

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 name 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 following is a geographic breakdown of the collision repair locations, including intake centers, and trade names.

MARKET FACTS

TSX Symbol: BYD.TO
Close Price (November 11, 2020): \$215.50
52-week Range: \$125.01-231.52
Shares Outstanding: 21.5M
Market Capitalization: \$4,633.3M
Annualized Distribution (per unit): \$0.564
Current Yield: 0.3%

MANAGEMENT

Tim O'Day
 President & CEO
Pat Pathipati
 Executive Vice President & CFO
Brock Bulbuck
 Executive Chair

DIRECTORS

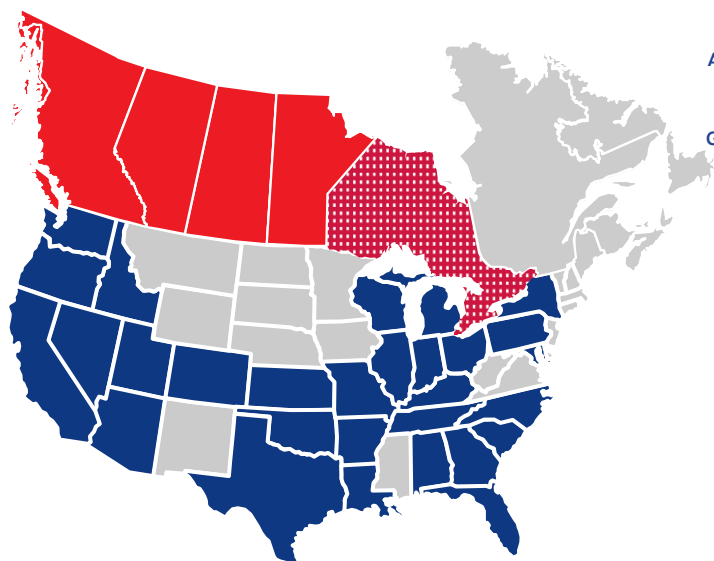
Allan Davis (Independent Chair)
Dave Brown
Brock Bulbuck
Rob Gross
John Hartmann
Violet A.M. Konkle
Tim O'Day
William Onuwa
Sally Savoia

CONTACT INFORMATION

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COLLISION LOCATIONS

705 Locations Across North America



BOYD AUTOBODY & GLASS (CANADA)

- British Columbia 16
- Alberta 15
- Manitoba 14
- Saskatchewan 4

Total Locations 49

ASSURED AUTOMOTIVE (CANADA)

- Ontario 82

Total Locations 82

GERBER COLLISION & GLASS (U.S.)

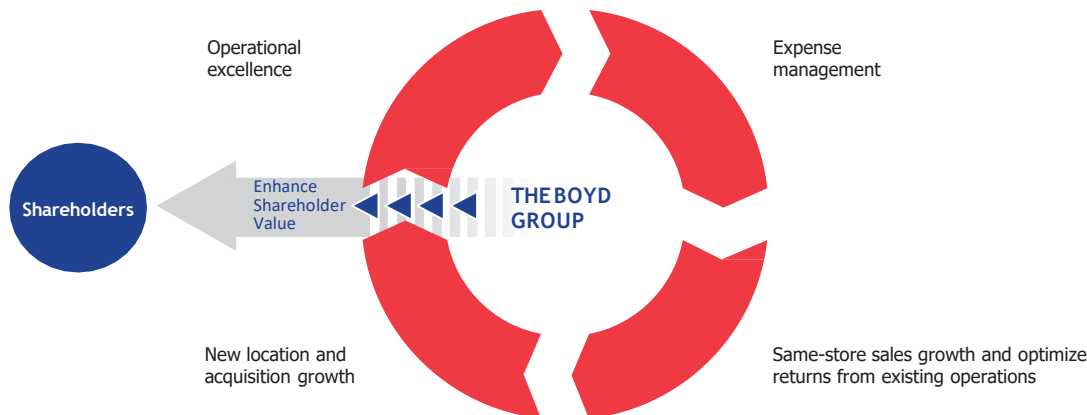
- Michigan 71
- Illinois 64
- Florida 63
- New York 38
- Washington 37
- Indiana 36
- Georgia 30
- North Carolina 29
- Ohio 28
- Arizona 24
- Colorado 20
- Wisconsin 19
- Texas 14
- Louisiana 13
- Oregon 12
- Tennessee 10
- Maryland 10
- California 9
- Alabama 7
- Nevada 7
- Pennsylvania 7
- Missouri 5
- Oklahoma 5
- Utah 4
- Kentucky 4
- South Carolina 4
- Arkansas 2
- Idaho 1
- Kansas 1

