Company Overview and 2013 Annual & Fourth Quarter Highlights

April 2014

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.

Experienced and Aligned Management Team

- Patrick Priestner, Chairman and CEO owned his first dealership at age of 24
- Senior management team and dealers own a significant stake in AutoCanada shares
- Very experienced and talented dealers
- Corporate head office team provides management, internet marketing, financial and operational support to dealerships and facilitates the sharing of best practices

Our Business

- Operate 33 franchised dealerships representing 16 brands
- Approximately 36,000 vehicles sold in 2013
- Completed over 364,000 service and collision orders in our 381 service bays in 2013

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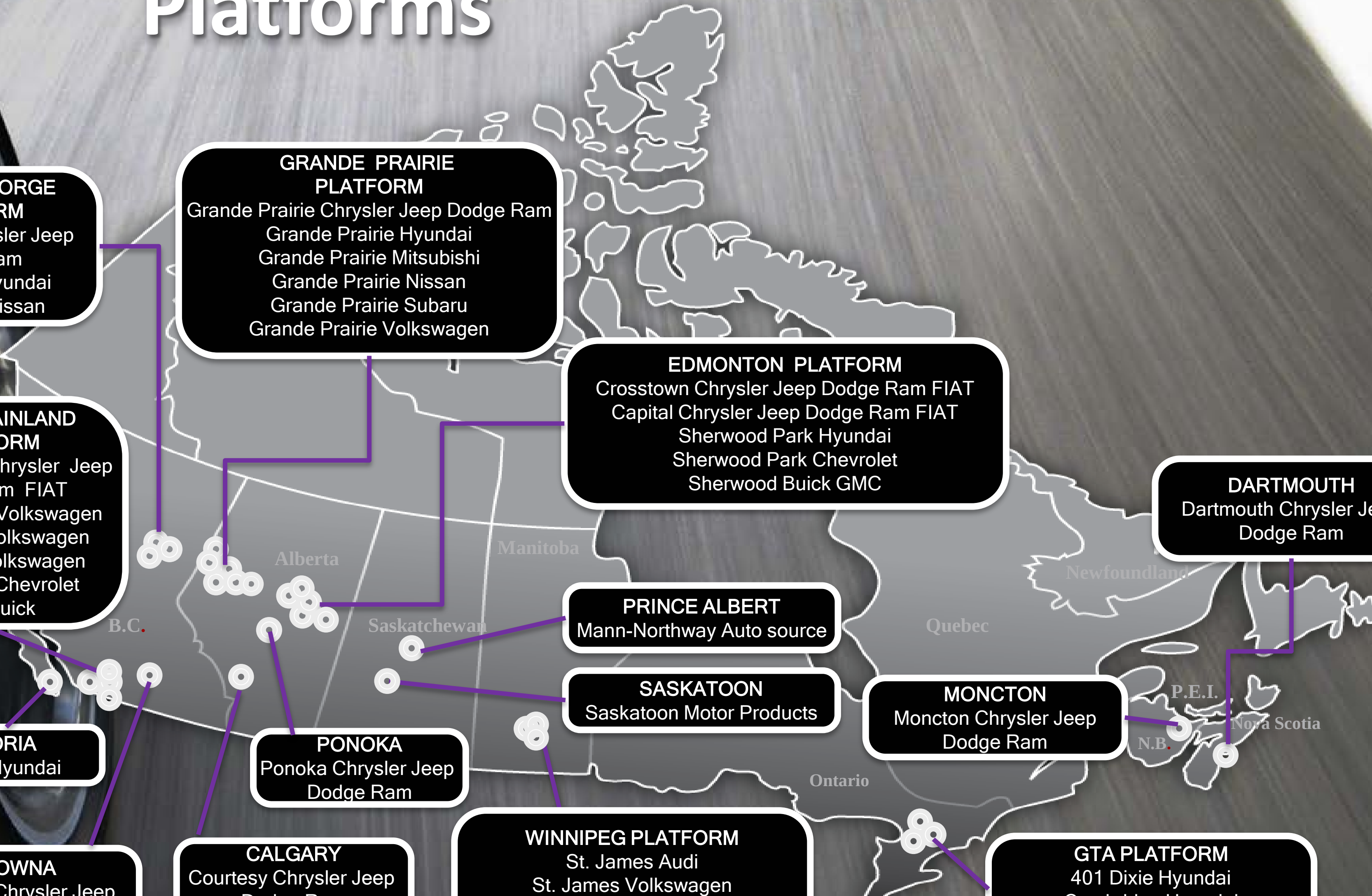
Developing Regional Platforms



PRINCE GEORGE PLATFORM
Northland Chrysler Jeep Dodge Ram
Northland Hyundai
Northland Nissan

