

**WINNING
WITH
THE BEST**



Laurentian Bank Conference

**Eric Bussières
Chief Financial Officer**

April 6, 2017



PRELIMINARY COMMENTS

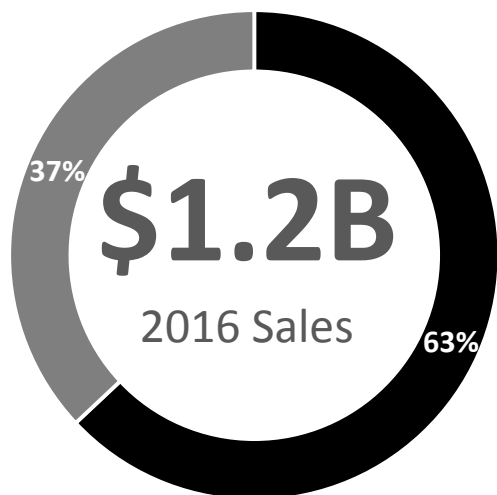
Forward-looking statement: The information provided in this presentation contains some forward-looking statements, which includes certain risks and uncertainties, and may cause the final results to be significantly different from those listed or implied within this presentation. For additional information with respect to risks and uncertainties, refer to the 2016 Annual Report filed by Uni-Select with the Canadian securities commissions. The forward-looking statements contained herein is made as of the date of this presentation, and Uni-Select does not undertake to publicly update such forward-looking statements to reflect new information, subsequent or otherwise, unless required by applicable securities laws.

Basis of presentation: Unless otherwise indicated in this document, all amounts are expressed in millions of US dollars, except per share amounts, percentages and otherwise specified.

2-for-1 stock split of common shares: Effected on May 11, 2016 for shareholders of record as at May 6, 2016 to increase the number of shares outstanding and enhance affordability to investors. To reflect the effect of the stock split, information pertaining to the number of common shares has been retroactively restated.

UNI-SELECT – AT A GLANCE

Founded in 1968, Uni-Select is the leader in the distribution of automotive refinish and industrial paint and related product in North America, as well as a leader in the automotive aftermarket parts business in Canada



■ FinishMaster U.S. ■ Canadian Automotive Group

KEY INFORMATION	Fiscal year ending December 31, 2016
Adjusted EBITDA (US\$ million) ⁽¹⁾	108
Adjusted EBITDA margin (%) ⁽¹⁾	9.0%
Adjusted Net Earnings per share (US\$) ⁽¹⁾	1.38
Dividend per share (C\$)	0.335
Number of share outstanding (weighted average)	42.4 million
Market Capitalization (C\$ billion)	1.4
Total Assets (US\$ million)	977
Adjusted return on average total equity (%) ⁽¹⁾	12.9%
Team members	~ 3,000

⁽¹⁾ Refer to the Non-IFRS financial measures in the 2016 Annual Report.

A LEADER IN LARGE AND GROWING MARKETS

KEY MARKET DRIVERS

- **More vehicles on the road:** Sales of new vehicles are at an all-time high in Canada and in the US combined, reaching 19.5 million in 2016 from 13 million in 2010
- **Vehicle age remains at all-time high:** The average age of vehicles has never been higher in North America with nearly 10 years in Canada and over 11 years in the United States
- **Consumers are holding on their vehicles much longer:** 24 months longer than they did in the early 2000's
- **Miles driven back to record levels:** US miles driven by consumers rose to over 3.2 trillion miles in 2016 due mainly to lower gas prices and increased time spent in vehicles.

