AutoCanada

Company Overview and 2012 First Quarter Highlights

June 21, 2012

Senior Management Team

P.J. (Pat) Priestner
Chief Executive Officer

T.L. (Tom) Orysiuk
President

S.R.E. (Steve) Rose
Executive Vice President, Corporate Services

J.J.S. (Jeff) Christie
Vice President, Finance

Presentation Agenda

1. INDUSTRY OVERVIEW
2. BUSINESS OVERVIEW
3. FINANCIAL REVIEW
4. STRATEGY

Forward-Looking Statements

Certain of the information presented today looks forward in time and deals with other than historical or current facts for the AutoCanada Inc. (the "Company"). Such statements are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations, including, but not limited to, the risks associated with: the retail automotive industry; our business; our acquisition strategy; our dependence on automobile manufacturers; and our structure. For additional information with respect to these factors, please refer to the prospectus and other information filed by the Company with Canadian provincial securities commissions.

The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

AutoCanada Inc. (ACQ)

(Information as at June 15, 2012)

Closing Share Price	$11.50
Market Capitalization	$228,600,000
Dividend (annualized)	$0.60
Yield	5.2%
P/E Ratio	11.3
Average Volume	37,100

AutoCanada

Analyst Coverage

Clarus Securities Inc.

Kelvin Cheung, CFA – (416) 343-2773

Latest Report: May 22, 2012

Stock Rating: BUY

12 – Month Target: $15.10

Canaccord Genuity

Derek Dley, CFA – (604) 694-6967

Latest Report: May 9, 2012

Stock Rating: BUY

12 – Month Target: $15.00

Franchised Auto Dealerships Operate Four Complementary Business Segments

New vehicle sales

Used vehicle sales

Finance and insurance

Parts, service and repair

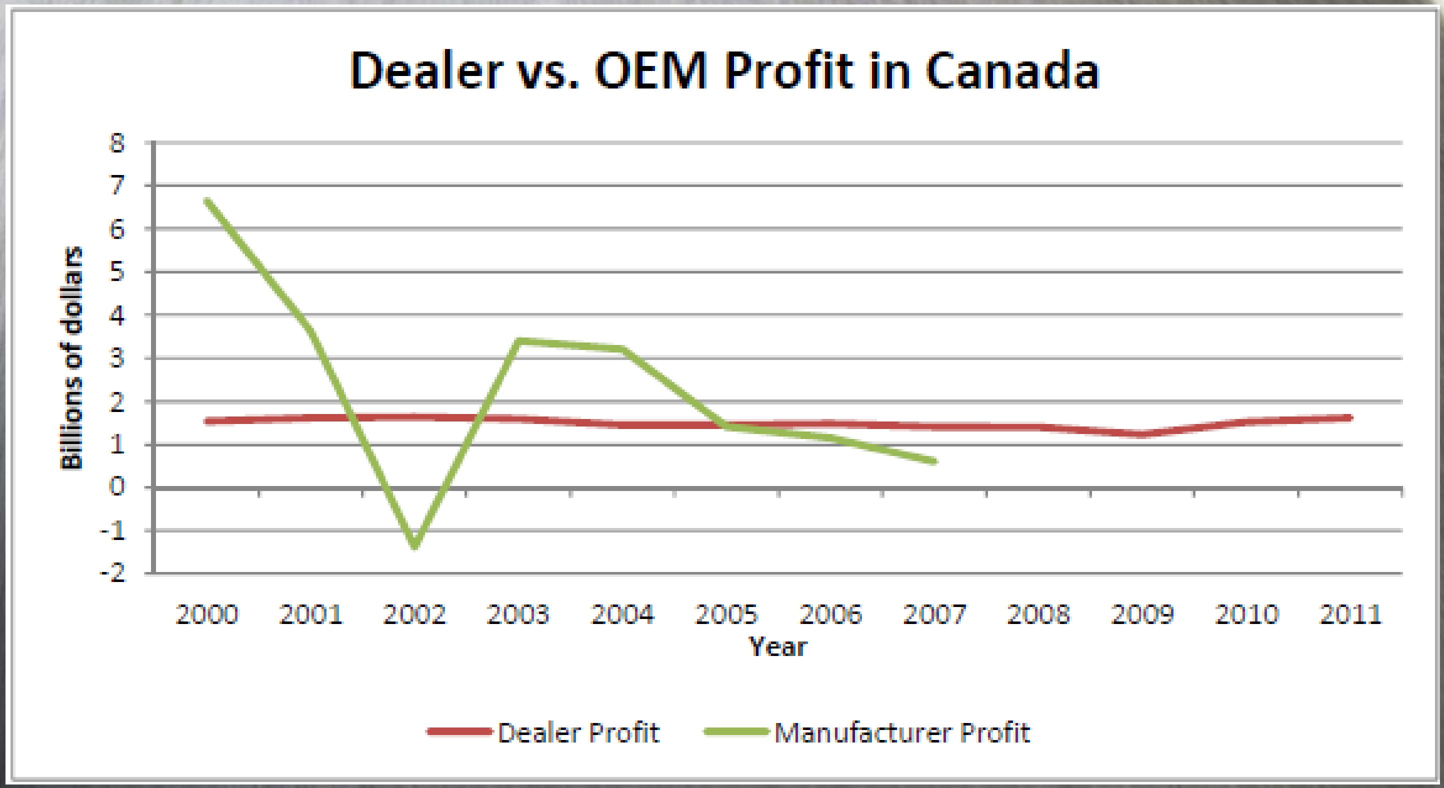
Annual consumer spending more than any other Canadian retail segment

Dealership Business Model

- Historically stable and profitable business (profitable during wars, recessions, etc.)
- Variable cost structure – most of fixed costs offset by parts and service business
- New and used vehicle sales counter-cyclical and drive higher margin business such as finance and insurance and parts and service

Automobile dealerships generate relatively stable cash flows

Earnings Stability



Source: DesRosiers Automotive Consultants/CAW

Benefits of Dealership Franchise Agreements

- Exclusive Sales Territories
- No Cost Consumer Sales Incentives
- Brand Marketing
- Warranty Repair Work

