

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; 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, 2020 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 Measures

This presentation contains certain financial measures that do not have any standardized meaning prescribed by Canadian generally accepted accounting principles ("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, and financing activities determined in accordance with Canadian GAAP, as indicators of the Company's performance. The Company provides these measures to assist investors in determining its ability to generate earnings and cash provided by (used in) operating activities and to provide additional information on how these cash resources are used. The following "Non-GAAP Measures" are defined in the Company's annual MD&A: Adjusted EBITDA, Free Cash Flow and Net Indebtedness.



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
 - o Collision Repair
 - Finance & Insurance (F&I)

At a Glance¹

49

Franchises in Canada

18

Franchises in Illinois, U.S.

27

Automotive Brands

800K

Service & collision repair orders

39K

New vehicles sold

44K

Used vehicles sold +50% YoY

\$4.3B

Revenue

\$226M

Adjusted EBITDA

¹For TTM Q3 2021



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

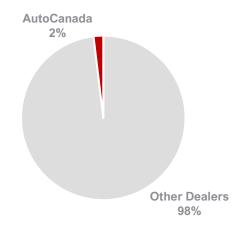
Attractive Canadian Market

3,359 Dealerships in Canada



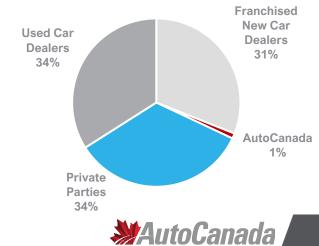






1.6 Million New Vehicles3.0 Million Used Vehicles

USED VEHICLE MARKET SHARE



Source: DesRosiers Automotive Consultants

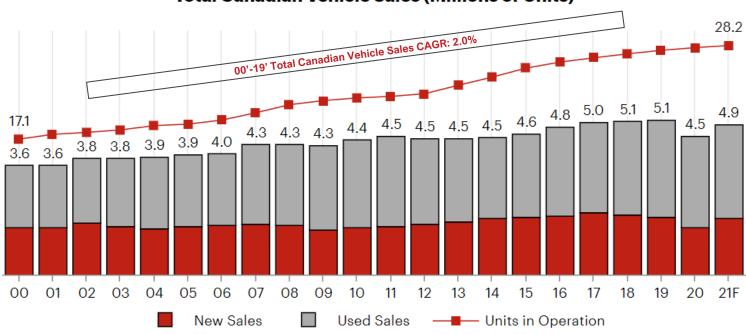
Stable Canadian Automotive Markets

Resilient Business Model



Historically Stable Growing New and Used Retail Vehicle Sales in Canada¹ (\$M)





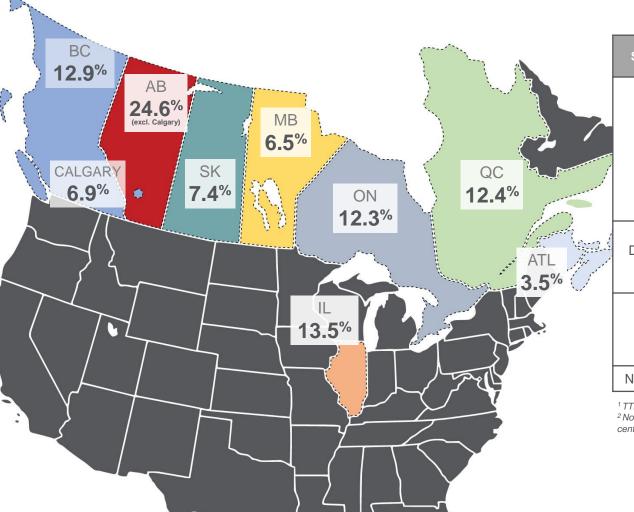
- Consumers continue to buy more vehicles every year, further supporting our continued growth
- Overall Canadian market CAGR for vehicle sales has grown steadily by 2.0% from 2000 to 2019 (1.0% CAGR from 2000 to 2020 due to the impact of COVID-19 in 2020)
- Increase in first-time buyers supports increasing used vehicle sales
- Market forecast for Canadian light vehicles sales in 2021 is expected to increase by 8% to 1.7 million¹ (uncertainty however remains with nearterm and long-term impacts of COVID-19)

