



AltaCorp Capital Inc.

**4th Annual Institutional Investor
Conference**

January 12-14, 2016

Forward-Looking Statements



Certain information contained in this presentation looks forward in time and deals with other than historical or current facts for AutoCanada Inc. ("AutoCanada" or the "Company"). The use of any of the words "could", "expect", "believe", "will", "projected", "estimated" and similar expressions and statements relating to matters that are not historical facts are intended to identify forward-looking information and are based on the Company's current belief or assumptions as to the outcome and timing of such future events. In particular, forward-looking statements in this presentation include, but are not limited to, references to: the Company's general strategic plans and growth strategies; future sales and revenue; future dealership acquisitions and open point dealerships; the Company's targets relating to return on investment and financial ratios; dividend payout policies; future intentions relating to financial leverage; and the retail automotive industry. Although the Company believes that the expectations reflected by the forward-looking statements presented in this presentation are reasonable, these statements have been based on assumptions and factors concerning future events that may prove to be inaccurate. Actual future results may differ materially. The Company's annual information form for the year ended December 31, 2014 and other documents filed with securities regulatory authorities (accessible through the SEDAR website www.sedar.com) describe the risks, material assumptions and other factors that could influence actual results and which are incorporated herein by reference. The Company disclaims any intention or obligation to update or revise any forward-looking information, whether as a result of new information, future events or otherwise.

Executive Management Team



Pat Priestner
Executive Chairman

Tom Orysiuk
President & Chief Executive Officer

Steve Rose
Senior Vice-President & Chief Operating Officer

Chris Burrows
Vice-President & Chief Financial Officer

Erin Oor
Vice-President, Corporate Development & Administration

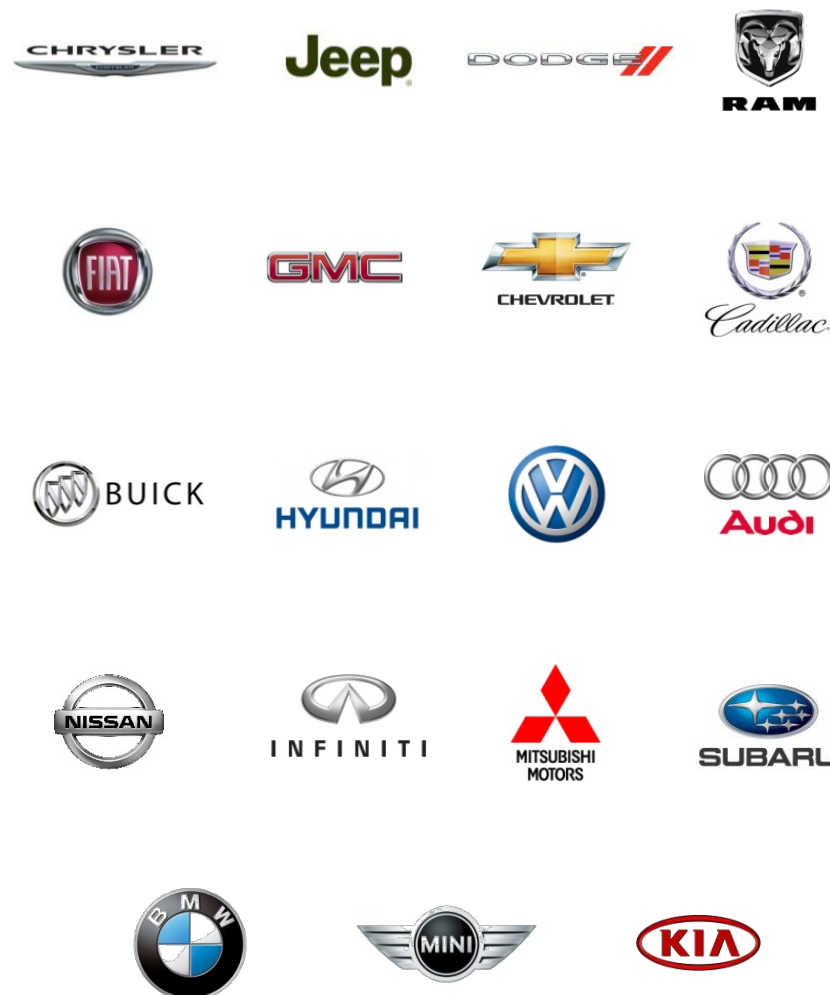
Overview of the Company



Brief Description

- AutoCanada (TSX:ACQ) is the largest, and the only publicly-listed, automotive dealership group in Canada
 - In 2014, sold approximately 57,000 vehicles and processed approximately 786,000 service and collision repair orders
- Operates 54 dealerships (62 franchises) in eight provinces and has over 3,600 employees
 - Represents eight vehicle original equipment manufacturers (“OEMs”) and 19 brands
 - Dealerships primarily in Western Canada
- Four main complementary business segments:
 - (i) New vehicle sales
 - (ii) Used vehicle sales
 - (iii) Parts, service & collision repair
 - (iv) Finance & insurance