Substantial Value Attributed to Franchise Rights

Benefits of Multi-Location Dealership Model

- Economies of scale
- Geographic and brand diversification
- Ability to attract management talent and advancement opportunities within group
- Best practice sales, parts and service process training and implementation
- Expert marketing and online marketing team
- Centralized administrative and strategic functions

Industry Succession

There are currently 3,464 auto dealerships in Canada

Results of 2011 PwC Trendsetter Survey:

- PwC identifies a succession crisis amongst Canadian auto retailers
- 22% of dealers would like to exit in one year
- 58% of dealers would like to exit in five years
- 100% of independent dealers would like to exit in within the next 10 years

Industry succession issues present an opportunity for dealer groups

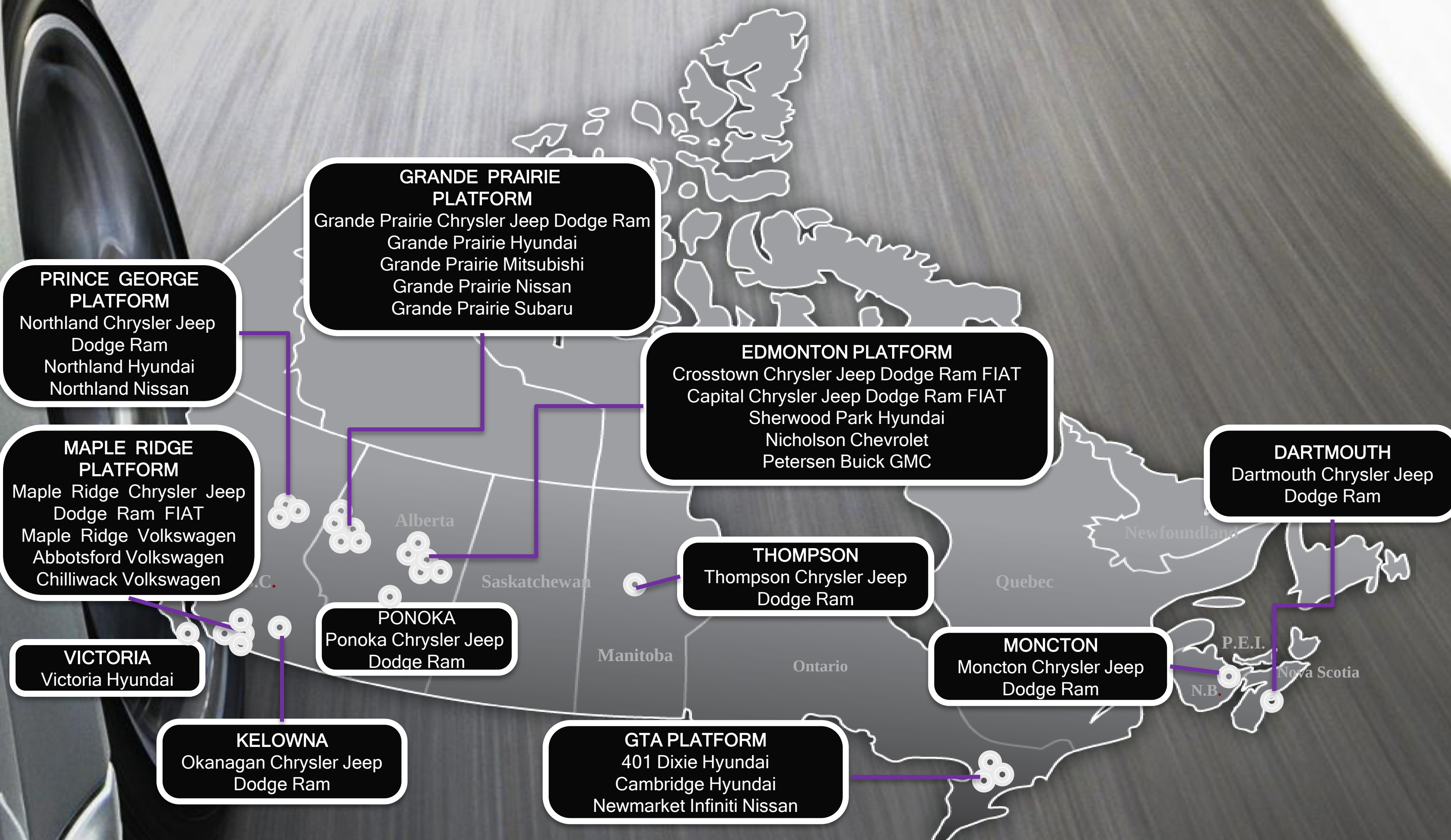
Our Business

- 26 franchised dealerships
- Approximately 28,000 new and used vehicles sold in 2011
- Approximately 1 in every 82 new vehicles sold in Canada in 2011 from an AutoCanada dealership
- More than 300,000 service and collision orders completed at 333 service bays in 2011

Experienced and Aligned Management Team

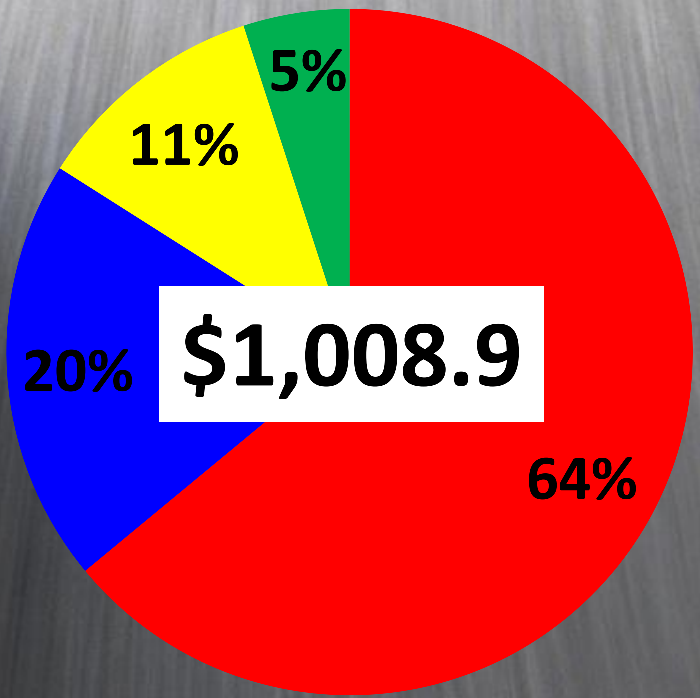
- Experienced and incentivized dealer principals and general managers
- Members of senior management own 42.8% of AutoCanada shares
- Corporate head office team provides management, marketing, financial and operational expertise

