

**WINNING
WITH
THE BEST**



**Q1 2017 Conference Call
May 4, 2017**



PRELIMINARY COMMENTS

Forward-looking statements: 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 are 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.

Q1 2017 – HIGHLIGHTS (YoY)

- **Total Sales** reached \$297.2 million, up 12.6%
 - FinishMaster US sales increased by 15.2% to \$199.7 million
 - Canadian Automotive Group sales totalled \$97.5 million, up 7.6%
- **EBITDA**⁽¹⁾ up 6.8% to \$23.2 million. **EBITDA margin**⁽¹⁾ at 7.8%
- **Net earnings** amounted to \$11.0 million or \$0.26 per share
- **Free cash flow**⁽¹⁾ grew by 14.0% to \$22.2 million
- **Quarterly dividend** of C\$0.085 declared during Q1 2017
- Announcing a quarterly dividend increase of 8.8% to C\$0.0925 per share


⁽¹⁾This information represents a non-IFRS financial measure. (Refer to the “Non-IFRS financial measures” section of the 2017 first quarter interim report for further details.)

Pursued actively our expansion with five business acquisitions & one greenfield store opening

Q1 2017 - HIGHLIGHTS/FINISHMASTER US

Expanding Geographic Coverage & Building Market Density

- First branch in Portland Oregon, a greenfield location
- First two locations in the state of Alaska
- Expanding footprint in New Jersey and Massachusetts
- Adding coverage in California, Nevada and Arizona with FinishMaster's largest acquisition to date (D'Angelos)

# of US Stores	 FINISHMASTER® Automotive & Industrial Paint
Beginning of the period	204
Acquisitions	18
Integrated	(3)
Greenfield opening	1
End of the period	220

Initiatives to Increase Organic Growth

- **Product:** SMART® private brand expansion to cover over 80% of common repair processes⁽¹⁾
- **Customer experience:** Dedicated customer segment teams and sales process, new e-commerce website
- **Market development :** US Industrial Coatings growth initiatives

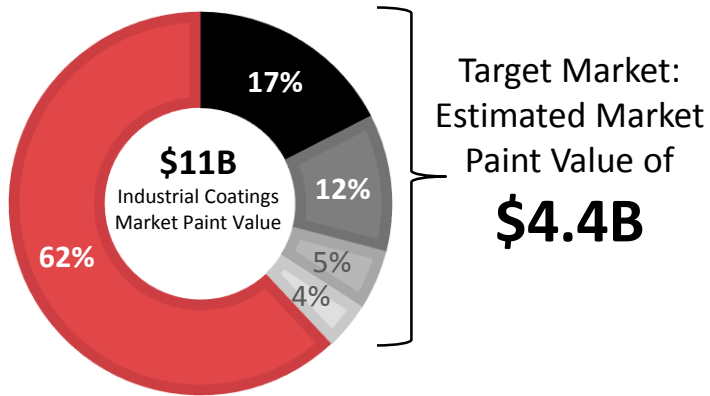


Operational Efficiencies Initiatives

- **Distribution:** Improved efficiencies with New Jersey DC
- **Integration:** Integrate acquisitions and capture synergies

⁽¹⁾ common repair processes in a body shop, excluding paint

Q1 2017 - HIGHLIGHTS/FINISHMASTER US



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

Tapping into US Industrial Coatings Market

Engaging in four primary industrial segments

- FinishMaster US Industrial Coatings revenues of ~\$60 million
- A fragmented market with good M&A opportunities
- Forecasted segments growth rate of 2% per year
- Higher volume and slightly lower margin rates vs. refinish market
- Other market segment opportunities in the future

Current Initiatives

- New senior leader with fully-dedicated industrial sales team utilizing existing infrastructures to service customer base
- Eight target markets across US
- Vendor selection completed for these segments

Source: Orr & Boss, 2016



Q1-2017 HIGHLIGHTS/CANADIAN AUTOMOTIVE GROUP

Canadian Independent Customers and Corporate Stores

- Total sales were up 7.6% driven by accretive business acquisitions
- Positive organic sales growth of 3.4%, excluding one independent member loss
- Overall, net new number of customer gains in Q1 2017
- Bumper to Bumper brand and program rollout going very well

Building foundation and platform to grow

- Corporate store conversion in line with target of completing the majority in 2017
- *PartsWatch* Jobber management system roll-out underway and to continue throughout 2017
- Actively integrating acquisitions with a strong M&A pipeline for Bumper to Bumper and FinishMaster expansion

