



AUTOCANADA

INVESTOR PRESENTATION

Q2 2022

AUGUST 2022



Forward-Looking Statements

Forward-Looking Statement

Certain information contained in this presentation is forward-looking information within the meaning of applicable Canadian securities legislation. The use of any of the words “could”, “expect”, “believe”, “will”, “projected”, “estimated” and similar expressions and statements relating to matters that are not historical facts are intended to identify forward-looking information and are based on current belief or assumptions of AutoCanada Inc. (“AutoCanada” or the “Company”) as to the outcome and timing of such future events. In particular, forward-looking statements in this presentation include, but are not limited to, references to: the operations and performance of the Company; the Company’s milestones, key priorities and future intentions and results of the Go Forward Plan; the financial results and financial condition of the Company; the Company’s future sales revenue and profitability; the Company’s general strategic and growth strategies, including with respect to the Used Digital Retail Strategy; the market and expected developments in the retail automotive industry; future operating results of acquired dealerships; the successful integration of such dealerships into AutoCanada’s business; the growth of the Company’s collision and RightRide divisions; and the potential continued impacts of the coronavirus (COVID-19) pandemic on the Company’s business operations. Although the Company believes that the expectations reflected by the forward-looking statements presented in this presentation are reasonable, these statements have been based on assumptions and factors concerning future events that may prove to be inaccurate. Actual future results may differ materially. The annual information form for the year ended December 31, 2021 and other documents filed with securities regulatory authorities (accessible through the SEDAR website www.sedar.com) describe the risks, material assumptions and other factors that could influence actual results and which are incorporated herein by reference. The Company disclaims any intention or obligation to update or revise any forward-looking information, whether as a result of new information, future events or otherwise.

Non-GAAP and Other Financial Measures

Non-GAAP and Other Financial Measures

This investor presentation contains certain financial measures that do not have any standardized meaning prescribed by Canadian GAAP. Therefore, these financial measures may not be comparable to similar measures presented by other issuers. Investors are cautioned these measures should not be construed as an alternative to net earnings (loss) or to cash provided by (used in) operating, investing, financing activities, cash and cash equivalents, and indebtedness determined in accordance with Canadian GAAP, as indicators of our performance. We provide these additional non-GAAP measures, capital management measures, and supplementary financial measures to assist investors in determining our ability to generate earnings and cash provided by (used in) operating activities and to provide additional information on how these cash resources are used.

Adjusted EBITDA, adjusted EBITDA margin, normalized adjusted EBITDA, normalized adjusted EBITDA margin, adjusted EBITDA on a pre-IFRS 16 basis, adjusted EBITDA margin on a pre-IFRS 16 basis, pro forma normalized adjusted EBITDA, free cash flow, net indebtedness, and net indebtedness leverage ratio are not earnings measures recognized by GAAP and do not have standardized meanings prescribed by GAAP. Investors are cautioned that these non-GAAP measures should not replace net earnings or loss (as determined in accordance with GAAP) as an indicator of the Company's performance, of its cash flows from operating, investing and financing activities or as a measure of its liquidity and cash flows. The Company's methods of calculating referenced non-GAAP measures may differ from the methods used by other issuers. Therefore, these measures may not be comparable to similar measures presented by other issuers.

It should be noted that certain of the financial measures include pro forma items estimating the impact of the acquisitions if they had occurred on the first day of the relevant period, or as of a specified date. Readers should understand that these estimates were determined by management in good faith and are not indicative of what the historical results of the businesses acquired in the acquisitions actually were for the relevant period, or what those results would have been if the acquisitions had occurred on the dates indicated, or what they will be for any future period. As a result, the pro forma financial measures may not be indicative of the Company's financial position that would have prevailed, or operating results that would have been obtained, if the transactions had taken place on the dates indicated or of the financial position or operating results which may be obtained in the future. These pro forma financial measures are not a forecast or projection of future results. The actual financial position and results of operations of the Company for any period following the closing of the acquisitions will vary from the amounts set forth following pro forma financial measures, and such variation may be material.

Section 15. NON-GAAP AND OTHER FINANCIAL MEASURES and section 16. NON-GAAP AND OTHER FINANCIAL MEASURE RECONCILIATIONS of the Company's Management's Discussion & Analysis for the three month period ended June 30, 2022 ("MD&A") is hereby incorporated by reference for further information regarding the composition and reconciliation of these measures (accessible through the SEDAR website at www.sedar.com).

WHO WE ARE



AutoCanada Overview

A Leading North American Multi-Location Automobile Dealership Group



- One of Canada's largest multi-location automobile dealership groups with ~4,000 employees
- Only publicly listed auto dealership group in Canada (TSX:ACQ)
- Attractive mix of luxury, domestic, and import brands
- Geographically diversified across 8 provinces in Canada and a group in Illinois, U.S.
- Five inter-related business operations:
 - New Vehicle Sales
 - Used Vehicle Sales
 - Parts and Service
 - Collision Repair
 - Finance & Insurance (F&I)

At a Glance¹

63

Franchises in Canada

18

Franchises in Illinois, U.S.

