



UNI-SELECT®

November 2011

Uni-Select TSX : **UNS**

Forward-Looking Statements

This presentation may contain “forward-looking” information concerning Uni-Select’s objectives, projections, estimates, expectations or forecasts based on management’s best knowledge of current events, including statistics provided by third-party sources, and actions that Uni-Select may take in the future. The forward-looking information and statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in, or implied by, these statements including, competition, consumers’ purchasing habits, car population trends, general economic conditions and Uni-Select’s financing capabilities. Refer to Uni-Select’s Annual Report, Management Information Circular, Annual Information Form and other filings on SEDAR for further information on risks and uncertainties that could cause actual results to differ materially from forward-looking statements. Management assumes no obligation to publicly update or revise these forward-looking statements as a result of new information, future events or other changes.

Uni-Select at Second Quarter Highlights

From continuing operations (financial numbers in millions of US\$, unless otherwise noted)

	Q2 2011	Q2 2010	Variation	YTD 2011	YTD 2010	Variation
Sales	475	349	+36%	871	645	+35%
Adjusted EBITDA *	33,3	24,8	+34%	56,4	39,7	+42%
Adjusted Earnings	19,1	15,3	+25%	30,5	23,2	31%
Adjusted Earnings per share	0,88	0,77	+14%	1,41	1,18	+19%
Sales by Country						
United States	325	210	+54,8%	606	396	+53,0%
Canada	150	139	7,9%	265	249	+6,4%

*Adjusted EBITDA , mainly takes in account expenses related network reorganization, to stores disposal closures and expenses related to the ERP implementation

Financial Highlights

In million \$USD, except for per-share amount (Years ended December 31)

Operating results	2011 ¹	2010	2009	2008	2007	2006
Sales	1,845	1,285.4	1,236.6	1,169.5	1,034.4	932.6
Adjusted operating income from continuing operations		83.6	83.9	86.7	75.5	73.9
Operating Income from continuing operations		78.1	77.3	85.4	75.5	73.9
Adjusted earnings from continuing operations		49.5	41.9	43.9	40.0	39.2
Earnings from continuing operations		46.0	39.9	43.1	40.9	39.2
Net earnings		45.1	33.7	42.6	39.8	37.3
Common share data						
Book value per share		20.35	18.07	15.45	15.47	12.72
Adjusted earnings related to continuing operations		2.51	2.13	2.23	2.07	1.99
Earnings related to continuing operations		2.33	1.92	2.19	2.07	1.99
Net earnings		2.29	1.71	2.16	2.02	1.90
Dividend		0.45	0.40	0.41	0.40	0.34

(1) Proforma taking into account FinishMaster and Parts Depot on an annual basis

Uni-Select at Second Quarter Highlights

From continuing operations (financial numbers in millions of US\$, unless otherwise noted)

Data as of June 30, 2011

Employees	6,300
Automotive Distribution Center	60
Warehouse Space (in sq. ft.)	2.9M
Merchants	2,465
Collision repair centers	11,000
Stores	3,268
Corporate stores	424
Bannered Installers	5,000

*Adjusted EBITDA , mainly takes in account expenses related network reorganization, to stores disposal closures and expenses related to the ERP implementation

