GROUP 1 AUTOMOTIVE®

'VALUE DRIVEN'

J.P. Morgan Auto Conference

August 8, 2018

GPI LISTED NYSE

Forward Looking Statement

This presentation contains "forward-looking statements“ within the meaning of the Private Securities Litigation Reform Act of 1995, which are statements related to future, not past, events and are based on our current expectations and assumptions regarding our business, the economy and other future conditions. While management believes that these forward-looking statements are reasonable as and when made, there can be no assurance that future developments affecting us will be those that we anticipate. In this context, the forward-looking statements often include statements regarding our goals, plans, projections and guidance regarding our financial position, results of operations, market position, pending and potential future acquisitions and business strategy, and often contain words such as “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks,” “should,” “foresee,” “may” or “will” and similar expressions. Any such forward-looking statements are not assurances of future performance and involve risks and uncertainties that may cause actual results to differ materially from those set forth in the statements. These risks and uncertainties include, among other things, (a) general economic and business conditions, (b) the level of manufacturer incentives, (c) the future regulatory environment, (d) our ability to obtain an inventory of desirable new and used vehicles, (e) our relationship with our automobile manufacturers and the willingness of manufacturers to approve future acquisitions, (f) our cost of financing and the availability of credit for consumers, (g) our ability to complete acquisitions and dispositions and the risks associated therewith, (h) foreign exchange controls and currency fluctuations, and (i) our ability to retain key personnel. For additional information regarding known material factors that could cause our actual results to differ from our projected results, please see our filings with SEC, including our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. We use non-generally accepted accounting principles (“non-GAAP”) financial measures in this presentation. Our reconciliation of non-GAAP financial measures to comparable GAAP measures can be found in the Appendix to this presentation. These non-GAAP measures should not be considered an alternative to GAAP financial measures. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date hereof. We undertake no obligation to publicly update or revise any forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise.

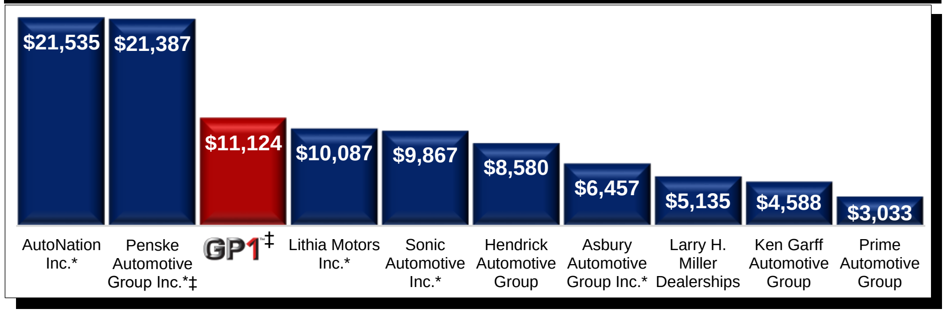
2Q18 Overview

- **Announced record 2Q18 adjusted EPS of $2.45**
- **Strong progress of new aftersales and used vehicle initiatives**
- **Parts & services continuing to build**
- **Strong cost control**
- **Well-positioned to take advantage of rebound in oil patch economies**

What Sets Group 1 Apart?

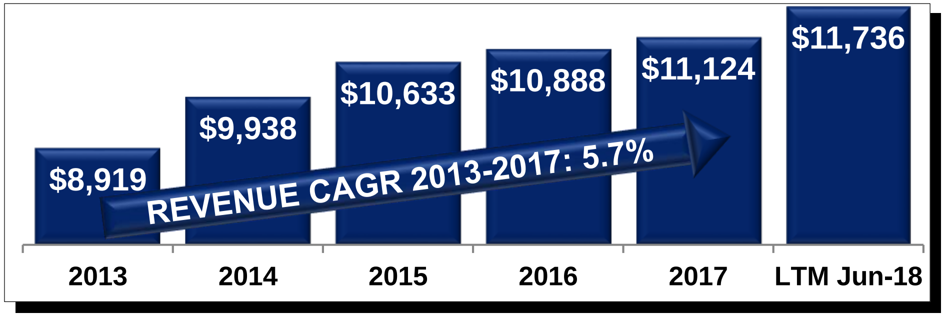
- International, Fortune 500 company with Market Cap of $1.2 Billion (period ended June 30, 2018)
- Third largest dealership group in the U.S. retailing over 300,000 new and used vehicles annually
- Committed senior management team with +230 years of automotive retailing and OEM experience
- Unlike most other automotive retailers, Group 1 has no major controlling shareholder or owner
- Well positioned for growth

Top 10 U.S. auto retailers by revenue ($mm, FY 2017)

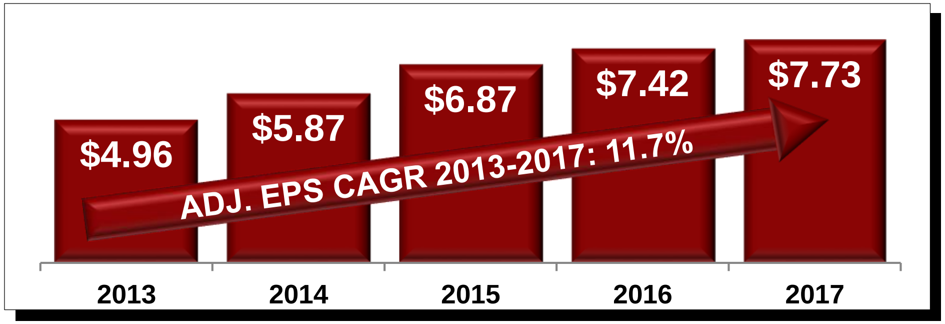


Source: Automotive News, 2017 Top 150 Dealership Groups, Crain Communications Inc.
*Publicly Held; ‡Figures include data for dealerships outside the United States

Revenue ($mm)