28

Automotive Brands

916K

Service & collision repair orders²

36K

New retail vehicles² sold

58K

Used retail vehicles² sold
+47% YoY

\$5.4B

Revenue

\$272M

Adjusted EBITDA³

¹ Trailing Twelve Months as at June 30, 2022

² See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these supplementary financial measures

³ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding this non-GAAP measure

Investment Highlights



Large and Highly
Fragmented Canadian
Market with Significant
Consolidation Opportunities



Resilient Business Model



Strong Stewards of Capital

Accelerated Growth Through Complete Business Model



Significant Organic
Growth Opportunities



Experienced
Leadership Team



First Mover Advantage
with Canadian Digital
Retail Platform

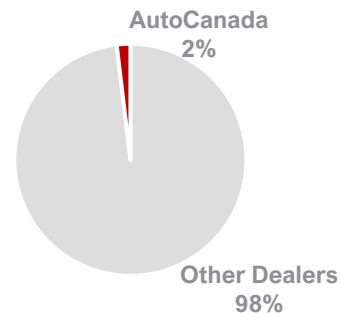
Attractive Canadian Market

3,359 Dealerships in Canada



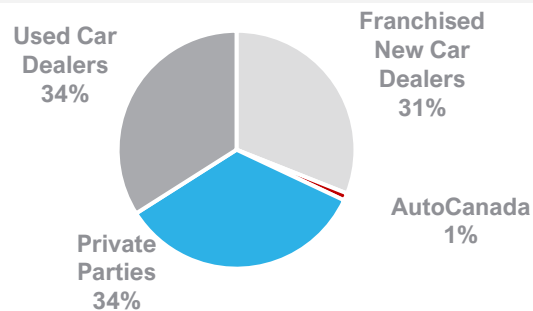
**\$244 BILLION +
MARKET**

NEW VEHICLE MARKET



1.6 Million New Vehicles
3.0 Million Used Vehicles

USED VEHICLE MARKET SHARE

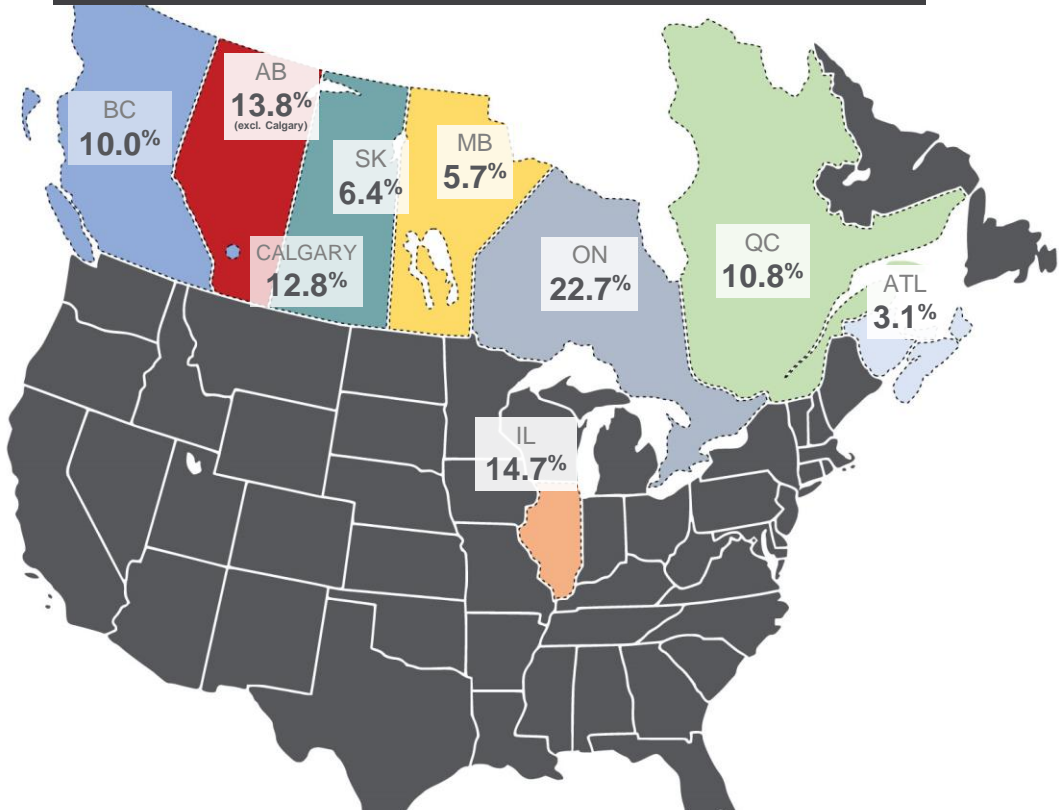


Revenue Diversity Across Brands and Geographies

Resilient Business Model



% of AutoCanada Revenue by Region ¹



AUTOCANADA CANADIAN NEW VEHICLE MIX¹

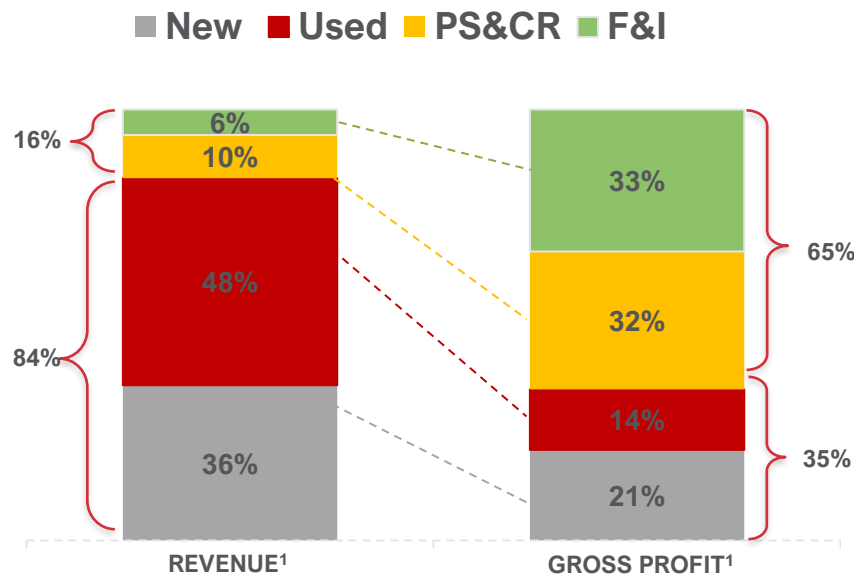
Segment	Segment %	Brand	Brand Revenue %
Import	32%	Acura	1%
		Honda	4%
		Hyundai	9%
		Infiniti	1%
		Kia	2%
		Mazda	1%
		Nissan	5%
		Subaru	1%
		Toyota	1%
Domestic	39%	Volkswagen	7%
		Stellantis	28%
		Ford	2%
		GM	9%
Luxury	16%	Mercedes	4%
		BMW/MINI	9%
		Audi	2%
		Porsche	1%
Non-OEM ²	13%	Other	13%

¹ Three months ended June 30, 2022

² Non-franchised dealership revenue - including stand-alone collision centres, Used Digital stores and RightRide stores etc.

