GROUP 1 AUTOMOTIVE®

Third Quarter 2022 Financial Results

Investor Presentation

October 26, 2022

GPI LISTED NYSE

AcceleRide®
BUY. SELL. BE HAPPY.

Forward-Looking Statements

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. In this context, the forward-looking statements often include statements regarding our strategic investments, goals, plans, projections and guidance regarding our financial position, results of operations, business strategy, and often contain words such as " expects," "anticipates," "intends," "plans," "believes," "seeks," "should," "foresee," "may“ or " will" and similar expressions.

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. 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) board approval of future dividends; (b) general economic and business conditions; (c) the level of manufacturer incentives; (d) the future regulatory environment; (e) our ability to obtain an inventory of desirable new and used vehicles; (f) our relationship with our automobile manufacturers and the willingness of manufacturers to approve future acquisitions; (g) our cost of financing and the availability of credit for consumers; (h) our ability to complete acquisitions and dispositions and the risks associated therewith; (i) foreign exchange controls and currency fluctuations; (j) our ability to retain key personnel; (k) the impacts of COVID-19 and the armed conflict in Ukraine on our business and the supply chains upon which our business is dependent; (l) the impacts of continued inflation and any potential global recession; and (m) our ability to maintain vehicle margins, implement and maintain expense controls, and maintain sufficient liquidity to operate.

For additional information regarding known material factors that could cause our actual results to differ from our projected results, please see our filings with the 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.

Why Group 1?

CONSISTENT PROFITABILITY & STRONG CASH FLOW

- **Group 1 has NEVER lost money on an operating basis in ANY quarter.** Both during the height of the COVID-19 pandemic and during the 2008-2009 great recession.
- **Significant free cash flow generation.** $656 million generated in 2021 and $647 million through September 2022 year-to-date.

FORTUNE 500 2022 #273

FLEXIBLE CAPITAL ALLOCATION

- Balanced M&A, share repurchases, and dividends
- **Completed $2.5 billion in acquisitions in 2021; $740M in 2022 year-to-date**
- Fragmented U.S. market – top 10 dealer groups sell ~9% of industry units
- Repurchased ~2.7 million shares since the 3rd quarter of 2021, representing 20% of our share count
- No controlling shareholder to control capital allocation decision-making
- Rent-adjusted leverage of 1.8x, as of September 30, 2022, leaves plenty of cushion for additional debt borrowings for M&A if needed

PARTS & SERVICE GROWTH OUTPERFORMANCE

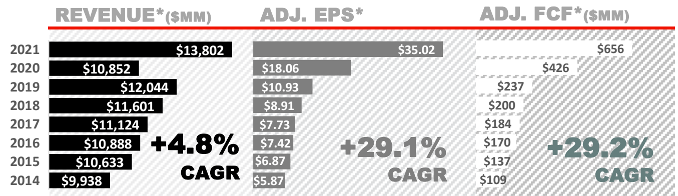
- **Consistent outperformance of the peer group's average same store growth rate over the past several years**
- Numerous initiatives have driven this consistent outperformance:
  - Unique 4-day work week is a differentiator when hiring and retaining service techs
  - Unique centralized call center provides outstanding customer service
  - Digital applications have driven a ~40% penetration in convenient online appointment making

GEOGRAPHIC DIVERSIFICATION

- Diversified our U.S. footprint with the Prime acquisition in 4Q 2021
- **#1 automotive retailer in the state of Texas** – a very strong and growing economy benefitting from numerous corporate relocations, low taxes, low regulation, and leading energy transition initiatives
- U.K. market is generating record profits and has significant pent-up demand from both Brexit and very strict pandemic lockdowns
- Brazil divested in July 2022

DIGITAL INNOVATION

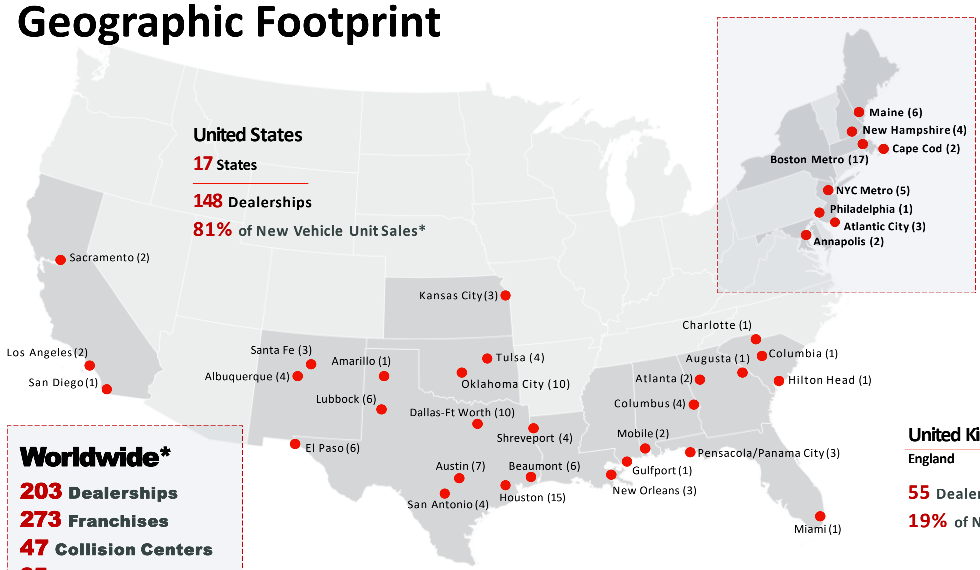
- AcceleRide®, our state-of-the-art omni-channel platform, is driving retention and efficiencies
- **77% YoY growth in units sold through AcceleRide® in 2021**
- AcceleRide® customers result in double-digit customer retention improvement
- Salespeople are over 25% more productive versus pre-COVID with the help of AcceleRide®
- Best in class online service scheduling utilization