GRANDE PRAIRIE PLATFORM
Grande Prairie Chrysler Jeep Dodge Ram
Grande Prairie Hyundai
Grande Prairie Mitsubishi
Grande Prairie Nissan
Grande Prairie Subaru
Grande Prairie Volkswagen

EDMONTON PLATFORM
Crosstown Chrysler Jeep Dodge Ram FIAT
Capital Chrysler Jeep Dodge Ram FIAT
Sherwood Park Hyundai
Sherwood Park Chevrolet
Sherwood Buick GMC

LOWER MAINLAND PLATFORM
Maple Ridge Chrysler Jeep Dodge Ram FIAT
Maple Ridge Volkswagen
Abbotsford Volkswagen
Chilliwack Volkswagen
Peter Baljet Chevrolet GMC Buick

DARTMOUTH
Dartmouth Chrysler Jeep Dodge Ram

PRINCE ALBERT
Mann-Northway Auto source

SASKATOON
Saskatoon Motor Products

MONCTON
Moncton Chrysler Jeep Dodge Ram

VICTORIA
Victoria Hyundai

PONOKA
Ponoka Chrysler Jeep Dodge Ram

KELOWNA
Okanagan Chrysler Jeep Dodge Ram

CALGARY
Courtesy Chrysler Jeep Dodge Ram

WINNIPEG PLATFORM
St. James Audi
St. James Volkswagen
Eastern Chrysler Jeep Dodge Ram

GTA PLATFORM
401 Dixie Hyundai
Cambridge Hyundai
Newmarket Infiniti Nissan

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 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

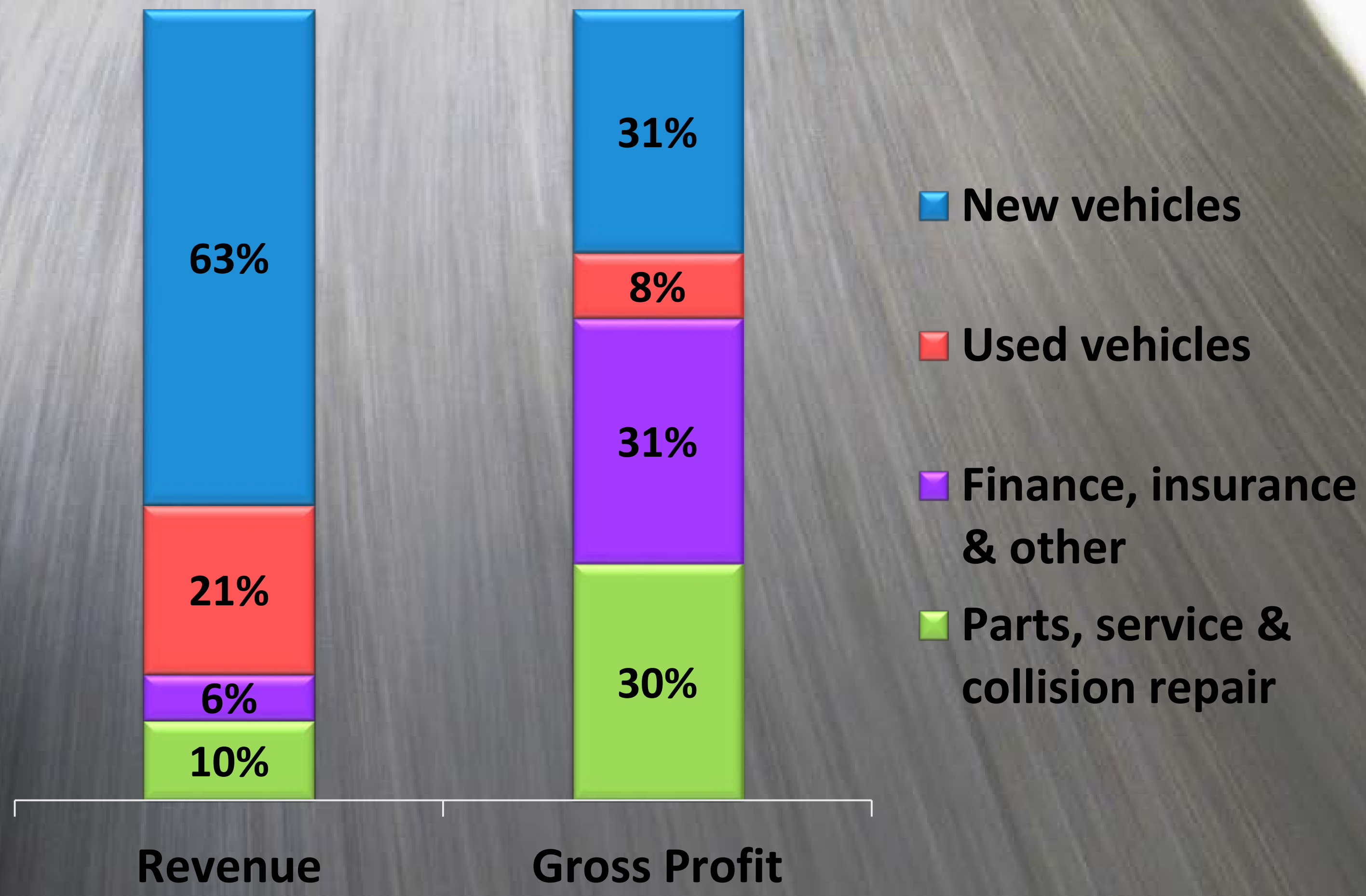
Automobile dealerships generate relatively stable cash flows

