

Accelerating Profitable Growth

Uni-Select TSX: UNS
Q3 2016 Conference Call
October 27, 2016



FORWARD-LOOKING INFORMATION

The information provided in this presentation contains some forward-looking information, 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 Annual Report filed by Uni-Select with the Canadian securities commissions. 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.

2-for-1 stock split of common shares was 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.

Q3 2016 - Financial Highlights (YoY)

- Total Sales reached \$318.5 million, up 15.3%
- EBITDA ⁽¹⁾ increased by 18.9% to \$30.8 million
- EBITDA margin ⁽¹⁾ reached 9.7%
- Net Earnings rose to \$17.3 million or \$0.41 per share, up 10.8% from last year
- Quarterly dividend of C\$0.085 per share
- NCIB renewal of 2 million shares in August 2016



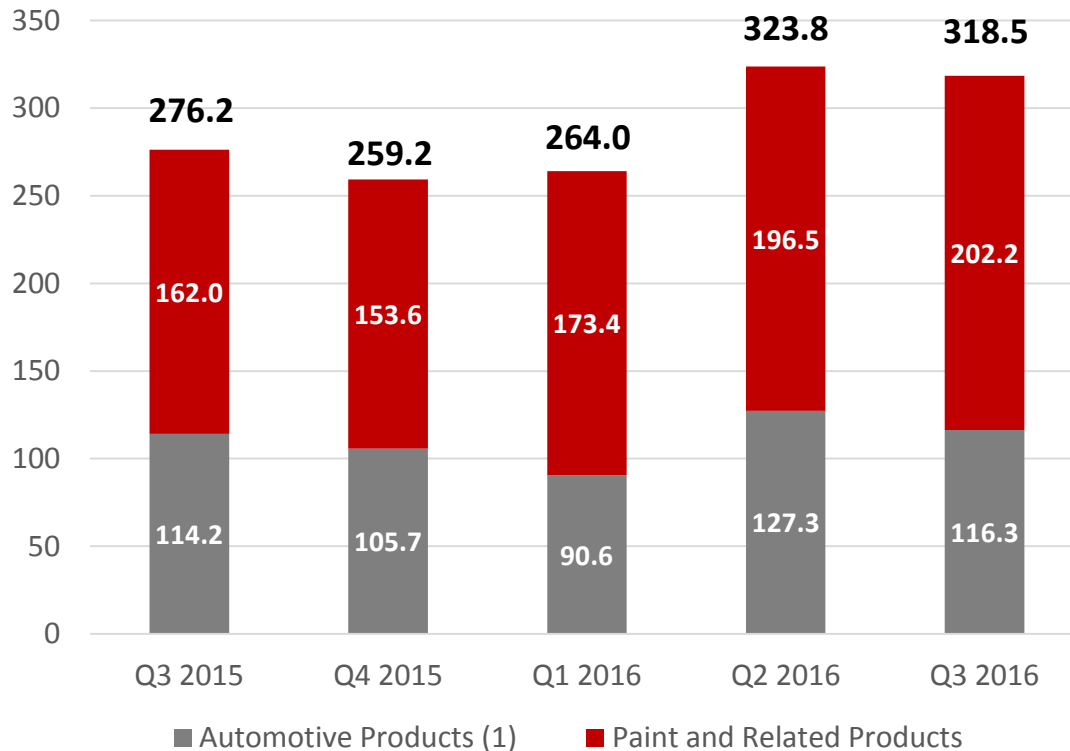
Current Initiatives

- **FinishMaster USA – very solid quarter**
 - Successfully integrating acquisitions – capturing synergies
 - One paint supplier line changeover underway
 - Organic growth excluding the changeover: +3.5% in the third quarter
 - Strong acquisition pipeline
- **Automotive Canada – Economic headwinds / building a foundation**
 - Economic headwinds in various regions affecting some members
 - Launched FinishMaster Canada – converting 3 stores in Ontario (plus one acquired post Q3)
 - Bumper to Bumper store brand conversion – independent and corporate progressing very well
 - Good progress on corporate store integration – processes and systems
 - Corporate store organic sales are positive for the quarter and YTD
 - Strong acquisition pipeline