*Based on FY21 consolidated results; includes Brazil discontinued operations

Geographic Footprint

United States
17 States
148 Dealerships
81% of New Vehicle Unit Sales*



Worldwide*
203 Dealerships
273 Franchises
47 Collision Centers
35 Brands

Acquiring Prime Automotive Group *transformed* Group 1's scale & footprint

United Kingdom
England
55 Dealerships
19% of New Vehicle Unit Sales*

*As of October 26, 2022. Sales based on YTD consolidated results as of September 30, 2022; excludes Brazil discontinued operations.

Texas Facts: #1 in Economic Opportunity

Group 1 will continue to benefit from Texas's sustained economic growth

Group 1 is the #1 auto retailer in Texas
38% of GPI's 3Q22 NV unit sales

Texas continues to be the fastest growing state with 8 of the 30 fastest-growing cities in the U.S.[1]

Texas is the leading destination for companies relocating from other states.[5]

The Houston region has the talent, expertise, and infrastructure needed to lead the global energy transition to a low-carbon world. Clean hydrogen, alongside carbon capture, use and storage, are among the key technology areas where Houston is set up to succeed.

#1

BEST STATE FOR BUSINESS by Chief Executive Magazine since 2004.[2]

U.S. Exporter for 20 years in a row.[5]

in U.S. GDP growth in 4Q21.[8]

in corporate facility expansion projects since 2012.[3]

for Growth Prospects by Forbes in 2021[4]

Texas experienced record job growth in 1Q22 [6]

FORTUNE 500

Texas leads all other states with 53 of 2022's Fortune 500 headquarters in Texas [7]

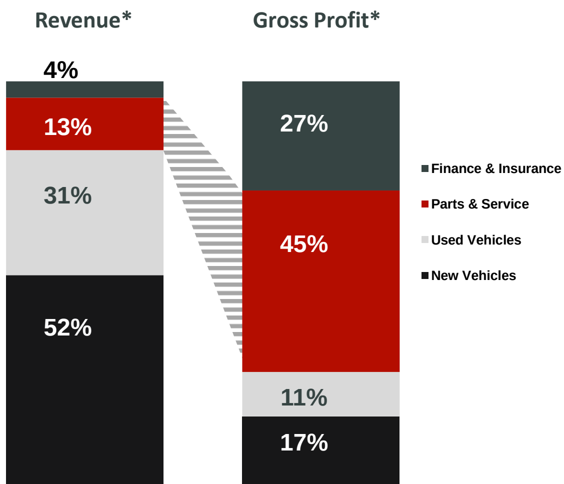
+ BEST-IN-CLASS business climate
+ REASONABLE regulations
+ AFFORDABLE cost of living
+ NO PERSONAL INCOME TAX

[1]wallethub.com/edu/fastest-growing-cities/7010 and https://gov.texas.gov/business/page/workforce; [2]Bragging Rights, 2021 (https://gov.texas.gov); [3]https://www.houston.org/news/texas-once-again-leads-us-economic-development-wins#;; [4]https://businessintexas.com/news/texas-enters-2021-as-worlds-9th-largest-economy-by-gdp; [5]https://gov.texas.gov/uploads/images/business/TXbytheNumbers.png; [6]according to the Texas Workforce Commission; [7]https://businessintexas.com/news/texas-is-no-1-in-number-of-fortune-500-companies; [8]https://businessintexas.com/news/texas-economic-dominance-continues-ranks-no-1-in-u-s-in-gdp-growth/

Traditional Business Mix

Parts & Service is the heart of Group 1's business model and generates ~45% of total gross profit.

