

Pete DeLongchamps Group 1 Automotive

February 5, 2025

Diversified Geographic Footprint

Total U.S. & U.K.*

259 Dealerships

331 Franchises

39 Collision Centers

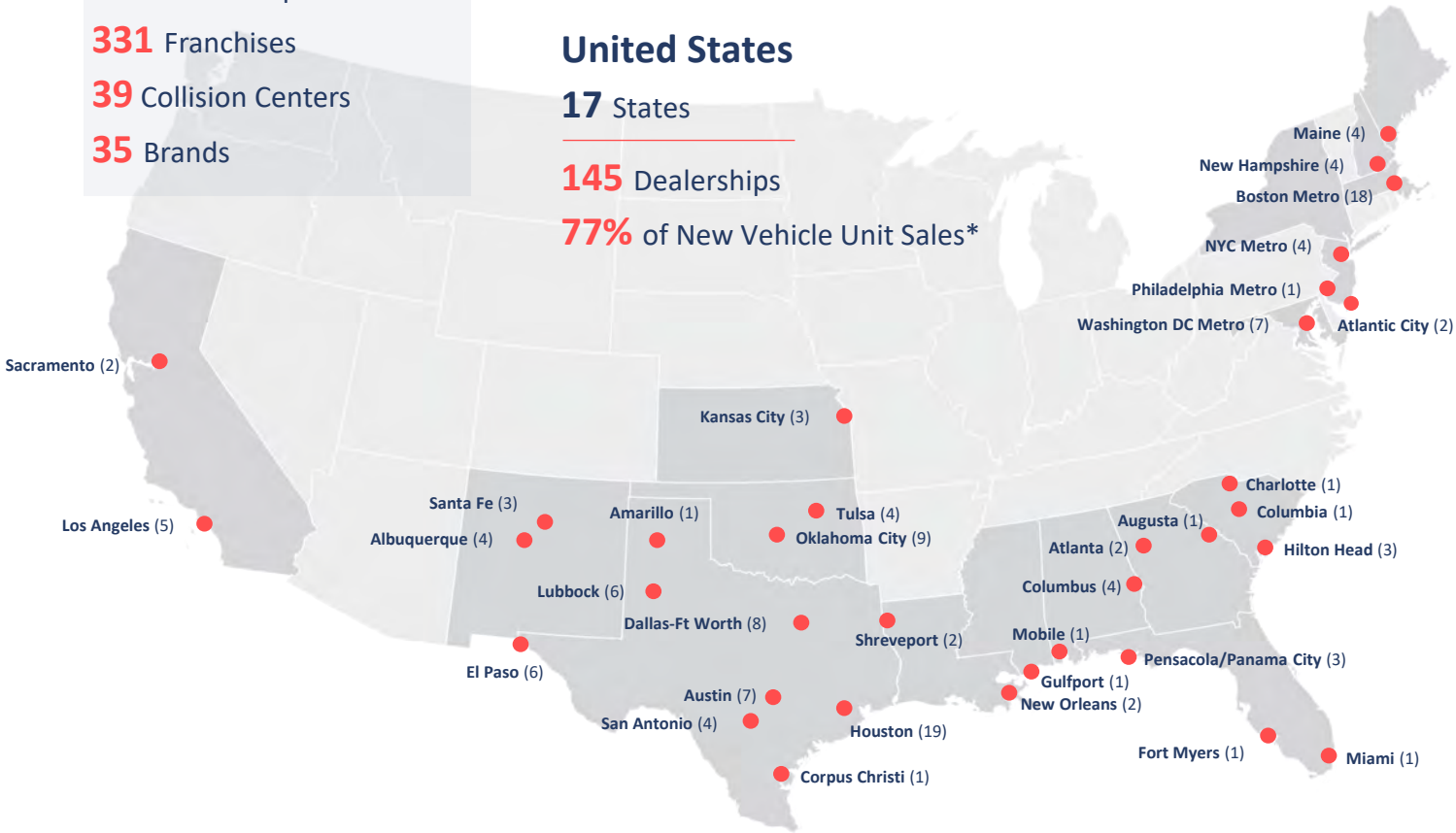
35 Brands

United States

17 States

145 Dealerships

77% of New Vehicle Unit Sales*