Sources: Federal Highway Administration, IHS Automotive, DesRosiers Automotive Consultants, Digital Auto Care Fact Book 2016

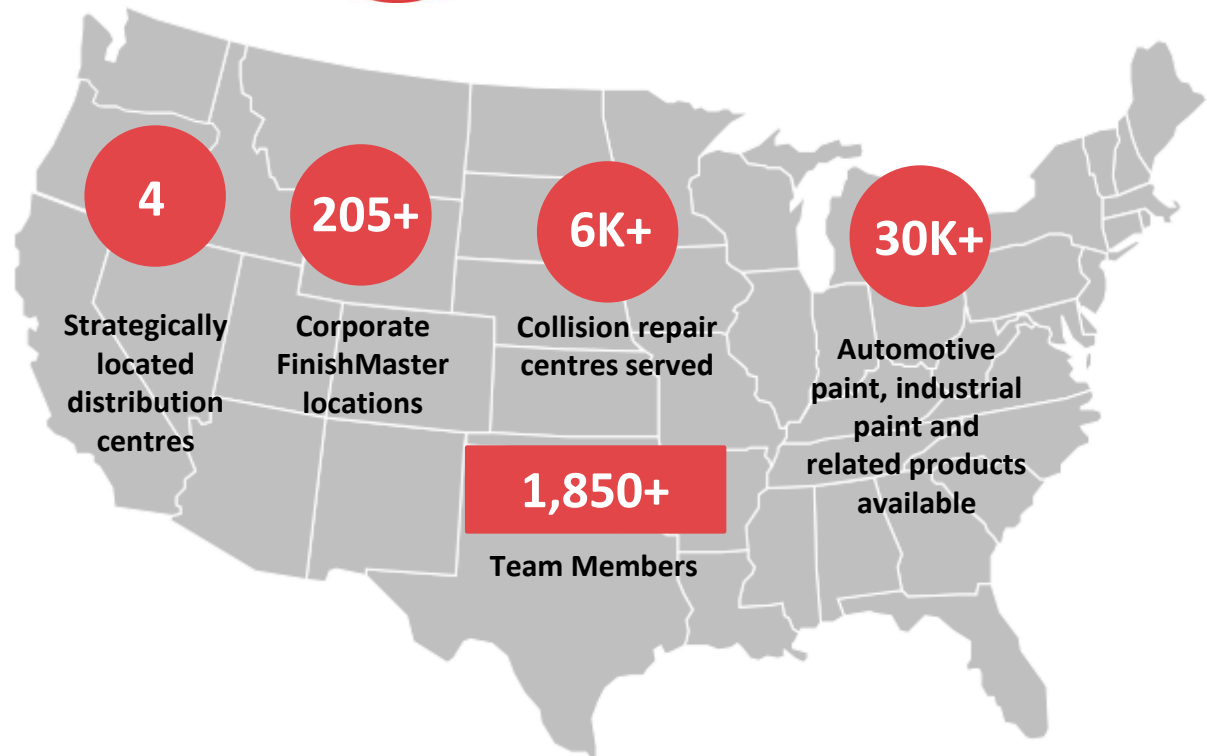
A LEADER IN LARGE AND GROWING MARKETS

FINISHMASTER (U.S.)

Largest North American distributor of automotive and industrial refinish products and equipment. We operate in 33 states, from coast to coast, across United States

About **30%**
market share of
the US \$2.7B
Automotive
Paint and Paint
Material Market
in the United
States

**Number
One**
In the US



A LEADER IN LARGE AND GROWING MARKETS FINISHMASTER (U.S.)

PRIMARY GROWTH DRIVERS

● Extend Geographic Coverage & Build Density in Core Markets

2016	<ul style="list-style-type: none"> • First location in Louisiana • Additional branches in Washington, Texas, Michigan, Minnesota, Missouri, California and Ohio 	7 acquisitions 45 new locations
2017 YTD	<ul style="list-style-type: none"> • First branch in Portland Oregon, a greenfield location • First two locations in Fairbanks and Anchorage/Alaska • Expanded footprint in New Jersey and Massachusetts, as well as California, Las Vegas/Nevada, Phoenix/Arizona 	4 acquisitions 18 new locations

● Enhancing Organic Sales

- **Distribution:** New distribution centre in New Jersey (Q4 2016)
- **Product offering:** SMART® private brand expansion (+80% coverage¹)
- **Customer experience:** Improved MSO team and sales process, new e-commerce website



