	18,372	18,823	18,845
Monthly Average Revenue Per Dealer	\$ 2,225	\$ 2,163	\$ 2,174	\$ 2,136	\$ 2,179	\$ 2,092	\$ 1,442	\$ 2,183	\$ 2,264	\$ 1,995	\$ 2,268	\$ 2,299