

A North American Vision Automotive Sales Council May 5, 2008



Richard G. Roy

President and Chief Executive Officer



Agenda



- Uni-Select at a glance
- Fundamental element of demand
- Financial Review
- 2008 Objectives
- Strategic Initiatives
- Expectations of a WD from its manufacturer
- Conclusion

UNI-SELECT AT A GLANCE




UNI-SELECT AT A GLANCE



Sales :	\$1.168 Billion
EBITDA:	\$80.0M
Net Earnings:	\$40.8M
Employees:	4,685
Automotive DCs :	74 (13 Canada, 61 USA) 2,2 M sq.ft
Heavy Duty DCs:	1
Members:	2,079
Outlets:	3,148
Corporate Stores:	292
Bannered installers:	2,987

USA AFTERMARKET LEADERS



RANKING	COMPANY	2007	%	
			RETAIL	COMMERCIAL
1	Autozone	\$6.2	85%	15%
2	Genuine Parts (Napa)	\$5.3	40%	60%
3	Advance Auto Parts	\$4.8	80%	20%
4	O'Reilly CSK Auto	\$4.4	65%	35%
5	Pep Boys	\$2.3	100%	0%
6	CarQuest (General Parts)	\$2.3	20%	80%
 7	Uni-Select	1.2 B	10%	90%
8	Parts Depot	\$0.37	10%	90%
9	Fisher Auto Parts	\$0.30	25%	75%
10	Auto Wares Group	\$0.24	35%	65%
11	Replacement Parts	\$0.18	15%	85%
12	BWP DISTRIBUTORS	\$0.14	85%	15%
13	Hahn Automotive Warehou	\$0.10	80%	20%

Source: Aftermarket business January 2007

UNI-SELECT WHAT MAKES US DIFFERENT ?



Branding:

Members:  **Auto Plus**
 **Auto Parts Plus**
 **BUMPER TO BUMPER**
Auto Parts Professionals

PARTS PLUS

IAPA

cooling
DEPOT

Installers:

THE SPECIALIST

AutoTemp
TEMPERATURE CONTROL EXPERT

ProColor
Prestige
AUTOBODY EXPERT

SAV
SELECT AUTO EXPERT

UNI PRO
brakes
mufflers
suspension
injection

ESP
AUTOMOTIVE SERVICE
PROFESSIONALS

1STOP
SERVICE

PARTS PLUS
CarCareCenter

ColorPlus
CENTRE DE COLLISION

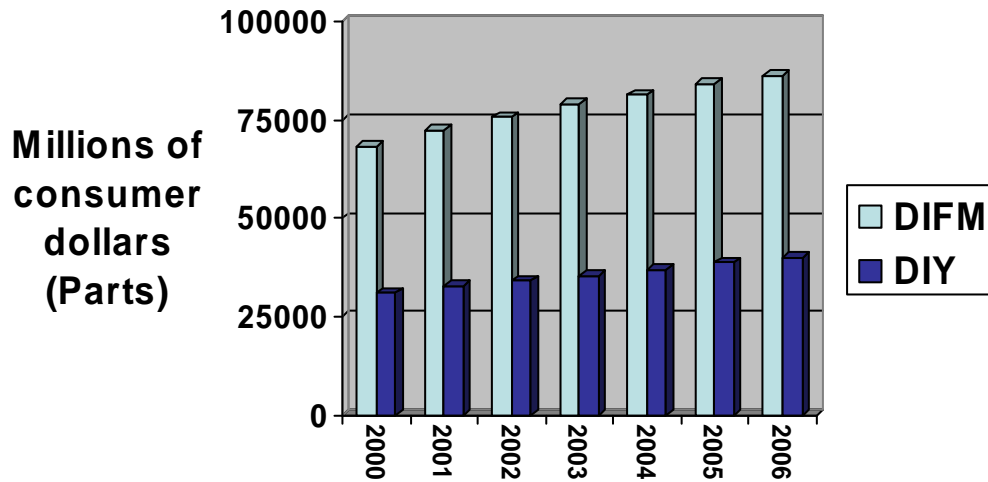
Business Model

- Focus on independent distributors
- National brands
- Direct vs warehouse
- “À la carte” programs
- Flexibility
- Succession plans
- Business partnerships

FUNDAMENTAL ELEMENTS OF THE DEMAND



North American Automotive Aftermarket



DIFM sales are expected to continue growing

DIFM 2006:
Parts @ retail: \$86,100 M
Parts @ WD: \$57,951 M

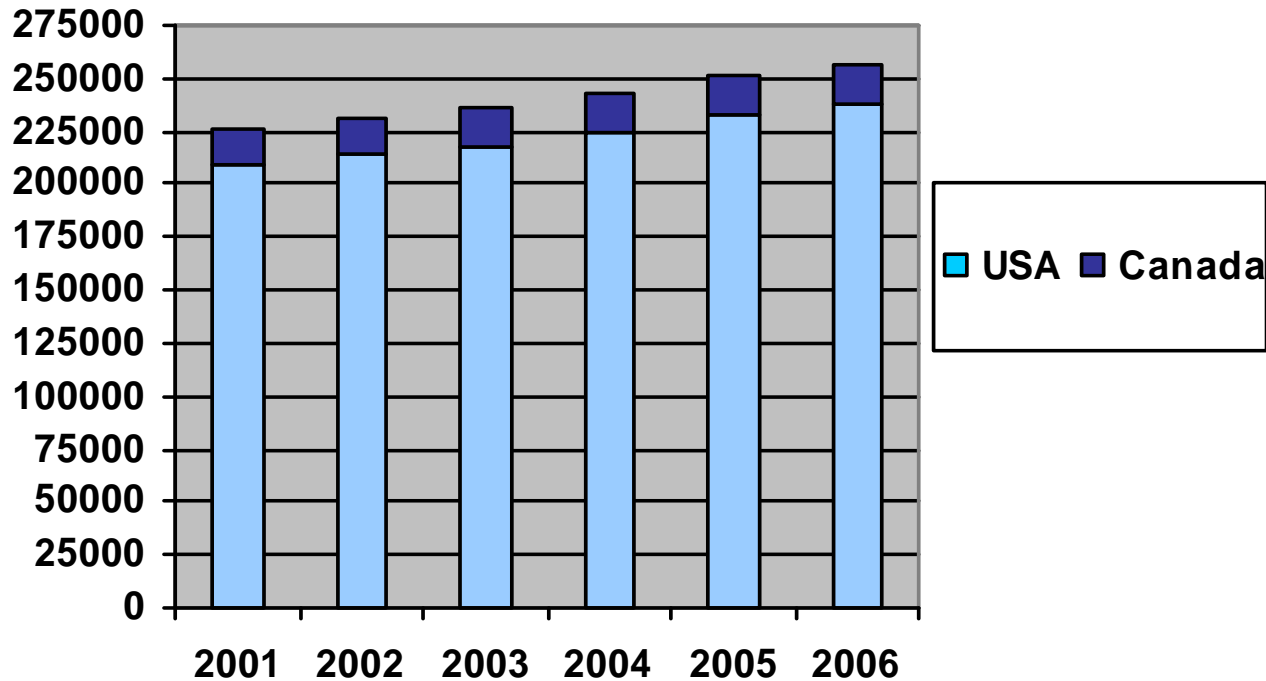
Source: Factbook AAIA 2007/2008 AIA Outlook study 2007