# of Canadian Corporate Stores	 Bumper to Bumper® <small>CANADA'S PARTS PEOPLE</small>	 FINISHMASTER® <small>Automotive & Industrial Paint</small>	Total
Beginning of the period	47	7	54
Acquisitions	2	-	2
End of the period	49	7	56

**WINNING
WITH
THE BEST**



FINISHMASTER®
Automotive & Industrial Paint



Bumper to Bumper®
CANADA'S PARTS PEOPLE

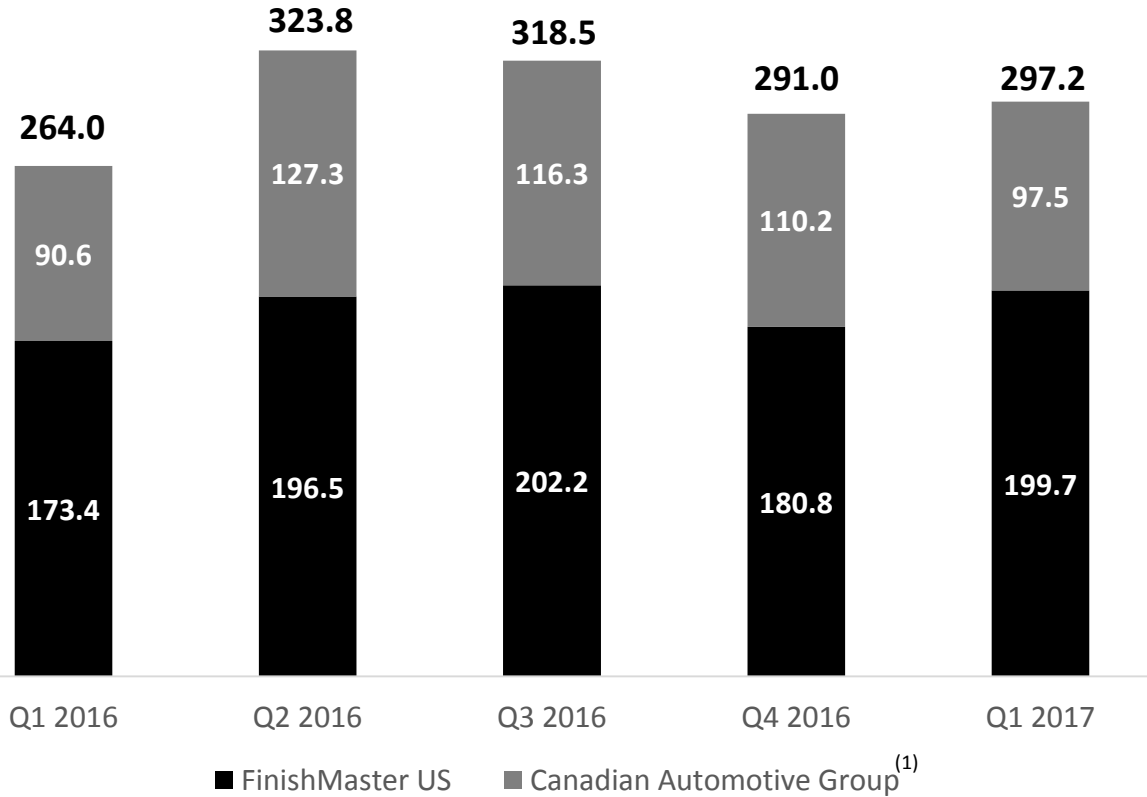
Auto Parts Plus

Q1 2017 Financial Review



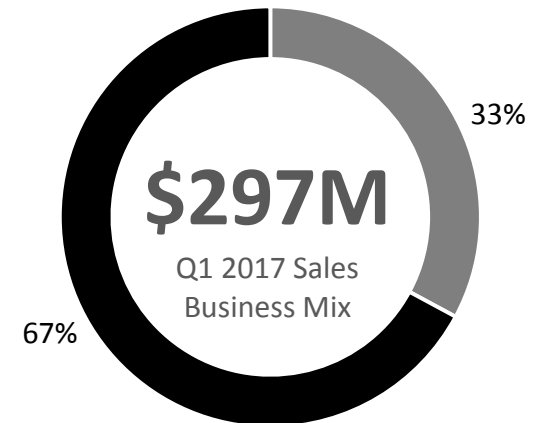
TOTAL SALES BY BUSINESS SEGMENT

(Millions of \$)