● Tapping into Industrial Coatings Market

- Leverage existing footprint and expertise in select markets
- New executive hired in 2017 to lead pilots in approximately 8-10 locations

¹ of the common repair processes in a body shop, excluding paint

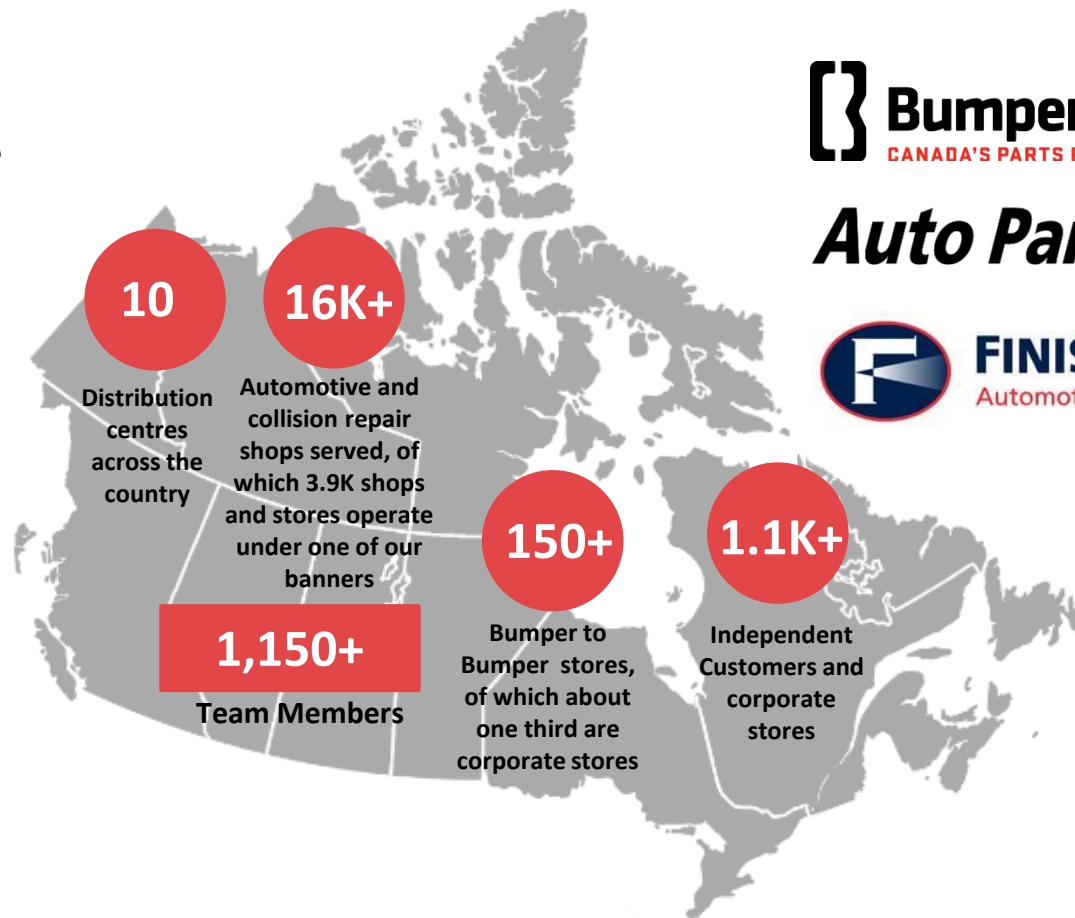
A LEADER IN LARGE AND GROWING MARKETS

CANADIAN AUTOMOTIVE GROUP

A leader in the distribution of automotive aftermarket parts, tools and equipment, industrial and paint & related products. We operate across Canada.