26 Dealerships in 6 Provinces

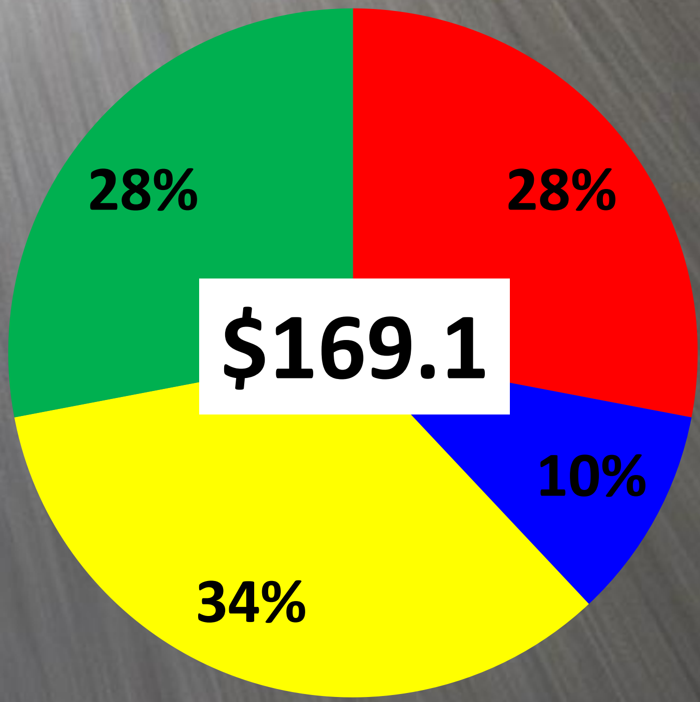


Revenue & Gross Profit 2011 Annual Results

2011 Revenue ($ millions)



2011 Gross Profit ($ millions)



New Vehicle | Used Vehicle | Parts, Service & Collision Repair | FI & Other

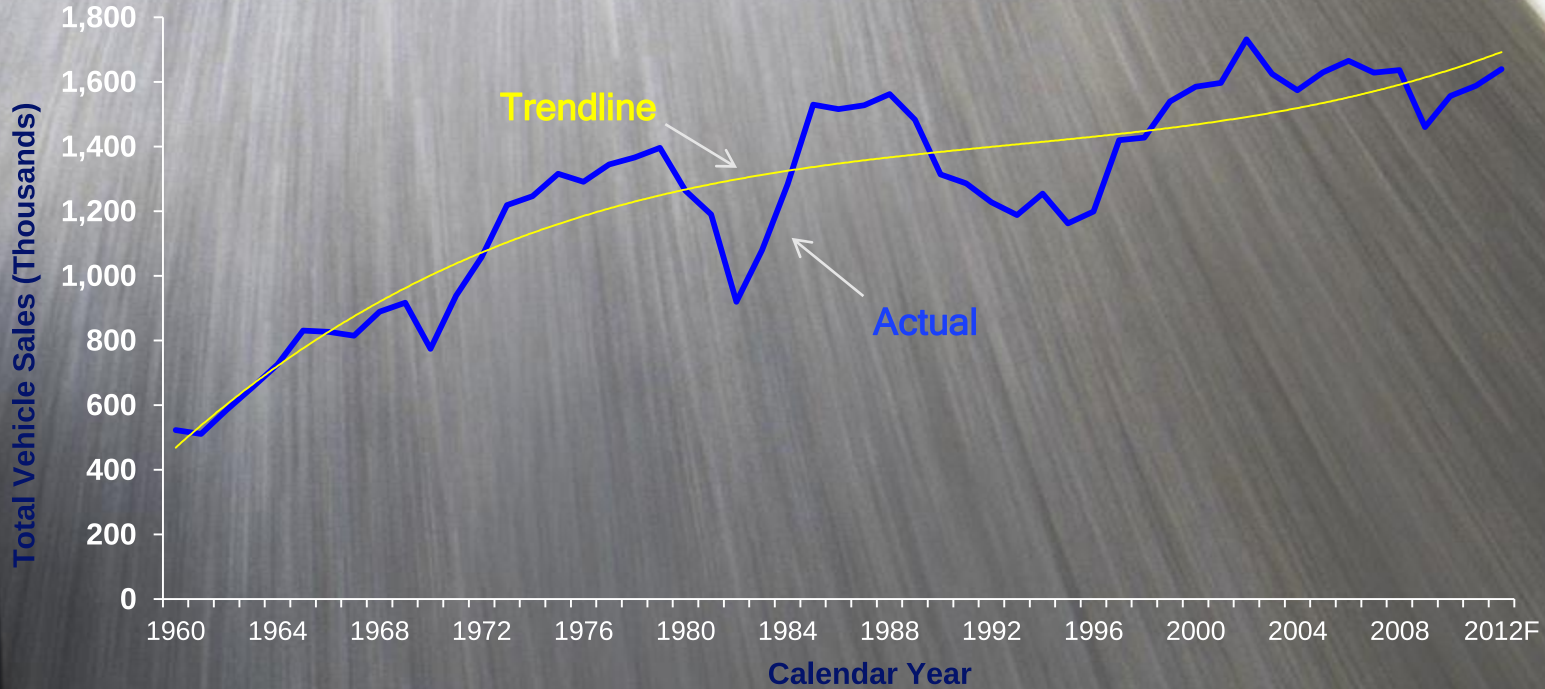
Note: Results for the Company for the year ended December 31, 2011

New Vehicle Sales

Drives high-margin related transactions

- Resale of trade-ins
- Sale of third-party financing, service or insurance products
- Recurring service and repair business