Q1 2017 HIGHLIGHTS (YoY)

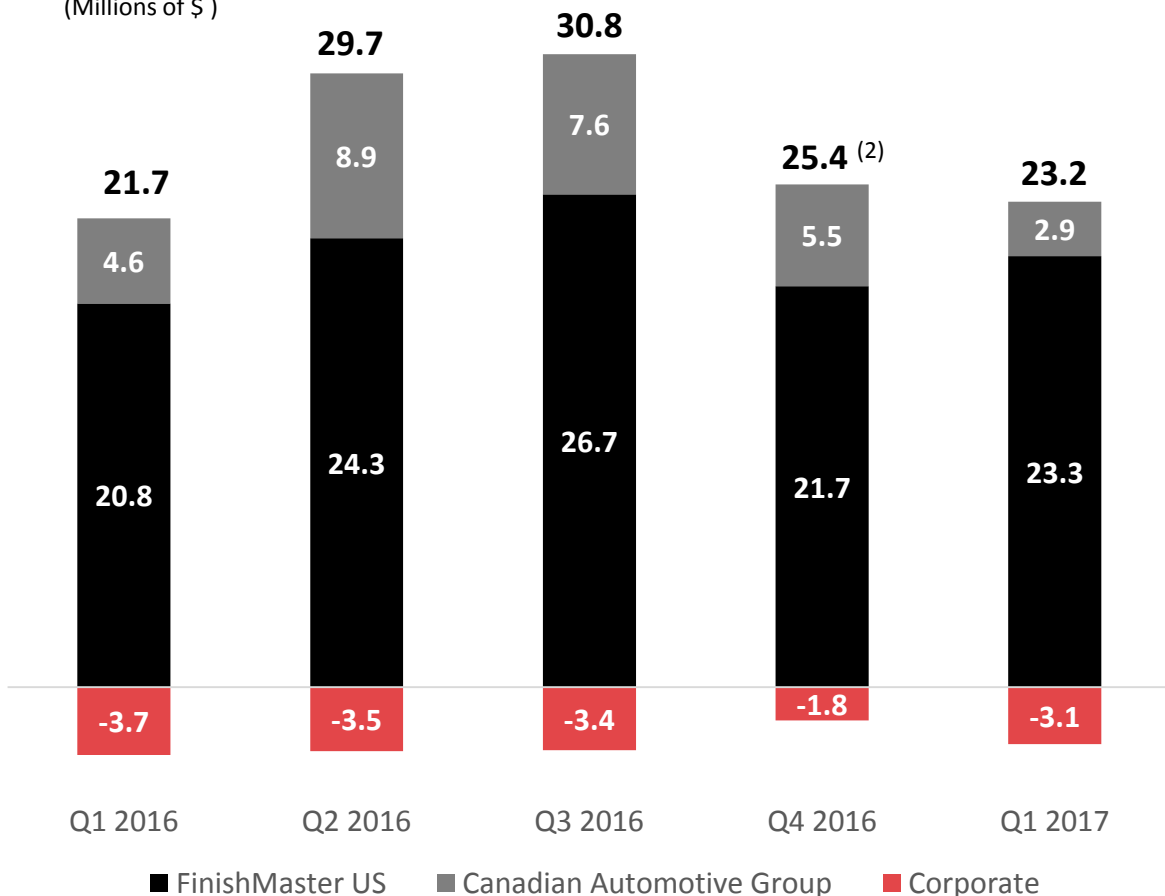
- Total sales up 12.6% to \$297.2 million driven by recent business acquisitions
- FinishMaster US sales reached \$199.7 million, up 15.2% mainly from acquisitions. The US product line changeover impacted FinishMaster US sales by 7.7%
- Canadian Automotive Group sales rose to \$97.5 million, increasing 7.6%



⁽¹⁾ FinishMaster Canada results are reported under Canadian Automotive Group.