About **20%**
market share of the
C\$2.6B warehouse
distribution
segment in the
Canadian
automotive
aftermarket

**Number
Two**
In Canada



Bumper to Bumper[®]
CANADA'S PARTS PEOPLE

Auto Parts Plus[®]

FINISHMASTER[®]
Automotive & Industrial Paint

A LEADER IN LARGE AND GROWING MARKETS

CANADIAN AUTOMOTIVE GROUP

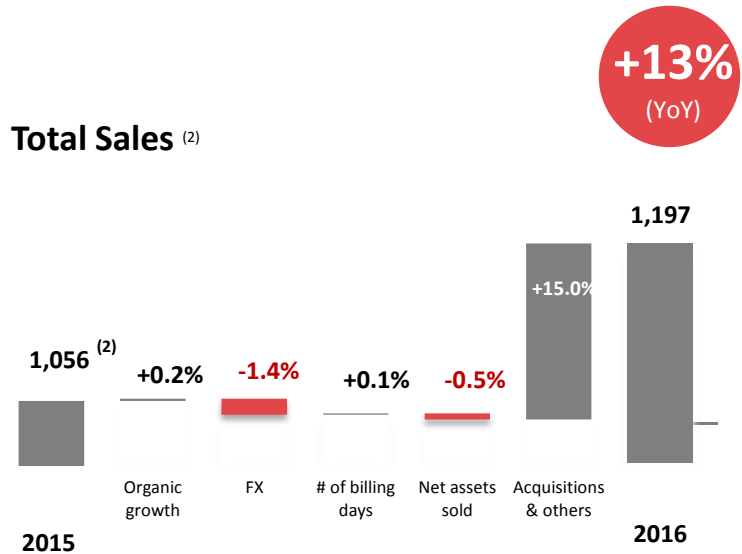
GROWTH OPPORTUNITIES

- **Enhancing Organic Sales**
 - **Corporate store conversion:** Unlock the full value of our Bumper to Bumper National brand launched in 2016. All phases of the conversion should be completed in 2017
 - **Support our installer customers:** Flexible offering (full marketing approach under our Bumper to Bumper banner or menu-driven program under our Auto Parts Plus banner) and training (277 days for 1,918 installer customer team members from 63 cities in 2016)
 - **New point-of sale system:** *PartsWatch* roll-out will continue throughout 2017
- **Strengthening existing Paint Body and Equipment Program**
 - Expand FinishMaster business model through greenfield stores and acquisitions
- **Actively pursuing acquisitions and integration activities**
 - 16 new locations through 7 acquisitions in 2016.
 - 2017 YTD: one acquisition adding two locations + strong acquisition pipeline

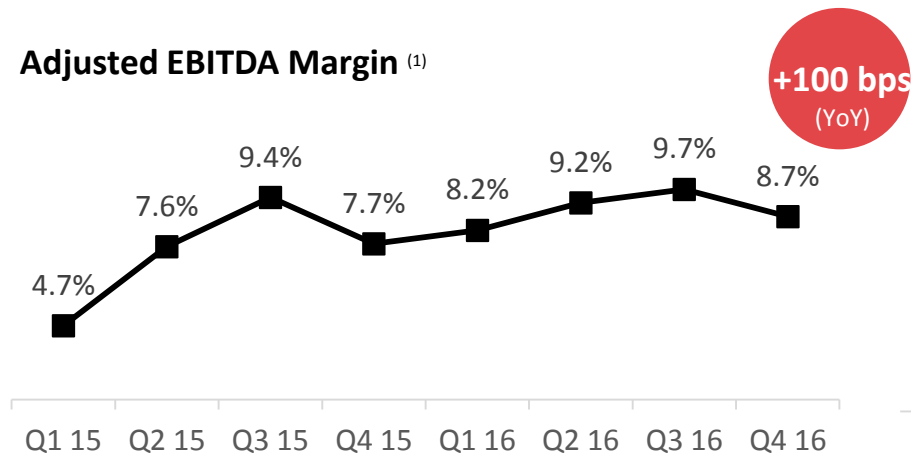
SOLID OPERATION RESULTS

	% Revenue			
	2016	2015	2016	2015
Total Sales	1,197.3	1,355.4		
Sales from net assets sold	-	(299.3)		
Gross margin	366.6	402.6	30.6%	29.7%
Employee benefits	175.6	213.7	14.7%	15.8%
Other operating expenses	84.9	92.0	7.1%	6.8%
EBITDA ⁽¹⁾	106.8	(53.3)	8.9%	n.a.
Adjusted EBITDA ⁽¹⁾	107.6	96.6	9.0%	7.1%