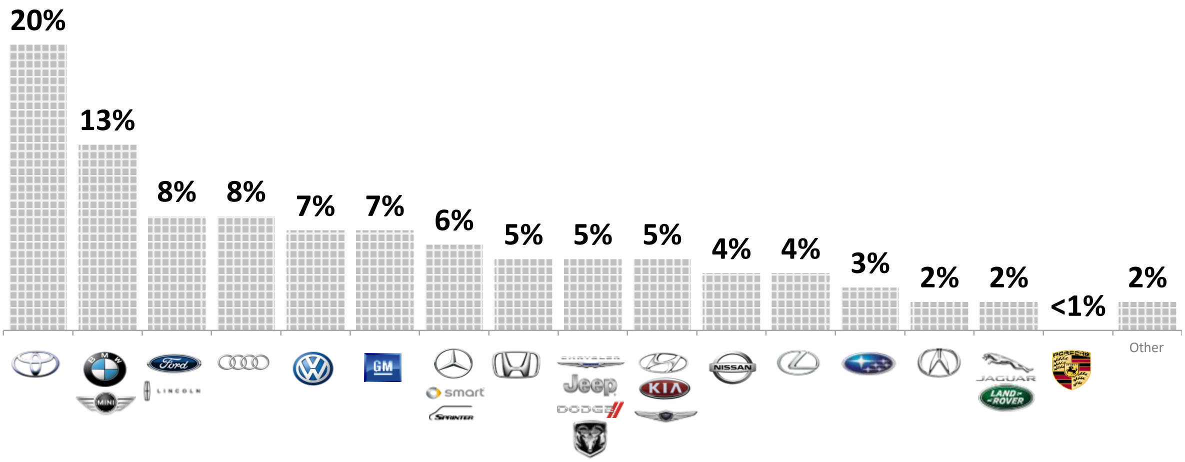
Parts & Service has traditionally only declined around mid-single digits during a recession, which provides stable, high-margin performance to help offset the cyclical nature of new vehicle sales.



*May not add to 100% due to rounding; based on 2019 full-year results; includes Brazil discontinued operations.

Total Consolidated New Vehicle Brand Mix 3Q22 YTD

The Company's brand diversity allows it to reduce the risk of evolving consumer preferences.



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Transformational Growth Strategy

Capital Allocation	▪ First priority for capital allocation is growing the company through acquisitions ▪ $2.5B in acquired revenues in 2021 and $740M 2022 YTD ▪ Between the 3Q21 and 3Q22 earnings release dates GPI repurchased ~3.7 million common shares, or 20% of the Company's outstanding common shares, at an average price of $177.80, for a total of $651.5 million ▪ Business model generates strong adjusted free cash flow to fund growth -- $656M in 2021* ▪ Leverage of 1.8x leaves plenty of cushion for additional debt borrowings for M&A if needed
Parts & Service	▪ Heart of the business model which historically contributes ~45% of gross profit ▪ Innovative developments, such as digital service scheduling ▪ Unique 4-day work week and centralized call center initiatives driving growth ▪ Increasing vehicle complexity (including electric vehicles) continues to favor franchised dealers ▪ Acquisitions average several percentage points of higher growth versus the company average as we move new dealerships onto our operating processes
Used Vehicles	▪ Stable U.S. market with ~41M units sold in 2021 according to NADA ▪ Very fragmented market with franchised dealers having < 40% market penetration ▪ GPI grew U.S. same store used retail units by 15% in 2021 ▪ Franchised dealers have supply advantage through NV trade-ins, lease returns, OEM closed auctions, and service lane marketing
Digital Retail	▪ AcceleRide® digital platform with 77% YoY growth in FY21 ▪ Customers using AcceleRide® close at a significantly higher rate than non-digital customers ▪ All the functionality of the used-only online retailers ▪ Allows for increased employee productivity ▪ Best in class online service scheduling utilization

*Includes Brazil discontinued operations

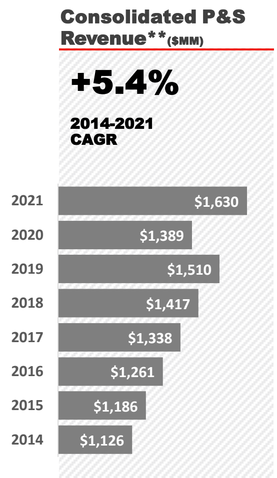
Balanced Capital Allocation

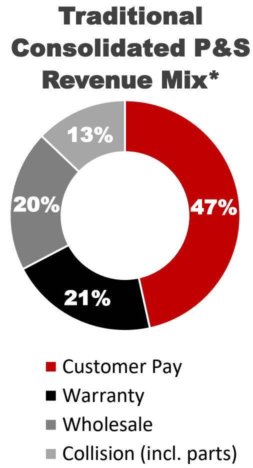
	2016	2017	2018	2019-20	2021	2022 YTD
M&A	Acquisitions: $660M (21 franchises)	Acquisitions: $490M (20 franchises)	Acquisitions: $615M (17 franchises)	Acquisitions: $430M (15 franchises)	Acquisitions: $2.5B (58 franchises)	Acquisitions: $740M (9 franchises)
	Dispositions: $240M	Dispositions: $35M	Dispositions: $195M	Dispositions: $300M	Dispositions: $155M	Dispositions: $265M
	Capex: $101M	Capex: $98M	Capex: $110M	Capex: $172M	Capex: $100M	Capex: $83M
Dividends Cash paid per share	$0.91	$0.97	$1.04	$1.69	$1.33	$1.11
Buybacks	Share Reduction: ≈10%	Share Reduction: ≈3%	Share Reduction: ≈14%	Share Reduction: ≈5%	Share Reduction: ≈6%	Share Reduction: ≈16%
	Shares Repurchased: 2.3M shares at avg. price of $55.90 for total of $127.6M	Shares Repurchased: 0.6M shares at avg. price of $61.75 for total of $40.1M	Shares Repurchased: 2.8M shares at avg. price of $63.75 for total of $181.7M	Shares Repurchased: 0.9M shares at avg. price of $92.98 for total of $81.6M	Shares Repurchased: 1.1M shares at avg. price of $190.82 for total of $210.6M	Shares Repurchased: 2.7M shares at avg. price of $171.10 for total of $459.5M