EBITDA ⁽¹⁾ BY BUSINESS SEGMENT

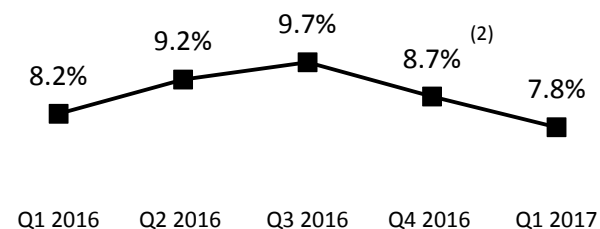
(Millions of \$)



Q1 2017 HIGHLIGHTS (YoY)

- Q1 2017 EBITDA ⁽¹⁾ amounted to \$23.2 million, up 6.8% driven by accretive business acquisitions and improved buying conditions
- Q1 2017 EBITDA margin ⁽¹⁾ decreased by 40 bps impacted by lower absorption of fixed costs and different revenue mix

EBITDA MARGIN ⁽¹⁾

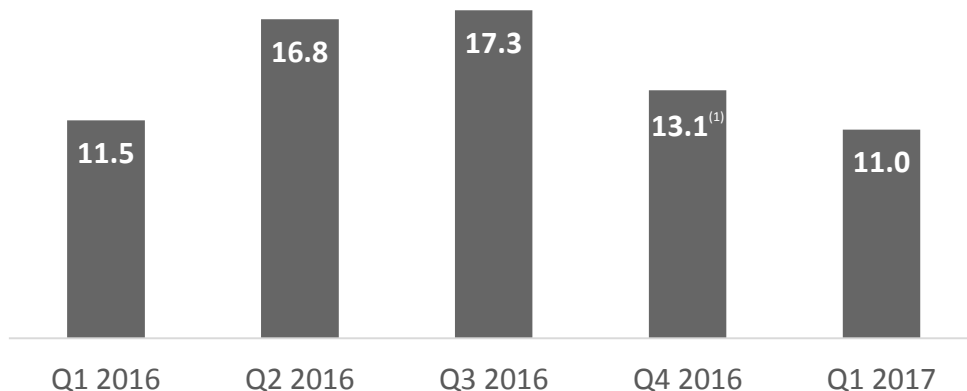


⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to the "Non-IFRS financial measures" section of the 2017 first quarter interim report for further details.)

⁽²⁾ Q4 2016 adjusted

NET EARNINGS RESULTS

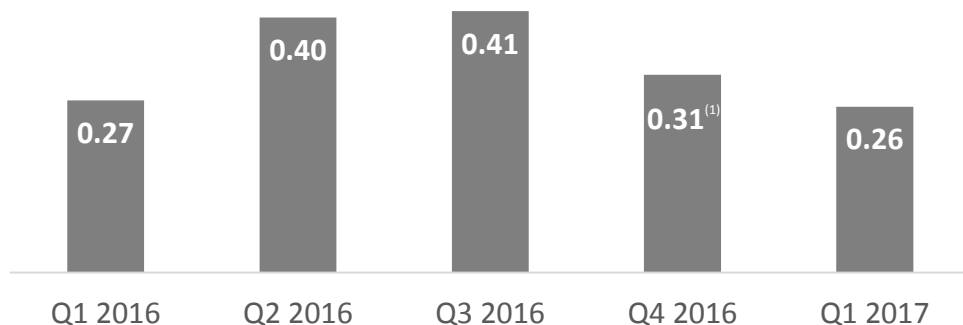
Net Earnings (Millions of \$)



Q1 2017 HIGHLIGHTS (YoY)

- Q1 2017 net earnings of \$11 million or \$0.26 per share were down \$0.01 per share due mainly to increased intangible amortization and finance costs related to acquisitions
- Q1 2017 tax blend rate of 34.5% was down from Q1 2016 at 37.5% due to geographic taxable income mix

Net Earnings per share ⁽²⁾ (\$)



⁽¹⁾ Q4 2016 adjusted

⁽²⁾ Reflect the effect of a 2-for-1 stock split of common shares on May 11, 2016.

