



CarGurus Announces 3rd Annual Navigate Conference

September 23, 2021

Inspiring Sessions and a Diverse Agenda Headline Virtual Event for Dealers

CAMBRIDGE, Mass., Sept. 23, 2021 (GLOBE NEWSWIRE) -- CarGurus, Inc. (Nasdaq: CARG), a multinational, online automotive platform for buying and selling vehicles, today announced that its 3rd annual user conference [Navigate](#) will be held October 13-15, 2021. After two successful years, Navigate is known among auto dealers for its informative sessions, as well as a diversified agenda that includes experts from other industries.

"The past 18 months have shown that the automotive retail industry has tremendous resilience when facing adversity, and that dealerships need to keep their businesses on the cutting edge of marketing, technology and operations in order to succeed in the future," said Sam Zales, President and COO at CarGurus. "The third annual Navigate conference is just the place for dealerships to hear about best practices in both automotive and other industries and learn about new methods for increasing performance of buying, marketing and selling vehicles in this new digital era."

Among the highlights on the [Navigate agenda](#) are two keynote speakers, [Jon Taffer](#) and [Carla Harris](#). Mr. Taffer is a well-known business mogul and Executive Producer and Host of [Bar Rescue!](#), and he will deliver an inspirational speech on how to take ownership of your role in business, cultivate a company culture and embrace the future. Ms. Harris is the Vice Chairman, Managing Director and Senior Client Advisor at Morgan Stanley, and has been named to Fortune Magazine's list of "The 50 Most Powerful Black Executives in Corporate America," U.S. Banker's "Top 25 Most Powerful Women in Finance," and many more. She will share advice that will help today's dealership leaders to motivate and inspire their teams through transparency, inclusivity, and effective feedback.

At the virtual event, attendees will learn about the trends and solutions to challenges facing the automotive retail industry, including digital retail, fixed ops and inventory shortages, from industry experts like Laurie Foster and David Kain. This includes a co-hosted session from CarGurus' VP of Product Management Andrew Grochal and CarOffer's CEO Bruce Thompson for a look into how dealers can adopt digital wholesaling to help overcome today's inventory challenges. In true Navigate fashion, attendees will also learn from leaders in other industries from companies like Cracker Barrel and NASA, as well as media outlets like Automotive News and AutoRemarketing. Additionally, attendees will get exclusive insight about CarGurus' product line up and vision for the future from company executives like CEO Jason Trevisan and Chief Product Officer Tom Caputo.

This year's Navigate will be free to all paying CarGurus customers and \$99 for others. More information can be found [online](#) or by contacting a CarGurus representative.

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. Investors who are interested in attending, please email CarGurus' Investor Relations at investors@cargurus.com.

CarGurus senior executives will be sharing news about CarGurus products, upgrades and vision for the future; and in connection with 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>. Additionally, throughout the event CarGurus representatives will be available for product demonstrations and account reviews.

About CarGurus

CarGurus (Nasdaq: CARG) is a multinational, online automotive platform for buying and selling vehicles that is building upon its industry-leading listings marketplace with both digital retail solutions and the CarOffer online wholesale platform. The CarGurus marketplace gives consumers the confidence to purchase or sell a vehicle either online or in-person; and gives dealerships the power to accurately price, effectively market, instantly acquire and quickly sell vehicles, all with a nationwide reach. The company uses proprietary technology, search algorithms and data analytics to bring trust, transparency, and competitive pricing to the automotive shopping experience. CarGurus is the most visited automotive shopping site in the U.S. (source: Comscore Media Metrix[®] Multi-Platform, Automotive – Information/Resources, Total Audience, Q2 2021, U.S.).

CarGurus also 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 and for more information about CarOffer, visit www.caroffer.com.

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Cautionary Language Concerning Forward-Looking Statements

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 our 2021 Navigate conference 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 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.



Source: CarGurus, Inc.