



AUTOCANADA

INVESTOR PRESENTATION

Q4 2022

MARCH 2023



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, income statement impacts and adjusted EBITDA on a pre-IFRS 16 basis, pro forma adjusted EBITDA, pro forma normalized adjusted EBITDA, pro forma net income, 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 December 31, 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 Canadian 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

64

Franchises in Canada

18

Franchises in Illinois, U.S.

28

Automotive Brands

989K

Service & collision repair orders²

36K

New retail vehicles² sold

64K

Used retail vehicles² sold
+31% YoY

\$6.0B

Revenue

\$265M

Adjusted EBITDA³

¹ As at December 31, 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

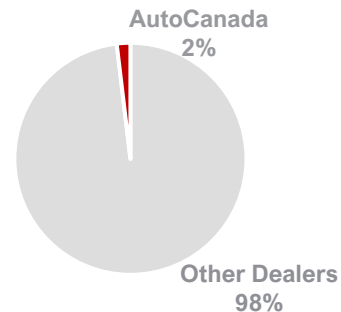
Attractive Canadian Market

3,334 Dealerships in Canada



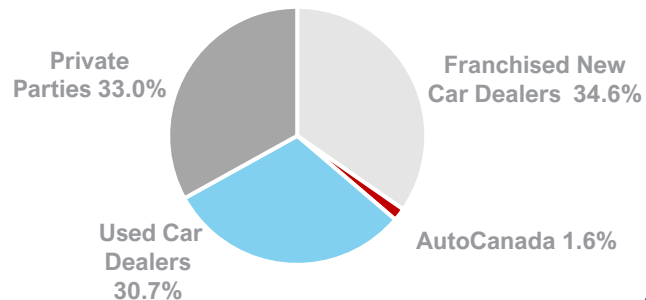
**\$244 BILLION +
MARKET**

NEW VEHICLE MARKET



1.6 Million New Vehicles
3.1 Million Used Vehicles

USED VEHICLE MARKET SHARE

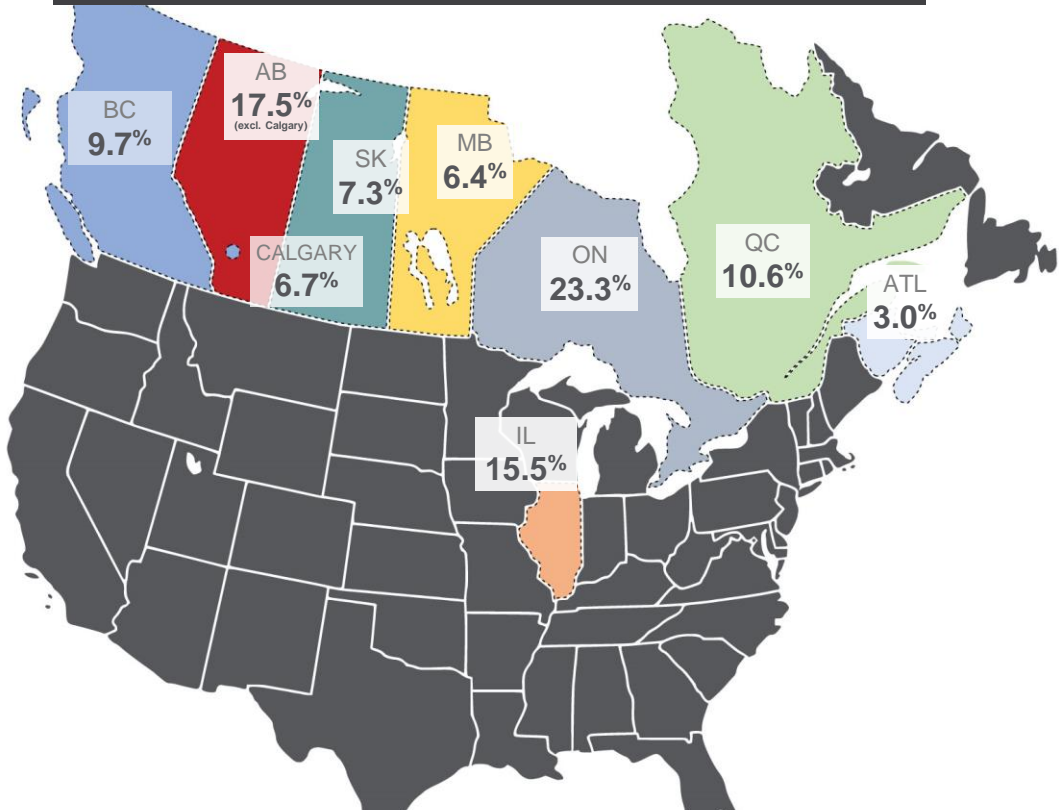


Revenue Diversity Across Brands and Geographies

Resilient Business Model



% of AutoCanada Revenue by Region ¹



AUTOCANADA CANADIAN NEW VEHICLE MIX¹

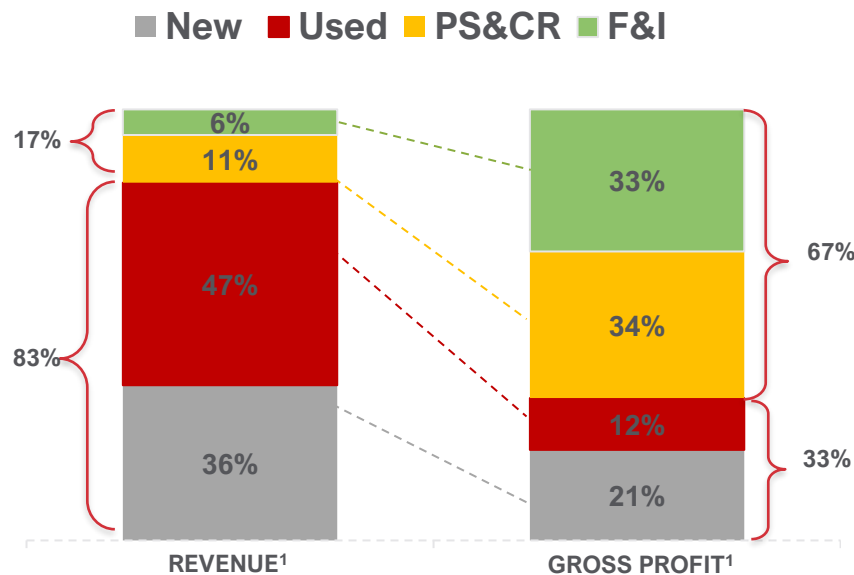
Segment	Segment %	Brand	Brand Revenue %
Import	31%	Acura	1%
		Honda	4%
		Hyundai	9%
		Infiniti	1%
		Kia	2%
		Mazda	1%
		Nissan	5%
		Subaru	1%
Domestic	41%	Volkswagen	7%
		Ford	3%
		GM	9%
		Stellantis	29%
Luxury	16%	Audi	2%
		BMW/MINI	9%
		Mercedes	4%
		Porsche	1%
Non-OEM ²	12%	Other	12%