Current Brand Representation



Recent Events

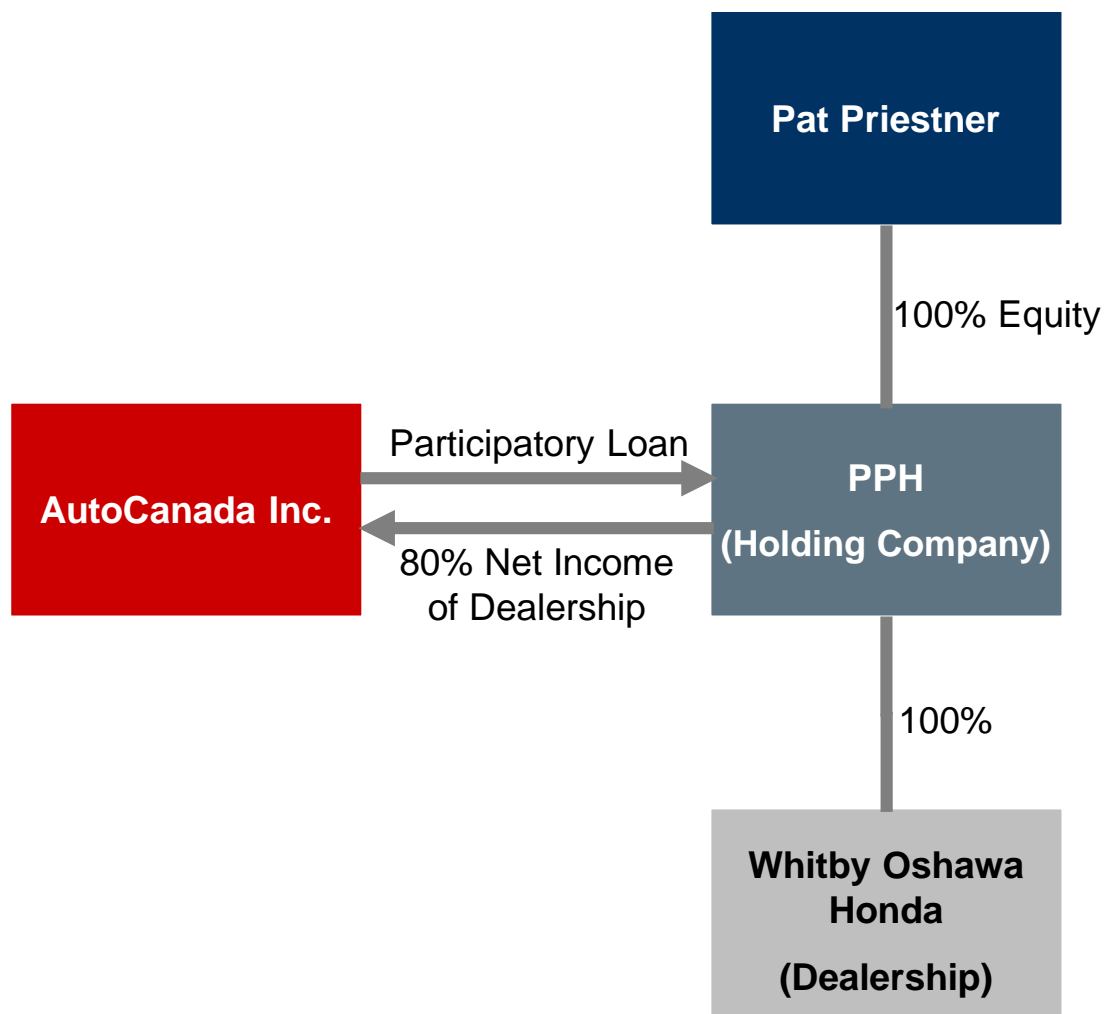


| | |
|---|---|
| Equity Financing | <ul style="list-style-type: none">▪ November 25, 2015: Announced the sale on a “bought deal” basis of 2,950,000 common shares at a price of \$25.50 per share for gross proceeds of \$75 million<ul style="list-style-type: none">– Net proceeds to be used to reduce indebtedness under its revolving facility– Closed on December 14, 2015 |
| Increase to Credit Facility | <ul style="list-style-type: none">▪ November 18, 2015: Announced agreement to increase the size of the revolving credit facility from \$200 million to \$250 million<ul style="list-style-type: none">– In addition to the increased facility certain debt covenants were amended to bring the facility in line with industry standards. Senior leverage ratio from 2.0x to 2.75x and a change of the total leverage ratio from 4.5x to 5.0x |
| 417 Nissan & 417 Infiniti Acquisition in Ottawa | <ul style="list-style-type: none">▪ November 16, 2015: Announced agreement to purchase operating assets of 417 Nissan & 417 Infiniti in Ottawa, Ontario<ul style="list-style-type: none">– The franchises combined retailed 727 new vehicles and 180 used vehicles in 2014– Plan to relocate 417 Infiniti to a new facility, designed to Infiniti image standards |
| Financing Agreement with PPH for the acquisition of Whitby Oshawa Honda | <ul style="list-style-type: none">▪ November 11, 2015: Announced a financing agreement with a holding company, PPH, which is wholly owned by Pat Priestner and was formed for the purposes of purchasing Whitby Oshawa Honda<ul style="list-style-type: none">– AutoCanada provides 80% of the funds to purchase the dealership– AutoCanada receives a return approximately equal to 80% of net income of the dealership |
| Acquisition of Hunt Club Nissan and Barrhaven Open Point in Ottawa | <ul style="list-style-type: none">▪ October 19, 2015: Announced agreement to purchase operating assets of Hunt Club Nissan located in Ottawa, Ontario. As part of the transaction, AutoCanada has also acquired the right to a new Nissan open point dealership in Ottawa, Ontario<ul style="list-style-type: none">– The franchise retailed 1,109 new vehicles and 452 used vehicles in 2014 |

Recent Events



| | |
|---|--|
| Grove Dodge Chrysler Jeep Ram Acquisition in Spruce Grove | <ul style="list-style-type: none">▪ September 28, 2015: Announced agreement to purchase operating assets of Grove Dodge Chrysler Jeep Ram located in Spruce Grove, Alberta<ul style="list-style-type: none">– The franchise retailed 809 new vehicles and 407 used vehicles in 2014 |
| Don Folk Chevrolet Acquisition in Kelowna | <ul style="list-style-type: none">▪ August 24, 2015: Announced approval from GM Canada to purchase an 80% non-voting equity interest in Don Folk Chevrolet located in Kelowna, British Columbia<ul style="list-style-type: none">– Originally founded over 60 years ago– The franchise retailed 452 new vehicles and 304 used vehicles in 2014 |
| Airdrie Chrysler Jeep Dodge Ram Acquisition in Airdrie | <ul style="list-style-type: none">▪ April 15, 2015: Announced agreement to purchase operating assets of Airdrie Chrysler Jeep Dodge Ram located in Airdrie, Alberta (outside of Calgary)<ul style="list-style-type: none">– Originally founded over 40 years ago– The franchise retailed 935 new vehicles and 704 used vehicles in 2014 |
| Award of Kia Open Point Dealership in Winnipeg | <ul style="list-style-type: none">▪ March 16, 2015: Announced signing of Letter of Intent with Kia Canada which will award AutoCanada an open point Kia dealership in Winnipeg, Manitoba<ul style="list-style-type: none">– Plan to operate the dealership out of a new facility, designed to Kia image standards– Construction anticipated to commence in Q3 2016 |



Participatory Loan

- An advance of \$8.7 million has been loaned to PPH, which equals 80% of the purchase price of the dealership.
- Protective Rights include:
 - PPH cannot sell the dealership without ACI consent
 - PPH cannot change ownership, Board of Directors, or senior management without ACI consent
 - PPH cannot pledge assets as security without ACI consent
 - Reviewed and approved by independent Directors

Investment Analysis

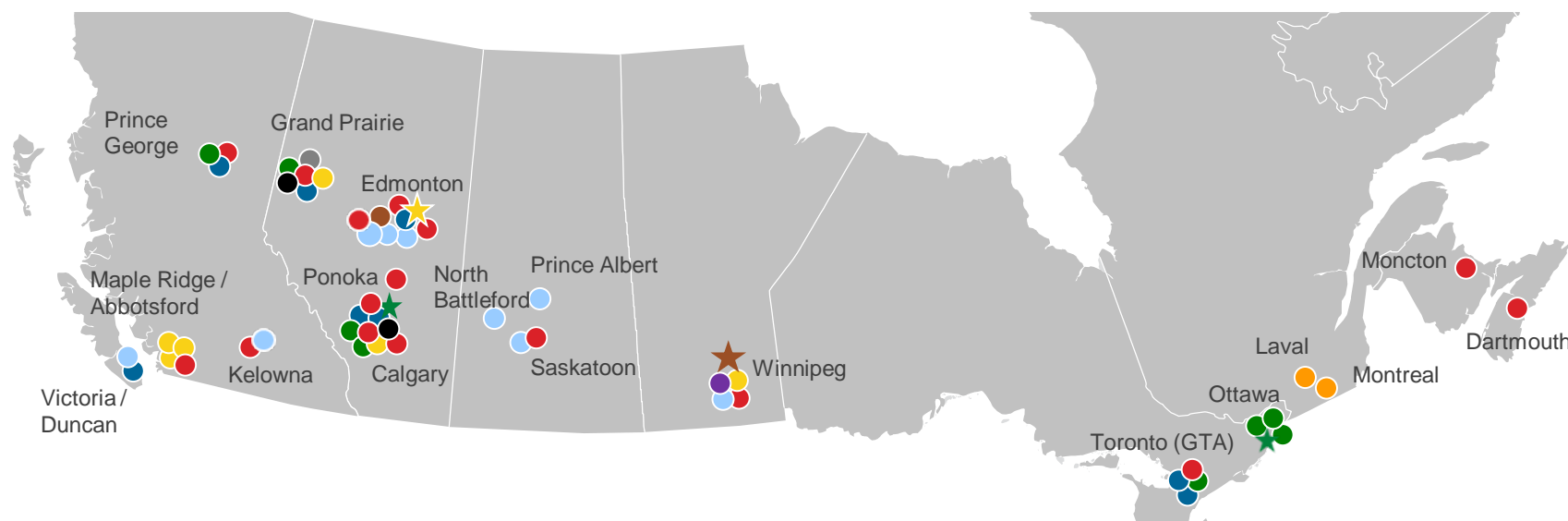
- Goodwill multiple of 5.9x used in valuation
- Dealership expected average annual pre-tax net income of \$1.71 million (ROI 16.7%)
- Dealership expected average annual EBITDA of \$1.75 million (ROI 17.1%)

Dealership Locations & Brands



AutoCanada owns some of the best performing dealerships in Canada

Dealership Locations



| | AB | BC | ON | MB | SK | NB | NS | QC | Total | % |
|--|------------|------------|-----------|-----------|-----------|------------|----------|----------|-----------|-------------|
| ● Chrysler / Jeep / Dodge / RAM / Fiat | 8 | 3 | 1 | 1 | 1 | 1 | 1 | -- | 16 | 30% |
| ● Hyundai | 4 | 2 | 2 | -- | -- | -- | -- | -- | 8 | 15% |
| ● GMC / Chevrolet / Buick / Cadillac | 3 | 2 | -- | 1 | 3 | -- | -- | -- | 9 | 17% |
| ● Volkswagen | 2 | 3 | -- | 1 | -- | -- | -- | -- | 6 | 11% |
| ● Nissan / Infiniti | 3 | 1 | 4 | -- | -- | -- | -- | -- | 8 | 15% |
| ● Mitsubishi | 2 | -- | -- | -- | -- | -- | -- | -- | 2 | 4% |
| ● Audi | -- | -- | -- | 1 | -- | -- | -- | -- | 1 | 2% |
| ● BMW / Mini | -- | -- | -- | -- | -- | -- | -- | 2 | 2 | 4% |
| ● Subaru | 1 | -- | -- | -- | -- | -- | -- | -- | 1 | 2% |
| ● Kia | 1 | -- | -- | -- | -- | -- | -- | -- | 1 | 2% |
| Current Total | 24 | 11 | 7 | 4 | 4 | 1 | 1 | 2 | 54 | 100% |
| % of 2014 Revenue⁽¹⁾ | 49% | 23% | 5% | 7% | 5% | 11% | | | | |

New Open Point Dealerships

★ Volkswagen (Sherwood Park – 2016)

★ Nissan (Calgary)

★ Kia dealership in North Winnipeg

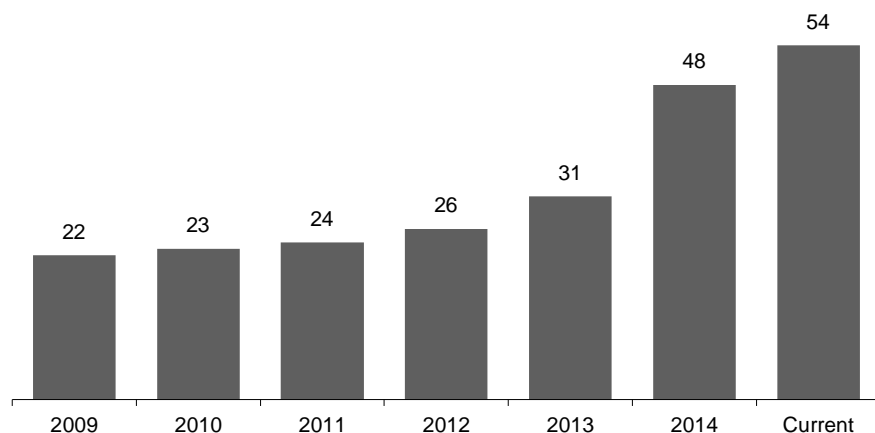
★ Nissan (Ottawa)