Total Canadian New Vehicle Sales 1960 – 2012F



Source: Scotia Economics - Global Auto Report, May 30, 2012

Advances in technology expected to drive new vehicle sales gains over long term

Used Vehicle Sales

Drives high-margin related transactions

- Service contracts
- Reconditioning opportunities for parts and service
- Recurring parts and service business
- Financing commissions

Parts, Service and Collision Repair

- **High Margins and Excellent Growth**
  - Increasingly complex vehicles cost more to maintain
  - Highly specialized equipment and skilled labour required
  - Independent repair shops closing
  - Number of vehicles on the road is growing, creating more demand for available service bays

Parts, Service and Collision Repair

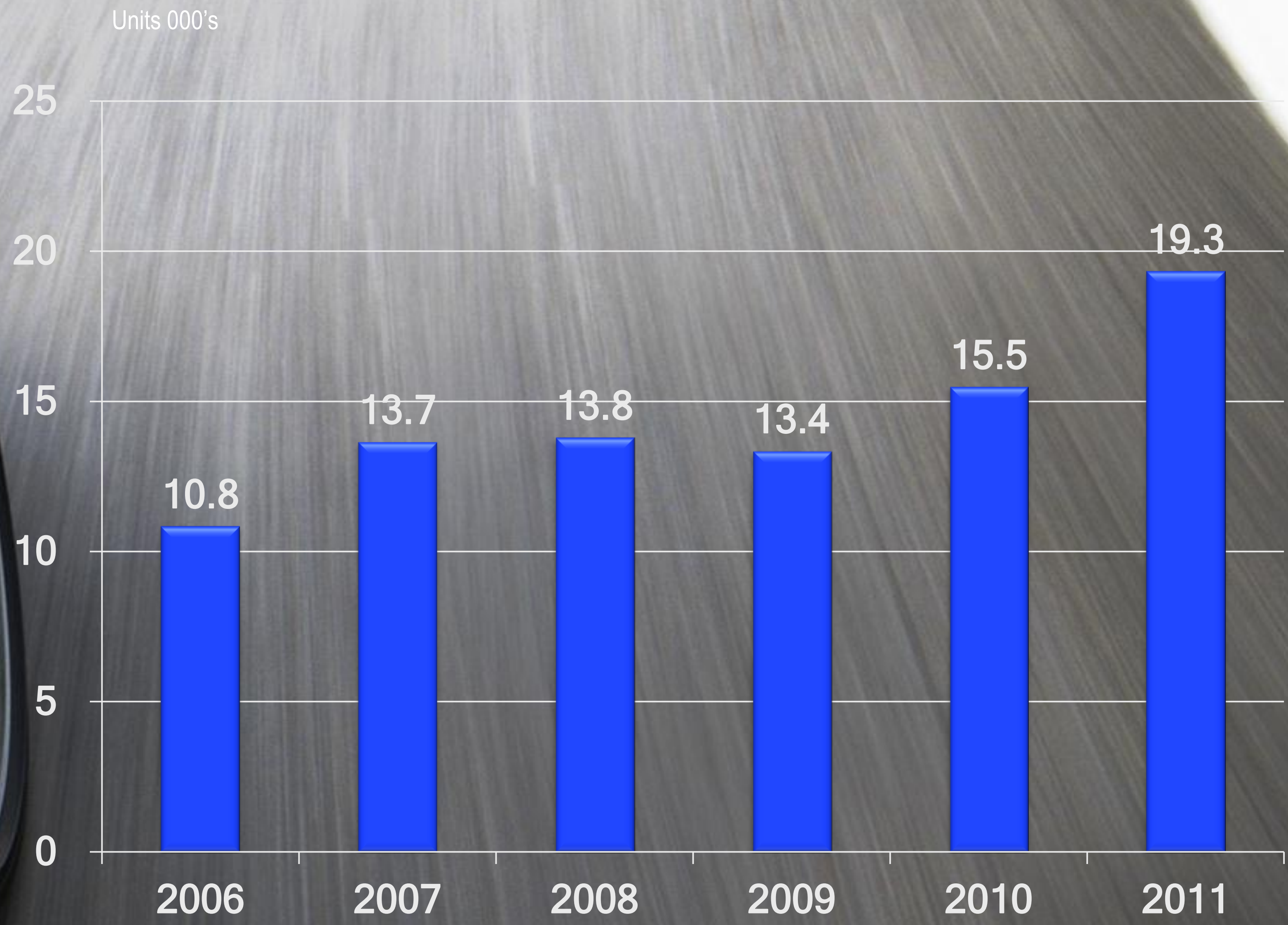
"Absorption Rate"

- **Percentage of dealership's fixed expenses covered by gross profit generated by parts and service segment**
- **AutoCanada's 2011 absorption rate = 88%**