NORTH AMERICAN AUTOMOTIVE AFTERMARKET MARKET DRIVERS



Thousands of
vehicles

Motor vehicle registrations

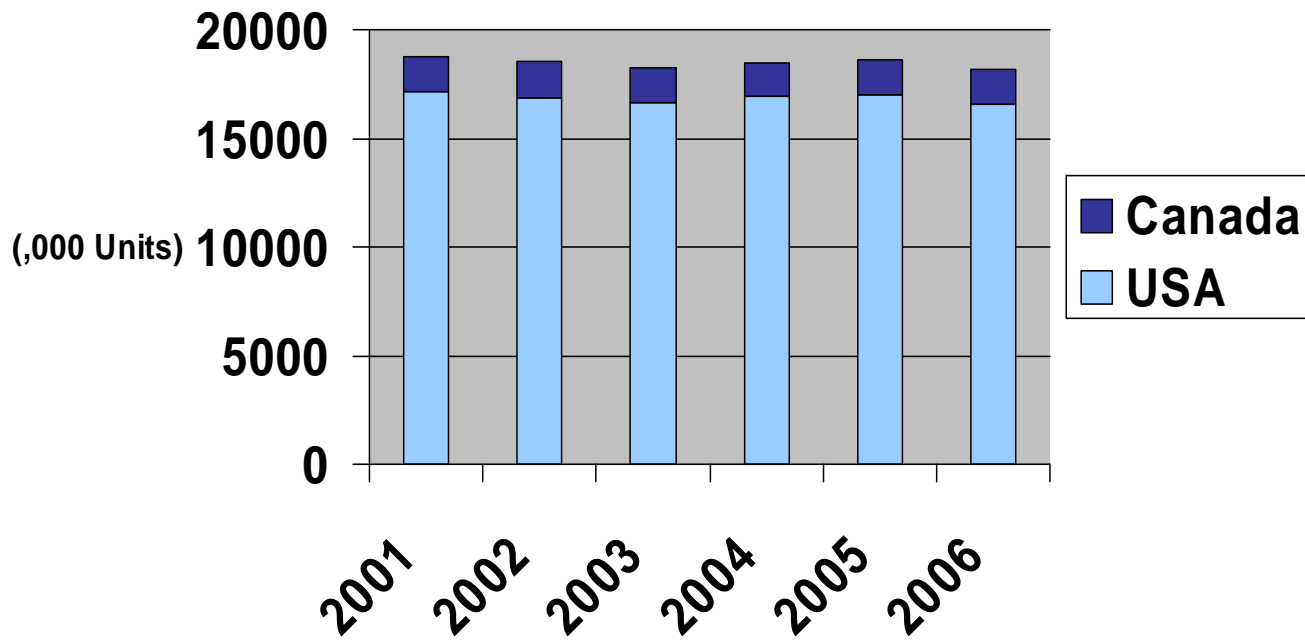


Grow of vehicles
on the road
support demand
for products

NORTH AMERICAN AUTOMOTIVE AFTERMARKET MARKET DRIVERS

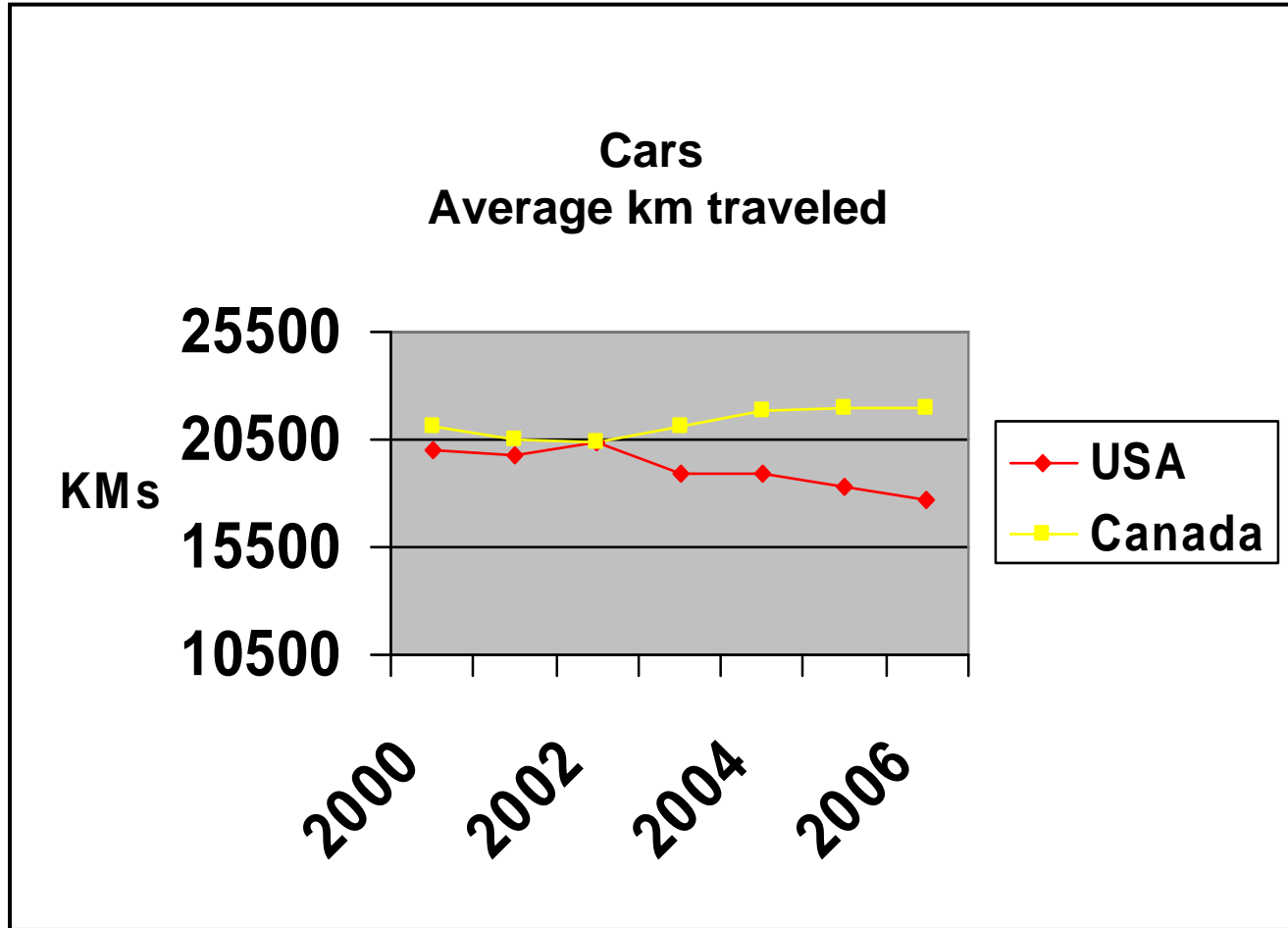


New vehicle sales North America



New vehicle sales
expected to grow
2.1% next 5 years
supporting future