¹ Three months ended December 31, 2022

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

Profitable Product Mix & Diverse Earnings Streams Provide Stability

Resilient Business Model



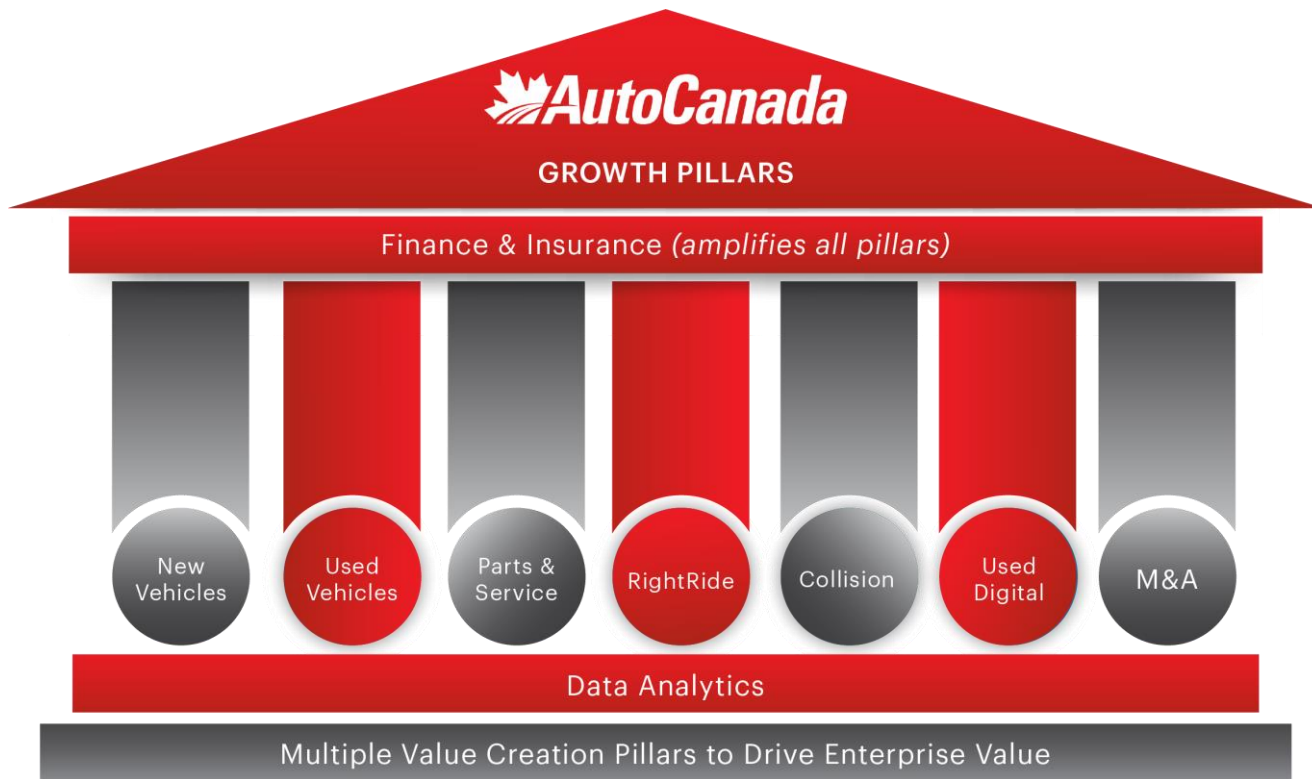
F&I, PS&CR initiatives focused on higher margin segments

17% of our revenue drives 67% of gross profit

¹ As at year-end December 31, 2022

Growth Pillars

Strategic Growth Initiatives Driving Industry-Leading Performance



Drive Growth Through Optimization of Finance & Insurance

Significant Organic Growth Opportunities

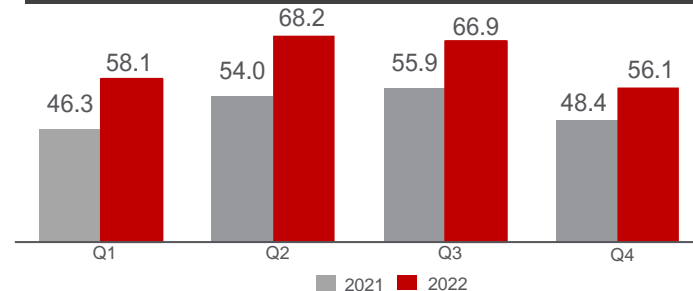


- Dedicated and focused F&I team leading efforts across all dealerships
- F&I amplifies gross margin contributions from New and Used Vehicle sales
- Growth over the last 3 years has been methodical, intentional – consistent growth across all provinces and brands
- Leveraging Data, In House Training, 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

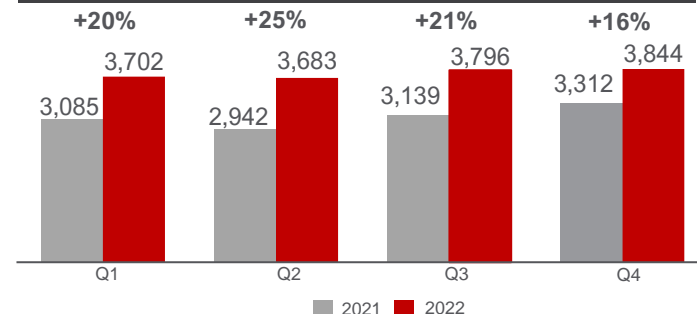
F&I
Gross Margins²
+94%



Same Store¹ F&I Gross Profit (\$M)



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



OPPORTUNITY:

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

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

² As at year end December 31, 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 over last 12 months reflecting increase in kilometres driven, service bay occupancy

