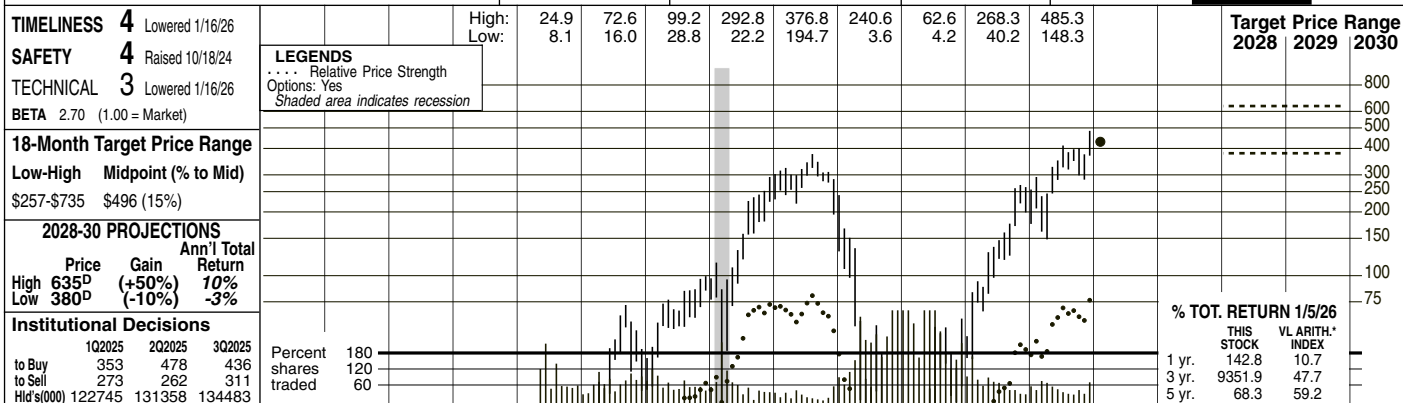


CARVANA CO. NYSE-CVNA

RECENT PRICE **430.06** P/E RATIO **NMF** (Trailing:NMF Median:NMF) RELATIVE P/E RATIO **NMF** DIV'D YLD **Nil** VALUE LINE



TIMELINESS 4 Lowered 1/16/26
SAFETY 4 Raised 10/18/24
TECHNICAL 3 Lowered 1/16/26
BETA 2.70 (1.00 = Market)

LEGENDS
 - - - Relative Price Strength
 Options: Yes
 Shaded area indicates recession

18-Month Target Price Range
 Low-High Midpoint (% to Mid)
 \$257-\$735 \$496 (15%)

2028-30 PROJECTIONS
 Price Gain Ann'l Total
 High 635^D (+50%) 10%
 Low 380^D (-10%) -3%

Institutional Decisions
 1Q2025 2Q2025 3Q2025
 to Buy 353 478 436
 to Sell 1273 262 311
 Hld's(000) 122745 131358 134483

Percent 180
 shares 120
 traded 60

Carvana Co. completed its initial public offering on April 28, 2017. At that time, 15 million shares were sold to the public at an average price of \$15.00 per share. The underwriting syndicate included Wells Fargo Securities, BofA Merrill Lynch, Citigroup Global, and Deutsche Bank Securities.

CAPITAL STRUCTURE as of 9/30/25
 Total Debt \$5130 mill. Due in 5 Yrs \$1214 mill.
 LT Debt \$4810 mill. LT Interest \$550 mill.
 (68% of Cap'l)

Leases, Uncapitalized Annual rentals \$101.0 mill.

No Defined Benefit Pension Plan
 Pfd Stock None

Common Stock 217,542,664 shares out.
 Includes Class A & B shares
 as of 10/27/25

MARKET CAP: \$93.6 billion (Large Cap)

CURRENT POSITION (\$MILL.)	2023	2024	9/30/25
Cash Assets	694	1760	2221
Receivables	266	303	352
Inventory (Spec. ID)	1150	1608	2316
Other	1211	1198	1376
Current Assets	3321	4869	6265
Accts Payable	231	856	1012
Debt Due	189	309	320
Other	1116	173	216
Current Liab.	1536	1338	1548