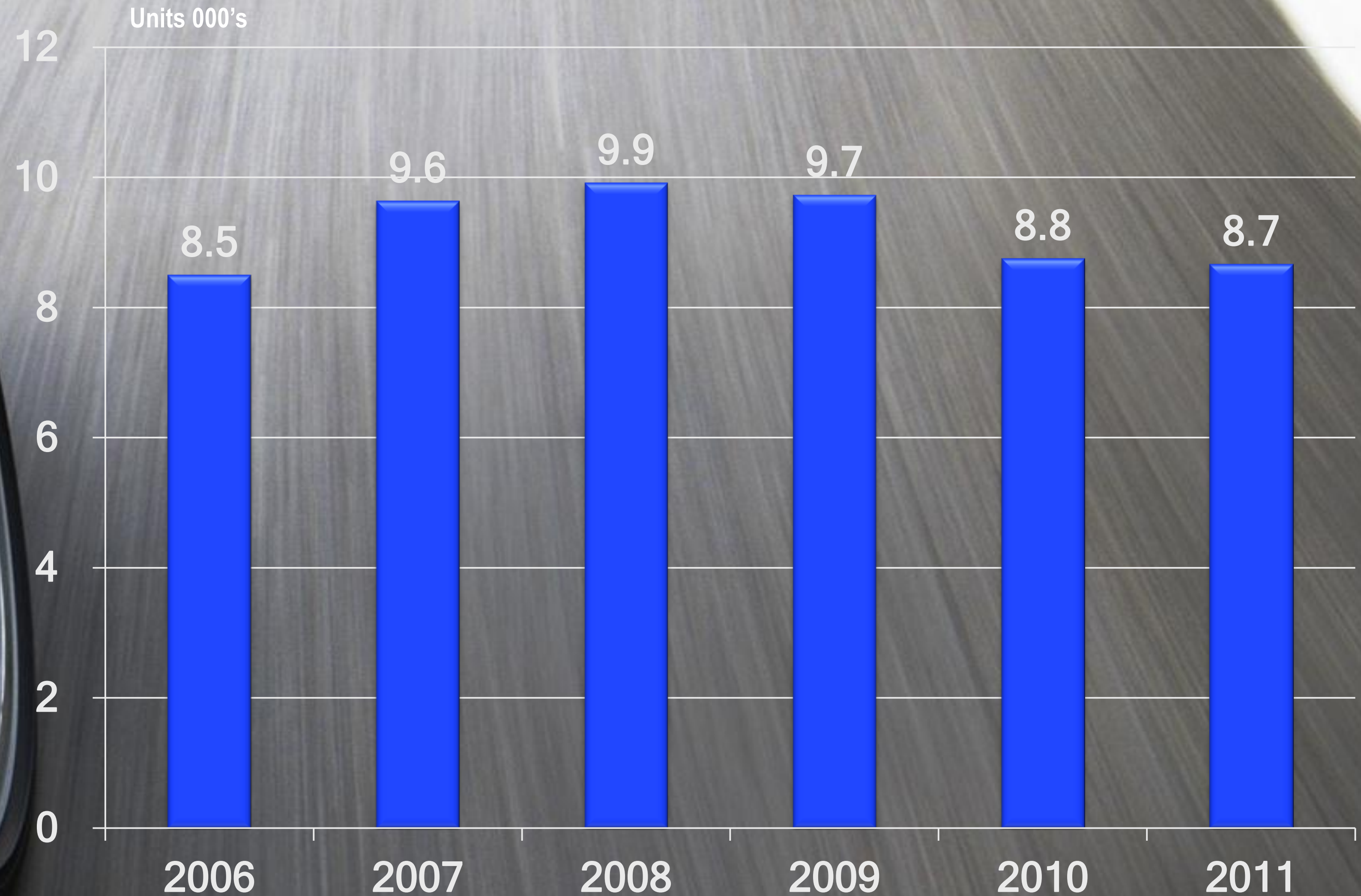
Finance, Insurance & Other

- **High Margins and Excellent Growth**
  - Represents 5% of total revenue and 28% of gross profit
  - New vehicle sales increases a driver of growth in the finance and insurance department
  - Relatively low cost operation