Benefits of Dealership Franchise Agreements

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

Substantial Value Attributed to Franchise Rights

Profitability Mix



Four business streams provide stable and diversified income

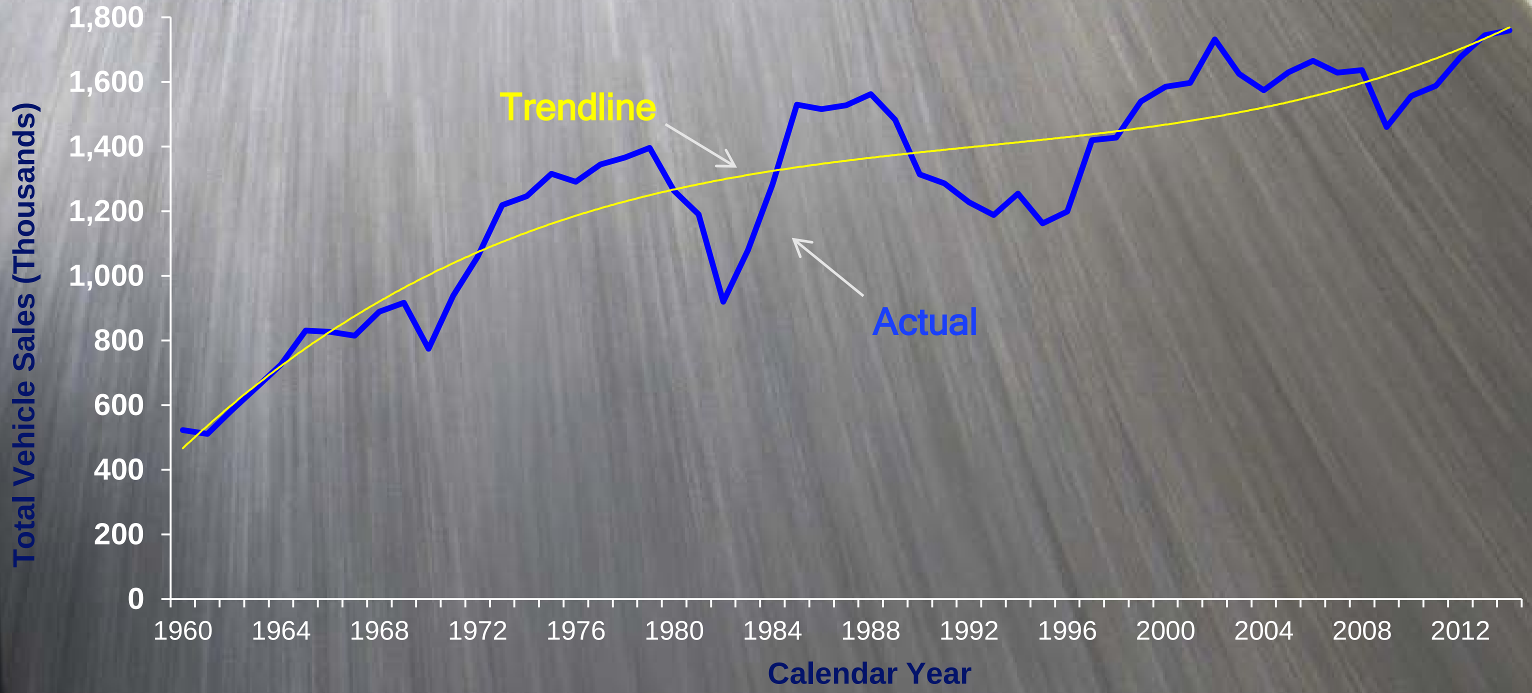
Note: Results for the Company for the year ended December 31, 2013

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 – 2014F



Source: Scotia Economics - Global Auto Report, March 7, 2014

New vehicle technology, styling and safety improvement to drive increases in annual sales

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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 Stable Business**
  - 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 2013 absorption rate = 87%**

Finance, Insurance & Other

- **High Margins and Excellent Growth**
  - Represents 6% of total revenue and 31% of gross profit
  - New vehicle sales increases a driver of growth in the finance and insurance department
  - Relatively low cost operation