Financial & Operational Performance

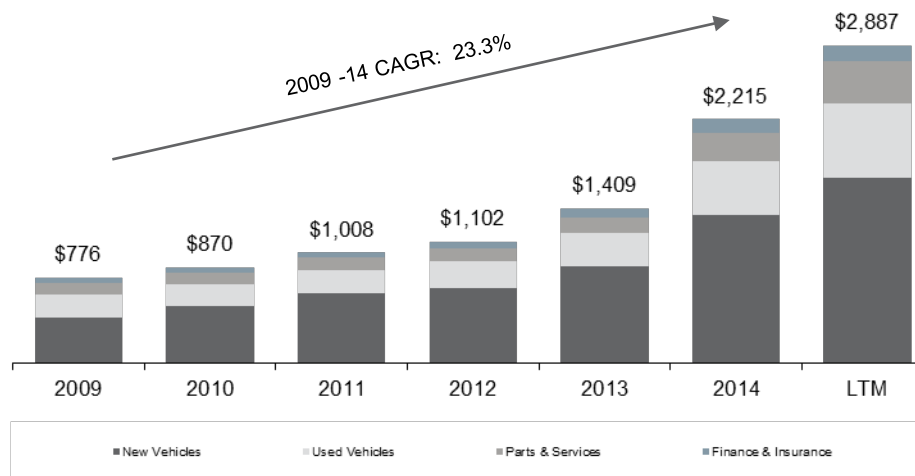


AutoCanada has a proven track record of strong financial performance

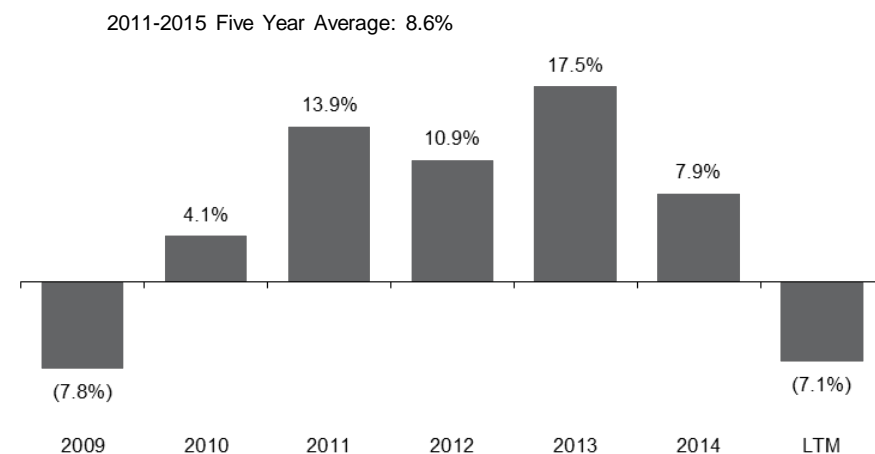
Number of Dealerships at Year End



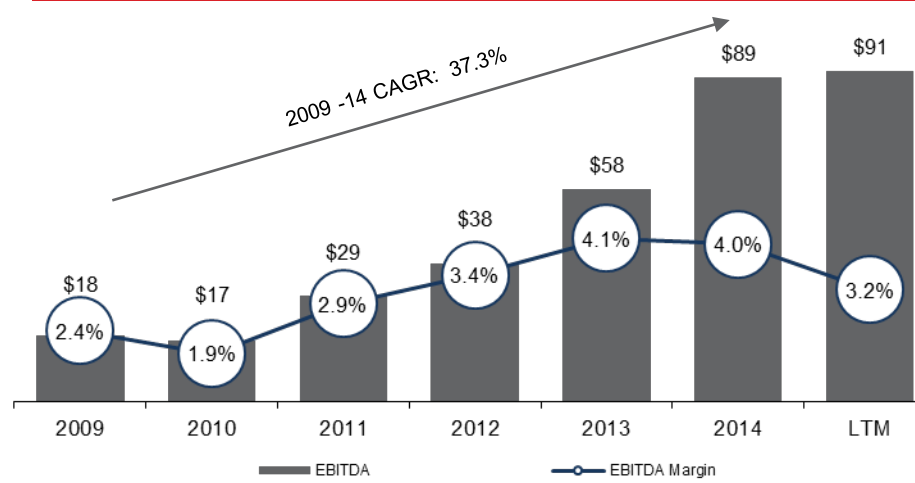
Total Revenue (C\$M)



Same Store Gross Profit Growth⁽¹⁾



EBITDA & EBITDA Margin⁽²⁾



Key Themes in the Canadian Auto Dealer Market

| | |
|---|--|
| Improving Vehicle Sales in Canada | <ul style="list-style-type: none">▪ Auto retail sector performed well in 2015; new vehicle sales increased by 2.5%, surpassing the all-time record▪ In 2015, Canadian light vehicle sales grew 2.5% Y/Y to 1.9 million units:<ul style="list-style-type: none">– Internal growth was led by MINI (+31% Y/Y), Nissan (+12.8% Y/Y), Subaru (+10.9% Y/Y), Infiniti (+10% Y/Y), and Audi (+9.1% Y/Y)▪ Advances in technology, styling and safety expected to drive long-term new vehicle sales gains |
| Auto Retail Sector is Key Part of the Economy | <ul style="list-style-type: none">▪ Annual spending of \$120 billion in 2014 up 7.1% compared to 2013<ul style="list-style-type: none">– Greater than any other Canadian retail segment |
| Market Highly Fragmented but Beginning to Consolidate | <ul style="list-style-type: none">▪ Canadian dealer market is fragmented with approximately 3,500 dealerships with approximately 2,000 owners▪ Industry shifting from “mom & pop” dealerships to larger dealer groups▪ AutoCanada is well positioned to capitalize on this industry consolidation |
| Succession Planning Crisis Leading to Significant Ownership Turnover | <ul style="list-style-type: none">▪ A significant proportion of dealers will be retiring in the next five years creating a “succession planning crisis”<ul style="list-style-type: none">– Over 70% of dealers want to be semi-retired or completely out of the business in five years and fully retired within 10 years⁽¹⁾▪ Dealership owners are facing increasing facility capital requirements for OEM branding programs |
| Public Ownership Evolving in Canada | <ul style="list-style-type: none">▪ OEM acceptance of publicly-listed companies is lower in Canada than in the U.S.▪ Views of some OEMs may be changing, as evidenced by AutoCanada’s acquisition of BMW / MINI, GM, Kia, VW, and Audi dealerships since April 2012▪ Financing agreement with PPH to purchase Whitby Oshawa Honda |

Primary Areas of Focus

- 1. Enhanced focus on operational basics**
 - Greater focus on digital marketing efforts
 - Expedited roll-out of new sales process technology that more effectively captures and uses sales data
 - Dealership General Managers to monitor and enforce adherence to our sales process
- 2. Improved performance in used vehicle and parts and service business**
 - Increased used vehicle retail gross profit 15.4% in Q3 2015 over Q3 2014
 - Increased parts, service, and collision gross profit margin by 1.2% in Q3 2015 over Q3 2014
- 3. Reduce Operating Expenses**
 - Working closely with dealerships to improve
 - Reduced variable operating expenses as a percentage of gross profit over the past two quarters from 88.37% to 78.36%
 - Closely monitoring employee costs as percentage of gross profit at dealership level

- AutoCanada has successfully acquired, opened or invested in 40 dealerships since the Company's IPO in May 2006
- The Company has experienced a significant increase in the number of interested vendors of auto dealerships in Canada over past several years and has noticed that many of these opportunities are large, more profitable premium dealerships
- New brands added in the last three years include:



May 2012



June 2012



June 2012



March 2013



March 2014



May 2014



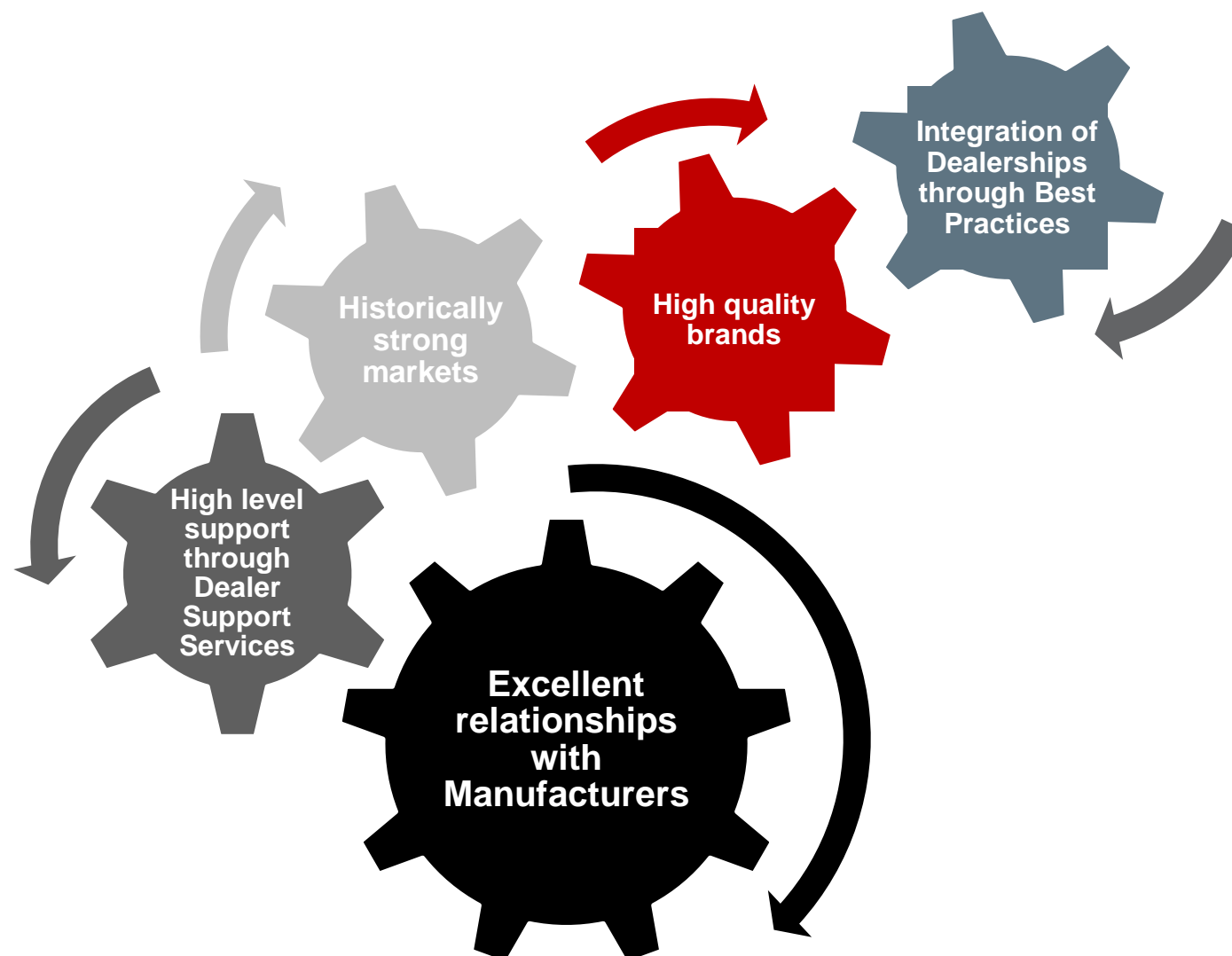
May 2014



August 2014

- Demonstrated ability to achieve significant synergies from “bolt on” acquisitions
 - Consistently able to increase sales and profits at dealerships post-acquisition
- Management team understands criteria for successful acquisitions:
 - Right brands in the right markets
 - Dedicated teams for both pre-acquisition assessment and post-acquisition integration
 - Focus on acquisitions that are immediately accretive
 - Target 15% to 20% pretax annual return on investment

Factors



- 1 Diversified Revenue Supports Strong Business Model With Significant Growth Potential**
- 2 Multi-location Dealership Model Enables Economies of Scale and Facilitates Best Practices**
- 3 Centralized Sales & Marketing Strategy with Significant Online Presence**
- 4 Portfolio of Brands Suited to Our Markets**
- 5 Market Demographics and Industry Presence Support Growth Strategy**
- 6 Experienced and Incentivized Senior Management**

Dealerships provide Manufacturers:

- Sales support
- Service support
- Brand protection

Manufacturers provide Dealerships:

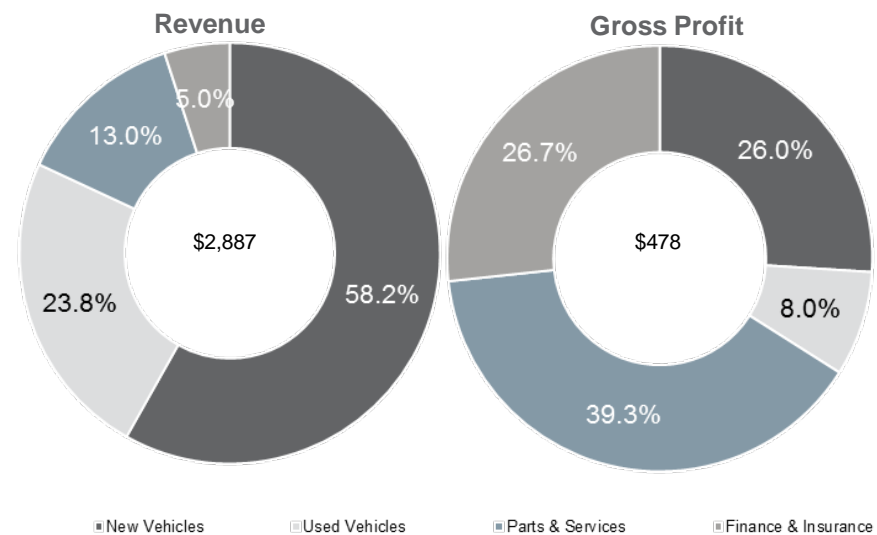
- Exclusive sales territories
- No-cost consumer sales incentives
- Low-cost inventory financing
- Consumer financing

Dealership profitability is resilient in adverse market conditions.

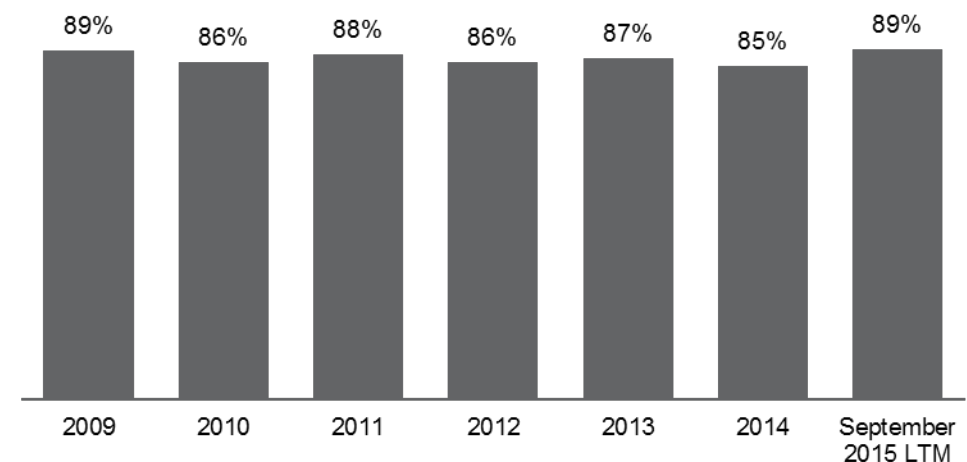
Significant unrealized growth

- The auto dealer business model has historically been strong and profitable throughout the business cycle
- Well-established and accepted dealership model has existed for 50+ years in the Canadian marketplace
 - OEMs committed to dealership success and profitability
- Four business segments provide diversified and stable revenue
- Dealerships have a variable cost structure, with the parts & service business covering most of the fixed costs of the entire dealership (measured by absorption rate)
 - Parts & service business is a counter-cyclical and stable recurring revenue stream

September 2015 LTM Revenue & Gross Profit Split (C\$M)



Absorption Rate⁽¹⁾



15 (1) Absorption rate is the extent to which the gross profit of the parts & service segment covers its own operations plus the fixed costs of operating the dealerships (fixed salaries and benefits, administration costs, occupancy costs, insurance expense, utilities expense and non-floorplan interest expense; excludes all costs pertaining to head office)

2 Multi-location Dealership Model has Key Advantages



Uniform Application of Best Practices

- Implement new and innovative ideas across the group
- Enables benchmarking the success of dealership operations against each other
- Ability to invest in analytic capabilities

Economies of Scale

- Size and consolidated purchasing power provide both revenue and cost synergies
 - Revenue synergies include being a preferred provider for retail service & warranty contracts, and earning higher commissions
 - Cost synergies include achieving lower prices for items such as insurance, advertising, benefit plans, printing and information systems

Decentralized Operations with Centralized Administration and Strategy

- Able to provide niche market responses to sales, service, marketing and inventory requirements while benefiting from the resources provided by an experienced and knowledgeable head office executive team

Inventory Management

- Able to share market information across dealerships selling the same brands and identify any changes in consumer buying patterns

- **Highly developed, centralized sales and marketing strategy across dealer group offers significant competitive advantage**
 - Significant cost savings on bulk advertising, including digital ads, flyers, radio, point of sale and newspapers
 - Implementation of best practices
- **The Internet represents a substantial opportunity to build the brand and geographic borders of AutoCanada's dealerships**
 - Each dealership has a professional website with a virtual showroom that reinforces the unique branding of the dealership and is frequently updated
 - Internet used to communicate with customers prior to vehicle purchase and after purchase to coordinate and market maintenance and repair services
 - Manufacturer website links provide dealerships with key sources of referrals
 - Ongoing centralized marketing initiatives to increase traffic to websites and improve user friendliness
- **Improvements in online private sale technologies have inherently increased the competition in the used vehicle market**
 - Dealerships maintain a competitive advantage due to:
 - Ability to provide multiple sources of financing
 - Ability to offer extended warranty
 - Direct access to dealer auctions which offer competitive pricing