Q1 2017 - OPERATING RESULTS HIGHLIGHTS

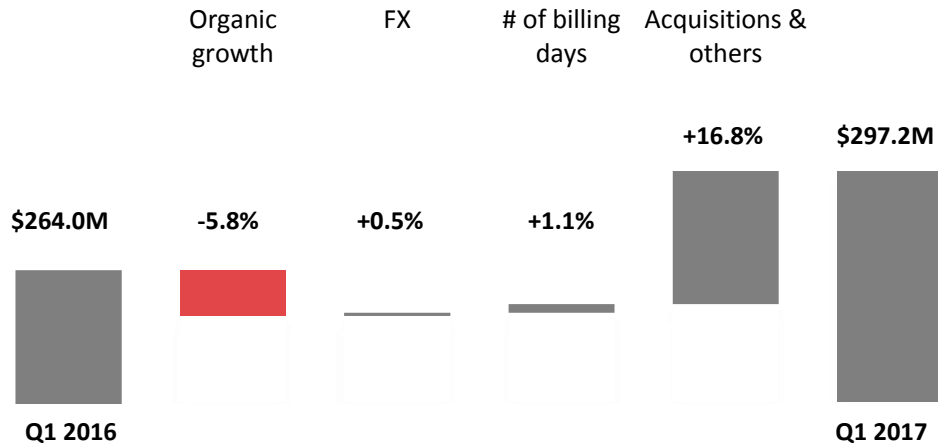
(Millions of \$)	% Revenue			
	Q1 17	Q1 16	Q1 17	Q1 16
Sales	297.2	264.0		
Gross margin	93.9	80.1	31.6%	30.3%
Employee benefits	48.6	39.7	16.3%	15.0%
Other operating expenses	22.2	18.7	7.5%	7.1%
EBITDA ⁽¹⁾	23.2	21.7	7.8%	8.2%

Q1 2017 HIGHLIGHTS (YoY)

- Q1 2017 sales were up 12.6% following business acquisitions
- Positive organic growth, excluding product line changeover and one independent member loss
- EBITDA ⁽¹⁾ rose by 6.8% from accretive business acquisitions and improved buying conditions in the quarter

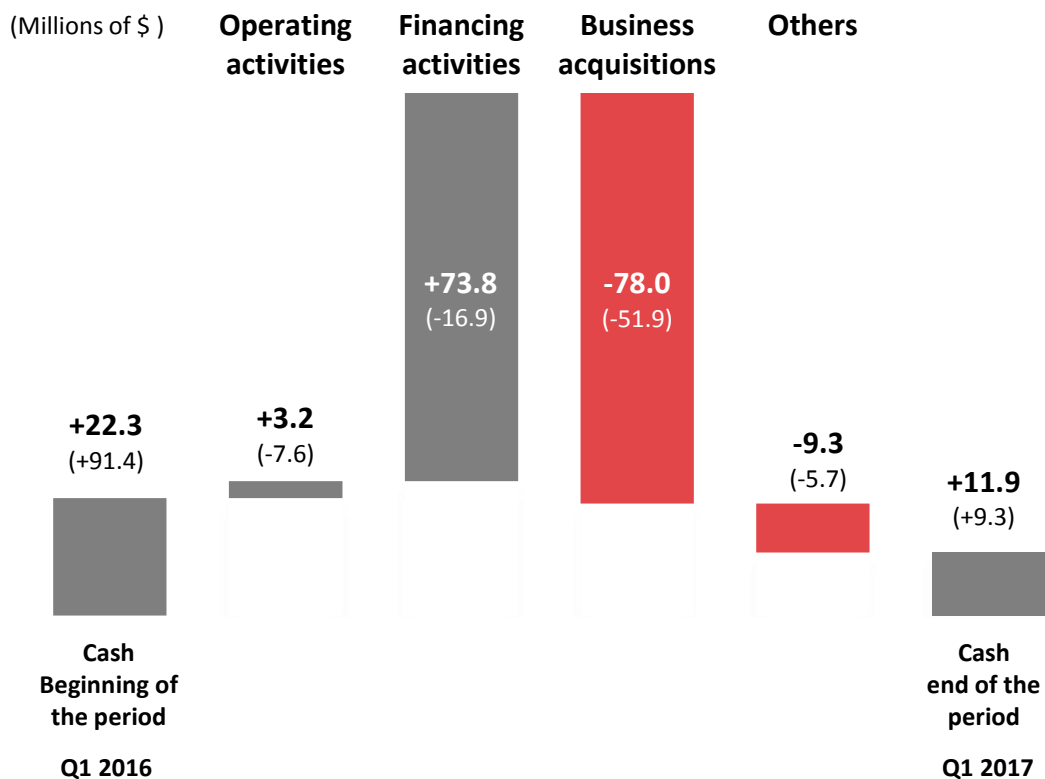
SALES VARIANCE- Q1 2017

+12.6% (YoY)



⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to the "Non-IFRS financial measures" section of the 2017 first quarter interim report for further details.)

