





Certain statements made in this presentation are forward-looking statements. These statements include, without limitation, statements relating to the effects and duration of the COVID-19 pandemic, general economic and business conditions, particularly in the context of the COVID-19 pandemic, Uni-Select's business outlook, objectives, plans, strategic priorities, operations, financial performance, financial conditions and results and other statements that are not historical facts. All such forward-looking statements are made pursuant to the "safe harbour" provisions of applicable Canadian securities laws.

Forward-looking statements are, by their very nature, subject to inherent risks and uncertainties and are based on several assumptions, both general and specific, which may cause expressed expectations to be significantly different from those listed or implied within this presentation and our business outlook, objectives, plans and strategic priorities may not be achieved. As a result, we cannot guarantee that any forward-looking statement will materialize, and we caution you against relying on any of these forward-looking statements. In particular, there can be no assurance that the proposed refinancing referred to in the Outlook section of this presentation will be made available to Uni-Select on acceptable terms or at all.

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Basis of presentation: Unless otherwise indicated in this document, all amounts are expressed in millions of US dollars, except per share amounts, percentages and otherwise specified.













Q2 2020 HIGHLIGHTS

Market Dynamics





United States

- CCC reported that repairable automotive insurance claims were down 35% in Q2-20 compared with Q2-19:
 - >50% year-over-year decline in April
 - 34.5% decline in May
 - 25.7% decline in June



Canada

- According to Desk research Roland Berger, total miles driven in Canada were down 35% in April, 20% in May and 4% in June
- According to NRCan.
 International Transport
 Forum, total miles driven in
 Canada will be reduced by
 up to 14% in 2020



United Kingdom

According to the UK
 Government statistics office,
 road traffic was at 33% of
 normal levels in April, 50% in
 May and 69% in June











Certain containment measures are gradually being phased out as operations are showing signs of recovery

Measures put in place in March 2020	Status as at June 30, 2020
Operational changes such as contactless curbside pick ups, order intake procedures and deliveries that minimize contact	Ongoing
Approximately 33% of company-owned stores temporarily closed	More than 80% of company-owned stores were opened and operational
28% of company-owned stores operating at reduced hours and 7% with very limited activities for essential services	12% of company-owned stores operating on reduced hours and 3% with very limited activities for essential services
50% of employees were temporarily furloughed across all business units	Less than 30% of employees were temporarily furloughed
Working hours reduced by 20% for the remaining employees to support current operations	About 10% of employees were working per a reduced schedule
20% salary cuts for executive management and certain positions	Ongoing
25% remuneration reduction effective January 1, 2020 for the Board of Directors	Ongoing
All office employees working from home	Ongoing









COVID-19 Measures – Update (cont'd)

- Management continues to implement its cash preservation plan to ensure maximum liquidity and financial flexibility
 - Tightening the management of working capital and non-essential expenses
 - Reducing capital expenditures and customer investments
 - Suspending the dividend
- The Corporation successfully refinanced its debt with new credit facilities providing access to additional liquidity on more flexible financial terms and conditions
- The Corporation continues to monitor announcements of governmental assistance programs in connection with COVID-19 and will seek to benefit from such programs where applicable and appropriate







Q2-20 Key Takeaways



- Results better than expected
- Results overall impacted by:
 - Lower sales volume due to COVID-19, which directly impacted gross margins and the absorption
 of fixed costs
 - Expected revenue decrease from the integration of company-owned stores in the last 12 months
 - Additional reserves for obsolescence & bad debt
 - Lower vendor incentives due to the optimization of inventory
 - Partially offset by temporary cost cutting measures, such as workforce management, cash management and the Continuous Improvement Plan
- Since April, sales are showing encouraging signs with steady growth, month over month
 - Sales down 50% in April
 - Sales at over 85% of 2019 level at the end of June
- Managed its working capital pro-actively
- Refinanced its debt and reduced its debt level versus Q1-20
- Implemented the Continuous Improvement Plan (CIP) and generated \$14M of annualized cost savings in Q2-20