4 Brands Suited to Our Markets



- AutoCanada has the right brands in the right locations
- Majority of AutoCanada's manufacturers are in the top 10 by unit sales growth
- Geographically concentrated in Alberta and B.C.
 - 35 of 54 dealerships are in Alberta and B.C.
 - Market in Western Canada is heavily skewed to light trucks, which are more profitable than cars⁽¹⁾
 - Higher repair orders, more accessories, and higher finance & insurance commissions

Top 10 OEMs by Increase in Unit Sales

| Rank | Manufacturer | 2015 Volume Increase | YoY Change in Unit Sales | 2015 Market Share | AutoCanada Dealerships |
|------|-----------------|----------------------|--------------------------|-------------------|------------------------|
| 1 | General Motors | 13,535 | 5.4% | 13.9% | 9 |
| 2 | Mercedes-Benz | 5,805 | 15.3% | 2.3% | -- |
| 3 | Lexus | 4,460 | 25.4% | 1.2% | -- |
| 4 | Honda | 3,610 | 2.4% | 8.2% | -- |
| 5 | Chrysler / Fiat | 3,057 | 1.1% | 15.4% | 16 |
| 6 | Audi | 2,240 | 9.1% | 1.4% | 1 |
| 7 | BMW | 2,197 | 6.7% | 1.8% | 2 |
| 8 | Mini | 1,667 | 31.0% | 0.4% | 2 |
| 9 | Acura | 1,470 | 7.5% | 1.1% | -- |
| 10 | Land Rover | 1,437 | 22.9% | 0.4% | -- |

Canadian Market
Average: 2.5%

Provinces by Increase in Unit Sales (November YTD)

| Rank | Province | 2015 Volume Increase | YoY Change in Unit Sales | 2015 Market Share | AutoCanada Dealerships |
|------|---------------|----------------------|--------------------------|-------------------|------------------------|
| 1 | Ontario | 40,056 | 6.0% | 39.8% | 7 |
| 2 | Quebec | 23,971 | 6.1% | 23.7% | 2 |
| 3 | B.C. | 13,479 | 7.6% | 10.8% | 11 |
| 4 | New Brunswick | 1,764 | 4.5% | 2.3% | 1 |
| 5 | Nova Scotia | 1,051 | 2.1% | 2.9% | 1 |
| 6 | P.E.I. | 507 | 7.4% | 0.4% | -- |
| 7 | Newfoundland | 93 | 0.3% | 1.9% | -- |
| 8 | Manitoba | (318) | (0.6%) | 2.9% | 4 |
| 9 | Saskatchewan | (2,069) | (4.0%) | 2.8% | 4 |
| 10 | Alberta | (27,134) | (10.9%) | 12.5% | 24 |

Canadian Market
Average: 3.0%

- **Growth strategy is supported by changing demographics in the auto dealer market presenting AutoCanada with ample room for consolidation**
 - Market is highly fragmented (approximately 3,500 dealerships in Canada with approximately 2,000 owners)
 - Many dealers are nearing retirement and seeking exit strategies
 - More than 70% of dealers want to be semi-retired or completely out of the business within five years⁽¹⁾
- **OEM requirements for higher facility capital investment act as a barrier for new entrants and present an opportunity for well-capitalized dealer groups**
 - Facility upgrades required by OEMs can cost millions of dollars
- **AutoCanada's successful acquisition track record has lead to the Company being the 'buyer of choice' for many dealers considering a sale**
 - Reputation for treating dealers fairly
 - Well-capitalized
 - Only publicly-traded dealership group in Canada
 - Many acquisitions have resulted from referrals from dealers acquired in the past

- **Pat Priestner, Executive Chairman, has over 40 years experience in the retail auto industry including over 35 years as a dealership owner**
 - Owned his first dealership at age 24
- **Management team has strong depth and a demonstrated track record of successfully growing the business organically and by executing accretive acquisitions**
 - Grown revenue from \$827 million in 2008 to \$2.9 billion LTM September 2015
 - Grown number of dealerships from 14 at the time of the IPO in May 2006 to 54 today
- **Dealers and general managers are very experienced and talented with pay plans that are substantially variable and tied to earnings**
- **Corporate head office (known as 'Dealer Support Services') includes approximately 130 individuals focused on improving dealership profitability, helping to improve customer satisfaction, train dealership personnel, and implement and share best practices**

Summary

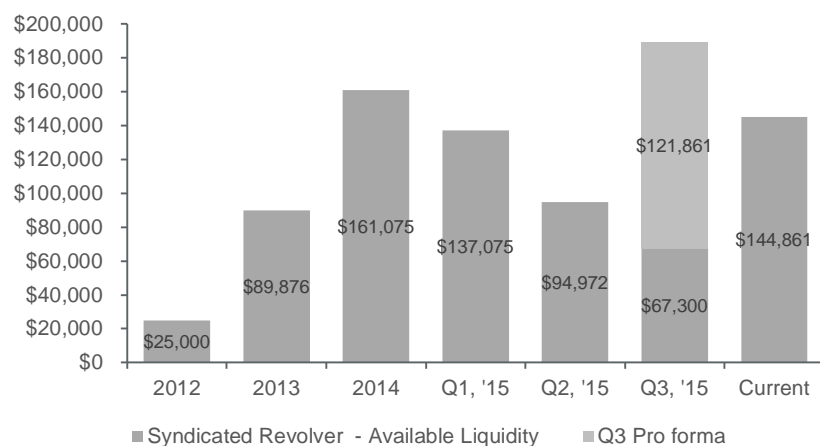
- Proven business model with a long history of profitability
- Adapting business practices to reflect a new level of business at impacted dealerships
- Significant earnings power and ability to generate cash-flow from our core assets
- Industry consolidation is accelerating



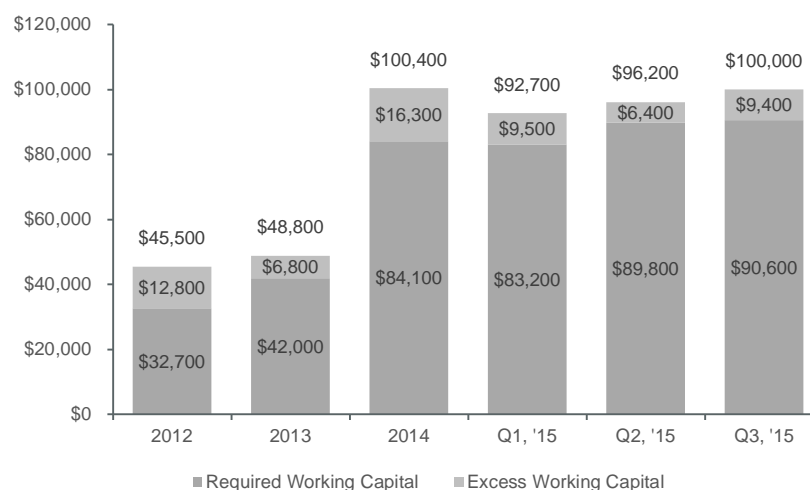
SEGMENT & FINANCIAL OVERVIEW

Liquidity

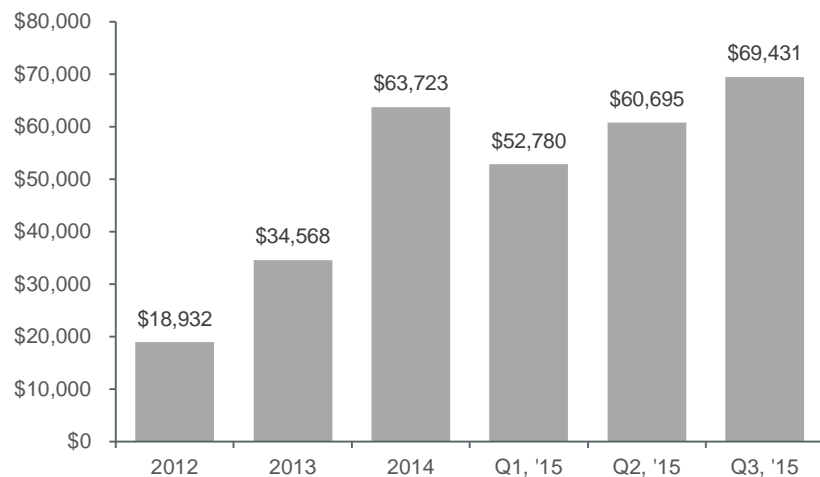
Syndicated Revolver – Available Funds⁽¹⁾



Working Capital⁽²⁾



Free Cash Flow (12 month trailing)