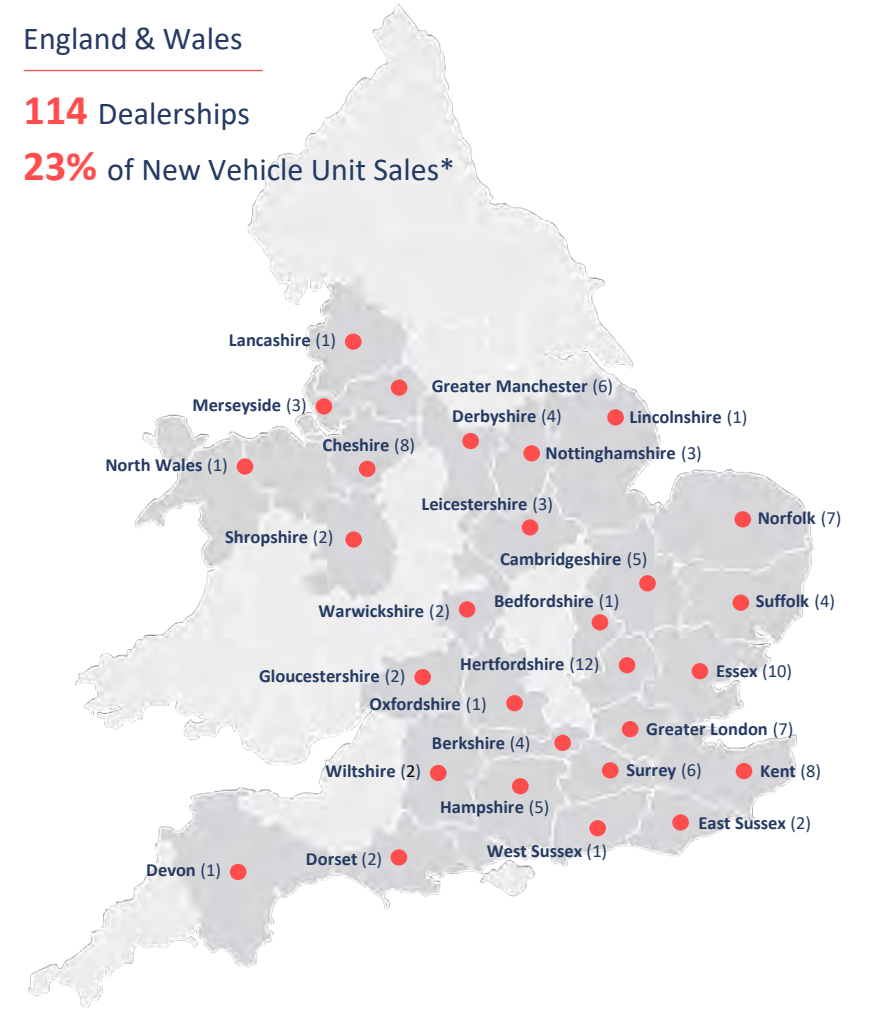


United Kingdom

England & Wales

114 Dealerships

23% of New Vehicle Unit Sales*



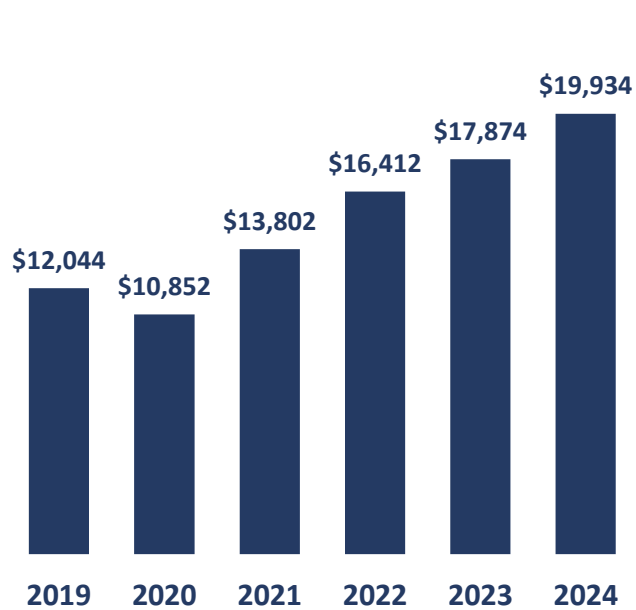
*Based on 2023 data. Excludes dealerships in Alaska, Hawaii, Puerto Rico, and Guam.

© 2024 Group 1 Automotive. All rights reserved.

