

Accelerating Profitable Growth

Uni-Select TSX: UNS
February 2017



Shifting Gears.
Driving Growth.

FORWARD-LOOKING INFORMATION

The information provided in this presentation contains some forward-looking information, which includes certain risks and uncertainties, and may cause the final results to be significantly different from those listed or implied within this presentation. 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 presentation, 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.

2-for-1 stock split of common shares was effected on May 11, 2016 for shareholders of record as at May 6, 2016 to increase the number of shares outstanding and enhance affordability to investors. To reflect the effect of the stock split, information pertaining to the number of common shares has been retroactively restated.

WELCOME AND INTRODUCTION

Objectives

- Provide insights on Uni-Select strategy and vision following the disposition of the US automotive parts distribution activities
- Highlight Uni-Select's position and way forward
- Discuss our M&A and growth strategy



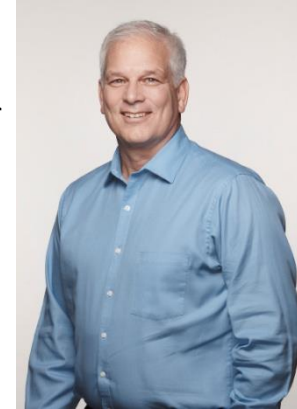
OUR EXECUTIVE TEAM



Henry Buckley
President and
Chief Executive Officer



Gary O'Connor
President and
Chief Operating Officer
Automotive Canada



Steve Arndt
President and
Chief Operating Officer
FinishMaster



Eric Bussi res
Chief Financial Officer

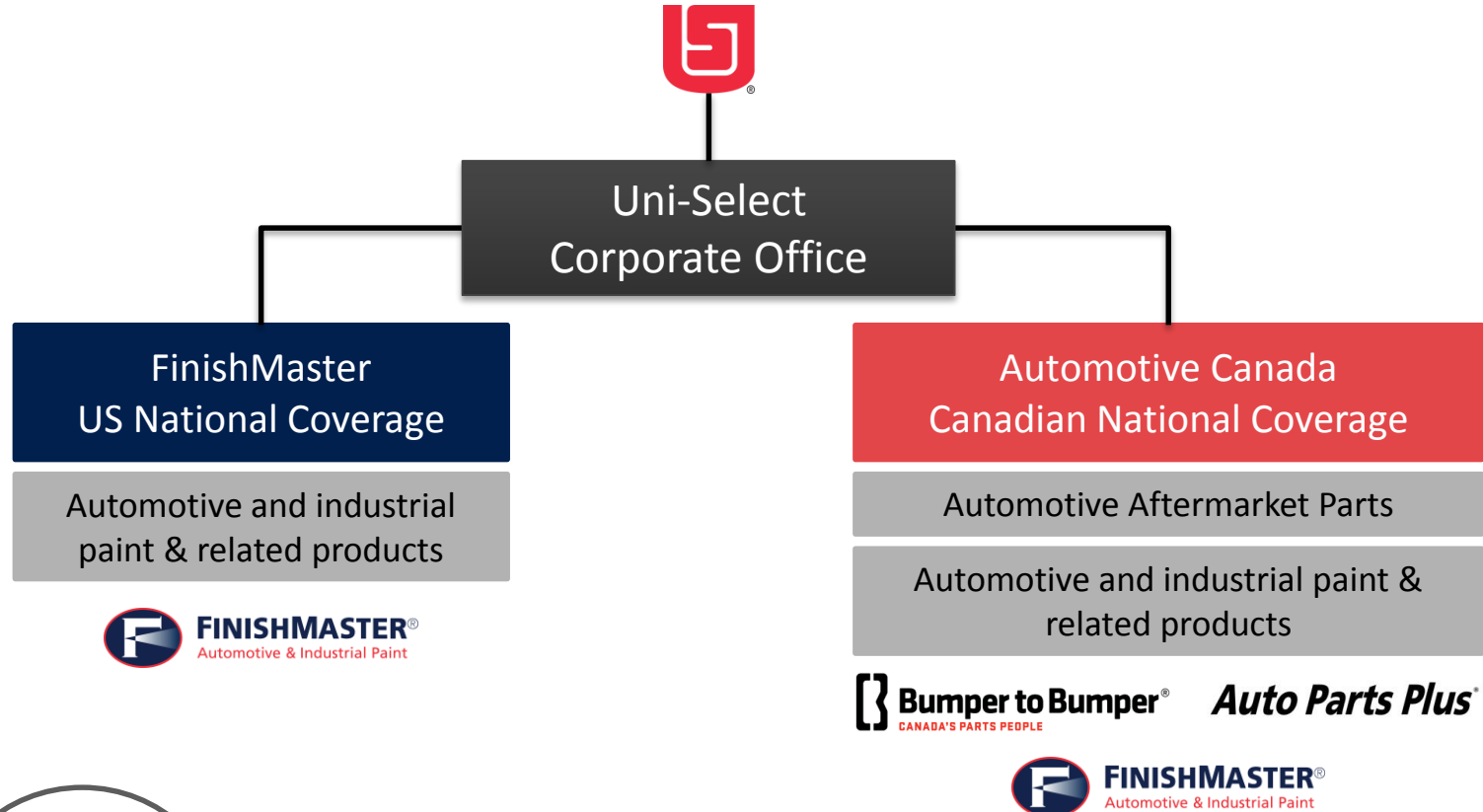


Annie Hotte
Chief People Officer



Louis Juneau
Chief Legal Officer &
Corporate Secretary

UNI-SELECT TODAY



3,000+
Team
Members

Share a common goal: to provide our customers with exceptional service & support

HIGHLIGHTS

2016

All figures are in US\$

\$107.6M ⁽¹⁾
Adj. EBITDA or
9.0% of sales

\$1.2B ⁽¹⁾
Revenues

250+
Corporate
Stores

1,100+
Independent
Customer
Stores

14
Distribution
Centres

⁽¹⁾ Refer to the Appendix 1 at the end of this presentation

OUR BUSINESS - THE STRENGTH OF OUR NETWORK

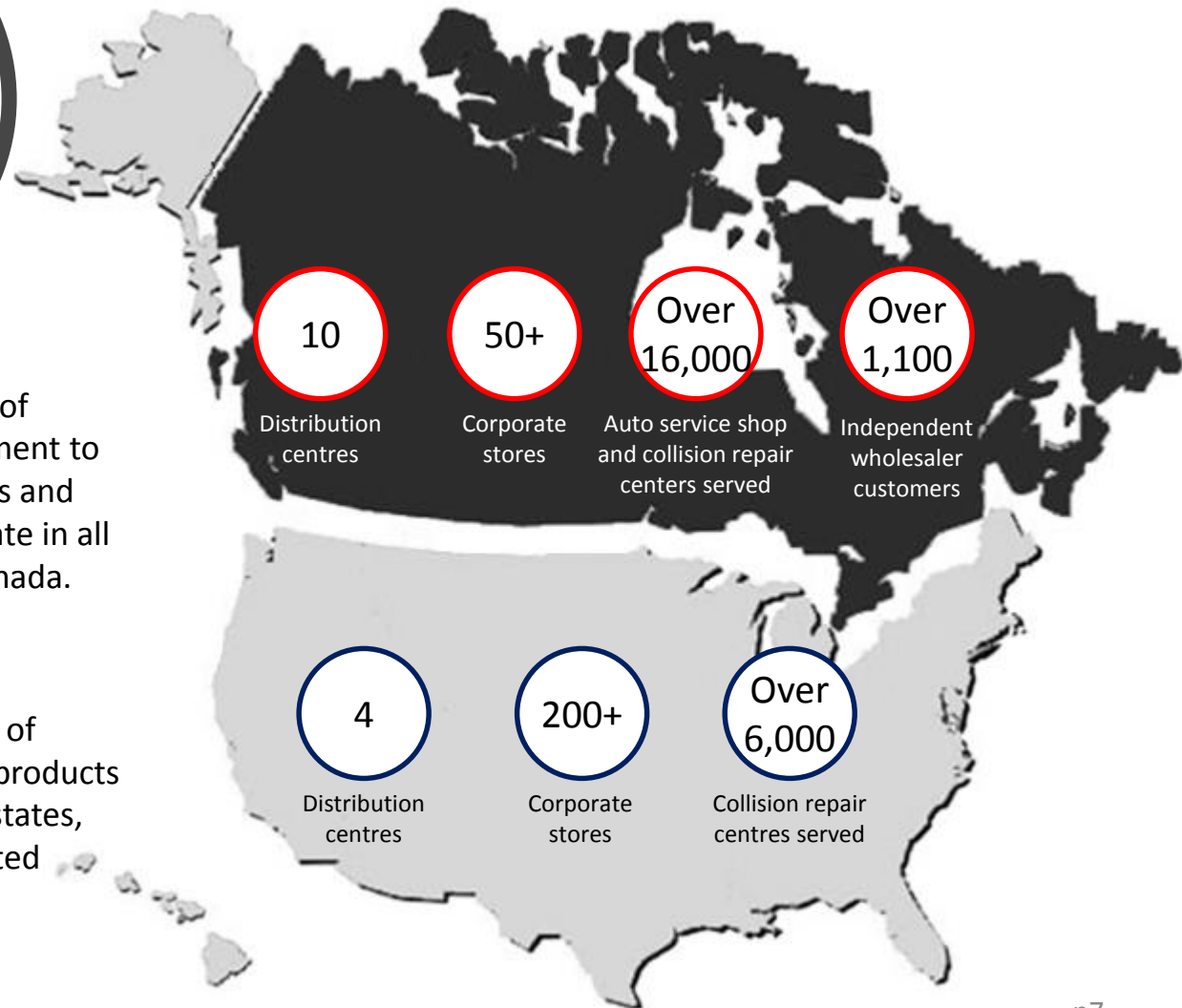


Automotive Canada

Canada's leader in the distribution of automotive parts, tools and equipment to the aftermarket, industrial products and paint & related products. We operate in all provinces and territories across Canada.

