

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 (January 3, 2021): C\$199.62
52-week Range: C\$183.00-267.00
Shares Outstanding: 21.5M
Market Capitalization: C\$4,257.1M
Annualized Dividend (per share): C\$0.576
Current Yield: 0.3%

MANAGEMENT

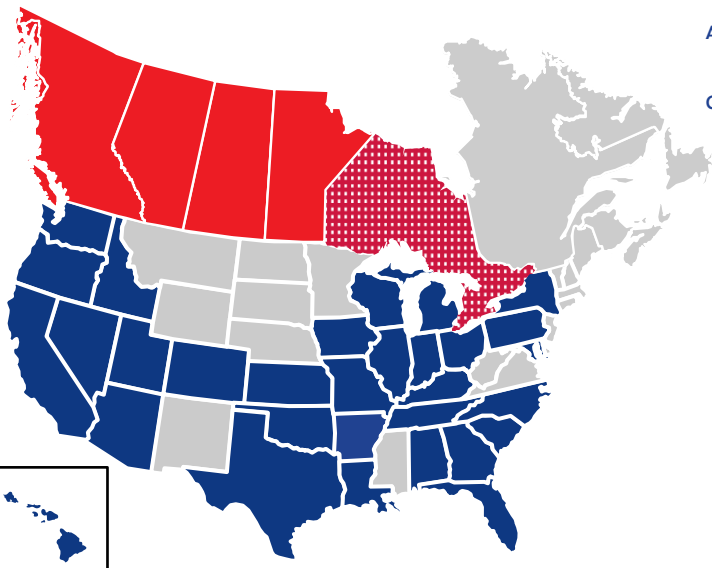
Timothy O'Day
 President & CEO
Narendra "Pat" Pathpati
 Executive Vice President & CFO
Brock Bulbuck
 Executive Chair
DIRECTORS
 David Brown (Independent Chair)
 Brock Bulbuck
 Robert Espey
 Robert Gross
 John Hartmann
 Violet Konkle
 Timothy O'Day
 William Onuwa
 Sally Savoia

CONTACT INFORMATION

Corporate Headquarters
 The Boyd Group Inc.
 1745 Ellice Avenue, Unit C1
 Winnipeg, Manitoba
 R3H 1A6
 Tel: 204-895-1244
 Fax: 204-895-1283
info@boydgroup.com
www.boydgroup.com

COLLISION LOCATIONS

841 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

Total Locations 84

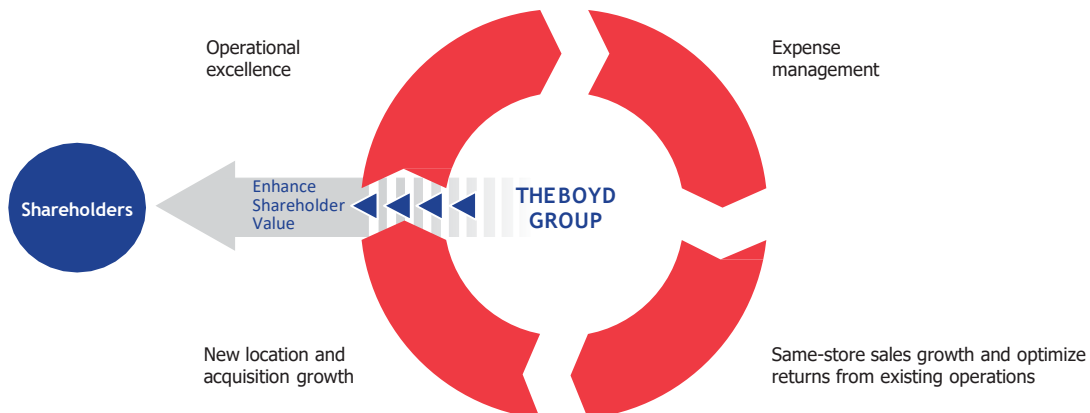
GERBER COLLISION & GLASS (U.S.)

- ↳ 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 25
- ↳ Texas 24
- ↳ Colorado 21
- ↳ South Carolina 18
- ↳ Louisiana 14
- ↳ Kansas 13
- ↳ Maryland 12
- ↳ Oregon 12
- ↳ Nevada 10
- ↳ Tennessee 10
- ↳ Pennsylvania 9
- ↳ Alabama 7
- ↳ Missouri 7
- ↳ Kentucky 4
- ↳ Utah 4
- ↳ Hawaii 3
- ↳ Arkansas 2
- ↳ Idaho 1
- ↳ Iowa 1

Total Locations 709

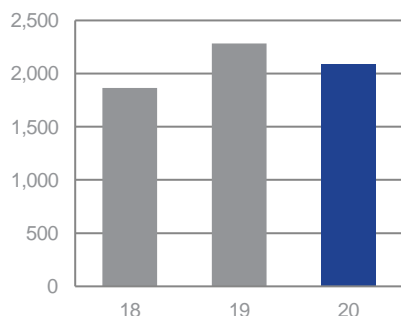


BUSINESS STRATEGY

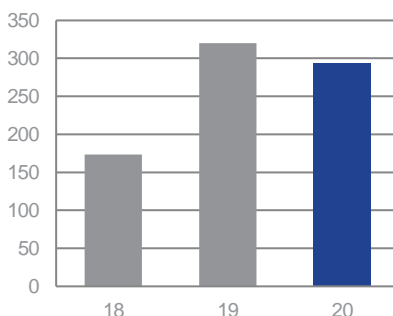


FINANCIAL SUMMARY

SALES (C\$ millions)



ADJUSTED EBITDA* (C\$ millions)



*Adjusted EBITDA for 2018 is shown on a Pre-IFRS 16 basis. Adjusted EBITDA for 2019 and 2020 are shown on a Post-IFRS 16 basis.

INVESTOR RELATIONS

Timothy O'Day
President & CEO
Boyd Group Services Inc.
847-410-6002
tim.oday@boydgroup.com

Narendra "Pat" Pathipati
Executive Vice President & CFO
Boyd Group Services Inc.
204-895-1244
pat.pathipati@boydgroup.com

Craig MacPhail
Investor Relations
416-586-1938
cmacphail@national.ca

ANALYST COVERAGE

Chris Murray
ATB Capital Markets

Jonathan Lamers
BMO Capital Markets

Krista Friesen
CIBC World Markets

Jeff Fenwick
Cormark Securities

David Newman
Desjardins

Kate McShane
Goldman Sachs & Co.

Bret Jordan
Jefferies

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

Three months ended

Nine months ended

(in US\$ millions, except per share and % amounts)	Three months ended		Nine months ended	
	Sept 30, 2021	Sept 30, 2020	Sept 30, 2021	Sept 30, 2020
Sales	\$490.2	\$381.7	\$1,356.5	\$1,157.5
Gross Profit	\$215.7	\$180.3	\$614.8	\$533.9
Adjusted EBITDA*	\$51.5	\$63.5	\$162.2	\$159.6
Adjusted EBITDA Margin*	10.5%	16.6%	12.0%	13.8%
Adjusted Net Earnings*	\$2.4	\$16.4	\$22.1	\$26.8
Adjusted Net Earnings* per share	\$0.11	\$0.76	\$1.03	\$1.28

*Adjusted EBITDA and adjusted net earnings are not recognized measures under International Financial Reporting Standards ("IFRS"). Adjusted EBITDA has been presented above on a post-IFRS 16 basis. See BGS's Q3 2021 MD&A for more information.

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 243.87%

Focus on
enhancing
shareholders'
value