

## 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 (March 25, 2022): C\$161.70  
 52-week Range: C\$145.70-267.00  
 Shares Outstanding: 21.5M  
 Market Capitalization: C\$3,472.1M  
 Annualized Dividend (per share): C\$0.576  
 Current Yield: 0.4%

## MANAGEMENT

**Timothy O'Day**  
 President & CEO  
**Narendra "Pat" Pathpati**  
 Executive Vice President & CFO

## DIRECTORS

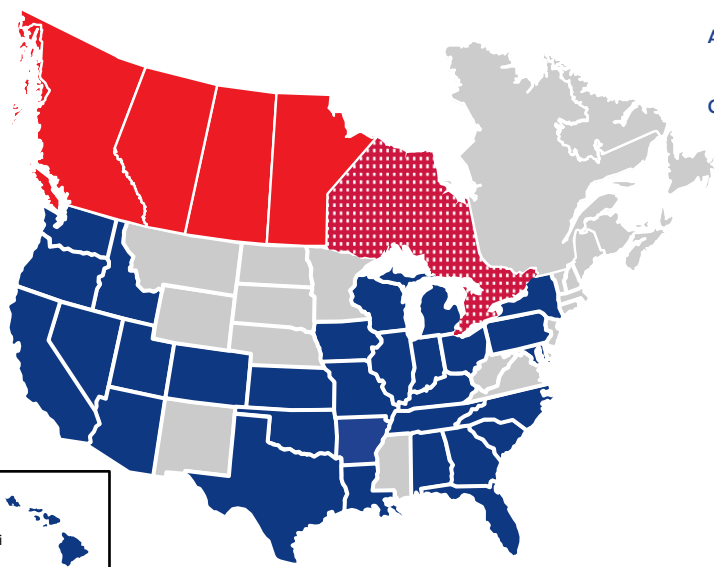
**David Brown** (Independent Chair)  
**Brock Bulbuck**  
**Robert Espey**  
**Robert Gross**  
**John Hartmann**  
**Violet Konkle**  
**Timothy O'Day**  
**William Onuwa**  
**Sally Savoia**

## CONTACT INFORMATION

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[www.boydgroup.com](http://www.boydgroup.com)

## COLLISION LOCATIONS

# 848 Locations Across North America



### BOYD AUTOBODY & GLASS (CANADA)

↳ British Columbia	17
↳ Alberta	14
↳ Manitoba	13
↳ Saskatchewan	4

**Total Locations 48**

### ASSURED AUTOMOTIVE (CANADA)

↳ Ontario	84
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**Total Locations 84**

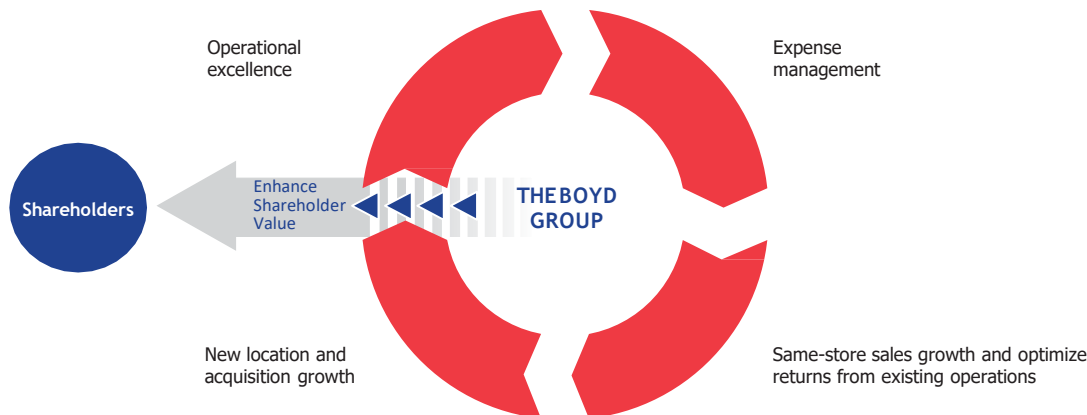
### GERBER COLLISION & GLASS (U.S.)