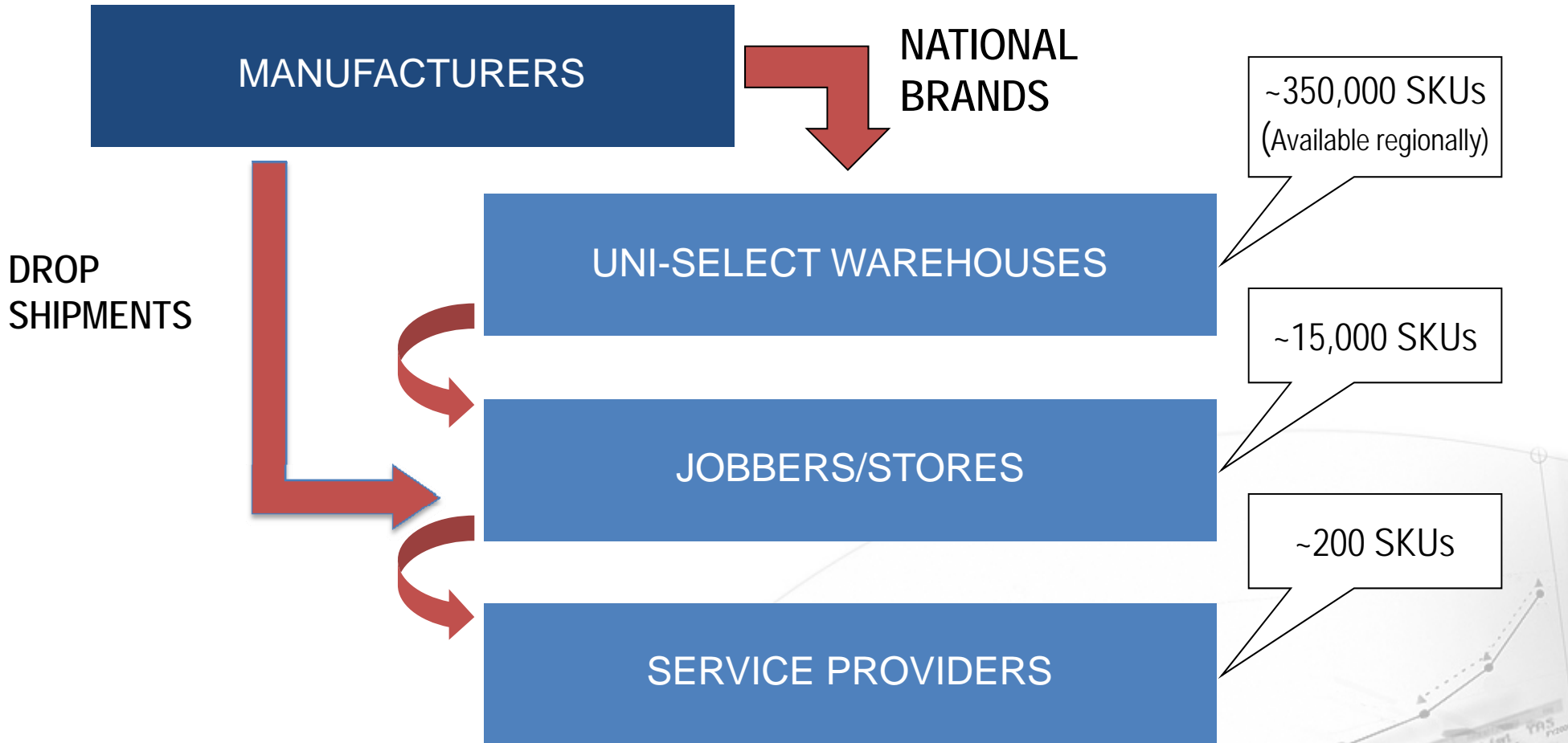


Uni-Select

Business Model

- Focus on independent distributors
- Corporate Stores
- National Brands
- Direct vs Warehouse
- “Menu driven” programs
- Flexibility
- Succession Planning
- Business Partnerships
- National Accounts