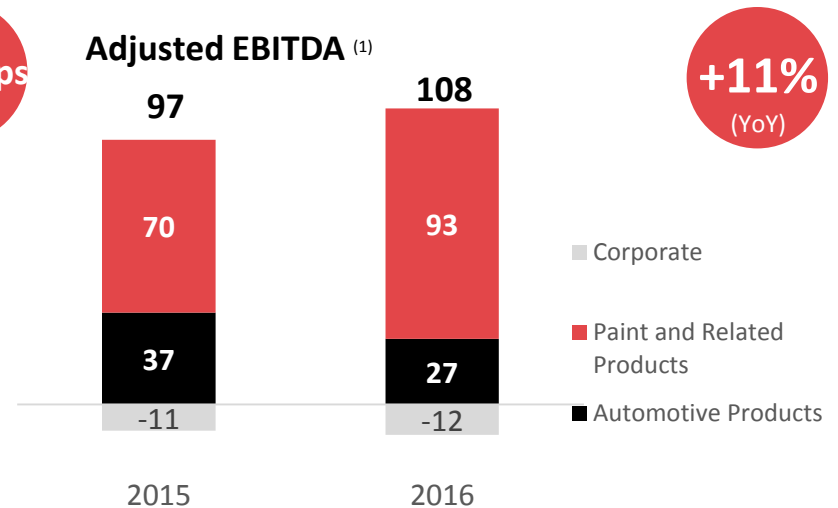
Total Sales ⁽²⁾



Adjusted EBITDA Margin ⁽¹⁾



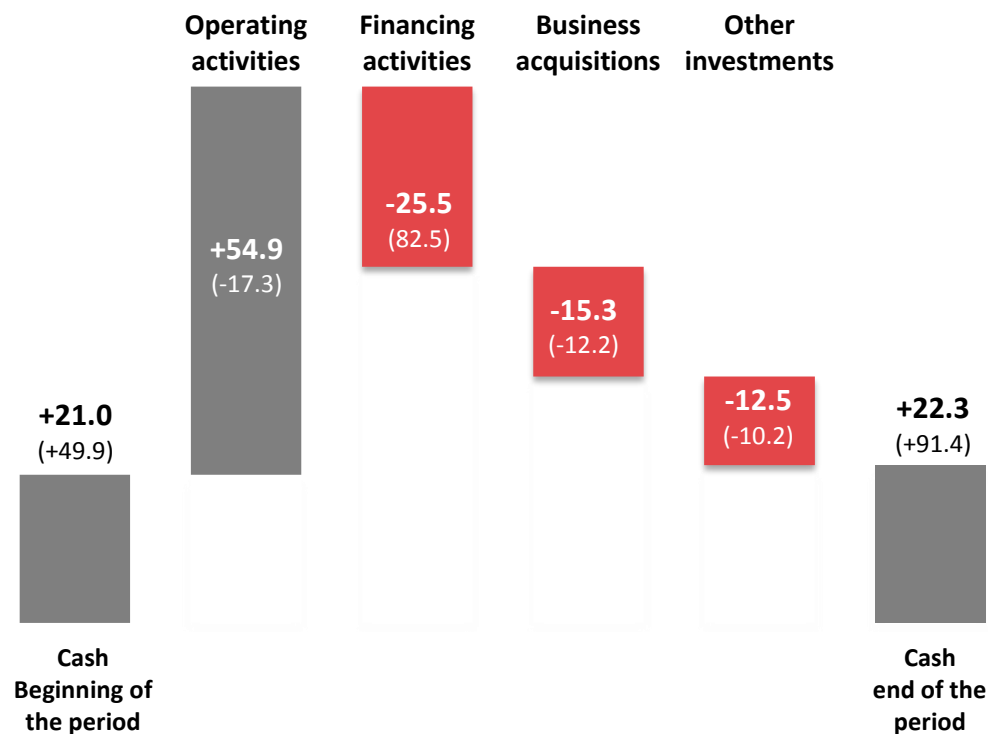
Adjusted EBITDA ⁽¹⁾



⁽¹⁾ Refer to the Non-IFRS financial measures in the 2016 Annual Report.

⁽²⁾ Excludes sales from net assets sold.

Q4 2016 – SOURCES AND USES OF FUNDS (vs. Q4 2015)

