

Boyd Group Services Inc.

Q3 2023 Fact Sheet



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 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 10, 2023): C\$243.90
52-week Range: C\$197.66-256.90
Shares Outstanding: 21.5M
Market Capitalization: C\$5,237.1M
Annualized Dividend (per share): C\$0.600
Current Yield: 0.25%

MANAGEMENT

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

DIRECTORS

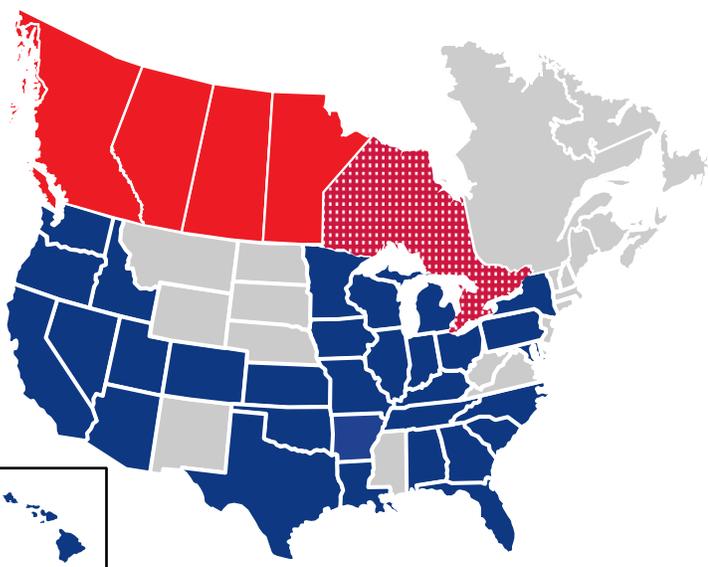
David Brown (Independent Chair)
Brock Bulbuck
Robert Espey
Christine Feuell
Robert Gross
John Hartmann
Violet Konkle
Timothy O'Day
William Onuwa
Sally Savoia

CONTACT INFORMATION

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COLLISION LOCATIONS

907 Locations Across North America



BOYD AUTOBODY & GLASS (CANADA)

- Alberta 16
- British Columbia 14
- Manitoba 12
- Saskatchewan 4

Total Locations 46

ASSURED AUTOMOTIVE (CANADA)

- Ontario 81

Total Locations 81

GERBER COLLISION & GLASS (U.S.)

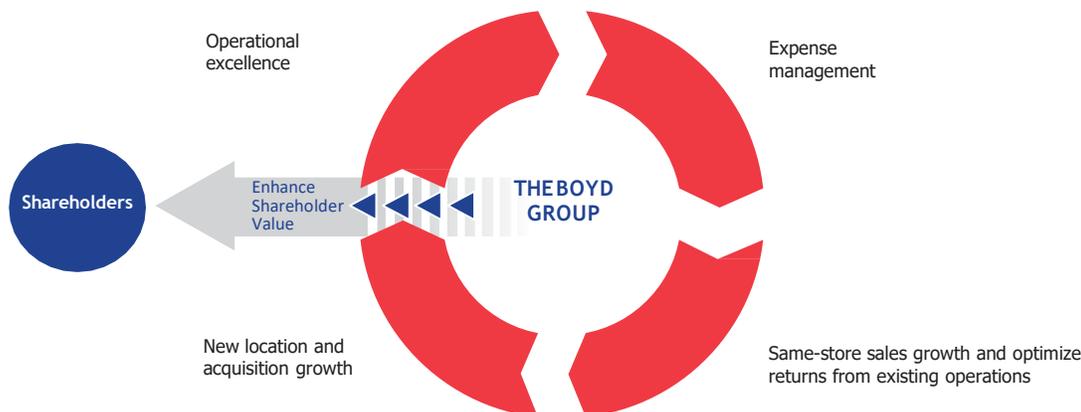
- Florida 76
- Michigan 75
- Illinois 67
- California 45
- New York 42
- Washington 38
- Wisconsin 37
- North Carolina 36
- Georgia 35
- Ohio 34
- Indiana 33
- Texas 30
- Oklahoma 27
- Arizona 25
- Colorado 22
- Louisiana 22
- South Carolina 20
- Maryland 13
- Missouri 12
- Tennessee 12
- Kansas 11
- Oregon 11
- Pennsylvania 11
- Alabama 10
- Nevada 8
- Minnesota 6
- Hawaii 5
- Utah 5
- Iowa 4
- Kentucky 4
- Arkansas 3
- Idaho 1

Total Locations 780



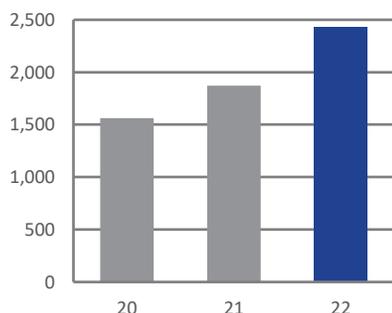
The number of collision locations include 33 intake locations in Canada, and 3 intake locations and two fleet locations co-located with collision repair centers in the U.S.

BUSINESS STRATEGY

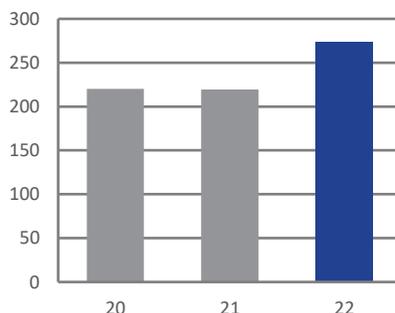


FINANCIAL SUMMARY

SALES (US\$ millions)



ADJUSTED EBITDA* (US\$ millions)



Three months ended

Nine months ended

(in US\$ millions, except per share and % amounts)	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
Sales	\$737.8	\$625.7	\$2,206.0	\$1,795.2
Gross Profit	\$333.8	\$282.3	\$1,003.6	\$805.2
Adjusted EBITDA*	\$94.0	\$73.0	\$274.0	\$198.8
Adjusted EBITDA Margin*	12.7%	11.7%	12.4%	11.1%
Adjusted Net Earnings*	\$21.5	\$12.1	\$69.7	\$27.8
Adjusted Net Earnings* per share	\$1.00	\$0.56	\$3.25	\$1.29

*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 November 10, 2023) for the period ended September 30, 2023. A copy of Boyd's MD&A filing (dated November 10, 2023) for the period ended September 30, 2023, can be accessed via the SEDAR+ website (www.sedarplus.ca)

INVESTOR RELATIONS

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ANALYST COVERAGE

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Kate McShane
Goldman Sachs & Co.

Bret Jordan
Jefferies

Jonathan Lamers
Laurentian Bank Securities

Zachary Evershed
National Bank Financial

Steve Hansen
Raymond James

Sabahat Khan
RBC Capital Markets

Michael Doumet
Scotia Capital

Derek J. Lessard
TD Securities

SUMMARY

STABILITY

+

GROWTH

=

SHAREHOLDER VALUE



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



- ✓ US\$41.0 billion fragmented industry
- ✓ High ROIC growth strategy
- ✓ Market leader/consolidator in North America



- ✓ Cash dividends/conservative payout ratio
- ✓ 5-year total shareholder return of 106.83%

Focus on
enhancing
shareholders'
value