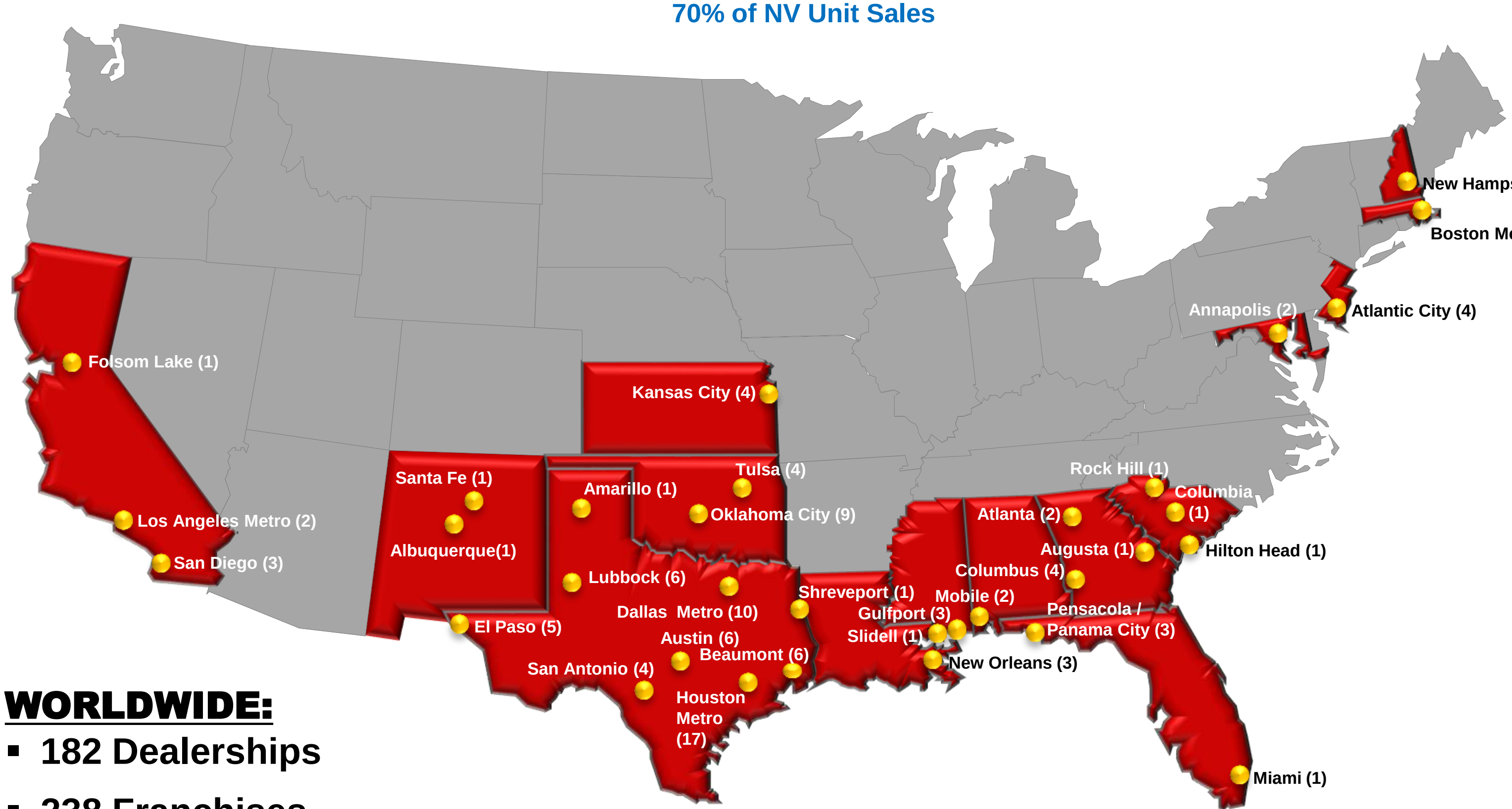
Adj. EPS Growth ($)



UNITED STATES – 15 States

118 Dealerships

70% of NV Unit Sales



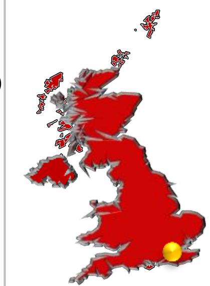
WORLDWIDE:

- 182 Dealerships
- 238 Franchises
- 48 Collision Centers
- 32 Brands

U.K.

England:

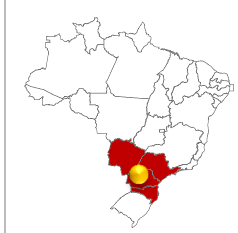
- 47 Dealerships
- 25% of NV Unit Sales



BRAZIL

Mato Grosso do Sul, Paraná, São Paulo, and Santa Catarina

- 17 Dealerships
- 5% of NV Unit Sales

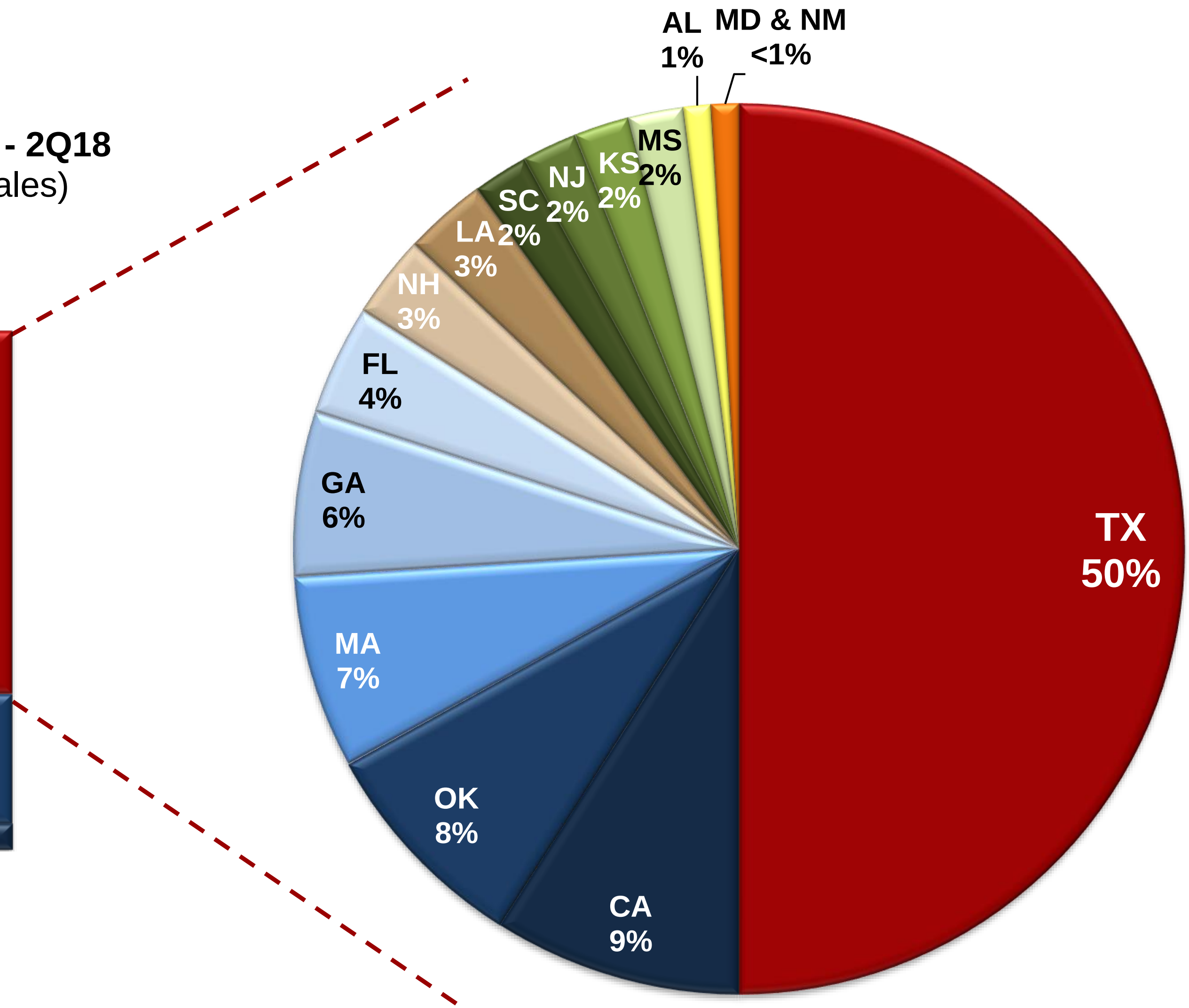


*Dealership & franchise counts as of August 7, 2018; NV units sales data as of July 26, 2018

Geographic Diversity

Geographic Diversity - 2Q18
(New Vehicle Unit Sales)

New Vehicle Unit Sales

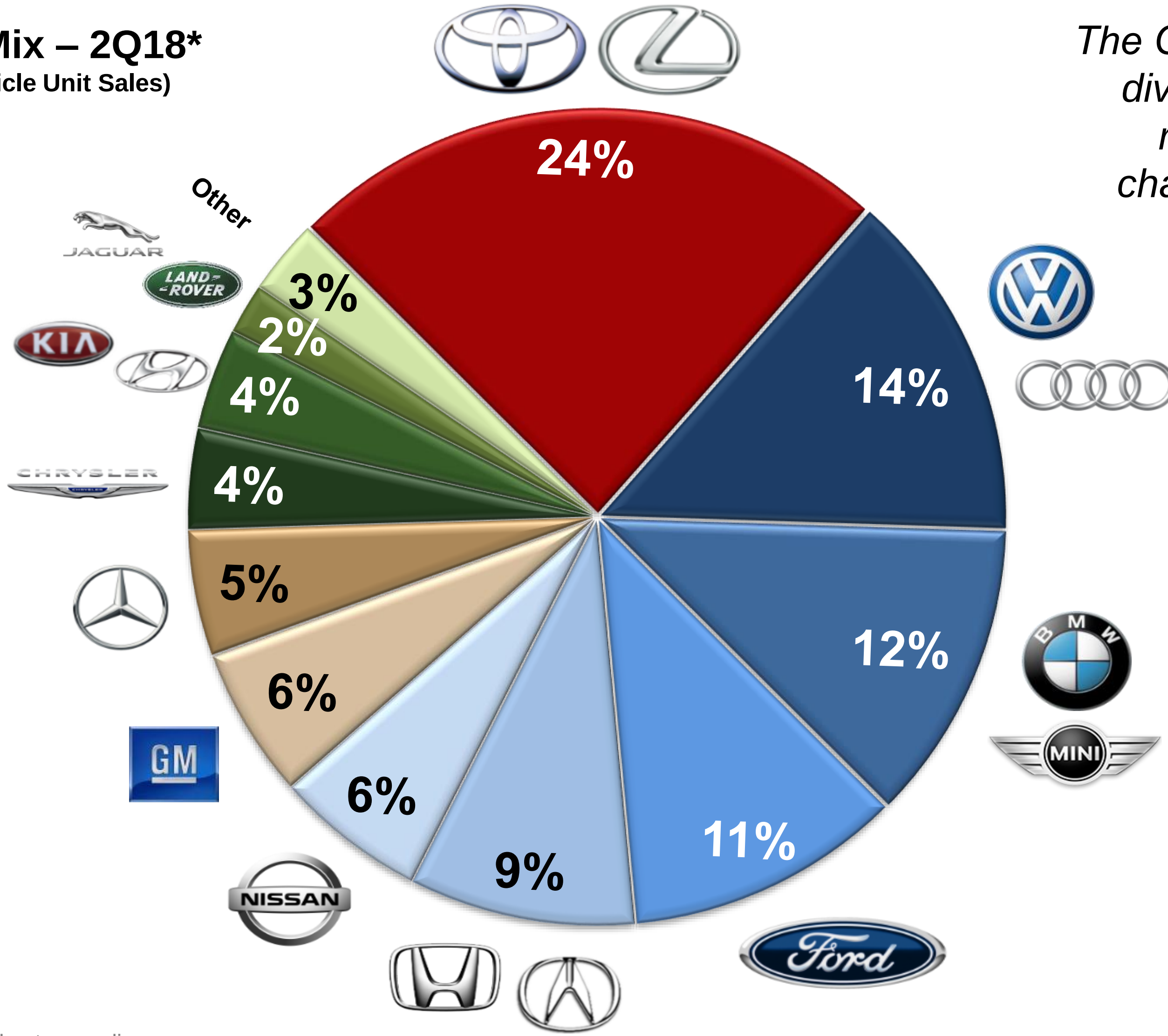


United States-2Q18

*May not add to 100% due to rounding.

