

**WINNING
WITH
THE BEST**



Auto Parts Plus[®]

2017 ANNUAL GENERAL MEETING OF SHAREHOLDERS

May 4, 2017

Uni-Select TSX: UNS



WELCOME ADDRESS FROM



ANDRÉ COURVILLE – CHAIR OF THE BOARD

The meeting will be conducted in both English and French.

Simultaneous translation is offered throughout the presentation and headsets are available at the entrance.



PROCEDURE OF THE MEETING

FORWARD-LOOKING STATEMENTS

Some statements may contain “forward-looking information”. These statements reflect the Corporation’s current expectations regarding future events. Actual results could differ materially from a conclusion, forecast or projection included in the forward-looking information and they depend on a number of factors or assumptions that were applied in drawing a conclusion or making a forecast or projection in the forward-looking information. Other information related to these factors or assumptions, including a more complete description of risks and uncertainties to which the Corporation is subject are presented in the Corporation’s 2016 Annual Report and Annual Information Form available on SEDAR.

ANDRÉ COURVILLE



CHAIR OF THE BOARD

APPOINTMENT OF THE SECRETARY

APPOINTMENT OF THE SCRUTINEERS

NOTICE OF MEETING

QUORUM

MINUTES OF THE PREVIOUS MEETING

ANNUAL REPORT AND CONSOLIDATED FINANCIAL STATEMENTS

ELECTION OF DIRECTORS

ELECTION OF DIRECTORS



Henry Buckley



Michelle Cormier



André Courville



Patricia Curadeau-Grou



Jeffrey I. Hall



Richard L. Keister



Robert Molenaar



Richard G. Roy



Dennis M. Welvaert

APPOINTMENT OF AUDITORS

HENRY BUCKLEY



PRESIDENT AND CHIEF EXECUTIVE OFFICER

UNI-SELECT TODAY



Uni-Select
Corporate Office

FinishMaster US
US National Coverage

Automotive and industrial paint & related products



Canadian Automotive Group
Canadian National Coverage

Automotive aftermarket parts

Automotive and industrial paint & related products



3,000+
Team
Members

Share a common goal: to provide our customers with exceptional service & support

HIGHLIGHTS – 2016 *(in US dollars)*

**\$107.6M Adj. EBITDA⁽¹⁾ or 9.0%
of sales**

\$1.2B Sales

3,000+ Team Members

14 Distribution Centres

**1,100+ Independent Customers
and Corporate Stores
(Canadian Automotive Group)**

**250+ Corporate Stores
(Canada & United States)**

(¹) This information represents a non-IFRS financial measure. (Refer to the “Non-IFRS financial measures” section included in the 2016 Annual Report for further details.)

National Coverage

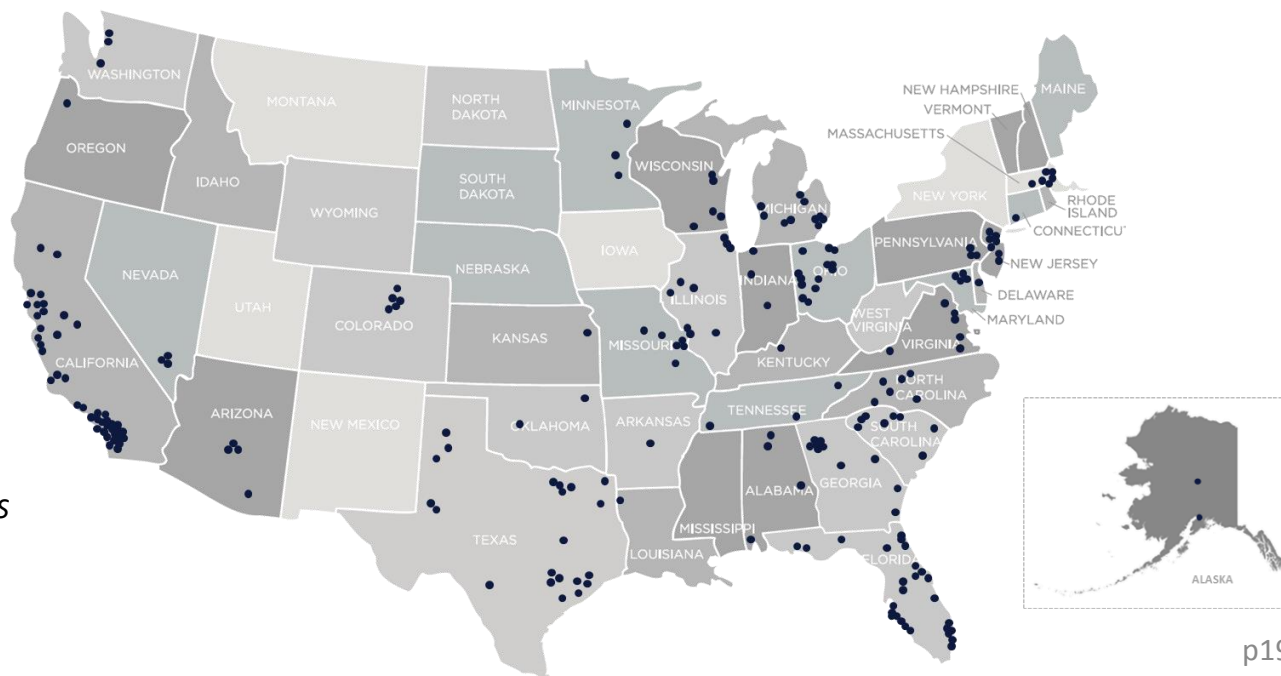
- Our footprint has expanded from **28** states to **33** states
- Currently over **220** corporate stores
- Approximately 32% market share