Revenue Diversity Across Brands and Geographies

Resilient Business Model



% of AutoCanada Revenue by Region 1



AUTOCANADA CANADIAN NEW VEHICLE MIX

Segment	Segment %	Brand	Brand Revenue %
	25%	Hyundai	9%
		Nissan	5%
Import		Infiniti	1%
		Mazda	1%
		Subaru	1%
		Volkswagen	8%
	49%	Stellantis	37%
Domestic		Ford	2%
		GM	10%
	17%	Mercedes	5%
Luxury		BMW/MINI	10%
		Audi	2%
Non-OEM ²	9%	Other	9%

¹ TTM as of September 30, 2021

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

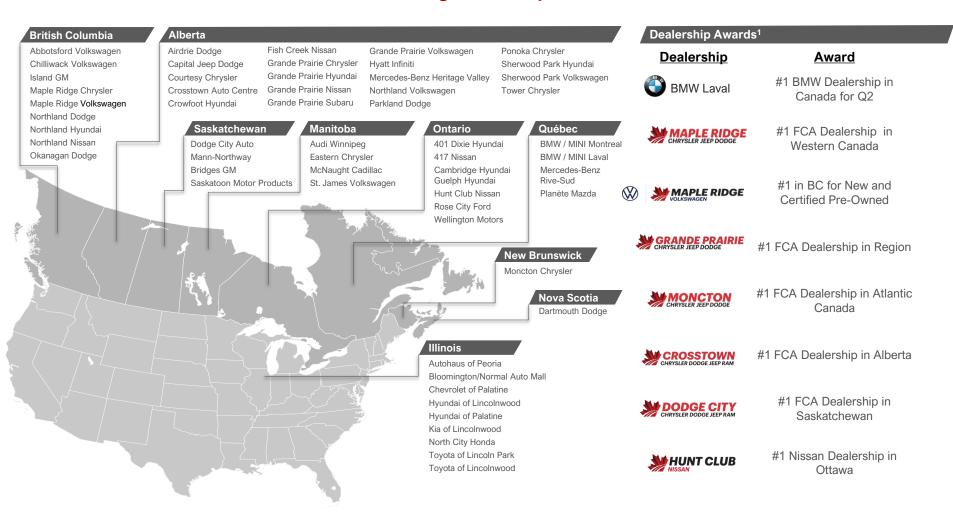


Dealership Locations and Brands

Resilient Business Model



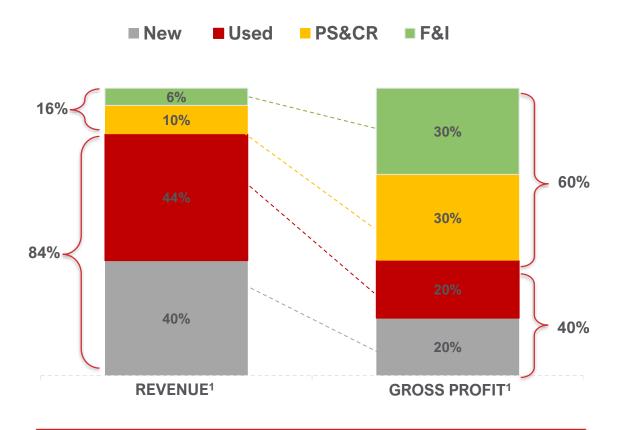
AutoCanada Owns Some of the Best Performing Dealerships in Canada