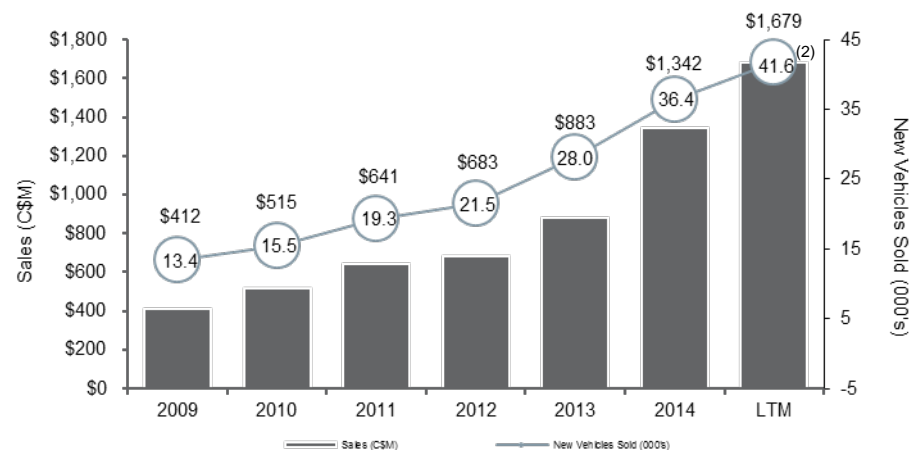
- **\$250 million Syndicated Revolver may be used for general corporate purposes, including repayment of existing indebtedness, funding working capital requirements, capital expenditures and financing acquisitions**
- **Manufacturers require each dealership to maintain a certain level of working capital**
- **Free Cash Flow is cash provided by operating activities less capital expenditures**

New Vehicle Sales

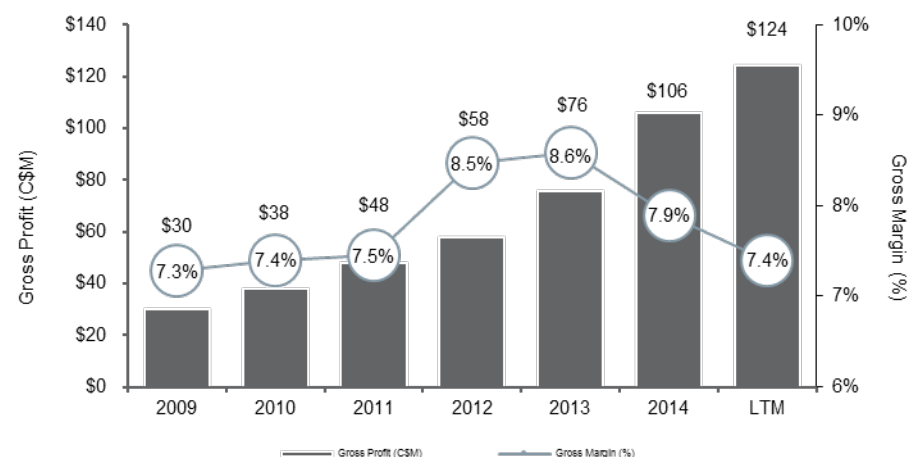


- New vehicle sales are a focus for AutoCanada representing 60.6% of 2014 sales at a gross profit margin of 7.9%
- New vehicle sales drive high-margin related transactions, including resale of trade-ins, sale of third-party financing, service or insurance products and recurring service and repair business
- AutoCanada sold 36,422 new vehicles in 2014 (including GM)⁽¹⁾

Revenue & Units Sold



Gross Profit & Gross Margin

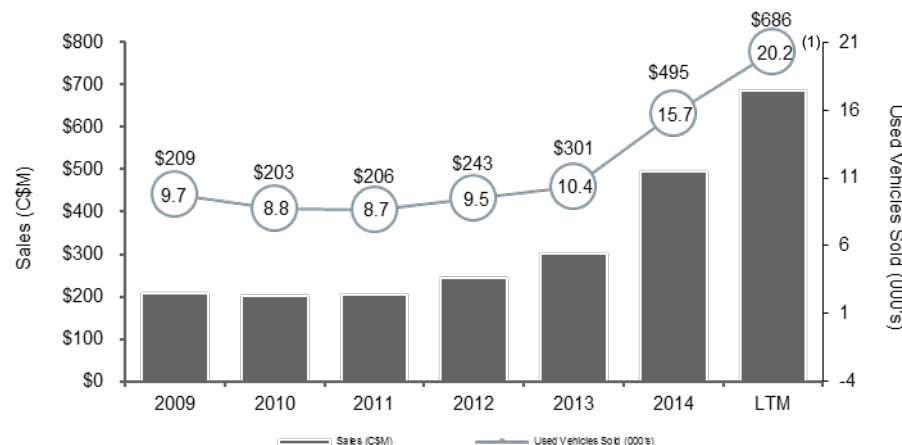


Used Vehicle Sales

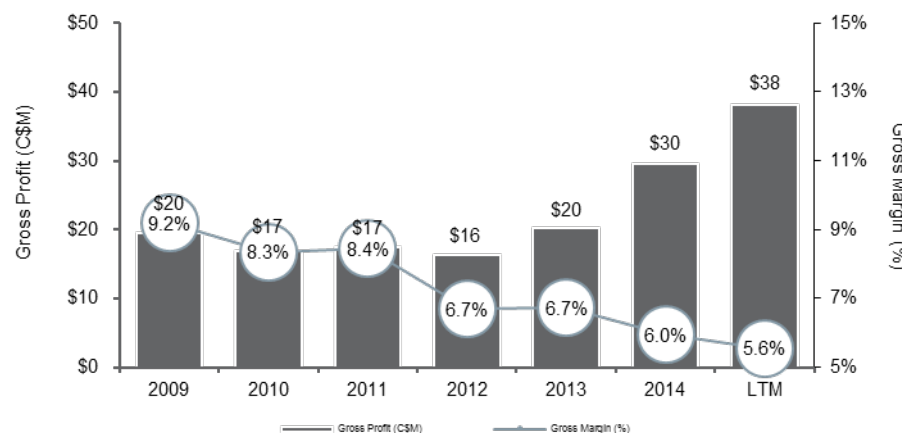


- Used vehicle sales represented 22.4% of 2014 sales at a gross profit margin of 6.0%
- Used vehicle sales also drive related higher-margin transactions, including service contracts, reconditioning opportunities for parts and service, recurring parts and service business and financing commissions
- Trade-ins also help support new vehicle sales by reducing the consumers net cash cost of the new vehicle
- The sale of used vehicles are not tightly controlled by the OEM's, allowing AutoCanada to take trade-ins and resell any vehicle brand

Revenue & Units Sold



Gross Profit & Gross Margin

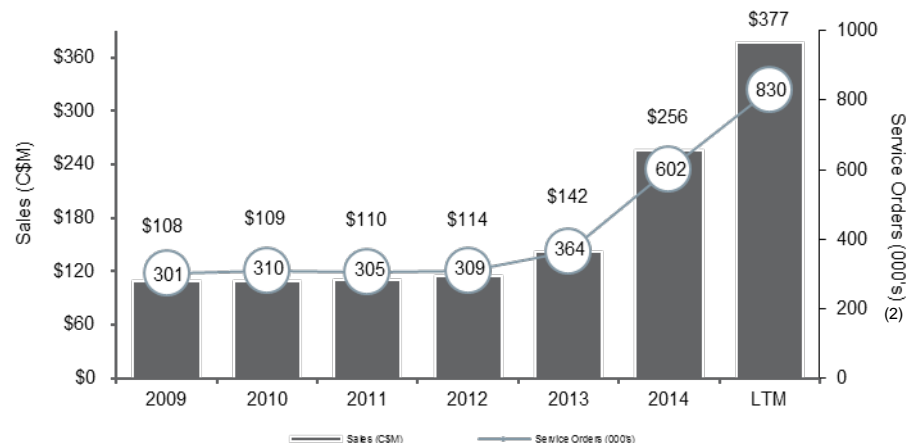


Parts, Service & Collision Repair

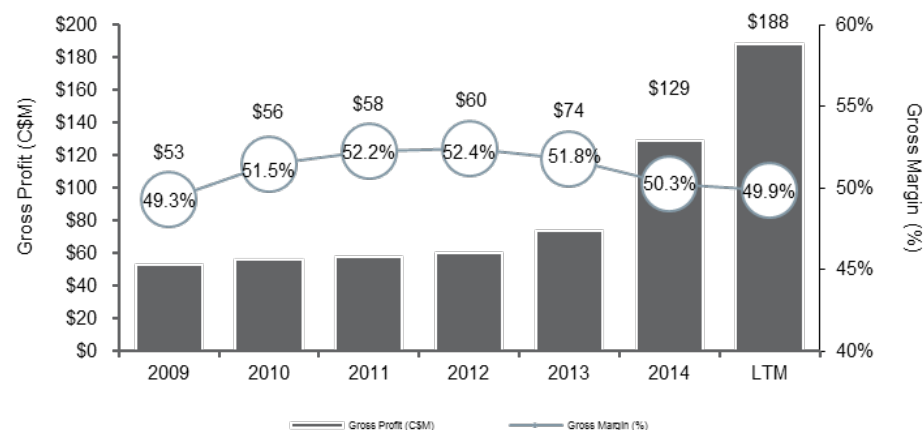


- Parts and service is a high margin and stable business unit for AutoCanada representing only 11.5% of 2014 sales, but responsible for 34.5% of the Company's total gross profit
 - Absorption rate of 85% in 2014⁽¹⁾
- In 2014, AutoCanada completed 601,597 service orders on 822 service bays (year end)
- Parts & service activity is generally considered counter-cyclical
 - In a downturn, consumers buy fewer new vehicles, but their older vehicles require more service
- Vehicle service under the manufacturer warranty must be completed at a franchised dealer providing a large captive market
- Independent repair shops are closing as highly specialized, capital intensive equipment and skilled labour is required to service increasingly complex vehicles

