TSX: **ACQ**

Investor Presentation

August 2025

FORWARD-LOOKING STATEMENTS

Certain statements contained in this investor presentation are forward-looking statements and information (collectively "forward-looking statements"), within the meaning of the applicable Canadian securities legislation. We hereby provide cautionary statements identifying important factors that could cause actual results to differ materially from those projected in these forward-looking statements. Any statements that express, or involve discussions as to, expectations, beliefs, plans, objectives, assumptions, or future events or performance (often, but not always, through the use of words or phrases such as "will likely result", "are expected to", "will continue", "is anticipated", "projection", "vision", "goals", "objective", "target", "schedules", "outlook", "anticipate", "expect", "estimate", "could", "should", "plan", "seek", "may", "intend", "likely", "will", "believe", "shall" and similar expressions) and the financial outlook are all not historical facts and are forward-looking and may involve estimates and assumptions and are subject to risks, uncertainties and other factors some of which are beyond our control and difficult to predict.

Forward-looking statements and financial outlook in this investor presentation include: AutoCanada Inc.'s ("AutoCanada" or the "Company") future financial position, the Company's future leverage position, expected run-rate operational expense savings from the implementation of the ACX Operating Method, the expected aggregate proceeds from the U.S. dealership divestitures, the completion and the anticipated timing of completion of the U.S. dealership disposition transactions, engagement in selling the remaining dealerships of the U.S. Operations segment, and the impact of the U.S. dealership divestitures on the Company's leverage ratio.

Forward-looking statements and financial outlook provide information about management's expectations and plans for the future and may not be appropriate for other purposes. Forward looking statements and financial outlook are based on various assumptions, and expectations that AutoCanada believes are reasonable in the circumstances. No assurance can be given that these assumptions and expectations will prove correct. Those assumptions and expectations are based on information currently available to AutoCanada, including information obtained from third-party consultants and other third-party sources, and the historic performance of AutoCanada's businesses. AutoCanada cautions that the assumptions used to prepare such forward-looking statements and financial outlook, including AutoCanada's expected run-rate operational expense savings through the transformation plan, could prove to be incorrect or inaccurate.

In preparing the forward-looking statements and financial outlook, AutoCanada considered numerous economic, market and operational assumptions, including key assumptions listed under Section 3 Market and Financial Outlook of the Company's Management's Discussion & Analysis ("MD&A") for the three-month and six-month periods ended June 30, 2025.

The forward-looking statements and financial outlook are also subject to the risks and uncertainties set forth below. By their very nature, forward-looking statements and financial outlook involve numerous assumptions, risks and uncertainties, both general and specific. Should one or more of these risks and uncertainties materialize or should underlying assumptions prove incorrect, as many important factors are beyond our control, AutoCanada's actual performance and financial results may vary materially from those estimates and expectations contemplated, expressed or implied in the forward-looking statements. These risks and uncertainties include risks relating to failure to realize expected cost-savings, cost overruns in one-time restructuring expenses, compliance with laws and regulations, reduced customer demand, operational risks, force majeure, labour relations matters, and our ability to access external sources of debt and equity capital. The successful execution of our U.S. divestiture strategy is subject to the willingness of buyers, satisfaction of customary closing conditions, and securing all necessary OEM approvals, which may be difficult to obtain and could lead to delays or the termination of a transaction. Additional risks are identified in (i) the MD&A under Section 12 Risk Factors and (ii) AutoCanada's most recent Annual Information Form (the "AIF"). The preceding list of assumptions, risks and uncertainties is not exhaustive.

Accordingly, these factors could cause actual results or outcomes to differ materially from those expressed in the forward-looking statements and financial outlook. Therefore, any such forward-looking statements and financial outlook are qualified in their entirety by reference to the factors discussed throughout this document.

Details of the Company's material forward-looking statements and financial outlook are included in the Company's most recent AIF. The AIF and other documents filed with securities regulatory authorities (accessible through the SEDAR+ website www.sedarplus.ca) describe the risks, material assumptions, and other factors that could influence actual results and which are incorporated herein by reference.

When relying on our forward-looking statements and financial outlook to make decisions with respect to AutoCanada, investors and others should carefully consider the preceding factors, other uncertainties and potential events. Any forward-looking statements and financial outlook are provided as of the date of this document and, except as required by law, AutoCanada does not undertake to update or revise such statements to reflect new information, subsequent or otherwise. For the reasons set forth above, investors should not place undue reliance on forward-looking statements or financial outlook.