Profitable Product Mix & Diverse Earnings Streams Provide Stability

Resilient Business Model





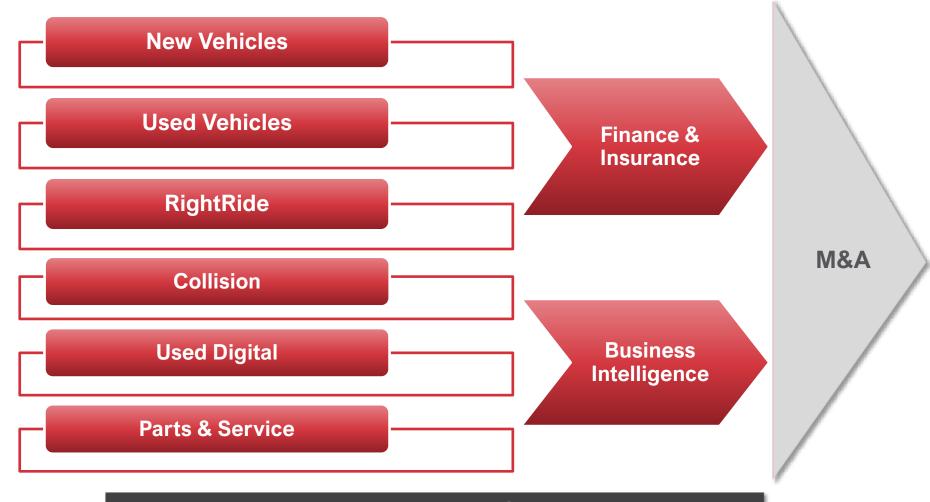
Go Forward initiatives focused on higher margin segments

16% of our revenue drives 60% of gross profit

Growth Levers

Strategic growth initiatives driving industry-leading performance





Multiple value creation levers to drive AutoCanada's value well beyond where we are today

Drive Growth Through Optimization of Finance & Insurance

Significant Organic Growth Opportunities



- Dedicated F&I team with in-house training team to educate dealership network on standardized product portfolio and sales process
- Eleven consecutive quarters of year-over-year growth in Same Store F&I Gross Profit / Retail Unit
- Sustainable success of division a result of leveraging industry-leading data analytics paired with in-house national training and development focused on maximizing opportunity

F&I

Focus on products per deal and gross profit metrics

Same Store F&I Gross Profit (\$M)

555.9

46.3

30.9

Q4

Q1

Q2

Q3

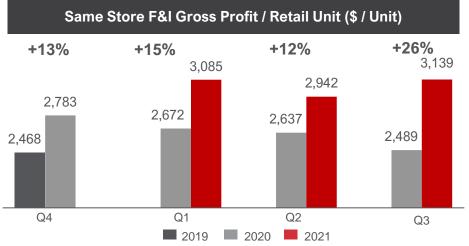
2019

2020

2021







OPPORTUNITY:

Gross Margins

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



Service Bay Occupancy & Business Development Centre (BDC)

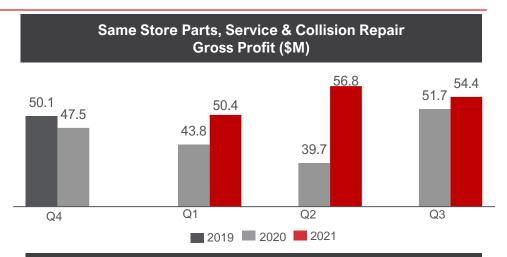
Significant Organic Growth Opportunities

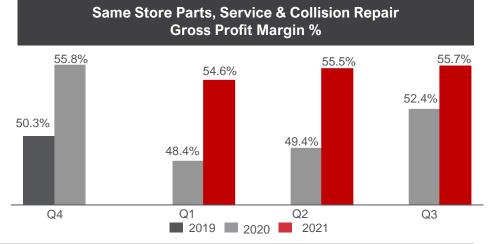


 BDC is a call centre dedicated to handle all service work appointment bookings across our Canadian dealerships

PS&CR
Gross Margins
~55%

- Performance in 2020 impacted by COVID-19 with less kilometres driven
- In 2021, we are starting to see improvements as kilometres driven have begun to increase in the summer months





OPPORTUNITY:

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



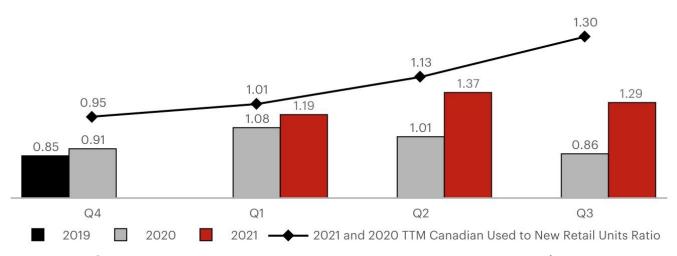
Project 50 – Increasing Used Vehicles Sales