Parts & Service Overview

3Q22 YTD U.S. SS P&S Sales
+13.9%YoY

- Stability of free cash flow through economic cycles.
- Above sector-average growth through our strategic emphasis on customer service
- Attractive benefits including a 4-day work week for service departments
- Increasing vehicle complexity favors franchised dealers
- Easy online booking, status and access for customers via dealership apps
- Improved efficiencies and closing rates through customer management software (CMS) and technology
- Increased retention by targeting points of defection and enhancing customer touch points
- Acquisitions average several percentage points of higher growth versus the company average as we move new dealerships onto our operating processes
- 14% growth in same store technician headcount during 3Q22 versus 3Q21





**Includes Brazil discontinued operations

*May not add to 100% due to rounding, based on FY19 results

Battery Electric Vehicle ("BEV") Parts and Service Outlook

Our dealerships are equipped to service all powertrain types

Group 1 is investing in the tooling & technician training for all brands

We are adding EV lifts, battery replace & repair tools, and charging stations where needed

We are equipping collision centers in metro areas to repair all types of EVs, including electric delivery vans

Multiple collision centers have been recognized for EV repair for several years

According to Edmunds.com, the 5-year maintenance cost of a 2021 Nissan Leaf BEV is $3,119 and the 5-year maintenance cost of a 2021 Toyota Corolla is $3,460 -- an immaterial difference.

A 4 year & 50,000 mile extended warranty for a Tesla Model S costs $4,250 according to Tesla's web site as of April 2022. This is slightly more than Group 1 charges on average for a Lexus LS extended warranty with the same year/mileage terms. This is because BEV's still require repairs, even though low-margin maintenance services such as oil changes are no longer required.

Group 1's analysis shows that we generate more revenue per repair order for vehicles with alternative powertrains.

As vehicle complexity continues to increase, it becomes more difficult for do-it-yourself ("DIY") and independent service shops to compete against franchised dealers who have the capital, special tools, training, and software access to make more complicated repairs.

AcceleRide Digital Platform Summary

AcceleRide drives customer loyalty, retention, and employee efficiencies

Buy A Ride

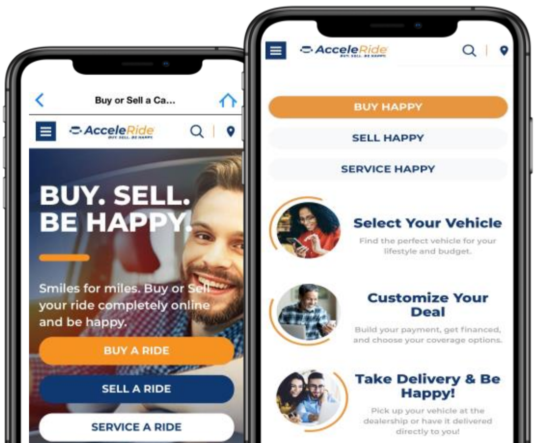
- Inventory selection of new, used, and CPO provides identical user experience
- Online financing available via nationwide network of lenders
- Delivery anywhere in the country or FREE local delivery or pickup
- Integrated vehicle trades
- Emails convert customers over to AcceleRide from 3rd party sites, landing them into the experience with the same vehicle
- Smooth transition from online to in-person shopping creates significant employee efficiencies
- Modular process, not limited to linear steps
- Seamless online payment processing
- Online e-signature functionality

Sell A Ride

- Instant cash offer
- Offer valid for 7 days or 250 miles
- Home pick-up available
- Electronic Zelle payment made within one hour

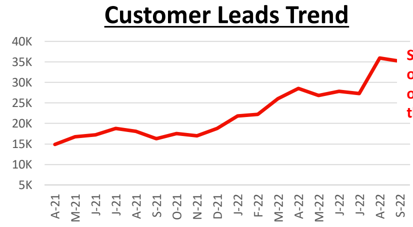
Service A Ride

- Intuitive online scheduling interface
- Select state & preferred dealership
- Option to reserve a loaner vehicle
- Collision center scheduling also available
- ~40% of service appointments are now made online, eliminating significant company cost

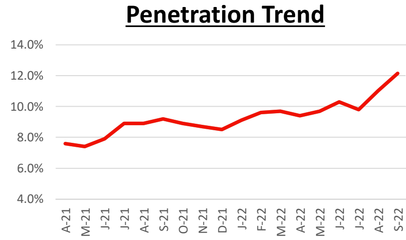


AcceleRide Growth Profile

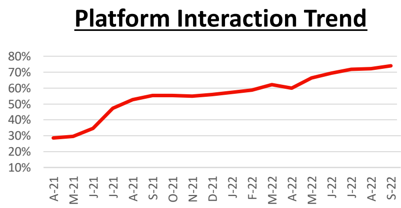
In September 2022 74% of vehicles sold utilized at least 1 component of the AcceleRide platform