Profitable Growth

- **18** acquisitions / **73** new locations since January 2015
- Opened two greenfield branches in **Seattle** and **Portland**
- Opened one new distribution centre in **New Jersey** (we now operate a total of 4 distribution centres across the US)
- Sales: \$424 million when acquired in 2011 to circa **\$750 million in 2016**
- EBITDA⁽¹⁾ approximately 9.8% in 2011 and has grown to circa **12%**

#1

Player in market



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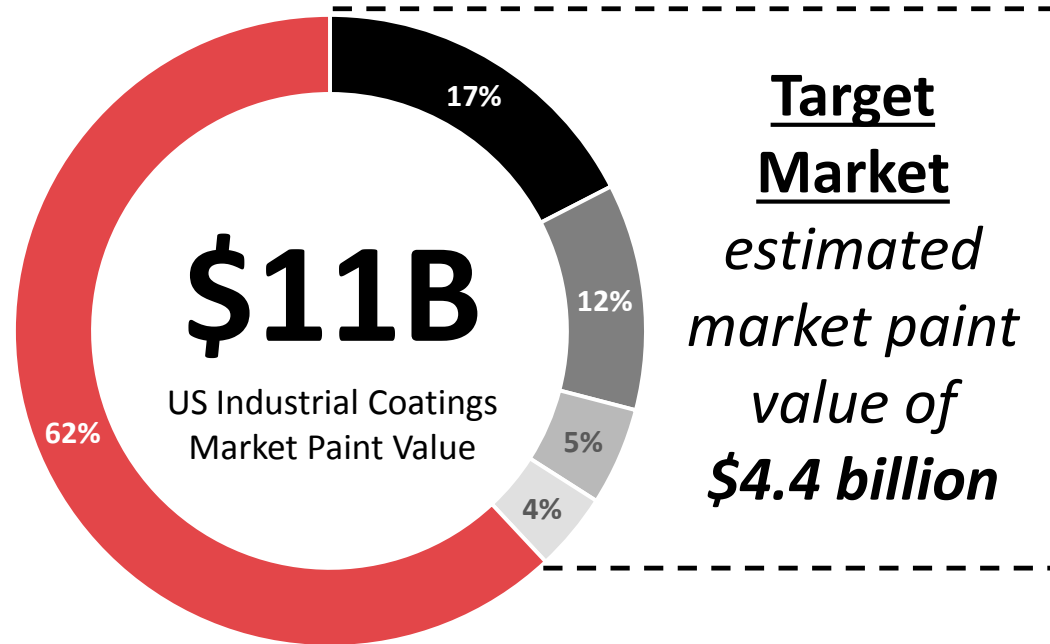
FINISHMASTER USA – OUR STRATEGY



- National – Growing our coverage
 - Extend our geographic coverage to support MSO growth and expand traditional business in new markets nationally
- Build Density in core markets
 - Extend commitment to deliver exceptional customer service
- Integration of our acquisitions
 - Standard playbook for integration process
 - Typical onboarding is complete in 90 to 120 days
 - Deliver on planned acquisition synergies
 - Best practices and continuous improvement gained from each company which joins the FinishMaster family
- Open greenfield locations in select markets as needed
- Key Partners: Axalta, PPG, AkzoNobel and 3M



INDUSTRIAL GROWTH INITIATIVE



- General Industrial
- Powder
- Maintenance
- Protective Coatings
- Non-targeted segments

Source: Orr & Boss, 2016

Target industrial market segments

- General Industrial
- Powder
- Maintenance
- Protective Coatings

Key vendor partners selected

National coverage

- Launching in 8 pilot markets across the United States
- Utilizing current branch infrastructure

Leadership Team

- Appointed a Director of industrial segment – nationally
- Key team members being hired
- Dedicated team and focus!

