



170 BOUL. INDUSTRIEL
BOUCHERVILLE (QUEBEC)
CANADA, J4B 2X3
TÉL: (450) 641-2440
FAX: (450) 449-4908

PRESS RELEASE

Third quarter results:

- Increase in sales of 41%
- Increase in EBITDA of 27% and
- Increase in net earnings of 26%

Boucherville, November 8, 2011 - Uni-Select Inc. had sales of 472 million dollars in the third quarter of 2011, compared to 335 million dollars in 2010. Net earnings increased to 16.6 million dollars in the third quarter of 2011 or \$0.77 per share compared to 13.2 million dollars or \$0.67 per share last year.

(Unless otherwise indicated, all the amounts in this press release are expressed in US dollars.)

(In millions, except earnings per share)	3 rd QUARTER		NINE-MONTH PERIOD	
	2011	2010	2011	2010
Sales	472.5	335.3	1,343.9	980.0
Adjusted EBITDA	30.8	25.6	87.2	65.3
EBITDA	29.9	23.5	83.9	60.9
Adjusted earnings	17.2	14.5	47.7	37.7
Net earnings	16.6	13.2	44.8	34.9
Adjusted earnings per share	0.79	0.73	2.20	1.91
Net earnings per share	0.77	0.67	2.07	1.77

The increase in total sales stems primarily from the addition of FinishMaster's operations combined with an organic growth of 4.1%. Sales from Canadian operations reached 149.6 million dollars, an increase of 19 million dollars compared to the corresponding quarter of 2010. This increase arises from an organic growth of 8.2% during the quarter as well as from the positive effects of the variation of the Canadian dollar vis-à-vis the US dollar. American operations, for their part, recorded an organic growth of 2.4% to reach sales of 322.9 million dollars.

The EBITDA margin was 6.3% in the third quarter of 2011, a decrease over the corresponding quarter of last year. This variation mainly comes from rising energy prices, decreasing product prices and changes in the product mix.

"We are pleased to report significant increase in sales resulting from organic and acquisition growth. FinishMaster contributed significantly to the improvement of our quarterly results and the integration of activities such as the consolidation of certain stores is proceeding as planned. We are very confident that we can reach the expected 10 million per year synergies within three years" declared Mr. Richard G. Roy, President and CEO of Uni-Select.

"Finally, the fourth quarter results will benefit from the implementation in the third quarter of proactive margin improvement, for which we have begun to see the benefits. Moreover, the impact on sales from the operations in

Florida acquired from Parts Depot in late October should help results. By the end of 2012, these operations will have been fully integrated within our operations, as well as with those of FinishMaster” added Mr. Roy.

For the nine-month period ended September 30, 2011, sales amounted to 1,344 million dollars, compared to 980 million dollars for the same period of last year. Net earnings rose to 44.8 million dollars or \$2.07 per share compared to net earnings of 34.9 million dollars or \$1.77 per share for the corresponding period of last year.

For the nine-month period ended September 30, 2011, Canadian operations reached total sales of 415 million dollars compared to 379 million dollars for the same period of last year. If we exclude the impact of the exchange rate, organic growth was over 4.1%.

Total sales from the American operations reached 929 million dollars for the first nine months of 2011 compared to 601 million dollars for the same period of 2010, including an organic growth of 1.5%.

Finally, the Board of Directors of Uni-Select Inc. approved the payment on January 20, 2012 of a quarterly dividend of \$0.12 Canadian per common share to shareholders of record at December 30, 2011. This dividend is an eligible dividend for tax purposes.

About Uni-Select

Founded in 1968, Uni-Select™ is a Canadian leader in the distribution of automotive replacement parts, equipment, tools and accessories. Uni-Select USA, Inc., a subsidiary of Uni-Select, offers the same products and services to its customers in the United States, where it is the 6th largest distributor; in addition, Uni-Select is, in this market, the premier independent distributor of coatings, body and equipment products to the collision repair industry. The Uni-Select network includes over 2,500 independent jobbers and services more than 3,500 points of sale in North America. Uni-Select is headquartered in Montreal. Uni-Select shares (UNS) are traded on the TSX.

The information provided in this press release includes some forward-looking information which includes certain risks and uncertainties, which may cause the final results to be significantly different from those listed or implied within this news release. For additional information with respect to risks and uncertainties, refer to the Annual Report filed by Uni-Select with the Canadian securities commissions. The forward-looking information contained herein is made as of the date of this press release, and Uni-Select does not undertake to publicly update such forward-looking information to reflect new information, subsequent or otherwise, unless required by applicable securities laws.

The following terms do not have any standardized meaning according to the International Financial Reporting Standards (IFRS). As a result, they are therefore unlikely to be comparable to similar measures presented by other corporations.