Profitable Product Mix & Diverse Earnings Streams Provide Stability

Resilient Business Model



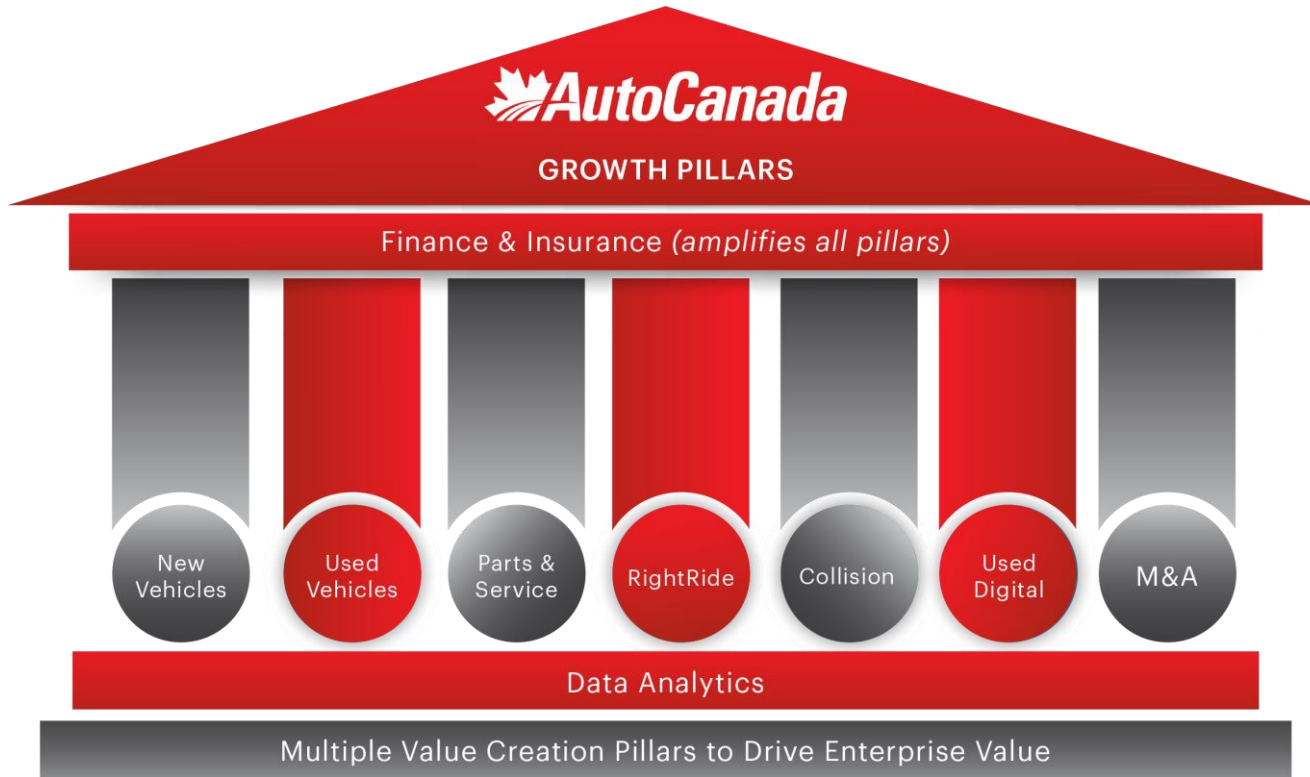
F&I, PS&CR initiatives focused on higher margin segments

16% of our revenue drives 65% of gross profit

¹ Trailing twelve months as at June 30, 2022

Growth Pillars

Strategic Growth Initiatives Driving Industry-Leading Performance



Drive Growth Through Optimization of Finance & Insurance

Significant Organic Growth Opportunities



- Dedicated and focused F&I team leading efforts across all dealerships
- F&I amplifies gross margin contributions from New and Used Vehicle sales
- Growth over the last 3 years has been methodical, intentional – consistent growth across all provinces and brands
- Leveraging Data, In House Training, and Incentives are key elements of success
- Growth in F&I GPU strongly driven by the increase and focus on Products Per Deal
 - Fourteen consecutive quarters of year-over-year growth in Same Store F&I Gross Profit Per Retail Unit Average
 - Industry leading GPU across North America
- High value opportunity for synergies from future acquisitions

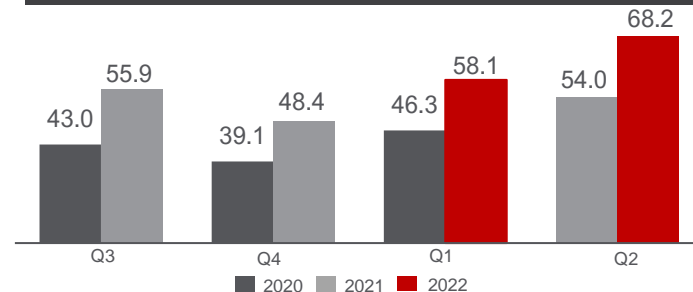
F&I
Gross Margins²
+94%



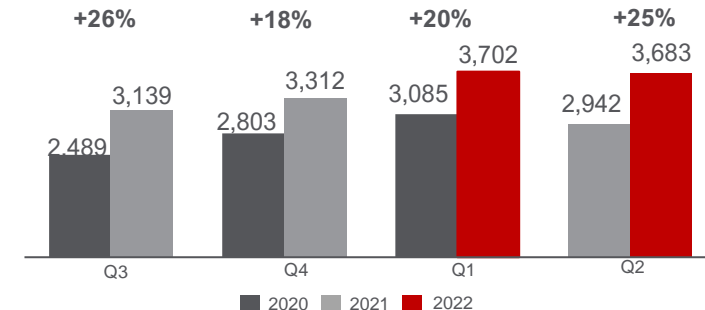
OPPORTUNITY:

Capture additional high margin F&I revenue through best in class operational performance

Same Store¹ F&I Gross Profit (\$M)



Same Store F&I Gross Profit Per Retail Unit Average¹ (\$ / Unit)



¹ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these supplementary financial measures

² Trailing Twelve Months as at June 30, 2022

Parts & Service

Significant Organic Growth Opportunities



- Leverage centralized call centre (Business Development Centre or “BDC”) to handle all inbound and outbound service work appointment bookings
- Management focus on effective labour rate, service hours sold and customer satisfaction index
- Customer retention a key focus area (tire storage, warranties, maintenance plans); factory trained technicians

PS&CR
Gross Margins²

+54%



- Performance in 2020 impacted by COVID-19, less kilometres driven
 - Performance over last 12 months reflecting increase in kilometres driven, service bay occupancy

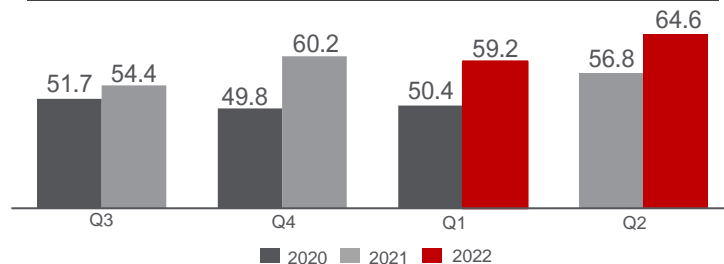
OPPORTUNITY:

Increase service bay occupancy¹ across our dealership network to drive stability of revenues and strengthen gross margin

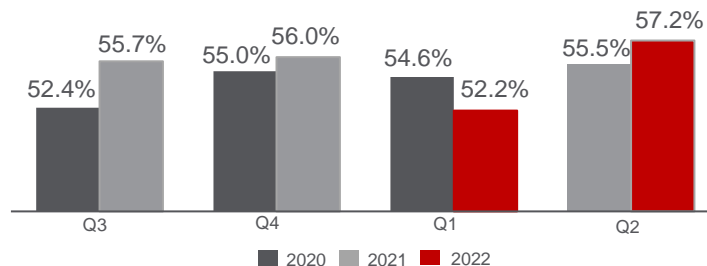
¹ See “NON-GAAP AND OTHER FINANCIAL MEASURES” for further information regarding these supplementary financial measures

² Trailing Twelve Months as at June 30, 2022

**Same Store¹ Parts, Service & Collision Repair
Gross Profit (\$M)**



**Same Store Parts, Service & Collision Repair
Gross Profit Percentage¹**

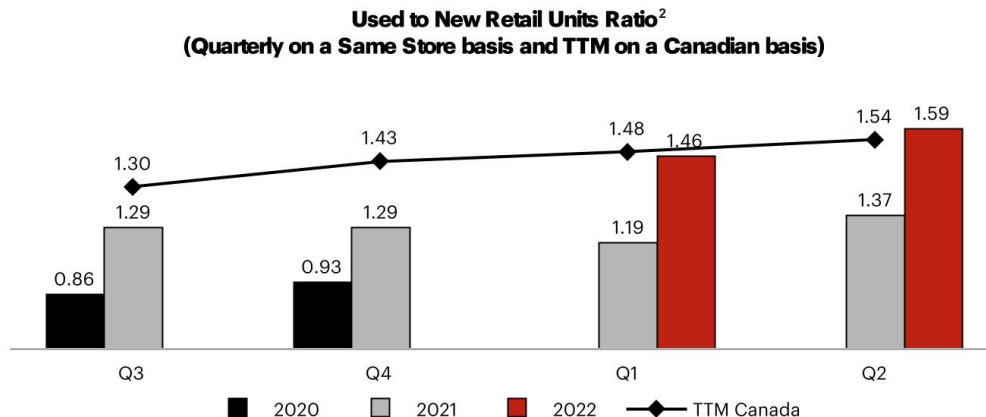


Increasing Used Vehicles Sales

Significant Organic Growth Opportunities



- Counter-cyclical to New Vehicle sales; Protects against recessionary environments
- Additive to new vehicles to grow total unit sales
- While acting as a stabilizer to business model, also acts to drive incremental revenues on high margin business segments (F&I, PS&CR)
- Average of 60 used retail unit sales per dealership per month², compared to 57 in the prior year on a TTM basis (excluding Used Digital dealerships)
- Industry leader in Canada



- Canadian market used to new retail unit ratio² was 0.6 in 2020¹

OPPORTUNITY:

Drive significant upside potential in the used vehicle business

¹ Source: DesRosiers Automotive Consultants

² See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these supplementary financial measures

RightRide – Fueling Organic Growth

Significant Organic Growth Opportunities



- RightRide offers ability to offer attractive financing products to credit challenged customers (sub and near prime)
 - No credit risk retained by AutoCanada
- Digital sales and marketing strategy enables customers to apply for credit online and purchase a vehicle from anywhere in Canada
 - Integration with Used Digital initiative under review to create omnichannel used car platform
- Strategy is to grow from 7 stand alone locations end of 2021 to between 18 and 20 locations end of 2022, and 75 locations over the next 5 years
 - \$1 million Adjusted EBITDA¹ on average per location after achieving run rate
- Business Model is capital light and scalable

