

## PROFILE

**Boyd Group Services Inc. ("BGS")**, through its operating company, The Boyd Group Inc. and its subsidiaries ("Boyd" or the "Company"), is one of the largest operators of non-franchised collision repair centers in North America in terms of number of locations and sales. The Company currently operates locations in Canada under the trade names Boyd Autobody & Glass and Assured Automotive, as well as in the U.S. under the trade name Gerber Collision & Glass. The Company is also a major retail auto glass operator in the U.S. under the trade names Gerber Collision & Glass, Glass America, Auto Glass Service, Auto Glass Authority and Autoglassonly.com. In addition, the Company operates a third-party administrator, Gerber National Claims Services ("GNCS"), that offers glass, emergency roadside and first notice of loss services. The Company also operates a Mobile Auto Solutions ("MAS") service that offers scanning and calibration services. The following is a geographic breakdown of the collision repair locations, including intake centers, and trade names.

## MARKET FACTS

TSX Symbol: BYD.TO  
 Close Price (May 10, 2024): C\$256.68  
 52-week Range: C\$228.74-324.75  
 Shares Outstanding: 21.5M  
 Market Capitalization: C\$5,511.5M  
 Annualized Dividend (per share): C\$0.600  
 Current Yield: 0.23%

## MANAGEMENT

**Timothy O'Day**  
 President & CEO  
**Jeff Murray**  
 Executive Vice President & CFO  
**Brian Kaner**  
 Executive Vice President & COO Collision

## DIRECTORS

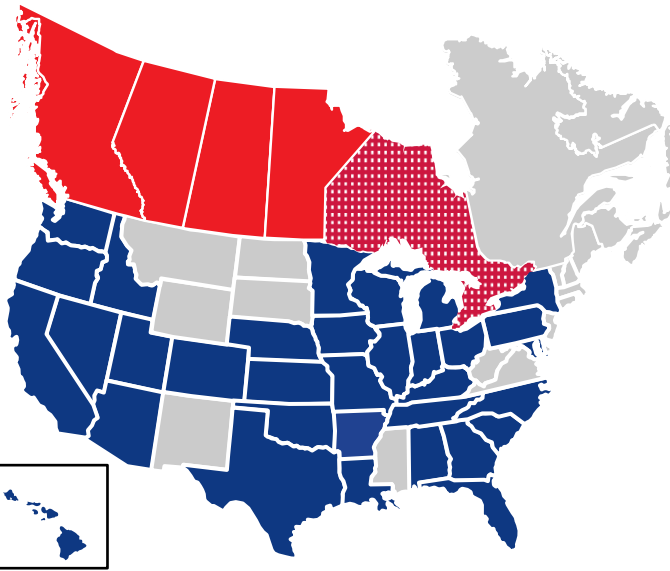
**David Brown** (Independent Chair)  
**Brock Bulbuck**  
**Robert Espey**  
**Christine Feuill**  
**Robert Gross**  
**John Hartmann**  
**Violet Konkle**  
**Timothy O'Day**  
**William Onuwa**  
**Sally Savoia**