FinishMaster

Largest North American distributor of automotive and industrial refinish products and equipment. We operate in 31 states, from coast to coast, across the United States.



OUR STRATEGY

ACCELERATE PROFITABLE GROWTH

- Balanced – Organic and Acquisitive Growth

INTEGRATE ACQUISITIONS

- Capture synergies

BEST TEAM IN THE BUSINESS

- Continue to attract, retain and develop the best team in the business

FINISHMASTER:

- Organic Growth
- Extend geographic coverage & build density in core markets
- Continue to integrate the new team members and companies

AUTOMOTIVE CANADA:

- Organic growth
- Continue to support and grow our independent jobber community
- Acquire, integrate and grow our corporate store presence across the country under the banners:



PRODUCTS AND BRANDS

FinishMaster USA

North America's leading independent automotive paint distributor

Products: Automotive and industrial paint & related products

BRAND



FINISHMASTER®
Automotive & Industrial Paint

Automotive Canada

Canada's leading automotive aftermarket supplier

Products: Automotive aftermarket parts, Industrial products and Paint & related products

Corporate stores & Independent wholesalers

 **Bumper to Bumper®** *Auto Parts Plus®*
CANADA'S PARTS PEOPLE



⁽¹⁾ This brand name is operated in Canada by the
"Automotive Group" segment



Repair shops / Installer - Banners



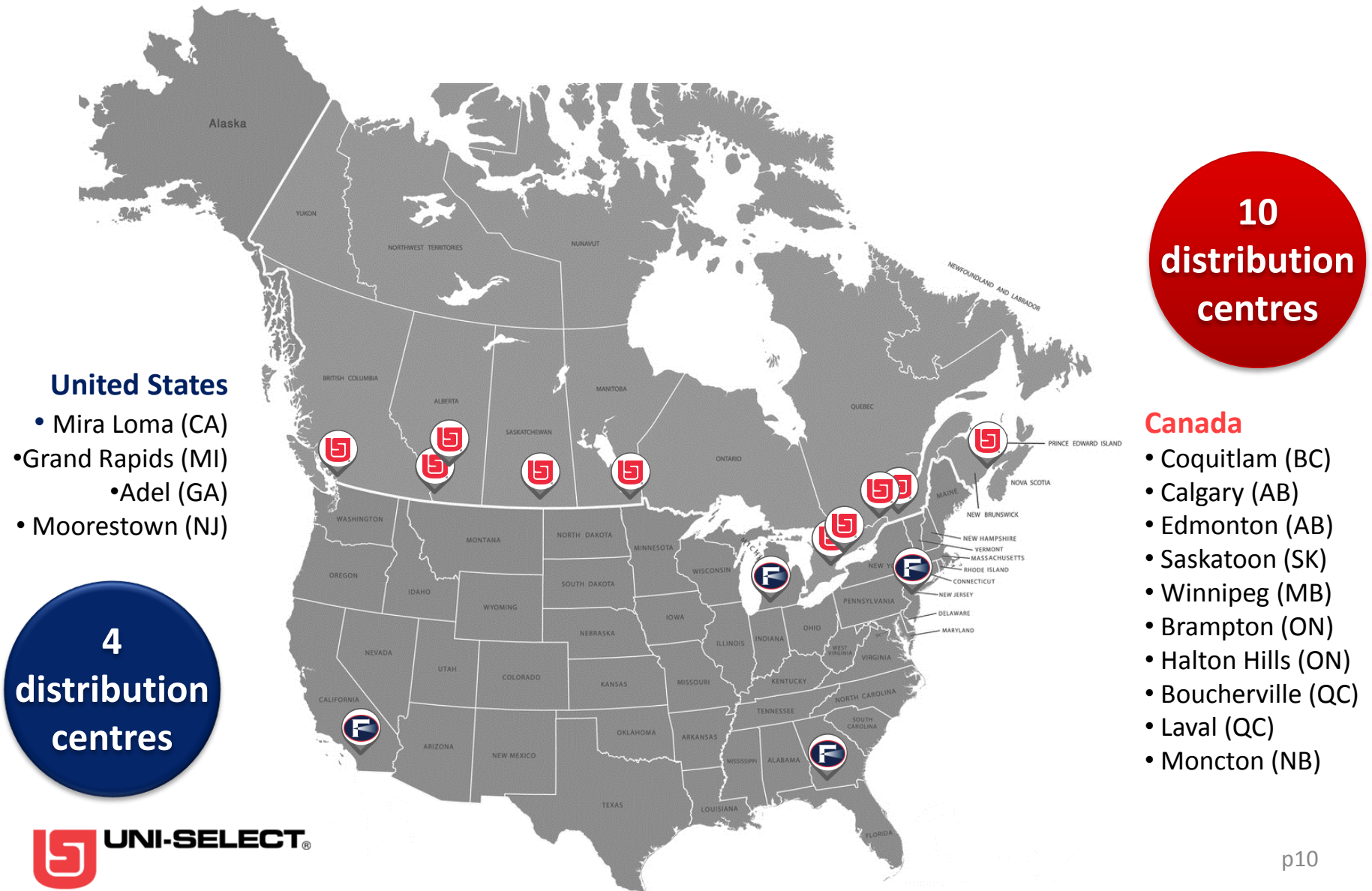
Collision repair centre - Banners

Carrossier
ProColor®

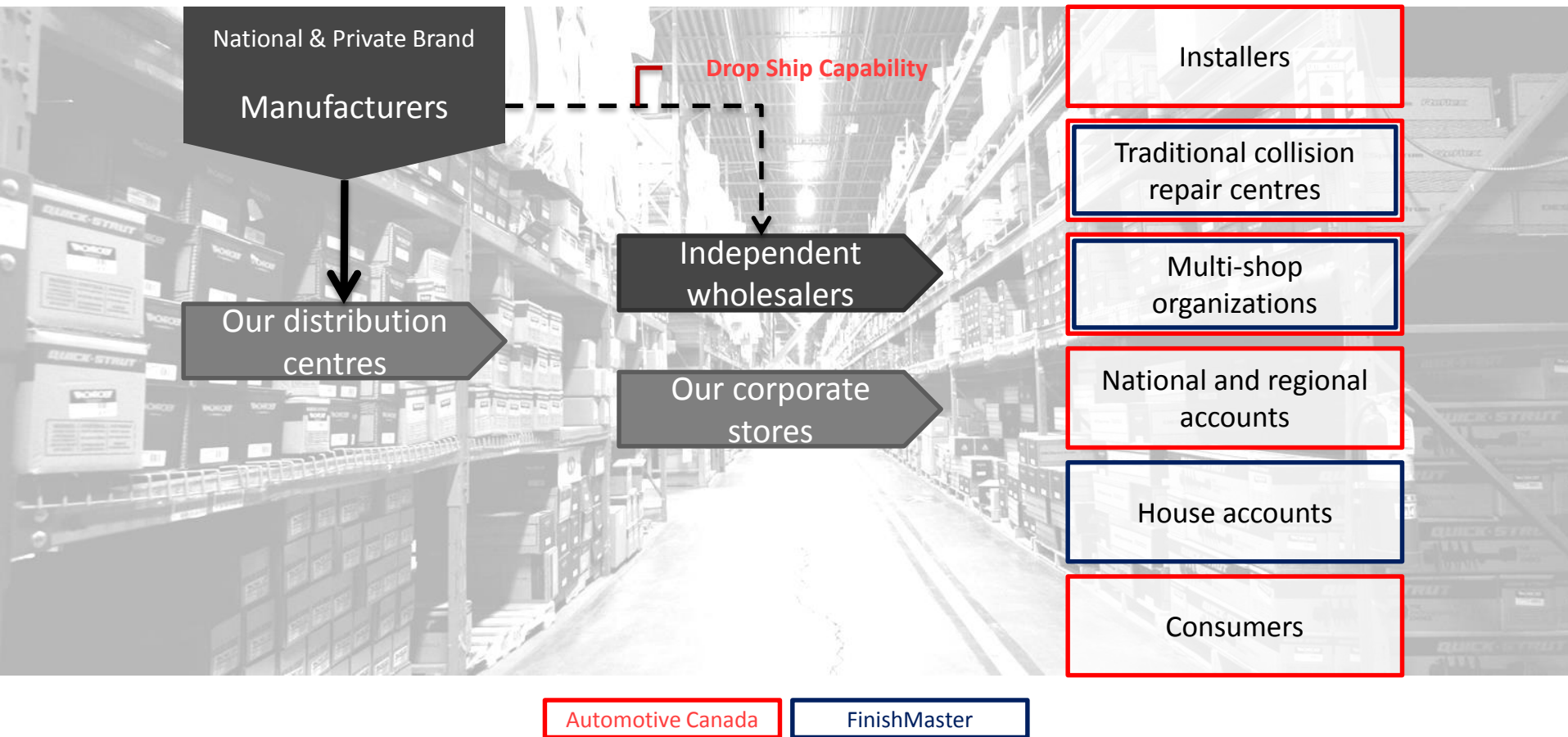


← BRANDS →

OUR DISTRIBUTION CENTER NETWORK



WE ARE THE DISTRIBUTION LINK BETWEEN MANUFACTURERS AND THE MARKETPLACE



FINISHMASTER – USA

Automotive and industrial paint & related products

Collision repair centres turning to FinishMaster for their needs

FinishMaster is dedicated to meeting your shop's needs:

- Inventory management program
- Customized, efficient procedures
- Multiple ordering options
- Scaled reporting systems
- Technical resources
- Support for waterborne paint needs



1,600+ Team Members

6,000 Collision Repair Centre
Customers

200+ Branches

National coverage

AUTOMOTIVE CANADA

Automotive aftermarket parts, Industrial products and Paint & related products

Comprehensive business solutions for independent wholesalers

Growing network of corporate stores

Supporting the growth of auto service centres



1,400+ Team Members

1,100+ Independent
Jobber Customers

50+ Corporate Stores

16,000 Installer +
Collision Repair Centres

National coverage

Growing footprint to
national coverage

AUTOMOTIVE REFINISH LEADER IN CANADA

Uni-Select sells automotive and industrial paint and related products across Canada through independent jobbers and corporate stores.

Part of the largest network
of collision repair centres

Uni-Select owns a program for
collision repair facilities in Quebec

Recently launched
FinishMaster Canada



69 branches



158 branches



7 branches

Growing National coverage



PRODUCTS AND BRANDS

More than **2 million** automotive products available

Almost **30,000** automotive and industrial paint & related products

- Exceptional product breadth
- Top “national” brand manufacturers
- Select private brand offer
- Optimizing the supply chain to deliver “high fill rates”



PRODUCTS AND BRANDS

Complimentary private brand offer:

- Uni-Select's private-label product offering provides excellent quality at competitive price

Automotive Canada

FinishMaster

WORLDPARTS®



MÄKTIG™



High-quality friction products, coated brake discs, constant velocity assembly, waterpumps, and ignition products

Economical products with entry-level features, for under-the-hood and under-the-car categories

High-quality, competitively priced temperature control components for heating, ventilation and air conditioning systems

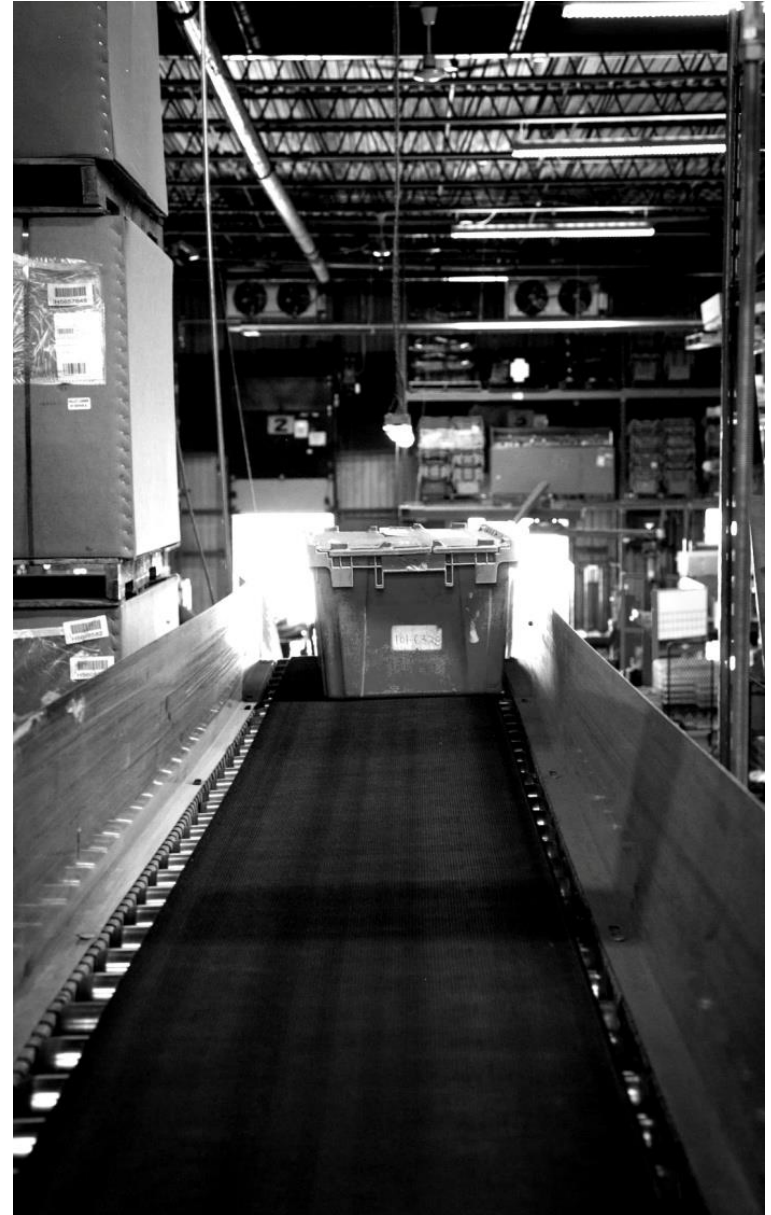
Launched in 2014, Mäktig features premium tools, equipment, and safety products for professional service centres

High-quality abrasives, wipes, marking products, body fillers & putties, buffing, aerosol, painting supplies, safety products, tools & equipment

DISTRIBUTION CAPABILITY

Dedicated to efficient customer service:

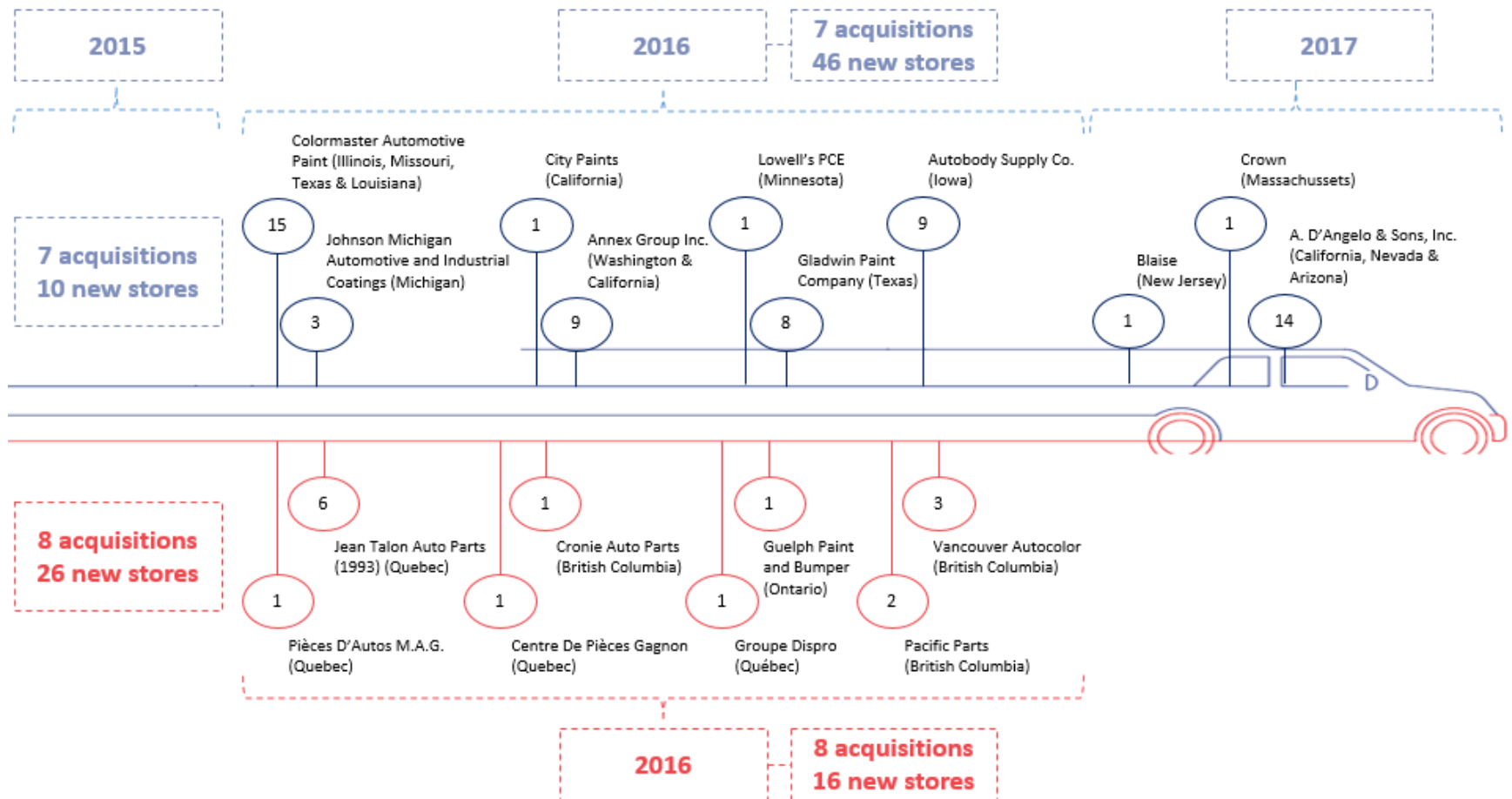
- Uni-Select's culture prioritizes external and internal customer service
- Continuous improvement mindset supported by formal programs
- **Powerful systems**
 - Inventory visibility and management
 - Order accuracy
 - Integrated processes
- **Customized delivery**
 - Overnight delivery
 - DC pick-ups
 - Relays between DCs
 - Direct shipment from suppliers in Canada