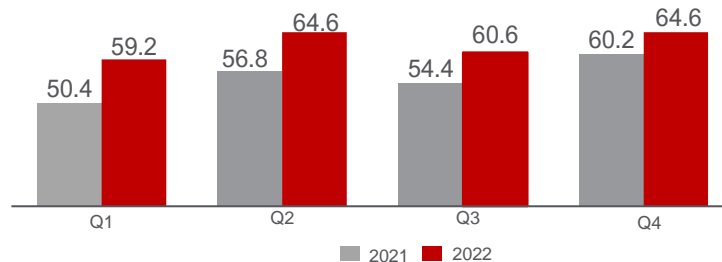
OPPORTUNITY:

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

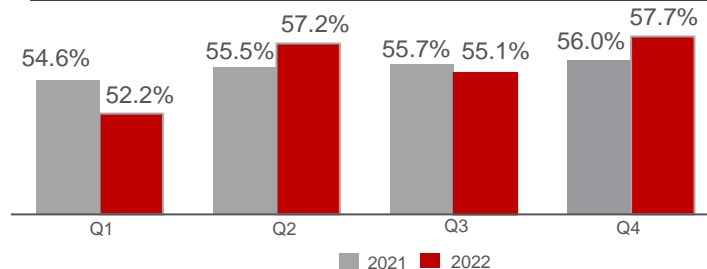
¹ See “NON-GAAP AND OTHER FINANCIAL MEASURES” for further information regarding these supplementary financial measures

² As at year end December 31, 2022

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



Same Store Parts, Service & Collision Repair
Gross Profit Percentage¹

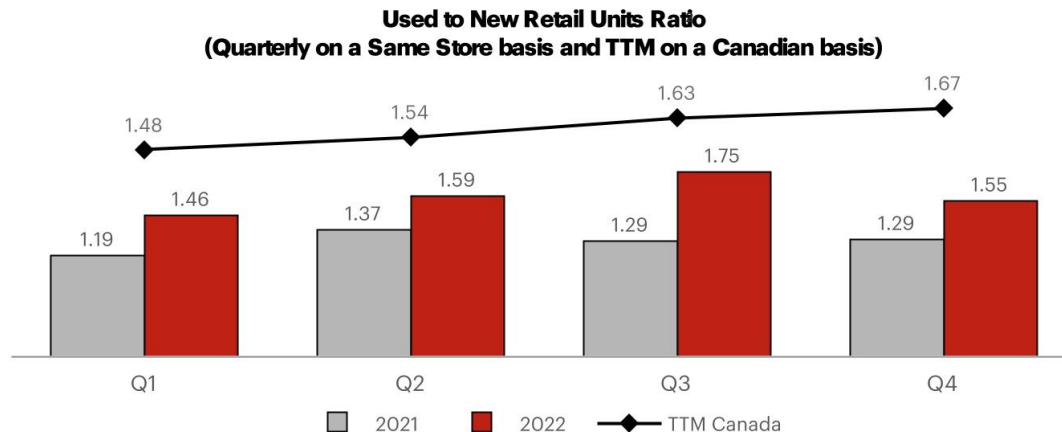


Increasing Used Vehicles Sales

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 63 used retail unit sales per dealership per month², compared to 52 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 0.7 in 2021¹

OPPORTUNITY:

Drive significant upside potential with F&I, PS&CR on increased volume of Used Vehicles

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 to grow from 11 stand alone locations at end of 2022 to mid term objective of 35 locations
 - 5 additional locations in progress (under contract due to rezoning and/or renovation) expected to be operational in 2023
- 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 and Inorganic 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 25 locations and 75 location target over the next 5 years
- Synergies 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

