

**FOCUSED
ON EXECUTION**



2018 Annual General Meeting of Shareholders

May 3, 2018
Uni-Select (TSX:UNS)





ANDRÉ COURVILLE

Chair of the Board

Caution Regarding Forward-Looking Information



Certain statements made in this presentation are forward-looking statements. These statements include, without limitation, statements relating to our 2018 financial guidance (including, without limitation, adjusted EBITDA margin and organic sales by business unit) and other statements that are not historical facts. All such forward-looking statements are made pursuant to the “safe harbour” provisions of applicable Canadian securities laws.

Forward-looking statements are, by their very nature, subject to inherent risks and uncertainties and are based on several assumptions, both general and specific, which may cause expressed expectations to be significantly different from those listed or implied within this presentation and our business outlook, objectives, plans and strategic priorities may not be achieved. As a result, we cannot guarantee that any forward-looking statement will materialize and we caution you against relying on any of these forward-looking statements. For a description of such assumptions and risks, please refer to Uni-Select’s 2017 MD&A as updated in Uni-Select’s MD&A dated May 3, 2018 and in Uni-Select’s press release dated May 3, 2018 announcing its financial results for the first quarter of 2018, all filed on SEDAR at sedar.com and on Uni-Select’s website at uniselect.com.

The forward-looking information contained herein is made as of the date of this presentation, and Uni-Select does not undertake to publicly update such forward-looking information to reflect new information, subsequent or otherwise, unless required by applicable securities laws.

The terms “organic growth”, “EBITDA”, “adjusted EBITDA”, “adjusted earnings”, “adjusted earnings per share”, “EBITDA margin”, “adjusted EBITDA margin”, “free cash flows”, “total net debt”, “total net debt to total net debt and total equity ratio”, “long-term debt to total equity ratio”, “funded debt to adjusted EBITDA”, “return on average total equity” and “adjusted return on average total equity”, are financial measures that are inconsistent with IFRS. Non-IFRS financial measures do not have any standardized meaning prescribed by IFRS and are, therefore, unlikely to be comparable to similar measures presented by other entities. Please refer to the Non-IFRS Financial Measures section of Uni-Select’s MD&A for the first quarter of 2018 and the 2017 annual report for additional information.



Henry Buckley
President and
Chief Executive Officer



Eric Bussi res
Chief Financial Officer



Louis Juneau
Chief Legal Officer and
Corporate Secretary



ANDRÉ COURVILLE

Chair of the Board



OPENING OF THE MEETING



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



David Bibby



Henry Buckley



Michelle Cormier



André Courville



Jeffrey I. Hall



George E. Heath



Robert Molenaar



Richard G. Roy



Dennis M. Welvaert



Michael Wright



APPOINTMENT OF AUDITORS



REMARKS BY PRESIDENT AND CEO



HENRY BUCKLEY

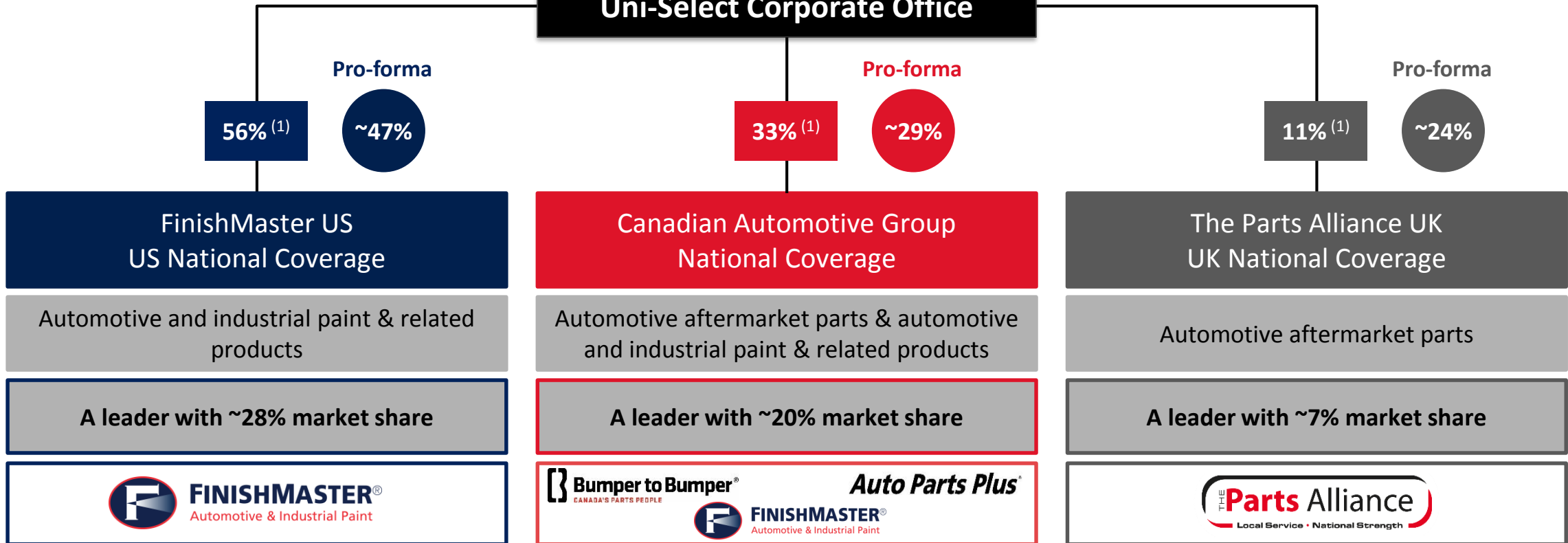
President and Chief Executive Officer



Uni-Select at a Glance



Uni-Select Corporate Office



(1) Based on 2017 sales for the year ended December 31, 2017.

Consolidated 2017 Results - Highlights



Financial Metrics	2016	2017
Sales	1,197	1,448
EBITDA ⁽¹⁾	107	111
EBITDA % ⁽¹⁾	8.9%	7.6%
Adjusted EBITDA ⁽¹⁾	108	118
Adjusted EBITDA % ⁽¹⁾	9.0%	8.1%
Operational Metrics	2016	2017
Distribution centres	14	17
Independent customer locations served <i>(Canada & UK)</i>	1,100	1,130
Corporate stores operated	258	447
Installer & Collision Repair customers served	22,800	46,200
Team members	3,000	6,000

- Acquisition of The Parts Alliance UK
- Building a strong foundation in Canada
- Product line changeover in the U.S.
- 20/20 initiatives

⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the "Non-IFRS financial measures" section of the 2017 annual report for further details.

FinishMaster US – At a Glance



Financial Results			
	2016	2017	VAR
Revenues	752.9	814.6	8.2%
Organic growth ⁽²⁾		(6.9%) ⁽¹⁾	
EBITDA ⁽²⁾	93.4	91.3	(2.2%)
EBITDA % ⁽²⁾	12.4%	11.2%	(120 bps)

⁽¹⁾ Product line conversion & hurricanes impacted sales by approximately 6.1%

Expanding Geographic Coverage & Building Market Density		
STORES	2016	2017
Beginning	171	204
Acquisitions	44	18
Integrated	(12)	(13)
Greenfields	1	3
Ending	204	212

⁽²⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the 2017 annual report for further details.

