



AutoCanada

General Overview of the Company

April 2010



Forward-Looking Statements

Certain of the information presented looks forward in time and deals with other than historical or current facts for 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 our 2009 Annual Information Form dated March 22, 2010, 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.



Presentation Agenda

- Industry Overview

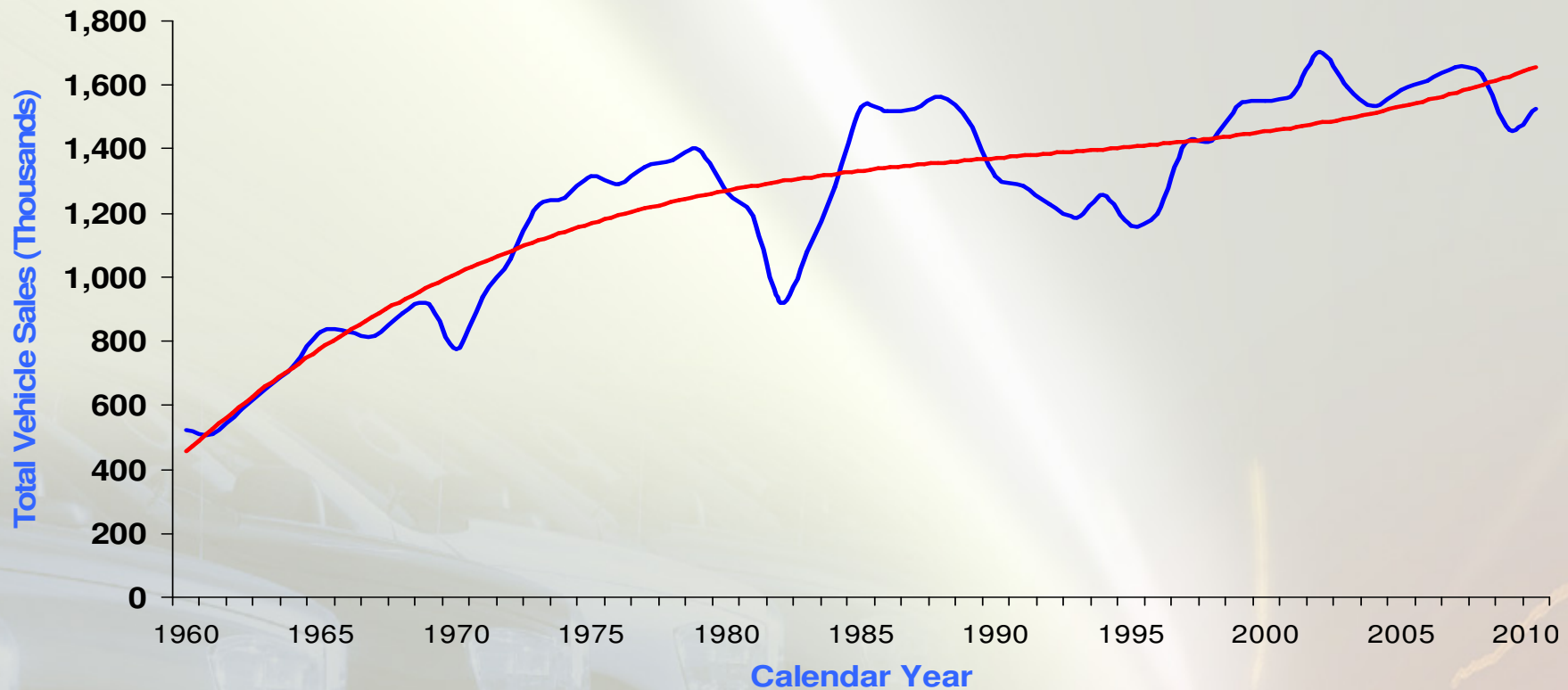
- Our Business

- Financial Overview

- Summary



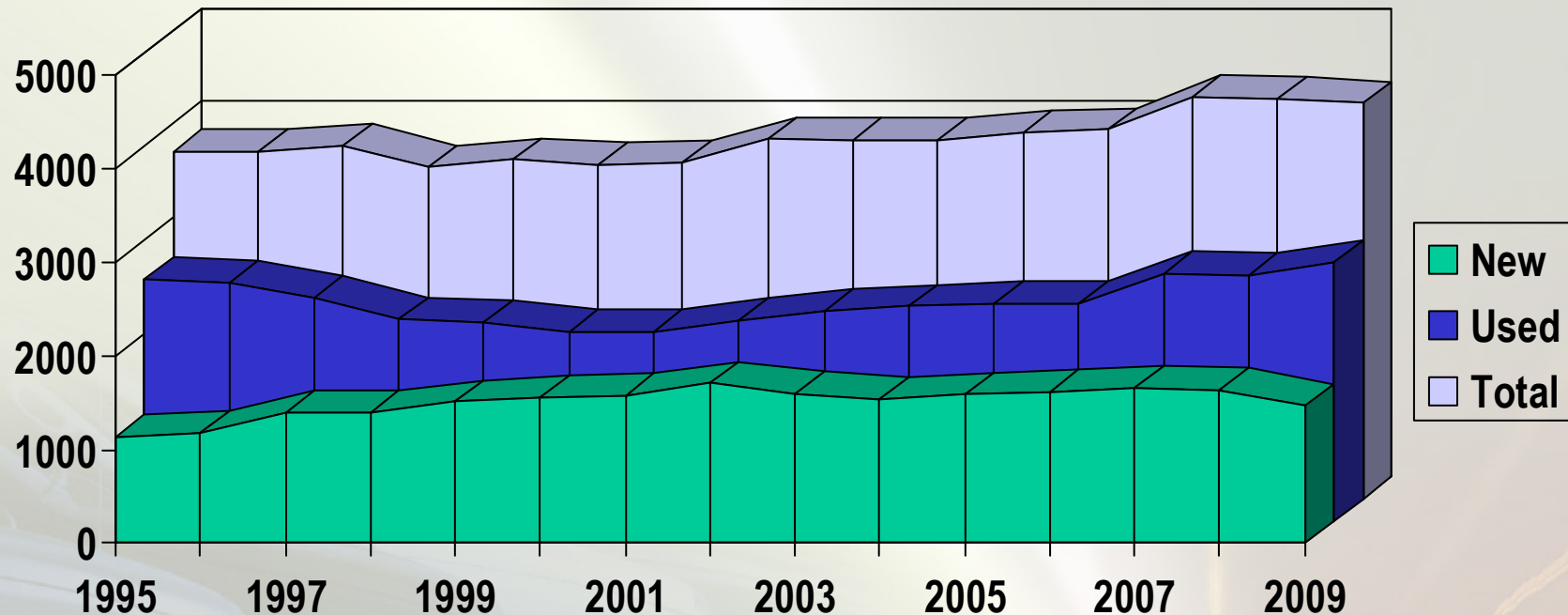
New Vehicle Sales in Canada (000's of units)



New vehicle sales over the past decade have averaged over 1.5 million units each year



Used Vehicle Sales in Canada (000's of units)



Used vehicle sales tend to perform counter-cyclical from a decline in the new vehicle market

OEM vs. Dealer Business Model

Dealership Groups:

- 4 income streams allowing profitability even at times of declining new car sales
- Variable cost structure
- Relatively stable profits ⁽¹⁾

Manufacturers:

- Income stream primarily dependent on new car sales
- Fixed cost structure
- Cyclical nature of profits

Different business model than OEM's

(1) Dealership industry has been profitable every year over the past three decades