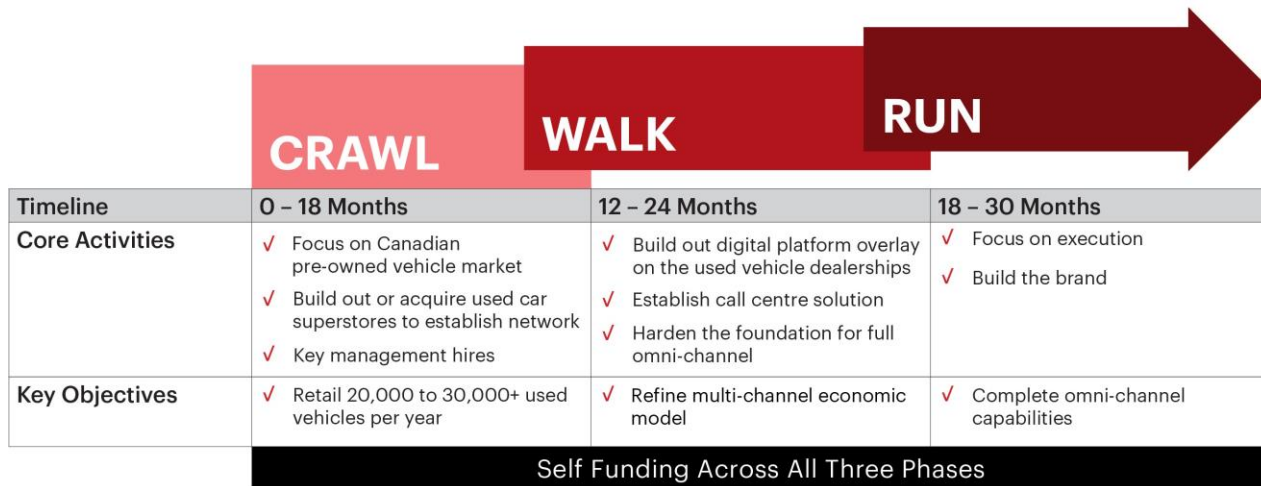
¹ Source: IBISWorld

Used Digital

Supporting Omnichannel Offering with RightRide Footprint



- 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



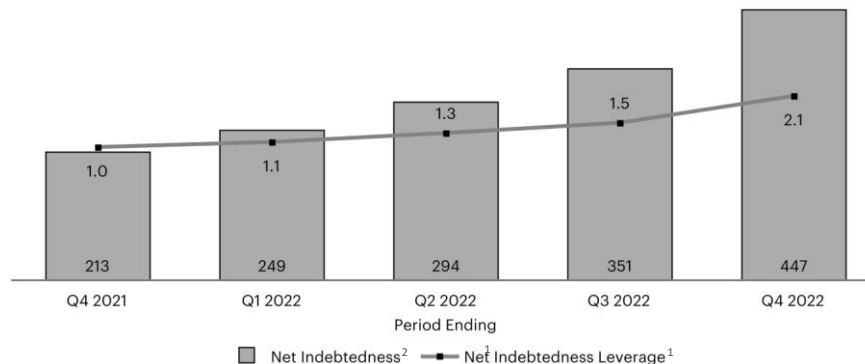
Generated \$137M of Free Cash Flow¹ in 2022

Net Indebtedness Leverage¹ of 2.1x



DISCIPLINED MANAGEMENT OF LEVERAGE

Net Indebtedness (\$ Millions) and Net Indebtedness Leverage



NET INDEBTEDNESS LEVERAGE¹ Q4 2022 (\$M)

Floorplan	992.3
Long Term Debt	555.1
Cash on Hand	(108.3)
Net Indebtedness Plus Floorplan	1,439.1
Less: Floorplan	992.3
Net Indebtedness ²	446.8
Adjusted EBITDA on a pre-IFRS 16 basis ¹ (TTM)	210.8
Net Indebtedness Leverage ¹	2.1x

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

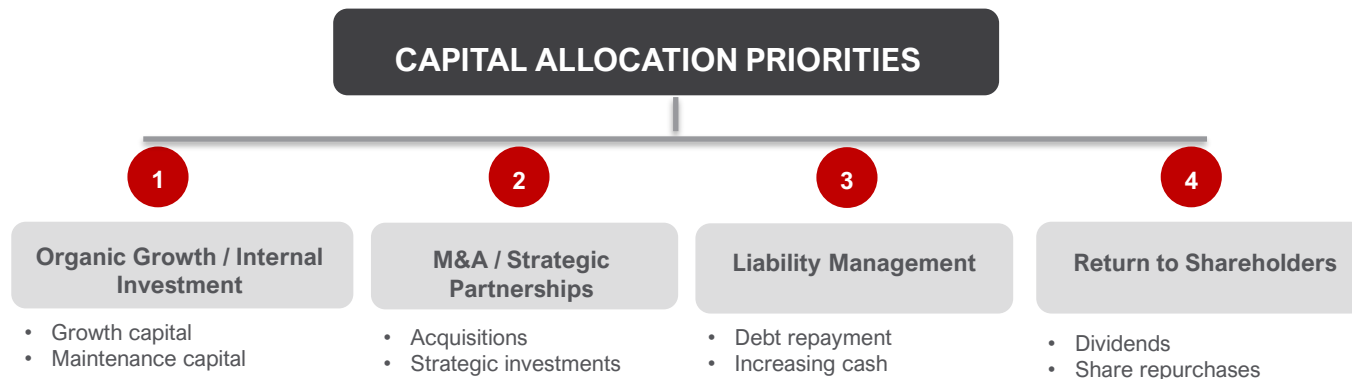
² See "NON-GAAP AND OTHER FINANCIAL MEASURES" for further information regarding this capital management measure