2013 Annual Results

$ millions (except EPS)

Revenue	$ 1,409.0	27.9% ↑
Gross Profit	$ 246.0	29.2% ↑
EBITDA*	$ 58.5	54.4% ↑
Adjusted EPS**	$ 1.80	48.6% ↑
Adjusted Free Cash Flow	$ 44.9	41.4% ↑

* EBITDA does not add back interest on floorplan financing

** Adjusted EPS does not include effects of goodwill and intangible asset impairments and reversals of impairments net of deferred taxes

2013 Annual Results

$ millions (except EPS)

Same Store Growth	2010	2011	2012	2013
Revenue	10.5%	17.3%	8.6%	17.2%
Gross Profit	4.1%	13.9%	10.9%	17.5%

Same store revenue growth and same store gross profit growth is calculated using franchised automobile dealerships that we have owned for at least 2 full years.

2013 Fourth Quarter Results

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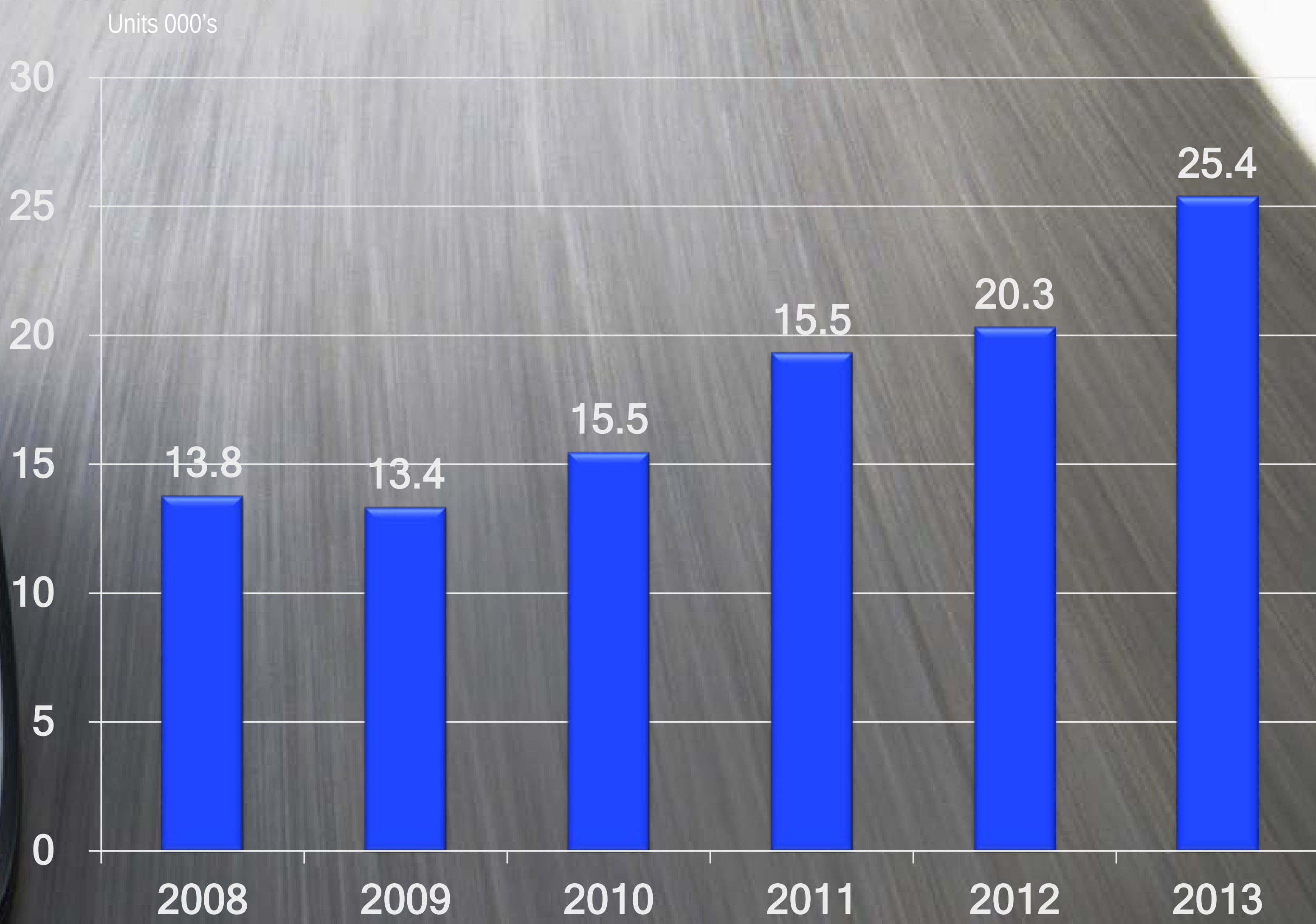
$ millions (except EPS)