Continuous Improvement Plan - Update

The CIP has been accelerated, ensuring that the Corporation is strategically positioned for the recovery and growth post-COVID-19

	Expected	Realized	Expected Schedule
	By the end of 2020	As at Q2-20	2 nd half 2020
Annualized cost savings (M\$)	\$28.0	\$14.0	\$14.0
Restructuring charges ⁽¹⁾	\$10.5	\$10.4	\$0.1
Write-down of assets ⁽²⁾	\$6.2	\$6.2	\$-
Other charges as incurred ⁽³⁾	\$3.3	\$0.4	\$2.9
Total Restructuring and other charges	\$20.0	\$16.9	\$3.1

Note: Numbers may not add exactly due to rounding.

- (1) Mainly severance and closing costs as part of rightsizing activities.
- (2) Mainly impairment of property and equipment.
- (3) Primarily comprising stores' operating costs and moving costs.

Note that the realized annualized savings as at Q2-20 are based on the Q1-20 run rate, since Q2-20 already includes temporary cost measures











Consolidated Results – Q2 2020 Highlights

Financial Results					
	Q2-19	Q2-20	VAR		
Sales	456.2	302.5	(33.7%)		
Organic growth ⁽¹⁾		(31.9%)			
EBITDA ⁽¹⁾	31.7	(2.7)	nmf		
EBITDA% ⁽¹⁾	7.0%	(0.9%)	(790 bps)		
Adj. EBITDA ⁽¹⁾	35.8	14.8	(58.6%)		
Adj. EBITDA% ⁽¹⁾	7.8%	4.9%	(290 bps)		
EBT	8.5	(31.0)	nmf		
EBT% ⁽¹⁾	1.9%	(10.2%)	nmf		
Adj. EBT ⁽¹⁾	13.9	(12.4)	nmf		
Adj. EBT% ⁽¹⁾	3.0%	(4.1%)	(710 bps)		

	Network	
STORES	Q2-20	YTD
Beginning	431	434
Change	-	(3)
Ending	431	431

HIGHLIGHTS

- Management quick and proactive measures include:
 - Workforce management
 - Cash management
 - Reduced inventory and emphasized collection of receivables
 - · Maintained market share
 - Adapted cost structure to market environment

Q2-20 results were impacted by:

- Lower sales volume due to COVID-19, which directly impacted gross margins and the absorption of fixed costs
- Expected revenue decrease from the integration of company-owned stores in the last 12 months
- Additional reserves for obsolescence & bad debt
- Lower vendor incentives, due to the optimization of inventory
- Write-off of deferred fees related to the previous bank agreements
- In April, consolidated sales were down 50% compared to last year. Following the implementation of a number of actions, UNS's sales increased month after month. June's sales closed at more than 85% of 2019.
- Benefited from savings from the improvement plan.
- Generated positive cash flow which allowed us to reduce debt from the O1-20 level.









⁽¹⁾ This information represents a non-IFRS financial measure. Please refer to the "Non-IFRS financial measures" section at the end of this presentation for further details.



FinishMaster US – Q2 2020 Highlights

Financial Results				
	Q2-19	Q2-20	VAR	
Sales	212.3	133.4	(37.2%)	
Organic growth ⁽¹⁾		(36.6%)		
EBITDA ⁽¹⁾	17.8	(1.5)	nmf	
EBITDA%(1)	8.4%	(1.1%)	(950 bps)	
Adj. EBITDA ⁽¹⁾	19.0	4.5	(76.5%)	
Adj. EBITDA% ⁽¹⁾	8.9%	3.3%	(560 bps)	
EBT	10.4	(8.7)	nmf	
EBT% ⁽¹⁾	4.9%	(6.5%)	nmf	
Adj. EBT ⁽¹⁾	11.6	(2.7)	nmf	
Adj. EBT% ⁽¹⁾	5.5%	(2.0%)	(750 bps)	

N	letwork	
STORES	Q2-20	YTD
Beginning	178	180
Change	-	(2)
Ending	178	178

HIGHLIGHTS

Q2-20 results were impacted by:

- Lower sales volume due to COVID-19, which directly impacted gross margins and the absorption of fixed costs
- Expected revenue decrease from the integration of company-owned stores in the last 12 months
- Additional inventory obsolescence and bad debt
- Lower volume rebates, due to the optimization of inventory
- National account recovery was faster in the second half of the quarter compared to independent
- Since April, sales are showing encouraging signs with steady growth, month over month. Sales were down 45.4% in April and 37.2% for the quarter.
- Continued to benefit from the improvement plan, the optimization of processes and operations for annualized savings of ~\$5.8 million in the quarter









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Canadian Automotive Group – Q2 2020 Highlights



Financial Results					
	Q2-19	Q2-20	VAR		
Sales	143.4	114.3	(20.3%)		
Organic growth ⁽¹⁾		(18.0%)			
EBITDA ⁽¹⁾	16.0	7.3	(54.5%)		
EBITDA%(1)	11.2%	6.4%	(480 bps)		
Adj. EBITDA ⁽¹⁾	16.6	12.9	(22.6%)		
Adj. EBITDA% ⁽¹⁾	11.6%	11.3%	(30 bps)		
EBT	10.6	2.2	(79.2%)		
EBT% ⁽¹⁾	7.4%	1.9%	(550 bps)		
Adj. EBT ⁽¹⁾	11.2	7.8	(30.6%)		
Adj. EBT% ⁽¹⁾	7.8%	6.8%	(100 bps)		

N	letwork	
STORES	Q2-20	YTD
Beginning	77	75
Change	-	2
Ending	77	77

HIGHLIGHTS

- Q2-20 results were impacted by:
 - Lower sales volume due to COVID-19, which directly impacted gross margins and the absorption of fixed costs
 - Lower volume rebates
 - Additional bad debt
 - The contribution from ProColor last year
- Since April, sales are showing encouraging signs with steady growth, month over month. Sales were down 35.4% in April and 20.3% for the quarter.
- Continued to benefit from the improvement plan mainly from the optimization of operations, for annualized savings of ~\$8.2 million in the quarter.









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The Parts Alliance UK – Q2 2020 Highlights

Financial Results					
	Q2-19	Q2-20	VAR		
Sales	100.5	54.9	(45.4%)		
Organic growth ⁽¹⁾		(41.7%)			
EBITDA ⁽¹⁾	3.1	(4.9)	nmf		
EBITDA%(1)	3.0%	(8.9%)	nmf		
Adj. EBITDA ⁽¹⁾	3.1	0.3	(89.6%)		
Adj. EBITDA% ⁽¹⁾	3.0%	0.6%	(240 bps)		
EBT	(1.4)	(9.6)	nmf		
EBT% ⁽¹⁾	(1.4%)	(17.4%)	nmf		
Adj. EBT ⁽¹⁾	(1.4)	(4.4)	nmf		
Adj. EBT% ⁽¹⁾	(1.4%)	(7.9%)	(650 bps)		

N	letwork	
STORES	Q2-20	YTD
Beginning	176	179
Change	-	(3)
Ending	176	176

HIGHLIGHTS

- Q2-20 results were impacted by:
 - Lower sales volume due to COVID-19, which directly impacted gross margins and the absorption of fixed costs
 - Expected revenue decrease from the integration of company-owned stores in the last 12 months
 - Additional bad debt expense
 - · Lower volume rebates
- Since April, sales are showing encouraging signs with steady growth, month over month. Sales were down 69.9% in April and 45.4% for the quarter.
- Continued to benefit from the improvement plan and government subsidies related to COVID-19. The bulk of the savings from the CIP will be executed in Q3-20.









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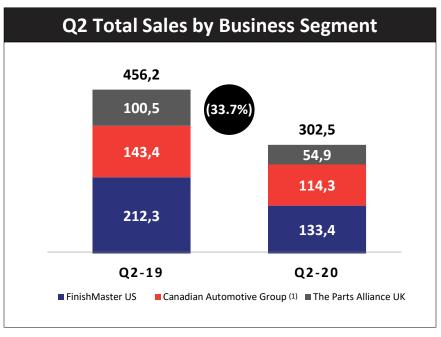




Q2 2020 FINANCIAL REVIEW

Sales





Note: Numbers may not add exactly due to rounding.