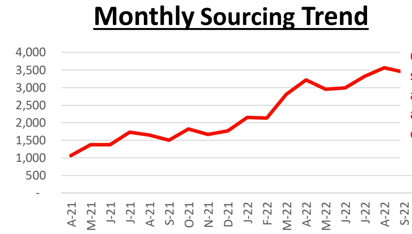
Significant growth in # of customer leads originating through the platform



Significant growth in % of sales originating through the platform



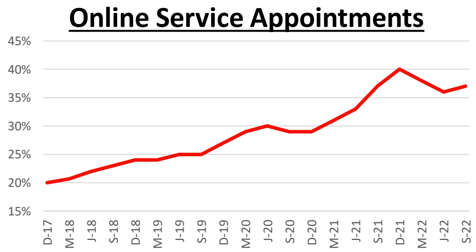
The % of transactions using at least 1 element of AcceleRide continues to increase



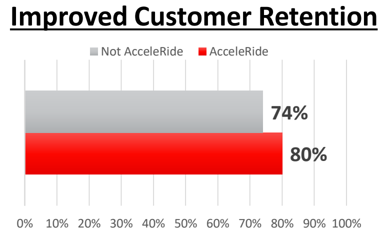
Our used vehicle sourcing has moved away from public auctions with the help of AcceleRide

AcceleRide Reach & Retention

AcceleRide allows us to reach more customers and drives loyalty after the sale



Easy online appointment -making capabilities result in customer efficiency and reduced employee headcount



Our customer retention metrics are ~10% higher on AcceleRide deals, driving loyalty after the sale

3Q22 AcceleRide F&I PRU vs U.S. Total

F&I PRU through AcceleRide is higher due to customers taking more time to perform their own research, and our ability to focus them on specific products they have viewed

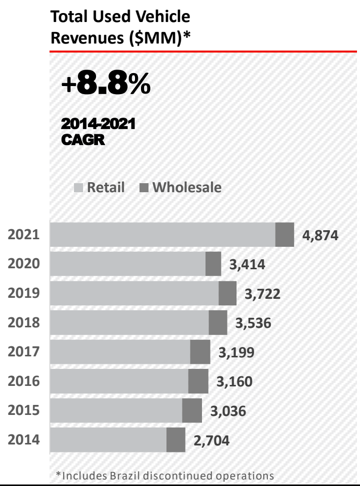
Local Customers Drive Aftersales

Delivery Radius	%
> 400 miles	13%
300 - 399 miles	2%
200 - 299 miles	4%
100 -199 miles	10%
Local	71%

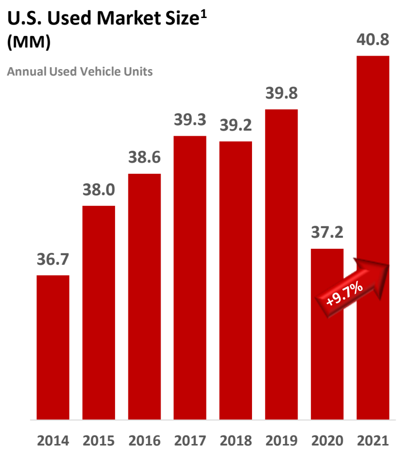
71% of deliveries are local -- giving us the opportunity to provide future service through our outstanding aftersales operations

Used Vehicle Overview

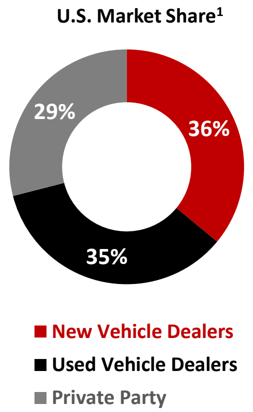
GPI Outperforms the Used Vehicle Industry
FY21 GPI U.S. Same Store Unit Sales: +15% YoY
FY21 U.S. Used Market Unit Sales: +10% YoY



*Includes Brazil discontinued operations



[1]Source: NADA-U.S. 2021 Used Vehicle Sales

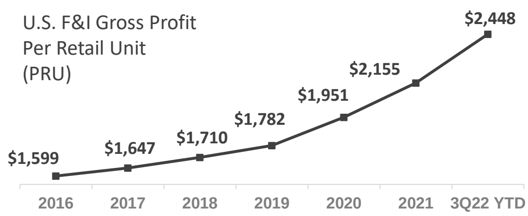


Finance & Insurance Overview

3Q22 YTD U.S. Same Store F&I GP PRU: +19% YoY

Improved F&I profitability via focus on compliance & growth includes:

- Consolidation of lender base
- Integration of compliance, training and benchmarking to offer a consistent and transparent experience for internal and external customers
- Consistent growth in product penetration
- Our F&I PRU has not been adversely impacted by the shift to online retailing