Well-Balanced Brand Portfolio

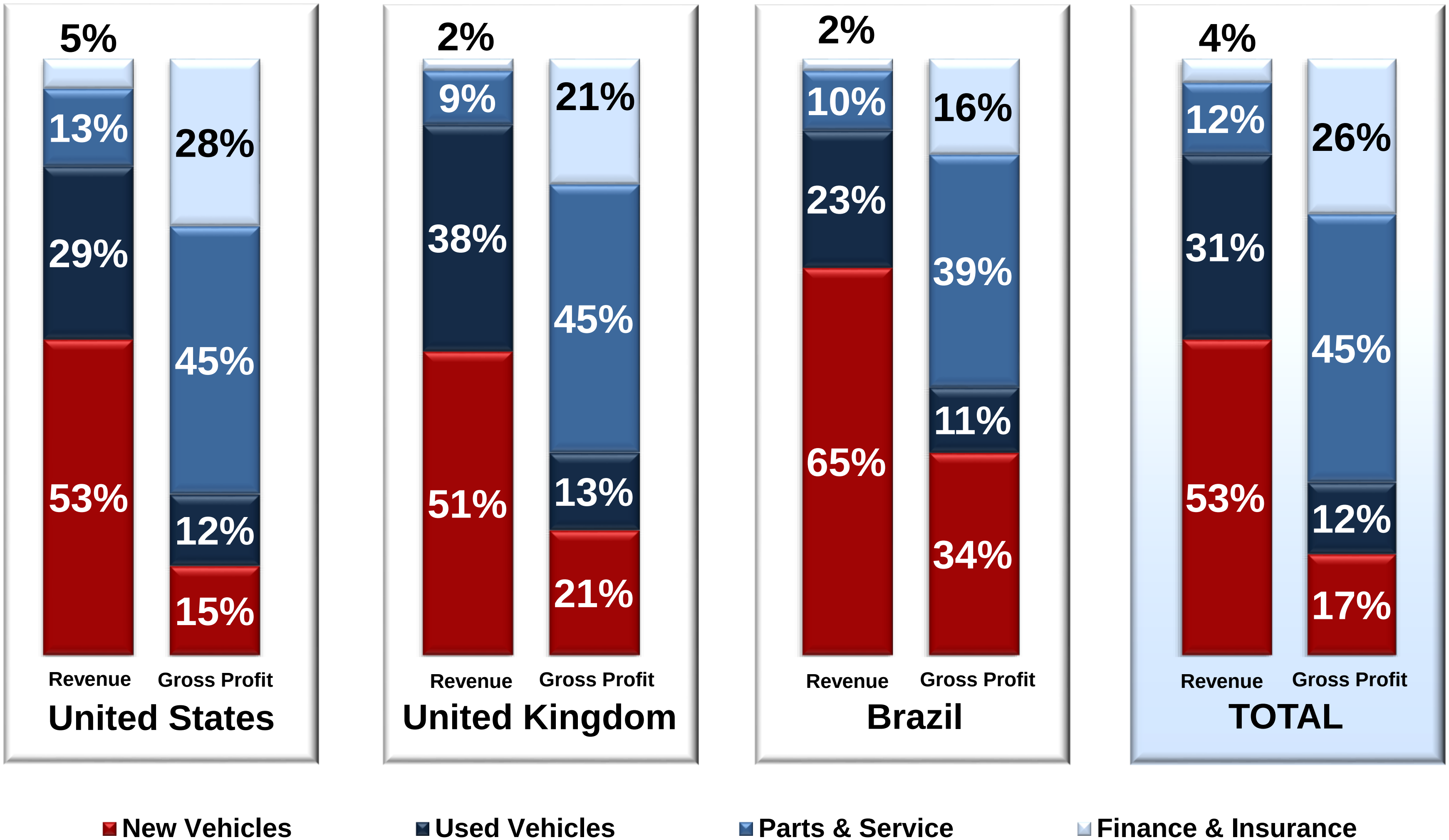
Brand Mix – 2Q18*
(New Vehicle Unit Sales)



The Company's brand diversity allows it to reduce the risk of changing consumer preferences

*May not add to 100% due to rounding.

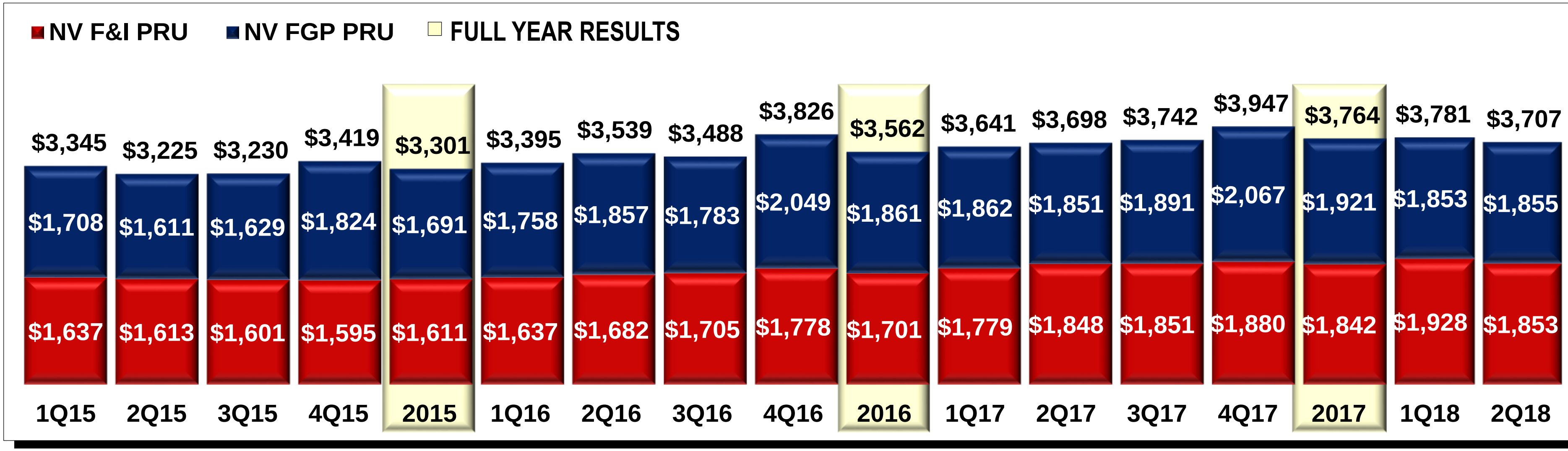
Business Mix Comp – 2Q18



Total Company Parts & Service Gross Profit Covers ≈95% of Total Company Fixed Costs and Parts & Service Selling Expenses