demand

NORTH AMERICAN AUTOMOTIVE AFTERMARKET MARKET DRIVERS

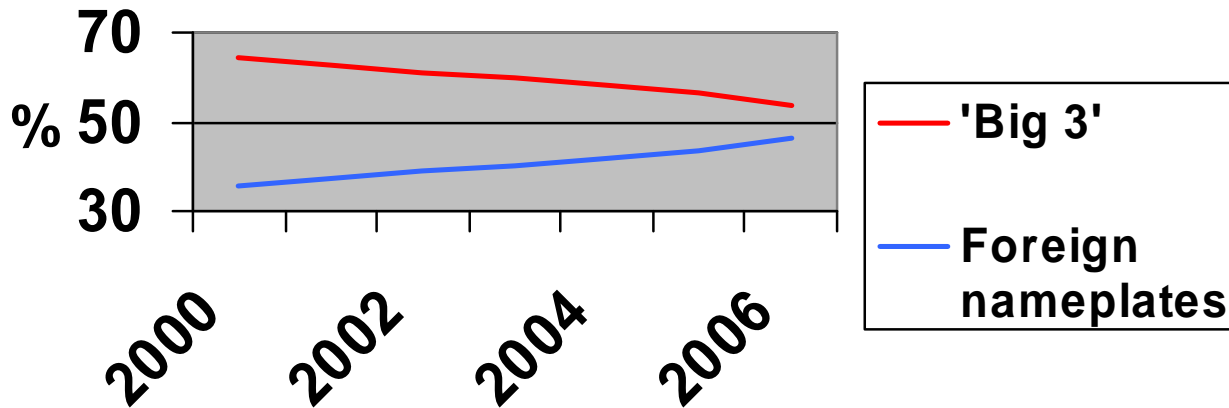


Personal usage of cars is not growing, possible reaction to state of the economy and gas price

NORTH AMERICAN AUTOMOTIVE AFTERMARKET MARKET DRIVERS



New light vehicle sales Market share by nameplate USA



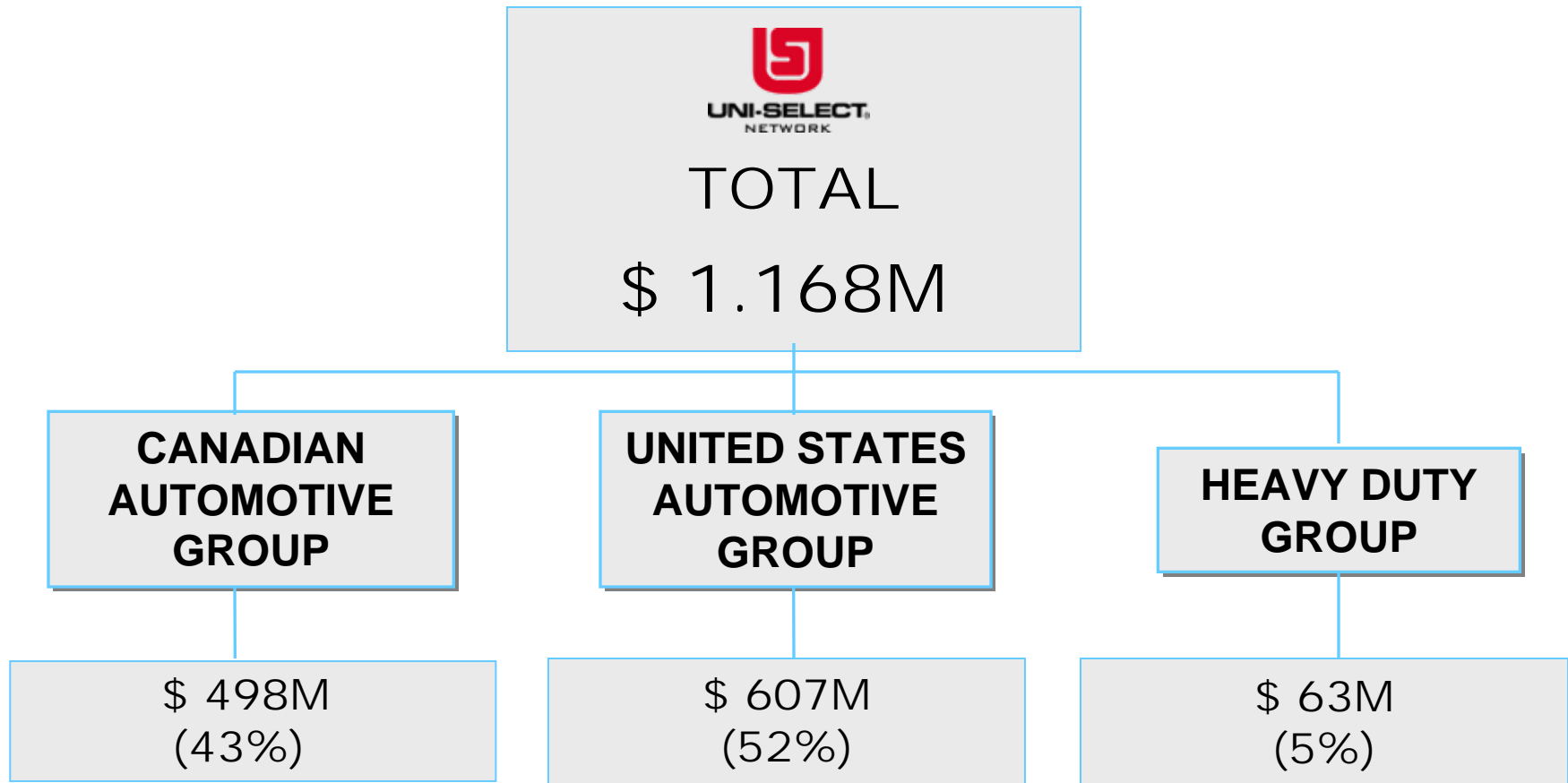
Increased share of
Foreign nameplate
vehicles