RightRideTM
AutoCanada



OPPORTUNITY:

Low capital investment to potentially capture significant growth opportunity within used vehicles

¹ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding this non-GAAP measure

Collision Centre Expansion

Significant Organic Growth Opportunities



- Dedicated leadership team driving growth by acquiring stand-alone OEM certified collision centres
- Leverage geographic areas where we have multiple dealerships, enabling a “hub and spoke” model
- Inherent synergies with existing dealerships, enhancing service model to entire vehicle selling and repair process
- Strategy prioritizes access to OEM repair procedures, OEM certifications and OEM parts procurement
- Currently operating 20 locations, with path to between 28 and 30 by end of 2022, and 75 location target over the next 3 to 5 years
- Added synergy in expanding collision business
 - Enables AutoCanada to manage customer relationships from cradle to grave, cross sell customer lists (i.e., referring customers with a non-repairable accident to our dealerships, and customers with a repairable accident to our repair shops)



Complimentary
Repair Estimates



Windshield & Glass
Repair



Paint Refinishing



Interior &
Exterior
Details



Dent Removal



Valet & Car Rental

OPPORTUNITY:

Develop a growing, profitable and resilient business segment with longer-term opportunity to expand via acquisition

¹ Source: IBISWorld

Used Digital

Tapping increase in online usage



- Used Digital strategy complimentary to existing Complete Business Model
- Seamless omnichannel buying experience for customers that supports in-store and online requirements for used vehicles
- Development of national network of used vehicle dealerships through physical and online presence
- Leverage AutoCanada's scale, domain expertise and existing industry relationships across Canada



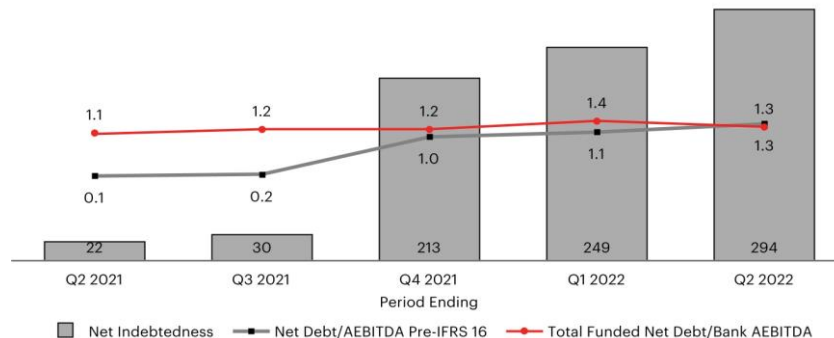
Generated \$89M of Free Cash Flow¹ Q2 2022 TTM

Net Indebtedness Leverage¹ of 1.3x



DISCIPLINED MANAGEMENT OF LEVERAGE

Net Indebtedness (\$ Millions), Net Indebtedness Leverage and Total Funded Net Debt Bank Leverage



NET INDEBTEDNESS LEVERAGE¹ Q2 2022 (\$M)

Floorplan	1,043.2
Long Term Debt	375.1
Cash on Hand	(81.0)
Net Indebtedness Plus Floorplan	1,337.2
Less: Floorplan	1,043.2
Net Indebtedness ²	294.1
Adjusted EBITDA on a pre-IFRS 16 basis ¹ (TTM)	222.2
Net Indebtedness Leverage ¹	1.3x

¹ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these non-GAAP measures

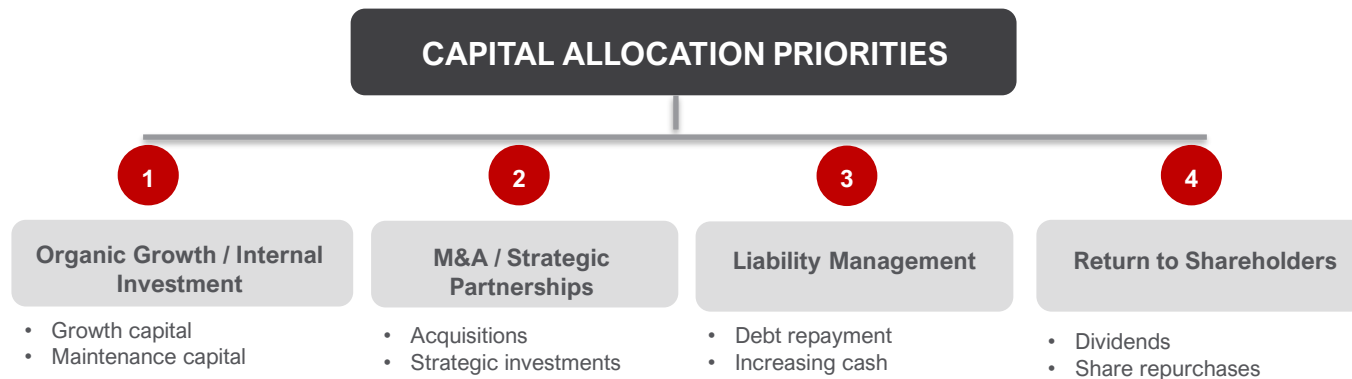
² See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding this capital management measure

Capital Allocation Strategy

Strong Stewards of Capital



- AutoCanada capital allocation aligned with business strategy, growth opportunities and free cash flow profile



- NCIB completed on May 19, 2022, purchasing and cancelling 1,730,321 shares for an aggregate purchase price of \$56.6 million.
- On June 28, 2022, announced Substantial Issuer Bid ("SIB") offer to purchase up to \$100 million in value of outstanding common shares at a price range of \$22 to \$25 per share. The offer was set to expire on August 4, 2022.
- On August 2, 2022, announced expiration date extension and a revised price range for the SIB. The SIB's price range was revised from \$22 to \$25 per share to \$25 to \$28 per share, and the expiration date was revised from August 4, 2022 to August 15, 2022.