Q2-20 sales decreased 34% due to negative organic growth⁽²⁾, which was mainly driven by COVID-19, as well as unfavourable currency fluctuations and the expected erosion resulting from the integration of company-owned stores over the past 12 months, as part of improvement plans.

- (1) FinishMaster Canada results are reported under the Canadian Automotive Group.
- (2) This information represents a non-IFRS financial measure. Please refer to the "Non-IFRS financial measures" section at the end of this presentation for further details.



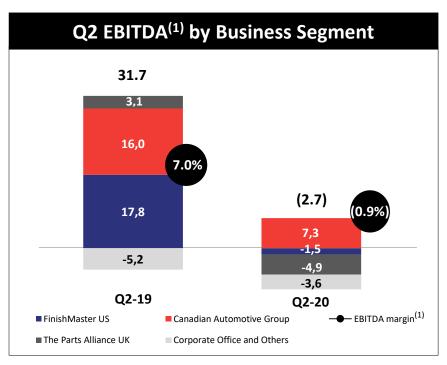


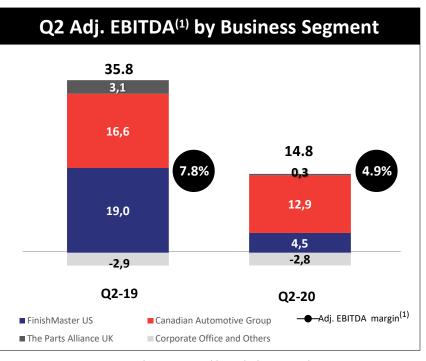




EBITDA⁽¹⁾ and Adjusted EBITDA⁽¹⁾







Note: Numbers may not add exactly due to rounding.

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Q2-20 Adj. EBITDA %⁽¹⁾ down 290 bps mainly explained by lower volume of sales attributable to COVID-19, which resulted in lower gross margins and a reduced absorption of fixed costs, and additional reserves for obsolescence and bad debt as well as lower vendor incentives (from inventory optimization). These factors were partially offset by cost control measures and savings realized from the PIP.

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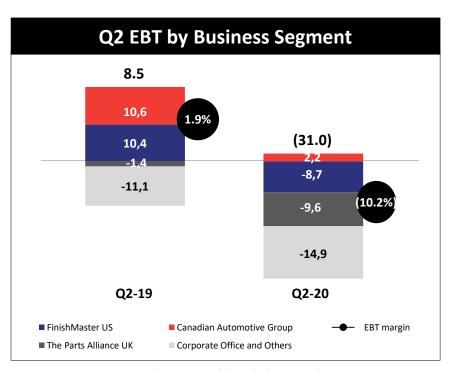


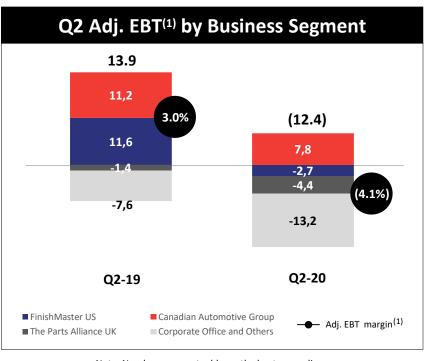




EBT and Adjusted EBT(1)







Note: Numbers may not add exactly due to rounding.

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Q2-20 Adj. EBT %⁽¹⁾ down 710 bps mainly explained by lower volume of sales attributable to COVID-19, which resulted in lower gross margins and a reduced absorption of fixed costs, and additional reserves for obsolescence and bad debt as well as lower vendor incentives (from inventory optimization) and the loss on debt extinguishment. These factors were partially offset by cost control measures and savings realized from the PIP.