- new distribution channel
- New SKUS

FINANCIAL DATA



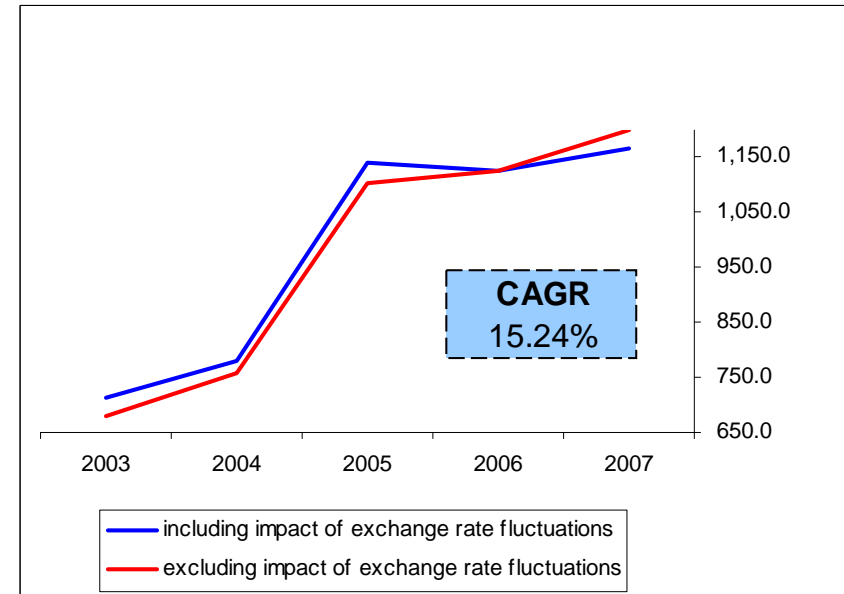
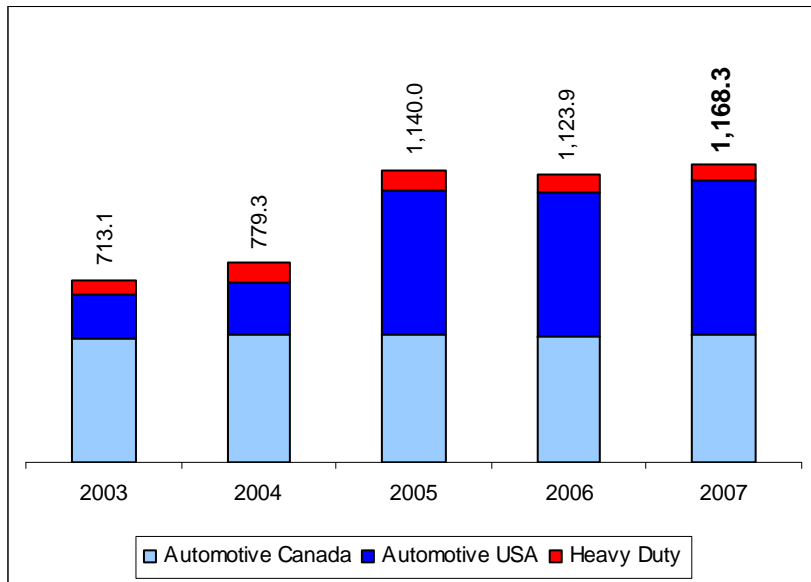
UNI-SELECT 2007 SALES



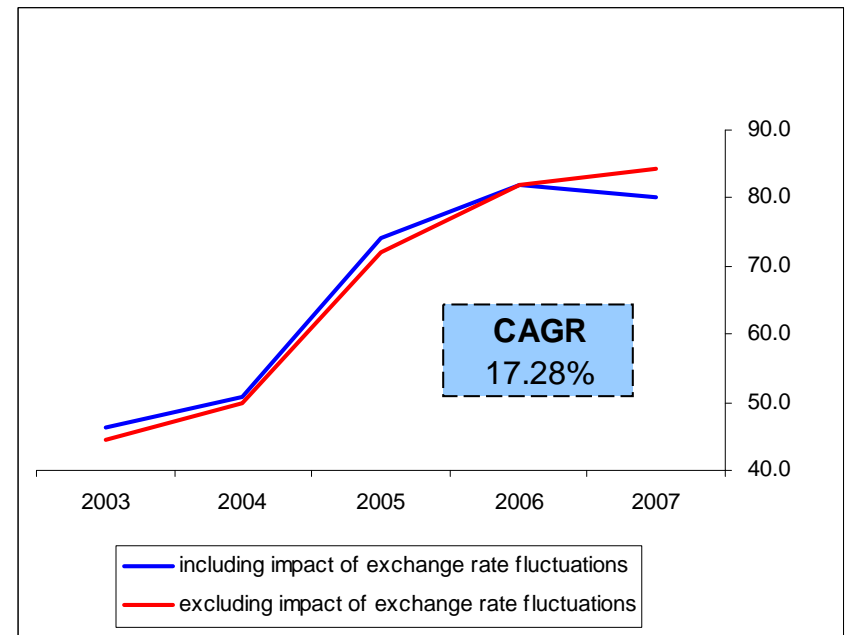
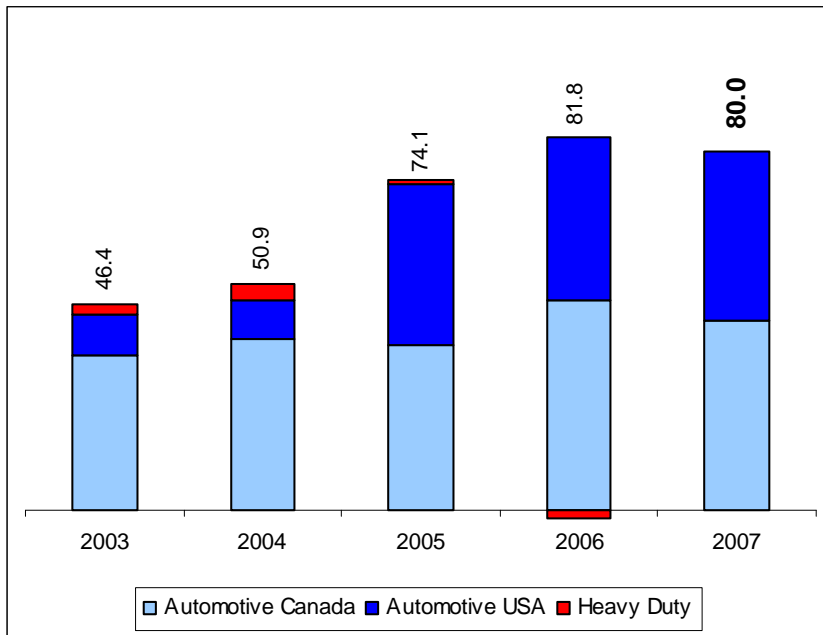
CONSISTENT GROWTH MOMENTUM