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 1.73 million shares for an aggregate purchase price of \$56.6 million.
- On August 15, 2022, completed SIB and purchased and cancelled 1.16 million shares at purchase price of \$28.00 per share, representing an aggregate purchase price \$32.5 million.
- On December 16, 2022, completed SIB, purchasing and cancelling 1.85 million shares for an aggregate purchase price of \$50 million, which represents approximately 7% of the total issued and outstanding shares before giving effect to the SIB.

For the year ended December 31, 2022, total of 4.7 million common shares were purchased and cancelled for total consideration of \$139 million, representing approximately 17% of our shares outstanding at the start of 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	• Collision centre specializing in luxury vehicles
Oct. 2020	Autohaus of Peoria	Peoria, IL	U.S.	• Luxury dealership with franchise rights for Porsche, Audi, Mercedes-Benz, VW
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 strategic objective of developing a Used Digital Retail Division
Sept. 2021	Autolux MB Collision	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 Chrysler Dodge Jeep Ram	Crystal Lake, IL	U.S.	• First Stellantis dealership in the U.S., adds to U.S. base
Dec. 2021	Autopoint Group	Ontario	Dealerships	• Adds 11 dealerships, more than doubles Ontario footprint, adds three new brands
May 2022	Audi Windsor and Porsche of London	Ontario	Dealerships	• Adds 2 dealerships, geographic diversification and adds Porsche to Canada
Jun. 2022	Burwell Auto Body	London, ON	Collision	• Expands collision centre capacity and leverages existing dealerships in Ontario
Aug. 2022	Kelleher Ford	Brandon, MB	Dealership & Collision	• Expands presence in Western Manitoba, an attractive truck market
Aug. 2022	Velocity Autobody	Markham, ON	Collision	• Tesla certified, continues strategy to expand national collision centre footprint
Sept. 2022	Auto Gallery of Winnipeg	Winnipeg, MB	Used Digital	• Expands Used Digital Retail Division, provides geographic diversification
Oct. 2022	North Toronto Auction	Innisfil, ON	Used Digital	• Supports Used Digital Retail Division through sourcing of vehicles
Oct. 2022	Kavia Auto Body	Saskatoon, SK	Collision	• Strategically located close to two of AutoCanada's dealerships
Nov. 2022	Excellence Auto Collision	Scarborough, ON	Collision	• Includes two luxury collision centres, expands Tesla certified locations to three
Dec. 2022	Sterling Honda	Hamilton, ON	Dealership	• Expands footprint in attractive Hamilton market and adds brand diversity
Feb. 2023	DCCHail	Calgary, AB	Collision	• National presence, specializing in insurance claim management & hail damage repair

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



Azim Lalani

Chief Financial Officer
Joined March 2023

- Focus on strategic and tactical priorities of AutoCanada, including strengthening the balance sheet and improving financial flexibility
- Over 25 years of financial experience with senior management roles in several public and private real estate and operating companies with responsibility for financial reporting, treasury, corporate finance, taxation, investor relations & risk management.
- Previously serving as Senior Vice President of a real estate and development company and Chief Financial Officer at American Hotel Income Properties REIT, LP

25+

Years of Experience



AMERICAN HOTEL
INCOME PROPERTIES



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

AutoNation



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

AutoNation



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

HG TheHumberviewGroup
AUTOMOTIVE SPECIALISTS

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

- 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. .
- 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.
- 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.
- **14% 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
 - Able to deliver top decile performance in any economic environment
- **Strengthened balance sheet, strong cash flow and capital structure allows company to pursue acquisition opportunities and/or return of capital to shareholders as appropriate**
- **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**