National Automotive Aftermarket Parts Distributor
National Automotive Refinish Distributor (Paint/Body/Equipment)

Independent Jobbers

- Over 1,100 locations
- BUMPER TO BUMPER – Full marketing brand
- AUTO PARTS PLUS – Menu driven approach
- GOAL → Increase share of wallet with our independent customers

Corporate Stores

- Over 50 locations nationwide
 - 49 BUMPER TO BUMPER
 - 7 FINISHMASTER CANADA

Growth Mode

- Since January 2015, we have acquired **16** businesses, which represents **44** new locations, both BUMPER TO BUMPER and FINISHMASTER CANADA
- Approximately 19% market share and growing

#2

Player in market

#1 is our goal!

CANADIAN AUTOMOTIVE GROUP – AUTOMOTIVE AFTERMARKET PARTS



Full marketing brand

- High product loyalty
- Standardized merchandizing and signage
- Advertising/flyer programs
- Online parts catalog
- All corporate stores and independent customers



Menu driven approach

- Tool & equipment flyer
- Dedicated sales force
- Independent customers



SIGNIFICANT INVESTMENT IN OUR BRANDS

CANADIAN AUTOMOTIVE GROUP – BUMPER TO BUMPER CORPORATE STORES

Launch of BUMPER TO BUMPER brand and programs across Canada for Corporate Stores and Independent customers in March 2016 – A national identity and synergy, consistent from coast to coast.

WHY

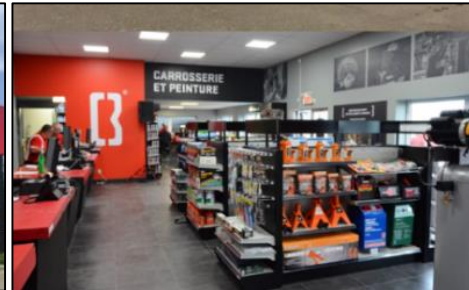
- Program provides succession opportunities for our independent customers as needed
- Grow – Fill in markets not currently serviced by independent customers

TODAY

- 49 corporate stores and growing

Integration - foundational work underway

- People – Build strong leadership and store teams
- Processes – Establish standard operating process
- Systems – Implementing the “PartsWatch” point of sale / jobber management system



PEOPLE – PROCESSES – SYSTEMS
Building a strong foundation

CANADIAN AUTOMOTIVE GROUP – AUTOMOTIVE REFINISH

PAINT, BODY & EQUIPMENT

Independent Jobber Customers

Support PBE programs – Over 80 locations from coast to coast



FINISHMASTER®
Automotive & Industrial Paint



Corporate Stores

- FINISHMASTER CANADA launched in September 2016
- Building a national network: currently 7 corporate stores in operation