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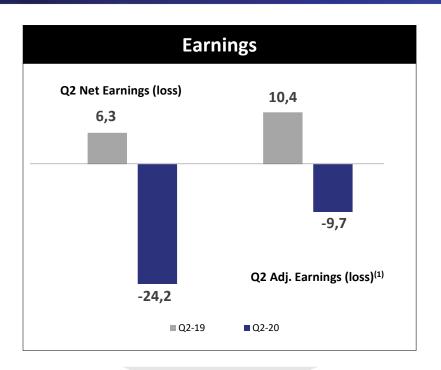


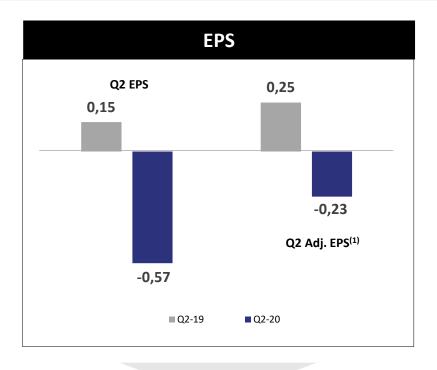












Q2-20 Adj. earnings⁽¹⁾ decreased by \$20.1M mainly resulting from a lower adjusted EBT as well as a different income tax rate.

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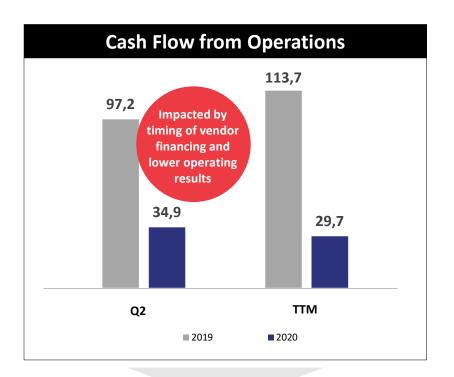


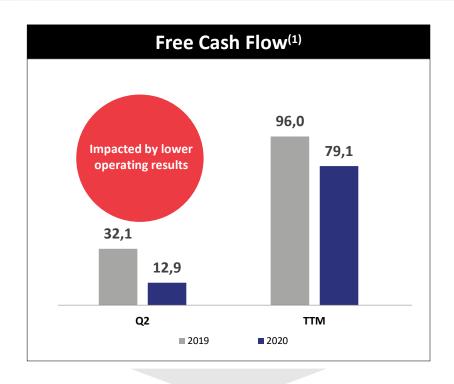




Cash Flow & FCF⁽¹⁾







Lower inflows were generated by operating activities mainly due to the timing of vendor financing transactions as well as lower operating results, due to the COVID-19 pandemic, which impacted business mix and inventory reserves. These factors were partially offset by the optimization of inventory across the three segments, mainly at FM, and lower levels of trade receivables as part of cash management initiatives related to the pandemic.

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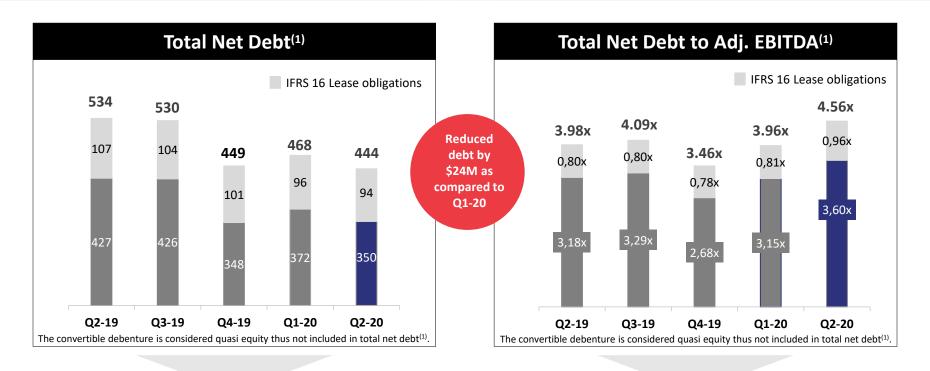






Financial Position





The Corporation successfully refinanced its debt with new credit facilities providing access to additional liquidity on more flexible financial terms and conditions.