Significant Organic Growth Opportunities



- Additive to new vehicles to grow total unit sales
- Drives incremental revenues in high margin business segments (F&I and PS&CR)
- Counter-cyclical and protects against recessionary environments
- Have sold an average of 59 used vehicles a month per dealership, compared to
 45 in the prior year on a TTM basis (Canada)

Used to New Retail Units Ratio (Quarterly on a Same Store basis and TTM on a Canadian basis)



Canadian market used to new retail unit ratio was 0.6 in 2020¹

OPPORTUNITY:

Drive significant upside potential in the used vehicle business



RightRide – Fueling Organic Growth

Significant Organic Growth Opportunities



- No credit risk retained by AutoCanada
- Ability to offer attractive financing products to credit-challenged customers
- Geared to today's economy as well as in a declining economy Extension of Project 50
- Digital sales and marketing strategy enables customers to apply for credit online and purchase a vehicle from anywhere in Canada
- Completely digital and virtual experience supported by remote vehicle delivery nationwide
- Currently have 7 locations (Q3) with visibility to 35 stand alone locations over the next 3 to 5 years.





OPPORTUNITY:

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

Collision Centre Expansion

Significant Organic Growth Opportunities



- Currently operating 18 locations, predominantly within dealerships
- Collision centre operations add to stability of revenues, significant growth opportunity in a \$6B market¹
- Initiatives include:
 - Consolidation of existing centres under single dedicated leadership team
 - Alignment with OEM partners to provide OEM-certified repair services
 - Utilization of management system and implementation of best practices









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



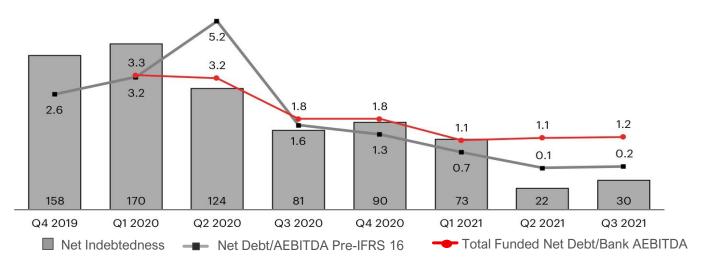
Generated \$119M of Free Cash Flow TTM Q3 2021

Improved Net Debt Leverage to 0.2x from 1.6x



PROVEN ABILITY TO REDUCE LEVERAGE (\$M)

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



NET DEBT LEVERAGE Q3 2021 (\$M)

Floorplan	569.9
Long Term Debt	250.7
Cash on Hand	(220.9)
Net Debt Plus Floorplan	599.7
Less: Floorplan	569.9
Net Debt	29.8
Adjusted EBITDA ¹ (TTM)	183.7
Net Debt Leverage	0.2x
¹ Pre-IFRS 16	