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, and free cash flow 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.

Section 13. NON-GAAP AND OTHER FINANCIAL MEASURES and section 14. NON-GAAP AND OTHER FINANCIAL MEASURE RECONCILIATIONS of the Company's Management's Discussion & Analysis for the Company's MD&A is for the three-month period ended June 30, 2025, is hereby incorporated by reference for further information regarding the composition and reconciliation of these measures (accessible through the SEDAR website at www.sedarplus.ca).

A leader in Canadian automotive retail

New & Used Light Vehicle

64 new light vehicle OEM franchises selling **23 automotive brands** with complementary used retail operations in franchises.

Collision Repair

Network of **30 collision shops** utilizing the latest technology, OEM parts and procedures.

Parts & Service

Over 1,378 service bays offering repair, maintenance and warranty work to OEM standards.

Finance & Insurance

Seller of third-party finance, insurance, and extended warranty products.

All figures are Continuing Operations for the trailing three-months (TTM) period ending June 30, 2025

Creating Canada's premier dealership and collision platform

Roadmap

Optimize Costs & Efficiency

Targeting **$115[2] million in annual run-rate operating efficiencies** and cost savings by the end of 2025.

Refine Core Operations

Ongoing strategic review of non-core and underperforming assets to **focus resources on Canadian dealership and collision operations.**

Strengthen Financial Position

Reduce leverage to 2–3x Net Funded Debt/Adjusted Bank EBITDA[1,3] through **divestitures, margin expansion, and debt reduction.**

1. See Section 6. Liquidity and Capital Resources of the MD&A for details on this financial covenant. This outlook on leverage reflects the expected impact of portfolio optimization and is contingent on completing U.S. divestitures. The successful execution of our U.S. divestiture strategy is subject to the willingness of buyers, satisfaction of customary closing conditions, and securing all necessary OEM approvals, which may be difficult to obtain and could lead to delays or the termination of a transaction.
2. $115 Million Operational Transformation Plan annual run-rate operating efficiencies uses trailing-twelve-month "TTM" Q2 2024 operating expenses excluding depreciation, amortization, and one-time items as the baseline.
3. Measured using Adjusted Bank EBITDA from Continuing Operations.

Driving growth through acquisition and operational efficiencies

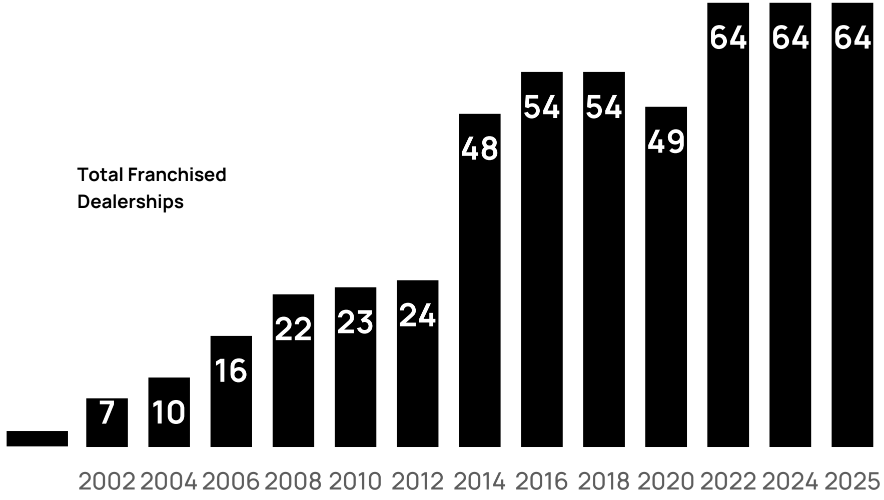
+20 Years and Still Growing

64
OEM Franchise Dealers in 2025

30
Collision Centres

34,598
New Vehicles Sold[1]

45,158
Used Vehicles Sold[1]



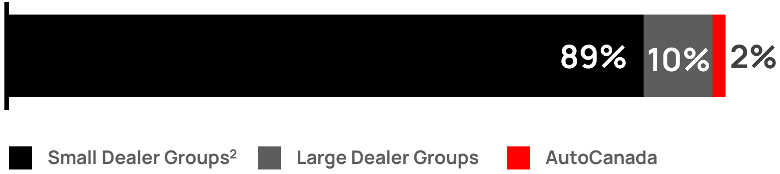
1. Continuing operations for the trailing twelve months ("TTM") ended June 30, 2025. See page 2 for further information regarding Non-GAAP Measures and supplementary financial measures.