U.S. New Vehicle Profitability

Consolidated U.S. New Vehicle Profitability ($)



Group 1 has delivered ten straight quarters with NV total gross profit PRU YoY growth!

*Adjusted, see appendix for GAAP reconciliation.

Strategic Initiatives: Used Vehicles

- **Introduction of Val-U-Line, a proprietary brand for older model, higher mileage pre-owned vehicles**
- **Expansion of used vehicle sales within existing facility footprints across U.S. non-luxury & some luxury locations**
- **Implementation of an all-new internal online buying center**
- **Upgrade of internal auction capability and a new transportation infrastructure**

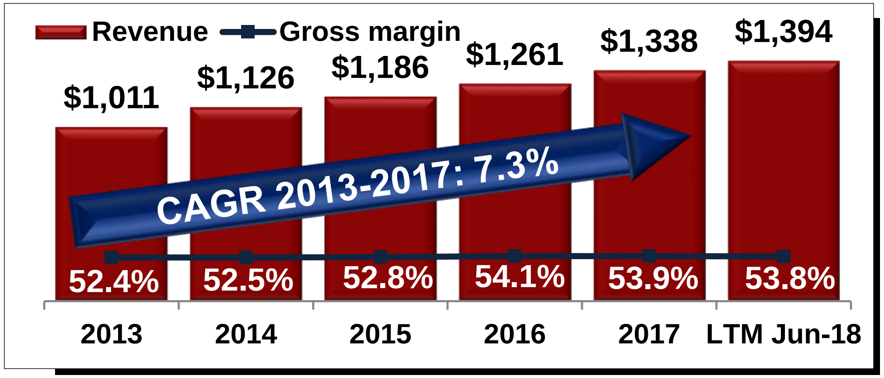
Group 1 expects the Val-U-Line brand to capitalize on the Company's scale, provide incremental retail volume and grow to represent at least 10 percent of the Company's used car business, which has historically been approximately 4 percent.

U.S. 2Q18 used vehicle results were as follows:

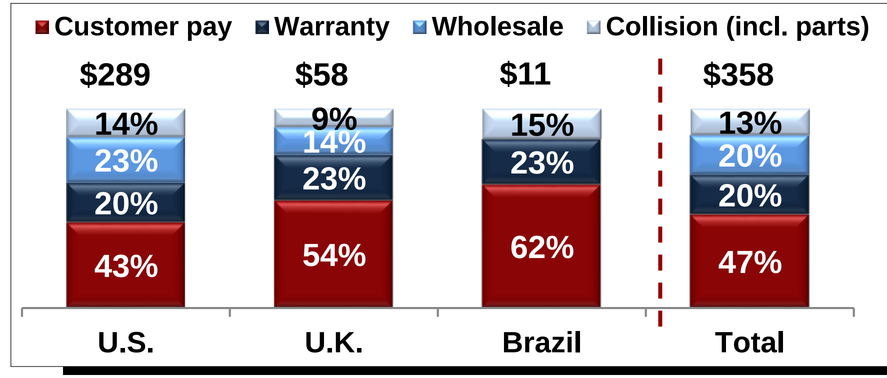
- **Total profit effect is positive**
- **Drove $2.1 million incremental gross profit**
- **11.1% Same Store increase in used vehicle retail units; 26.3% decrease in wholesale vehicles**
  - Over 2,000 units shifted, which drove improved total gross profit and F&I gross profit opportunities
- **10% of retail unit sales were Val-u-Line vs a 4% historical average**

Parts & Service Overview

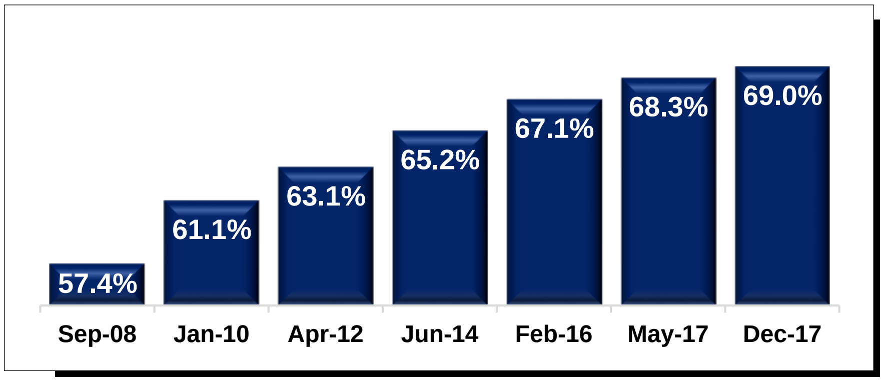
P&S revenue and gross margin ($mm)



2Q18 P&S revenue ($mm)



Service Retention Trend



Same store revenue growth*

	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18
Customer Pay	6.0%	4.8%	2.3%	3.6%	4.3%	3.5%	3.5%
Warranty	6.9%	8.6%	15.9%	8.6%	8.4%	0.4%	-3.6%
Wholesale	0.7%	0.6%	1.9%	6.5%	9.9%	9.9%	4.5%
Collision (incl. parts)	6.3%	4.2%	5.3%	1.9%	5.5%	-1.8%	2.6%
% Growth	5.1%	4.6%	5.3%	5.0%	6.5%	3.3%	2.0%