U.S. F&I Penetration & Gross Profit PRU

	2019	2020	2021	Sep 22 YTD
Finance	72%	73%	73%	**71%**
VSC	42%	44%	45%	**45%**
GAP	28%	29%	28%	**26%**
Maintenance	14%	14%	15%	**18%**
Sealant	29%	32%	38%	**50%**
Gross Profit	$1,782	$1,951	$2,155	**$2,448**

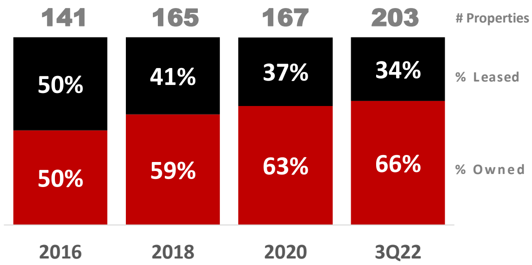
Real Estate Strategy

Dealership Property Breakdown by Region

(as of September 30, 2022)

Region	Dealerships Owned	Dealerships Leased
United States	109	39
United Kingdom	25	30
Total	134	69

Owned vs. Leased Property Trend



GPI is shifting toward owning more real estate:

Control of dealership real estate is a strong strategic asset

Ownership means better flexibility and lower cost

As of September 30, 2022, the Company owned ~$1.8B of gross real estate (66% of dealership locations) financed through ~$0.8B of mortgage debt.

Interest Rate Exposure

At 9/30/22, Group 1's total debt balance was $2.7 billion:

- ~$800 million of mortgage debt
- ~$750 million of bond debt
- ~$750 million of floorplan debt
- ~$200 million of acquisition line debt
- ~$200 million of other debt including finance leases

77% of this debt is fixed rate when considering our swaps

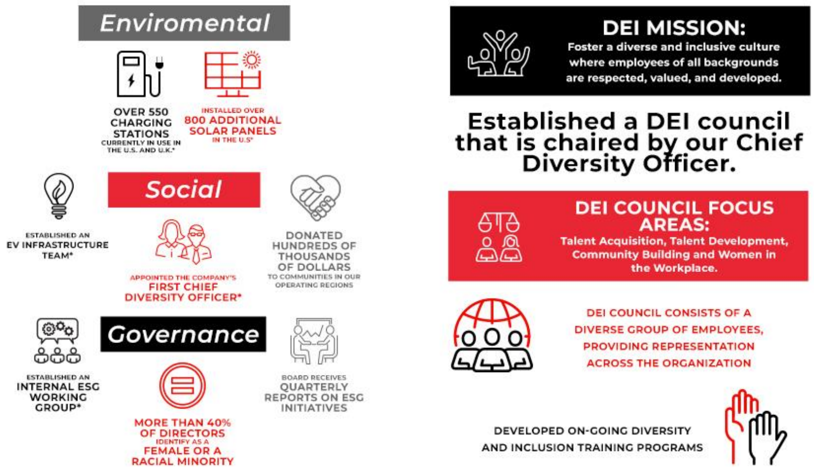
A 100 bp increase in rates would decrease annual EPS by only $0.32 at current debt levels

The table to the right displays our future floorplan swap layers and the weighted average fixed SOFR rates

in millions	Swap Balance	Fixed Rate
2022	**$425**	**1.41%**
2023	**$425**	**1.41%**
2024	**$525**	**1.32%**
2025	**$525**	**1.41%**
2026	**$450**	**1.24%**
2027	**$300**	**1.12%**
2028	**$250**	**1.11%**
2029	**$200**	**1.21%**
2030	**$200**	**1.21%**
2031	**$100**	**0.67%**

ESG and DEI Highlights

Group 1 is rated as low ESG risk and ranked in the top 10^{th} percentile out of ~15,000 companies covered by Sustainalytics



*In 2021 specifically and/or As of 12/31/2021

Group 1's Management Team

Earl Hesterberg
CEO and Director

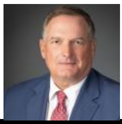
Joined GP1 April 2005
(Retiring 12/31/22)
35+ Years Industry Experience
Manufacturer and Automotive Retailing Experience

Daryl Kenningham
President, COO and Director

Joined GP1 July 2011
(Assuming CEO role 1/1/23)
35+ Years Industry Experience
Manufacturer and Automotive Retailing Experience

Daniel McHenry
SVP and CFO

Joined GP1 February 2007
15+ Years Industry Experience
Public Accounting and Automotive Retailing Experience



Pete DeLongchamps
SVP, Financial Services and Manufacturer Relations

Joined GP1 July 2004
35+ Years Industry Experience
Manufacturer and Automotive Retailing Experience

Darryl Burman
SVP and General Counsel

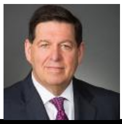
Joined GP1 December 2006
25+ Years Industry Experience
Automotive-related Experience

Michael Jones
SVP, Aftersales

Joined GP1 April 2007
40+ Years Industry Experience
Automotive-related Experience

Edward McKissic
SVP, CHRO and Chief Diversity Officer

Joined GP1 May 2021
30+ Years of HR Strategy Experience
Manufacturer, Consumer Products, Technology, and Automotive Retailing Experience



