

GROUP **1** AUTOMOTIVE



'VALUE DRIVEN'

Stephens 2015 Spring Investment Conference

June 2-3, 2015

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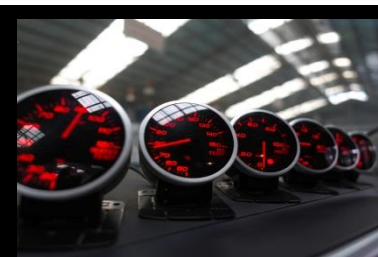
This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, which are statements related to future, not past, events and are based on our current expectations and assumptions regarding our business, the economy and other future conditions. 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. 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.



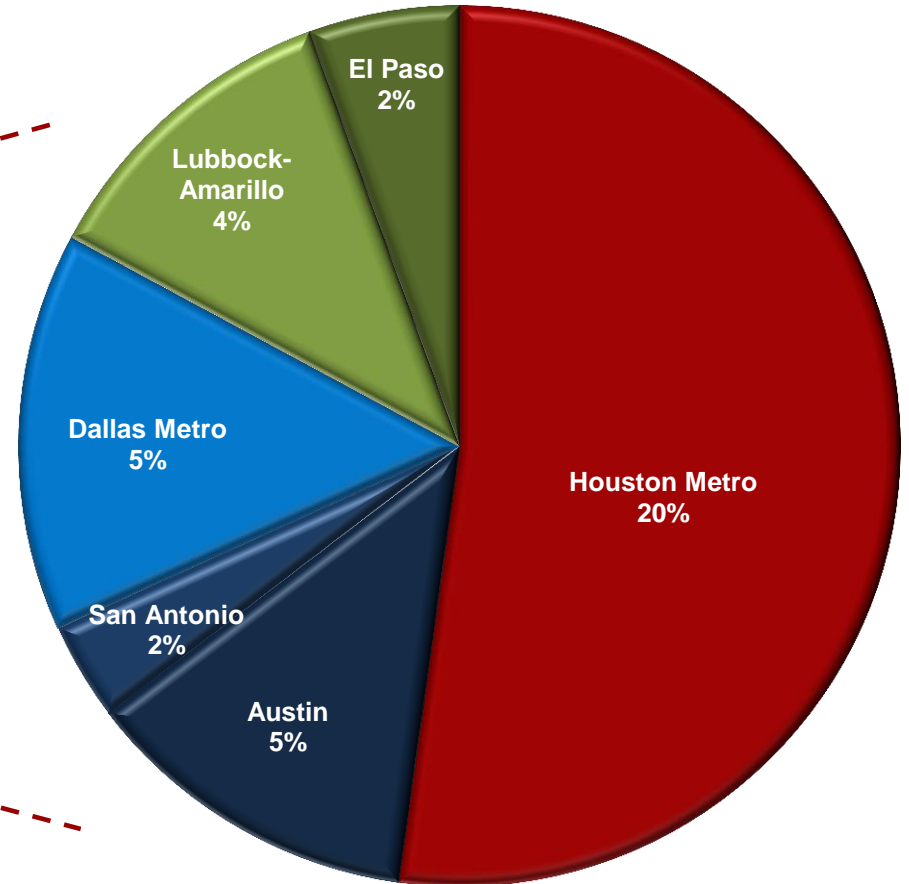
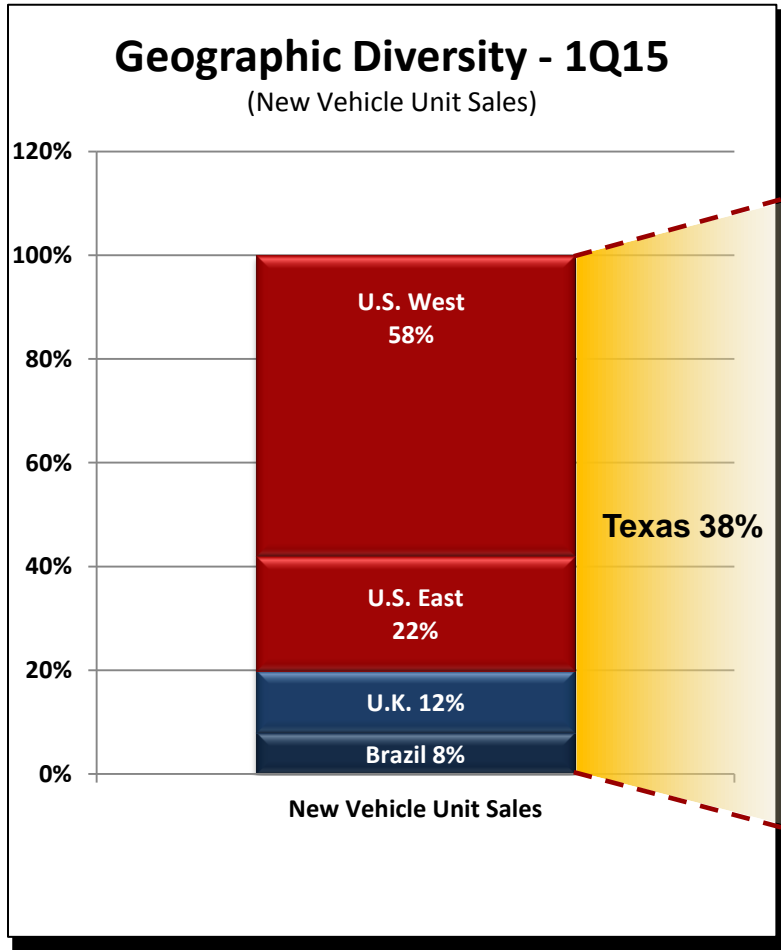
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Key Topics



