



AN INDUSTRY PIONEER FOR BUYING & SELLING CARS ONLINE





WE ARE CARVANA

Carvana was conceived on the idea that people needed a better way to buy and sell a car. An option that stripped away the hassle, pressure and anxiety by giving consumers the ability to purchase a car online and have it delivered straight to their home, while knowing they can return the car within seven days, no questions asked.

Over the last ten years, that's what we've worked to build. Since its inception, Carvana has sold and bought more than 2 million cars—becoming the fastest growing used car dealer in US history—by offering great cars at great prices. We've earned the trust of our customers by reducing costs, simplifying the process, removing the stress and making vehicles more accessible.

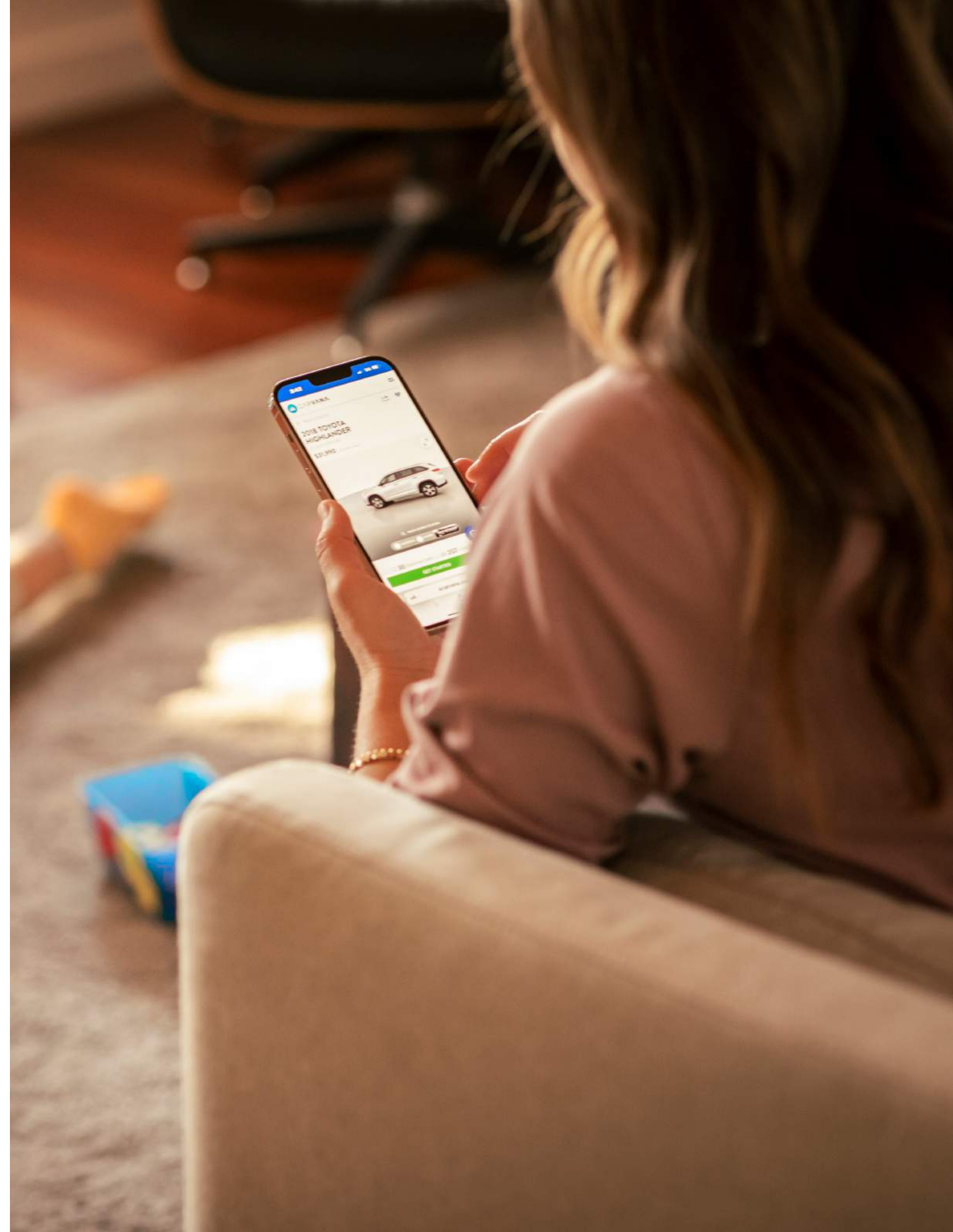
Ultimately we have disrupted and improved the car buying experience making it fair, easy and fun.