- (1) **“EBITDA”**: This measurement represents operating income before depreciation, amortization, finance costs, acquisition related costs, income taxes, gains on disposal of fixed assets and non-controlling interest. This measurement is a widely accepted financial indicator of a company’s ability to service and incur debt. It should not be considered by an investor as an alternative to operating income or net earnings, as an indicator of operating performance or cash flows, or as a measurement of liquidity, but as additional information. In the Corporation’s statement of earnings, EBITDA corresponds to “Earnings before the following items.”
- (2) **“Adjusted EBITDA”**: This measurement corresponds to EBITDA plus non-recurring costs. According to management, adjusted EBITDA is more representative of the Corporation’s operational performance and more appropriate in providing additional information to investors because it gives an indication of the Corporation’s ability to repay its debts.

- (3) **“Non-recurring items”**: These are unusual incurred costs that Management regards as not being characteristic or representative of the Corporation’s regular operations. They include the following costs: those incurred when disposing of or closing stores, non-capitalizable costs related to the implementation of the enterprise management software suite, costs of integrating recently acquired companies and costs related to the reorganisation of the distribution network.

Additional Information

It is possible to consult the management report and the unaudited financial statements as well as accompanying notes for the Third Quarter of 2011 in the “Investor Information” section found at the Corporation’s website at: www.uniselect.com as well as on SEDAR’s website: www.sedar.com. The reader will also find on these websites the Corporation’s Annual Management report as well as other information related to Uni-Select, including the Annual Notice.

Conference Call with the Financial Community

Tuesday November 8, 2011, at 3 pm (EST), Uni-Select will host a conference call for the financial community. To join the conference, dial 1-866-696-5910 followed by 8567461

Source : UNI-SÉLECT INC.

Tel. : (450) 641-6903

www.uni-select.com

Contacts :

Mr. Richard G. Roy

President and CEO

Mr. Denis Mathieu

Vice President and Chief Financial Officer

Uni-Select Inc.
Consolidated Statement of Earnings

Three and nine-month periods ended September 30, 2011 and 2010

(In thousands of US dollars, except earnings per share, unaudited)

	Note	Three-month period		Nine-month period	
		2011	2010	2011	2010
		\$	\$	\$	\$
Sales		472,491	335,317	1,343,920	979,959
Earnings before the following items:		29,904	23,542	83,907	60,938
Net gain on disposal of property and equipment		—	—	(1,728)	—
Acquisition-related costs	7	—	—	2,976	—
Finance costs, net	5	4,009	1,939	12,724	4,636
Depreciation and amortization	6	6,248	3,100	16,428	9,498
Earnings before income taxes		19,647	18,503	53,507	46,804
Income taxes	9				
Current		(127)	3,227	1,932	16,183
Deferred		3,298	2,147	7,254	(4,087)
		3,171	5,374	9,186	12,096
Net earnings		16,476	13,129	44,321	34,708
Attributable to shareholders		16,633	13,152	44,799	34,854
Attributable to non-controlling interests		(157)	(23)	(478)	(146)
		16,476	13,129	44,321	34,708
Earnings per share	8				
Basic		0.77	0.67	2.07	1.77
Diluted		0.75	0.67	2.05	1.77
Weighted average number of shares outstanding (in thousands)	8				
Basic		21,678	19,720	21,643	19,720
Diluted		22,925	19,728	22,863	19,729
Shares outstanding (in thousands)		21,667	19,709	21,667	19,709

The Statement of Earnings by nature required by International Financial Reporting Standards ("IFRS") is presented in Note 19.

The accompanying notes are an integral part of the Consolidated Financial Statements.

Uni-Select Inc.
Consolidated Statement of Comprehensive Income

Three and nine-month periods ended September 30, 2011 and 2010

(In thousands of US dollars, unaudited)

	Three-month period		Nine-month period	
	2011	2010	2011	2010
	\$	\$	\$	\$
Net earnings	16,476	13,129	44,321	34,708
Other comprehensive income				
Effective portion of changes in fair value of cash flow hedges (net of incomes taxes of \$37 and \$196 for the three and nine-month periods (\$286 and \$958 in 2010))	(87)	(773)	(529)	(2,933)
Net change in fair value of derivative financial instruments designated as cash flow hedges transferred to earnings (net of income taxes of \$254 and \$707 for the three and nine-month periods (\$259 and \$780 in 2010))	620	700	1,860	2,180
	533	(73)	1,331	(753)
Unrealized exchange gains on the translation of financial statements to the presentation currency	11,193	427	8,972	373
Unrealized exchange gains (losses) on the translation of long-term debt designated as a hedge of net investments in foreign operations	(16,192)	5,008	(10,139)	2,753
Other comprehensive income	(4,466)	5,362	164	2,373
Comprehensive income	12,010	18,491	44,485	37,081
Attributable to shareholders	12,167	18,514	44,963	37,227
Attributable to non-controlling interests	(157)	(23)	(478)	(146)
	12,010	18,491	44,485	37,081

The accompanying notes are an integral part of the Consolidated Financial Statements.