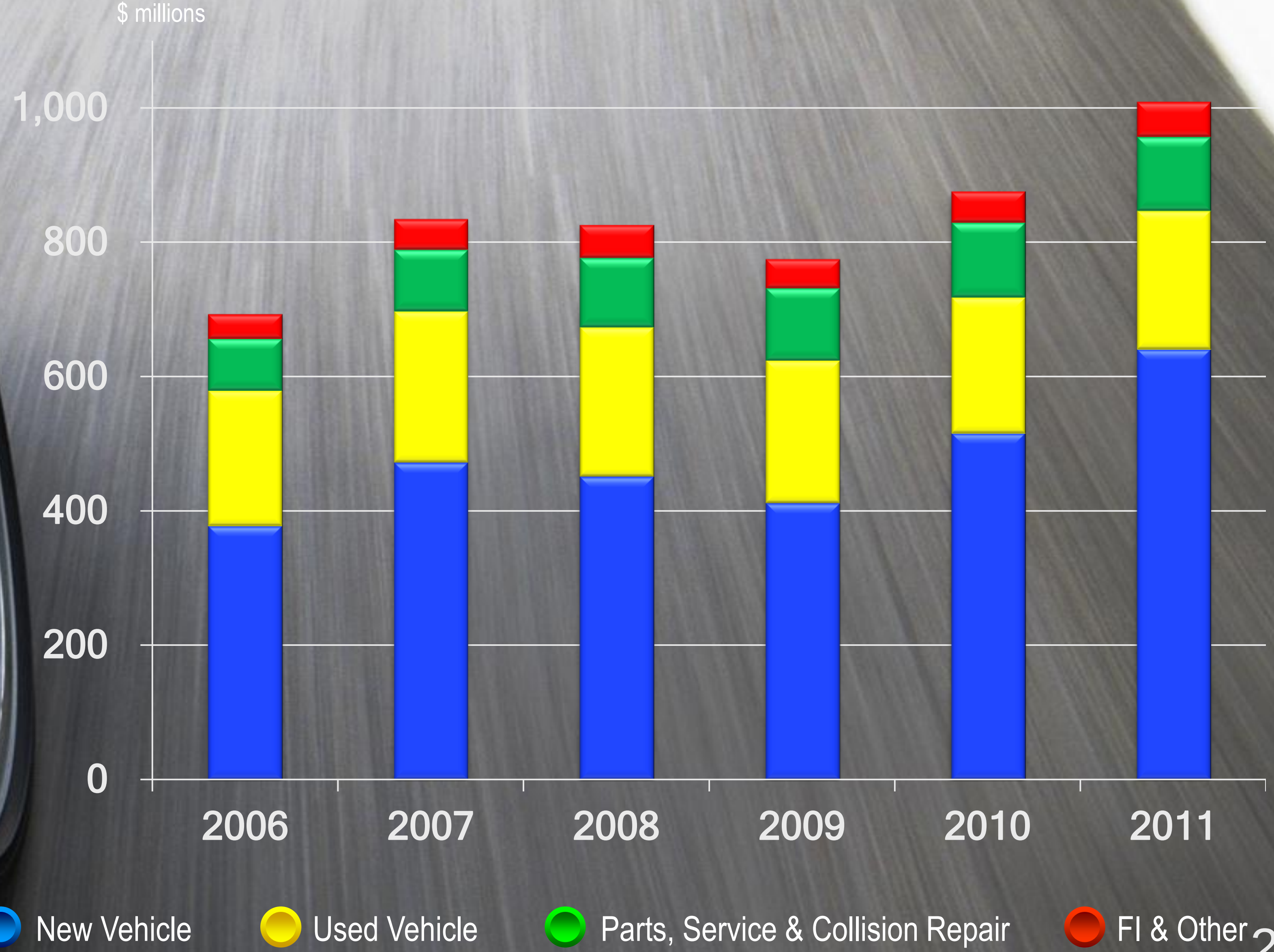
New Vehicle Sales



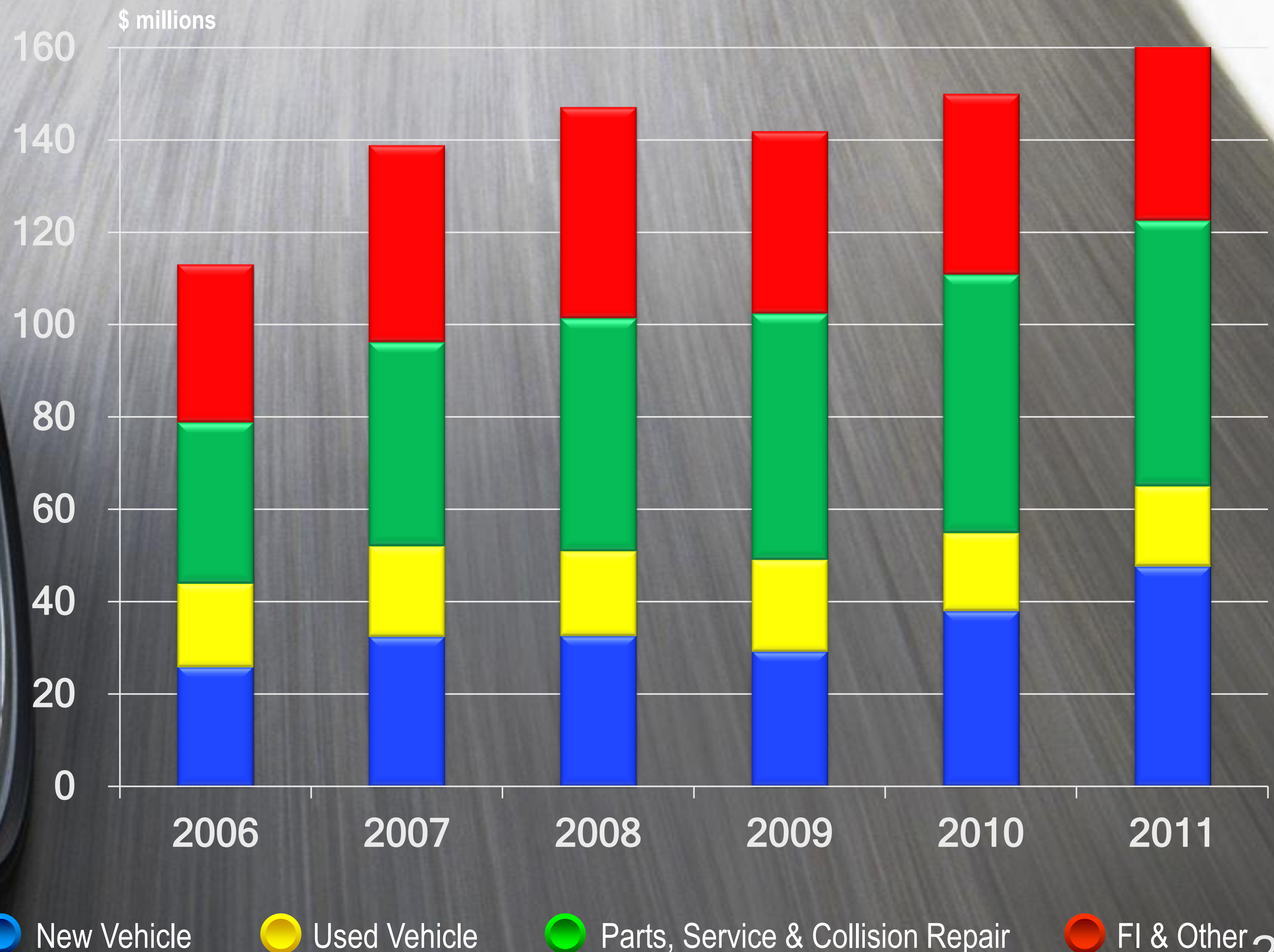
Used Vehicle Sales



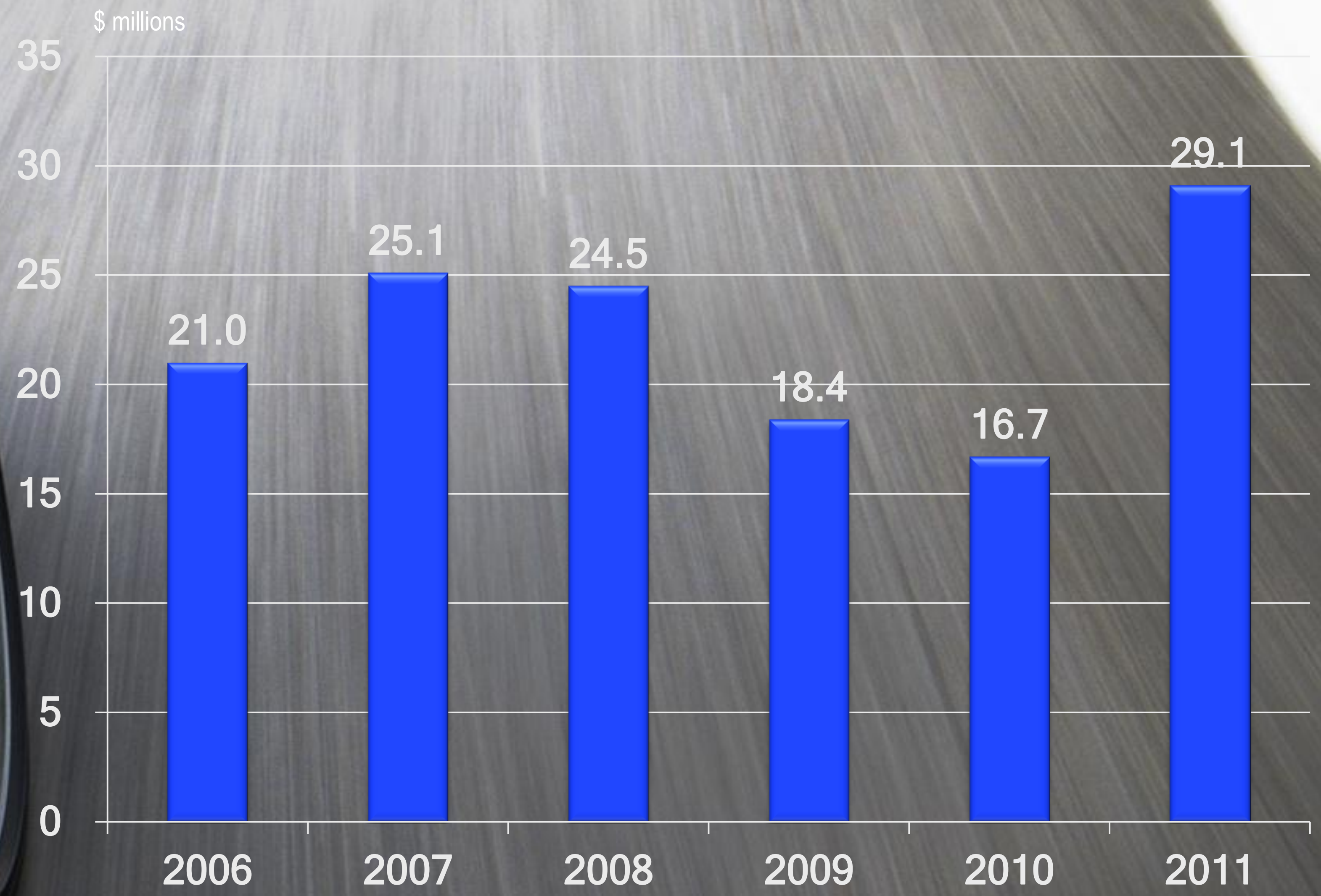
Revenue By Business Operation



Gross Profit by Business Operation



Adjusted EBITDA



2011 Annual Results

$ millions (except EPS)

Revenue	**$ 1,008.9**	**16.0%** ↑
Gross Profit	**$ 169.1**	**12.7%** ↑
EBITDA*	**$ 29.1**	**74.0%** ↑
Adjusted EPS**	**$ 0.89**	**107.0%** ↑
Adjusted Free Cash Flow	**$ 27.7**	**97.9%** ↑

* EBITDA does not include interest on floorplan financing