BUY A CAR FROM YOUR COUCH IN 10 MINUTES

Make Car Buying Easy and Convenient

Getting to a dealership can be challenging. Dealers might be far away, dealer lots might not be open at a convenient time, public transportation might not be readily available, and the process can be time-consuming. Also, some people are simply intimidated by dealerships. Carvana makes it easy by allowing consumers to buy a car online, in the privacy of their home, at their pace and on their own terms.





TENS OF THOUSANDS OF CARS AT YOUR FINGERTIPS

Amazing Vehicle Selection

Carvana's success is rooted in the fact that we offer a nationwide selection of tens of thousands of vehicles, all accessible online. Customers go online and search for what they want. It is that easy. Clearly, no local car lot or dealership can match our inventory.





OUR REDUCED COSTS MEANS SAVINGS FOR CUSTOMERS

Saving Customers Money

Carvana keeps its own costs low by eliminating salespeople and reducing real estate. These savings are passed on to our customers, helping them find a car to fit their budget perfectly.





NO HAGGLING. NO HIDDEN FEES. NO PRESSURE. PERIOD.

Making Car Buying Less Stressful

A recent study of 10,000 Americans revealed what we all know: buying a car can be painful. In fact, most people in the study said buying a car was more stressful than getting married or going on a first date. At Carvana, there is no haggling over price, no document preparation fees, no meetings with managers and there is definitely no pressure. The price posted online is the price paid, period.