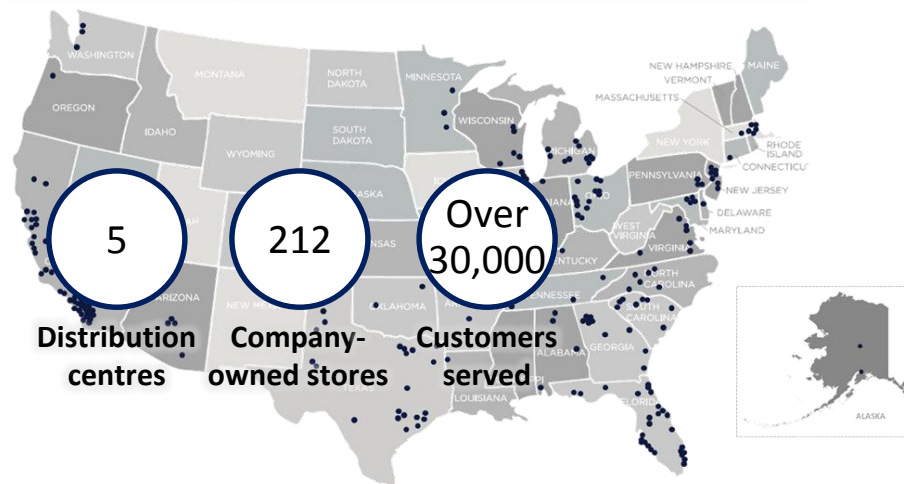
2017 Highlights

- 1 Made 3 acquisitions (18 stores)
- 2 Opened 3 greenfields (Portland, Nashville & Athens)
- 3 Completed the product line changeover
- 4 Focused on 20/20 initiatives

Key Partners



U.S. Network



Market Size: US\$2.7B



FinishMaster US – 2017 Strategy Update



1 Expanding Geographic Coverage & Building Market Density

- Acquisition of 18 stores
- Opened 3 greenfields
- Consolidated 13 locations

2 Initiatives to Drive Sales Growth

- Industrial coatings initiative on track
- Continued deployment of our private label SMART brand
- Launched sales initiatives to increase new customer acquisitions and current customer retention
- Select acquisitions

3 Operational Efficiencies Initiatives

- Focused on 20/20 initiatives
- Developing improved cost-to-serve models for customer segments

2017 was a challenging year for FinishMaster US as we were focused on the product line changeover

Canadian Automotive Group – At a Glance



Financial Results			
	2016	2017	VAR
Revenues	444.5	484.9	9.1%
Organic growth ⁽²⁾		3.9% ⁽¹⁾	
EBITDA ⁽²⁾	26.6	31.2	17.3%
EBITDA % ⁽²⁾	6.0%	6.4%	40 bps

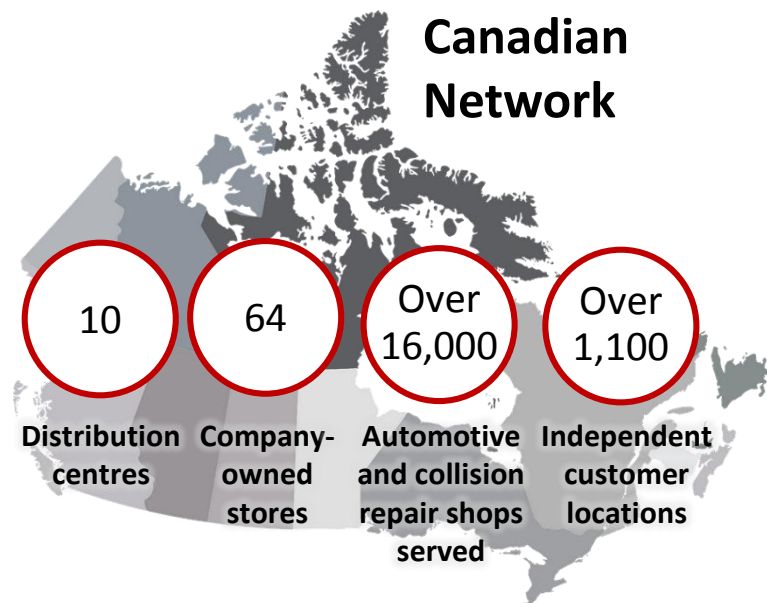
⁽¹⁾ 7.9% excluding the customer loss at the beginning of 2017

Expanding Geographic Coverage & Building Market Density		
STORES	2016	2017
Beginning	38	54
Acquisitions	16	10
Integrated	-	(1)
Greenfields	-	1
Ending	54	64

⁽²⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the 2017 annual report for further details.

2017 Highlights

- 1 4 acquisitions (10 stores)
- 2 *PartsWatch* point-of-sale system roll-out on track
- 3 Company-owned store initiative progressing
- 4 Focused on 20/20 initiatives



Market Size: C\$2.67B



Canadian Automotive Group – 2017 Strategy Update



1 Expanding Geographic Coverage & Building Market Density	2 Initiatives to Drive Sales Growth	3 Operational Efficiencies Initiatives
<ul style="list-style-type: none">Acquisition of 10 stores<ul style="list-style-type: none">7 BUMPER TO BUMPER3 FINISHMASTER CanadaOpened 1 greenfield<ul style="list-style-type: none">BUMPER TO BUMPERConsolidated 1 location<ul style="list-style-type: none">BUMPER TO BUMPER	<ul style="list-style-type: none">Roll-out of BUMPER TO BUMPER brand to independent customers and corporate stores on trackCompany-owned store conversion progressingSelect acquisitions	<ul style="list-style-type: none">Focused on 20/20 initiatives<i>PartsWatch</i> system roll-out progressing

In 2017 the Canadian Automotive Group continued to build the foundation for its future with independent customers and corporate stores, roll-out the BUMPER TO BUMPER brand and install the *PartsWatch* point-of-sale system

The Parts Alliance UK – At a Glance



Financial Results			
	2016	2017 ⁽¹⁾	VAR
Revenues	-	148.7	n/a
Organic growth ⁽²⁾	-	-	n/a
EBITDA ⁽²⁾	-	6.0	n/a
EBITDA % ⁽²⁾	-	4.0%	n/a

⁽¹⁾ Five months of results since we acquired it in August.