Key Supplier Partners

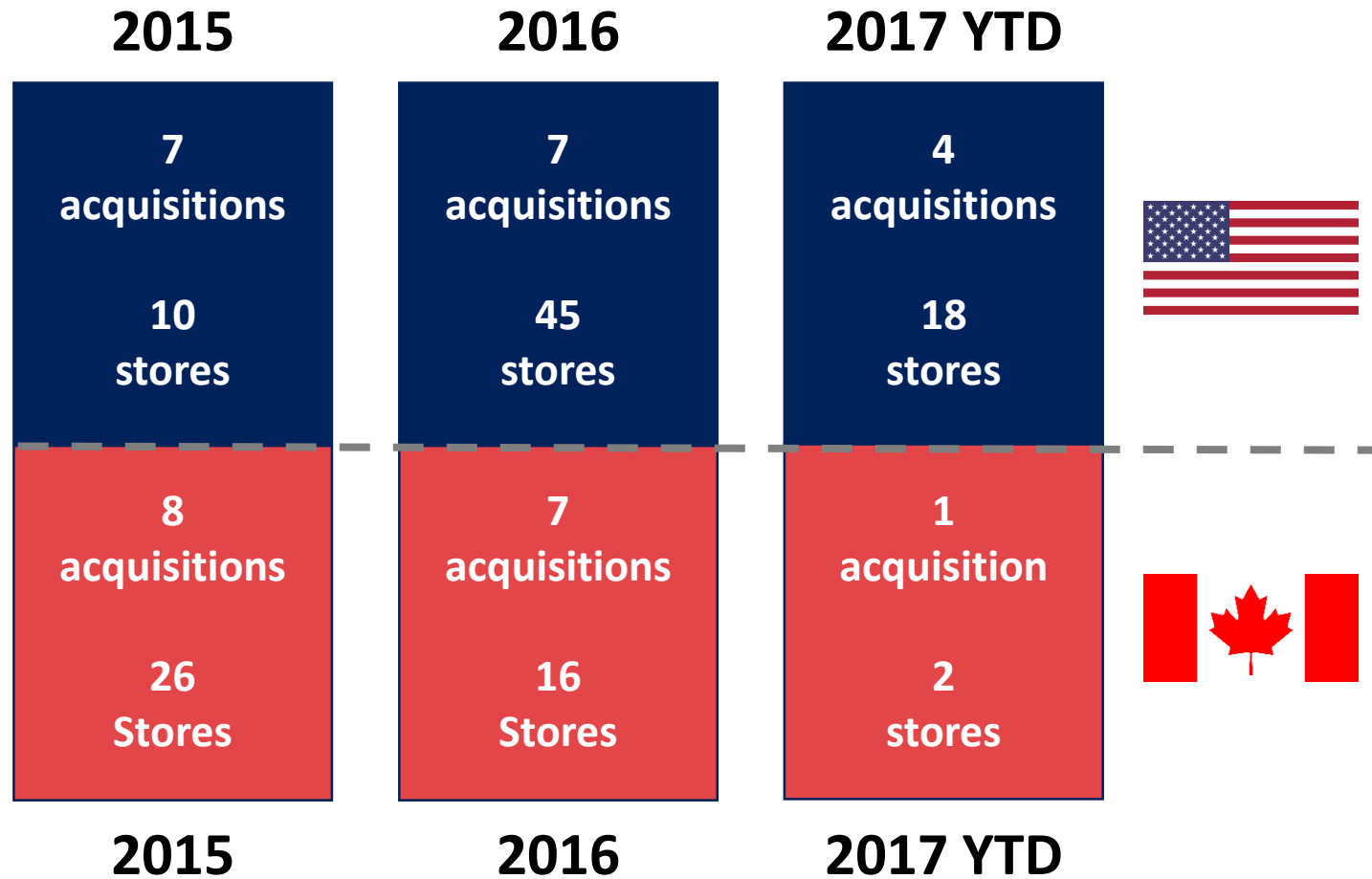


GROWTH THROUGH ACQUISITIONS

34
businesses in both
Canada and the
United States

117
new corporate
stores

Over **700** new
team members



PEOPLE → INVESTING IN AND GROWING OUR TALENT

4 LEVELS OF LEADERSHIP



PROFITABLE GROWTH – ROAD AHEAD 2017

Our commitment to grow: **Organically** and through **Select Acquisitions**



- Refinish – Organic growth, excluding the product line changeover
- Industrial – Organic growth as we roll out the industrial initiative
- M&A – Select acquisitions to support growth in both markets



- Organic growth with our Independent Customers and Corporate Stores
- Select acquisitions to build out BUMPER TO BUMPER
- Select acquisitions to build out FINISHMASTER CANADA



ERIC BUSSIÈRES



CHIEF FINANCIAL OFFICER

2016 YEAR END

In million of US dollars, except percentages and per share amounts

	2016	2015 ⁽²⁾	Variance
Sales	1,197.3	1,355.4	(11.7)%
Sales from net assets sold	-	(299.3)	N/A
Net sales excluding net assets sold	1,197.3	1,056.1	13.4%
EBITDA ⁽¹⁾	106.8	(53.3)	N/A
Adjusted EBITDA ⁽¹⁾	107.6	96.6	11.4%
<i>Adjusted EBITDA margin ⁽¹⁾</i>	9.0%	7.1%	1.9%
Net earnings (loss)	58.3	(40.2)	N/A
Adjusted earnings ⁽¹⁾	58.6	56.8	3.2%
Net earnings (loss) per share	1.37	(0.94)	N/A
Adjusted earnings per share ⁽¹⁾	1.38	1.33	3.8%
Free cash flows ⁽¹⁾	109.4	78.5	39.4%

⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to the "Non-IFRS financial measures" section included in the 2016 Annual Report for further details.)