Canada drives a quarter-trillion dollar auto industry

Total Addressable Market

Canadian OEM Franchise Market

(3,700 Total Stores)

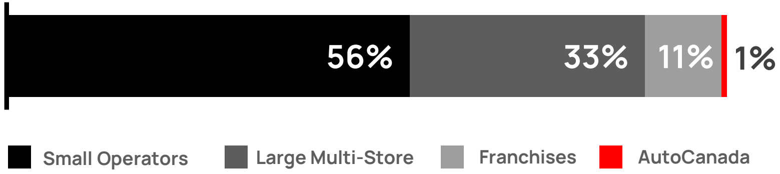


Canadian Automotive Market Share[1]

(Revenue in C$ billions)

Canadian Collision Repair Market

(4,150 Total Shops)



1. AutoCanada percentage of market share based on 12-trailing months as at June 30 ,2025.
2. Large dealer groups defined as more than 20 locations..

Source: Statistics Canada 2023, Romans Group 2022, Jobber Nation, Company disclosure.

2025 is a transformational year at AutoCanada

A transformation plan targeting **$115 million in annual cost savings** is well underway with $80 million already realized and decisive actions advancing following a strategic review that **prioritized the core business.**

$115 Million Operational Transformation Plan[1]

In 2024, AutoCanada engaged Bain & Company to implement the **ACX Operating Method $100M cost savings plan.**

Strong early execution led to an **increased savings target of $115M** by year-end 2025 driven by:

- Optimized operating cost structure
- Centralized admin functions
- Improved return on assets

Strategic Review Conclusion To Prioritize The Core

AutoCanada conducted a strategic review which **concluded the** following **strategic priorities**:

- Exit unprofitable US operations
- Focus on core Canadian dealership & collision network
- Ensure all continuing operations meet profitability thresholds
- Optimize footprint and brand mix in Canada

1. $115 Million Operational Transformation Plan annual run-rate operating efficiencies uses TTM Q2 2024 operating expenses excluding depreciation, amortization, and one-time items as the baseline.

The financial outlook on slides 7-9 is provided to help assess AutoCanada's transformation plan but may not suit other purposes. Expected operational expense savings assume staffing optimization, improved efficiencies, and consolidation will reduce costs. Key risks include execution success, controlled restructuring costs, economic stability, and external factors. For further assumptions, see "Forward-Looking Statements".

All dollar figures in CAD

ACX Operating Method

Targeting $115M in annual run rate savings by the end of 2025 through optimization of four core categories.

The Company has achieved a total of $80M in run-rate annualized savings, including $23M added during Q2 2025.

Store Archetype $70M[1]

Standardizing dealership operations to improve efficiency and customer experience.

Expense Management $27.5M[1]

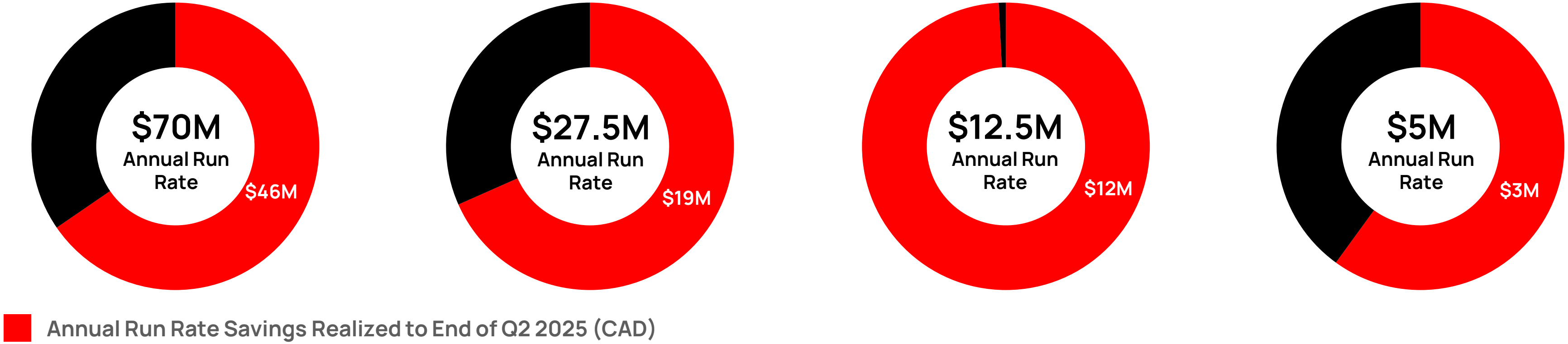
Enhancing cost controls and ensuring financial discipline across all operations.