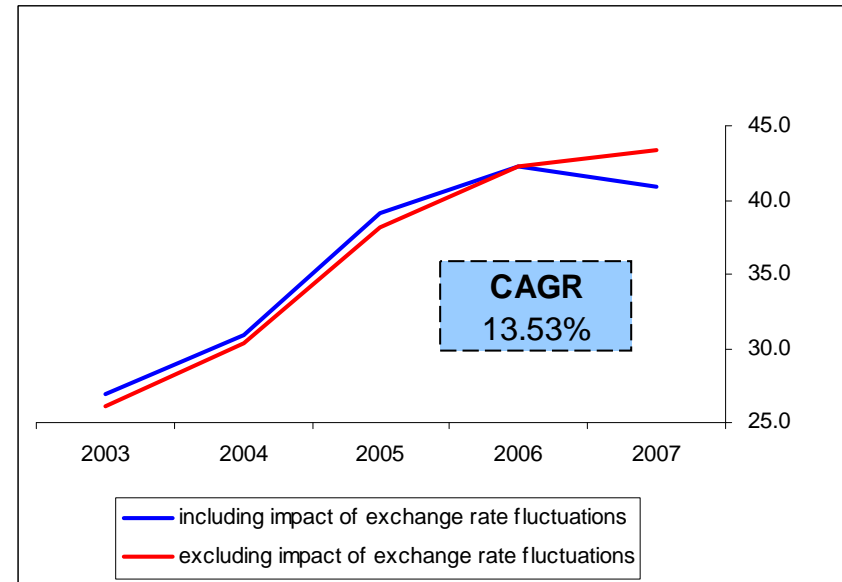
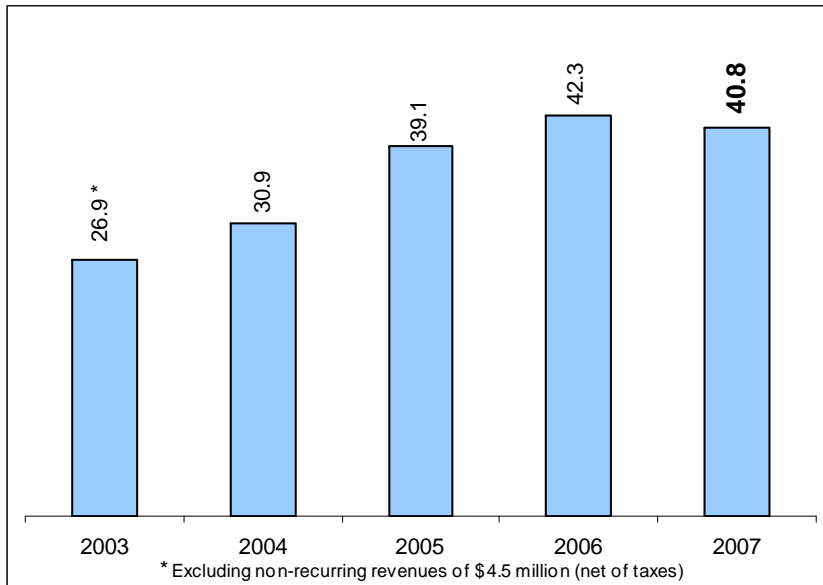
SALES (IN \$M)



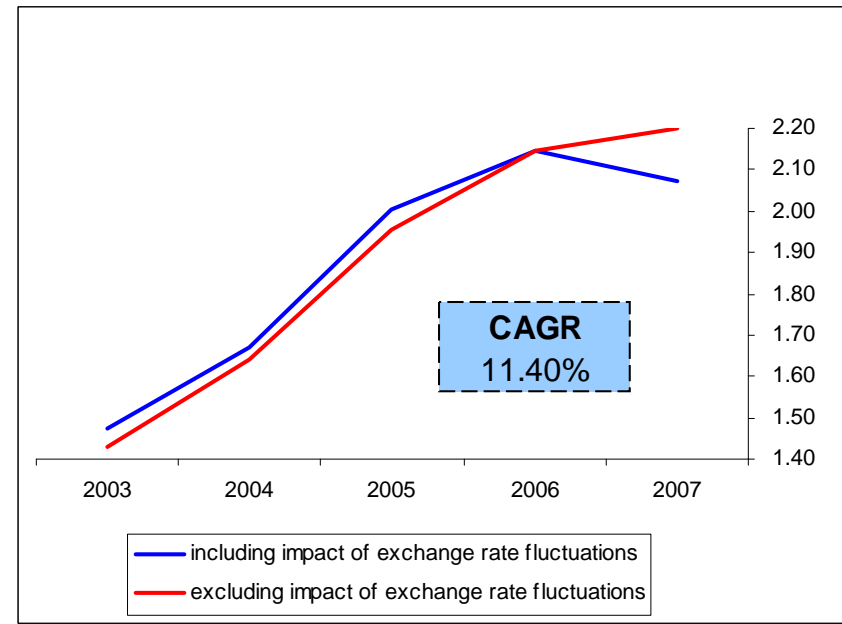
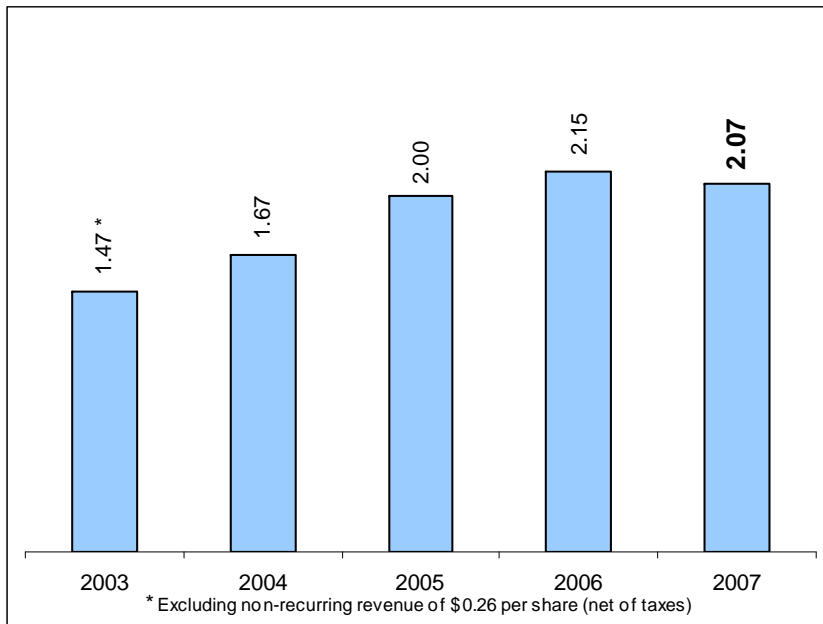
EBITDA (in \$M)