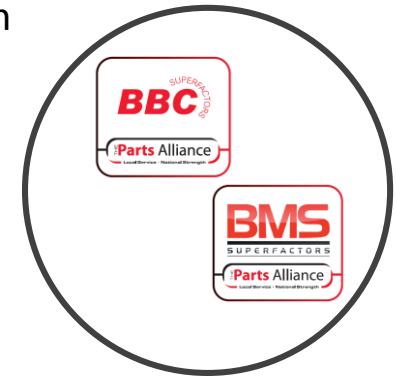
Expanding Geographic Coverage & Building Market Density		
STORES	2016	2017
Beginning	-	-
Acquisitions	-	169
Integrated	-	-
Greenfields	-	2
Ending	-	171

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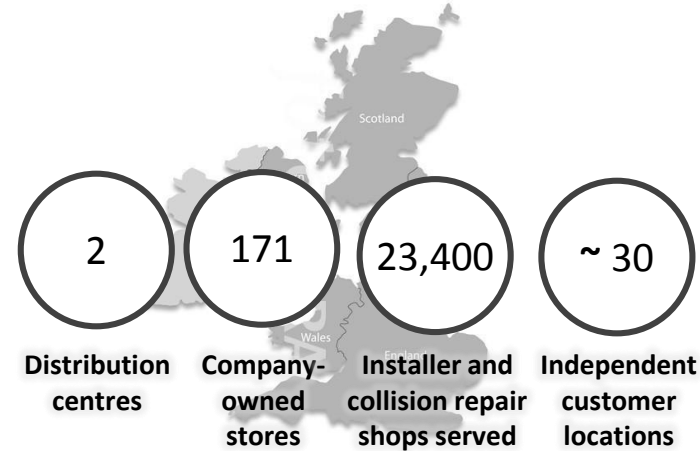
2017 Highlights

- 1 Acquisition of The Parts Alliance by Uni-Select in August 2017
- 2 Integration with Uni-Select on track
- 3 Opened 2 greenfields post acquisition
- 4 Organic growth of 4.1% on a stand-alone basis
- 5 Focused on 20/20 initiatives

Recent Acquisitions



UK Network



Market Size: £4.1B



The Parts Alliance UK – 2017 Strategy Update



1 Expanding Geographic Coverage & Building Market Density	2 Initiatives to Drive Sales Growth	3 Operational Efficiencies Initiatives
<ul style="list-style-type: none">▪ Opened 2 greenfields post acquisition▪ Focused on integrating recent acquisitions	<ul style="list-style-type: none">▪ Sales initiative to drive growth▪ National Account growth initiatives▪ Select acquisitions	<ul style="list-style-type: none">▪ On track with integration▪ Focused on 20/20 initiatives▪ Cost corrections completed▪ Roll-out of telephony, catalogue & performance management systems▪ Focused on securing supplier synergies

2017 was a milestone year as we added a third growth pillar to our business with the acquisition of The Parts Alliance, which has a different business model and seasonality than our existing operations

Uni-Select – Outlook 2018



	FinishMaster US	CAG	TPA UK	Consolidated
Organic Sales Growth ⁽¹⁾	2.0% - 4.0%	2.5% - 4.0%	3.0% - 4.0%	2.25% - 4.0%
EBITDA % ⁽¹⁾	-	-	-	7.2% - 8.2%

⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the 2017 annual report for further details.

2018 FOCUS

FinishMaster US

Focus on organic sales growth

Canadian Automotive Group

Focus on driving organic growth and making select acquisitions. Continue to build the foundation for the future with the roll-out of the BUMPER TO BUMPER brand to select independents and implement systems and processes for our corporate stores

The Parts Alliance UK

Focus on growing market share through organic growth and select acquisitions

- Open greenfield locations

Talent Development



Warm welcome to all our new team members

3-step leadership acceleration

New code of ethics to all businesses implemented

Succession planning



Build the best team in the business



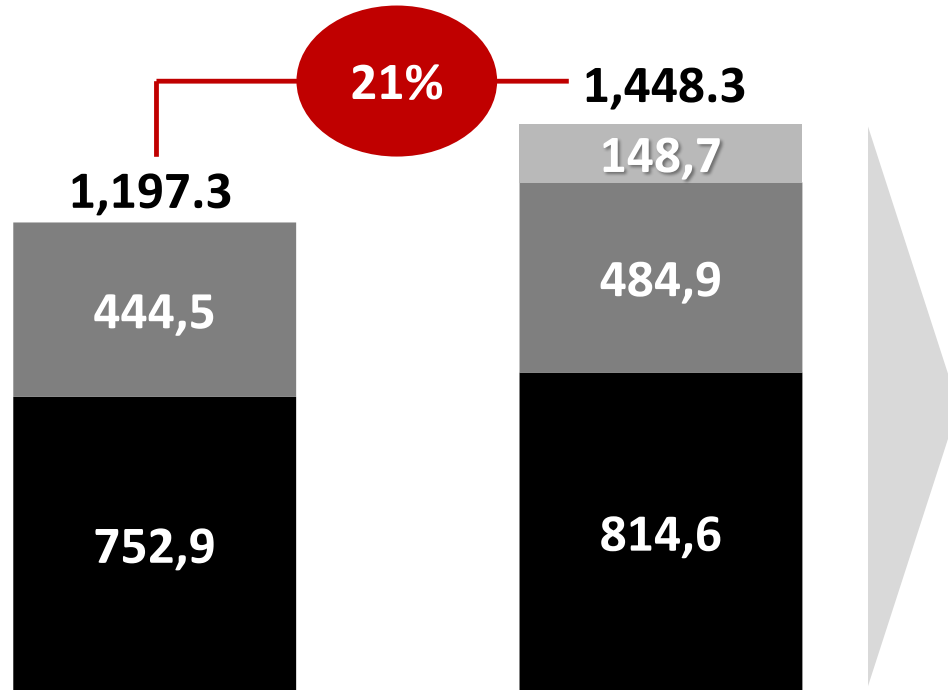
FINANCIAL RESULTS



ERIC BUSSIÈRES

Chief Financial Officer

2017 – Sales



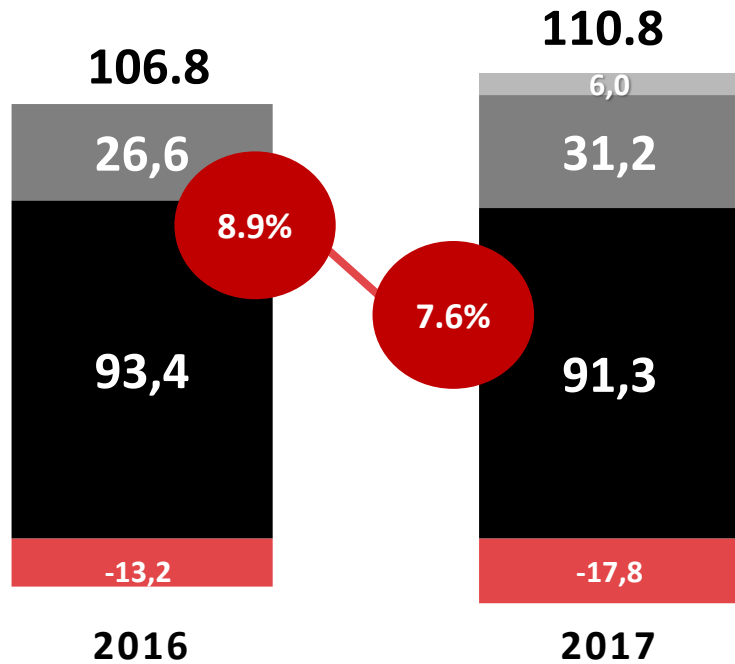
■ FinishMaster US ■ Canadian Automotive Group ■ Parts Alliance UK