Inventory Management $12.5M[1]

Implementing improved inventory allocation strategies to optimize turnover and reduce holding costs.

Centralized Services $5M[1]

Leveraging centralized administrative functions to drive operational efficiencies and improve scalability.



1. The targeted $115M in annual run rate savings by the end of 2025 uses trailing-twelve-month "TTM" Q2 2024 operating expenses excluding depreciation, amortization, and one-time items as the baseline.

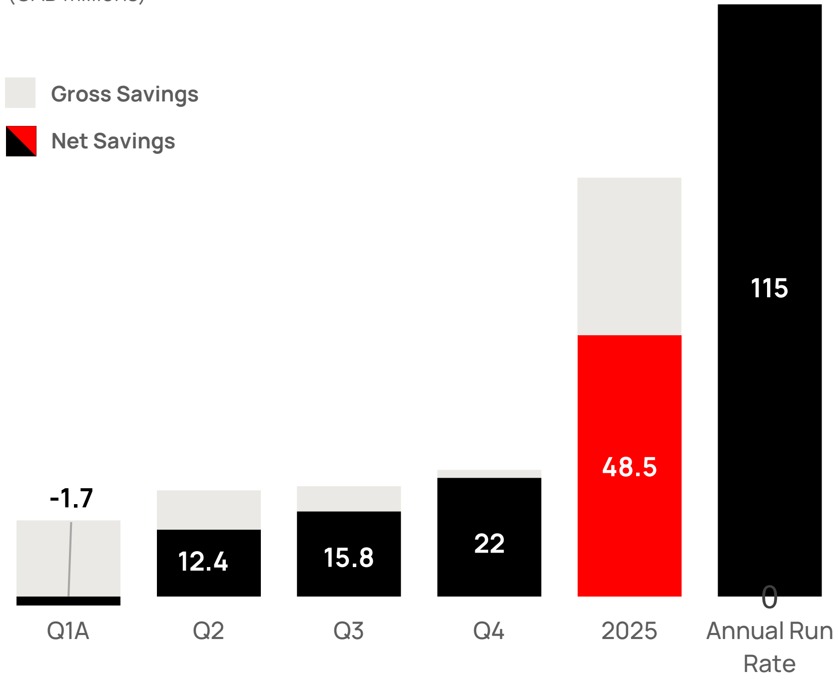
Timeline to cost savings

CAD Millions

	Gross Savings[2]	Restructuring Costs[1]	Net Savings[2]	Run Rate Savings[2]
Q1A	$14.1	$(15.8)	$(1.7)	$57.1
Q2A	$19.7	$(7.3)	$12.4	$80.0
Q3	$20.5	$(4.7)	$15.8	$90.0
Q4	$23.5	$(1.5)	$22.0	$115.0
2025	**$77.8**	**$(29.3)**	**$48.5**	**$115.0**

2025 Estimated Cost Savings[2]

(CAD Millions)



1. Restructuring costs include separation costs, strategic advisor fees and other charges.
2. The targeted $115M in annual run rate savings by the end of 2025 uses trailing-twelve-month "TTM" Q2 2024 operating expenses excluding depreciation, amortization, and one-time items as the baseline.

Sharpening our focus

CAD Millions

Asset Dispositions	Date	Sale Price
Airdrie Chrysler Dodge Jeep Ram	Sep 2024	$24.6
Ponoka Chrysler Dodge Jeep Ram	Sep 2024	$8.6
Okanagan Chrysler Dodge Jeep Ram	Nov 2024	$26.3
	Total	**$59.5**[1]

Store Closures	Date	2024 EBITDA Loss
First 8 RightRide Locations	Sep 2024	$6.9
Remaining 6 RightRide Locations	Feb 2025	$4.1
	Total	**$11.0**

Discontinued Operations[3]	Date	2024 Adjusted EBITDA Loss
All U.S. Dealership Operations	Dec 2024	$24.3
	Total	**$24.3**