Q4 2022 RESULTS



Q4 2022 Results Overview

Record Fourth Quarter Revenue

- Revenue was highest fourth quarter revenue reported in Company's history
- Consolidated used to new retail unit ratio² improved to 1.78 from 1.45 last year; TTM improved to 1.76 at Q4 2022 compared to 1.36 at Q4 2021
- Net income for the period was \$14.8 million versus \$69.4 million in the prior year
- Adjusted EBITDA¹ of \$50.7 million as compared to prior year Adjusted EBITDA¹ of \$65.9 million, including an incremental used vehicle writedown provision of \$(12.4) million and an increase in floorplan financing costs of \$(13.3) million
 - EBITDA Margin¹ was 3.6%, a decrease of 1.9 percentage points as compared to prior year Adjusted EBITDA margin¹ of 5.5%
- Net Indebtedness³ of \$446.8 million at the end of Q4 2022 compares to \$212.7 million at the end of Q3 2022; Net Indebtedness Leverage Ratio¹ on a pre-IFRS 16 basis was 2.1x

2022 Adjusted EBITDA¹ of \$264.8 million

2022 Pro Forma Adjusted EBITDA¹ of \$274.7 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

Q4 2022 Results Continued

Strong Fourth Quarter Results

<i>(\$M, unless otherwise noted)</i>	Q4 2022	Q4 2021	Change
Consolidated Revenue	1,388.2	1,195.8	16%
Gross Profit % ¹	17.5%	19.1%	-1.6 pts
Adjusted EBITDA ²	50.7	65.9	-23%
Adjusted EBITDA ² %	3.6%	5.5%	-1.9 pts
Adjusted EBITDA on a pre-IFRS 16 basis ²	36.4	53.5	-32%
Adjusted EBITDA Pre-IFRS 16 ² %	2.6%	4.5%	-1.9 pts
Same Store Used to New Ratio ¹	1.55	1.29	26%
Net Indebtedness ³	446.8	29.8	+417
Net Indebtedness Leverage Ratio ²	2.1x	0.2x	+1.9x
Free Cash Flow ² TTM	136.7	107.2	28%

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

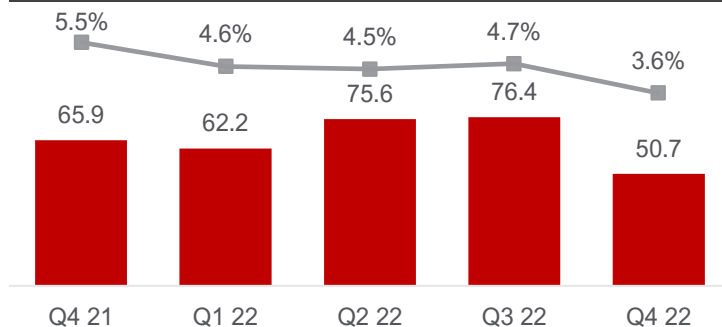
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Q4 2022 Results Continued

Operations Results - Used & F&I Key Drivers

CONSOLIDATED ADJUSTED EBITDA¹ (\$M)

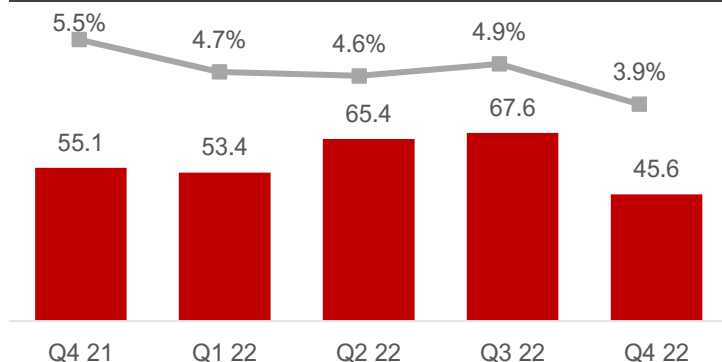


2022 Consolidated Adjusted EBITDA¹ \$264.8 million

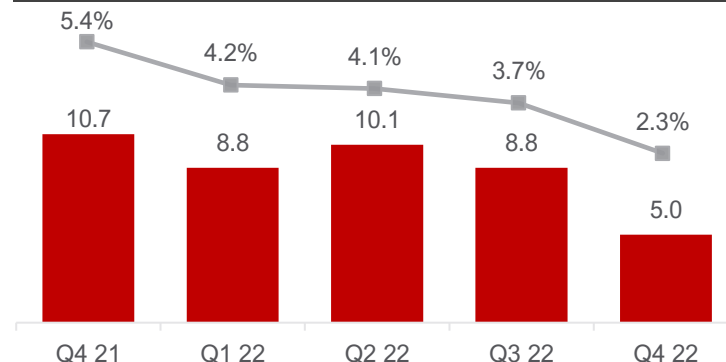
2022 Canadian Operations Adjusted EBITDA¹ \$232.0 million