Revenue & Service Orders

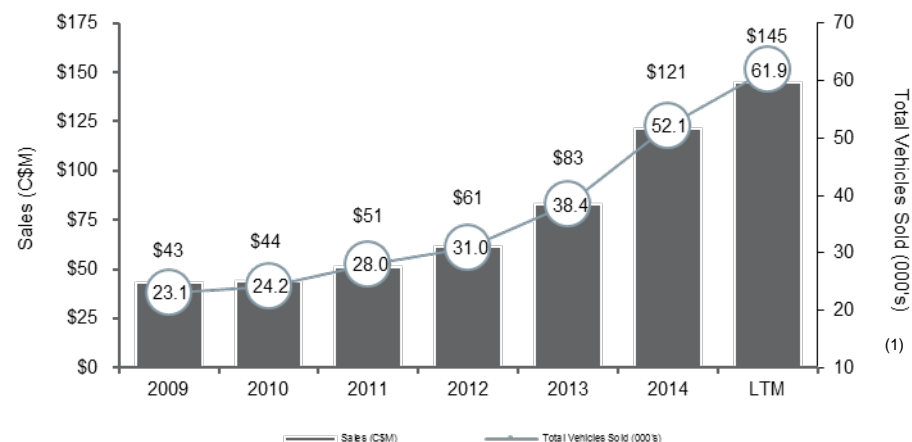


Gross Profit & Gross Margin

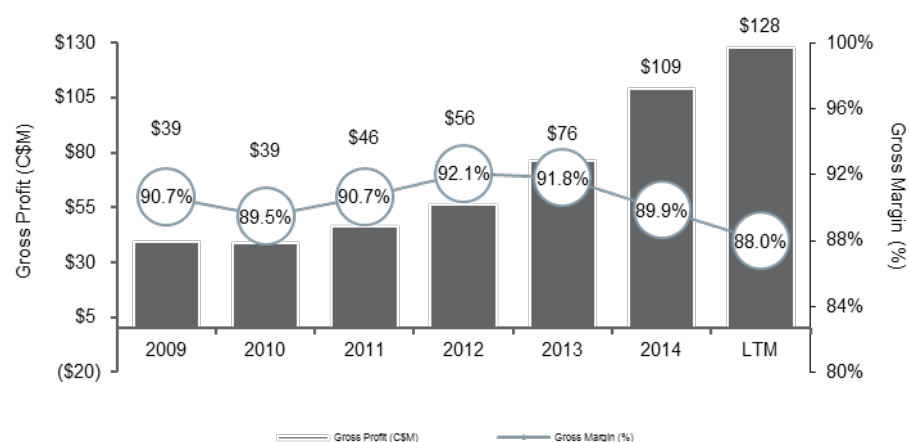


- Every vehicle sale presents AutoCanada with an opportunity to increase profits through the sale of additional products such as third party financing or lease arrangements, extended warranties, service contracts and insurance products
- AutoCanada is paid a commission on the transaction and retains no financing risk
 - High margin and excellent growth
- While this division was only responsible for 5.5% of 2014 sales, it produced 29.2% of the Company's gross profit with a 89.9% gross margin

Revenue & Total Vehicles Sold



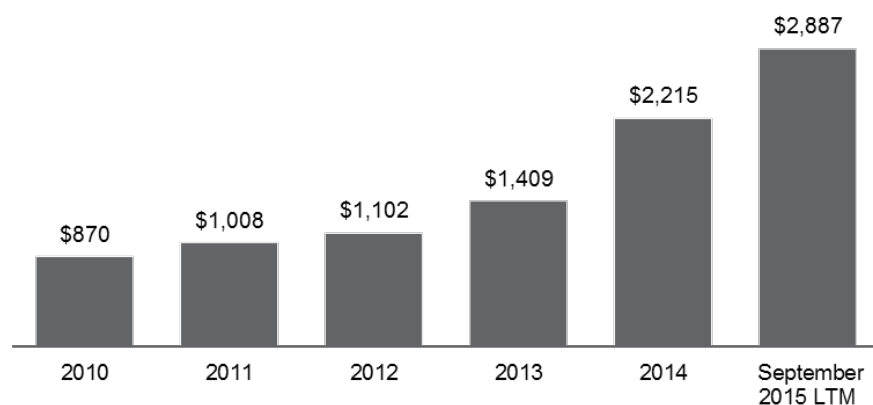
Gross Profit & Gross Margin



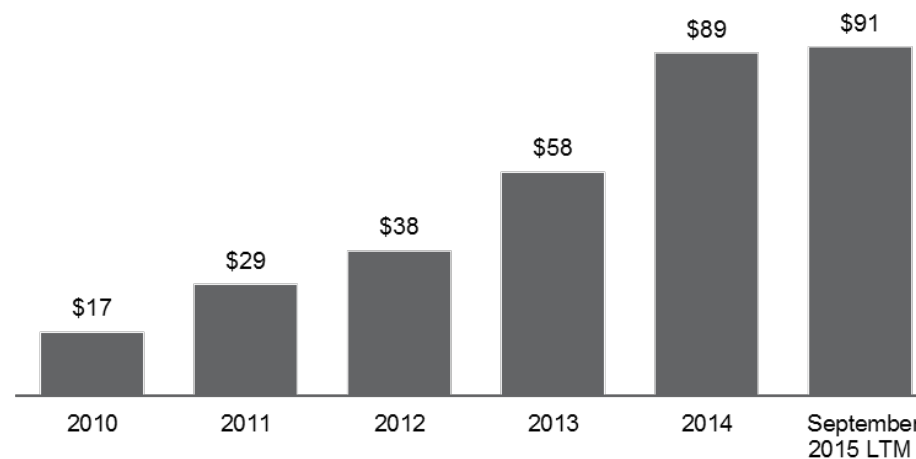
Historical Financial Performance



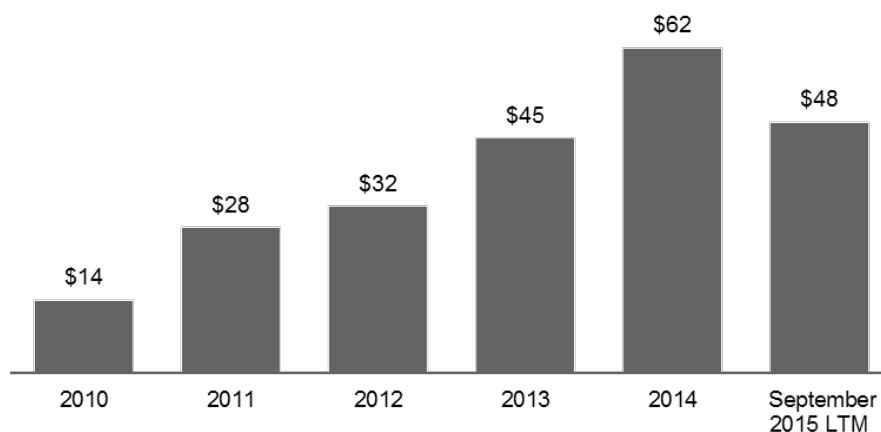
Revenue (C\$M)



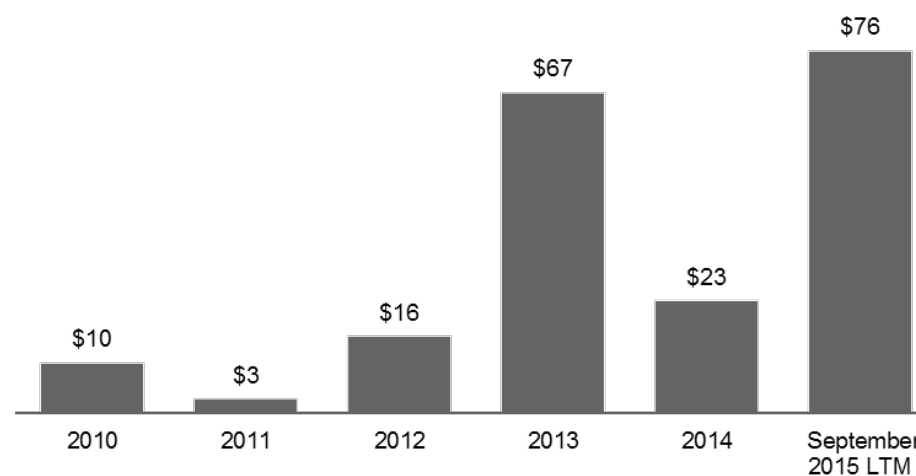
EBITDA (C\$M)