Geographic Diversity – Texas



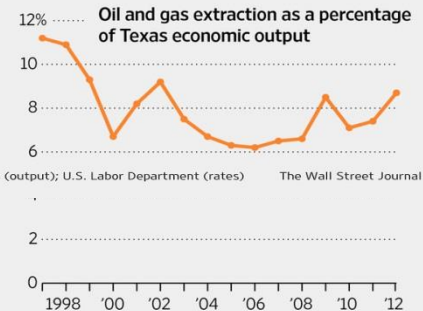
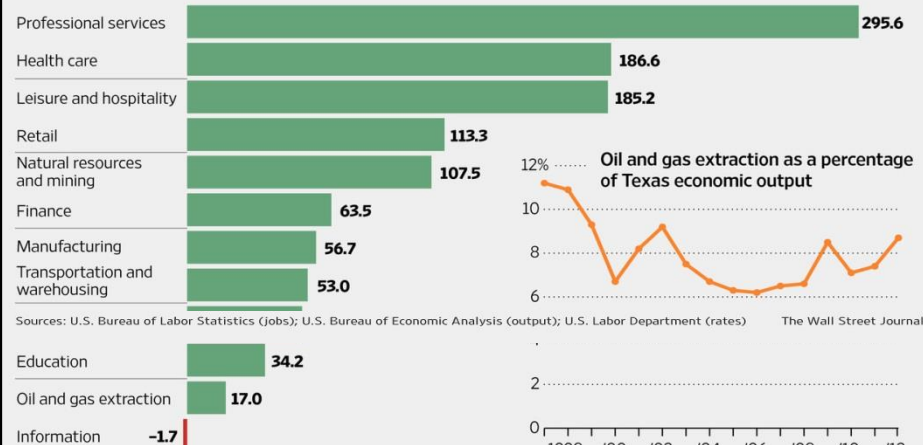
- “Health-care and social-services companies made up 10.4% of jobs in the greater Houston area in 2013, compared with 5.9% in 1985, according to Labor Department data.”¹
- “Roughly 4.3% of jobs in the county were in the oil-and-gas industry last year.”¹
- “Even with the energy-related losses, Houston will likely net +45,000 jobs in 2015, a year-over-year growth rate of about +1.5%. As long as the U.S. economy continues to plug along, we (Houston) will get nice growth in non-energy sectors.”²

Texas: Diversified Economy

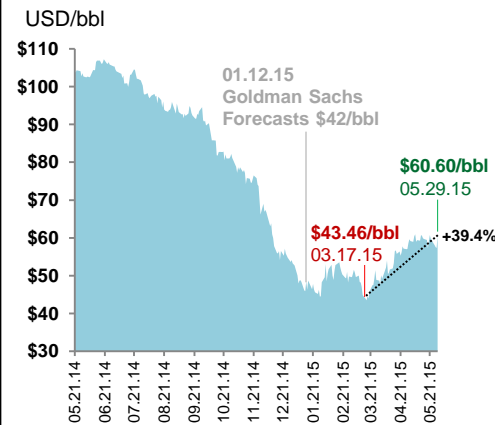
Texas Lowdown¹

Energy isn't the only sector creating jobs or economic output in Texas.