RECENT ACQUISITIONS

Since January 2015, we have acquired **33** businesses in both Canada and the United States, which represents **114** new corporate stores. We are also pleased to welcome over **700** new team members within our Uni-Select family.

FinishMaster USA



M&A – DIVESTITURE OF UNI-SELECT USA, INC. & BECK/ARNLEY WORLDPARTS, INC.

- On June 1st, 2015, we completed the sale of substantially all of the assets of Uni-Select USA, Inc. and Beck/Arnley Worldparts, Inc. to affiliates of Icahn Enterprises L.P. originally announced on February 9, 2015
- \$340 million USD transaction completed successfully
- TSA – Transition Services Agreement – 12 months
- Very smooth transition with no material disputes
- **Transaction benefits for Uni-Select:**
 - Allowing Uni-Select to be fully committed to accelerate profitable growth and invest in two high potential markets – FinishMaster and Canadian Automotive Group
 - Lighter cost structure to rapidly seize acquisitions/growth opportunities
 - Strengthening of balance sheet and complete reimbursement of debt



M&A PROCESS – STANDARD PLAYBOOK

Created and utilize a standard playbook for:

- Business Development – including:
 - M&A Filter & Target Criteria
 - Pipeline Development and Contact Management
- Target Assessment & Valuation:
 - Business Owned Transactions
 - Central Valuation Modeling – Aligned with Business Unit
- Due Diligence:
 - Standard Documented Processes
 - Continuous Improvement Methodology
 - Experienced Teams
- Legal:
 - Central Legal Support
 - LOI, APA, SPA



M&A PROCESS – STANDARD PLAYBOOK, Cont.

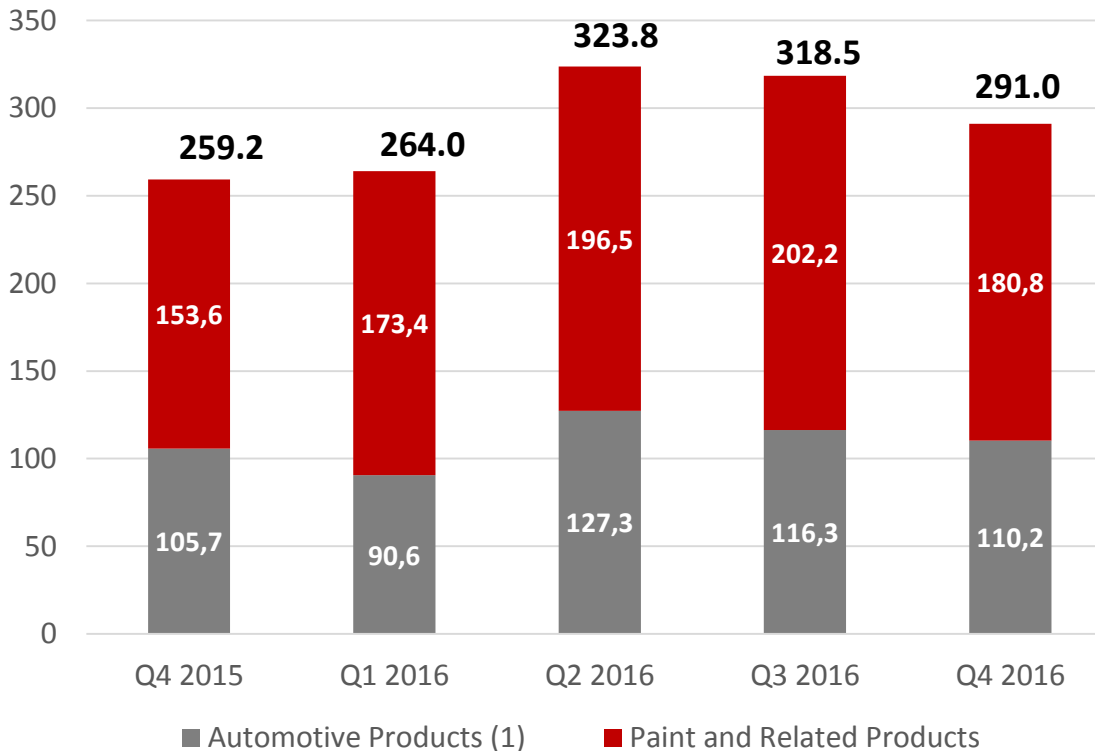
Created and utilize a standard playbook for:

- Day 1/Week 1
 - Standard and optimized processes for day 1/week 1 communication
 - New team member focused
- Synergy Capture
 - Standard processes for synergy tracking and capture



Q4 2016 – TOTAL SALES BY BUSINESS SEGMENT

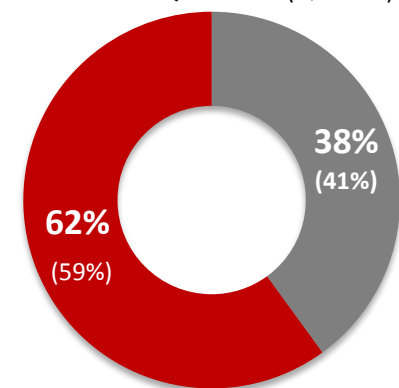
In millions of US dollars



Q4 2016 HIGHLIGHTS (YoY)

- Total Sales up 12.3% to \$291.0 million
- Paint and Related Products segment sales reached \$180.8 million up 17.7% due to acquisitions as well as net customer recruitment and existing customer growth, exceeding the impact of the product line changeover
- Canadian Automotive rose to \$110.2 million increasing 4.3% mainly from business acquisitions

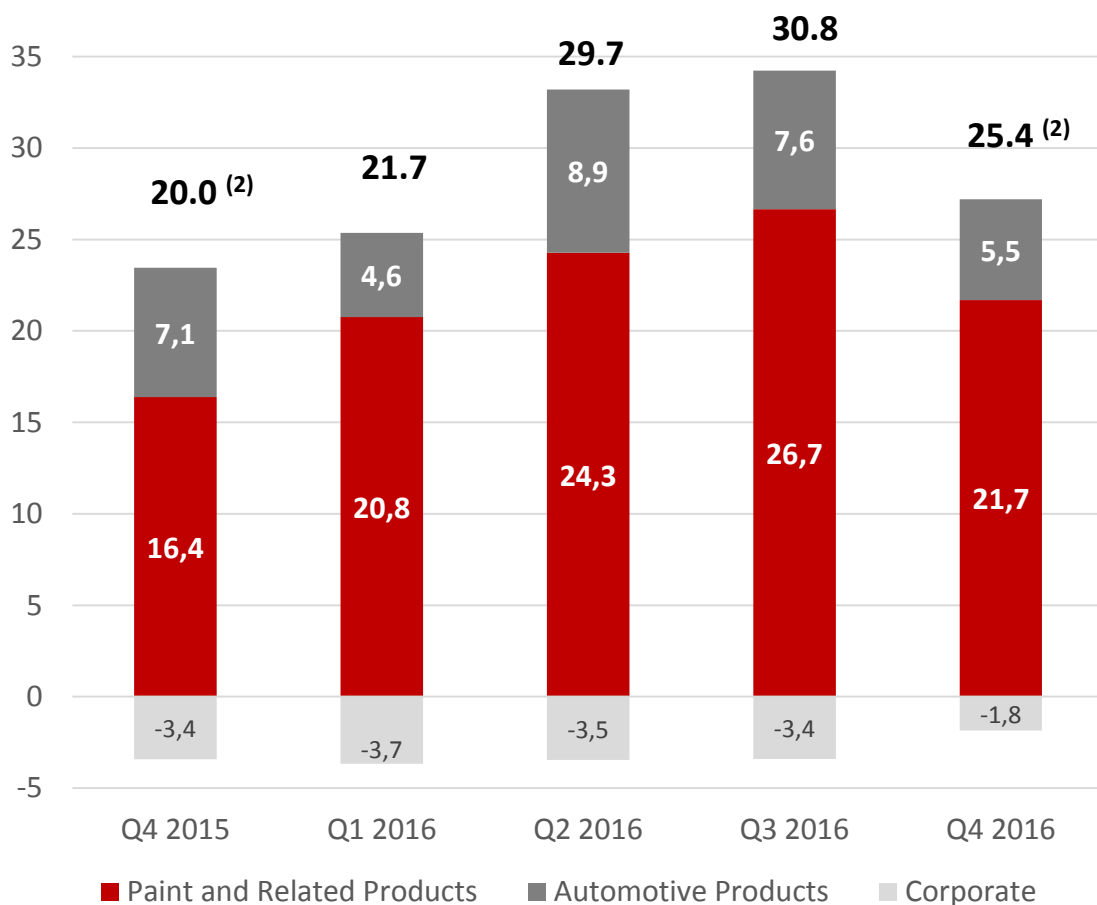
Business Mix Total Sales Q4 2016 vs (Q4 2015)



(1) FinishMaster Canada results are reported under Automotive Products.