Sales Variance

	Conso	US	Canada	UK
Organic growth ⁽¹⁾	(2.9%)	(6.9%)	3.9%	-
Acquisitions	23.4%	15.1%	3.9%	-

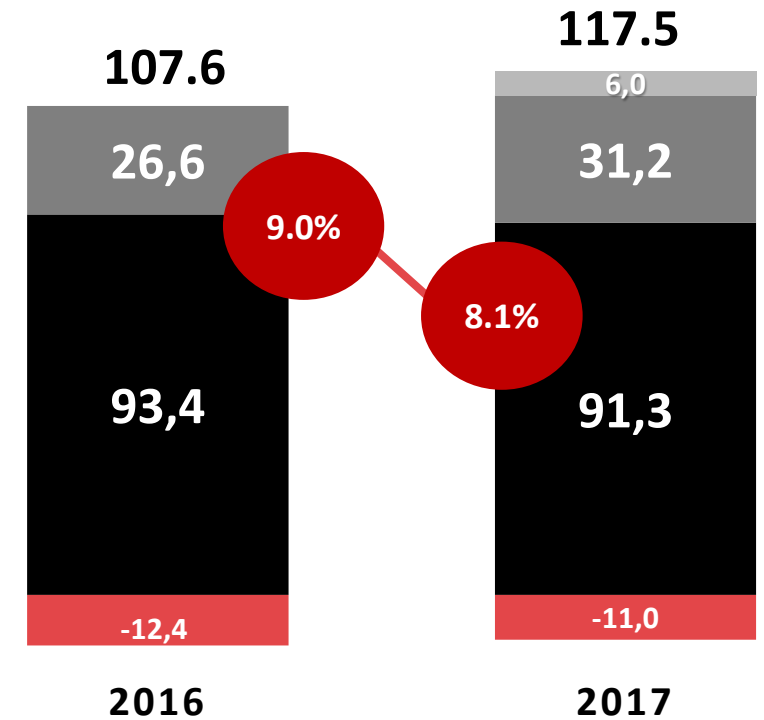
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2017 – EBITDA⁽¹⁾ & Adjusted EBITDA⁽¹⁾



EBITDA %⁽¹⁾ per segment

	2016	2017
FM	12.4%	11.2%
CAG	6.0%	6.4%
TPA	-	4.0%



- FinishMaster US
- Canadian Automotive Group
- Parts Alliance UK
- Corporate Office and others

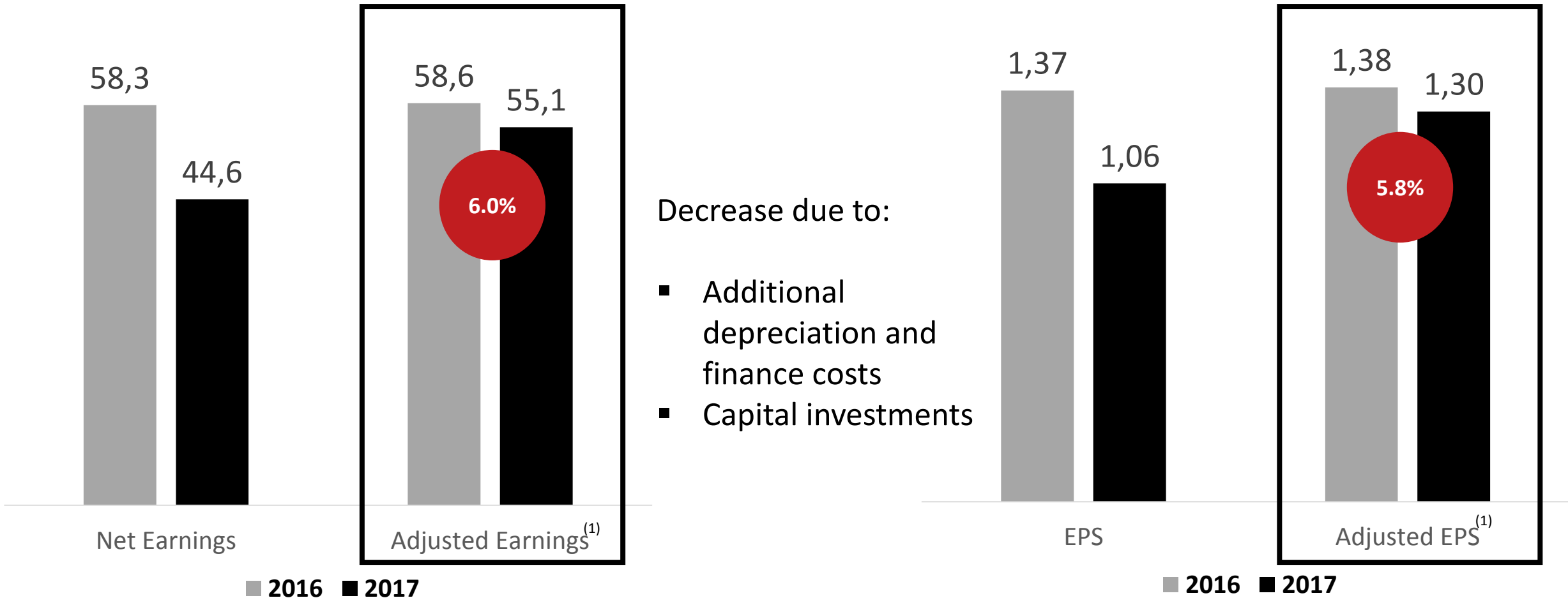
- FinishMaster US
- Canadian Automotive Group
- Parts Alliance UK
- Corporate Office and others