Uni-Select Inc.

Consolidated Statement of Changes in Equity

Nine-month periods ended September 30, 2011 and 2010

(In thousands of US dollars, unaudited)

Note	Share capital	Cumulative translation account	Accumulated changes in the fair value of derivative financial instruments designated as cash flow hedges	Equity components of convertible debentures and contributed surplus	Retained earnings	Total	Non-controlling interests	Total equity
Balance at January 1, 2010	39,046	–	(3,515)	298	308,326	344,155	3,256	347,411
Net earnings (loss) for the period	–	–	–	–	34,854	34,854	(146)	34,708
Other comprehensive income for the period	–	3,126	(753)	–	–	2,373	–	2,373
Comprehensive income for the period	–	3,126	(753)	–	34,854	37,227	(146)	37,081
<i>Contributions by and distributions to shareholders</i>								
Share issuance	57	–	–	–	–	57	–	57
Share redemptions	–	–	–	–	(296)	(296)	–	(296)
Dividends	–	–	–	–	(6,681)	(6,681)	–	(6,681)
Foreign exchange translation adjustment on non-controlling interests	57	–	–	–	(6,977)	(6,920)	–	(6,920)
Stock-based compensation expense	–	–	–	56	–	56	(196)	(196)
Balance at September 30, 2010	39,103	3,126	(4,268)	354	336,203	374,518	2,914	377,432
Net earnings (loss) for the period	–	–	–	–	11,040	11,040	(120)	10,920
Other comprehensive income for the period	–	5,090	752	–	–	5,842	–	5,842
Comprehensive income for the period	–	5,090	752	–	11,040	16,882	(120)	16,762
<i>Contributions by and distributions to shareholders</i>								
Share redemptions	(4)	–	–	–	(34)	(38)	–	(38)
Dividends	–	–	–	–	(2,276)	(2,276)	–	(2,276)
Changes in ownership interests in subsidiaries that do not result in a loss of control	(4)	–	–	–	(2,310)	(2,314)	–	(2,314)
Repurchase of non-controlling interest	–	–	–	–	–	–	(488)	(488)
Foreign exchange translation adjustment on non-controlling interest	–	–	–	–	–	–	317	317
Stock-based compensation expense	–	–	–	21	–	21	–	21
Balance at December 31, 2010	39,099	8,216	(3,516)	375	344,933	389,107	2,623	391,730
Net earnings (loss) for the period	–	–	–	–	44,799	44,799	(478)	44,321
Other comprehensive income of the period	–	(1,167)	1,331	–	–	164	–	164
Comprehensive income for the period	–	(1,167)	1,331	–	44,799	44,963	(478)	44,485
<i>Contributions by and distributions to shareholders</i>								
Share issuance (net of share issuance costs of \$2,706)	49,980	–	–	–	–	49,980	–	49,980
Issuance of convertible debentures, net of tax effect	–	–	–	1,687	–	1,687	–	1,687
Share redemptions	(117)	–	–	–	(541)	(658)	–	(658)
Dividends	–	–	–	–	(7,991)	(7,991)	–	(7,991)
Changes in ownership interests in subsidiaries that do not result in a loss of control	49,863	–	–	1,687	(8,532)	43,018	–	43,018
Repurchase of non-controlling interests	–	–	–	–	–	–	(634)	(634)
Foreign exchange translation adjustment on non-controlling interests	–	–	–	–	–	–	(40)	(40)
Stock-based compensation expense	–	–	–	59	–	59	–	59
Balance at September 30, 2011	88,962	7,049	(2,185)	2,121	381,200	477,147	1,471	478,618

The accompanying notes are an integral part of the Consolidated Financial Statements.

Uni-Select Inc.
Consolidated Statement of Cash Flows

Three and nine-month periods ended September 30, 2011 and 2010

(In thousands of US dollars, unaudited)