Fourth Quarter and Full Year 2024 Highlights:

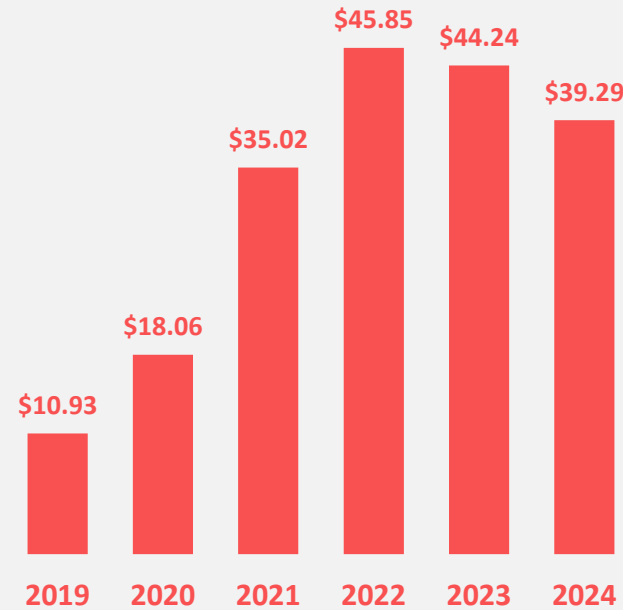
- 4Q24 record total revenues of \$5.5B, an increase of 24% YoY
 - 4Q24 U.S. parts and service same store revenue increased YoY by 9% driven by focused initiatives and an increase of ~300 in technician headcount
- 4Q24 record total gross profit of \$879M an increase of 20% YoY
- YTD new & used units sold increased 13.8% YoY to a record 413,364 units
- 4Q24 adjusted diluted EPS from continuing ops was \$10.02*, an increase of 5.5% YoY
- Annual adjusted EPS of \$39.21
- Significant beat of Analysts estimates in the quarter and year
- Estimates \$9.11/\$38.45
- Cashflow generation –
 - \$683m adjusted operating cashflow
 - \$504m adjusted free cash flow (includes for CAPEX of \$179m)
- We grew the Company by \$3.9B, or 20%

Revenue* (\$MM)



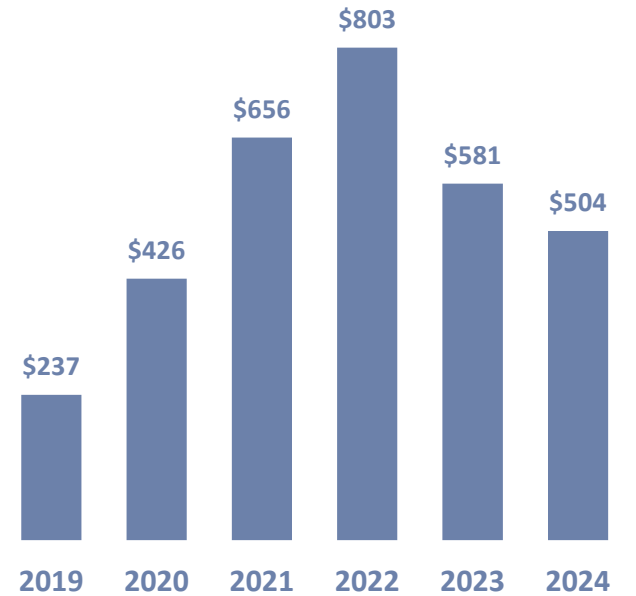
+11%
CAGR

Adjusted EPS*



+29%
CAGR

Adjusted FCF* (\$MM)



+16%
CAGR

* Figures are preliminary and subject to audit. All figures are in US dollars unless otherwise specified. CAGR is calculated based on the 2019-2024 period.

GPI 3 Year Stock Performance



2025 Priorities

- Continue to grow the Company
- Parts & Service is critical – continue to focus on opportunities for growth including hiring and retaining technicians
- Focus on U.K. integration, restructuring and cost control
- Pure play NV dealer continues to be the best path for us
- Cluster Marketing
- Digital Innovation
- Full rooftop potential
- Balanced M&A, share repurchases and dividends

2025 Risks

- **New administration's policies & potential impact on retailers and OEM's**
 - **Changes in EV subsidies**
 - **Taxes**
 - **Tariffs**
 - **Interest Rates**
- **U.K. challenging macroeconomic backdrop**
- **New vehicle margin and oversupply**
- **Used vehicle sourcing**
- **Develop, retain and grow our workforce**