Revenue	$ 333.8	27.8% ↑
Gross Profit	$ 62.3	28.9% ↑
EBITDA*	$ 14.8	43.7% ↑
Adjusted EPS**	$ 0.42	30.0% ↑
Adjusted Free Cash Flow	$ 11.9	32.9% ↑

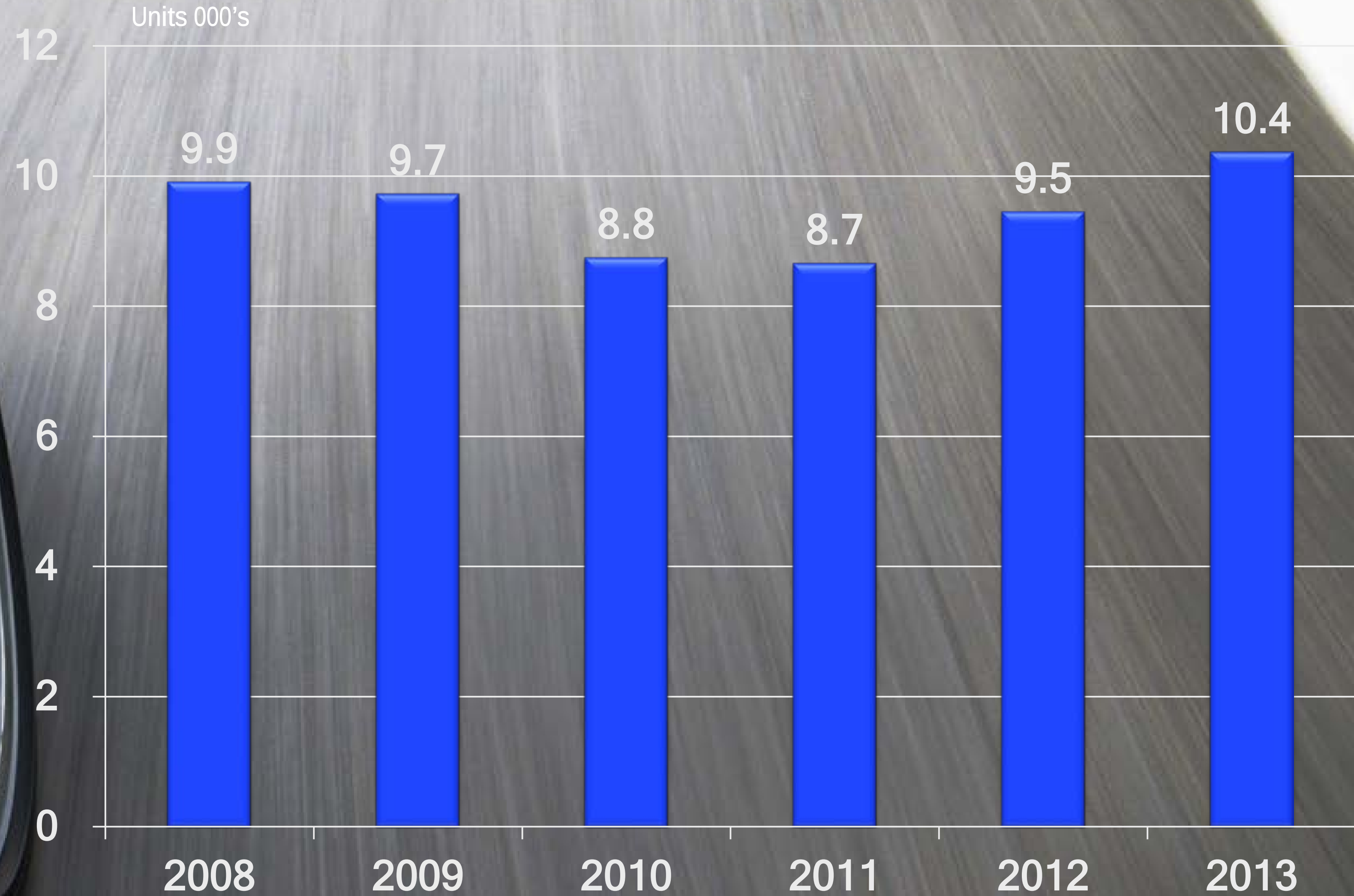
* EBITDA does not add back interest on floorplan financing

** Adjusted EPS does not include effects of goodwill and intangible asset impairments and reversals of impairments net of deferred taxes