Q4 2016 – ADJUSTED EBITDA ⁽¹⁾ BY BUSINESS SEGMENT

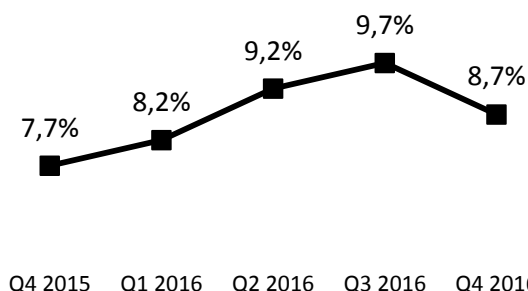
In millions of US dollars



YTD & Q4 2016 HIGHLIGHTS (YoY)

- Q4 adjusted EBITDA ⁽¹⁾ was up 26.6% due to higher contribution from the Paint and Related Products segment
- Q4 adjusted EBITDA margin ⁽¹⁾ increased by 100 bps due to optimized buying conditions
- YTD adjusted EBITDA ⁽¹⁾ of \$107.6million; adjusted EBITDA margin ⁽¹⁾ at 9.0%

Adjusted EBITDA Margin ⁽¹⁾



⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to pages 15 to 17 for further details.)

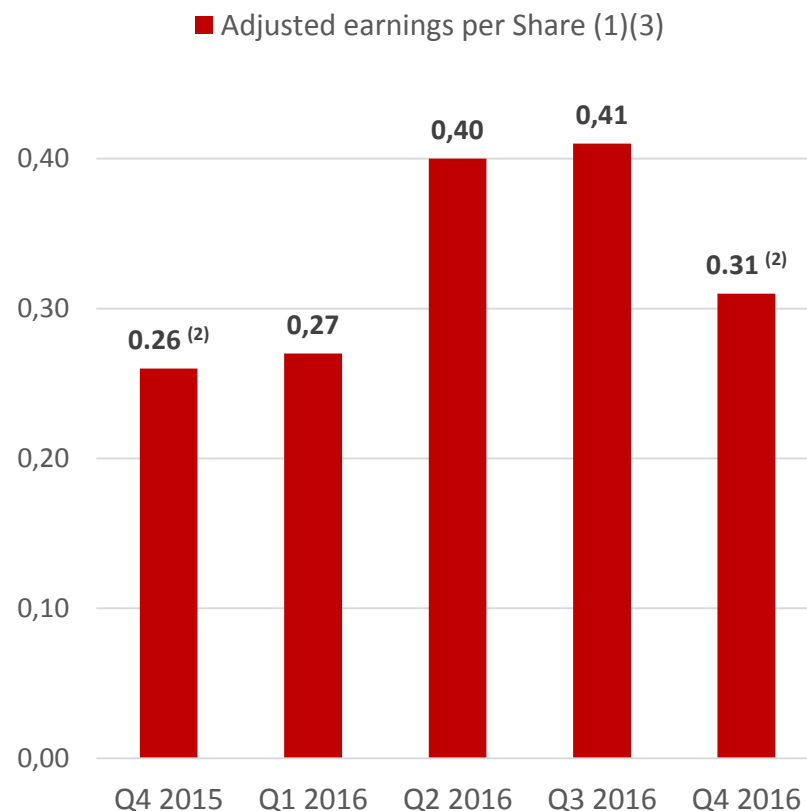
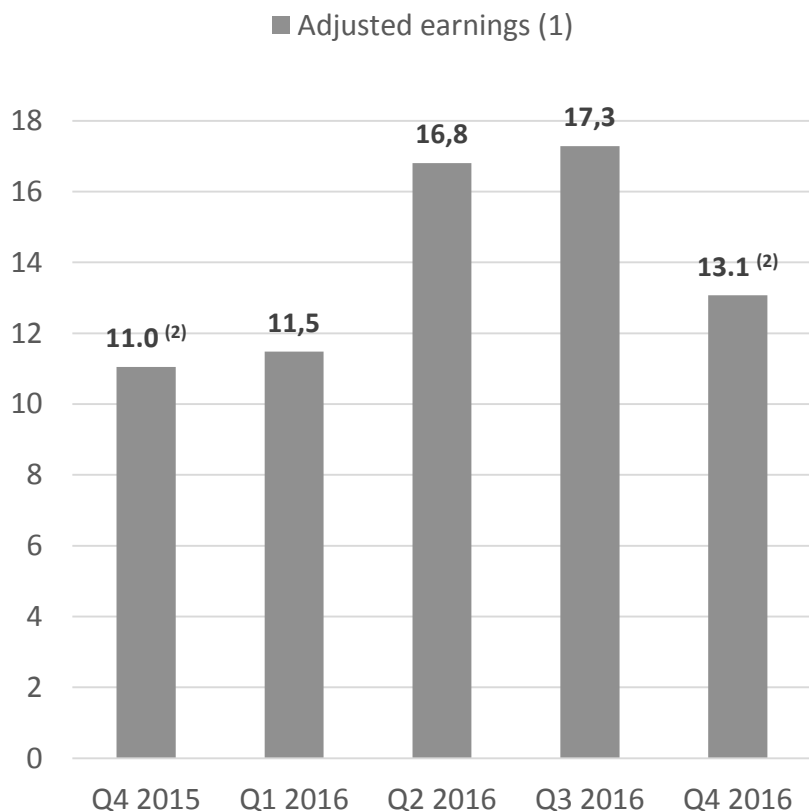
⁽²⁾ Only Q4 2015 and Q4 2016 are adjusted.

Q4 2016 – ADJUSTED EARNINGS ⁽¹⁾ & ADJUSTED EPS ⁽¹⁾

In millions of US dollars

+18.3% (YoY)

+19.2% (YoY)



⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to pages 15 to 17 for further details.)

⁽²⁾ Only Q4 2015 and Q4 2016 are adjusted.

⁽³⁾ Reflect the effect of a 2-for-1 stock split of common shares on May 11, 2016.

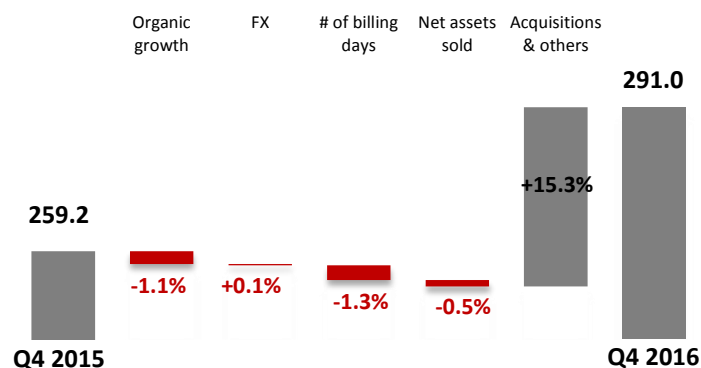
YTD 2016 – OPERATING RESULTS HIGHLIGHTS

	% Revenue	
	Q4 16	Q4 15
Sales	291.0	259.2
Sales from net assets sold	-	-
Gross margin	92.6	77.5
Employee benefits	45.0	42.3
Other operating expenses	23.8	11.9
EBITDA ⁽¹⁾	24.6	24.0
Adjusted EBITDA ⁽¹⁾	25.4	20.0

	% Revenue	
	YR 16	YR 15
Sales	1,197.3	1,355.4
Sales from net assets sold	-	(299.3)
Gross margin	366.6	402.6
Employee benefits	175.6	213.7
Other operating expenses	84.9	92.0
EBITDA ⁽¹⁾	106.8	(53.3)
Adjusted EBITDA ⁽¹⁾	107.6	96.6

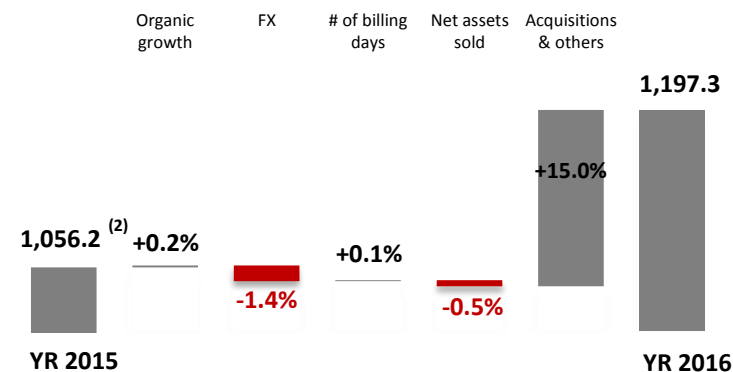
Sales Variance - Q4 16

+12.3% (YoY)



Sales Variance - YR 16 ⁽²⁾

+13.4% (YoY)



⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to pages 15 to 17 for further details.)