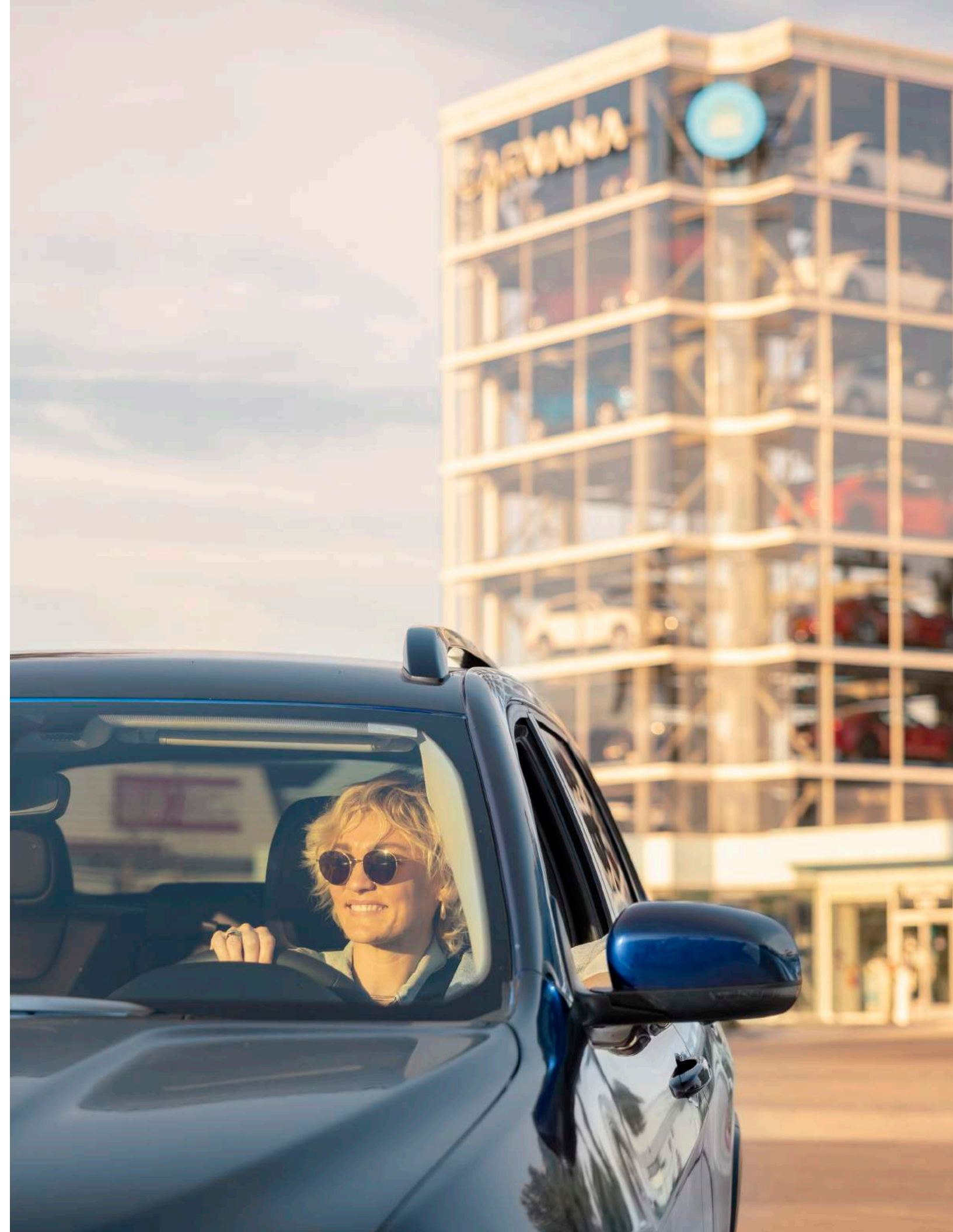




WE'VE GOT YOU COVERED FROM A TO Z

Financing and Insurance - Get Everything At Once

Carvana makes car buying easy. No need to run around town securing financing and insurance. We offer both on-line at competitive rates and costs.





YOUR CAR, WHERE YOU WANT IT

Pick up or Delivery, You Decide

Customers can pick up their vehicle and experience the excitement of inserting their token and watching their car descend one of our iconic glass-enclosed Car Vending Machines. Or if more convenient, Carvana will deliver the vehicle directly to the customer's door, which is especially helpful for people who want to save time, people who live in rural or remote areas and people who simply cannot get to a dealership due to a lack of transportation or disability.