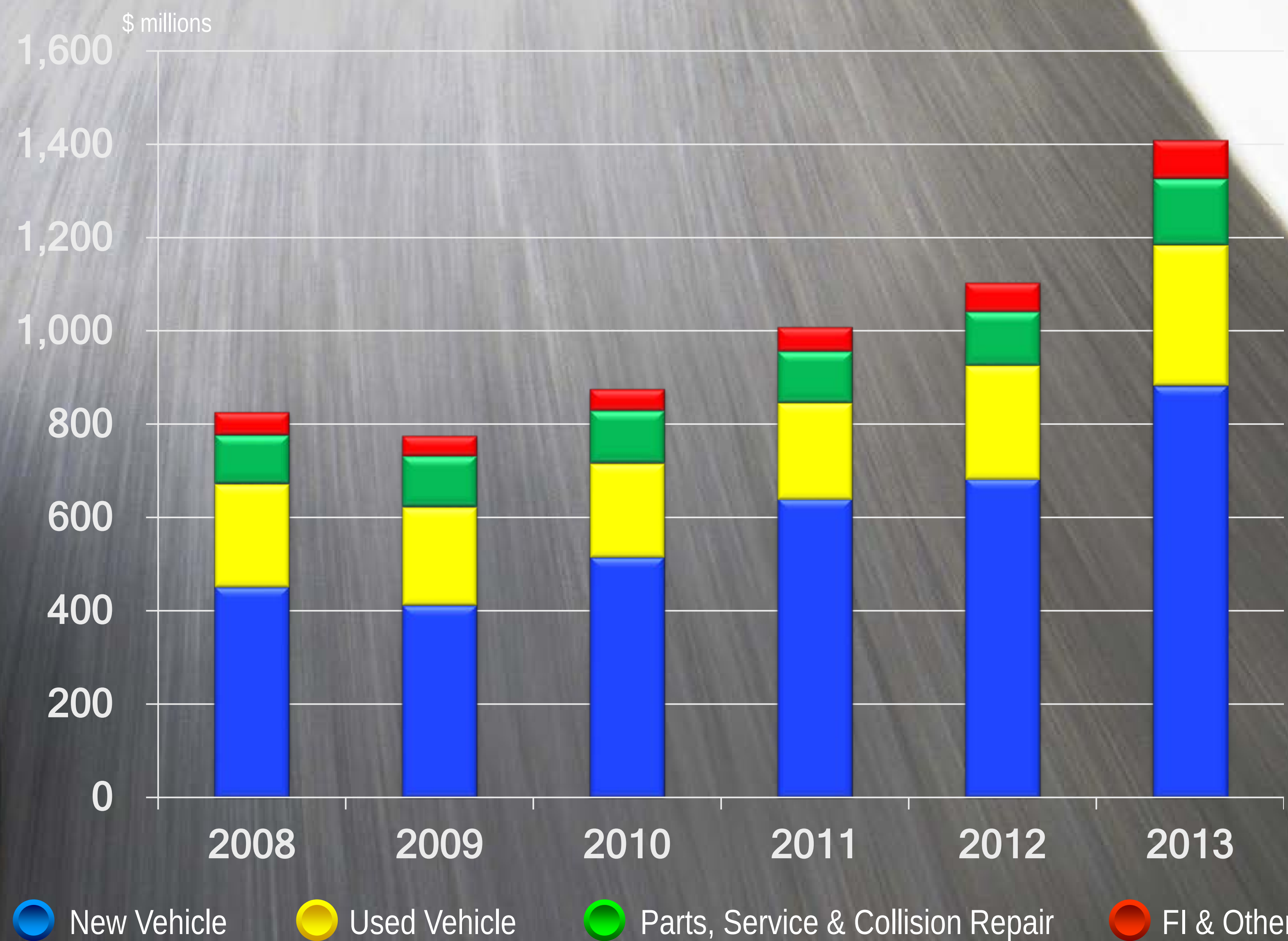
New Vehicle Sales



Used Vehicle Sales



Revenue By Business Operation



Gross Profit by Business Operation