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Our Business



23 Dealerships in Six Provinces; 16 dealerships in Alberta and B.C.

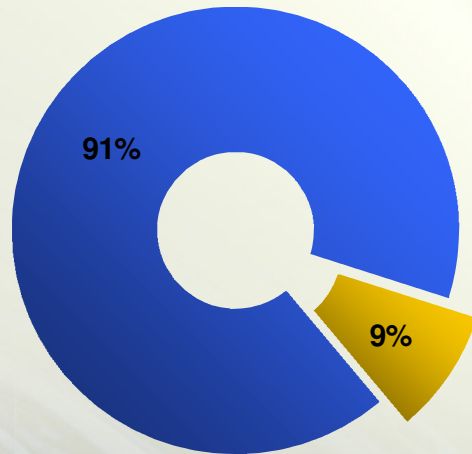


Key Strengths

- Proven multi-location dealership model
- Portfolio of leading brands targeted to local markets
- Strong manufacturer relationships
- Demonstrated ability to integrate and enhance acquisitions
- Experienced, incentivized management team
 - Management team owns **46.8%** of AutoCanada's equity

Rebalancing Manufacturing Exposure

Sales Mix at IPO



● Domestic ● Import

CHRYSLER



Jeep

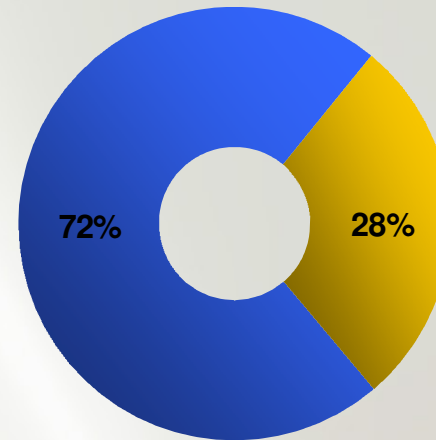
 **DODGE**


SUBARU


**MITSUBISHI
MOTORS**



Sales Mix 2009



● Domestic ● Import

 **HYUNDAI**

 **INFINITI**

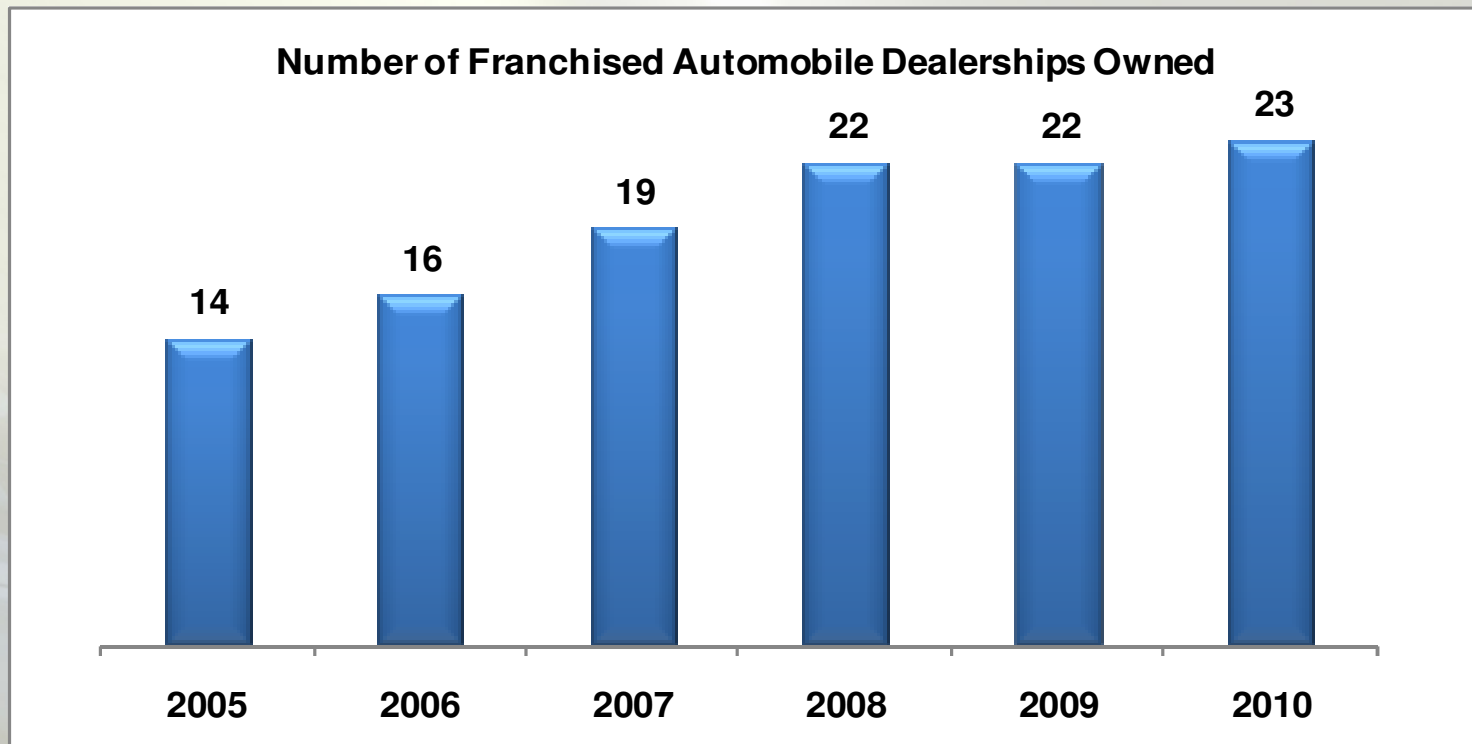
NISSAN

Acquisitions

- Add new markets and new brands
 - Doner Infiniti Nissan acquired in April, 2008
 - Cambridge Hyundai acquired in July, 2008
 - Maple Ridge Volkswagen acquired in December, 2008
 - 401/Dixie Hyundai acquired in April, 2010
- 2010 guidance to add 1 or 2 additional dealerships
- New acquisitions to reflect changing market conditions with respect to valuation and financing terms