EBITDA⁽¹⁾

Adjusted EBITDA⁽¹⁾

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2017 – Net Earnings and EPS

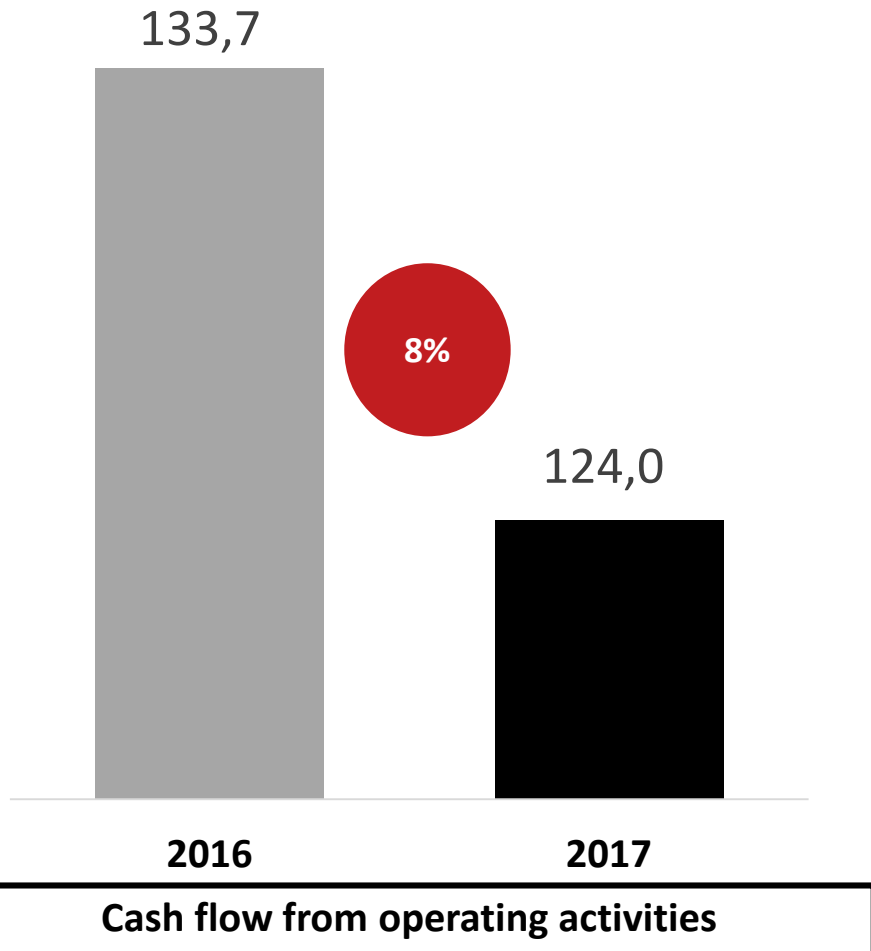


Decrease due to:

- Additional depreciation and finance costs
- Capital investments

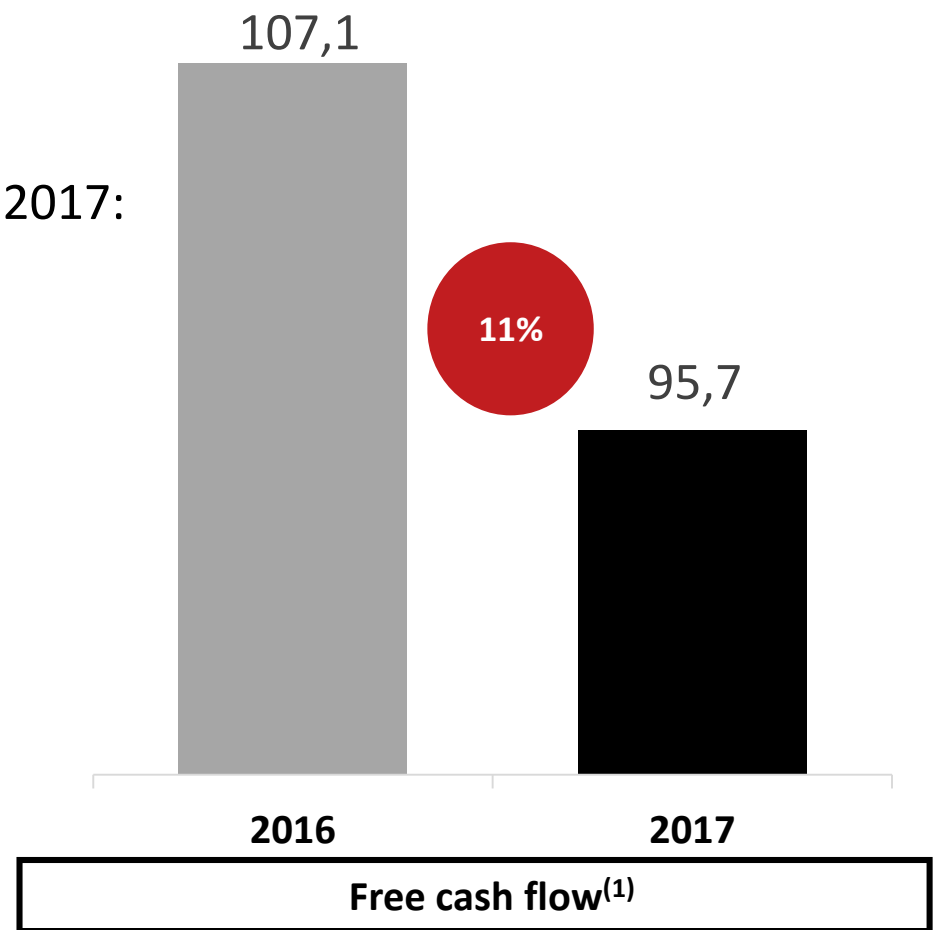
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2017 – Cash Flow from Operating Activities and Free Cash Flow⁽¹⁾



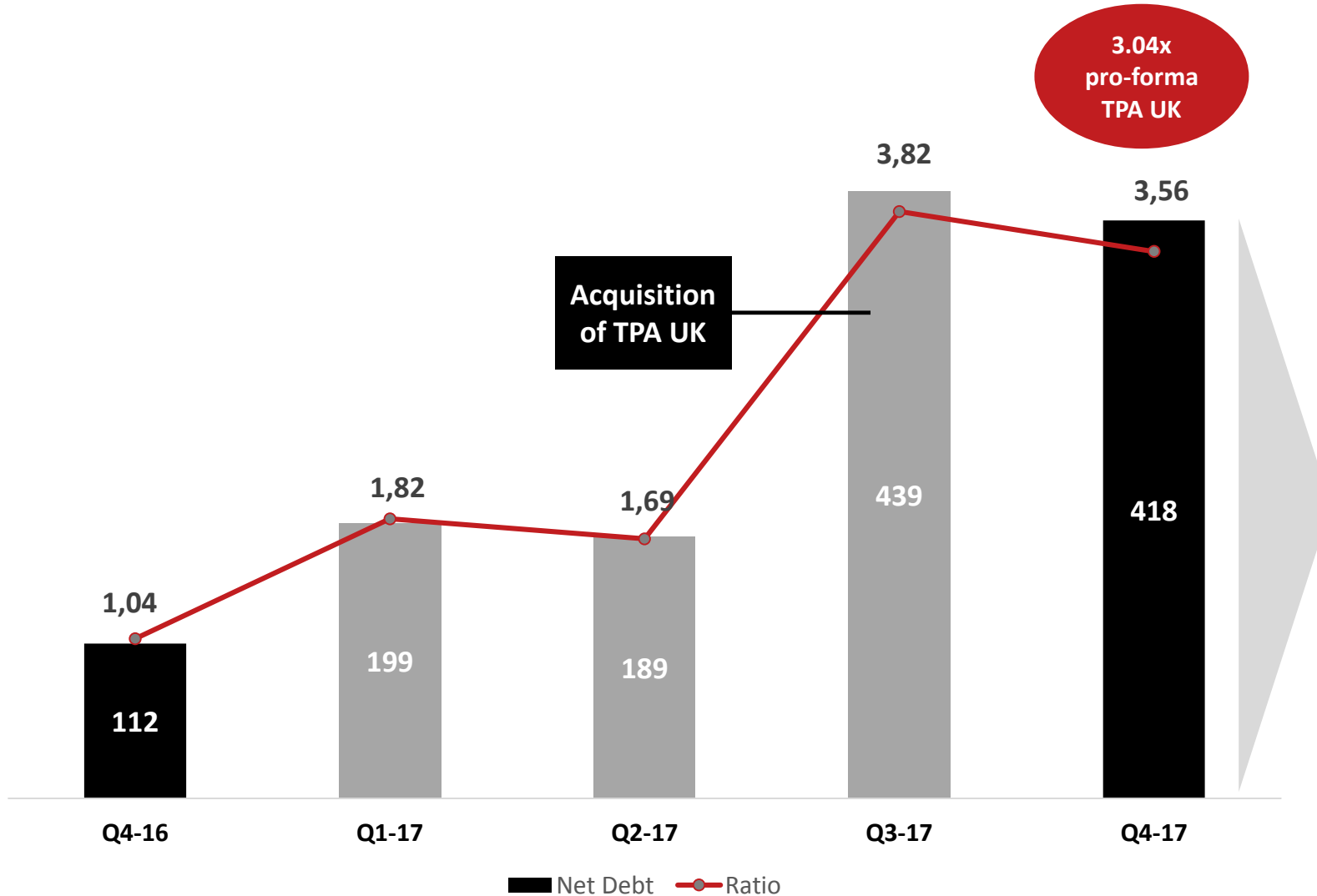
Higher disbursements in 2017:

- Interest
- Income tax
- Transaction costs
- Capex



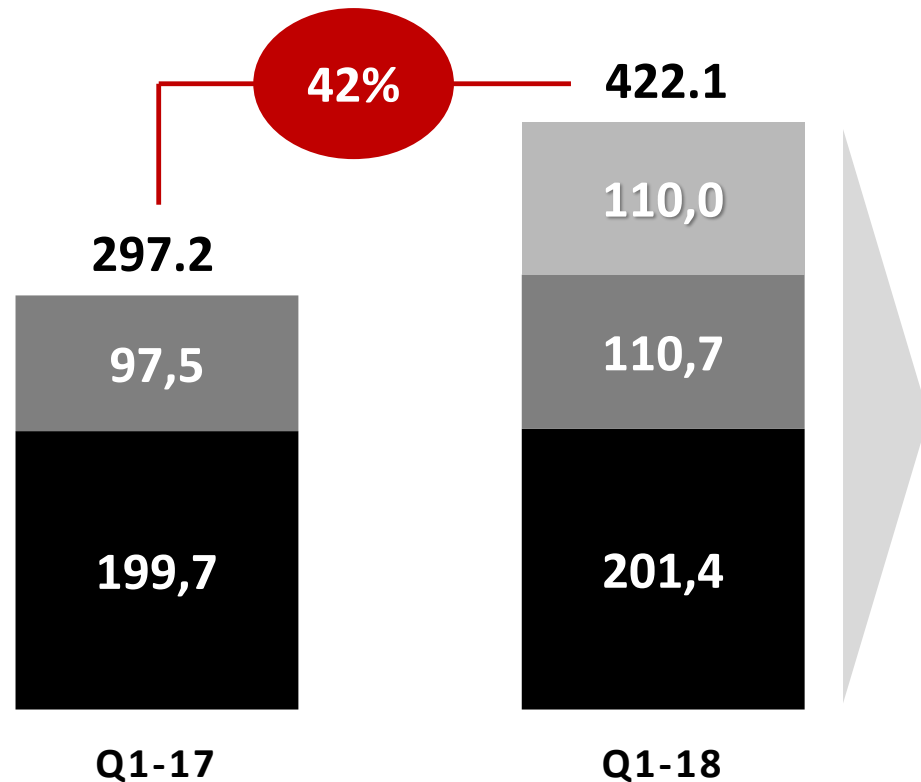
⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the 2017 annual report for further details.

2017 – Financial Position



As at December 31, 2017,
\$193.0 million was available
 on credit facilities

Q1-2018 – Sales



■ FinishMaster US ■ Canadian Automotive Group ■ Parts Alliance UK

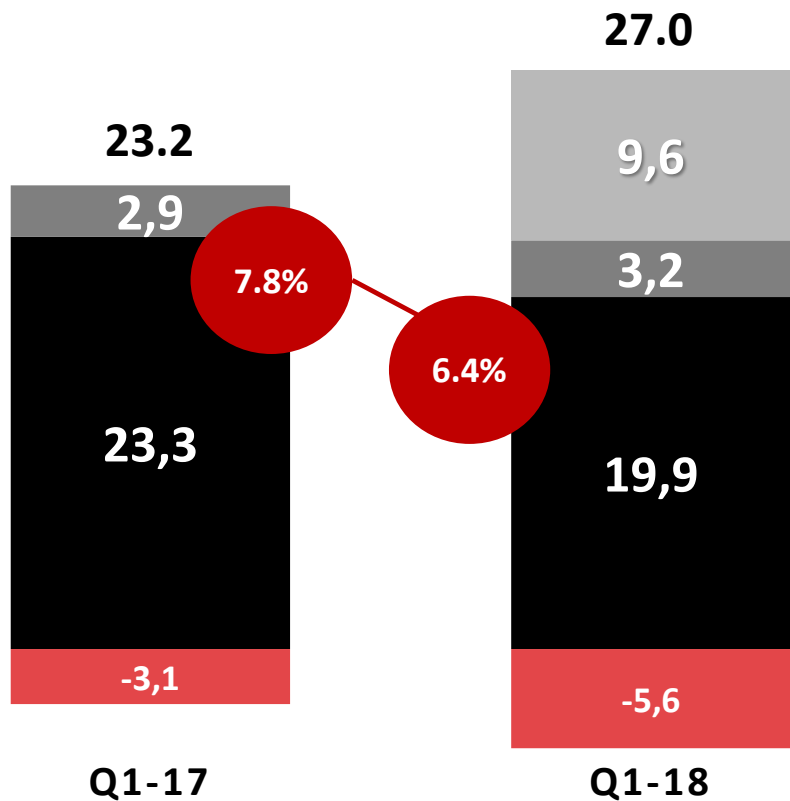
Sales Variance

	Conso	US	Canada	UK
Organic growth ⁽¹⁾	0.0%	(2.8%)	5.9%	-
Acquisitions	40.9%	3.6%	4.4%	-

⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the first quarter 2018 MD&A for further details.