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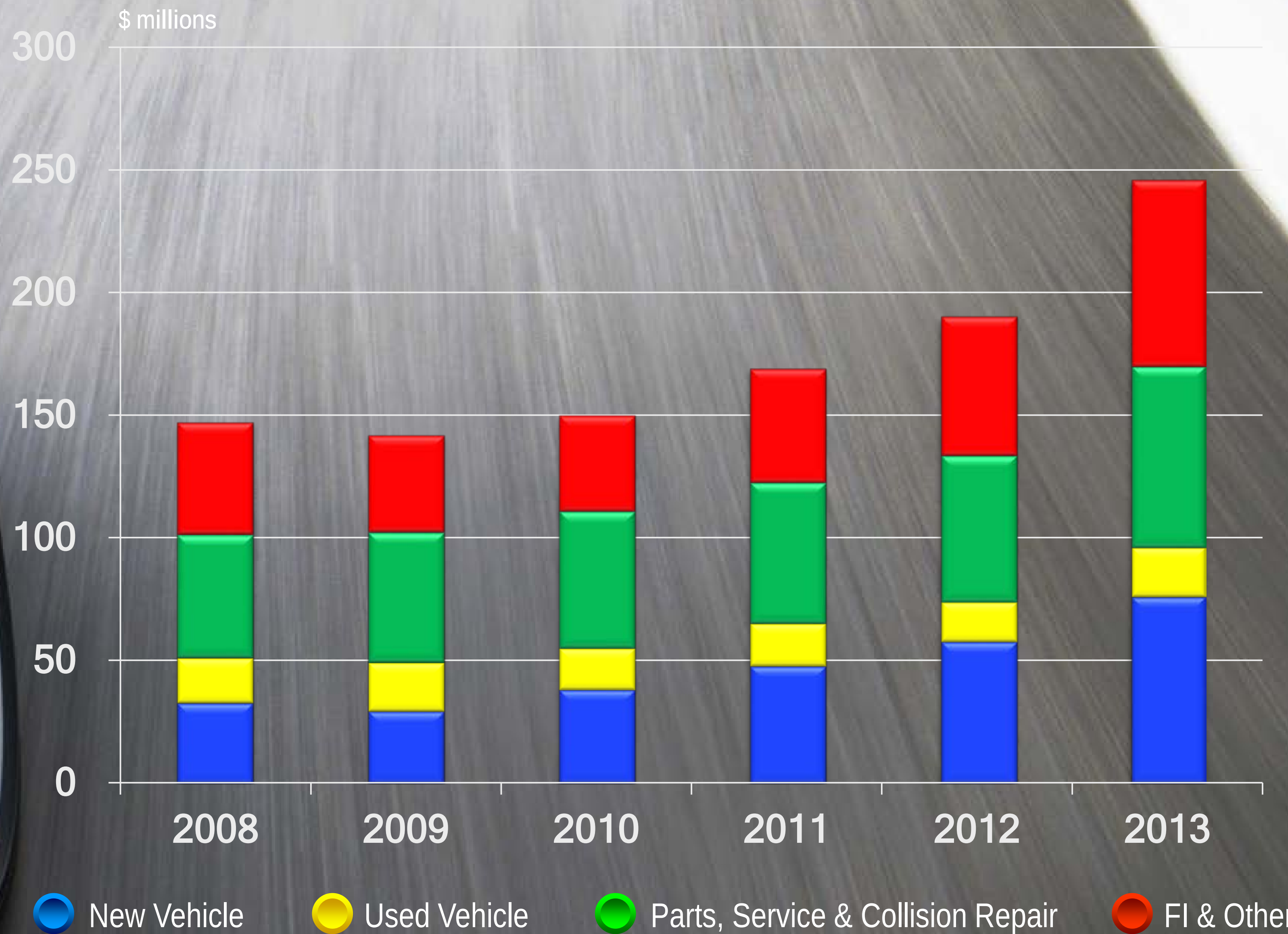
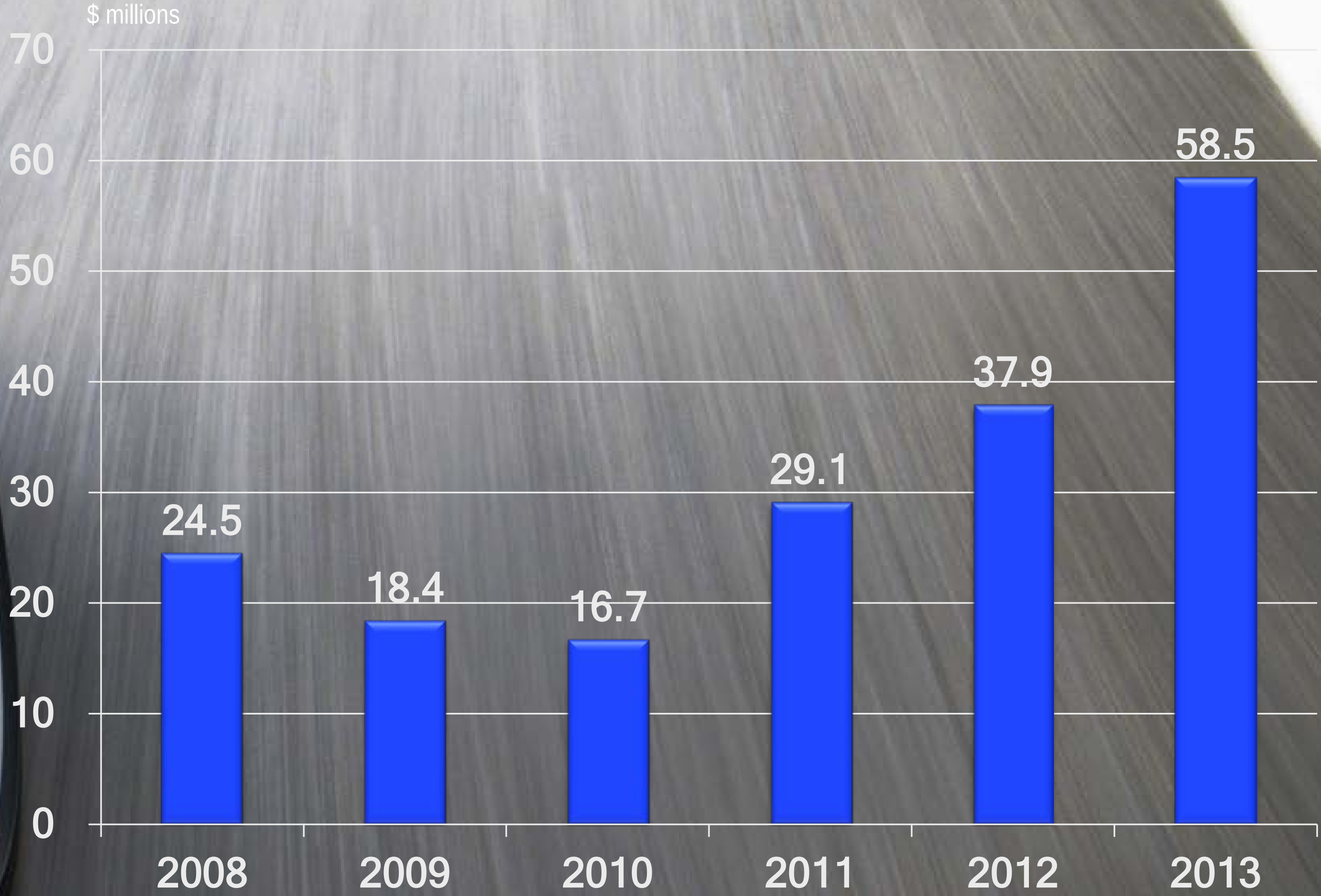