**Adjusted EPS is calculated using net earnings before other items (reversal of impairment of intangible assets and its related tax effect).

Record performance in 2011

2012 Q1 Results

$ millions (except EPS)

Revenue	$ 248.4	17.8% ↑
Gross Profit	$ 48.8	17.6% ↑
EBITDA*	$ 6.8	68.2% ↑
EPS	$ 0.21	107.0% ↑
Adjusted Free Cash Flow	$ 4.2	13.5% ↑

* EBITDA does not include interest on floorplan financing

Record performance in Q1 2012

Strong Balance Sheet

As at March 31, 2012

$ millions

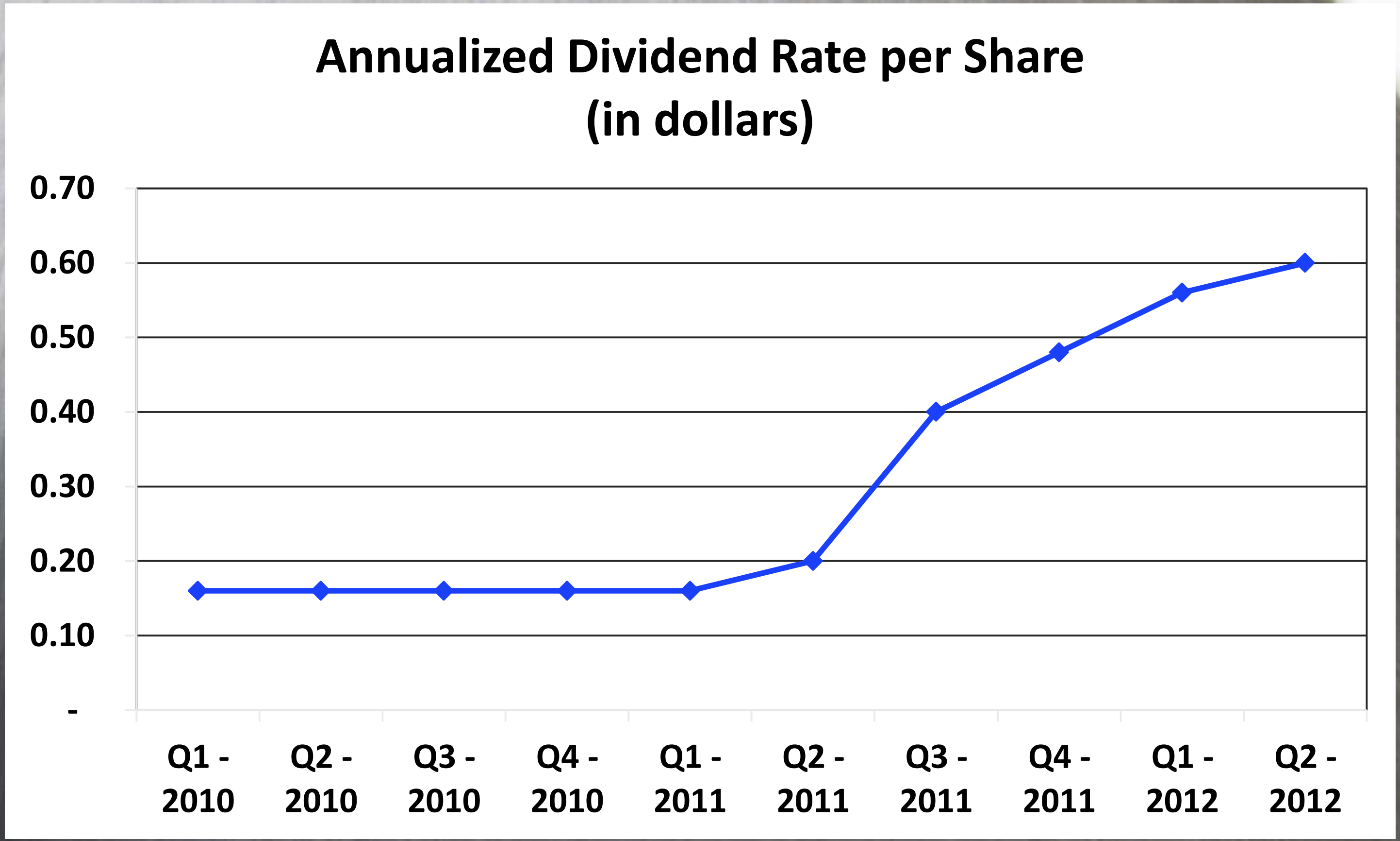
Current Assets	**$261.9**
Current Liabilities	**$222.8**
Net Working Capital	**$ 39.1**
Long-term Debt	**$ 20.1**