## CONTACT INFORMATION

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## COLLISION LOCATIONS

# 952 Locations Across North America

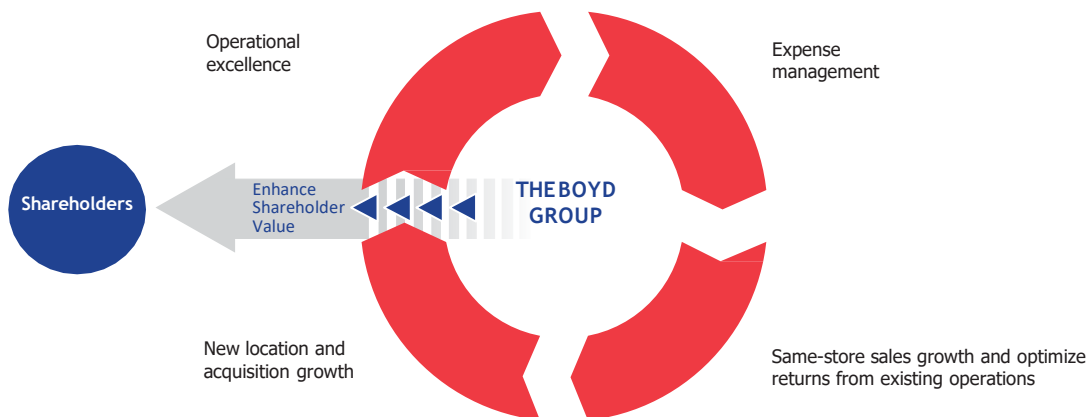


<b>BOYD AUTOBODY &amp; GLASS (CANADA)</b>	
→ Alberta	16
→ British Columbia	14
→ Manitoba	13
→ Saskatchewan	4
<b>Total Locations</b>	<b>47</b>
<b>ASSURED AUTOMOTIVE (CANADA)</b>	
→ Ontario	82
<b>Total Locations</b>	<b>82</b>
<b>GERBER COLLISION &amp; GLASS (U.S.)</b>	
→ Florida	78
→ Michigan	76
→ Illinois	66
→ California	52
→ New York	42
→ Washington	39
→ Georgia	38
→ Texas	37
→ Wisconsin	37
→ North Carolina	36
→ Indiana	34
→ Ohio	34
→ Oklahoma	28
→ Arizona	25
→ Louisiana	23
→ Colorado	22
→ South Carolina	19
→ Maryland	14
→ Missouri	14
→ Pennsylvania	14
→ Minnesota	13
→ Tennessee	12
→ Kansas	11
→ Oregon	11
→ Alabama	10
→ Nevada	8
→ Hawaii	6
→ Kentucky	6
→ Utah	6
→ Iowa	5
→ Arkansas	3
→ Nebraska	3
→ Idaho	1
<b>Total Locations</b>	<b>823</b>



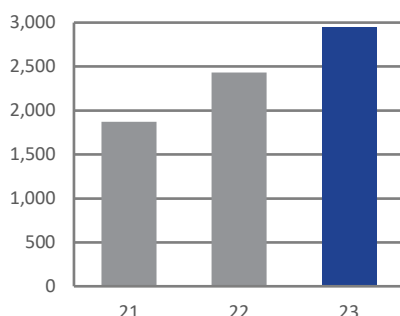
The number of collision locations include 33 intake locations in Canada, and two intake locations and two fleet locations co-located with collision repair centers in the U.S.

## BUSINESS STRATEGY

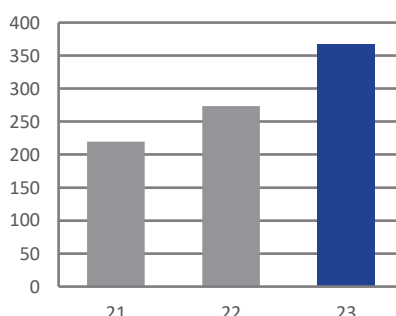


## FINANCIAL SUMMARY

### SALES (US\$ millions)



### ADJUSTED EBITDA\* (US\$ millions)



### Three months ended

(in US\$ millions, except per share and % amounts)	March 31, 2024	March 31, 2023
Sales	\$786.5	\$714.9
Gross Profit	\$352.6	\$327.0
Adjusted EBITDA*	\$81.7	\$84.7
Adjusted EBITDA Margin*	10.4%	11.8%
Adjusted Net Earnings*	\$9.4	\$21.2
Adjusted Net Earnings* per share	\$0.44	\$0.99

\*Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Earnings and Adjusted Net Earnings per share are non-GAAP financial measures and ratios and are not standardized financial measures under International Financial Reporting Standards and might not be comparable to similar financial measures disclosed by other issuers. For additional details, including a reconciliation of each non-GAAP financial measure to its nearest GAAP equivalent, please see "Non-GAAP Financial Measures and Ratios" in Boyd's MD&A filing (dated May 15, 2024) for the period ended March 31, 2024. A copy of Boyd's MD&A filing (dated May 15, 2024) for the period ended March 31, 2024, can be accessed via the SEDAR+ website ([www.sedarplus.ca](http://www.sedarplus.ca))

## INVESTOR RELATIONS

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## ANALYST COVERAGE

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BMO Capital Markets

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CIBC World Markets

Jeff Fenwick  
Cormark Securities

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Desjardins

Kate McShane  
Goldman Sachs & Co.

Bret Jordan  
Jefferies

Zachary Evershed  
National Bank Financial

Steve Hansen  
Raymond James

Sabahat Khan  
RBC Capital Markets

Michael Doumet  
Scotia Capital

Daryl Young  
Stifel

Derek J. Lessard  
TD Securities

## SUMMARY

### STABILITY

+

### GROWTH

=

### SHAREHOLDER VALUE

- ✓ Strong balance sheet
- ✓ Insurer preference for MSOs
- ✓ Recession resilient

- ✓ US\$47.6 billion fragmented industry
- ✓ High ROIC growth strategy
- ✓ Market leader/consolidator in North America

- ✓ Cash dividends/conservative payout ratio
- ✓ 5-year total shareholder return of 145.93%

**Focus on  
enhancing  
shareholders'  
value**