⁽²⁾ 2015 financial results are impacted by the sale of the net assets of Uni-Select USA, Inc. and Beck/Arnley Worldparts, Inc. completed June 1, 2015.

2016 YEAR END – FINISHMASTER US

In million of US dollars, except percentages

	2016	2015	Variance
Sales	752.9	618.8	21.7%
Organic growth ⁽¹⁾	1.1%	3.3%	N/A
EBITDA ⁽¹⁾	93.4	70.0	33.4%
<i>EBITDA margin ⁽¹⁾</i>	<i>12.4%</i>	<i>11.3%</i>	<i>1.1%</i>
Adjusted EBITDA ⁽¹⁾	93.4	70.4	32.6%
<i>Adjusted EBITDA margin ⁽¹⁾</i>	<i>12.4%</i>	<i>11.4%</i>	<i>1.0%</i>

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2016 YEAR END – CANADIAN AUTOMOTIVE GROUP

In million of US dollars, except percentages

	2016	2015 ⁽²⁾	Variance
Sales	444.5	736.6	(39.7)%
Sales from net assets sold	-	(299.3)	N/A
Net sales excluding net assets sold	444.5	437.3	1.6%
Organic growth ⁽¹⁾	(1.1)%	1.8%	N/A
EBITDA ⁽¹⁾	26.6	(103.9)	N/A
<i>EBITDA margin</i> ⁽¹⁾	6.0%	(14.1)%	N/A
Adjusted EBITDA ⁽¹⁾	26.6	36.9	(27.9)%
<i>Adjusted EBITDA margin</i> ⁽¹⁾	6.0%	5.0%	1.0%

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⁽²⁾ 2015 financial results are impacted by the sale of the net assets of Uni-Select USA, Inc. and Beck/Arnley Worldparts, Inc. completed June 1, 2015.

2017 FIRST QUARTER

In million of US dollars, except percentages and per share amounts

	2017	2016	Variance
Sales	297.2	264.0	12.6%
EBITDA ⁽¹⁾	23.2	21.7	6.8%
<i>EBITDA margin ⁽¹⁾</i>	7.8%	8.2%	(0.4)%
Net earnings	11.0	11.5	(4.2)%
Net earnings per share	0.26	0.27	(3.7)%
Free cash flows ⁽¹⁾	22.2	19.4	14.0%

⁽¹⁾This information represents a non-IFRS financial measure. (Refer to the “Non-IFRS financial measures” section included in the Q1-2017 management discussion and analysis report for further details.)

2017 FIRST QUARTER – BY SEGMENT

In million of US dollars, except percentages

FinishMaster US	2017	2016	Variance
Sales	199.7	173.4	15.2%
Organic growth ⁽¹⁾	(8.5)%	4.2%	N/A
EBITDA ⁽¹⁾	23.3	20.8	12.4%
<i>EBITDA margin ⁽¹⁾</i>	<i>11.7%</i>	<i>12.0%</i>	<i>(0.3)%</i>

Canadian Automotive Group	2017	2016	Variance
Sales	97.5	90.6	7.6%
Organic growth ⁽¹⁾	(0.5)%	1.5%	N/A
EBITDA ⁽¹⁾	2.9	4.6	(36.3)%
<i>EBITDA margin ⁽¹⁾</i>	<i>3.0%</i>	<i>5.1%</i>	<i>(2.1)%</i>

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STRONG FINANCIAL POSITION

- At the end of Q1 2017, our strong financial position provides us flexibility to pursue our growth initiatives and seize opportunities:
 - Funded debt to EBITDA ratio at **1.82X**; and
 - Over **\$200** million of available credit.

- Among growth initiatives Management is dedicated to:
 - Investments in a point-of-sale system in Canada; and
 - M&A activities.

COMMITMENT TO SHARE VALUE CREATION

- We remain committed to returning capital to shareholders and creating value:
 - **A total of C\$62 million in dividends paid** since 2012, **6.0% CAGR**;
 - Return on equity at **12.9%** as at December 31, 2016, **10.0% CAGR** over the last five years;
and
 - Board of Directors approved a quarterly dividend of **C\$0.0925** per share, an increase of **8.8%**.



ANDRÉ COURVILLE



CHAIR OF THE BOARD

VOTING RESULTS

QUESTION PERIOD

ADJOURNMENT OF THE MEETING

THANK YOU TO

- Our Board of Directors
- Our Shareholders
- Our Suppliers
- Our Customers
- Our Talented Team Members



THANK YOU!