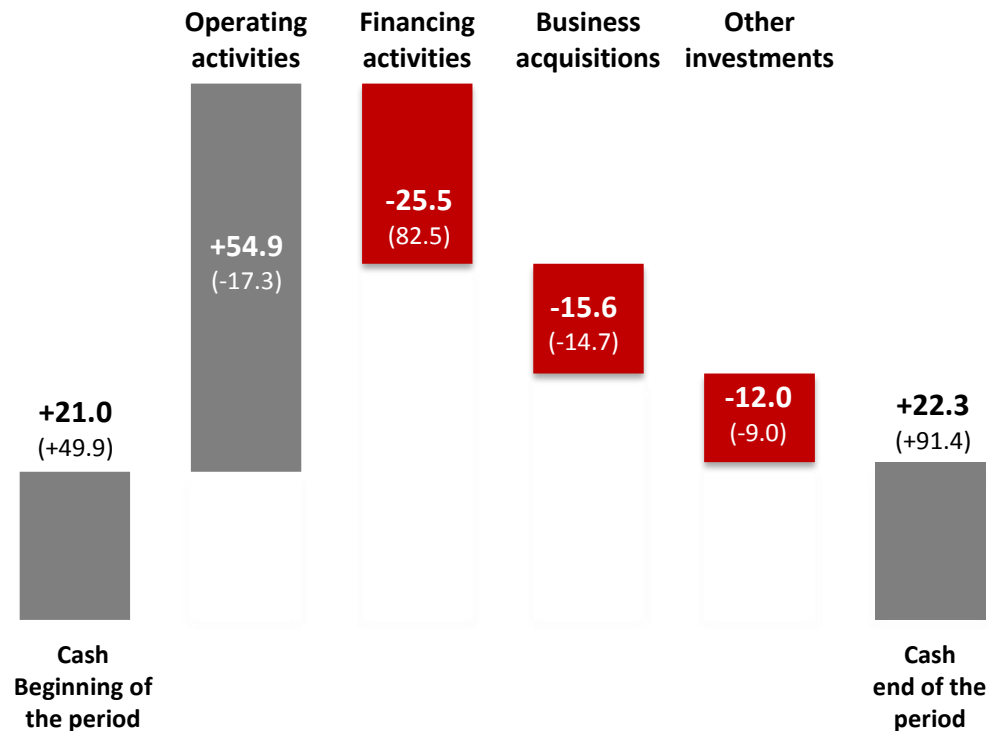
⁽²⁾ Excludes sales from net assets sold.

Q4 2016 – SOURCES AND USES OF FUNDS (vs. Q4 2015)

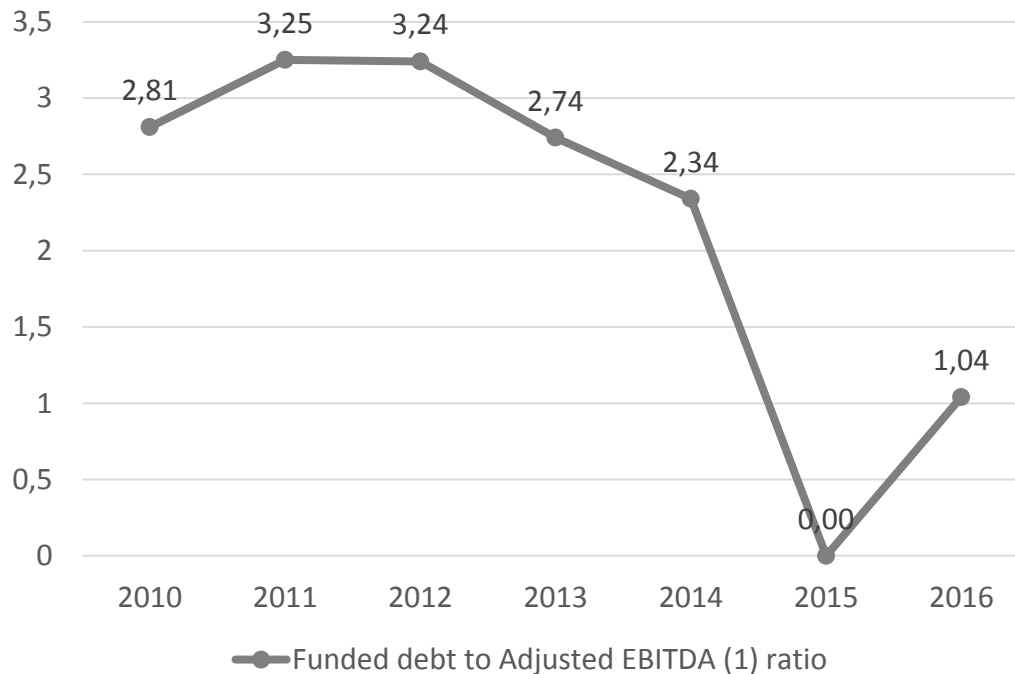
In millions of US dollars

Q4 2016 HIGHLIGHTS (YoY)

- Free cash flow increased by \$1.5 million or 7.7% compared to last year
- Operating activities totaled \$54.9 million, a \$72.2 million improvement compared to Q4 2015
- Financing activities mainly related to reimbursement of the credit facility



LEVERAGE PROFILE as of December 31, 2016



STRONG FINANCIAL POSITION

- Strong free cash flow following the sale of US automotive parts distribution business in 2015
- Over \$280 million available from the credit facilities

⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to pages 15 to 17 for further details.)

Q4 2016 – SUMMARY

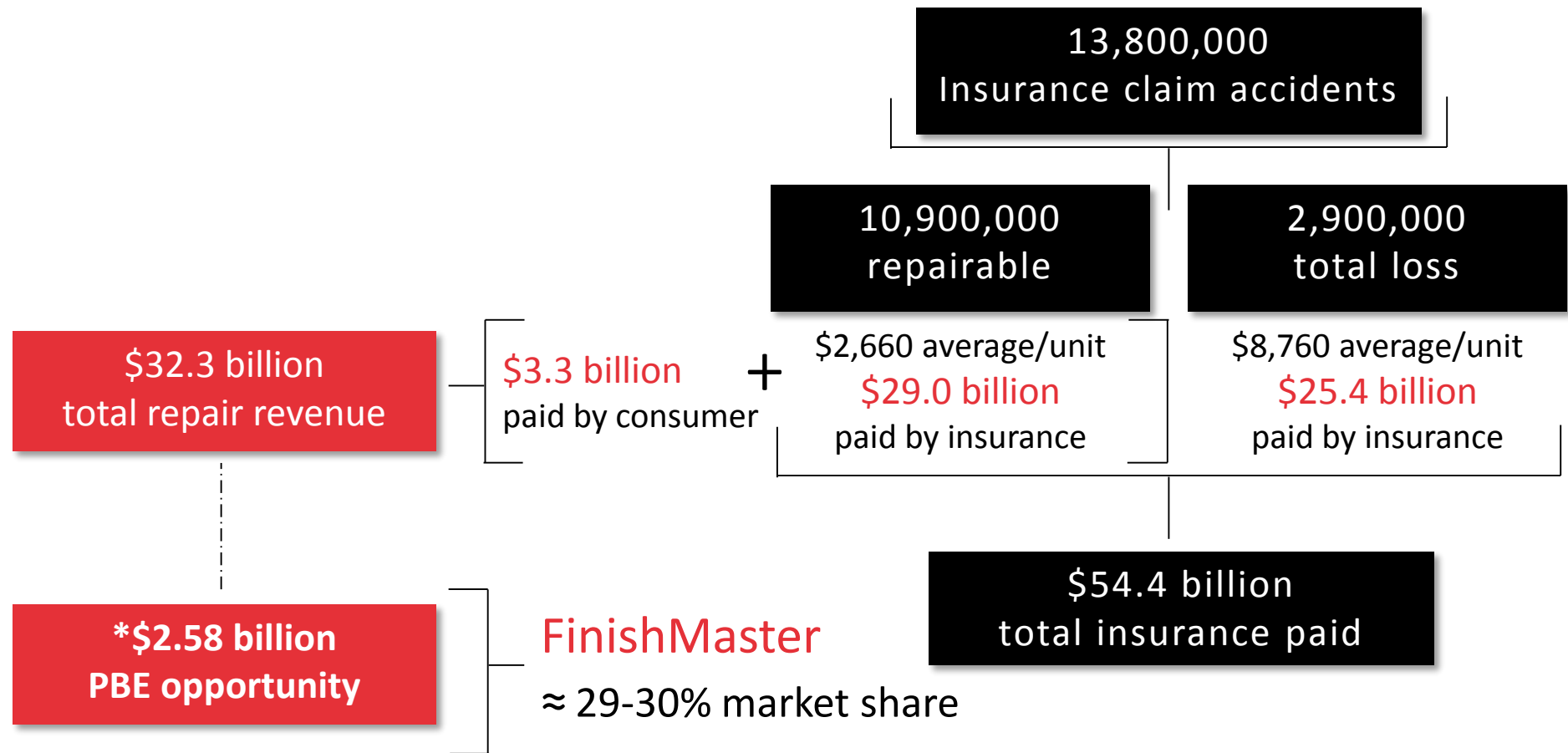
- Solid revenue and adjusted EBITDA ⁽¹⁾ growth driven by accretive business acquisitions
- Adjusted EBITDA margin ⁽¹⁾ reached 9.0%, a 100 basis point improvement from last year's comparable adjusted EBITDA
- Cash flows of \$54.9M generated by operating activities compared to 17.3M cash used last year, a \$72.2M improvement
- Adjusted earnings ⁽¹⁾ rose to \$13.1 million or \$0.31 per share, up 19.2% from last year
- Quarterly dividend payment of C\$0.085 per share