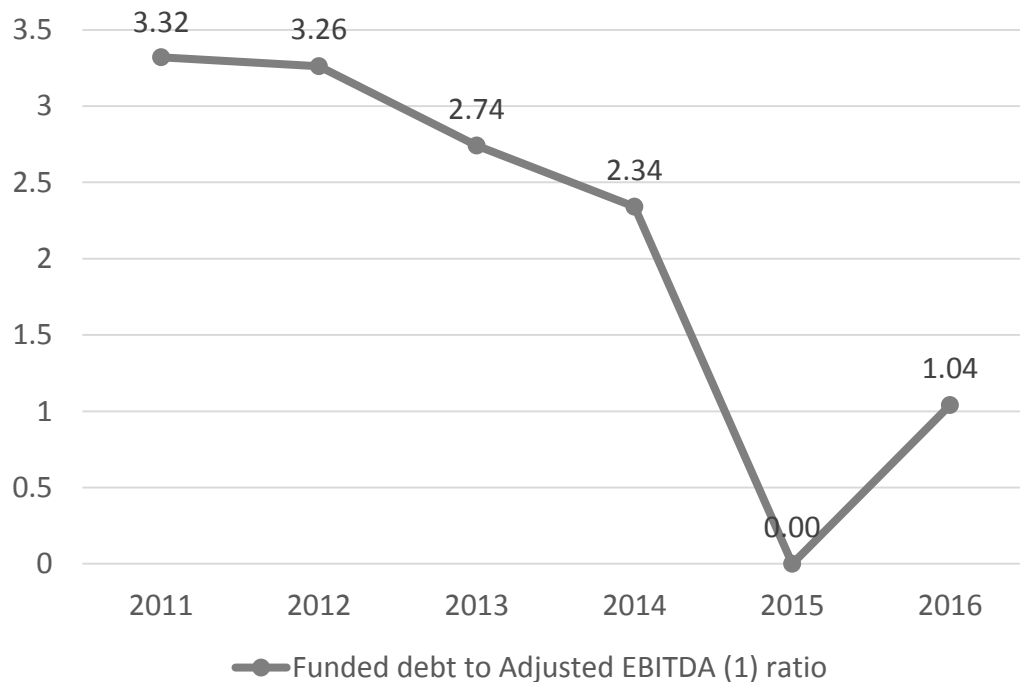


Q4 2016 HIGHLIGHTS (YoY)

- Free cash flow increased by \$1.5 million or 7.7% compared to last year
- Operating activities totaled \$54.9 million, a \$72.2 million improvement compared to Q4 2015
- Financing activities mainly related to reimbursement of the credit facility