Q3 2016 - Total Sales by Business Segment

In millions of US dollars

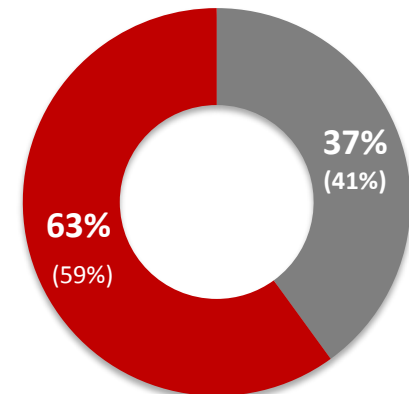


Q3 2016 HIGHLIGHTS (YoY)

- Total Sales up 15.3% to \$318.5 million
- Paint and Related Products segment sales reached \$202.2 million up 24.8% due to acquisitions as well as net customer recruitment and existing customer growth
- Canadian Automotive rose to \$116.3 million increasing 1.9% mainly from business acquisitions

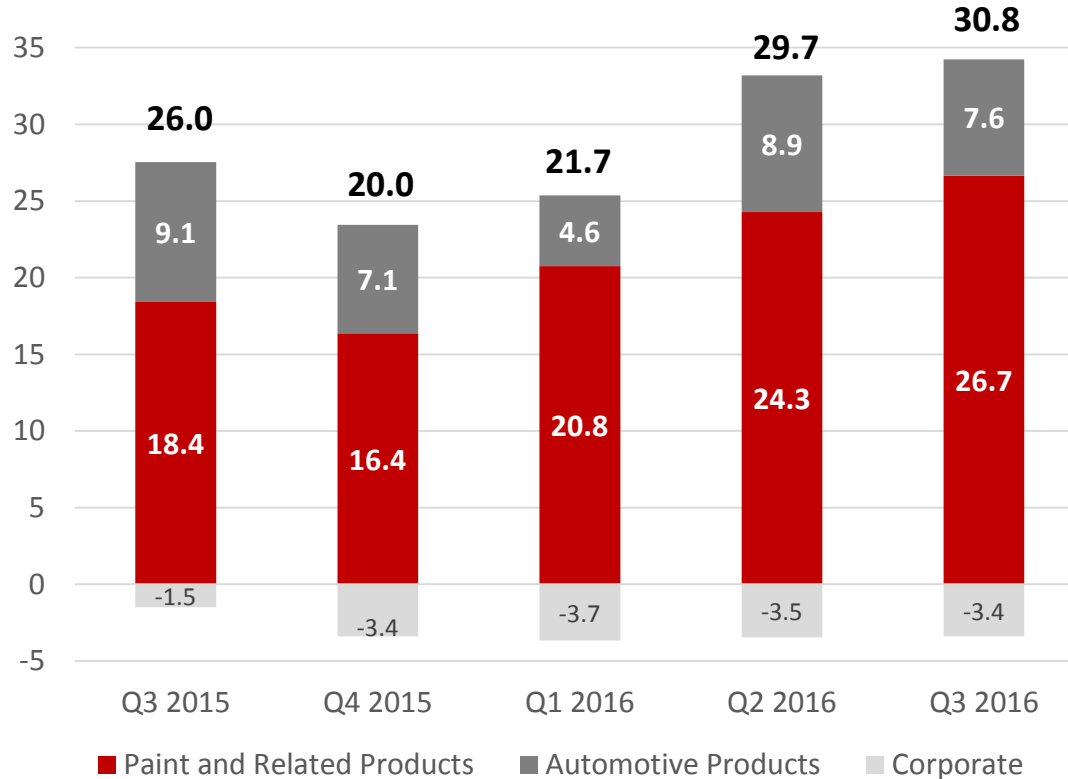
Business Mix

Total Sales Q3 2016 vs (Q3 2015)