Job growth in Texas by sector, 2009-13, in thousands



Crude Oil (WTI)³



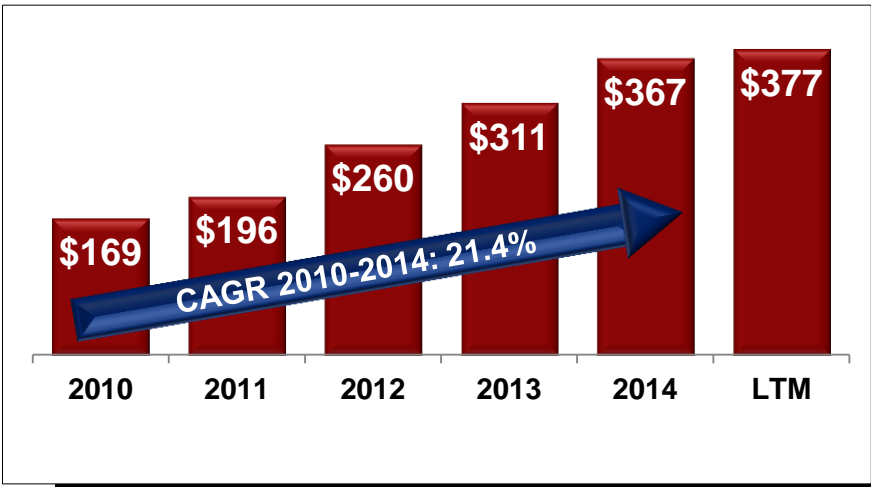
- Crude oil has risen +39.4% to enter \$60's/bbl in May 2015.

¹Wall Street Journal, Plunging Oil Prices Test Texas' Economic Boom, January 4, 2015

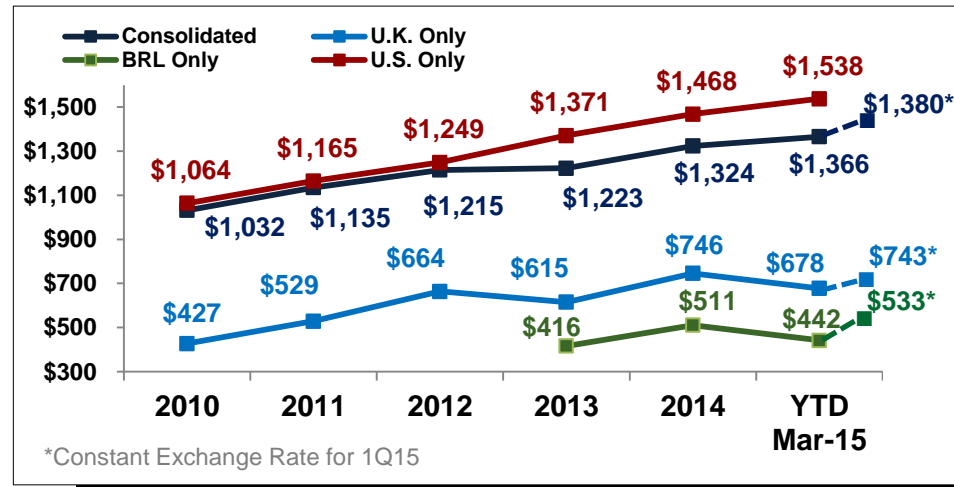
²Houston Chronicle, Energy-Related Losses Eat Into Local Job Figures, May 22, 2015

³Bloomberg, Crude Oil (WTI), as of 2:17pm ET 05.29.15

F&I revenue (\$mm)



F&I gross profit per retail unit (\$)



