



CarGurus' Second Annual Navigate® Conference Goes Virtual this Fall

October 16, 2020

Premier Automotive Retail and Digital Marketing Event Will Explore New Strategies for Adapting to a Rapidly Changing Industry

CAMBRIDGE, Mass., Oct. 16, 2020 (GLOBE NEWSWIRE) -- CarGurus (Nasdaq: CARG), a leading global online automotive marketplace, today announced the details and dates of [Navigate® 2020](#). This free, virtual event will be held October 26-27, and is designed to help educate automotive retail professionals on how to adapt to the rapidly changing landscape their industry has been facing over the past year. The event follows on the success of last year's inaugural Navigate, which was held in Boston and drew hundreds of attendees from the US and Europe.

"Last year's successful debut of CarGurus' Navigate conference proved that dealerships are eager to learn new ways to improve their business, and they see tremendous value in getting insight and advice from inside and outside their industry," said Sam Zales, President and COO at CarGurus. "This event is about learning and engaging on the issues that are currently impacting automotive retail and exploring new strategies for success from a range of perspectives. While the format will be virtual this year due to COVID-19, we are excited about the agenda we have planned."

Navigate participants will gain insight into a variety of business topics including sales, marketing and leadership, and hear from a wide range of accomplished experts from CarGurus, organizations such as Facebook and UKG, and automotive industry experts like Brian Pasch and Laurie Foster. CarGurus' executives will also present company and product updates, and well-renowned speaker [Peter Sheahan](#) will deliver a fascinating keynote on growth strategies, decision making and how to align and inspire teams.

"As a dealer who attended last year's Navigate, I not only gained a whole new network to brainstorm with, but the engaging, instructional sessions gave me an easy-to-implement action item list when the conference concluded," said Victor Figlin, General Manager at Indianapolis-based Indy Auto Man. "I was thrilled to hear that CarGurus is hosting a second Navigate, and I am eager to learn more from this year's speakers, both from within automotive and elsewhere, and also to learn what CarGurus has in store for its customers."

In addition, Navigate 2020 will address specific topics that have come up as the automotive industry grapples with COVID-19 and the pandemic creates new challenges and areas of learning for dealers. The virtual attendees will learn more about inventory acquisition strategies in this new environment and best practices for digital retail as the industry moves towards more online connections.

CarGurus senior executives will be sharing news about CarGurus products; and following the event, certain presentation materials will be archived and available on the Investor Relations section of the company's website at <https://investors.cargurus.com>.

Those interested in registering for Navigate or learning more about the event can visit <https://events.cargurus.com/navigate> and also email navigate@cargurus.com with any questions.

About CarGurus

Founded in 2006, CarGurus (Nasdaq: CARG) is a global, online automotive marketplace connecting buyers and sellers of new and used cars. The Company uses proprietary technology, search algorithms and data analytics to bring trust and transparency to the automotive search experience and help users find great deals from top-rated dealers. CarGurus is the most visited automotive shopping site in the U.S. (source: Comscore Media Matrix® Multi-Platform, Automotive – Information/Resources, Total Audience, Q2 2020, U.S. (Competitive set includes: [CarGurus.com](#), [Autotrader.com](#), [Cars.com](#), [TrueCar.com](#))). In addition to the United States, CarGurus operates online marketplaces under the CarGurus brand in Canada and the United Kingdom. In the United States and the United Kingdom, CarGurus also operates the Autolist and PistonHeads online marketplaces, respectively, as independent brands. To learn more about CarGurus, visit www.cargurus.com.

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This press release includes forward-looking statements. All statements contained in this press release other than statements of historical facts, including, without limitation, statements regarding Navigate 2020, are forward-looking statements. The words "anticipate," "believe," "continue," "estimate," "expect," "guide," "intend," "likely," "may," "will" and similar expressions and their negatives are intended to identify forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives and financial needs. These forward-looking statements are subject to a number of risks and uncertainties, including, without limitation, risks related to our growth and ability to grow our revenue, our relationships with dealers, competition in the markets in which we operate, market growth, our ability to innovate, our ability to realize benefits from our acquisitions and successfully implement the integration strategies in connection therewith, natural disasters, epidemics or pandemics, like COVID-19 that has negatively impacted our business, our ability to realize cost savings and achieve other benefits for our business from our expense reduction efforts at the levels we expect, our ability to operate in compliance with applicable laws, as well as other risks and uncertainties as may be detailed from time to time in our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q and other reports we file with the Securities and Exchange Commission. Moreover, we operate in very competitive and rapidly changing environments. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, we cannot guarantee that future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. We are under no duty to update any of these forward-looking statements after the date of this press release to conform these statements to actual results or revised expectations, except as

required by law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this press release.

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Source: CarGurus, Inc.