Well Positioned for Industry Consolidation Through Disciplined M&A Strategy

Significant Consolidation Opportunities



Acquisitions are a key part of capital allocation strategy

Disciplined approach to evaluating acquisitions

- Meets internal return requirements
- Brand fit and diversification
- Geography
- Operational opportunities & potential synergies

- Advance and actively assess strategic acquisition opportunities and develop a robust acquisition pipeline
- Employ a disciplined hurdle-return framework to price transactions
- Remain well-positioned to continue to execute on our acquisition strategy
- Consistent with our previously stated intentions and strategy, these deals will add diversity by geography and OEM brands



Go Forward Plan Initiatives better position AutoCanada as an industry consolidator

Ability to layer initiatives onto future acquisitions to realize incremental value



Strong balance sheet provides dry powder

AutoCanada is the Acquirer of Choice

Acquisitions to Date

Executing on Robust Pipeline of Opportunities



Date	Company	Location	Type	Description
Oct. 2020	Auto Bugatti Inc.	Montreal, QC	Collision	<ul style="list-style-type: none"> Collision centre specializing in luxury vehicles including Land Rover, Jaguar, Porsche, Aston Martin, Tesla, BMW, MINI
Oct. 2020	Autohaus of Peoria	Peoria, IL	U.S.	<ul style="list-style-type: none"> Luxury dealership with franchise rights for Porsche, Audi, Mercedes-Benz, and Volkswagen
Dec. 2020	Haldimand Motors	Cayuga, ON	Used Digital	<ul style="list-style-type: none"> First Used only dealership under newly formed Used Digital Retail Division
Apr. 2021	PG Klassic Autobody	Prince George, BC	Collision	<ul style="list-style-type: none"> Collision centre strategically located close to three of AutoCanada's dealerships
Aug. 2021	Mark Wilson's Better Used Cars	Guelph, ON	Used Digital	<ul style="list-style-type: none"> Advances AutoCanada's strategic objective of developing a Used Digital Retail Division
Sept. 2021	Autolux	Montreal, QC	Collision	<ul style="list-style-type: none"> A luxury-brand focused collision centre, certified for Mercedes-Benz
Oct. 2021	Airdrie Autobody	Airdrie, AB	Collision	<ul style="list-style-type: none"> Strategically located collision centre close to seven AutoCanada dealerships
Nov. 2021	Crystal Lake Chrysler Dodge Jeep Ram	Crystal Lake, IL	U.S.	<ul style="list-style-type: none"> First Stellantis dealership in the U.S., adds to AutoCanada's U.S. base
Dec. 2021	Autopoint Group	Ontario	Dealerships	<ul style="list-style-type: none"> Adds 11 dealerships, providing geographic diversification by more than doubling AutoCanada's Ontario footprint, adding three new brands to Canadian platform
May 2022	Audi Windsor and Porsche of London	Ontario	Dealerships	<ul style="list-style-type: none"> Adds 2 dealerships, providing geographic diversification and adds Porsche to Canadian platform
Jun. 2022	Burwell Auto Body	London, Ontario	Collision	<ul style="list-style-type: none"> Expands collision centre capacity and leverages existing dealerships in Ontario
Aug. 2022	Kelleher Ford	Brandon, Manitoba	Dealerships & Collision	<ul style="list-style-type: none"> Expands presence in Western Manitoba, an attractive truck market

Management Team With Proven Track Record Driving Vision & Strategy

Recently Expanded Leadership Team



Paul Antony

Executive Chairman
Joined May 2018

- Assumed duties on Board of Directors and Executive Chair in 2018
- Founder, CEO, and Chairman of CARPROOF Corporation, an auto data software company. Under Paul's leadership, CARPROOF was recognized by Deloitte as a Best Managed Organization for several consecutive years and awarded Fast 50 & 500 Fastest growing tech companies in Canada and North America

20+

Years of Experience



Mike Borys

Chief Financial Officer
Joined August 2019

- Focus on mandate to drive and coordinate both the strategic and tactical priorities of AutoCanada, including strengthening the balance sheet and improving financial flexibility
- Chartered accountant with over 20 years of experience as CFO for both public and private enterprises
- Previously serving as Chief Financial Officer at PTW Energy Services, Newalta, The Brick Group Income Fund, Famous Players, and at Tricon Canada

30+

Years of Experience



Peter Hong

Chief Strategy Officer & General Counsel,
Joined August 2018

- Focus on strategic initiatives, M&A and governance matters
- Previously Senior Partner with Davies Ward Phillips & Vineberg LLP

20+

Years of Experience

DAVIES



Jeffrey Thorpe

President, Canadian Operations
Joined April, 2022

- Focus on strategies and day-to-day operations in Canada and driving the Company's ongoing growth, synergies and efficiencies
- Previously spent 23 years at AutoNation, most recently serving as Market President overseeing multiple U.S. markets

24+

Years of Experience



Brian Feldman

Senior Vice President, Canadian Operations & Disruptive Technologies
Joined April, 2022

- Focus on developing and implementing new and disruptive technologies, software and processes to enhance value for AutoCanada
- Previously spent 18 years at AutoNation, most recently serving as Senior Director of Sales overseeing sales processes, new inventory and retail pricing

20+

Years of Experience



Lee Wittick

Senior Vice President, Operations & OEM Relations
Joined April, 2022

- Focus on operational strategies and driving strong OEM relationships
- Previously spent 15 years at Humberview Group in Toronto, Ontario, most recently as Managing Partner at Applewood Chevrolet Cadillac Buick GMC and Mississauga

33+

Years of Experience



Environment, Social & Governance (ESG) Overview

Focus on areas that positively impact our business and society



- We are committed to responsible business practices and driving continuous improvement of our operations and our relationships with our employees and the communities in which we live and work.