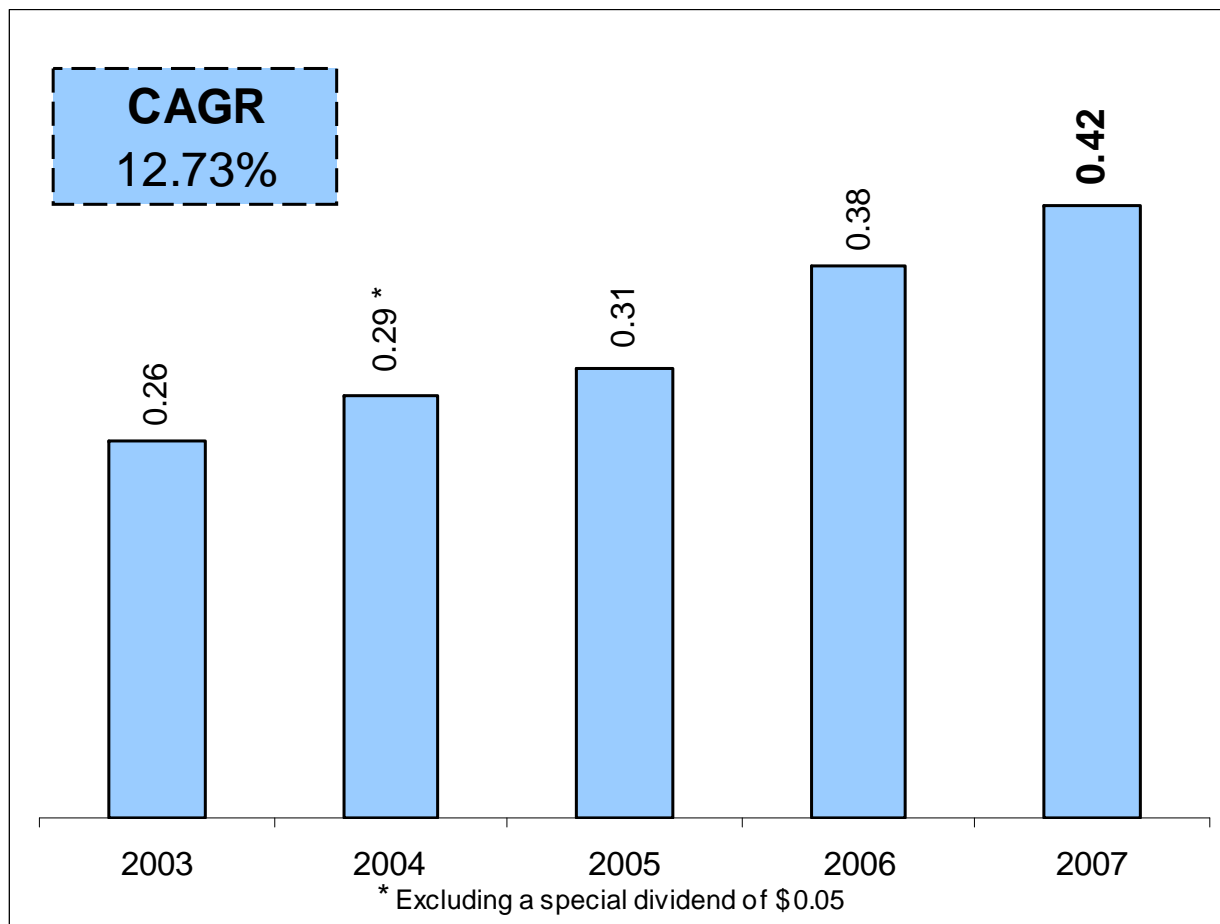
NET EARNINGS (IN \$M)



EARNINGS PER COMMON SHARE (IN \$)



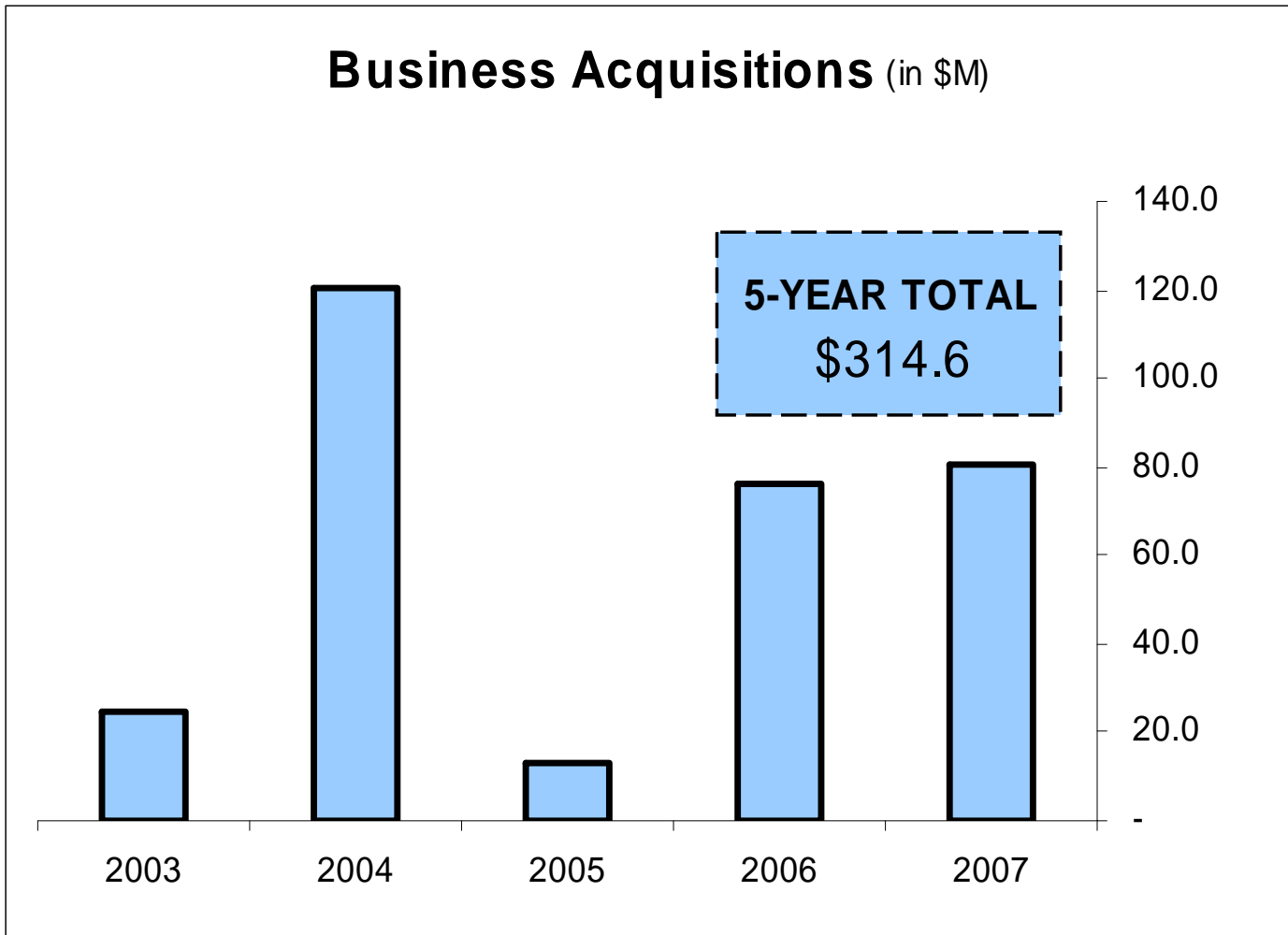
DIVIDEND PER COMMON SHARE (IN \$)