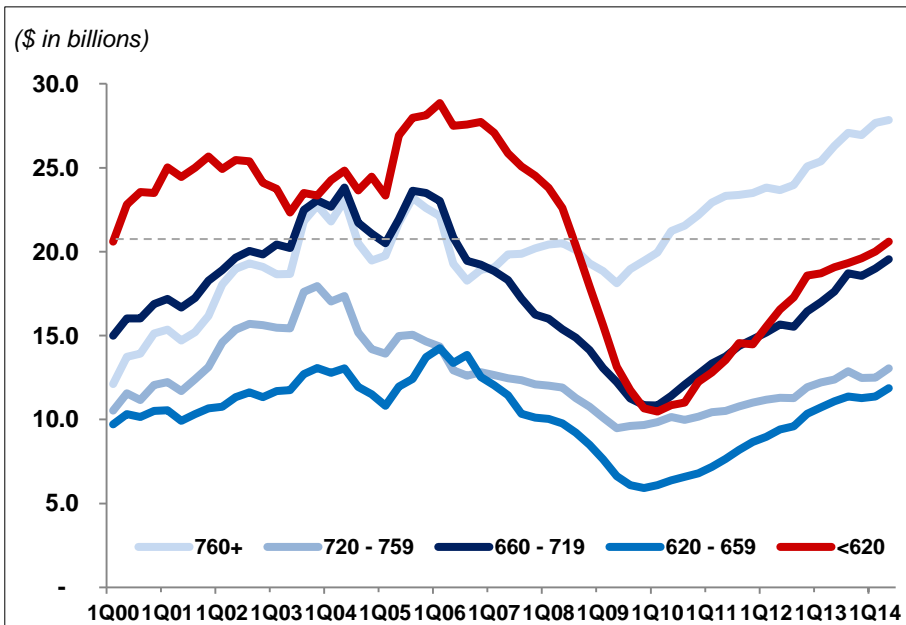
F&I profitability growth accomplished via focus on people and processes:

- Consolidation of lender base
- Consumer financing at pre-recession availability and with sub-prime financing improving
- Integrating compliance, training and benchmarking to offer a consistent and transparent experience for internal and external customers
- Proactively addressed CFPB concerns with rollout of NADA's Fair Credit Compliance Policy & Program in 2Q14, which enhances automotive lending practices

F&I Penetration Rates (Actual)

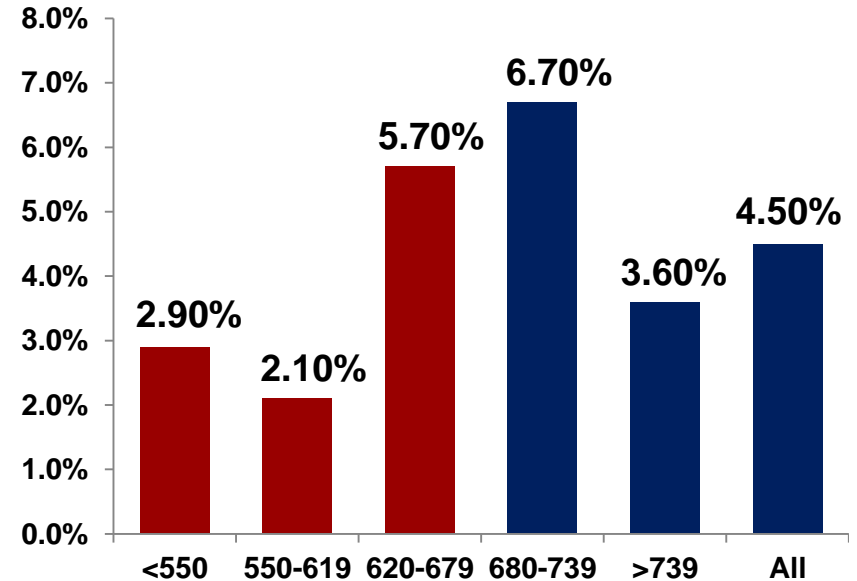
	FY2011	FY2012	FY2013	FY2014	2015 YTD			
					Consol.	US	UK	Brazil
Finance	70%	71%	69%	67%	66%	72%	44%	32%
VSC	36%	37%	34%	34%	35%	42%	5%	2%
Gap Ins.	22%	22%	22%	24%	27%	28%	29%	0%
Maintenance	8%	8%	8%	9%	9%	10%	0%	0%
Sealant	12%	14%	15%	18%	19%	19%	31%	0%
Gross Profit PRU	\$ 1,135	\$ 1,215	\$ 1,223	\$ 1,324	\$ 1,366	\$ 1,538	\$ 678	\$ 442

Auto Loan Originations by Credit Score



Source: Federal Reserve Bank of New York Consumer Credit Panel / Equifax.