Frank Grese
SVP, Training, Operations Support and Employee Communications

Joined GP1 December 2004
40+ Years Industry Experience
Manufacturer and Automotive Retailing Experience

Group 1’s Core Values

Integrity

We conduct ourselves with the highest level of ethics both personally and professionally when we sell to and perform service for our customers without compromising our honesty

Transparency

We promote open and honest communication between each other and our customers

Professionalism

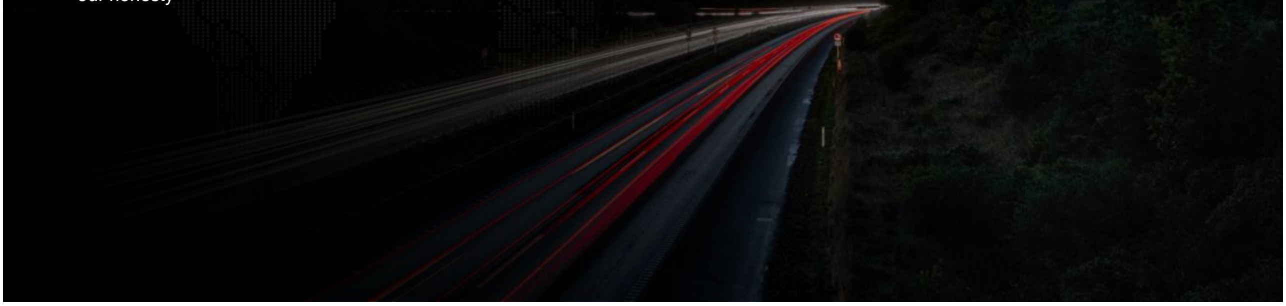
We set our standards high so that we can exceed expectations and strive for perfection in everything we do

Teamwork

We put the interest of the group first, before our individual interests, as we know that success only comes when we work together

Respect

We treat everyone, customers and colleagues alike, with dignity and equality



Conclusion

- Successful transformation of Company via largest single acquisition in company history, completion of $3.2B in acquired revenues since beginning of 2021, and strategic divestiture of Brazil in July 2022
- Proven track record of consistent operational execution that has resulted in a strong earnings and cash flow trajectory
- Flexibility of the business model has been proven over two recessions and a pandemic by never losing money on an operating basis in ANY quarter in the history of the company
- State-of-the-Art digital retailing platform has grown significantly and allows for a much lower cost structure as it gains scale
- Strong aftersales and EPS growth trajectory
- Concentration in the state of Texas is a tailwind based on strong population and business growth due to low taxes and regulation
- Liquidity and leverage profile is very strong
- Flexible & balanced capital allocation

Non-GAAP Financial Measures, Same Store Data, and Other Data

In addition to evaluating the financial condition and results of our operations in accordance with U.S. GAAP, from time to time our management evaluates and analyzes results and any impact on the Company of strategic decisions and actions relating to, among other things, cost reduction, growth, profitability improvement initiatives, and other events outside of normal, or "core," business and operations, by considering alternative financial measures not prepared in accordance with U.S. GAAP. In our evaluation of results from time to time, we exclude items that do not arise directly from core operations, such as non-cash asset impairment charges, out-of-period adjustments, legal matters, gains and losses on dealership franchise or real estate transactions, and catastrophic events, such as hailstorms, hurricanes, and snow storms. Because these non-core charges and gains materially affect the Company's financial condition or results in the specific period in which they are recognized, management also evaluates, and makes resource allocation and performance evaluation decisions based on, the related non-GAAP measures excluding such items. This includes evaluating measures such as adjusted selling, general and administrative expenses, adjusted net income, adjusted diluted earnings per share, and constant currency. These adjusted measures are not measures of financial performance under U.S. GAAP, but are instead considered non-GAAP financial performance measures. Non-GAAP measures do not have definitions under U.S. GAAP and may be defined differently by, and not be comparable to similarly titled measures used by, other companies. As a result, any non-GAAP financial measures considered and evaluated by management are reviewed in conjunction with a review of the most directly comparable measures calculated in accordance with U.S. GAAP. We caution investors not to place undue reliance on such non-GAAP measures, but also to consider them with the most directly comparable U.S. GAAP measures.

In addition to using such non-GAAP measures to evaluate results in a specific period, management believes that such measures may provide more complete and consistent comparisons of operational performance on a period-over-period historical basis and a better indication of expected future trends. Our management also uses these adjusted measures in conjunction with U.S. GAAP financial measures to assess our business, including communication with our Board of Directors, investors, and industry analysts concerning financial performance. We disclose these non-GAAP measures, and the related reconciliations, because we believe investors use these metrics in evaluating longer-term period-over-period performance, and to allow investors to better understand and evaluate the information used by management to assess operating performance. The exclusion of certain expenses in the calculation of non-GAAP financial measures should not be construed as an inference that these costs are unusual or infrequent. We anticipate excluding these expenses in the future presentation of our non-GAAP financial measures.