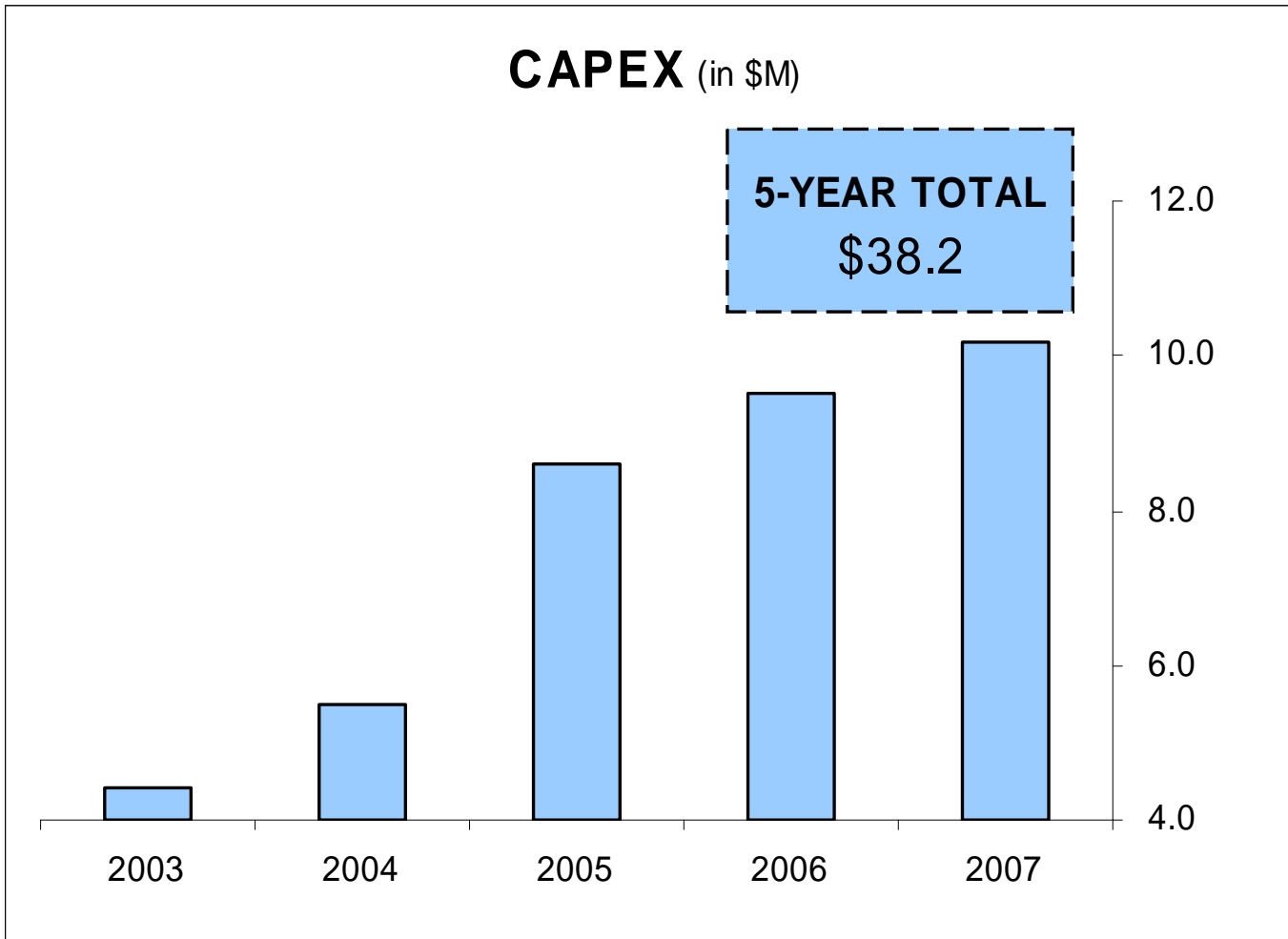
INVESTMENTS



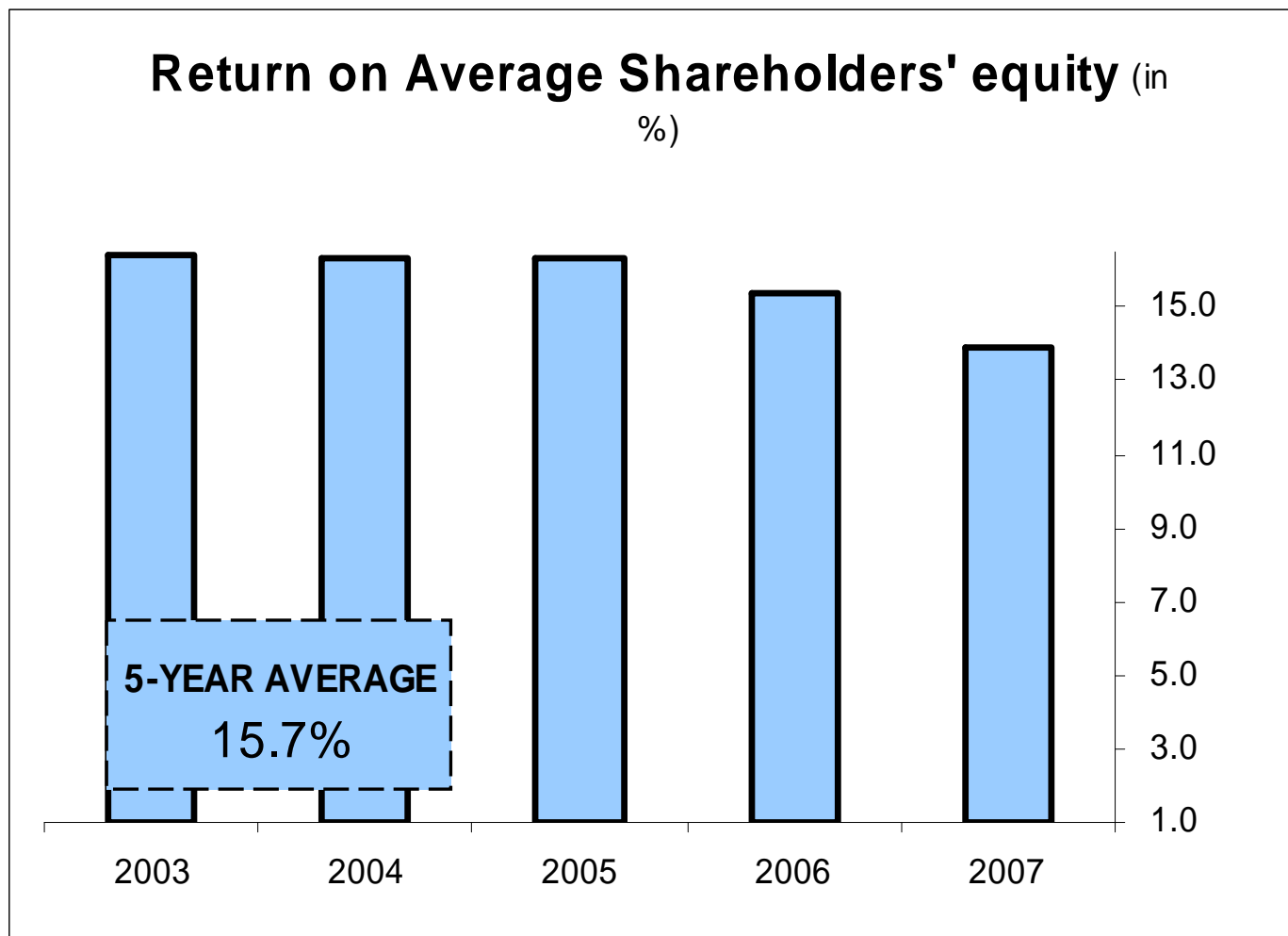
Business Acquisitions (in \$M)