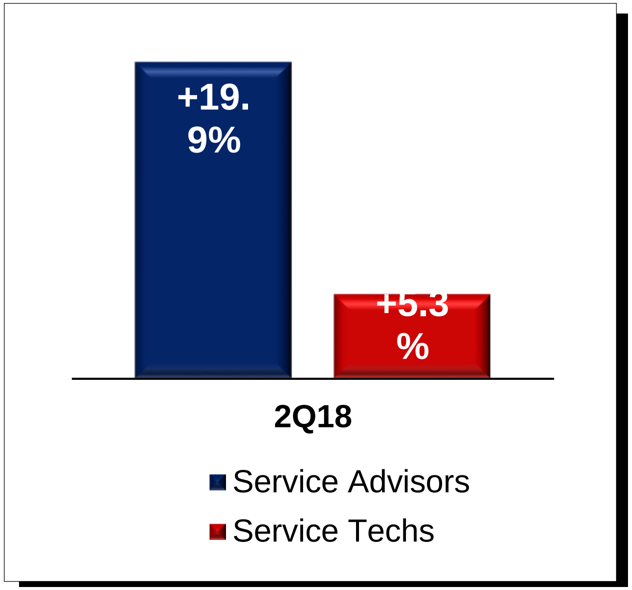
* In constant currency, as reported.

- Parts & service segment provides a stable base of free cash flow through economic cycles
- Using Customer Management Software (CMS) and technology to improve efficiencies and closing rates
- Enhancing customer touch points to improve retention / attacking points of defection
- Leveraging scale
- Improving collision business
- Strategic emphasis on customer service is driving growth above sector average in this important segment
- Focused on adding human capacity—since June 30, 2017, the Company's same store, net service advisor headcount has grown +20% in the U.S.

Strategic Initiatives: Aftersales

- Adjustment of service personnel compensation structure as follows to address employee turnover, customer satisfaction, and to add capacity via expanded hours:
  - Increase to fixed component of service advisor pay
  - Creation of well-defined career path for advancement
  - Launch of new, flexible work schedule featuring substantially more days off over the calendar year
  - Implementation of an in-house Service Advisor University dedicated to training the Company's approximately 900 U.S. customer service personnel
  - Implementation of an in-house Service Manager University

U.S. Same Store Headcount Growth (YoY)



- A four-day, flexible work schedule was fully implemented across 31 U.S. stores throughout 2Q18
  - For the 31 stores that have fully implemented the four-day schedule, their customer pay growth was double the U.S. total.
- Employee retention rates have improved considerably
  - Same store service advisor headcount has increased 20% year-over-year

New Technology Business Impact

- **Powertrains are constantly changing to meet CAFÉ requirements and stricter emission requirements.**
- **Consumers have a wide variety of powertrains to choose from: Internal Combustion (ICE), Hybrid (ICE/EV), Plug-in Hybrid (PHEV), Electric (EV) and 48v Micro-Hybrids.**
- **What do those changes mean to our service departments?**
  - According to Edmunds.com, the 5-year maintenance cost of a 2017 Nissan Leaf is $2,865; and the 5-year maintenance cost of a 2017 Toyota Camry is $3,094, an immaterial difference.
  - While we do not expect repair costs to materially change, over the next three generations, we expect that the components of a repair will shift. Batteries, battery coolant, power units, electrically operated engine components and accessories will gradually replace the repairs currently made to ICE vehicles.
  - As vehicle complexity continues to increase, it becomes more difficult for do-it-yourself (“DIY”) and independent service shops to compete against us.

2017 Nissan Leaf

5-year maintenance cost estimate: $2,865

2017 Toyota Camry

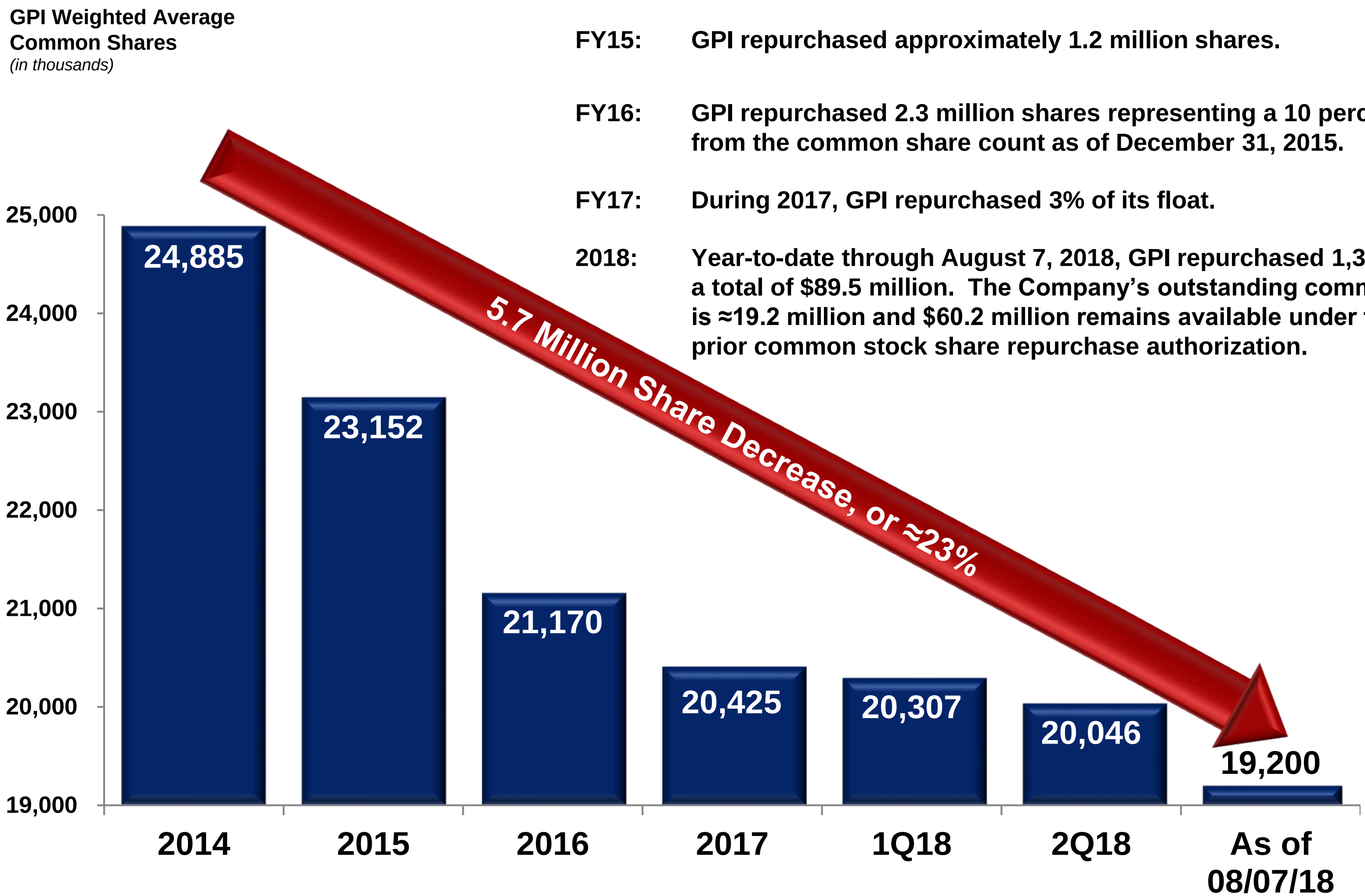
5-year maintenance cost estimate: $3,094