Percent Increase in Auto Originations in 2014 Relative to 2013 by Equifax Risk Credit Score Range

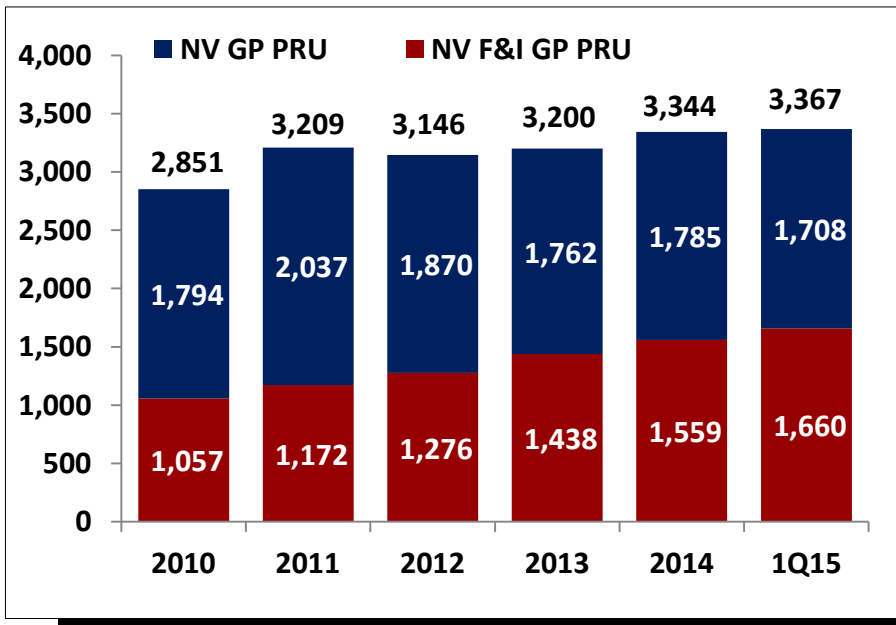


Source: Equifax Inc. Data as of January 2015. Data reflect tradelines opened and reported through December of the origination year.

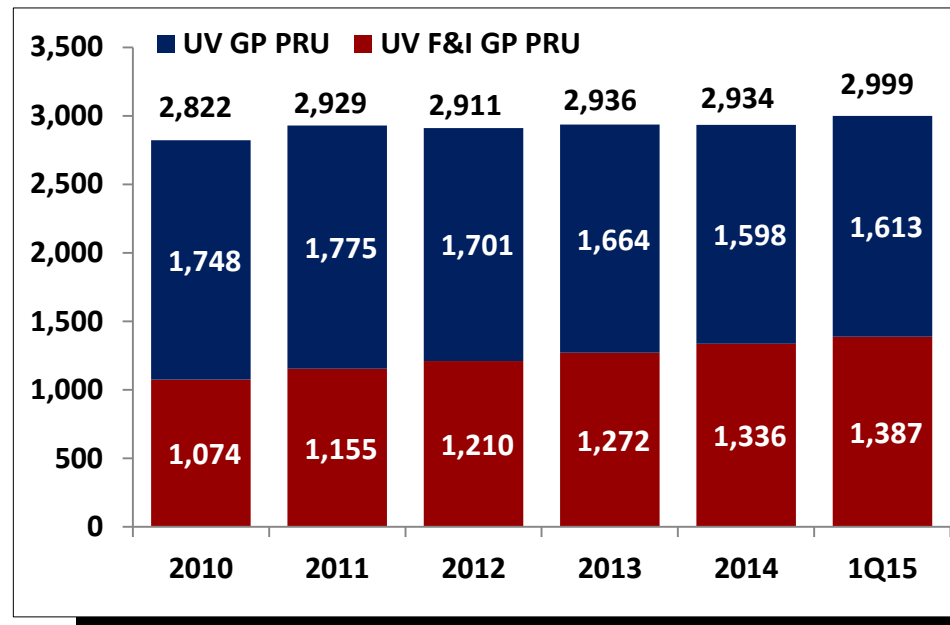
- “Subprime or deep subprime loans made up 19.7% of the market in the first quarter (1Q15), the lowest percentage since 2012.” – Experian Automotive