Q3 2016 - EBITDA ⁽¹⁾ by Business Segment

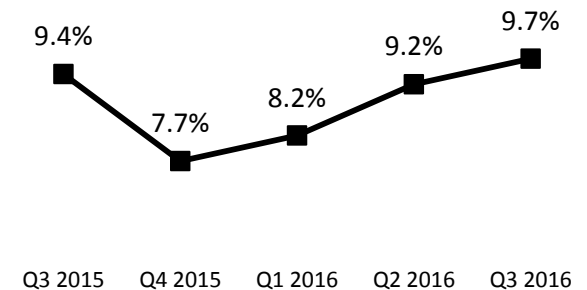
In millions of US dollars



YTD & Q3 2016 HIGHLIGHTS (YoY)

- Q3 EBITDA ⁽¹⁾ was up 18.4% due to higher contribution from the Paint and Related Products segment
- Q3 EBITDA margin ⁽¹⁾ increased by 30 bps due to accretive business acquisitions and improved buying conditions
- YTD EBITDA ⁽¹⁾ of \$82.3 million; EBITDA margin ⁽¹⁾ at 9.1%

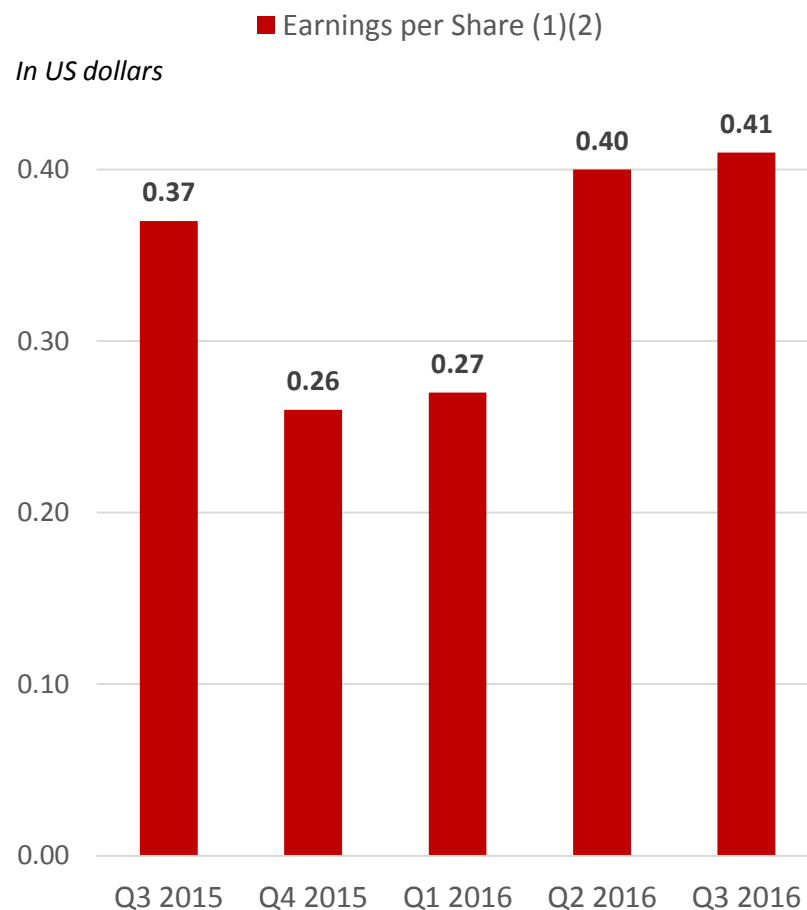
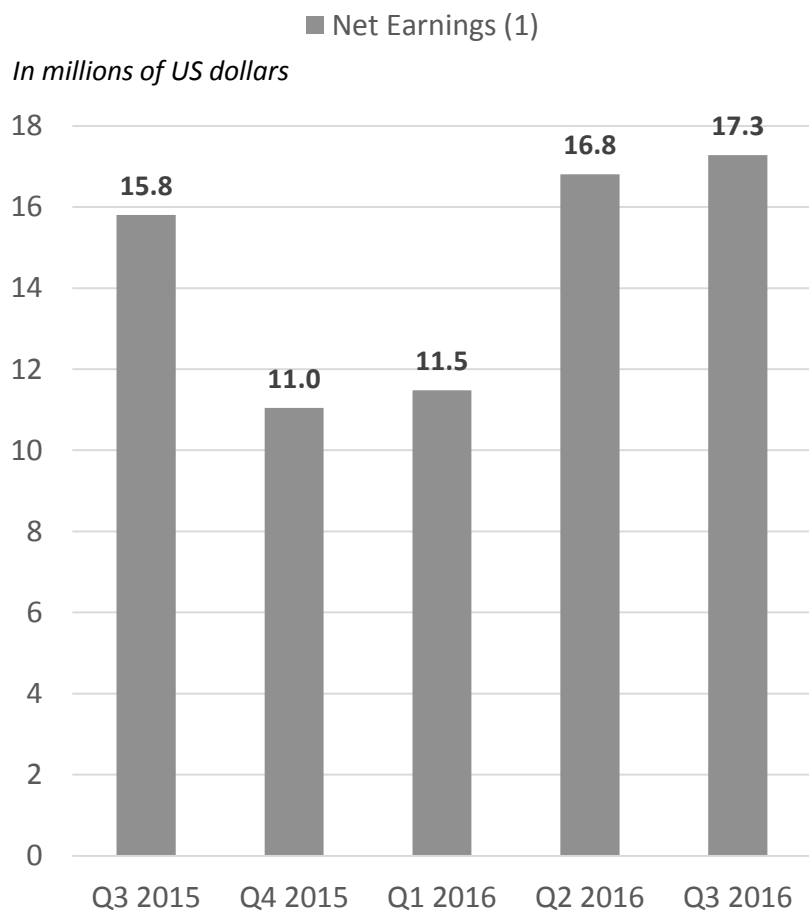
EBITDA Margin ⁽¹⁾