Capital Allocation

Increased focus on shareholder value drivers:

- **Increased scrutiny on capital expenditures**
- **Disposal of underperforming assets**
  - Sold large, underperforming luxury store and associated real estate in 2Q18
- **Enhanced share repurchase program**
- **Increased focus on working capital levels**

Share Repurchase Summary



FY14: In 2Q14, GPI repurchased 80% of its 3% Convertible Notes, reducing share count by approximately 1.9 million. In 3Q14, GPI repurchased the remaining 3% Convertible Notes and extinguished all of the 2.25% Convertible Notes, reducing share count by approximately 800,000.

FY15: GPI repurchased approximately 1.2 million shares.

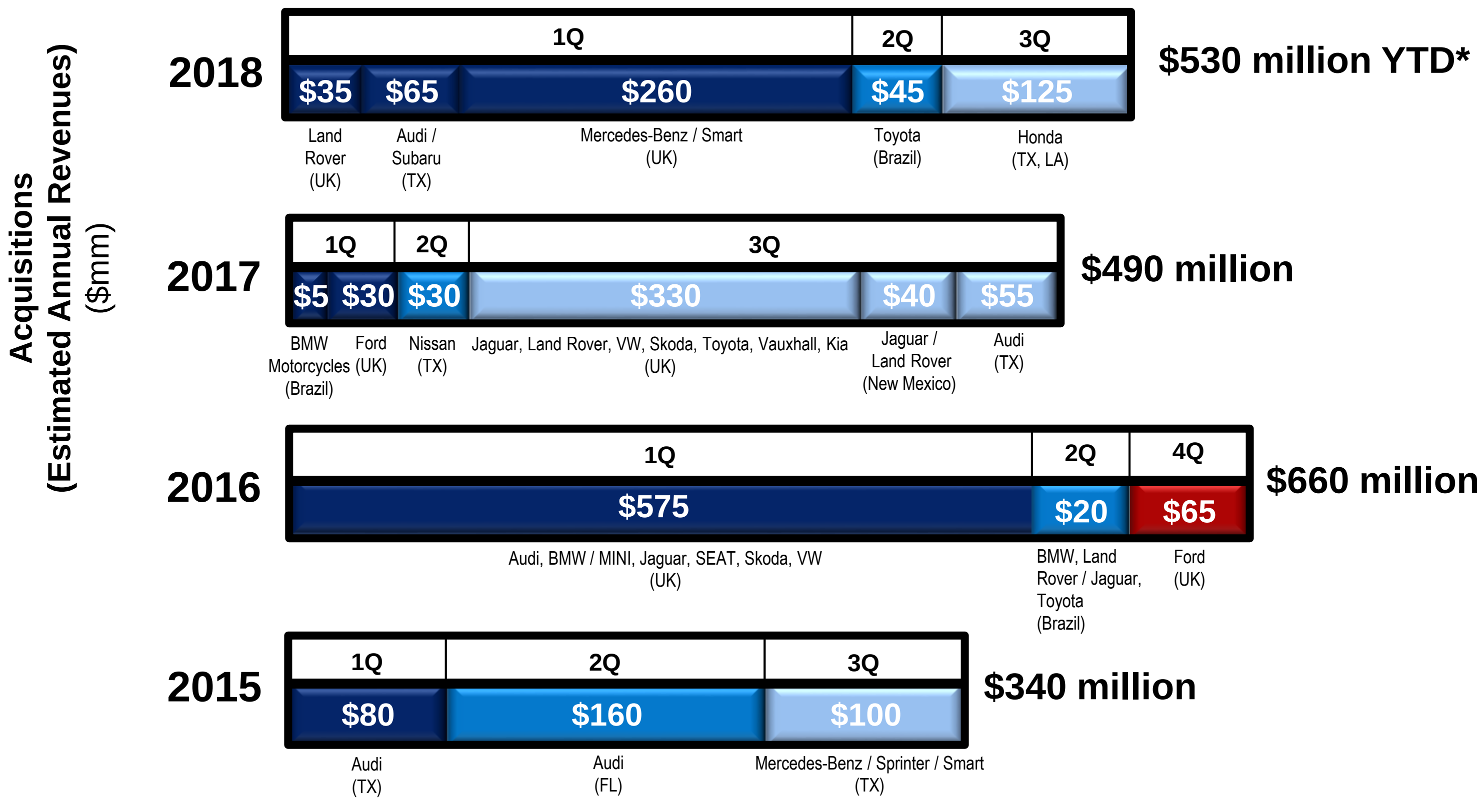
FY16: GPI repurchased 2.3 million shares representing a 10 percent reduction from the common share count as of December 31, 2015.

FY17: During 2017, GPI repurchased 3% of its float.