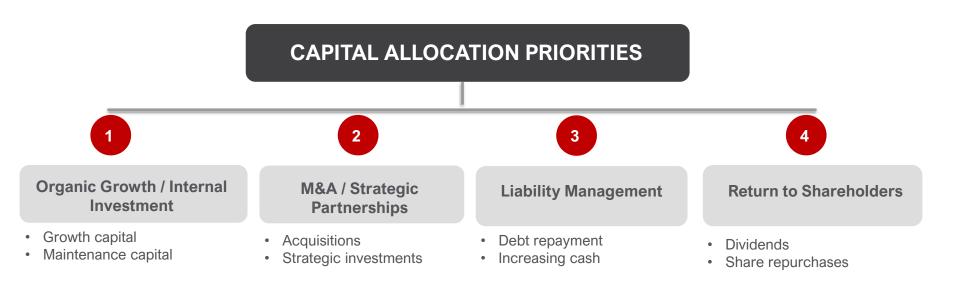


Capital Allocation Strategy

Strong Stewards of Capital



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



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



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

- Advance and actively assess strategic acquisition opportunities and develop a robust acquisition pipeline
- Employ a disciplined hurdle-return framework to price transactions
- Established a substantial acquisition pipeline with currently \$400 million in annual revenue under letters of intent ("LOI's") and purchase agreements.
 - LOI's, subject to due diligence, represent \$100 million in annual revenue.
 - Signed purchase agreements for dealerships located in Ontario, subject to OEM approvals and other standard closing conditions, represent over \$300 million in annual revenue
- Consistent with our previously stated intentions and strategy, these deals will add diversity by geography and OEM brands
 - Majority of pipeline is represented by franchise dealerships located in Ontario, Canada
 - Pipeline includes a mix of OEM brands that we currently operate and brands that we do not yet have



Acquisitions to Date

Executing on Robust Pipeline of Opportunities



Date	Company	Location	Туре	Description
Oct. 2020	Auto Bugatti Inc.	Montreal, QC	Collision	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.	Luxury dealership with franchise rights for Porsche, Audi, Mercedes-Benz, and Volkswagen
Dec. 2020	Haldimand Motors	Cayuga, ON	Used Digital	First Used only dealership under newly formed Used Digital Retail Division
Apr. 2021	PG Klassic Autobody	Prince George, BC	Collision	Collision centre strategically located close to three of AutoCanada's dealerships
Aug. 2021	Mark Wilson's Better Used Cars	Guelph, ON	Used Digital	Advances AutoCanada's strategic objective of developing a Used Digital Retail Division
Sept. 2021	Autolux	Montreal, QC	Collision	A luxury-brand focused collision centre, certified for Mercedes-Benz
Oct. 2021	Airdrie Autobody	Airdrie, AB	Collision	Strategically located collision centre close to seven AutoCanada dealerships
Nov. 2021	Crystal Lake	Crystal Lake, IL	U.S.	First Stellantis dealership in the U.S., adds to AutoCanada's U.S. base

Management Team With Proven Track Record Driving Vision & Strategy

Experienced 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







Michael Rawluk
President of Canadian Operations
Joined June 2018

- · Execution of Go Forward Plan
- Previously Chief Operating Officer at Birchwood Automotive Group, responsible for day-to-day operations and long-term growth of the business







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 Player, 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



Environment, Social & Governance (ESG) Overview

200

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.

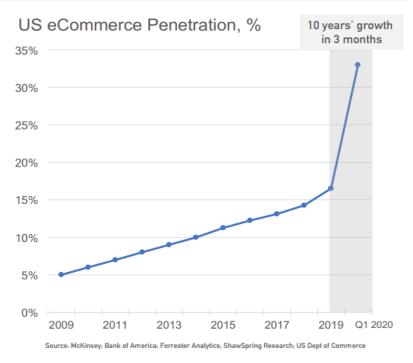




COVID-19 Pandemic Accelerating Consumer Shift to Digital

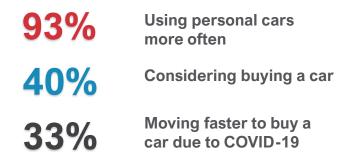


U.S. eCommerce penetration experienced 10 years' growth in 3 months

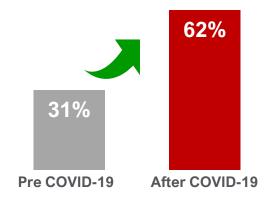


 COVID-19 is driving the transition from offline-toonline at an accelerated rate across all industries – including automotive retail

Increased Focus on Car Ownership and eCommerce¹



Open to Car Buying Online¹



Pandemic Accelerated Trends - Consumers and Peers Increasingly Embracing Digital Vehicle Retail

Crawl, Walk, Run – Disciplined Approach



- First-mover with significant structural advantage scale, AutoCanada leadership and domain expertise
- Attractive market entry with low capital intensity
- Drive meaningful improvement beyond current Used to New ratio
- Attract consumers earlier in car buying lifecycle and serve them across all channels as preferred