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Outlook



There is significant uncertainty in the market related to COVID-19, therefore the following Outlook is based on certain assumptions and visibility as of today.

Consolidated Sales

- July 2020 sales continued to improve sequentially
- Temporary supply chain issues may impact Q3-20 sales
- The autoparts aftermarket should recover more rapidly than the refinish market
- Expect more normalized sales in the back half of 2021

Continuous Improvement Plan

- We will execute the bulk of the remaining annualized savings in Q3-20
- The continuous improvement journey will continue as part of the ongoing culture and benefit the long-term

Business Segments

- FM sales: Sales recovery is expected on a regional basis. National and MSO sales are recovering faster than independent sales
- **CAG** sales: Q2-20 sales include pent-up demand. We expect miles driven to continue to recover in Q3-20 on the back of normal seasonality
- TPA sales: the Q4-20 market should get a boost from the Ministry of Transport (MOT) required testing

Debt Level

 We currently expect our total net debt level at the end of December 31, 2020 to be similar to last year













APPENDIX

Non-IFRS Financial Measures



The information included in this presentation contains certain financial measures that are inconsistent with IFRS. Non-IFRS financial measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other entities.

Organic growth

This measure consists of quantifying the increase in consolidated sales between two given periods, excluding the impact of acquisitions, the erosion of sales from the integration of company-owned stores, exchange-rate fluctuations and when necessary, the variance in the number of billing days. This measure enables Uni-Select to evaluate the intrinsic trend in the sales generated by its operational base in comparison with the rest of the market. Determining the rate of organic growth, based on findings that Management regards as reasonable, may differ from the actual rate of organic growth.

EBITDA and adjusted EBITDA

EBITDA represents net earnings excluding finance costs, depreciation and amortization 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 excludes certain adjustments, which may affect the comparability of the Corporation's financial results. These adjustments include, among other things, restructuring and other charges, charges related to the review of strategic alternatives, impairment loss on goodwill, as well as net gain on business disposal.

EBITDA margin and adjusted EBITDA margin

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











Adjusted EBT, adjusted earnings and adjusted earnings per share

Management uses adjusted EBT, adjusted earnings and adjusted earnings per share to assess EBT, net earnings and net earnings per share from operating activities, excluding certain adjustments, net of income taxes for adjusted earnings and adjusted earnings per share, which may affect the comparability of the Corporation's financial results. Management considers that these measures facilitate the analysis and provide the best understanding of the Corporation's operational performance. The intent of these measures is to provide additional information.

These adjustments include, among other things, restructuring and other charges, charges related to the review of strategic alternatives, impairment loss on goodwill, net gain on business disposal, as well as amortization of intangible assets related to The Parts Alliance acquisition. Management considers The Parts Alliance acquisition as transformational. The exclusion of these items does not indicate that they are non-recurring.

EBT margin and adjusted EBT margin

EBT margin is a percentage corresponding to the ratio of EBT to sales. Adjusted EBT margin is a percentage corresponding to the ratio of adjusted EBT to sales.

Free cash flows

This measure corresponds to the cash flows from operating activities according to the consolidated statements of cash flows adjusted for the following items: changes in working capital items, acquisitions of property and equipment and difference between amounts paid for post-employment benefits and current period expenses. Uni-Select considers the free cash flows to be a good indicator of financial strength and of operating performance because it shows the amount of funds available to manage growth in working capital, pay dividends, repay debt, reinvest in the Corporation and capitalize on various market opportunities that arise.

The free cash flows exclude certain variances in working capital items (such as trade and other receivables, inventory and trade and other payables) and other funds generated and used according to the consolidated statements of cash flows. Therefore, it should not be considered as an alternative to the consolidated statements of cash flows, or as a measure of liquidity, but as additional information.











Total net debt

This measure consists of long-term debt, including the portion due within a year (as shown in note 12 to the interim consolidated financial statements), net of cash.

Total net debt to adjusted EBITDA

This ratio corresponds to total net debt divided by adjusted EBITDA.