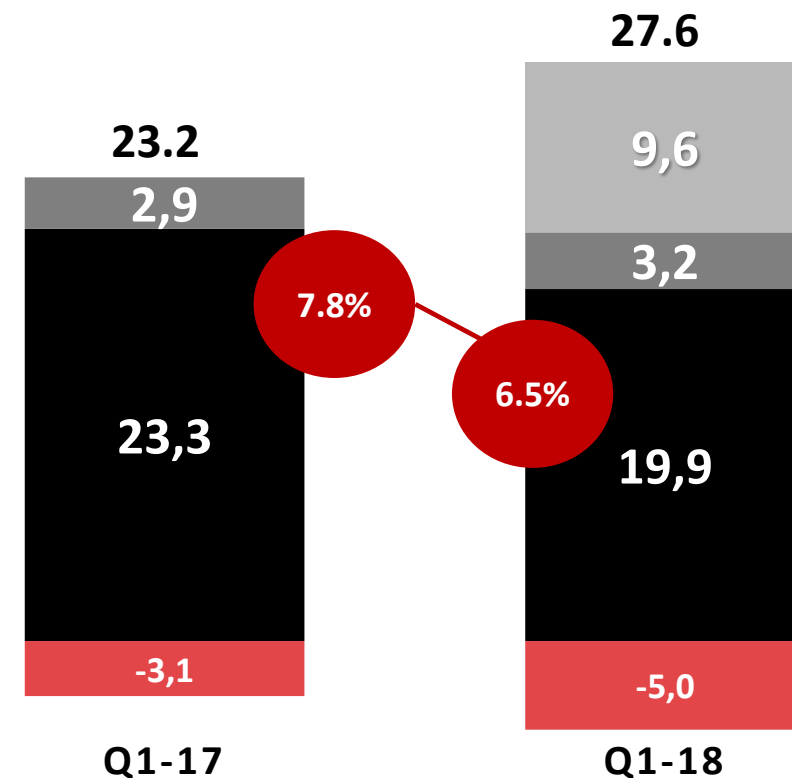


Q1-2018 – EBITDA⁽¹⁾ & Adjusted EBITDA⁽¹⁾



EBITDA %⁽¹⁾ per segment

	Q1-17	Q1-18
FM	11.7%	9.9%
CAG	3.0%	2.9%
TPA	-	8.7%



■ FinishMaster US
■ Parts Alliance UK

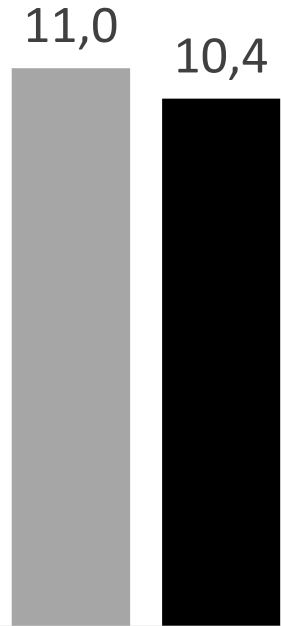
■ Canadian Automotive Group
■ Corporate Office and others

■ FinishMaster US
■ Parts Alliance UK

■ Canadian Automotive Group
■ Corporate Office and others

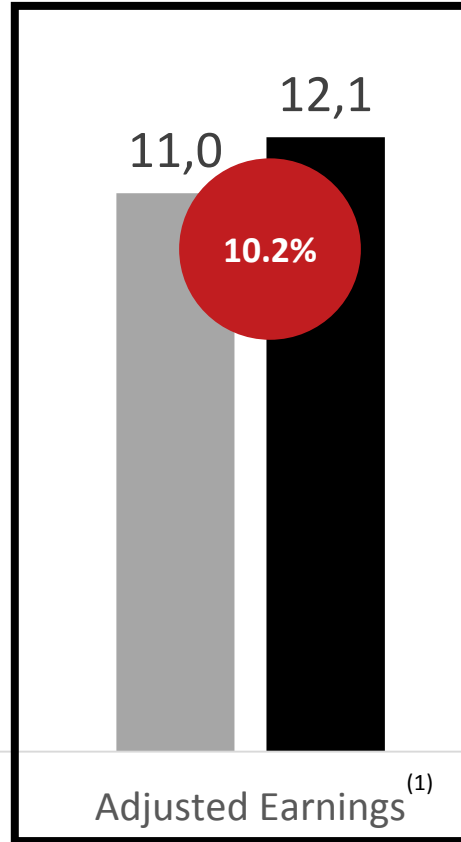
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Q1-2018 – Net Earnings and EPS



Net Earnings

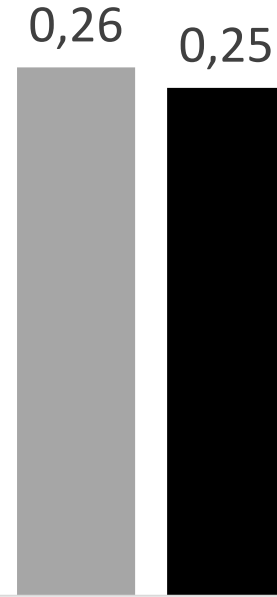
■ Q1-17 ■ Q1-18



Adjusted Earnings⁽¹⁾

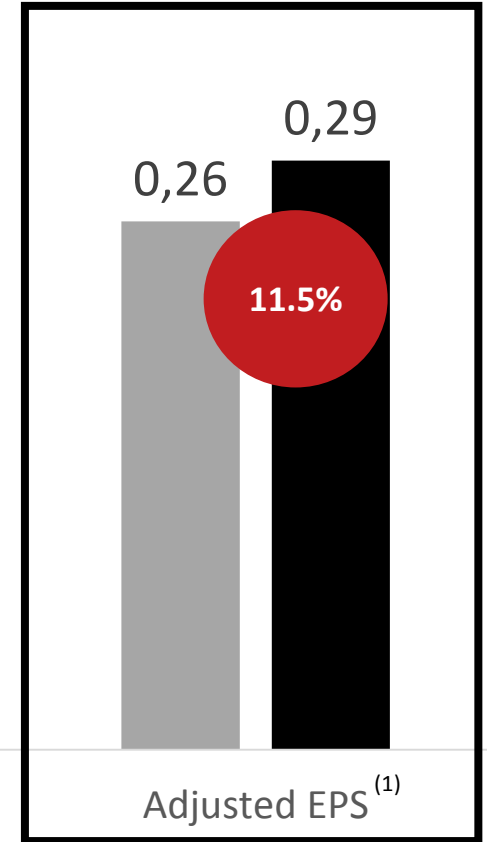
Adjusted earnings increase due to:

- TPA acquisition
- US tax reform



EPS

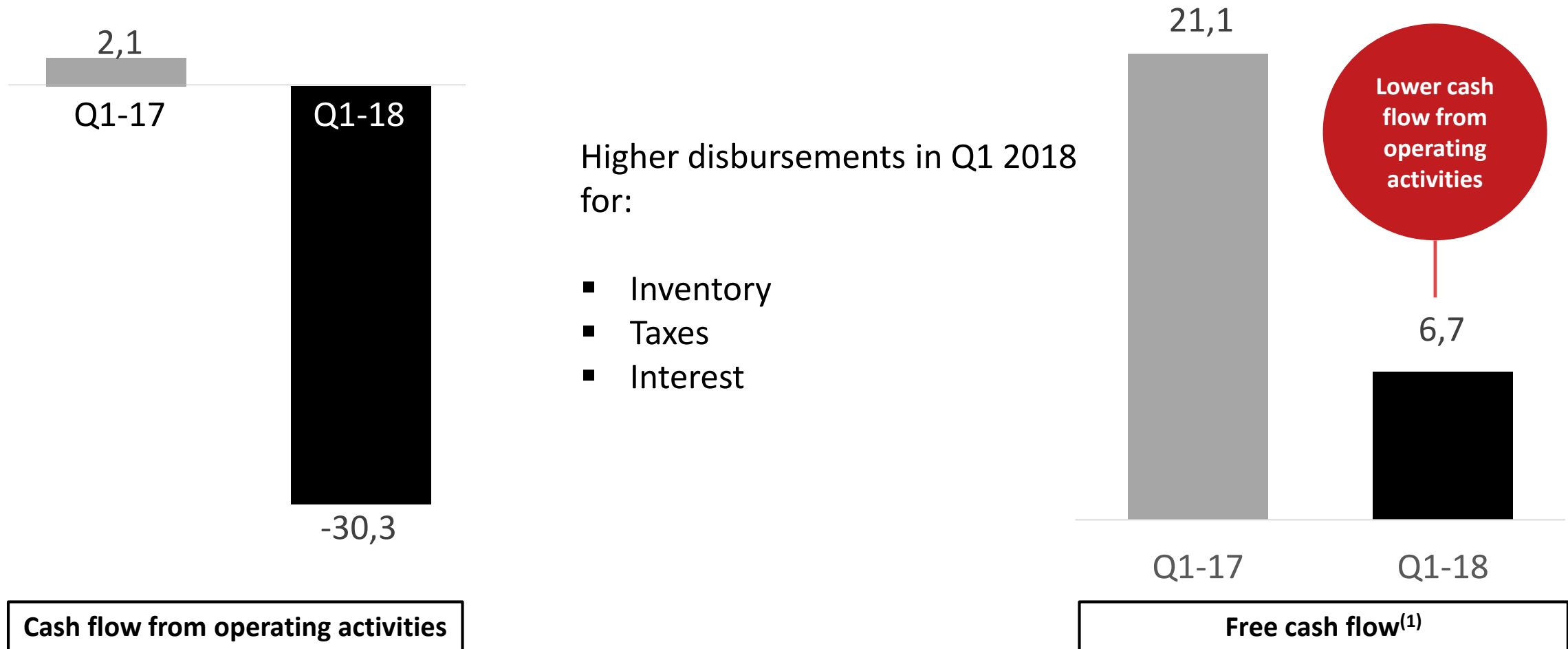
■ Q1-17 ■ Q1-18



Adjusted EPS⁽¹⁾

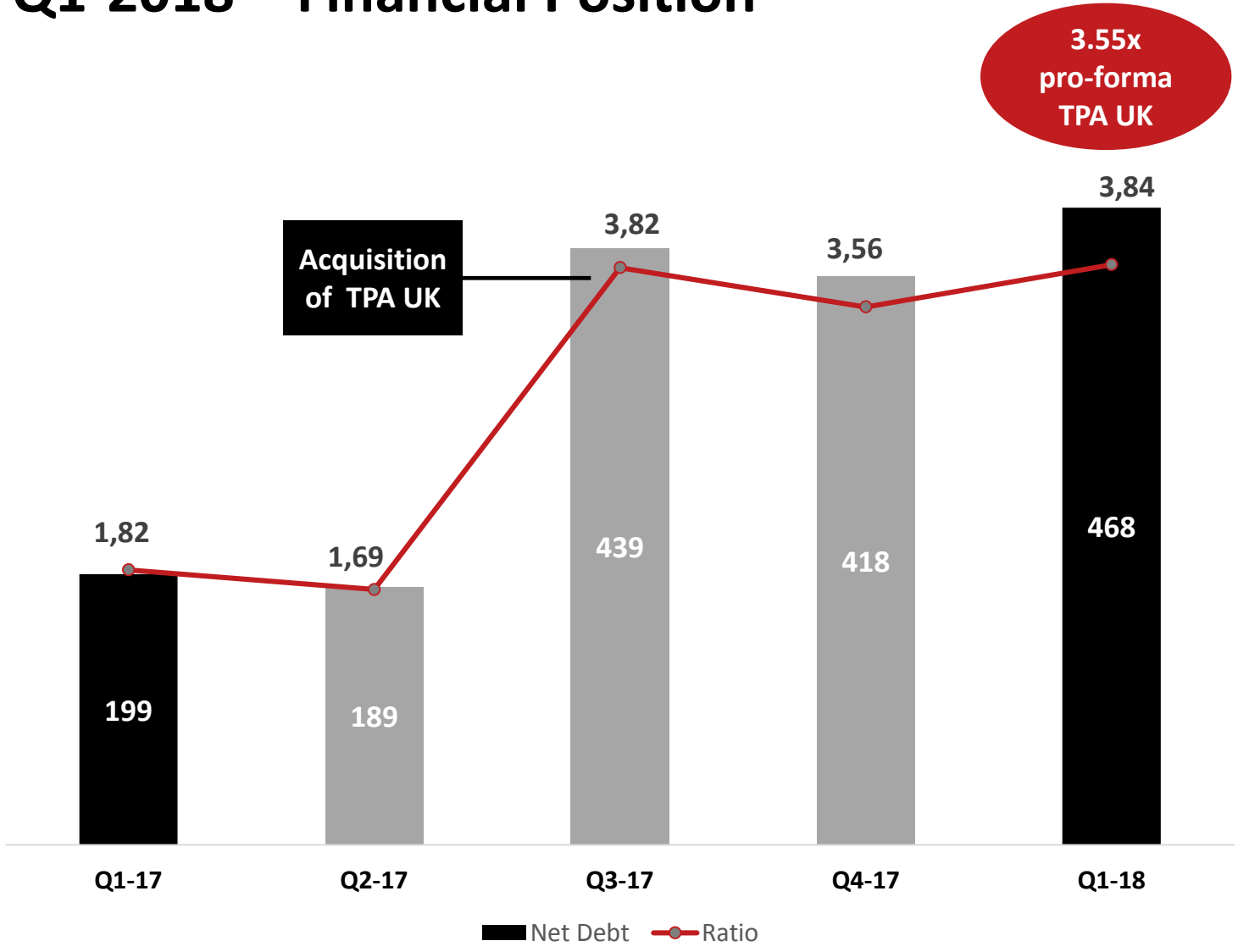
⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the first quarter 2018 MD&A for further details.

Q1-2018 – Cash Flow from Operating Activities and Free Cash Flow⁽¹⁾



⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the “Non-IFRS financial measures” section of the first quarter 2018 MD&A for further details.

Q1-2018 – Financial Position



As at March 31, 2018,
\$145.0 million was
 available on credit facilities



VOTING RESULTS



QUESTION PERIOD



ANDRÉ COURVILLE

Chair of the Board



ADJOURNMENT OF THE MEETING

UNISELECT.COM



UNI-SELECT®