Industry Structure

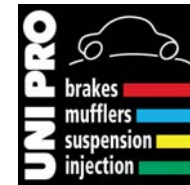


Uni-Select

Member Programs



Installer Programs



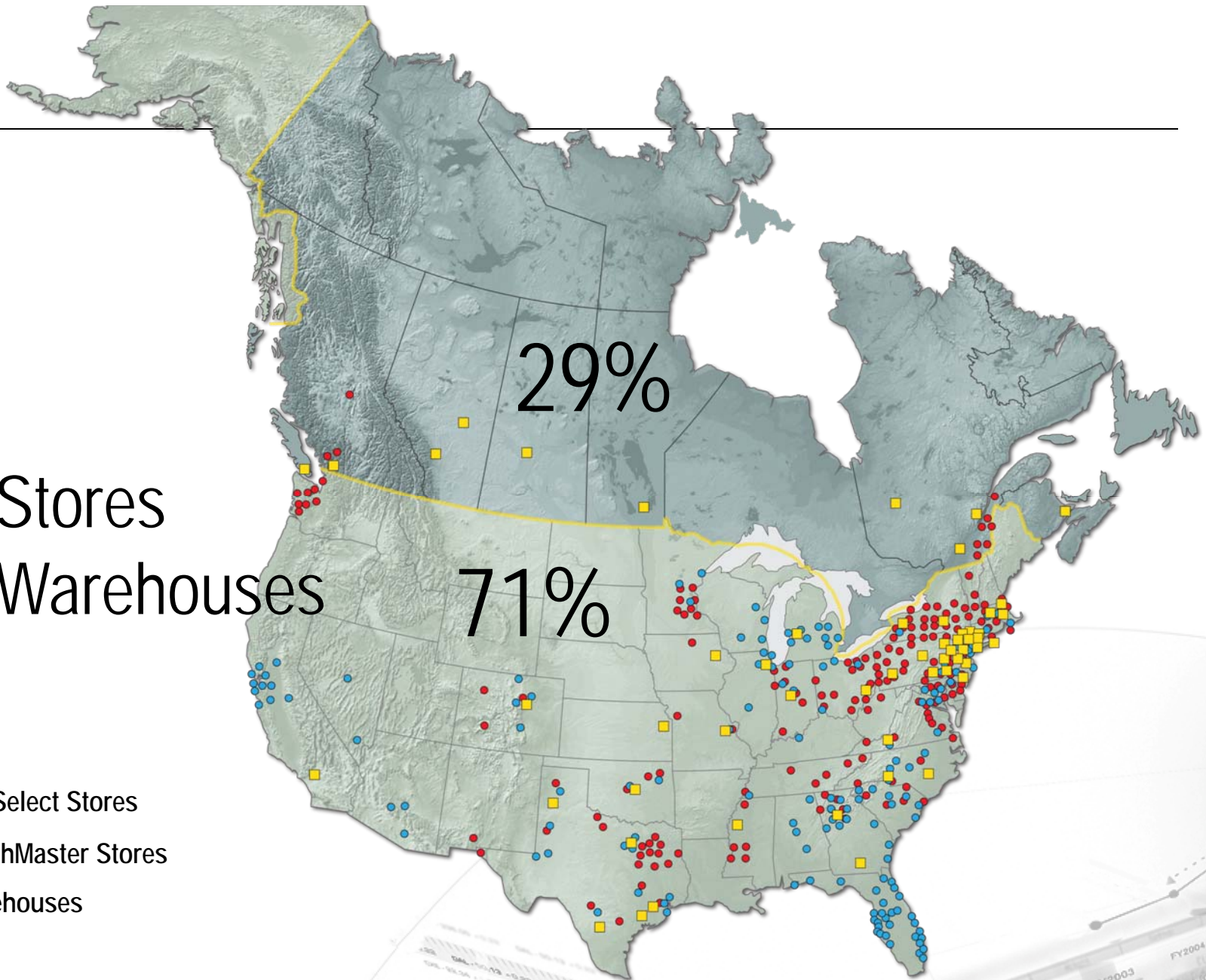
424 Stores

60 Warehouses

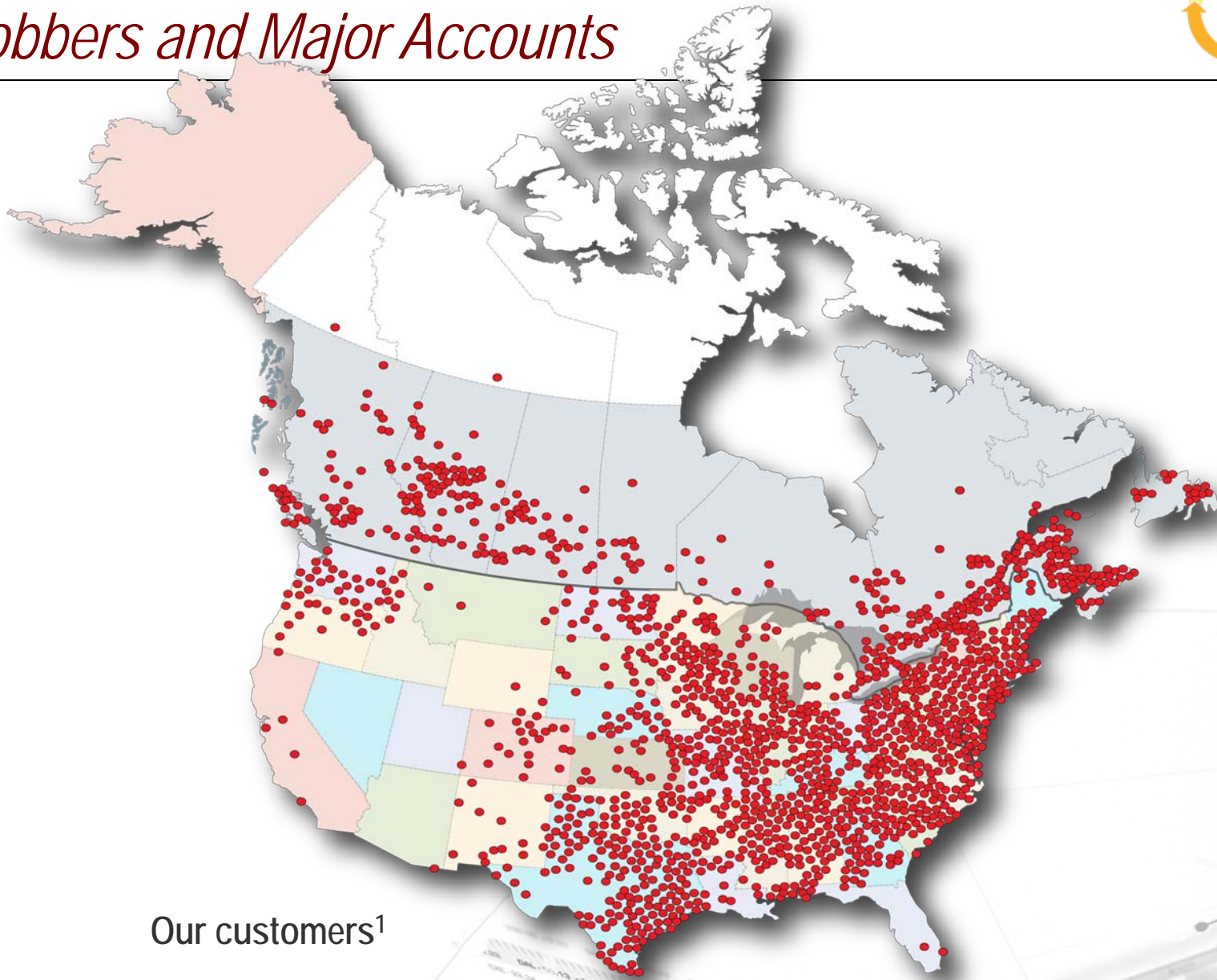
29%

71%

- Uni-Select Stores
- FinishMaster Stores
- Warehouses



Jobbers and Major Accounts



Our customers¹

¹Excluding FinishMaster (11,000 body shops)

Acquisition of FinishMaster Inc.