Total U.S. Vehicle Profitability

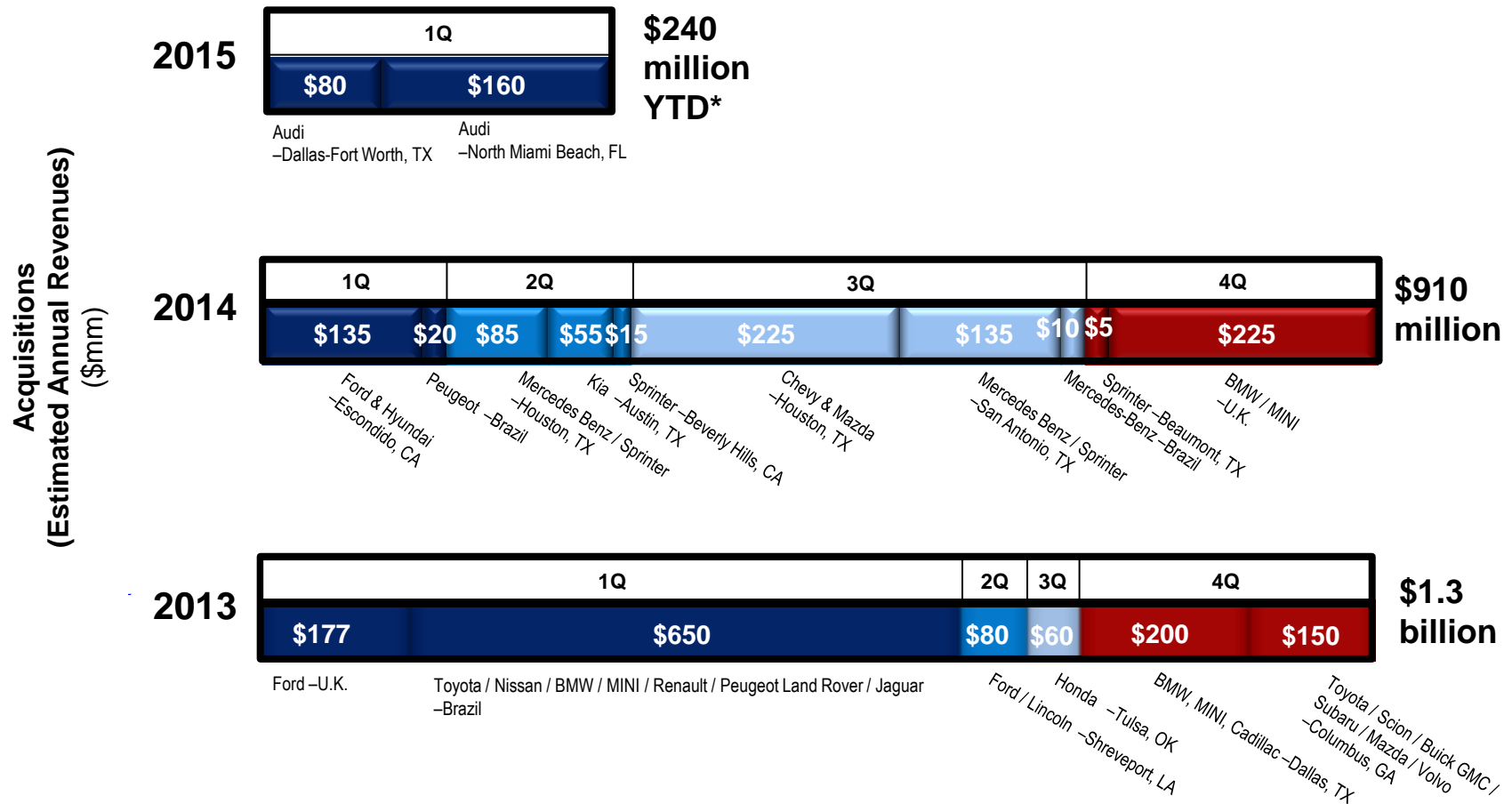
U.S. New Vehicle Profitability (\$)