Targeted Actions to Enhance Strategic Focus

- **Exiting U.S. Operations**: All U.S. franchised reclassified to Discontinued Ops., with sales of 17 franchises expected to generate **$115-130M in net proceeds[2] by year-end 2025**; proceeds earmarked for debt reduction
- **U.S. Sale Progress:** Announced definitive agreements for 13 franchises ($82.7M) and one sale closed ($9.9M).
- **Underperforming Store Closures:** Fully exited the RightRide brand, closing all locations for **$11M in annual Adjusted EBITDA savings**.
- **Canadian Dealership Divestitures:** Sold Okanagan Chrysler, Ponoka Chrysler, and Airdrie Chrysler in 2024.
- **Portfolio Refocus:** Streamlined to **core Canadian franchise dealerships and collision centers**, with future M&A targeting brand and national geographic diversification.

1. Of the $59.5 million in proceeds, $34.2 million was used to repay floorplan associated with the sale of inventory along with these stores.
2. Net of working capital and floorplan.
3. As at December 31, 2024 the Company was engaged in an active program to locate buyers for its 18 U.S. dealerships

Macro-economic Impact and Outlook

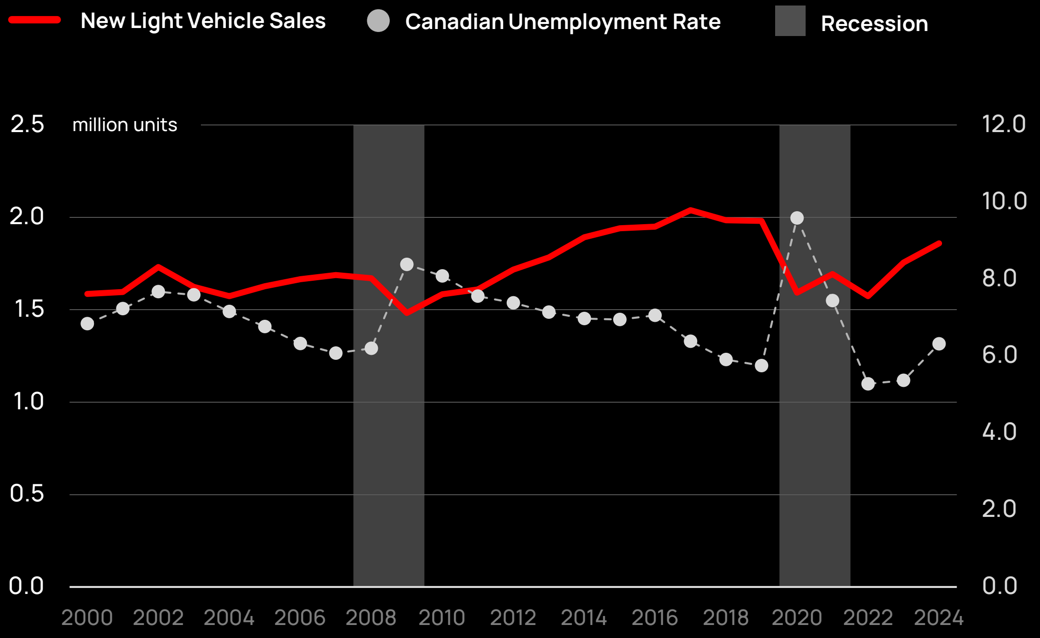
The Canadian new light vehicle market **remained resilient in Q2 2025** with total industry sales growing 7.8% year-over-year. Growth was supported by improved OEM incentives, lower interest rates, and a pull-forward of demand in anticipation of potential tariffs.

Despite a strong start to 2025 for Canadian new light vehicle sales, **we remain cautious**.

Although the outlook for 2025 is for 1.8 - 1.9M units[1], **tariffs introduce significant uncertainty.** Tariff-related risks may temper sales momentum in the coming quarters.

AutoCanada remains committed to completing its transformation plan on schedule, **increasing resilience** in the face of potential economic headwinds, and positioning the business for growth both organically and as a leading consolidator of the fragmented Canadian franchise dealership and collision center market.