ANNUAL RATES of change (per sh)	Past 10 Yrs.	Past 5 Yrs.	Est'd '22-'24	'28-'30
Revenues	--	13.5%	11.0%	NMF
"Cash Flow"	--	--	--	NMF
Earnings	--	--	--	NMF
Dividends	--	--	--	Nil
Book Value	--	5.0%	--	NMF

Cal-endar	QUARTERLY REVENUES (\$ mill.)				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2022	3497	3884	3386	2837	13604
2023	2606	2968	2773	2424	10771
2024	3061	3410	3655	3547	13673
2025	4232	4840	5647	5231	19950
2026	5200	6500	6700	7000	25400

Cal-endar	EARNINGS PER SHARE ^A				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2022	d2.89	d2.35	d2.67	d7.61	d15.74
2023	d1.51	d.55	3.60	d1.00	.75
2024	.23	.14	.64	.56	1.59
2025	1.51	1.28	1.03	1.03	4.85
2026	1.60	1.75	1.80	1.85	7.00

Cal-endar	QUARTERLY DIVIDENDS PAID				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2022					
2023					
2024					
2025					
2026					

NO CASH DIVIDENDS BEING PAID

	2015	2016 ^E	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	© VALUE LINE PUB. LLC	28-30
Revenues per sh ^D	--	--	47.46	47.45	78.01	73.02	142.49	128.29	94.28	102.60	141.00	178.85	Revenues per sh ^D	202.80
"Cash Flow" per sh	--	--	d2.77	d.87	d1.34	d1.17	d.21	d12.25	7.02	3.86	7.05	9.45	"Cash Flow" per sh	11.80
Earnings per sh ^A	--	--	d1.31	d2.24	d2.45	d2.63	d1.63	d15.74	.75	1.59	4.85	7.00	Earnings per sh ^A	9.00
Div'ds Decl'd per sh	--	--	--	--	--	--	--	--	--	--	--	Nil	Div'ds Decl'd per sh	Nil
Cap'l Spending per sh	--	--	4.34	3.49	4.56	4.70	6.19	4.83	.76	.68	.95	1.05	Cap'l Spending per sh	1.05
Book Value per sh ^B	--	--	1.58	1.78	1.94	5.07	3.40	d4.89	2.13	9.45	15.55	22.55	Book Value per sh ^B	33.20
Common Shs Outst'g ^C	--	--	18.10	41.21	50.51	76.51	89.93	106.04	114.24	133.27	141.50	142.00	Common Shs Outst'g ^C	143.00
Avg Ann'l P/E Ratio	--	--	--	--	--	--	--	--	34.6	NMF	NMF	NMF	Avg Ann'l P/E Ratio	NMF
Relative P/E Ratio	--	--	--	--	--	--	--	--	1.92	NMF	NMF	NMF	Relative P/E Ratio	NMF
Avg Ann'l Div'd Yield	--	--	--	--	--	--	--	--	--	--	--	--	Avg Ann'l Div'd Yield	Nil
Revenues (\$mill)	--	365.1	858.9	1955.5	3939.9	5586.6	12814	13604	10771	13673	19950	25400	Revenues (\$mill)	29000
Operating Margin	--	NMF	NMF	NMF	NMF	NMF	NMF	NMF	2.6%	9.6%	10.0%	10.5%	Operating Margin	10.5%
Depreciation (\$mill)	--	4.7	13.2	25.8	46.8	81.8	116.0	288.0	352.0	305.0	310	350	Depreciation (\$mill)	400
Net Profit (\$mill)	--	d93.1	d62.8	d61.8	d114.7	d171.1	d135.0	d1587	450.0	210.0	685	995	Net Profit (\$mill)	1285
Income Tax Rate	--	--	--	--	--	--	--	--	14.3%	NMF	15.0%	15.0%	Income Tax Rate	25.0%
Net Profit Margin	--	NMF	NMF	NMF	NMF	NMF	NMF	NMF	4.2%	1.5%	3.4%	3.9%	Net Profit Margin	4.4%
Working Cap'l (\$mill)	--	78.8	183.7	333.4	494.5	1456.1	2002.0	2002.0	1785.0	3531.0	4850	5450	Working Cap'l (\$mill)	6800
Long-Term Debt (\$mill)	--	4.4	48.5	425.3	883.1	1617.0	3208.0	6574.0	5416.0	5256.0	4800	4790	Long-Term Debt (\$mill)	4700
Rgn. Equity (\$mill)	--	135.0	125.7	73.4	98.1	387.6	306.0	d518.0	243.0	1260.0	2200	3200	Rgn. Equity (\$mill)	4750
Return on Total Cap'l	--	NMF	NMF	NMF	NMF	NMF	NMF	NMF	13.5%	8.2%	14.0%	16.0%	Return on Total Cap'l	17.0%
Return on Shr. Equity	--	NMF	NMF	NMF	NMF	NMF	NMF	NMF	NMF	16.7%	31.0%	31.0%	Return on Shr. Equity	27.0%
Retained to Com Eq	--	--	NMF	NMF	NMF	NMF	NMF	NMF	NMF	16.7%	31.0%	31.0%	Retained to Com Eq	27.0%
All Div'ds to Net Prof	--	--	--	--	--	--	--	--	--	--	Nil	Nil	All Div'ds to Net Prof	Nil