Q3 2016 – Net Earnings & EPS ⁽¹⁾

+9.3% (YoY)

+10.8% (YoY)



UNI-SELECT®

(1) Adjusted Earnings and EPS in 2015 (non-IFRS measure, excluding non-recurring items). Adjustments include restructuring and other charges, impairment and transaction charges related to net assets sales and costs related to network optimization or store disposal or closure, net of taxes. p7

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

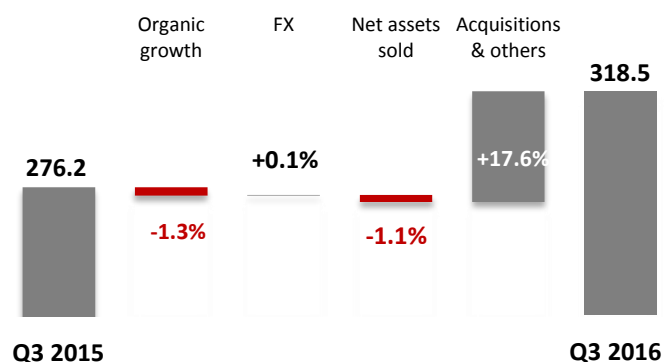
YTD 2016 - Operating Results Highlights

In millions of US dollars	% Revenue			
	Q3 16	Q3 15	Q3 16	Q3 15
Sales	318.5	276.2		
Sales from net assets sold	-	-		
Gross Margin	97.8	78.5	30.7%	28.4%
Employee Benefits	45.1	38.7	14.1%	14.0%
Other Operating Expenses	21.9	13.8	6.9%	5.0%
EBITDA ⁽¹⁾	30.8	26.0	9.7%	9.4%

In millions of US dollars	% Revenue			
	9M 16	9M 15	9M 16	9M 15
Sales	906.3	1,096.2		
Sales from net assets sold	-	(299.3)		
Gross Margin	274.0	325.1	30.2%	29.7%
Employee Benefits	130.6	171.4	14.4%	15.6%
Other Operating Expenses	61.0	80.0	6.7%	7.3%
EBITDA	82.3	76.6	9.1%	7.0%