↳ Michigan	74
↳ Illinois	71
↳ Florida	69
↳ New York	40
↳ Washington	38
↳ Indiana	37
↳ Georgia	35
↳ North Carolina	32
↳ Ohio	32
↳ Wisconsin	30
↳ Arizona	27
↳ Oklahoma	27
↳ California	26
↳ Texas	26
↳ Colorado	21
↳ South Carolina	18
↳ Louisiana	16
↳ Kansas	13
↳ Maryland	12
↳ Oregon	12
↳ Tennessee	12
↳ Nevada	10
↳ Pennsylvania	9
↳ Alabama	7
↳ Missouri	7
↳ Kentucky	4
↳ Utah	4
↳ Hawaii	3
↳ Arkansas	2
↳ Idaho	1
↳ Iowa	1

**Total Locations 716**

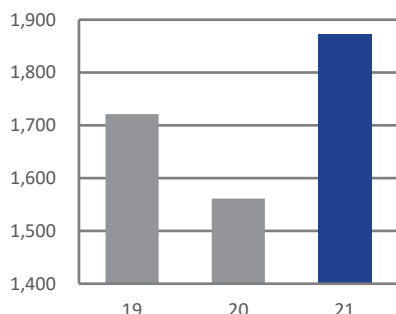


## BUSINESS STRATEGY

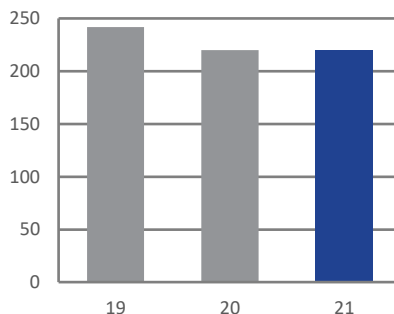


## FINANCIAL SUMMARY

SALES (US\$ millions)



ADJUSTED EBITDA\* (US\$ millions)



### Three months ended

### Year ended

(in US\$ millions, except per share and % amounts)	Three months ended		Year ended	
	Dec 31, 2021	Dec 31, 2020	Dec 31, 2021	Dec 31, 2020
Sales	\$516.2	\$403.7	\$1,872.7	\$1,561.2
Gross Profit	\$224.5	\$185.0	\$839.3	\$718.9
Adjusted EBITDA*	\$57.3	\$60.4	\$219.5	\$220.0
Adjusted EBITDA Margin*	11.1%	15.0%	11.7%	14.1%
Adjusted Net Earnings*	\$5.9	\$14.6	\$28.0	\$41.4
Adjusted Net Earnings* per share	\$0.28	\$0.68	\$1.30	\$1.97

\*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 March 23, 2022) for the period ended December 31, 2021. A copy of Boyd's MD&A filing (dated March 23, 2022) for the period ended December 31, 2021 can be accessed via the SEDAR Web site ([www.sedar.com](http://www.sedar.com))

## INVESTOR RELATIONS

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## ANALYST COVERAGE

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Gary Ho  
Desjardins

Kate McShane  
Goldman Sachs & Co.

Bret Jordan  
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Nauman Satti  
Laurentian Bank Securities

Zachary Evershed  
National Bank Financial

Steve Hansen  
Raymond James

Michael Doumet  
Scotia Capital

Maggie MacDougall  
Stifel GMP

Daryl Young  
TD Securities

## SUMMARY

### STABILITY

+

### GROWTH

=

### SHAREHOLDER VALUE

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

- ✓ US\$37 billion fragmented industry
- ✓ High ROIC growth strategy
- ✓ Market leader/consolidator in North America

- ✓ Cash dividends/ conservative payout ratio
- ✓ 5-year total shareholder return of 138.07%

**Focus on  
enhancing  
shareholders'  
value**