



CarGurus Appoints Jennifer Hanson as Chief People Officer

September 16, 2024

Hanson brings more than 20 years of experience specializing in organizational design, employee engagement, and workplace culture

CAMBRIDGE, Mass., Sept. 16, 2024 (GLOBE NEWSWIRE) -- [CarGurus](#) (Nasdaq: CARG), the No. 1 visited digital auto platform for shopping, buying, and selling new and used vehicles¹, today announced that Jennifer Hanson has been appointed Chief People Officer (CPO), effective September 30, 2024. With more than 20 years of experience in human resources (HR), employee benefits, and law, Hanson will lead CarGurus' People and Talent team in their work advancing organizational strategies, talent development, and engagement to drive business performance and continued innovation.

"CarGurus employees play a key role in our mission to deliver an exceptional customer experience, and I believe Jennifer's expertise is well-aligned to build on our position as an employer of choice that attracts and inspires top talent who drive this mission forward," said Jason Trevisan, CarGurus Chief Executive Officer. "Her proven expertise fostering workplace engagement and culture in support of a business' success will be invaluable as we continue our innovation and growth."

Hanson's diverse experience spans technology, healthcare, and financial services, where she was known as an innovator with a passion for human centered design. In her most recent role she was Chief HR Officer at Accolade, a rapidly growing national healthcare technology company. At Accolade, she evolved the HR function to cultivate a high-performing team and implement cross-functional initiatives that helped address the most critical talent acquisition and retention priorities. Prior to this, she spent over 15 years with Fidelity Investments. While there, Hanson leveraged her legal background and healthcare knowledge to launch and lead an early-stage Medicare start-up born out of the company's innovation incubator. She also led the employee benefits function and built the employee experience function with a focus on developing the culture, innovative benefits, and day-to-day experiences that helped establish the company as a destination for top talent.

Hanson started her career as an in-house healthcare attorney focused on employee benefits, compensation, contracting, and compliance. She received her Juris Doctor degree from Northeastern University's School of Law.

"CarGurus has set a high standard with its award-winning workplace culture and its position as a leading online automotive platform, creating a strong foundation to expand on this success," added Hanson. "I look forward to helping scale a world-class culture through strategic initiatives that fuel business success and enable teams to drive growth and innovation, cementing CarGurus as the top choice for consumers, dealers, and employees."

About CarGurus, Inc.

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 platform gives consumers the confidence to purchase and/or sell a vehicle either online or in-person, and it 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.¹

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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¹ [Similarweb](#): Traffic Insights (Cars.com, [Autotrader.com](#), [TrueCar.com](#)), Q2 2024, U.S.

Cautionary Language Concerning Forward-Looking Statements

This press release includes forward-looking statements. Other than statements of historical facts, all statements contained in this press release, including statements relating to our business activities, our strategy and plans, the potential of our business performance, and the expected benefits from Hanson's appointment as Chief People Officer, are forward-looking statements. The words "aim," "anticipate," "believe," "could," "expect," "goal," "intend," "may," "might," "plan," "potential," "should," "will," "would," 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. You should not rely upon forward-looking statements as predictions of future events.

These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results to differ materially from those reflected in such statements, including risks related to our growth and our 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; impairment of the carrying value of our goodwill, intangible assets, or right-of-use assets; increased inflation and interest rates, global supply chain challenges, and other macroeconomic issues; the material weakness identified in our internal controls over financial reporting; changes in our key personnel; natural disasters, epidemics, or pandemics; and 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 U.S. 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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