Canadian New Light Vehicle Sales



Sources: Statistics Canada, Desrosiers, FactSet

Consolidated Q2 2025 Highlights

- Revenue down 3.1% y/y due to decreases in used vehicle sales and F&I, partially offset by higher revenue from new vehicle sales, parts and service and collision repair services
- Gross profit up 2.1% y/y, driven by increases in used vehicle and collision repair services gross profit
- Normalized OPEX before depreciation down 10.1% y/y, reflecting cost savings under the ACX Operating Method
- Floorplan financing costs declined 48.1% y/y due to lower inventory levels and interest rates
- Net income increased significantly, benefiting from improvements in gross profit and cost control initiatives
- Adjusted EBITDA from Continuing Operations up 92.4% y/y; margin improved 240 bps to 4.8%, driven by improved gross margin and cost efficiency

For the three-months ended June 30, 2025 Financial Results From Continuing Operations

CAD in millions
except per share amounts

	Quarter Ended		Trailing 12 Months Revised[4]	
	Q2 2025	Q2 2024 Revised[4]	Q2 2025	Q2 2024 Revised[4]
Revenue	$1,338.2	$1,381.2	$5,256.7	$5,243.6
Gross Profit	225.4	220.8	880.5	884.7
Operating Expense[2]	157.1	173.6	648.9	706.3
Floorplan Expense	9.0	17.4	48.3	66.8
Net Income attributable to ACQ Shareholders	17.4	2.7	62.6	17.1
Diluted EPS attributable to ACQ Shareholders	**$0.72**	**$0.12**	**$2.63**	**$0.72**
Normalized Operating Expense Before Depreciation[5]	**$147.5**	**$164.0**	**$603.9**	**$646.0**
Adjusted EBITDA From Continuing Operations[1]	**$64.4**	**$33.5**	**$228.3**	**$176.3**
Adjusted EBITDA From Continuing and Discontinued Operations[3]	**$68.5**	**$27.0**	**$207.4**	**$162.1**

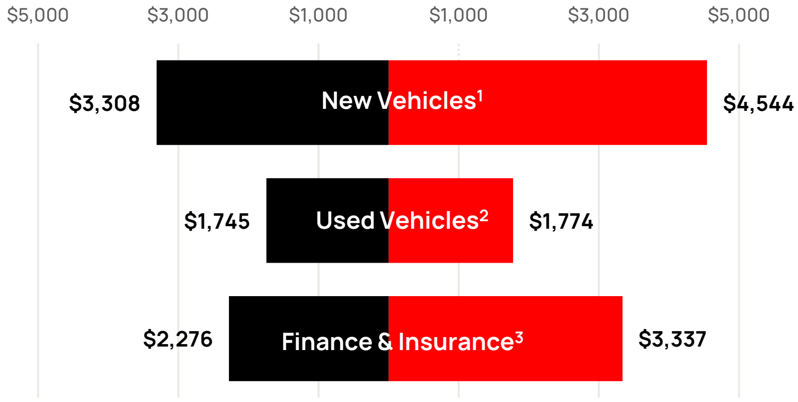
1. See page 2 for further information regarding Non-GAAP Measures and supplementary financial measures.
2. Operating expense is shown before depreciation.
3. Adjusted EBITDA from continuing and discontinued operations. As of December 31, 2024, the U.S. Operations were moved to Discontinued Operations, as the Company actively seeks a buyer for these assets.
4. Comparative period revised to reflect current period presentation for reclassification of discontinued operations.
5. See Section 13 Non-GAAP and Other Financial Measures in the MD&A for further information regarding the composition of these Non-GAAP Measures.

Operating Performance Review

For the three months ended June 30, 2025

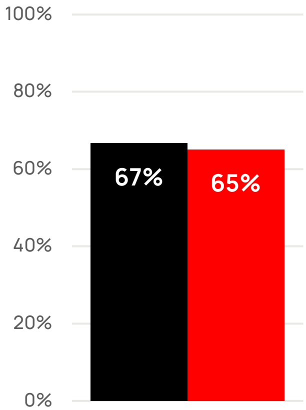
US Peers US$ | AutoCanada C$

Gross Profit per Unit

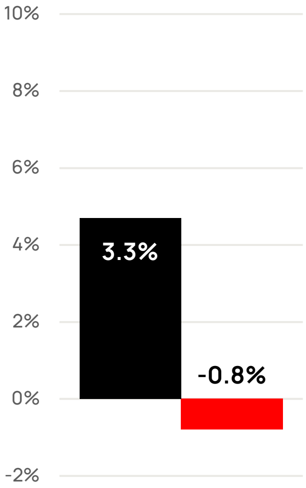


Normalized Operating Expense % of Gross Profit

(before Depreciation)