⁽¹⁾ This information represents a non-IFRS financial measure. (Refer to pages 15 to 17 for further details.)



MARKET DATA

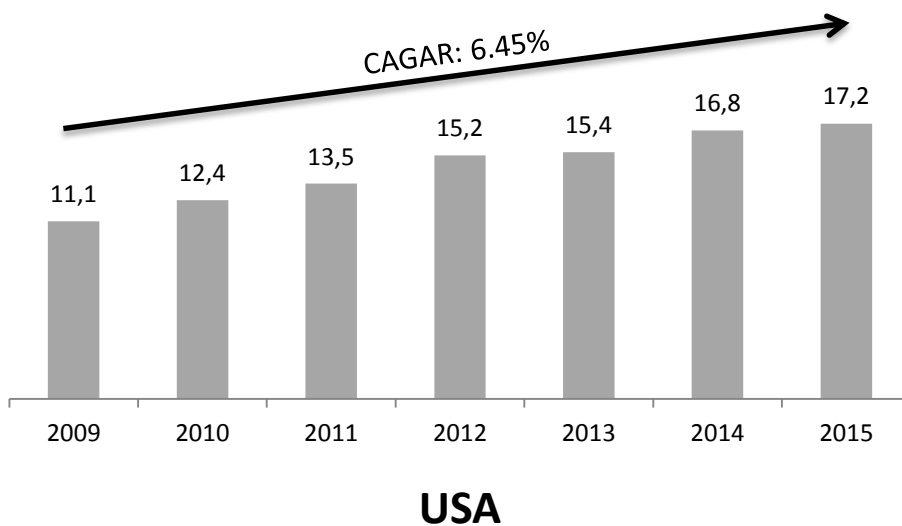
U.S. COLLISION REPAIR MARKET (2014)



*PBE represents an estimated 8% of the total repair revenue

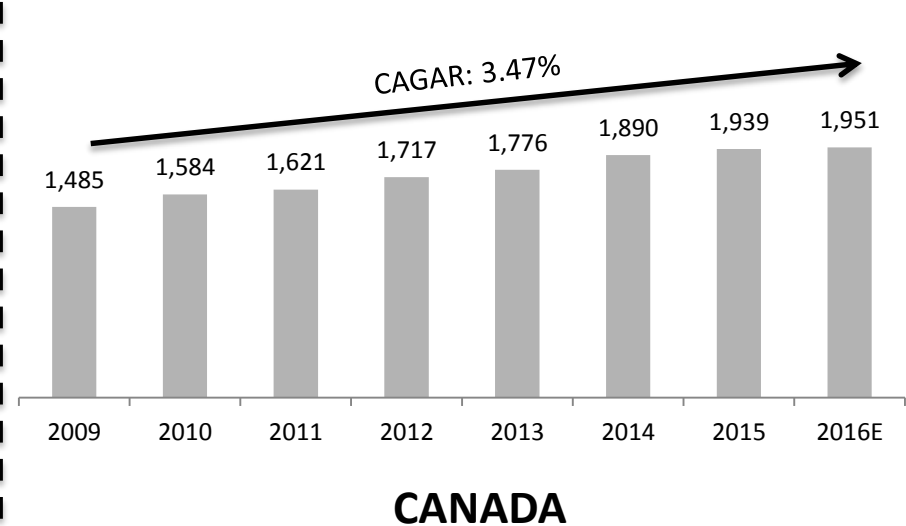
SALES OF NEW VEHICLES

In thousands



Source: Ward's Automotive Group

*Represents a total annualized units/persons index for US Auto Sales

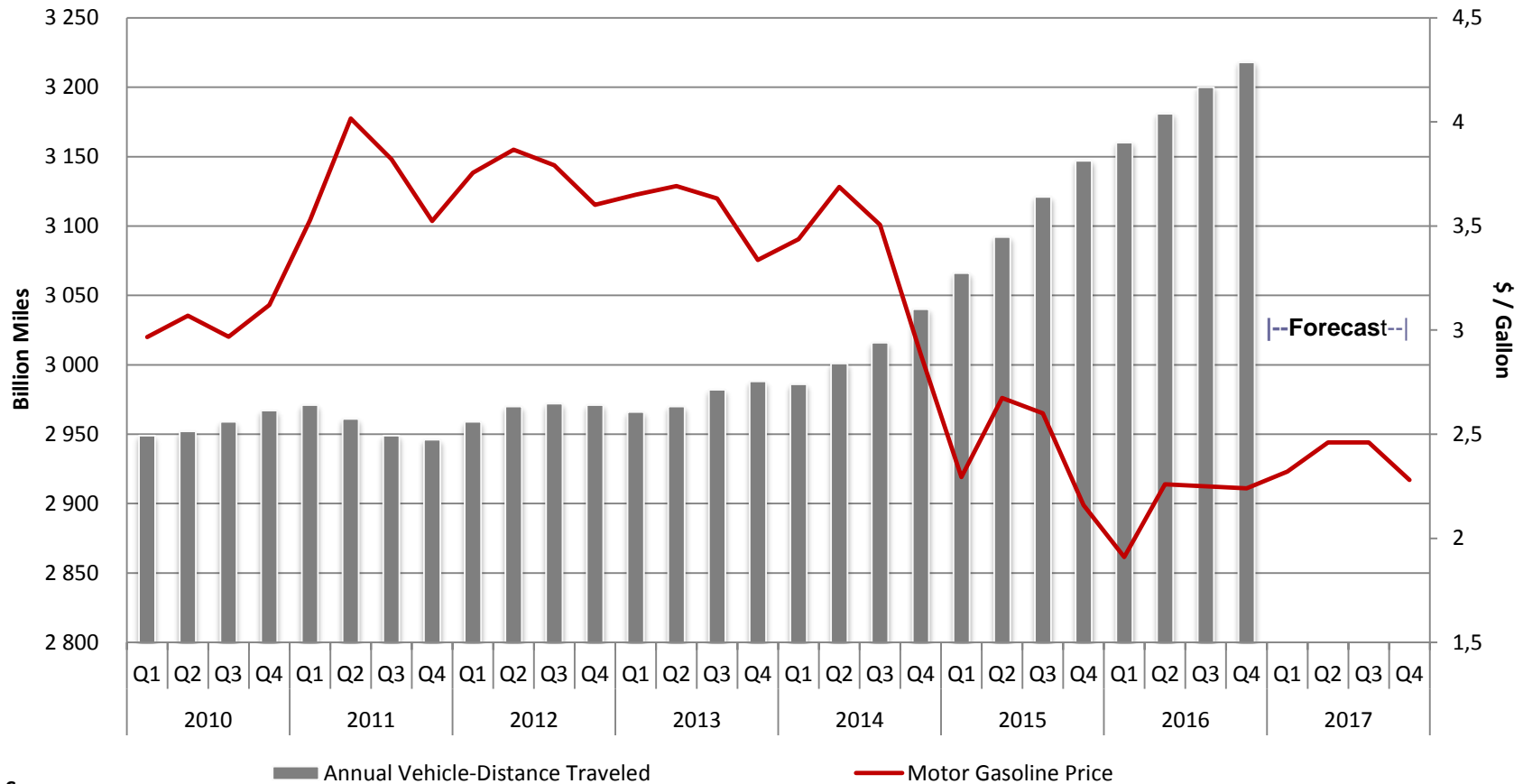


Source: AIA 2014 Outlook Study and DesRosiers Automotive Consultants, inc.