Auto Parts Plus



Reconciliation of Consolidated Organic Growth				
	Second quarters		YTD	
	2020	2019	2020	2019
FinishMaster US	133.4	212.2	335.6	416.8
Canadian Automotive Group	114.3	143.4	223.2	256.6
The Parts Alliance UK	54.9	100.5	151.4	202.9
Sales	302.5	456.2	710.2	876.2
		(in %)		(in %)
Sales variance	(153.6)	(33.7)	(166.0)	(18.9)
Conversion effect of the Canadian dollar and the British pound	5.8	1.2	7.8	0.9
Number of billing days	-	-	(6.9)	(0.8)
Erosion of sales from the integration of company-owned stores	3.1	0.7	5.9	0.6
Acquisitions	(0.5)	(0.1)	(1.1)	(0.1)
Consolidated organic growth	(145.3)	(31.9)	(160.2)	(18.3)











Reconciliation of EBITDA						
	Sec	ond qua	rters	YTD		
	2020	2019	%	2020	2019	%
Net earnings (loss)	(24.2)	6.3		(30.9)	5.0	
Income tax expense (recovery)	(6.8)	2.2		(8.7)	2.3	
Depreciation and amortization	15.9	15.8		32.5	31.6	
Finance costs, net	12.4	7.4		19.5	14.2	
EBITDA	(2.7)	31.7	(108.4)	12.4	53.1	(76.6)
EBITDA margin	(0.9%)	7.0%		1.7%	6.1%	
Special items	17.5	4.1		19.2	11.2	
Adjusted EBITDA	14.8	35.8	(58.6)	31.6	64.3	(50.8)
Adjusted EBITDA margin	4.9%	7.8%		4.5%	7.3%	













Reconciliation of EBT and Adjusted EBT							
	Sec	cond quart	ers	YTD			
	2020	2019	%	2020	2019	%	
Net earnings (loss)	(24.2)	6.3		(30.9)	5.0		
Income tax expense (recovery)	(6.8)	2.2		(8.7)	2.3		
EBT	(31.0)	8.5	(462.6)	(39.6)	7.2	(646.6)	
EBT margin	(10.2%)	1.9%		(5.6%)	0.8%		
Special items	17.5	4.1		19.2	11.2		
Amortization of intangible assets related to the acquisition of The Parts Alliance	1.0	1.3		2.0	2.5		
Adjusted EBT	(12.5)	13.9	(189.7)	(18.3)	21.0	(187.4)	
Adjusted EBT margin	(4.1%)	3.0%		(2.6%)	2.4%		











Reconciliation of Adjusted Earnings and Adjusted EPS								
	Second quarters			YTD				
	2020	2019	%	2020	2019	%		
Net earnings (loss)	(24.2)	6.3	(482.5)	(30.9)	5.0	(720.1)		
Special items, net of taxes	13.4	3.1		14.7	8.4			
Amortization of intangible assets related to the acquisition of The Parts Alliance, net of taxes	1.1	1.0		2.3	2.1			
Adjusted earnings (loss)	(9.7)	10.4	(192.6)	(14.0)	15.5	(190.2)		
Earnings (loss) per share	(0.57)	0.15	(480.0)	(0.73)	0.12	(708.3)		
Special items, net of taxes	0.31	0.07	, ,	0.35	0.20	, ,		
Amortization of intangible assets related to the acquisition of The Parts Alliance, net of taxes	0.03	0.02		0.05	0.05			
Adjusted earnings (loss) per share	(0.23)	0.25	(192.0)	(0.33)	0.37	(189.2)		











Reconciliation of Free Cash Flows							
	Second q	uarters	YTD				
	2020	2019	2020	2019			
Cash flows used in operating activities	34.9	97.2	24.1	27.7			
Changes in working capital	(20.4)	(59.5)	6.9	35.6			
Acquisitions of property and equipment	(1.2)	(5.7)	(5.7)	(11.7)			
Difference between amounts paid for post- employment benefits and current period expenses	(0.3)	-	(0.6)	(0.3)			
Free cash flows	12.9	32.1	24.7	51.3			











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