Total Locations 574



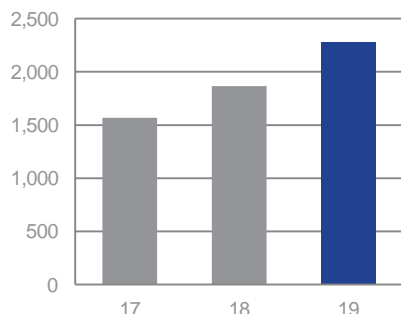
Note: In Canada, 34 intake locations are included in the total locations and included in the U.S. total locations are 19 intake locations and two fleet locations co-located with collision repair centers

BUSINESS STRATEGY

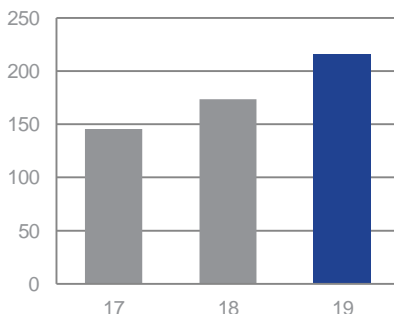


FINANCIAL SUMMARY

SALES (millions)



ADJUSTED EBITDA* (millions)



*Adjusted EBITDA for 2019 is shown on a Pre-IFRS 16 basis for comparative purposes. Post-IFRS 16 Adjusted EBITDA was \$319.9 for the year ended December 31, 2019.

INVESTOR RELATIONS

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ANALYST COVERAGE

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Furaz Ahmad
Laurentian Bank Securities

Zachary Evershed
National Bank Financial

Steve Hansen
Raymond James

Steve Arthur
RBC Capital Markets

Michael Doumet
Scotia Capital

Maggie MacDougall
Stifel GMP

Daryl Young
TD Securities

Three months ended

Nine months ended

(in C\$ millions, except per unit/share and % amounts)	Sept 30, 2020	Sept 30, 2019	Sept 30, 2020	Sept 30, 2019
Sales	\$508.3	\$567.0	\$1,563.1	\$1,697.4
Gross Profit	\$240.0	\$257.0	\$721.0	\$772.8
Adjusted EBITDA*	\$84.5	\$77.4	\$215.1	\$235.8
Adjusted EBITDA Margin*	16.6%	13.7%	13.8%	13.9%
Adjusted Net Earnings*	\$21.8	\$20.7	\$35.1	\$72.3
Adjusted Net Earnings per unit/share *	\$1.02	\$1.04	\$1.69	\$3.64

*Adjusted EBITDA and Adjusted Net Earnings are not calculations defined under IFRS. Adjusted EBITDA for the three and nine months ended September 30 are shown on a post-IFRS 16 basis. See the BGS's Q3 2020 MD&A for more information. The Canada Emergency Wage Subsidy increased Adjusted EBITDA by \$9.9 million for the three months ended September 30, 2020 and \$14.6 million for the nine months ended September 30, 2020.

SUMMARY

STABILITY

+

GROWTH

=

SHAREHOLDER VALUE



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



- ✓ US\$41.2 billion fragmented industry
- ✓ High ROIC growth strategy
- ✓ Market leader/consolidator in North America



- ✓ Cash dividends/ conservative payout ratio
- ✓ 5-year total shareholder return of 336.94%

Strong focus on enhancing our shareholders' value