INVESTMENTS



RETURN ON ASSETS AND RETURN ON EQUITY



FINANCIAL POSITION



	<u>2007</u>	<u>Goals</u>
Shareholders' equity	\$304.6 M	
Total assets	\$615.6 M	
Working capital	\$326.9 M	
Working capital ratio	2.9:1	> 1:1
Return on equity	13.9%	> 15%
Total net debt/invested capital	30.7%	Max 40%-45%
Total net debt/EBITDA	1.76x	Max 3.0x–3.5x

Credit facility approx. \$165M unused as of Mach 31, 2008

STRATEGIC INITIATIVES 2008-2012



Corporate Strategic Plan

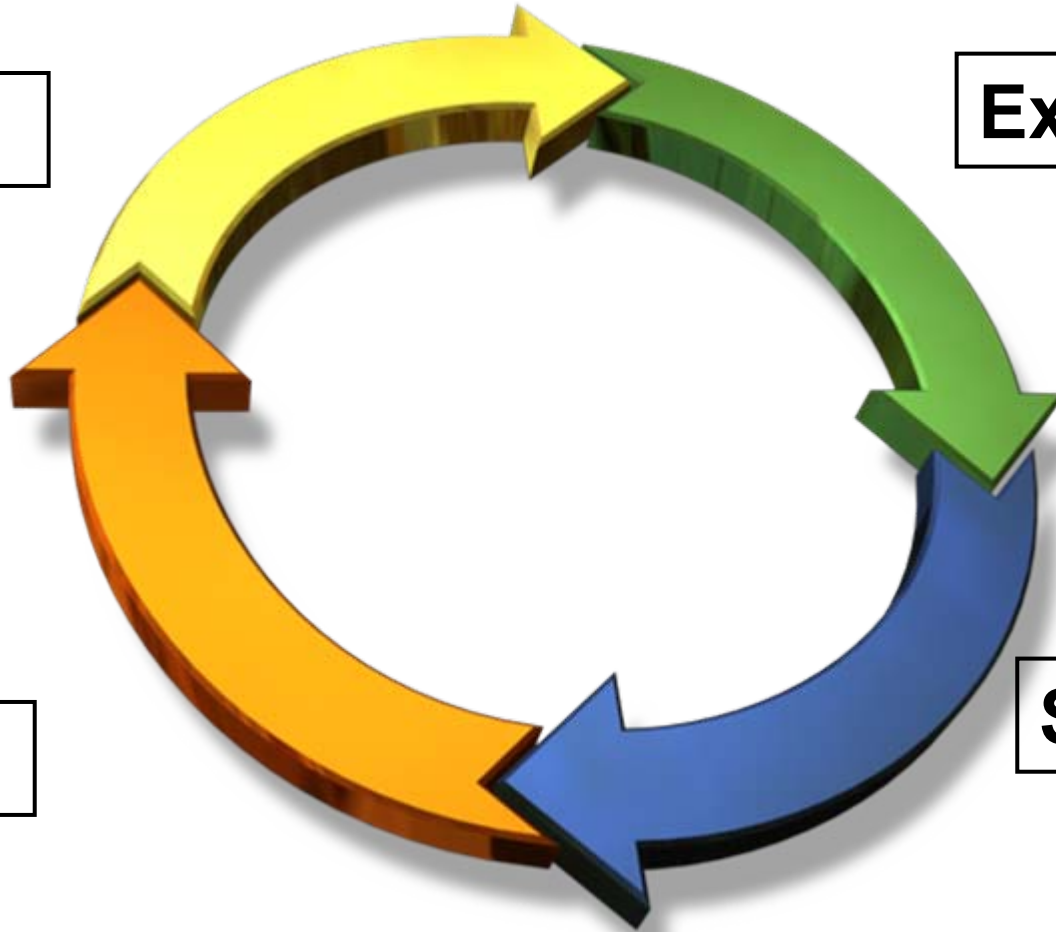


Growth

Execution

Culture

Systems



Growth




- **Actively pursue acquisitions**
- **Expand our Foreign nameplate coverage**
- **Develop new channels:**
 - Fleets**
 - National accounts**
- **Expand product offering:**
 - Paint/Body/Equipment**
 - Tools & equipment**
 - Heavy Duty**
 - Temperature control**
- **Expand Point of sales & bannered installers**
- **Explore business opportunities outside traditional footprint**



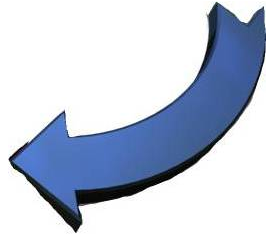
Execution



- 
- **Keep focus on independent jobber**
 - **Leverage synergies when acquiring new businesses**
 - **Accelerate the integration process**
 - **Reduce the assets employed while maintaining or improving service level**
 - **Maintain (increase) efforts to recruit new independent jobbers**
 - **Improve management business skills**
 - **Maintain open warehouse featuring national brands & dual sourcing**
 - **Expand global sourcing capabilities**



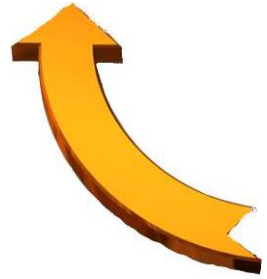
Systems



- **Implement an integrated Management Information System**
- **Warehouse Management System «WMS»**
- **Inventory Management System «IMS»**
- **Virtual Community implementations**
- **Single Network and Total connectivity**
- **Dashboard**
- **Controls**



Culture



- **Foster entrepreneurial spirit**
- **Implement a culture of execution**
- **Allow employees to optimize their contribution**
- **Implement communication program to sustain commitment & mobilization**
- **Empower all managerial levels**
- **Recognize & reward behaviour & performance**



What does a WD expect from a Vendor ?



- Excellent Fill Rate
- Good coverage (including being first to market) for late model applications)
- Competitive pricing
- Cooperation in the development of a common business plan to grow market share
- Well trained sales force that is also technically competent
- Product expertise (including those of your competitors)
- Long-Term product strategy (i.e. import vehicle applications)
- Assistance in managing inventories
- Information on market share
- Understand OE dealers' competitive position, benchmarks and adjust
- Understand that the Canadian and US markets are different

CONCLUSION



Uni-Select is well positioned to benefit from aftermarket growth:

- Strong balance sheet
- Consolidation rate

We have already set in motion the initial phases of our triennial plan:

- Improve performance of Corporate stores
- Optimize our distribution network
- Pursue integration of acquisitions
- Increase usage of technology in managing our assets

2008 results will benefit for a full year from the contribution of:

- Consumer Auto Parts acquired in August
- Parts Distributors Inc. acquired in September
- Replacement Parts Depot Limited acquired in January
- And from execution of national distribution agreements such as Canadian Tire

Thank you
Questions