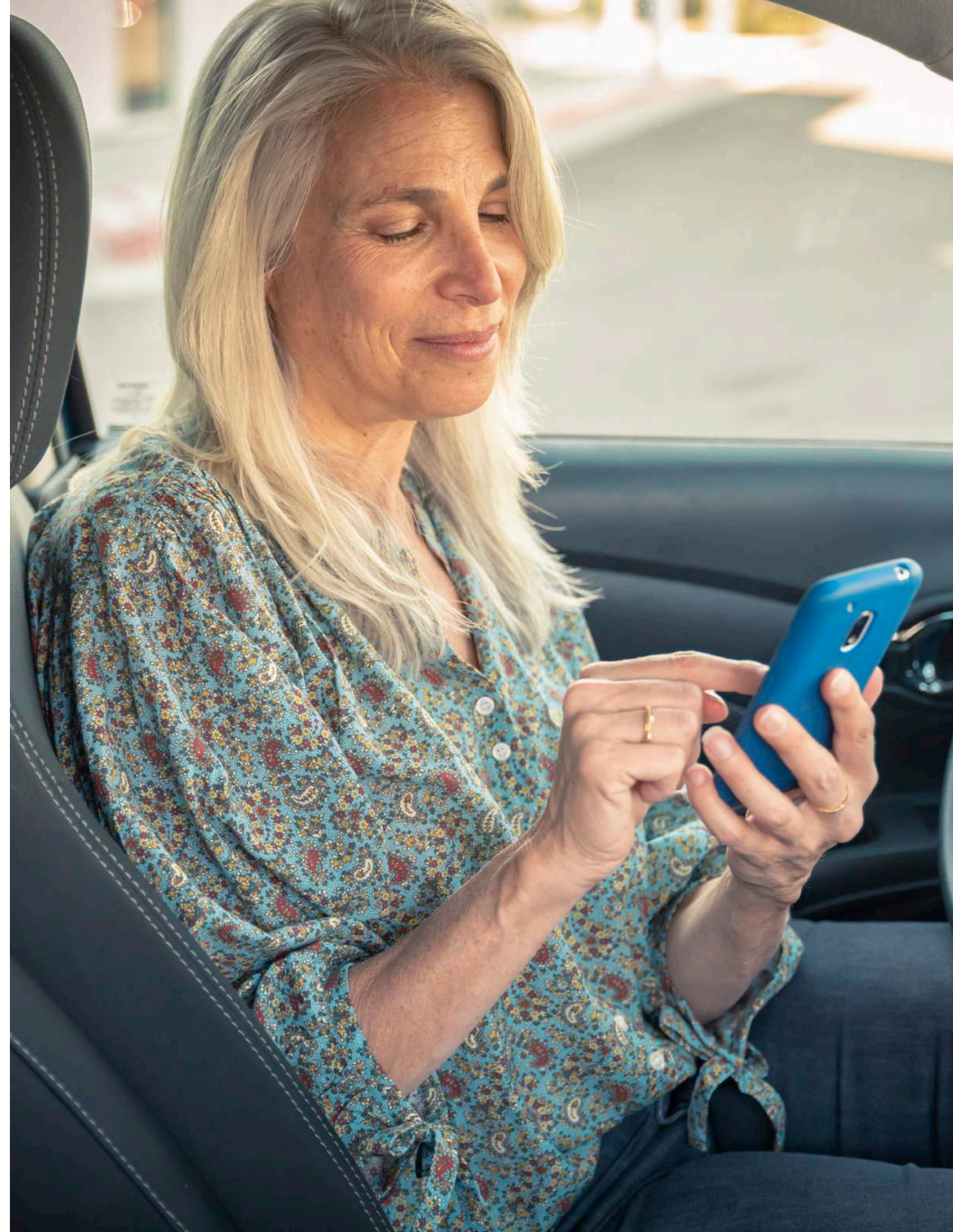




CHANGE YOUR MIND - NO PROBLEM

7-Day Money-Back Guarantee Provides Peace of Mind

Better than a test drive, Carvana allows customers 7 days to kick the tires and run errands and if a car isn't everything a customer dreamed of, Carvana's 7-Day Money Back Guarantee allows them to return or exchange the car.





SELLING A CAR IS JUST AS EASY

**Want to sell your car or trade it in?
No problem.**

Customers can get a real offer online in minutes by answering just a handful of questions. Carvana will pick up the car at a time and location convenient for the customer and pay for the vehicle on the spot.





WE ARE OBSESSED WITH QUALITY

Quality You Can Count On

Carvana vehicles undergo a 150-point inspection and have no reported accidents, fire, flood or frame damage according to CARFAX™ and AutoCheck. Carvana also provides a 100-day limited warranty, providing customers peace of mind with their online purchase.





AT A GLANCE

2022 Stats:



Cars Sold

400,000+



Cars Purchased







400,000+

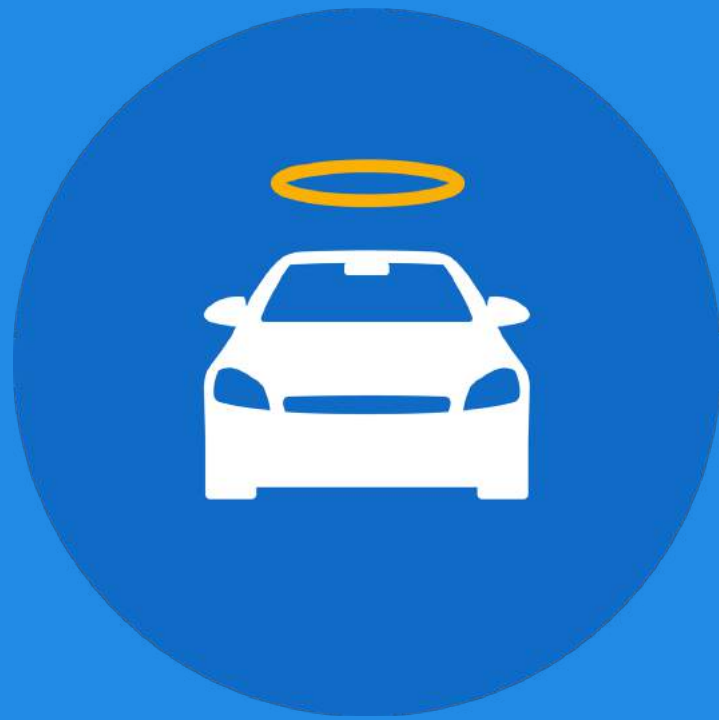


Employees

10,000+

Awards:

-  One of the Fastest to Fortune 500
-  2nd Largest Auto Retailer
-  #2 Auto brand in the U.S., only behind Ford, on the Most Customer-Centric Companies 2022 List (Forbes)
-  #1 Retailer on America's Best Employers 2022 List (Forbes)
-  America's Best Employers For Women (Forbes)
-  Best Employers for Diversity (Forbes)



THANK YOU