Environment

- **60 Electric Vehicle** charging stations at 36 of our locations in Canada.
- We offer a variety of hybrid and **electric-powered vehicles** which generate far fewer emissions into the atmosphere.
- Our new and renovated facilities are outfitted with **energy efficient design** including LED lighting, automatic-sensor enabled lighting, and high-efficiency HVAC systems.



People

- We strive to provide our employees with competitive compensation, meaningful and challenging work, **an engaging and collaborative environment**, recognition for performance, and opportunities for growth and advancement.
- **26% women** in management.
- We offer a broad range of **training and development programs** for our top talent to build bench strength, promote succession planning, and enhance skill development.



Community

- Our employees are committed to supporting the communities we serve, as we believe community involvement and charitable giving enrich our local neighbourhoods.
- **33 charitable organizations** supported in 2020.
- Initiatives include employee volunteer opportunities and partnerships with local food banks, homeless shelters, hospitals, school districts, sports teams, children's charities, and animal rescue organizations.



Governance

- We consider good governance to be central to ensuring effective and efficient operations.
- **13% women** on the Board of Directors.
- Board has **oversight of ESG** strategy and implementation.
- Our **Diversity policy** recognizes the many benefits arising from employee and Board diversity, including a broader pool of high-quality employees, improving employee retention, accessing different perspectives and ideas and benefiting from all available talent.

In Conclusion – Key Takeaways



- **We have executed well on building out our ‘Complete’ Business Model**

- Progress on initiatives to grow New, Used, F&I, and PS&CR driving resiliency, sustainability to deliver top decile performance in any economic environment
- Chip shortage, expanded margin profile anticipated to continue for another ~ 2 to 3 years with chip shortage exacerbated by Russian Ukraine War

- **Strengthened balance sheet and capital structure supports ample dry powder to take advantage of acquisition opportunities while maintaining financial flexibility**

- **Company is well positioned for growth in multitude of segments:**

- Omnichannel used vehicle platform, leveraging expansion of RightRide locations
- Collision centres platform, applying differentiated strategy favouring OEM certification and OEM parts
- Execution against traditional franchise dealership M&A

- **Proven and renewed leadership with track record of success**

Q2 2022 RESULTS



Q2 2022 Results Overview

Record Second Quarter Results

- Revenue was highest second quarter revenue reported in Company's history
- Consolidated used to new retail unit ratio² improved to 1.80 from 1.31 last year; TTM improved to 1.58 at Q2 2022
- Net income for the period was \$39.1 million versus \$37.7 million in the prior year and includes \$10.0 million of incremental inventory writedowns
- Adjusted EBITDA¹ of \$75.6 million, including \$10 million of incremental inventory writedowns, an increase of 12% as compared to prior year normalized adjusted EBITDA¹ of \$67.5 million
 - Adjusted EBITDA Margin¹ was 4.5%, a decrease of 0.8 percentage points as compared to prior year normalized adjusted EBITDA margin¹ of 5.3%
- Net Indebtedness³ of \$294.1 million at the end of Q2 2022 compares to \$248.8 million at the end of Q1 2022; Net Indebtedness Leverage Ratio¹ on a pre-IFRS 16 basis was 1.3x

TTM Normalized Adjusted EBITDA¹ of \$271.9 million

TTM Pro Forma Normalized Adjusted EBITDA¹ of \$286.9 million

¹ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these non-GAAP measures

² See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding this supplementary financial measure

³ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding this capital management measure

Q2 2022 Results Continued

Record Setting Second Quarter

(\$M, unless otherwise noted)	Q2 2022	Q2 2021	Change
Consolidated Revenue	1,686.0	1,281.1	32%
Gross Profit % ¹	16.6%	17.0%	-0.4 pts
Adjusted EBITDA ²	75.6	70.5	7%
Adjusted EBITDA ² %	4.5%	5.3%	-0.8 pts
Adjusted EBITDA on a pre-IFRS 16 basis ²	62.1	59.6	4%
Adjusted EBITDA Pre-IFRS 16 ² %	3.7%	4.7%	-1.0 pts
Same Store Used to New Ratio ¹	1.59	1.37	22%
Net Indebtedness ³	294.1	21.6	+272
Net Indebtedness Leverage Ratio ²	1.3x	0.1x	+1.2x
Free Cash Flow ² TTM	89.1	159.9	-44%

¹ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these supplementary financial measures

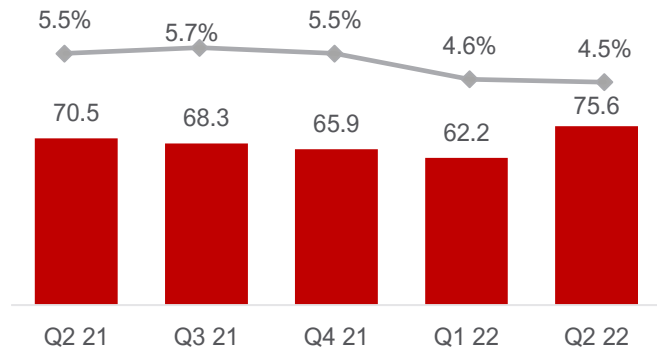
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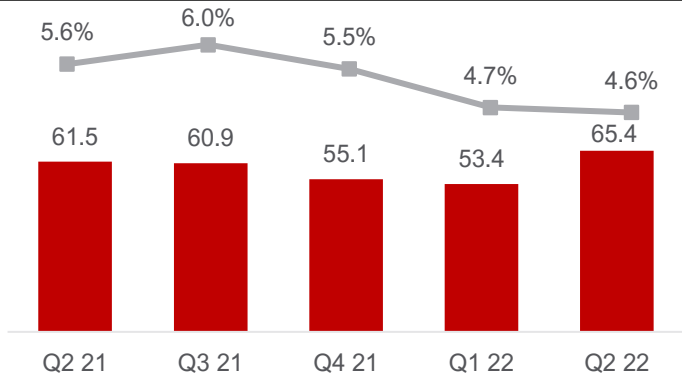
Q2 2022 Results Continued