U.S. Used Vehicle Profitability (\$)



- 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)

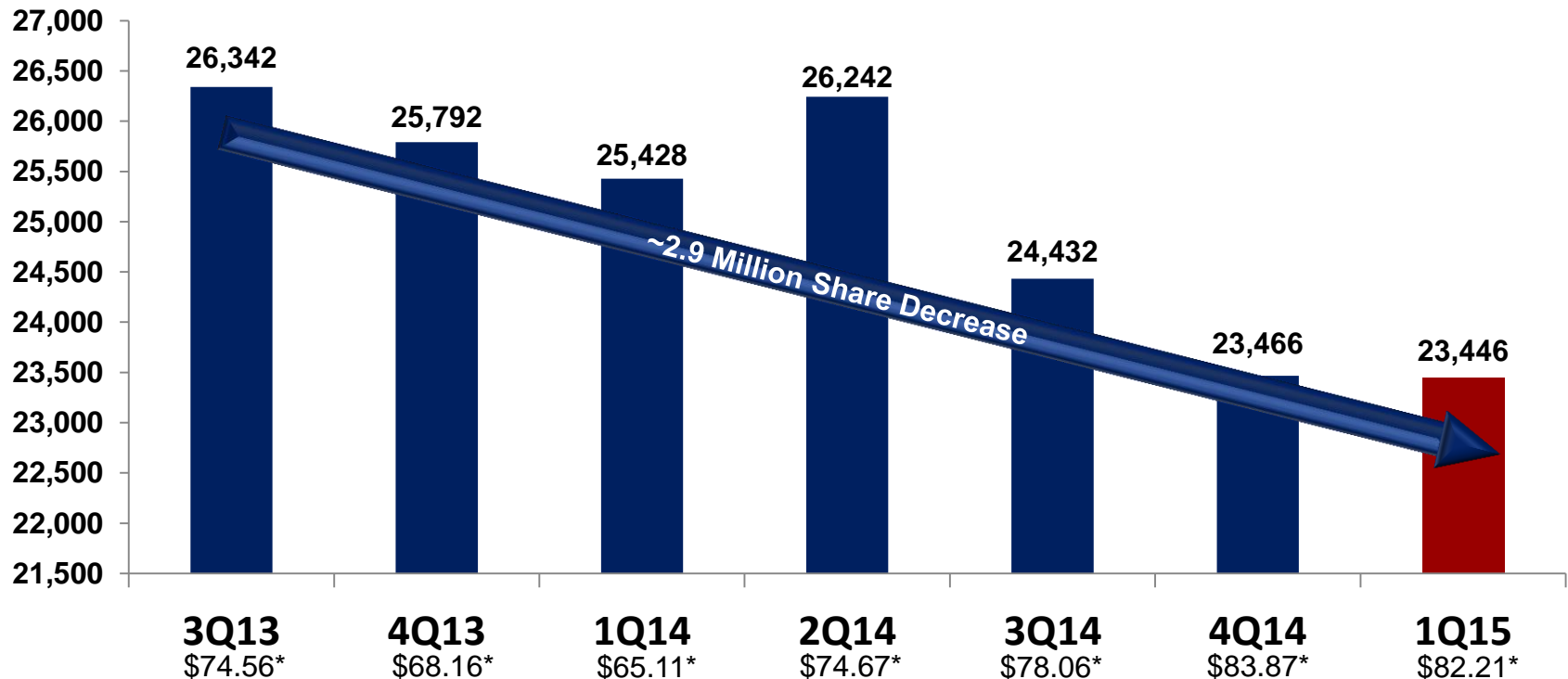


*As of April 28, 2015

Pending market conditions, the Company views acquisitions as its preferred use of capital allocation, followed by share buybacks and dividends. As of March 31, 2015, approximately \$83.3 million remains under the Company's share repurchase authorization. Recent buyback activity includes:

- FY14: During 2014, GPI repurchased 537,000 shares at an average price of \$68.51.
- 1Q15: GPI repurchased 198,168 shares at an average price of \$81.62 for a total of \$16.2 million.

GPI Shares
(in thousands)



*Average share price for the quarter

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