In addition, we evaluate our results of operations on both an as reported and a constant currency basis. The constant currency presentation, which is a non-GAAP measure, excludes the impact of fluctuations in foreign currency exchange rates. We believe providing constant currency information provides valuable supplemental information regarding our underlying business and results of operations, consistent with how we evaluate our performance. We calculate constant currency percentages by converting our current period reported results for entities reporting in currencies other than U.S. dollars using comparative period exchange rates rather than the actual exchange rates in effect during the respective periods. The constant currency performance measures should not be considered a substitute for, or superior to, the measures of financial performance prepared in accordance with U.S. GAAP. The Same Store amounts presented include the results of dealerships for the identical months in each period presented in comparison, commencing with the first full month in which the dealership was owned by us and, in the case of dispositions, ending with the last full month it was owned by us. Same Store results also include the activities of our corporate headquarters.

Certain amounts in the financial statements may not compute due to rounding. All computations have been calculated using unrounded amounts for all periods presented.

Cash Flow Summary

(unaudited, $MM)	2014	2015	2016	2017	2018	2019	2020	2021	Sep 22 YTD
Net Income	$ 93	$ 94	$ 147	$ 213	$ 158	$ 174	$ 286	$ 552	$ 595
Depreciation Expense	42	47	51	58	67	72	76	79	67
Asset Impairments	42	88	33	20	44	22	38	79	7
Deferred Income Taxes	12	12	14	(46)	3	16	(1)	31	17
Stock-Based Compensation	16	19	21	19	19	19	32	28	21
Loss on Extinguishment of Debt	46	—	—	—	—	—	14	4	—
Change in Operating Lease Assets	—	—	—	—	—	28	24	25	23
Change in Working Capital	(51)	(114)	116	(70)	2	41	337	462	(159)
Other	(3)	(5)	2	2	(23)	(1)	—	(1)	(37)
Operating Cash Flow (GAAP)	**$ 198**	**$ 141**	**$ 384**	**$ 197**	**$ 270**	**$ 371**	**$ 805**	**$ 1,260**	**$ 533**
Change in Floorplan notes payable — credit facilities and other, excluding floorplan offset account and net acquisitions and dispositions	6	100	(113)	89	62	(43)	(314)	(491)	188
Change in Floorplan notes payable — manufacturer affiliates associated with net acquisitions and dispositions and floorplan offset activity	3	3	—	(3)	(22)	4	12	(13)	9
Adjusted Operating Cash Flow (Non-GAAP)	**$ 207**	**$ 244**	**$ 271**	**$ 282**	**$ 310**	**$ 332**	**$ 504**	**$ 755**	**$ 730**
Cap Ex	(98)	(107)	(101)	(98)	(110)	(95)	(77)	(100)	(83)
Adjusted Free Cash Flow (Non-GAAP)	**$ 109**	**$ 137**	**$ 170**	**$ 184**	**$ 200**	**$ 237**	**$ 426**	**$ 656**	**$ 647**

Certain numbers may not compute due to rounding; includes Brazil discontinued operations

Reconciliation:
Adjusted Total Earnings Per Share (Non-GAAP)

Reconciliation of Total Diluted Earnings (Loss) per Share (EPS) *(unaudited, $MM)*	2014	2015	2016	2017	2018	2019	2020	2021
As Reported EPS	$3.60	$3.90	$6.67	$10.08	$7.83	$9.34	$15.51	$30.11
After tax adjustments:								
Non-cash asset impairment charges	1.05	3.09	0.93	0.59	1.65	0.94	1.69	0.07
(Gain) loss on real estate and dealership transactions	(0.28)	(0.21)	(0.03)	0.03	(0.95)	(0.13)	(0.23)	(0.19)
Loss on extinguishment of long-term debt	1.50	–	–	–	–	–	0.58	–
Catastrophic Events	0.07	0.04	0.17	0.45	0.20	0.72	–	0.12
Severance Costs	0.03	0.02	0.05	0.01	–	–	0.10	–
Legal Matters	0.01	0.03	(0.33)	(0.03)	0.21	0.05	(0.12)	(0.23)
Acquisitions costs including related tax impact	0.01	–	0.02	0.01	–	–	–	0.57
Non-deductible goodwill	(0.13)	–	–	–	–	–	–	–
Allowance for uncertain tax positions	–	–	–	0.04	–	–	–	–
Foreign transaction tax	0.01	–	0.01	–	–	–	–	–
Foreign deferred income tax benefit	–	–	(0.07)	–	–	–	–	–
Tax Rate Changes	–	–	–	(3.45)	(0.03)	–	–	(0.10)
Out-of-period adjustments	–	–	–	–	–	–	0.53	–
Loss on interest rate swaps	–	–	–	–	–	–	–	0.20
Discontinued operations: debt redemption and non-cash CTA losses	–	–	–	–	–	–	–	4.48
Adjusted Diluted EPS	**$ 5.87**	**$ 6.87**	**$ 7.42**	**$ 7.73**	**$ 8.91**	**$ 10.93**	**$ 18.06**	**$ 35.02**

*Includes Brazil discontinued operations www.group1auto.com