2018: Year-to-date through August 7, 2018, GPI repurchased 1,303,730 shares for a total of $89.5 million. The Company's outstanding common share count is ≈19.2 million and $60.2 million remains available under the Company's prior common stock share repurchase authorization.

Acquisition Strategy

- **Group 1 is well positioned to take advantage of acquisition opportunities and grow scale in existing markets (U.S., U.K., and Brazil)**
- **The Company targets acquisitions that clear return hurdles (10-15% after-tax discounted cash flow)**



*As of August 6, 2018

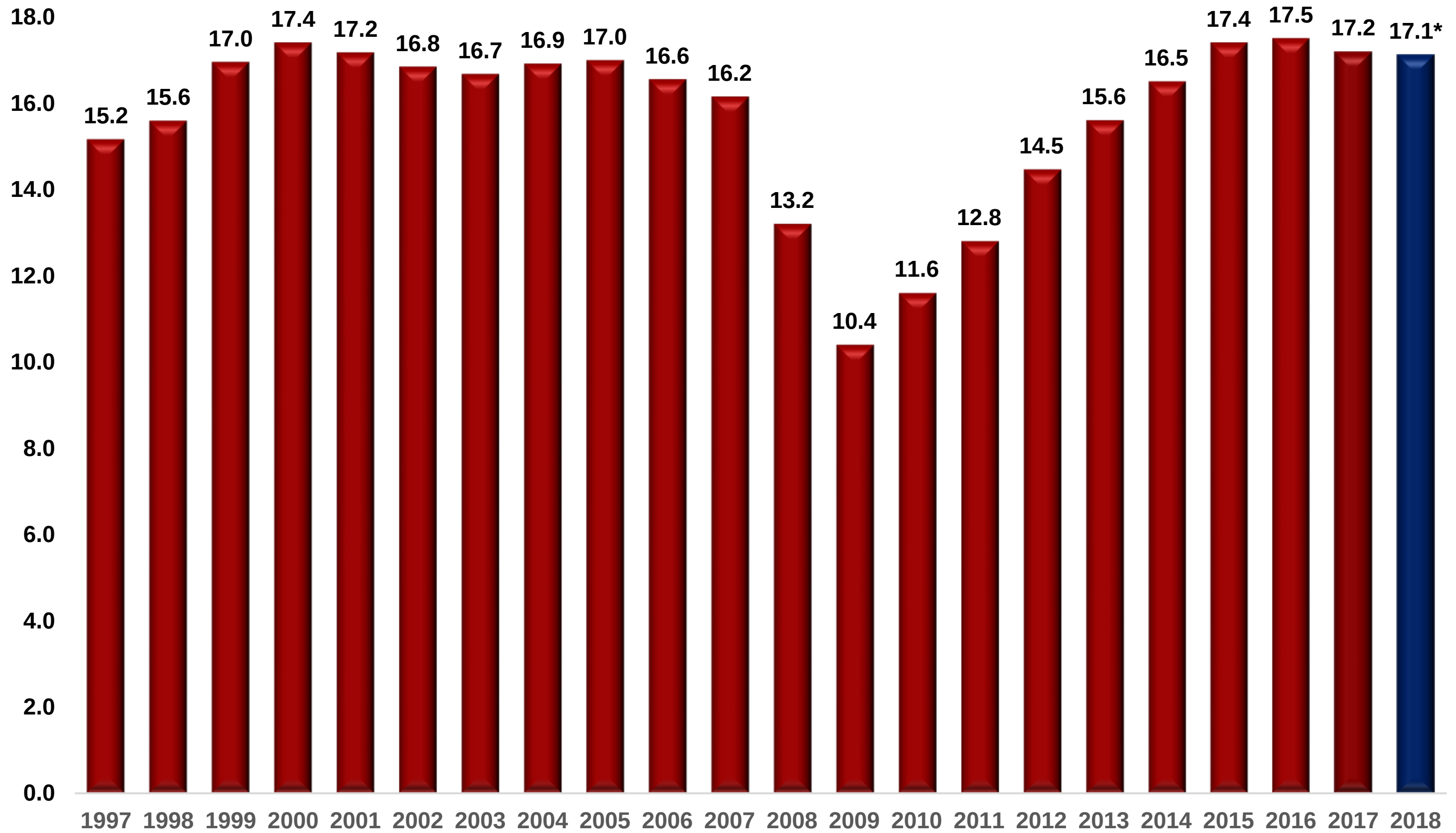
Tariff Impact on SAAR

- **2018 SAAR is on pace for 17+ million units**
- **Tariff Impact**
  - **Higher Cost of Imported Vehicles (20-25%)**
  - **Higher Cost of Imported Content (60%)**
    - Domestics - 40-50% imported
    - Imports – 45-70% imported
    - Luxury – more than 80% imported
  - **$455 to $6,800 per unit impact**
- **Potential impact of up to 2 million reduction in units sales**

U.S. SAAR

United States

(New Vehicle Unit Sales, in millions)



Source: LMC Automotive – U.S. New Vehicle Unit Sales Actuals
*LMC Automotive's FY18 SAAR forecast

Conclusion

Why GPI?

- **Well-balanced portfolio (geography, business mix and brands)**
- **Profitability of different business units through the cycle**
  - Model proved itself during recession
- **Streamlined business -- generating cash**
- **Will significantly benefit from U.S. tax reform legislation**
- **Strong balance sheet**
- **Increased focus on shareholder-value enhancing capital allocation strategy**
- **Operational growth and leverage**
  - Opportunity to drive growth in used vehicle and Parts & Service with process improvements in all markets
  - New Strategic initiatives launched in the U.S. aimed at growing used vehicles and increasing aftersales capacity
  - Finance & Insurance initiatives should drive further growth in the U.K. and Brazil
  - Continued leverage opportunities as gross profit increases
- **Experienced, successful and driven management team**

CORE VALUES

Integrity	We conduct ourselves with the highest level of ethics both personally and professionally when we sell to and perform service for our customers without compromising our honesty
Transparency	We promote open and honest communication between each other and our customers
Professionalism	We set our standards high so that we can exceed expectations and strive for perfection in everything we do
Teamwork	We put the interest of the group first, before our individual interests, as we know that success only comes when we work together