- New light vehicle registrations continue to grow at an interesting pace

MILES TRAVELED AND AVERAGE GASOLINE PRICE PER GALLON

2010-2016 Annualized Distance Traveled (billions of miles)
2010-2017 Average Gasoline Price (US\$ per gallon)

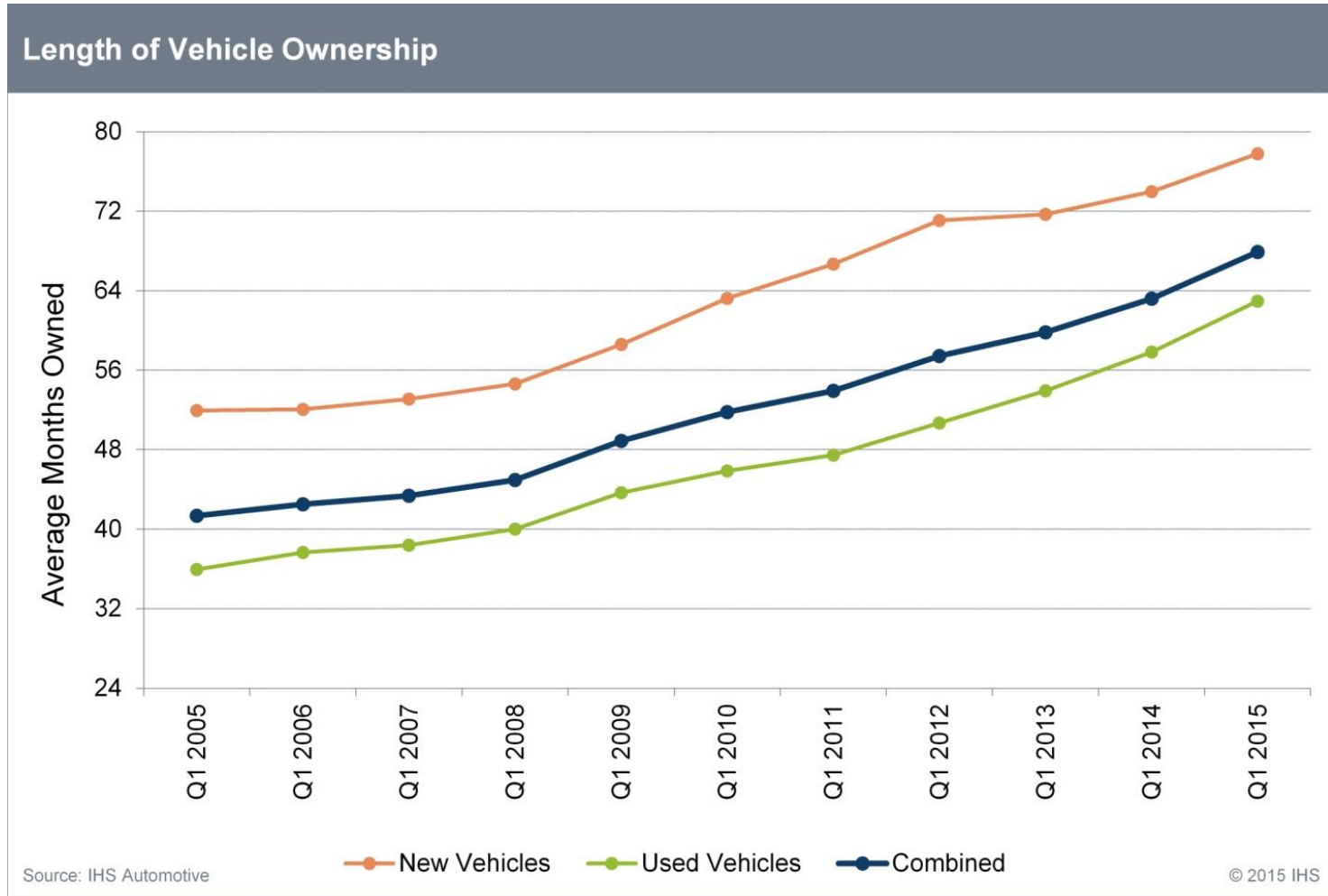


Sources:

<http://www.eia.gov/forecasts/steo/realprices/>

https://www.fhwa.dot.gov/policyinformation/travel_monitoring/tvt.cfm

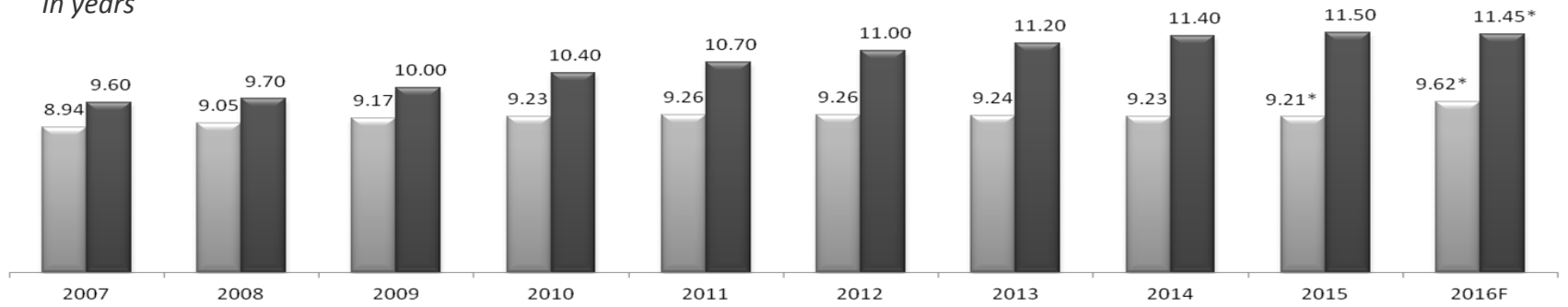
LENGTH OF VEHICLE OWNERSHIP – UNITED STATES



AVERAGE AGE AND TOTAL LIGHT VEHICLES IN NORAM

Average Age of Vehicles in Canada and U.S.

In years



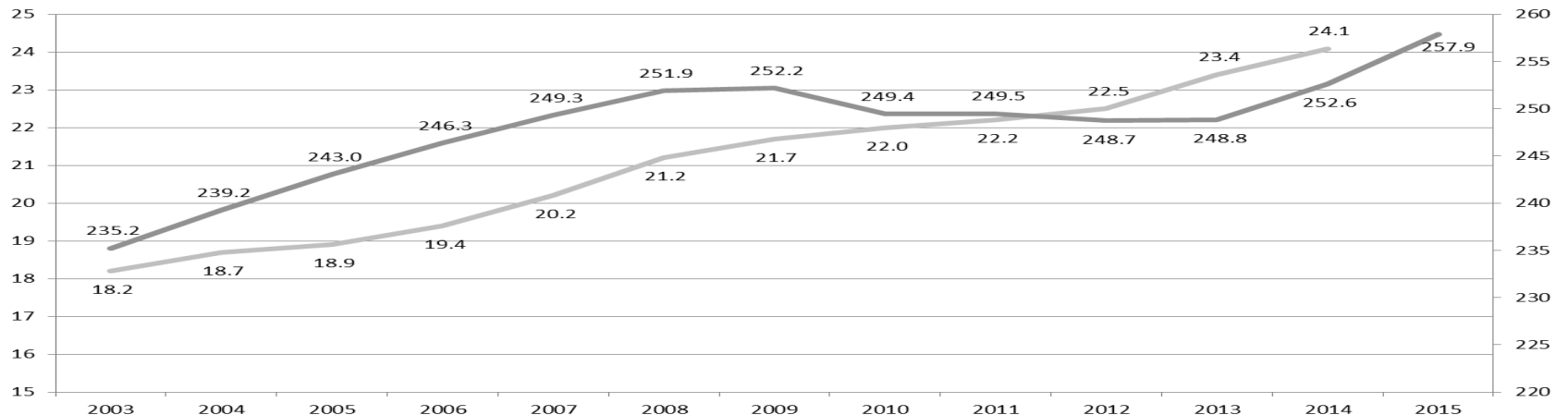
Sources:

- 2014 Outlook Study
- www.polk.com (Average age calculated from IHS Automotive, driven by Polk's NVPP database as of January 2014)
- DesRosiers Automotive Consultants, inc.

* Forecast

Total Light Vehicles in Canada and U.S.

In millions



Sources:

- Digital Auto Care FactBook 2016
- DesRosiers Automotive Consultants, inc.

www.uniselect.com



APPENDIX

APPENDIX 1: NON-IFRS FINANCIAL MEASURES

(1)

EBITDA

- This measure represents net earnings excluding finance costs, depreciation and amortization, equity income and income taxes. This measure is a financial indicator of a corporation's ability to service and incur debt. It should not be considered by an investor as an alternative to sales or net earnings, as an indicator of operating performance or cash flows, or as a measure of liquidity, but as additional information.

Adjusted EBITDA and Adjusted Earnings :

- This excludes, among other things, impairment and transaction charges related to the assets sold as well as restructuring and other charges

Adjusted EBITDA margin:

- The adjusted EBITDA margin is a percentage corresponding to the ratio of adjusted EBITDA to sales.

(2)

Pro Forma Revenues:

- Pro Forma excluding five months of Uni-Select USA, Inc. and Beck/Arnely Worldparts, Inc. sold on June 1st 2015. Reported Revenue \$1.4B

(3)

Funded debt to adjusted EBITDA ratio:

- This measure consists of long-term debt (including the portion due within a year) net of cash to adjusted EBITDA.