In Conclusion – Key Takeaways













- Strong progress on building a 'Complete' Business Model
 - Go Forward Plan initiatives taking hold, driving resiliency to deliver top-decile performance in any economic environment
- Strengthened balance sheet and capital structure supports ample dry powder to take advantage of acquisition opportunities while maintaining financial flexibility
- Moving forward on strategic initiatives:
- Executing on acquisition pipeline
- Expanding Used Digital Platform in Canada
- Establishing stand-alone RightRide locations
- Building out collision and repair shops pipeline

Proven leadership with track record of success



Q3 2021 Results Overview

Record Third Quarter Results - AEBITDA of \$68.3 Million, up 25% on Normalized Basis

- Revenue was highest third quarter revenue reported in Company's history
- Consolidated used to new retail unit ratio improved to 1.49 from 0.82 last year; TTM improved to 1.22 at Q3 2021, moving beyond the targeted annual 1.0 ratio
- Net income for the period was \$38.8 million versus \$36.0 million in 2020
- Adjusted EBITDA of \$68.3 million versus \$61.1 million in the prior year, an increase of 12%; normalizing for non-recurring government assistance of \$6.3 million in the prior year, results ahead of prior year by 25%
- Net indebtedness of \$29.8 million at the end of Q3 2021 compares to \$21.6 million at the end of Q2 2021; net debt leverage on a pre-IFRS 16 basis was 0.2x

TTM AEBITDA of \$183.7 million on a pre-IFRS 16 basis

Q3 2021 Results Continued

Record Setting Third Quarter

(\$M, unless otherwise noted)	Q3 2021	Q3 2020	Change
Consolidated Revenue	1,206.8	1,017.1	19%
Gross Profit %	18.2%	17.6%	+0.6 ppts
Adjusted EBITDA	68.3	61.1	12%
Adjusted EBITDA %	5.7%	6.0%	- 0.3 ppts
Adjusted EBITDA Pre-IFRS 16	57.4	50.2	14%
Adjusted EBITDA Pre-IFRS 16 %	4.8%	4.9%	-0.2 ppts
Normalized Adjusted EBITDA Pre-IFRS 16% ¹	4.8%	4.3%	+0.5 ppts
Same Store Used to New Ratio	1.29	0.86	50%
Net Debt	30	81	-52
Net Debt / TTM Adj. EBITDA	0.2x	1.8x	-1.6x
Free Cash Flow TTM	118.8	178.0	-33%

¹ Normalized for the typically non-recurring Canada Emergency Wage Subsidy ("CEWS") income realized in Q3 2020

Q3 2021 Performance - TTM vs Q3 2019 TTM

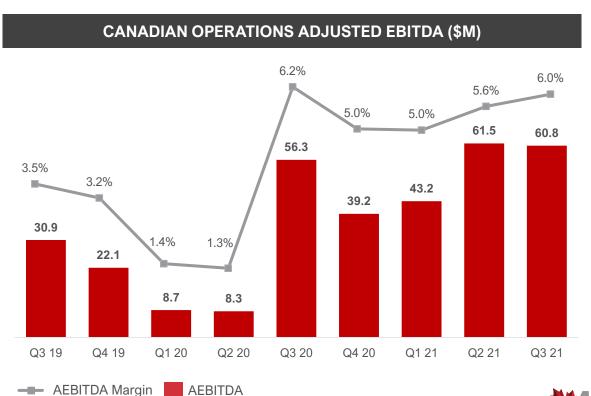
TTM Results Compared to 2019 Highlights Improvement Over Last 3 Years

(\$M, unless otherwise noted)	TTM Q3 2021	TTM Q3 2019	Change
Consolidated Revenue	4,333.8	3,449.8	+884.0
Adjusted EBITDA Pre-IFRS 16	183.7	55.2	+128.5
Adjusted EBITDA Pre-IFRS 16 %	4.2%	1.6%	+2.6 ppts
Operating Expenses as % of Gross Profit	76.5%	91.2%	-14.7 ppts
Used to New Ratio	1.22	0.71	+51.0 ppts
Free Cash Flow	118.8	29.2	89.6
Net Debt	29.8	202.3	(172.5)
Net Debt Leverage	0.2x	3.7x	-3.5x
S&P Rating			
Issuer Credit	В	В	
Senior Unsecured Notes	В	CCC+	