Combined Company – Pro Forma Geographic Operational Footprint

EMPLOYEES

Uni-Select	4,875
FinishMaster	1,425
New total	6,300

DISTRIBUTION CENTRES

Uni-Select	57
FinishMaster	3
New total	60

CORPORATE STORES

Uni-Select	261
FinishMaster	163
New total	424

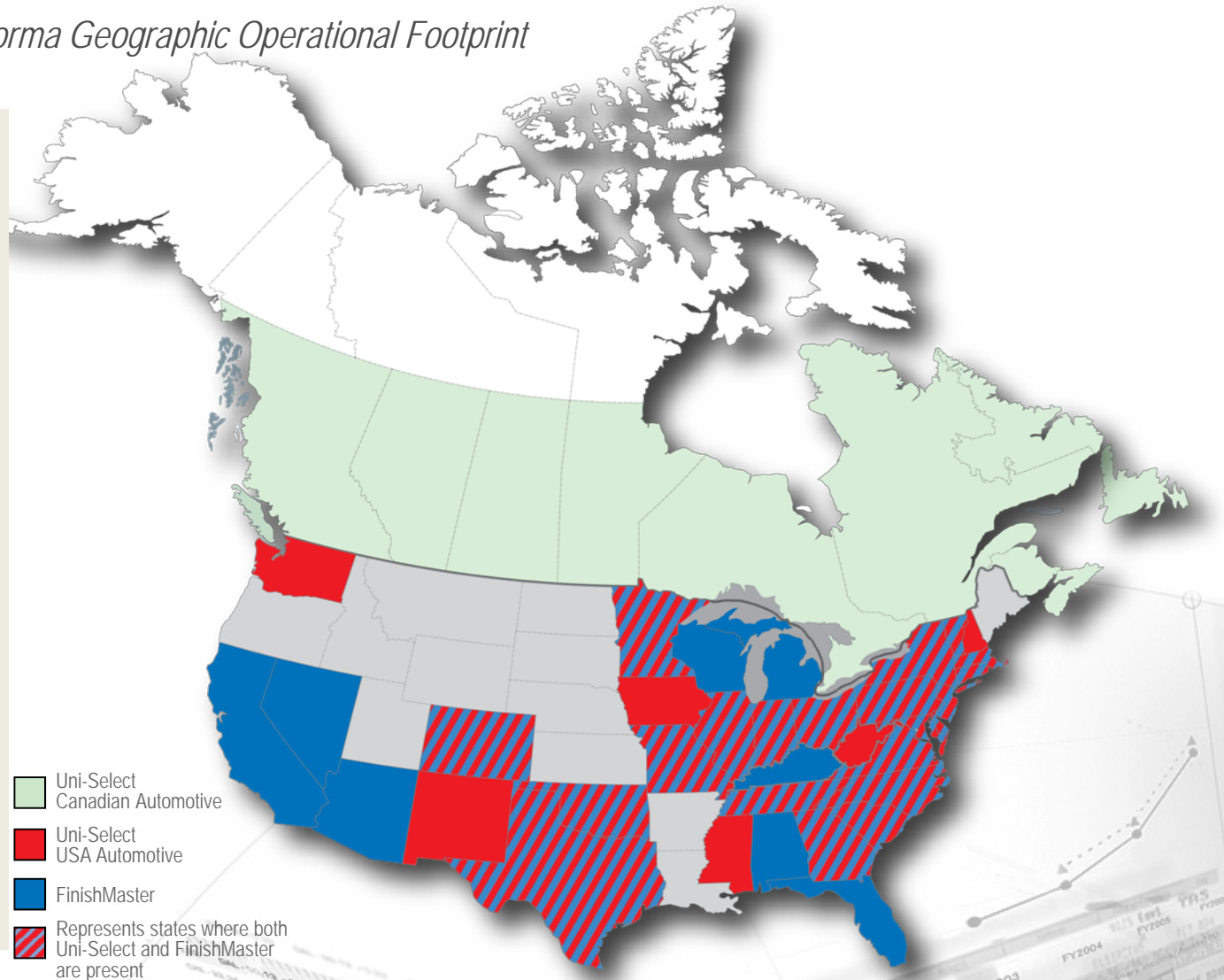
U.S. GEOGRAPHIC PRESENCE

Uni-Select	27 states
FinishMaster	29 states
New total	35 states*

REVENUES

Uni-Select	\$1.3 billion (CDN)
FinishMaster	\$421 million (USD)
New total	\$1.7 billion (CDN)

71% of Uni-Select revenue is from US market



*Uni-Select delivers its products to a total of 48 states

Acquisition of FinishMaster Inc.