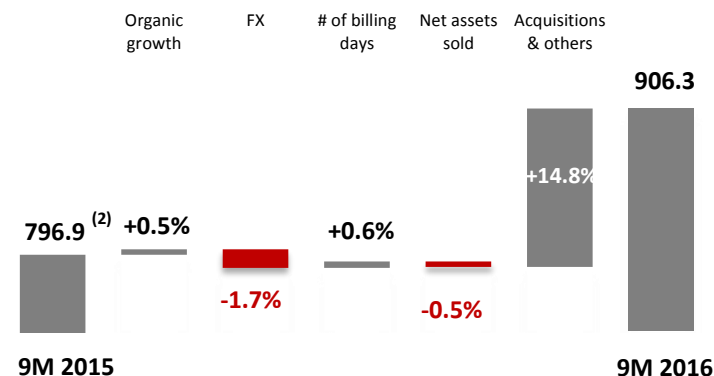
Sales Variance - Q3 16

+15.3% (YoY)



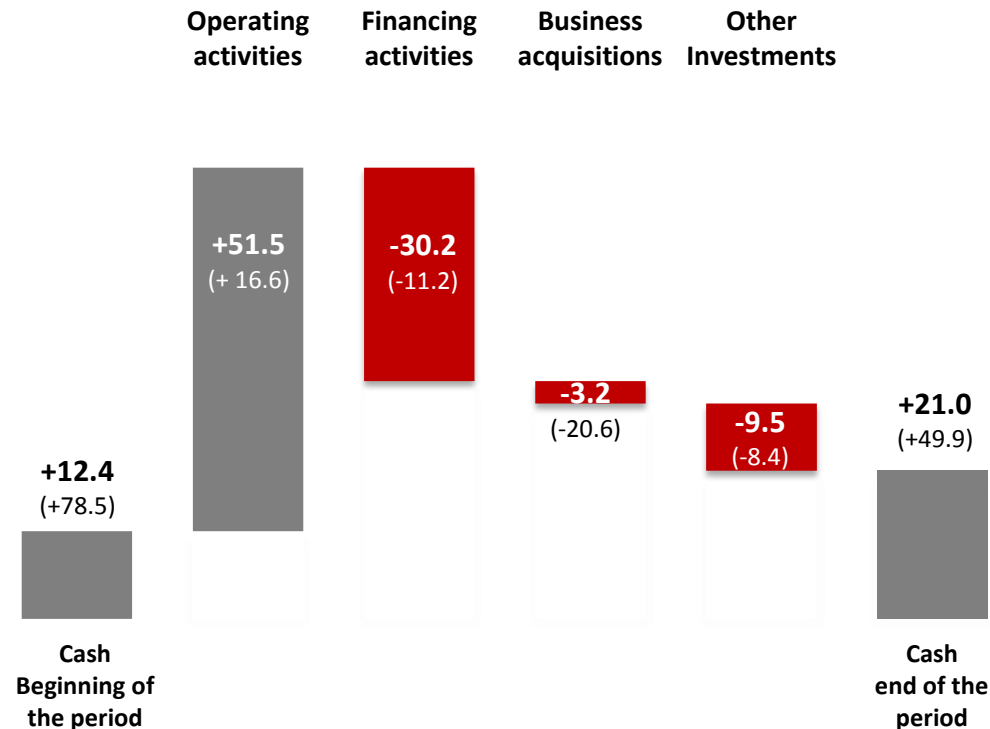
Sales Variance - 9M 16

+17.3% (YoY)



Q3 2016 – Sources and uses of funds (vs. Q3 2015)