Q3 2021 Results Continued

Canadian Operations Results - Used & F&I Key Drivers

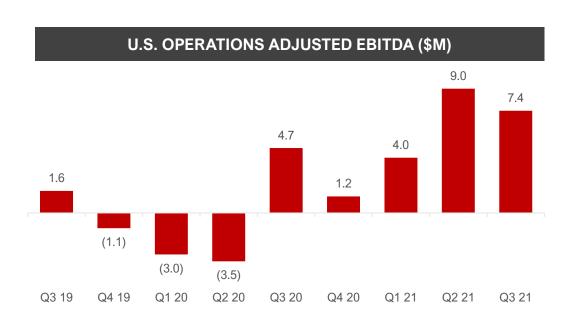
- Total gross profit percentage increased to 18.4% as compared to 17.7% in the prior year
- Used vehicle gross profit increased by 32.2% to \$35.0 million as compared to the prior year
- For the twelfth consecutive quarter of year-over-year growth, same store F&I gross profit per retail unit average increased to \$3,139 up 26.1% or \$650 per unit from prior year



Q3 2021 Results Continued

U.S. Operations Results – Another Breakout Quarter, Exceptional Performance

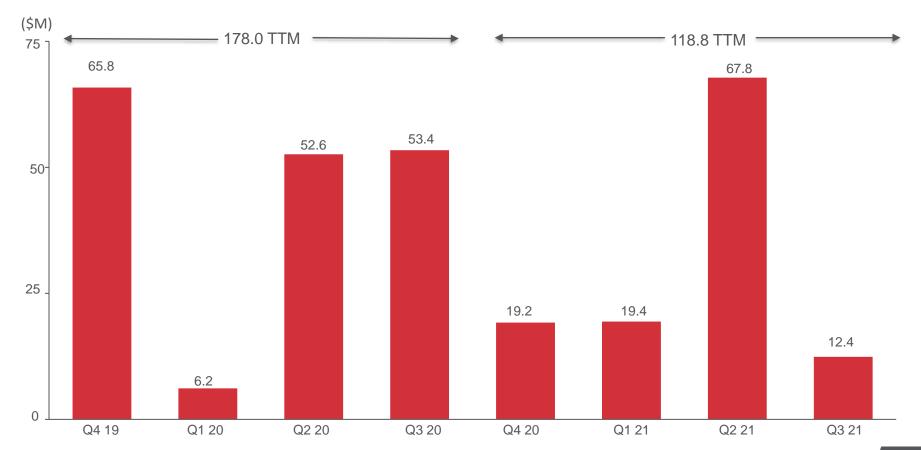
- Strategic decisions executed by new U.S. management team in Q2 2021 flowed into Q3 2021 and positioned the U.S. Operations for another strong quarter
- Total gross profit percentage set a third quarter record of 17.3%
- Retail unit sales increased to 3,822 units, 1,500 units or 64.6%
- Used retail unit sales increased by 1,496 or 177.7%



Free Cash Flow

Strong and Consistent Free Cash Flow Generation Over the Past Nine Quarters

• 2020 impacted by government assistance benefit of \$35.5 million





Supplemental Information

EBITDA and Adjusted EBITDA

\$M	Q3 2021	Q3 2020	Q3 2019
Net (loss) income	39	36	(4)
Addback:			
Income taxes	8	5	4
Depreciation and amortization	11	10	11
Interest charges	10	10	10
EBITDA	68	61	21
Addback:			
Impairment of non-financial assets, net	-	-	-
Financing and risk management settlements	(1)	-	-
Corporate reorganization and transition costs	-	1	-
(Gain)/loss on dealership divestitures and closures	-	-	13
(Gain)/loss on capital property transactions	1	1	(1)
IFRS 16 AEBITDA	68	61	33
Net rental expense adjustment	(11)	(11)	(10)
Pre-IFRS 16 AEBITDA	57	50	23