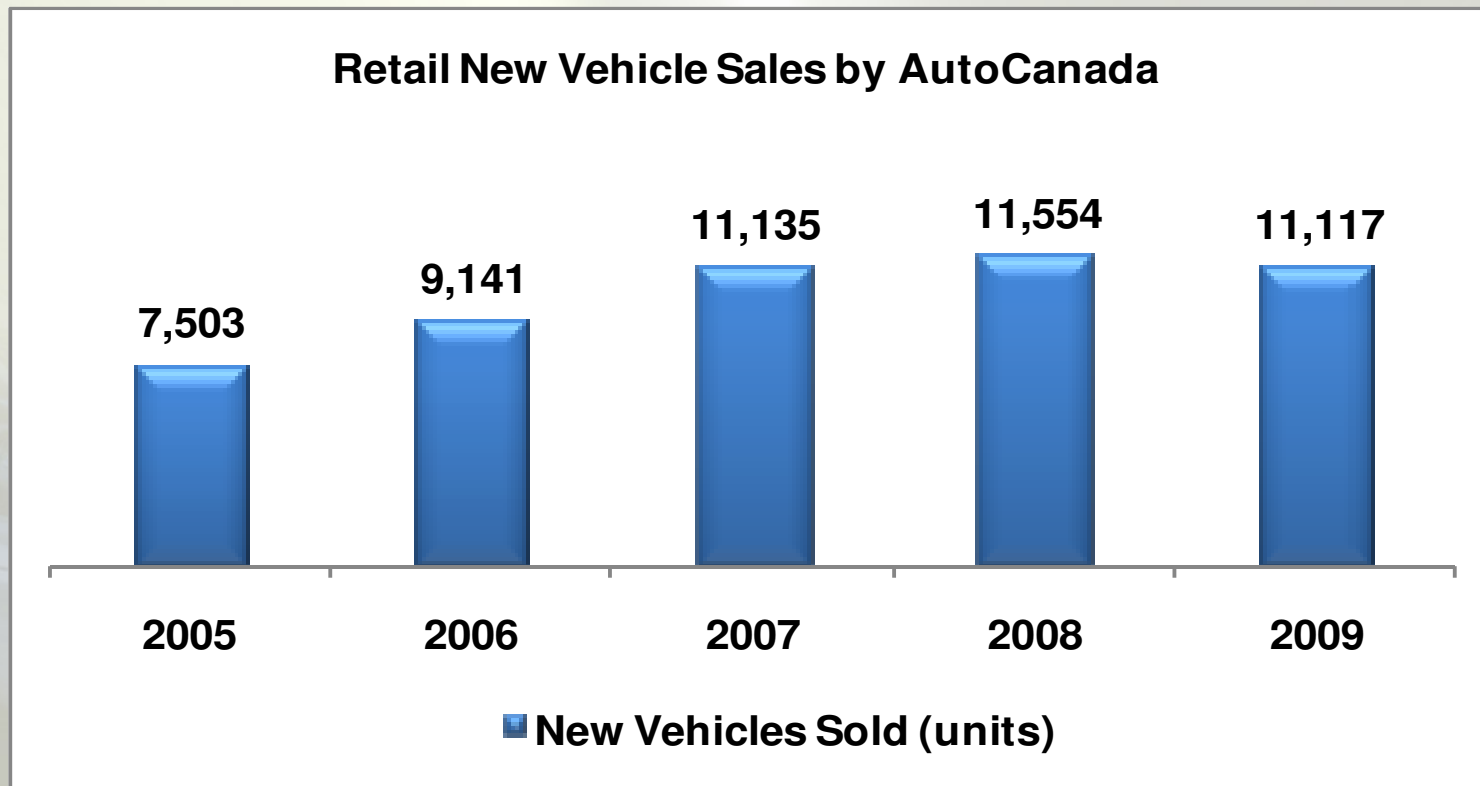
Franchised Dealership Growth



401/Dixie Hyundai Acquired on April 12, 2010

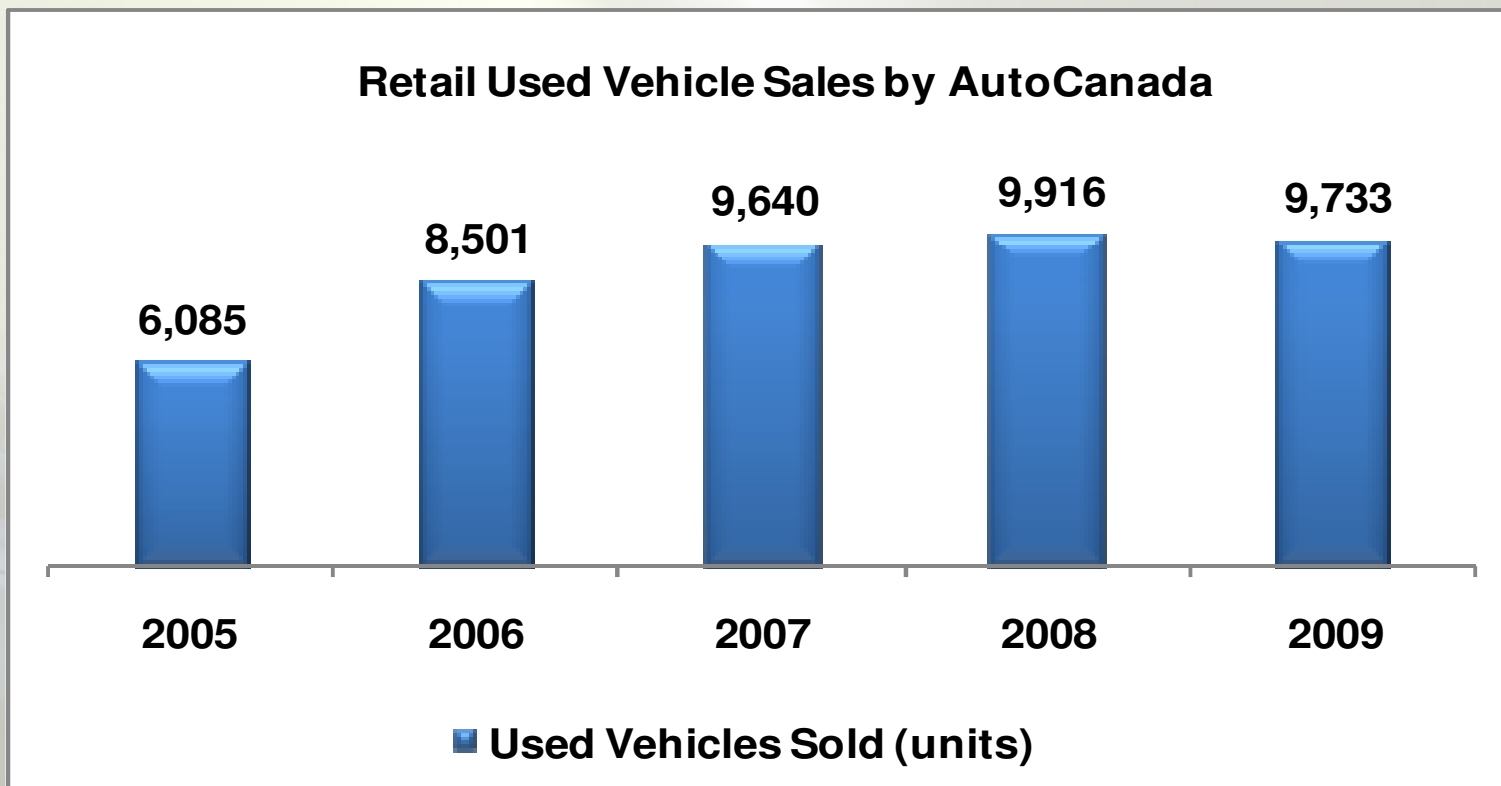


New Vehicle Unit Sales





Used Vehicle Unit Sales





Balanced New to Used Sales Ratio

- Used vehicles provide higher profit margins than new vehicles

2009 industry sales
average =



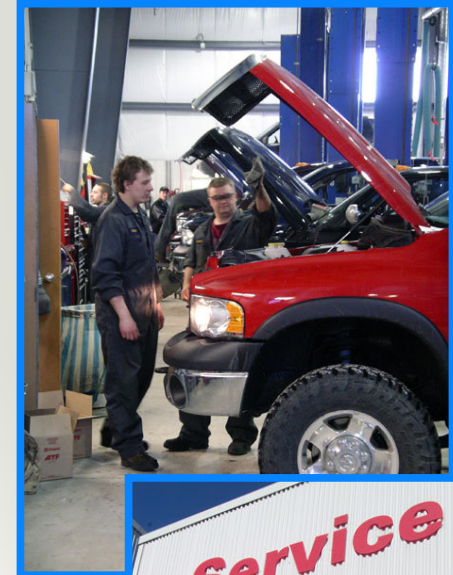
60 used vehicles : **100** new retail vehicles

88 used vehicles : **100** new retail vehicles



Leading “Absorption Rate”

- Measures percentage of dealership’s fixed expenses covered by gross profit generated by parts and service segment
- Industry average = approximately 70%
 - Fewer than 10% of dealerships achieved $\geq 90\%$
- AutoCanada’s 2009 absorption rate = 89%