Floorplan debt of $178.1 million included in current liabilities and netted against inventory which is included in current assets

Very liquid inventory

New and Used Vehicle Inventory Turned 6.0 Times in Fiscal 2011

Dividend Growth



Increase to Dividend in Five Consecutive Quarters

Strategy


Dividend Policy
Organic Growth
Acquisition Policy
Sustainable Returns
Contributes to
Enhanced Shareholder Value

Strategy

New Strategy Announced June 22, 2011

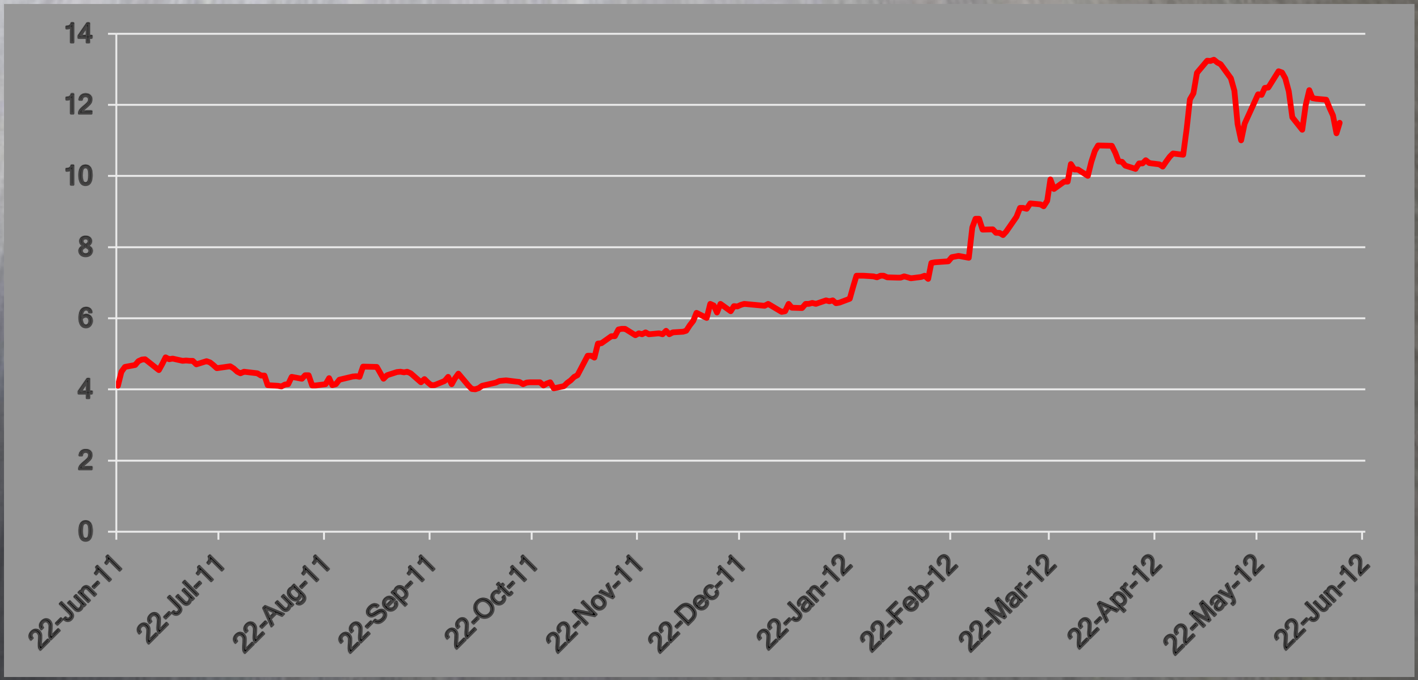
- Focus on same store growth
- Target dividend between 70% and 80% of fully diluted EPS
- Pursue accretive acquisitions
- Allow private purchases to build relationships with new manufacturers

Factors contributing to change in strategy:

- OEM resistance to public ownership model
- Limited growth opportunities
- Low trading multiple compared to US peers

Strategy

ACQ Share Performance Since June 22, 2011:



- **Improvement in share price of 180%**
- **Average daily trading volume of approximately 31,000 since strategy change versus 12,000 over same period prior to change**

Strategy

Management update since June 22, 2011:

- Same store earnings significantly increased
- Management remains committed to a high payout dividend policy
- Two new OEM approvals
  - KIA open point announced April 20, 2012
  - Investment in two GM dealerships in May and June of 2012

Impact of business landscape on strategy:

- Potential to add more dealerships
- Improvement in trading multiple allows for accretive acquisition opportunities
- Continued improvement in liquidity of shares

Investment Highlights

Auto Dealership Business Historically Stable and Profitable

Industry Succession Issue and Recent OEM Approvals to Provide Growth Opportunities

AutoCanada Posts Record Annual Results in 2011 and Record First Quarter Results in 2012

Income Oriented Investment Vehicle with Opportunity for Growth

Question and Answer