STRONG FINANCIAL POSITION

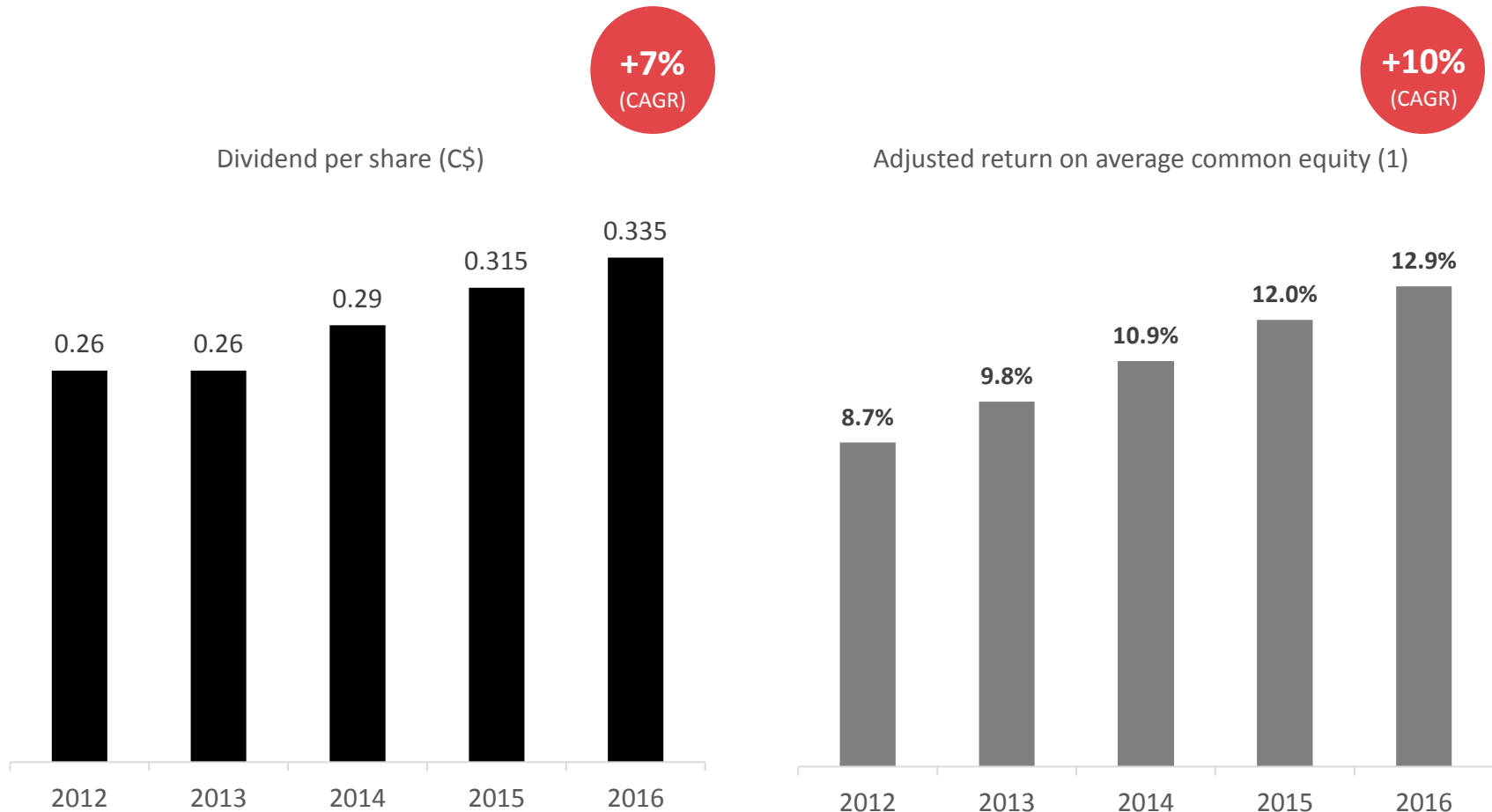
LEVERAGE PROFILE as of December 31, 2016



- Strong free cash flow following the sale of US automotive parts distribution business in 2015
- Over \$280 million available from the credit facilities

⁽¹⁾ Refer to the Non-IFRS financial measures in the 2016 Annual Report.

COMMITMENT TO SHARE VALUE CREATION



⁽¹⁾ Refer to the Non-IFRS financial measures in the 2016 Annual Report.



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