Transaction Overview

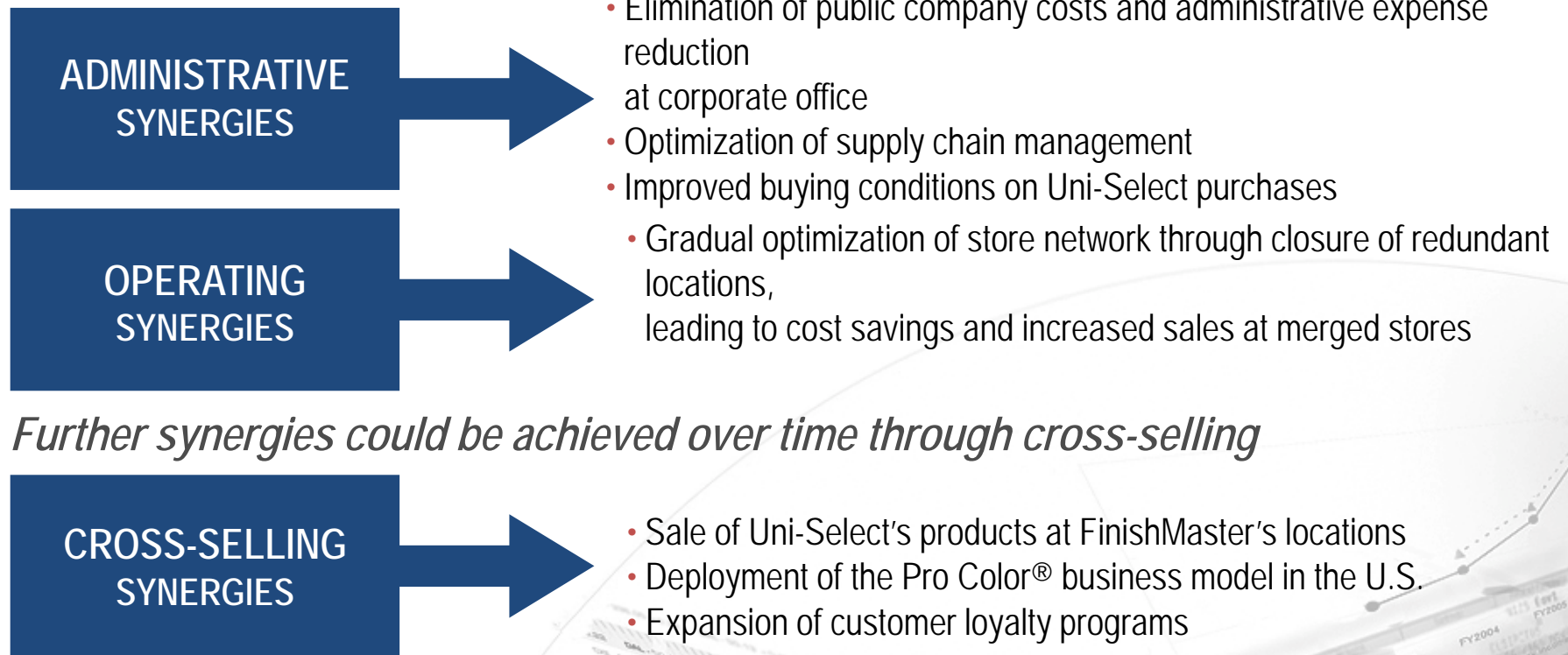
- Uni-Select Inc. becomes the largest independent distributor of automotive paints, coatings and related accessories in North America with the landmark acquisition of FinishMaster Inc. :
 - Expand scale in the U.S.
 - Enter a complementary market as a leader
 - Add management team with common values and culture
 - Enhance its product offering
 - Provide potential for significant synergies (cost and organic growth)
 - Acquire a profitable company accretive Day 1



Acquisition of FinishMaster Inc.