2022 U.S. Operations Adjusted EBITDA¹ \$32.8 million

CANADIAN OPERATIONS ADJUSTED EBITDA¹ (\$M)



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



— AEBITDA Margin¹ ■ Adjusted EBITDA¹

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

APPENDIX

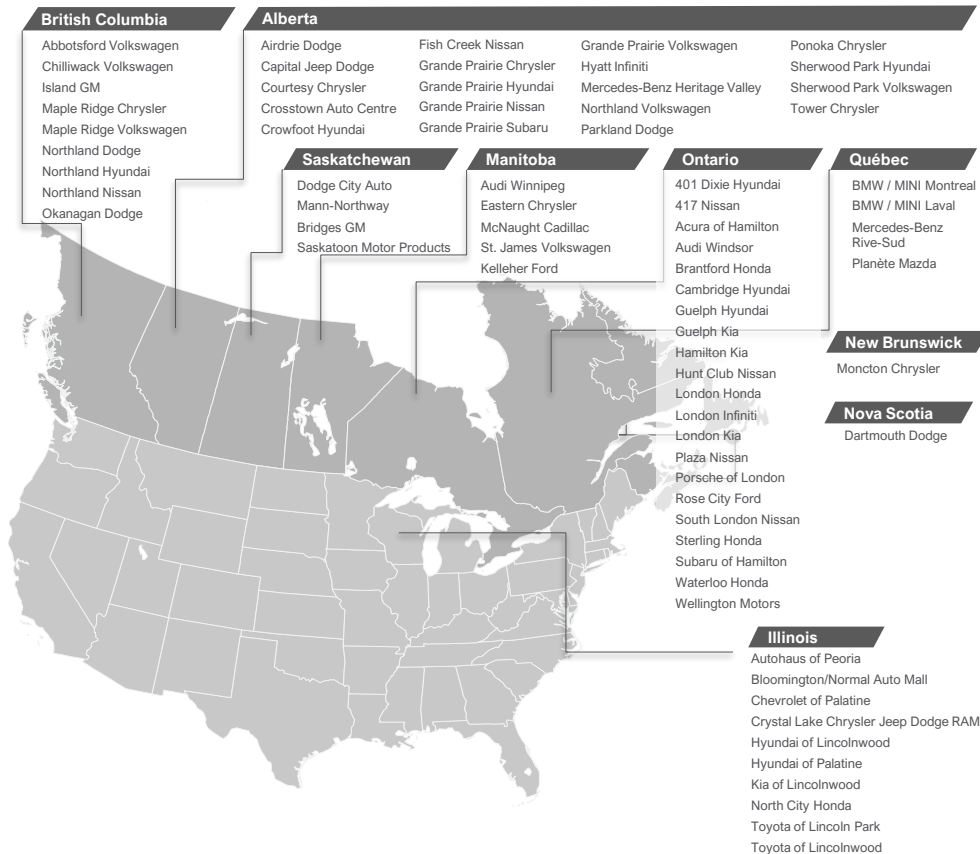


Dealership Locations and Brands

Resilient Business Model



AutoCanada Owns Some of the Best Performing Dealerships in Canada



Dealership Awards¹

Award	Dealership
 Audi President's Award #1 Team Audi	Audi Winnipeg
 FCA #1 Market Leader Award	Moncton Chrysler Jeep Dodge RAM Crosstown Chrysler Jeep Dodge RAM Maple Ridge Chrysler Jeep Dodge RAM
 General Motors President's Club	Bridges Chevrolet Buick GMC Island Chevrolet Buick GMC Mann-Northway Chevrolet Buick GMC McNaught Cadillac Buick GMC
 Ford President's Diamond Club Award	Rose City Ford
 Hyundai President's Award of Merit	Guelph Hyundai
 Nissan Award of Excellence	Hunt Club Nissan Fish Creek Nissan
 Volkswagen Canada Wolfsburg Crest Club Winners	Abbotsford Volkswagen Grande Prairie Volkswagen St. James Volkswagen Sherwood Park Volkswagen



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