Adjusted Free Cash Flow (C\$M)⁽¹⁾



Total Capital Expenditures (C\$M)⁽²⁾

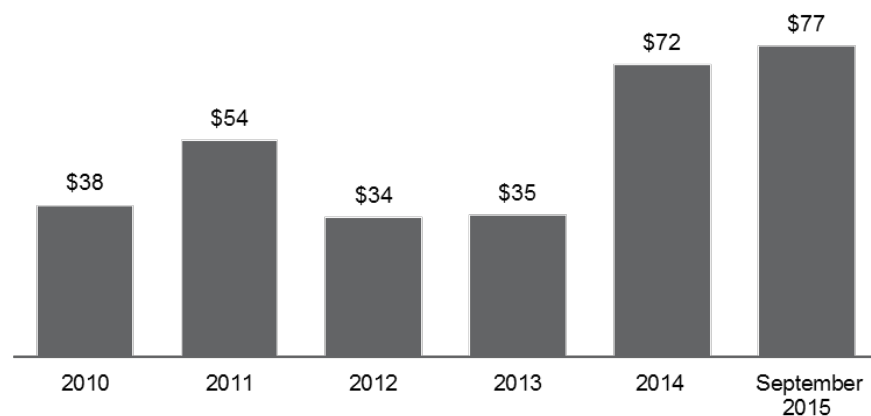


28 (1) Adjusted free cash flow is operating cash flow (before changes in non-cash working capital) less non-growth capital expenditures
 (2) Includes growth capital expenditures (on land and real estate). In 2013 \$57.8 million was spent on purchasing real estate previously leased by AutoCanada

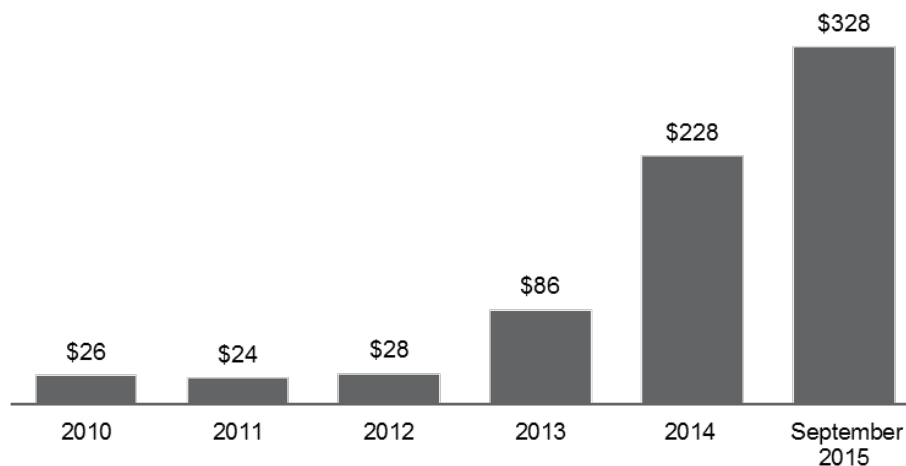
Historical Balance Sheet



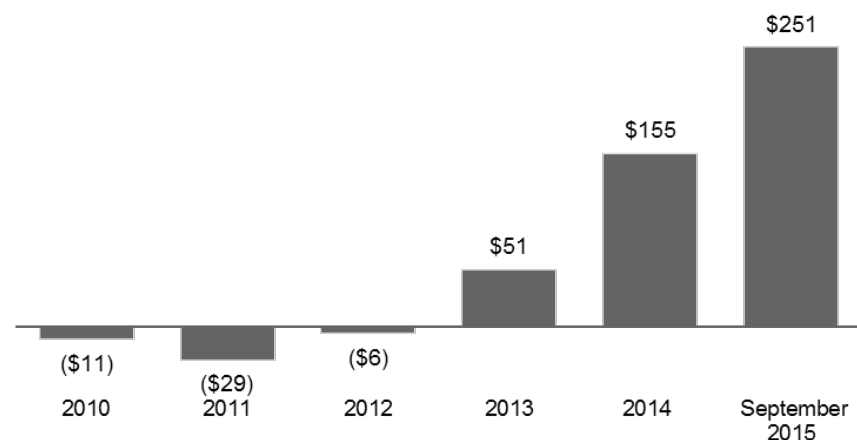
Cash & Cash Equivalents (C\$M)



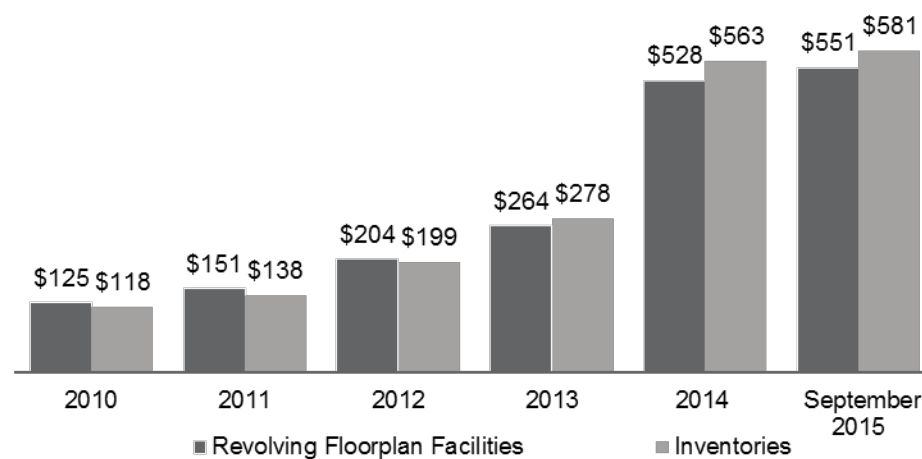
Total Debt (C\$M)⁽¹⁾



Net Debt (Cash) (C\$M)⁽¹⁾



Floorplan Facility & Inventories (C\$M)



A close-up, low-angle shot of a car's front wheel and tire, showing motion blur on the road surface. The wheel is on the left side of the frame, and the road surface is a dark, textured grey. The text "SUPPLEMENTAL INFORMATION" is centered in the upper half of the image.

SUPPLEMENTAL INFORMATION

Senior Management Team



| Individual | Position | Biography |
|---------------|---|--|
| Pat Priestner | <i>Executive Chairman & Founder</i> | <ul style="list-style-type: none"> Over 40 years experience in the auto retail industry including over 35 years as a dealership owner CEO of AutoCanada from May 2006 – December 2014 Previously a director of Rocky Mountain Dealerships Inc. |
| Tom Orysiuk | <i>President, Chief Executive Officer, Director</i> | <ul style="list-style-type: none"> Joined AutoCanada as Executive Vice-President and CFO in November 2005, appointed as CEO effective January 2015 Previously CFO of Liquor Stores Inc. and CFO of Alberta Oats Milling Chartered Accountant |
| Steve Rose | <i>Chief Operating Officer</i> | <ul style="list-style-type: none"> Previously Executive Vice-President, Corporate Services since January 2011 Joined AutoCanada as Vice-President, Corporate Development and General Counsel and Secretary in January 2007 Previously Vice-President, General Counsel and Secretary of Chrysler Canada |
| Chris Burrows | <i>Chief Financial Officer</i> | <ul style="list-style-type: none"> Joined AutoCanada as VP & CFO in September 2014 Previously Vice-President and CFO of K-Bro Linen Systems, and Vice-President Finance, Administration & Tax with Stuart Olson Chartered Accountant, US (Illinois) Certified Public Accountant, Certified Human Resource Professional, ICD.D Certified |
| Erin Oor | <i>Vice-President, Corporate Development and Administration</i> | <ul style="list-style-type: none"> Joined AutoCanada as VP & General Counsel in July 2014 Previously General Counsel & General Manager of Unified Alloys and General Counsel of Voodoo Vox Inc. Member of Law Society of Alberta, Member of Law Society of Upper Canada |

Board of Directors



| Individual | Position | Biography |
|-------------------|--|---|
| Gordon Barefoot | <i>Lead Independent Director</i> <i>Member of Audit Committee</i> | <ul style="list-style-type: none"> President of Cabgor Management Inc. Previously CFO of Terasen Inc. and Partner at Ernst & Young LLP Director of Corix Infrastructure Inc., Institute for Health System Transformation & Sustainability and ISE Ltd. |
| Michael Ross | <i>Director</i> <i>Member of Audit Committee and Chair of Governance and Compensation Committee</i> | <ul style="list-style-type: none"> President of M.H. Ross Management Ltd. Founding partner and former CEO of Conroy Ross Partners Lead Director of Camex Equipment Sales & Rentals; Director of Fountain Tire, FYi Doctors, and Norseman Group Governor of University of Alberta ICD.D certified |
| Dennis DesRosiers | <i>Director</i> <i>Member of Governance and Compensation Committee</i> | <ul style="list-style-type: none"> President of DesRosiers Automotive Consultants Director of University of Windsor |
| Maryann Keller | <i>Director</i> <i>Member of Audit Committee and Governance and Compensation Committee</i> | <ul style="list-style-type: none"> Principal of Maryann Keller & Associates Director of DriveTime Automotive Group Previous Director of Dollar Thrifty Automotive Group |
| Barry James | <i>Director</i> <i>Chair of Audit Committee</i> | <ul style="list-style-type: none"> President of Barry L. James Advisory Services Ltd. Previously Managing Partner of PwC LLP (Edmonton) Director of Corus Entertainment Inc. and ATB Financial Governor of University of Alberta ICD.D certified |
| Pat Priestner | <i>Executive Chairman</i> | <ul style="list-style-type: none"> See page 31 |
| Tom Orysiuk | <i>President, Chief Executive Officer and Director</i> | <ul style="list-style-type: none"> See page 31 |

Analyst Coverage



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