Transaction Rationale – Synergies

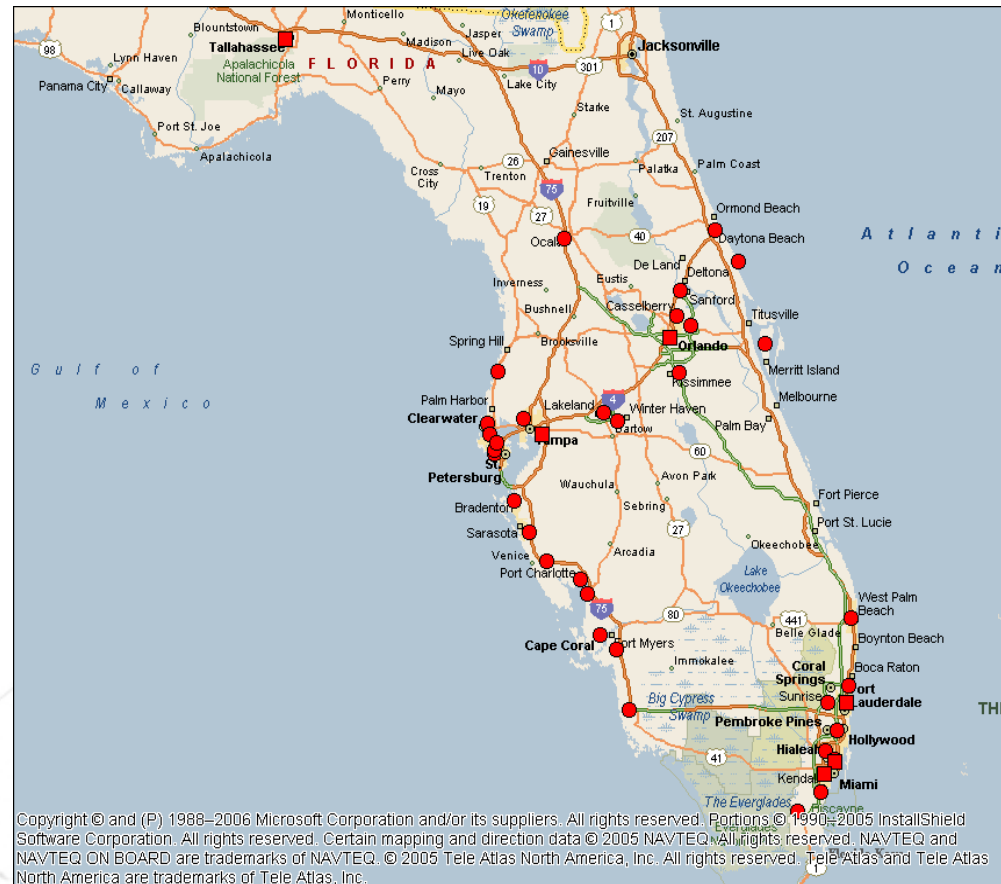
Uni-Select estimates that approximately \$10 million of annual synergies could be realized : US\$6 million is achievable during the first 2 years and another US\$4 million during the 3rd year



Acquisition in Florida (announced September 19, 2011 – closing end of October)

OVERVIEW

- Florida operations of Parts Depot
- 3 warehouses, 2 Hubs and 39 Corp Stores
- Member of the Alliance
- Net sales = \$87M
 - 68% Corporate Stores
 - 32% Independent Jobbers
 - 75 Jobbers (50 of which fly the Bumber to Bumper banner)



Rationale for transaction Acquisition in Florida

- Florida ranks third in state vehicle registrations. The market is large and appears to have bottomed out.
- Will facilitate our penetration of major accounts that have hundreds of locations in Florida.
- The FinishMaster integration plan to cross sell parts with paint will be augmented and accelerated by this acquisition.
- Continues to improve our footprint in the U.S. and our profile with suppliers
- Experienced management team with common values and culture
- Potential synergies to be realized within 2 years