Q1 2017 – SOURCES AND USES OF FUNDS (vs. Q1 2016)



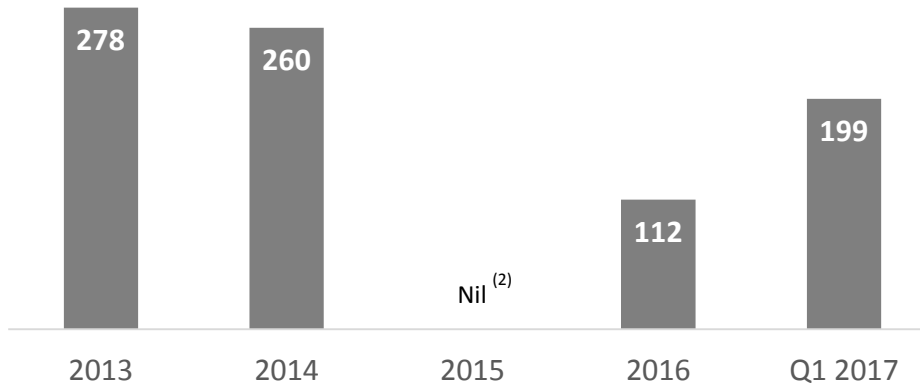
Q1 2017 HIGHLIGHTS (YoY)

- Operating activities totaled \$3 million, an \$11 million improvement from Q1 2016
- Financing activities reached \$74 million mainly related to long-term debt
- Business acquisitions amounted to \$78 million (including some funding in the escrow account) from \$52 million last year mainly due to larger size of acquisitions
- Free cash flows grew by 14% to \$22.2 million, fueled by operating income of newly acquired businesses

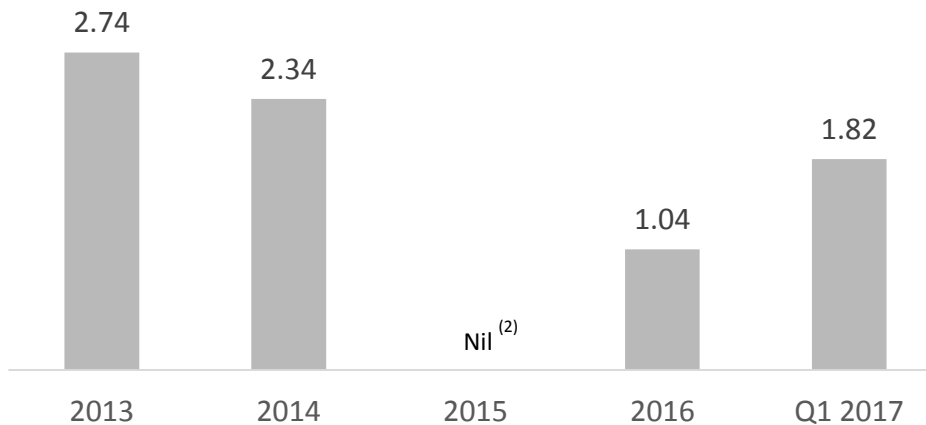
STRONG FINANCIAL POSITION

(Millions of \$)

Total net debt⁽¹⁾ (end of the period)



Funded debt to Adjusted EBITDA⁽¹⁾ ratio



Q1 2017 HIGHLIGHTS

- Total net debt⁽¹⁾ outstanding was \$199 million with an unused credit facility of \$208 million.
- Net debt increased by \$87 million in Q1 2017 mainly for business acquisitions and, to a lesser extent, some capital investments and advances to members and customers
- Leverage ratio of funded debt to adjusted EBITDA⁽¹⁾ of 1.82X at quarter end

⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to the “Non-IFRS financial measures” section of the 2017 first quarter interim report for further details.)

⁽²⁾ Strong free cash flow following the sale of US automotive parts distribution business in 2015.

SUMMARY

- Good revenue growth in Q1 2017 compared to the same period last year, driven by accretive business acquisitions.
- The EBITDA margin for the quarter was 7.8%.
- Cash Flows from Operating Activities stood at \$3 million, an \$11 million improvement.
- Net Earnings amounted to \$11 million or 26 cents per share.
- Sound financial position to pursue M&A activities in both business segments.
- Quarterly dividend payment of C\$0.085 per share
- Announcing a quarterly dividend increase of 8.8% to C\$0.0925 per share.



Contact info: Investorrelations@uniselect.com