	Note	Three-month period		Nine-month period	
		2011	2010	2011	2010
		\$	\$	\$	\$
OPERATING ACTIVITIES					
Net earnings		16,476	13,129	44,321	34,708
Non-cash items					
Depreciation and amortization	6	6,248	3,100	16,428	9,498
Income tax expense		3,171	5,374	9,186	12,096
Finance costs, net	5	4,009	1,939	12,724	4,636
Net gain on disposal of property and equipment		–	–	(1,728)	–
Other non-cash items		432	36	381	604
		<u>30,336</u>	<u>23,578</u>	<u>81,312</u>	<u>61,542</u>
Changes in working capital items		(461)	11,336	(29,296)	(15,958)
Interest paid		(6,168)	(1,577)	(12,316)	(4,517)
Income taxes recovered (paid)		799	(2,947)	(8,959)	(10,085)
Cash flows from operating activities from continuing operations		<u>24,506</u>	<u>30,390</u>	<u>30,741</u>	<u>30,982</u>
Cash flows from operating activities from discontinued operations		–	15	–	(1,052)
Cash flows from operating activities		<u>24,506</u>	<u>30,405</u>	<u>30,741</u>	<u>29,930</u>
INVESTING ACTIVITIES					
Business acquisitions	7	(237)	–	(223,002)	(4,008)
Repurchase of non-controlling interests	7	(203)	–	(432)	–
Proceeds from business disposals		–	17	157	2,185
Balances of purchase prices		335	89	454	1,198
Investments and advances to merchant members		(1,644)	(775)	(8,251)	(1,801)
Receipts on advances to merchant members		177	1,057	1,802	2,757
Acquisitions of property and equipment		(3,363)	(492)	(7,936)	(6,232)
Disposal of property and equipment		302	375	5,984	1,100
Intangible assets	10	(6,038)	(13,668)	(21,157)	(28,623)
Cash flows from investing activities		<u>(10,671)</u>	<u>(13,397)</u>	<u>(252,381)</u>	<u>(33,424)</u>
FINANCING ACTIVITIES					
Net increase (decrease) in bank indebtedness		886	(8,790)	55	460
Increase in long-term debt	11	17,232	–	373,744	25
Repayment of long-term debt		(29,242)	(11)	(243,216)	(73)
Merchant members' deposits in the guarantee fund		(37)	142	178	379
Issuance of convertible debentures, net of issuance costs	11	–	–	49,741	–
Share issuances, net of issuance costs	12	–	–	49,361	89
Share redemptions		(658)	(236)	(658)	(236)
Dividends paid		(2,604)	(2,221)	(7,680)	(6,681)
Cash flows from financing activities		<u>(14,423)</u>	<u>(11,116)</u>	<u>221,525</u>	<u>(6,037)</u>
Effect of exchange rate changes on cash		(22)	(334)	(20)	143
Increase (Decrease) in cash		<u>(610)</u>	<u>5,558</u>	<u>(135)</u>	<u>(9,388)</u>
Cash, beginning of period		<u>854</u>	<u>198</u>	<u>379</u>	<u>15,144</u>
Cash, end of period		<u>244</u>	<u>5,756</u>	<u>244</u>	<u>5,756</u>

The accompanying notes are an integral part of the Consolidated Financial Statements.

Uni-Select Inc.
Consolidated Statement of Financial Position

September 30, 2011, December 31, 2010 and January 1, 2010

(In thousands of US dollars, unaudited)

	Note	September 30, 2011	December 31, 2010	January 1, 2010
		\$	\$	\$
ASSETS				
Current assets				
Cash		244	379	15,144
Trade and other receivables		223,681	157,219	143,742
Income taxes receivable		10,429	7,020	3,687
Inventory		506,292	404,336	375,255
Prepaid expenses		10,980	7,492	6,052
Assets related to discontinued operations		–	–	2,863
Total current assets		751,626	576,446	546,743
Investments and advances to merchant members		20,712	16,854	16,082
Property and equipment		42,176	34,389	37,092
Intangible assets	10	148,860	59,264	27,401
Goodwill	10	181,680	94,725	89,777
Deferred tax assets		18,879	20,025	16,699
TOTAL ASSETS		1,163,933	801,703	733,794
LIABILITIES				
Current liabilities				
Bank indebtedness		11,119	11,455	42
Trade and other payables		287,679	194,976	181,687
Dividends payable		2,516	2,294	2,195
Instalments on long-term debt and on merchant members' deposits in the guarantee fund		13,749	269	385
Liabilities related to discontinued operations		–	–	1,532
Total current liabilities		315,063	208,994	185,841
Long-term debt	11	293,853	170,610	170,373
Convertible debentures	11	46,299	–	–
Merchant members' deposits in the guarantee fund		7,673	7,723	6,963
Derivative financial instruments		2,993	4,816	4,951
Deferred tax liabilities		19,434	17,830	18,255
TOTAL LIABILITIES		685,315	409,973	386,383
EQUITY				
Share capital	12	88,962	39,099	39,046
Contributed surplus		434	375	298
Equity component of convertible debentures	11	1,687	–	–
Retained earnings		381,200	344,933	308,326
Accumulated other comprehensive income		4,864	4,700	(3,515)
TOTAL SHAREHOLDERS' EQUITY		477,147	389,107	344,155
Non-controlling interests		1,471	2,623	3,256
TOTAL EQUITY		478,618	391,730	347,411
TOTAL LIABILITIES AND EQUITY		1,163,933	801,703	733,794

The accompanying notes are an integral part of the Consolidated Financial Statements.