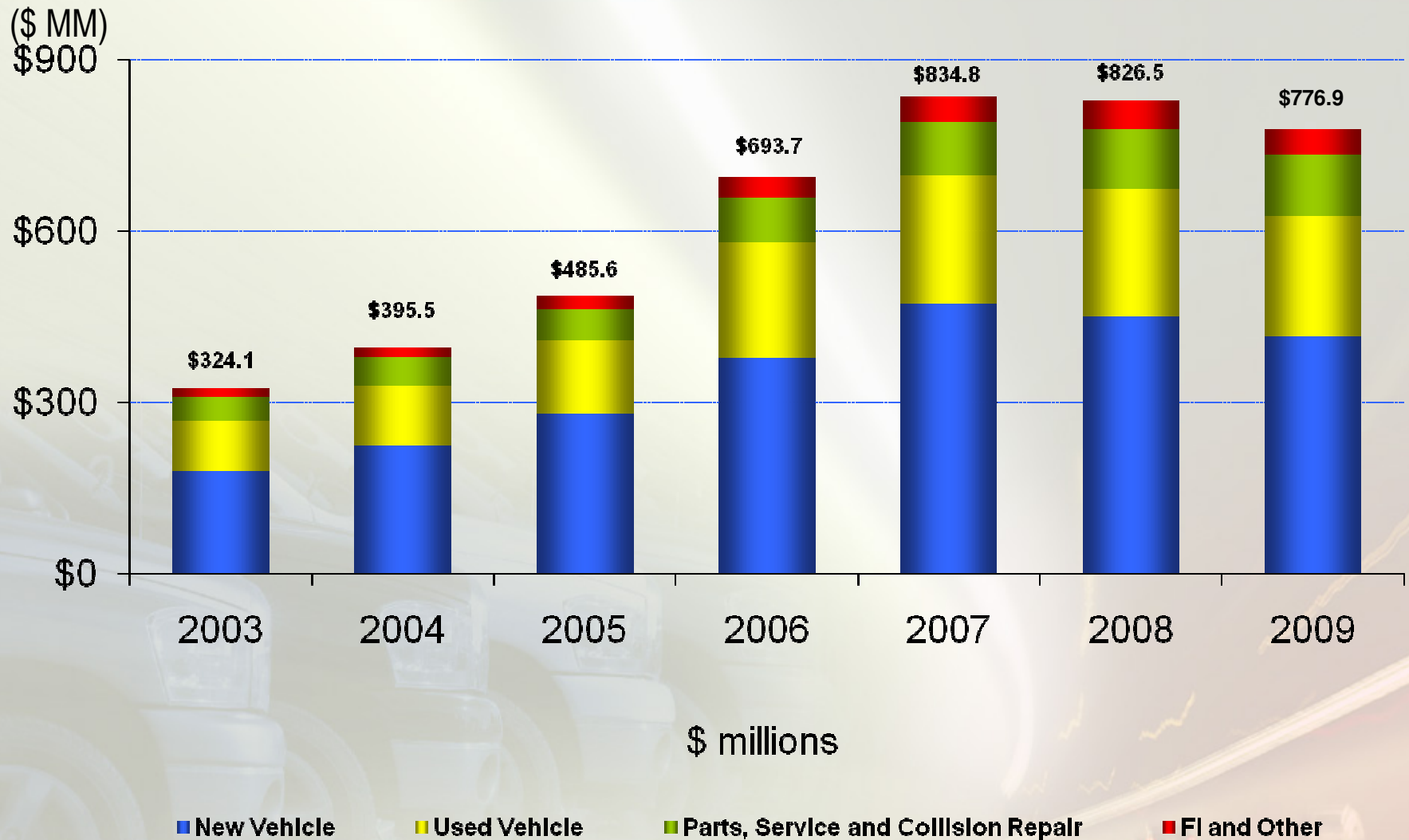


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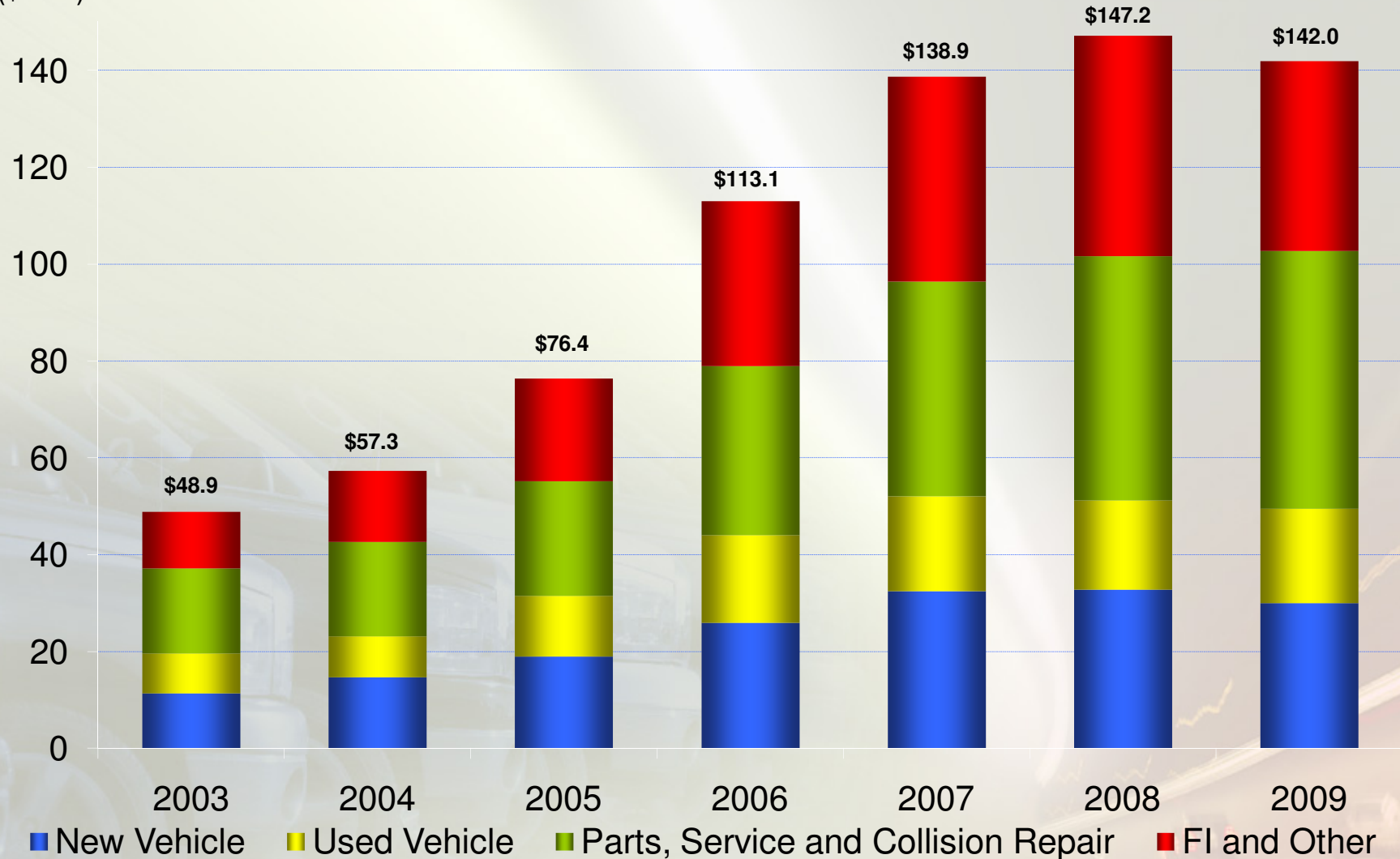
Revenue By Business Operation





Gross Profit by Business Operation

(\$ MM)





EBITDA¹



1. EBITDA is not a recognized measure under GAAP and does not have a standardized meaning prescribed by GAAP, Our EBITDA may not be comparable to similar measures presented by other issuers.

2. EBITDA information for our fiscal years prior to our fiscal year ended December 31, 2003 is based upon management calculations derived from the unaudited combined financial statements of CAG for those years.

3. Revenue information for our fiscal years ended December 31, 2003, 2004 and 2005 is derived from the audited combined financial statements of CAG. EBITDA for these years has been determined in the manner referred to in Note 1.



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Closing Summary

- Proven multi-location dealership model
- Leading absorption rate
- 9 dealerships added since IPO
 - 3 open points opened since IPO
 - 6 acquisitions completed
- 5 new brands added since IPO
- EBITDA of \$18.4 million in 2009 (during poor market conditions)