BUSINESS: Carvana Co. operates an e-commerce platform for buying and selling used cars. At year-end 2024, its inventory consisted of 53,000 used vehicles and it operates its own logistics network to deliver cars to purchasers. Operates in more than 316 metropolitan markets. In addition, in some areas, owners can pick up their vehicles from one of its 38 vending machines. Has 17,400

employees. Off/dir. incl. Ernest Garcia owns 2% of the Cl. A shs.; T.Rowe Price, 10%; The Vanguard Group, 7%; FMR LLC, 7%; BlackRock, 5%. Officers/directors own 35% of Cl. B; Ernest C. Garcia II, 57% (4/25 proxy). Chairman., President, & CEO: Ernest Garcia III. Inc.: DE. Address: 1930 W. Rio Salado Pkwy Tempe, AZ 85281. Telephone: (480) 719-8809. Web:www.carvana.com

Shares of Carvana have been in the spotlight of late, but warrant caution. The high-profile auto retailer joined the S&P 500 on December 22nd, a milestone that has further elevated investor enthusiasm. Carvana's market capitalization has expanded to more than \$93 billion, supported by management's reaffirmation of its long-term objective to sell roughly three million retail units over the next five to 10 years, alongside a string of strong quarterly results. While these developments have bolstered confidence in the business model, we remain cautious. Much of the recent share price momentum appears closely tied to quarterly execution and sentiment-driven trading activity. At a share price near \$430, we believe the risk-reward profile is less compelling for new investors. It may be prudent for most to remain on the sidelines while closely monitoring company-specific news. **The auto retailer posted solid third-quarter results.** The recent report demonstrated that Carvana has remained largely unaffected by uneven market dynamics and rising tariff-related costs. Revenue surged 55% year over year, to

\$5.65 billion, driven primarily by a 44% increase in retail units sold and higher average selling prices. Share earnings also impressed, rising 61%, to \$1.03, as disciplined cost controls amplified the impact of strong top-line growth. **The company has remained on track, meeting its long-term goals.** Carvana has made progress in integrating its ADESA production locations while expanding the number of retail inventory pools across its network. By the end of 2025, management targeted annual retail production capacity exceeding 1.5 million units, roughly halfway toward its long-term three-million-unit ambition. The company also continues to highlight meaningful opportunities for incremental revenue growth and improved fixed-cost absorption. All told, full-year 2025 share earnings probably clocked in at about \$4.85. For 2026, we estimate a sharp double-digit increase, to \$7.00 per share. **Shares of Carvana are untimely (Timeliness: 4).** At present, the stock has limited room to run after trending upward gradually in price.

(A) Fully diluted shares. GAAP earnings per share calculated using Class A shares only. May not sum due to rounding/shares outstanding. Next earnings report due late January. (B) Includes intangibles. In 2024: \$34.0 mill., \$0.16/sh. (C) In millions. (D) Three- to five-year Target Price Range calculated using 2.5x revenues per share. (E) Proforma.

Company's Financial Strength	B+
Stock's Price Stability	5
Price Growth Persistence	55
Earnings Predictability	15

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January 16, 2026