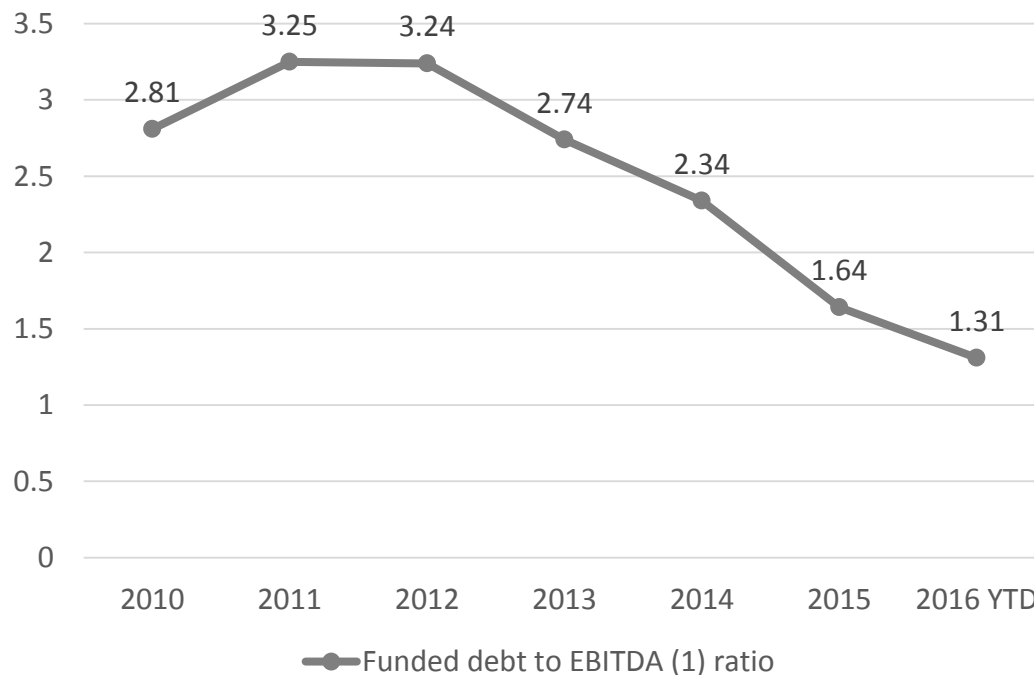
In millions of US dollars



Q3 2016 HIGHLIGHTS (YoY)

- Free cash flow increased by \$15.2 million or 67.9% compared to last year
- Operating Activities totaled \$51.5 million, a \$34.9 million improvement compared to Q3 2015
- Financing activities mainly related to reimbursement of the credit facility
- Fewer closing of business acquisitions during the quarter

Leverage Profile as of September 30, 2016



STRONG FINANCIAL POSITION

- Lowest leverage ratio since 2010 at 1.31X in Q3 2016
- Strong free cash flow following the sale of US automotive parts distribution business in 2015
- Over \$260 million available from the credit facilities

Q3 2016 – Summary & Guidance

- Solid revenue and EBITDA ⁽¹⁾ growth driven by accretive business acquisitions
- EBITDA margin ⁽¹⁾ reached 9.7%, a 30 basis point improvement from last year comparable EBITDA
- Net Earnings rose to \$17.3 million or \$0.41 per share, up 10.8% from last year
- Quarterly dividend payment of C\$0.085 per share
- NCIB renewal of 2 million shares in August 2016

2016 Guidance		
Total Sales	EBITDA Margin ⁽¹⁾	US/Can Exchange Rate
US\$1.19 to US\$1.21 billions	8.5% to 9.25%	0.76

No guidance in 2017

Outlook

- **FinishMaster USA**
 - Focus on continued profitable growth through organic growth and select accretive acquisitions
 - Integrate and capture synergies
- **Automotive Canada**
 - Profitable growth with both independent customers and corporate stores.
 - Build the foundation to integrate corporate stores and capture synergies
 - Acquire select businesses to expand both Bumper to Bumper and FinishMaster Canada
- **Consolidated Results**
 - Uni-Select Total Sales Growth (2016 Target): 13-15% ⁽¹⁾





Contact info: Investorrelations@uniselect.com