Adjusted EBITDA



Strong Balance Sheet
As at December 31, 2013
$ millions

Current Assets	$ 372.6
Current Liabilities	$ 323.8
Net Working Capital	$ 48.8
Real estate debt	$ 46.3
Long-term debt	$ 40.1

- **Total floorplan debt of $264.2 million**
- **Syndicated revolving floorplan facility can be increased to $550 million**

Relatively low long term debt

Available Liquidity

As at December 31, 2013

$ millions

Source	Actual	Available
Working capital	$ 48.8	$ 6.8[1]
HSBC revolving term facility	$ 50.0	$ 9.9
Acquisition facility	$ 20.0	$ 20.0
Capital lease line	$5.0	$5.0
Refinancing initiatives	$10.6	$10.6
Available liquidity – acquisitions and capital needs		**$52.3**
Non-revolving term facility	$ 60.0	$ 24.7
Available liquidity –real estate needs		**$24.7**

1. **Working capital in excess of aggregate minimum manufacturer requirements.**

Historically strong adjusted free cash flows add further available liquidity

Capital Prioritization

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Acquisitions that meet investment returns criteria:

- 15% - 20% pretax annual return on net investment
- Focus mainly on immediately accretive acquisitions

Real estate investments:

- Preference to own real estate as opposed to leasing
- Greater control over properties and improved cash flows

Return cash to shareholders:

- Quarterly cash dividend of $0.22 per share ($0.88 annualized)

Prioritizing Capital to Maximize Returns to Shareholders

Industry Succession

There are currently 3,469 auto dealerships in Canada

Results of 2012 PwC Trendsetter Survey:

- PwC identifies a succession crisis amongst Canadian auto retailers
- Over 50% of dealers have owned their dealership for more than 20 years
- 70% of dealers would like to be semi-retired or completely out of the business in 5 years
- 60% of owners of dealer groups would like to be semi-retired or completely out of the business in 10 years

Industry succession issues present an opportunity for dealer groups

Growth Opportunities

Management update:

- Closed the purchase of 11 dealership real estate properties during the fourth quarter of 2013
- Completed six acquisitions in 2013:
  - Grande Prairie Volkswagen
  - Peter Baljet Chevrolet Buick GMC (investment)
  - St. James Volkswagen
  - St. James Audi
  - Courtesy Chrysler Dodge Jeep Ram
  - Eastern Chrysler Dodge Jeep Ram
- Kia open point in Edmonton, Alberta to open August 2014
- Announced award of Volkswagen open point in Sherwood Park, Alberta to open early 2016
- Added 2 investments in GM stores in 2014
- Management targeting to add an additional 10-12 dealerships over the next 24 months. Should the Company be able to acquire a larger group, this would increase the guidance.

Investment Highlights

We Operate in a Excellent and Profitable Industry

Almost Everyone Owns at Least One Car or Truck

Proven Track Record of Strong Performance

Multiple Acquisition Opportunities Ahead

Question and Answer

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