Aftermarket Outlook

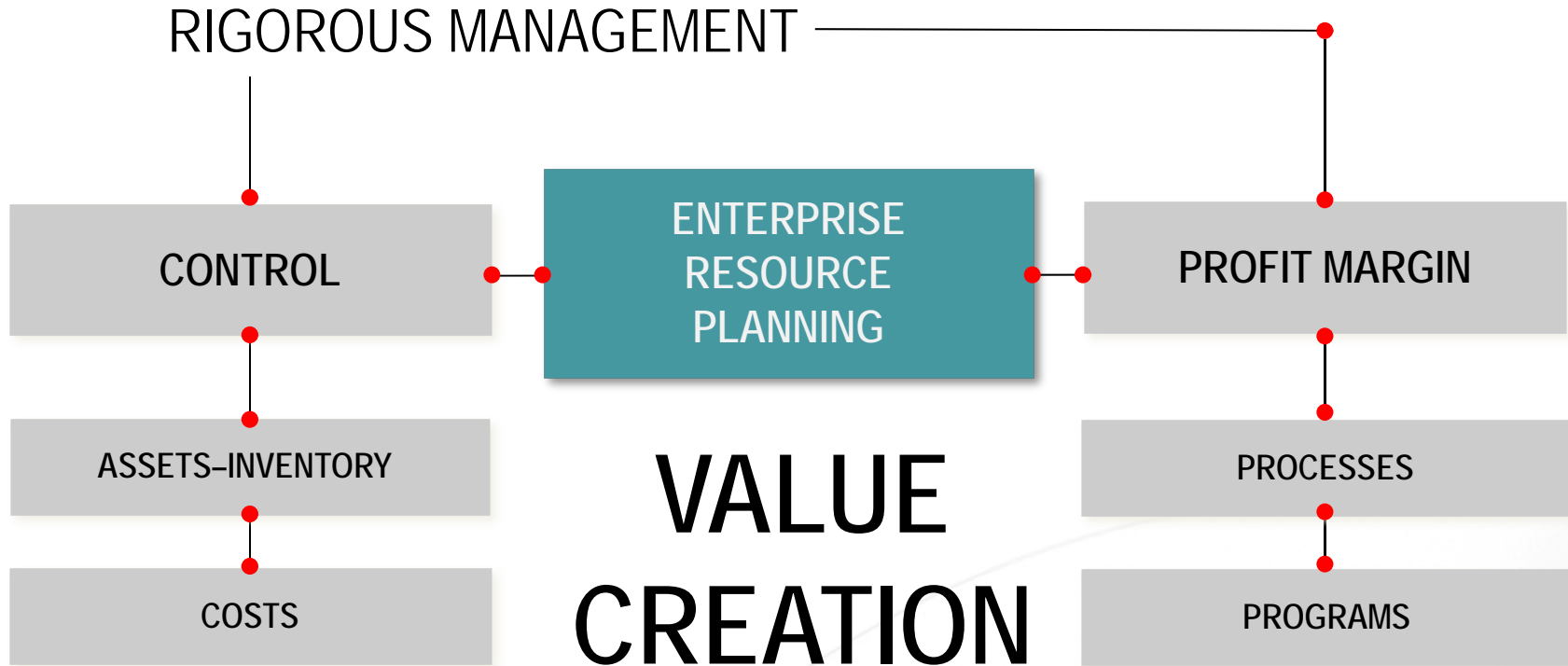
Market place

- State of the economy
- Growth of import fleet
- Retailers' involvement in DIFM
- Succession of jobbers
- Fuel price
- Currency parity (deflation in Canada)

Products

- More on-board technology
- SKU proliferation
- Fit-form function

2011 Outlook



Operational Excellence



- Increased efficiency:
 - Warehouse Management System
 - Demand forecasting & replenishment systems
 - Continue reducing excess inventory and increase ROA
 - Rationalize product lines
- Implement a fully Integrated Management System
 - Finance module implemented
 - 20% of the warehouse in 2011
 - 100% by Q1 - 2013

Keeping the Focus

- Integration of FinishMaster and Parts Depot
- Implementation of the Integrated Management System (ERP)
- Continuous productivity improvement
- Products for Foreign Nameplate vehicles
- National Accounts

THANK YOU