Same Store Sales Growth

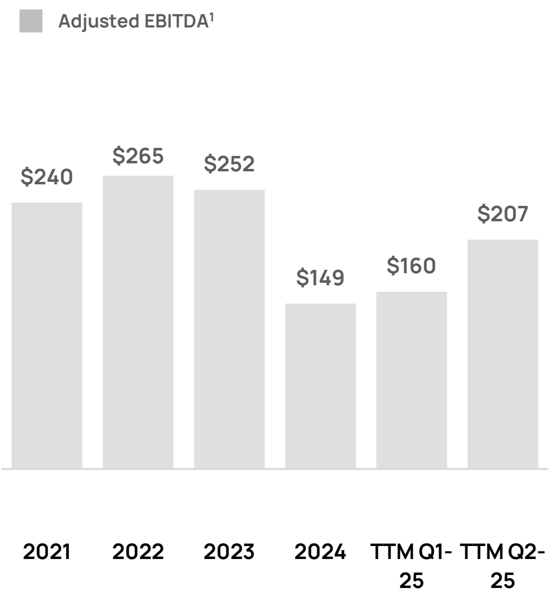


Sources: Company reports, Tegus, FactSet, Wards Automotive

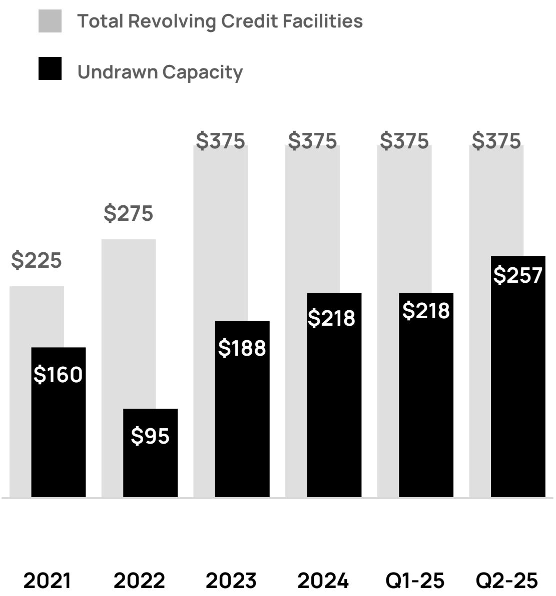
Financial Metrics

Dollar figures in CAD millions

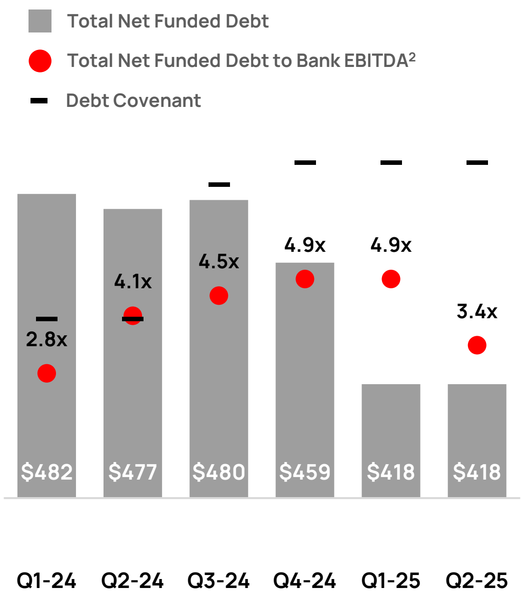
Adjusted EBITDA



Liquidity



Financial Leverage



1.See page 2 for further information regarding Non-GAAP Measures and supplementary financial measures.
2.See Section 6. Liquidity and Capital Resources of the MD&A for further information regarding the composition of this financial covenant.

Leading the team

AutoCanada's is guided by a team of experienced industry leaders committed to driving excellence. The executive team has an average of over 20 years of experience in automotive, technology, business transformation, and M&A within the private sector and capital markets.

Paul W. Antony

Executive Chairman

Jeffrey Thorpe

President, North American Operations

Brian Feldman

Chief Operating Officer

Samuel Cochrane

Chief Financial Officer

Peter Hong

Chief Strategy Officer and General Counsel

Drew Forret

Chief Administrative and Transformation Officer

Contact

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