Operations Results - Used & F&I Key Drivers

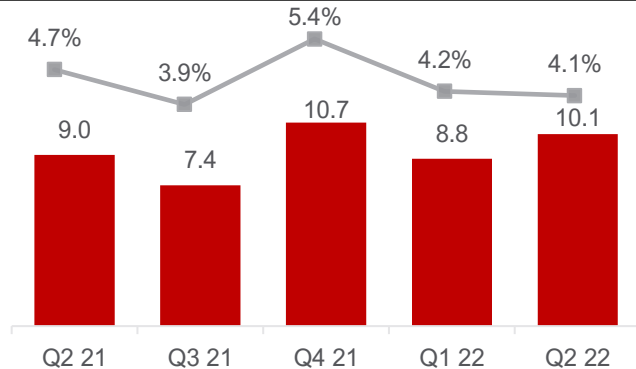
CONSOLIDATED ADJUSTED EBITDA¹ (\$M)



CANADIAN OPERATIONS ADJUSTED EBITDA¹ (\$M)



U.S. OPERATIONS ADJUSTED EBITDA¹ (\$M)



TTM Consolidated Adjusted EBITDA¹ \$272 million

TTM Canadian Operations Adjusted EBITDA¹ \$235 million

TTM U.S. Operations Adjusted EBITDA¹ \$37 million

— AEBITDA Margin¹ ■ Adjusted EBITDA¹

¹ See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding these non-GAAP measures

APPENDIX

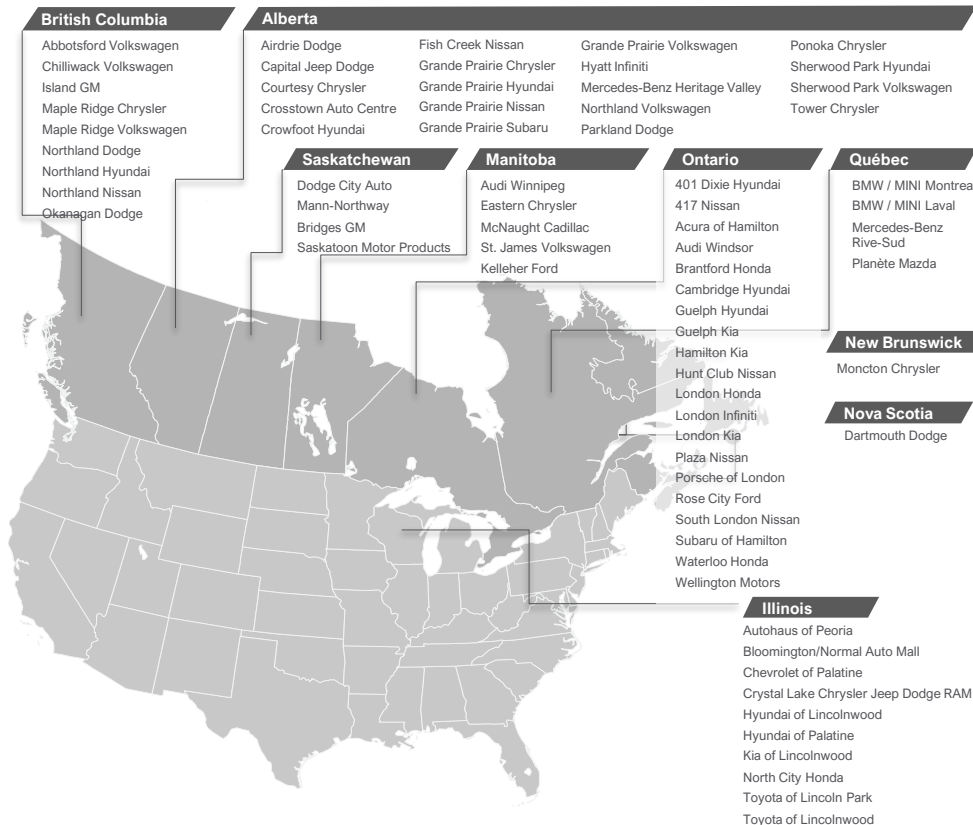


Dealership Locations and Brands

Resilient Business Model



AutoCanada Owns Some of the Best Performing Dealerships in Canada



Dealership Awards¹



Award
Audi President's Award
#1 Team Audi

Dealership
Audi Winnipeg



Award
FCA #1 Market
Leader Award

Dealership
Moncton Chrysler
Jeep Dodge RAM
Crosstown Chrysler
Jeep Dodge RAM
Maple Ridge Chrysler
Jeep Dodge RAM



Award
General Motors
President's Club

Dealership
Bridges Chevrolet Buick GMC
Island Chevrolet Buick GMC
Mann-Northway Chevrolet Buick GMC
McNaught Cadillac Buick GMC



Award
Ford President's
Diamond Club Award

Dealership
Rose City Ford



Award
Hyundai President's
Award of Merit

Dealership
Guelph Hyundai



Award
Nissan Award of Excellence

Dealership
Hunt Club Nissan
Fish Creek Nissan



Award
Volkswagen Canada
Wolfsburg Crest Club
Winners

Dealership
Abbotsford Volkswagen
Grande Prairie Volkswagen
St. James Volkswagen
Sherwood Park Volkswagen

¹As of December 31, 2021

A photograph of a modern building facade featuring a large, illuminated Mercedes-Benz logo. Below the logo is a glass-enclosed staircase. The image is partially obscured by a large red diagonal graphic element on the left side.

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