GROUP 1 AUTOMOTIVE®

Third Quarter 2023
Financial Results

Investor Presentation

October 25, 2023

GPI LISTED NYSE

AcceleRide®
BUY. SELL. BE HAPPY.

Forward-Looking Statements

GROUP 1 AUTOMOTIVE®

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 and business strategy, including the annualized revenues of recently completed acquisitions or dispositions and other benefits of such currently anticipated or recently completed acquisitions or dispositions. These forward-looking statements 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) general economic and business conditions, (b) the level of manufacturer incentives, (c) the future regulatory environment, (d) our ability to obtain an inventory of desirable new and used vehicles, (e) our relationship with our automobile manufacturers and the willingness of manufacturers to approve future acquisitions, (f) our cost of financing and the availability of credit for consumers, (g) our ability to complete acquisitions and dispositions on a timely basis, if at all, and the risks associated therewith, (h) foreign exchange controls and currency fluctuations, (i) the impacts the armed conflicts in Ukraine and the Middle East and the ongoing labor strike in the U.S. involving automobile workers in the United Auto Workers labor union on our business and the supply chains upon which our business is dependent, (j) the impacts of continued inflation and any potential global recession, (k) our ability to maintain sufficient liquidity to operate, and (l) our ability to successfully integrate recent and future acquisitions.

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 Securities and Exchange Commission, 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

- **Consistent EPS growth**
- **Significant free cash flow generation.** Adjusted free cash flows of $803 million generated in 2022 and $448 million year-to-date 2023[1]

FLEXIBLE CAPITAL ALLOCATION

- Balanced M&A, share repurchases, and dividends
- **$4.5 billion in acquired revenues since the beginning of 2021**
- **Repurchased 4.7 million shares since the beginning of 2021** representing 26% of our share count
- No controlling shareholder to impact decision-making
- Low rent-adjusted leverage of 2.0x, as of September 30, 2023 – allow flexibility for M&A

PARTS & SERVICE GROWTH OUTPERFORMANCE

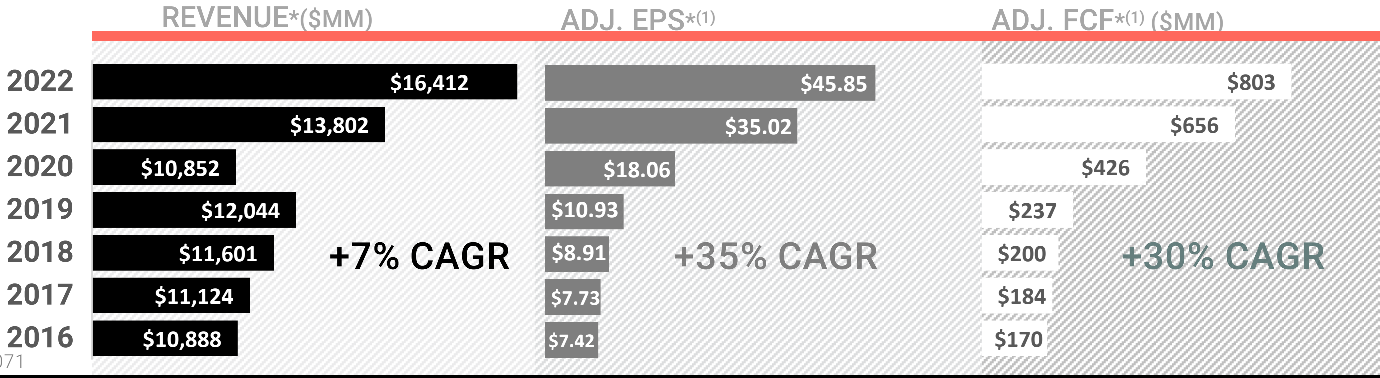
- **Consistent outperformance of the peer group's average same store growth rate over the past several years**
- Numerous initiatives have driven this consistent outperformance:
  - 4-day work week is a differentiator when recruiting service techs - same store tech headcount increased 6% versus September 2022
  - **#1 ranked call center** provides outstanding customer service[2]
  - Digital applications have driven a 36% penetration in online appointment making

GEOGRAPHIC DIVERSIFICATION

- **#1 automotive retailer in the state of Texas** – a strong and growing economy benefitting from low taxes and a favorable regulatory environment
- U.K. market is benefiting from pent-up demand from Brexit and strict pandemic lockdowns

DIGITAL INNOVATION

- AcceleRide®, our state-of-the-art omni-channel platform, is driving retention and efficiencies
- **Units sold through AcceleRide® increased YoY: 56% in 2022 and 78% in YTD September 2023** [3]
- Salespeople are >30% more productive versus pre-COVID with the help of AcceleRide®



*Based on consolidated results; includes Brazil discontinued operations
[1] See appendix in this presentation for the reconciliation of Non-GAAP measures
[2] Based on the 2023 PSI Service Telephone Effectiveness Study
[3] Retail units sold through AcceleRide:2021 FY-19,586, 2022 FY-30,463, 2022 Sep YTD-20,294 and 2023 Sep YTD-36,071

Diversified Geographic Footprint

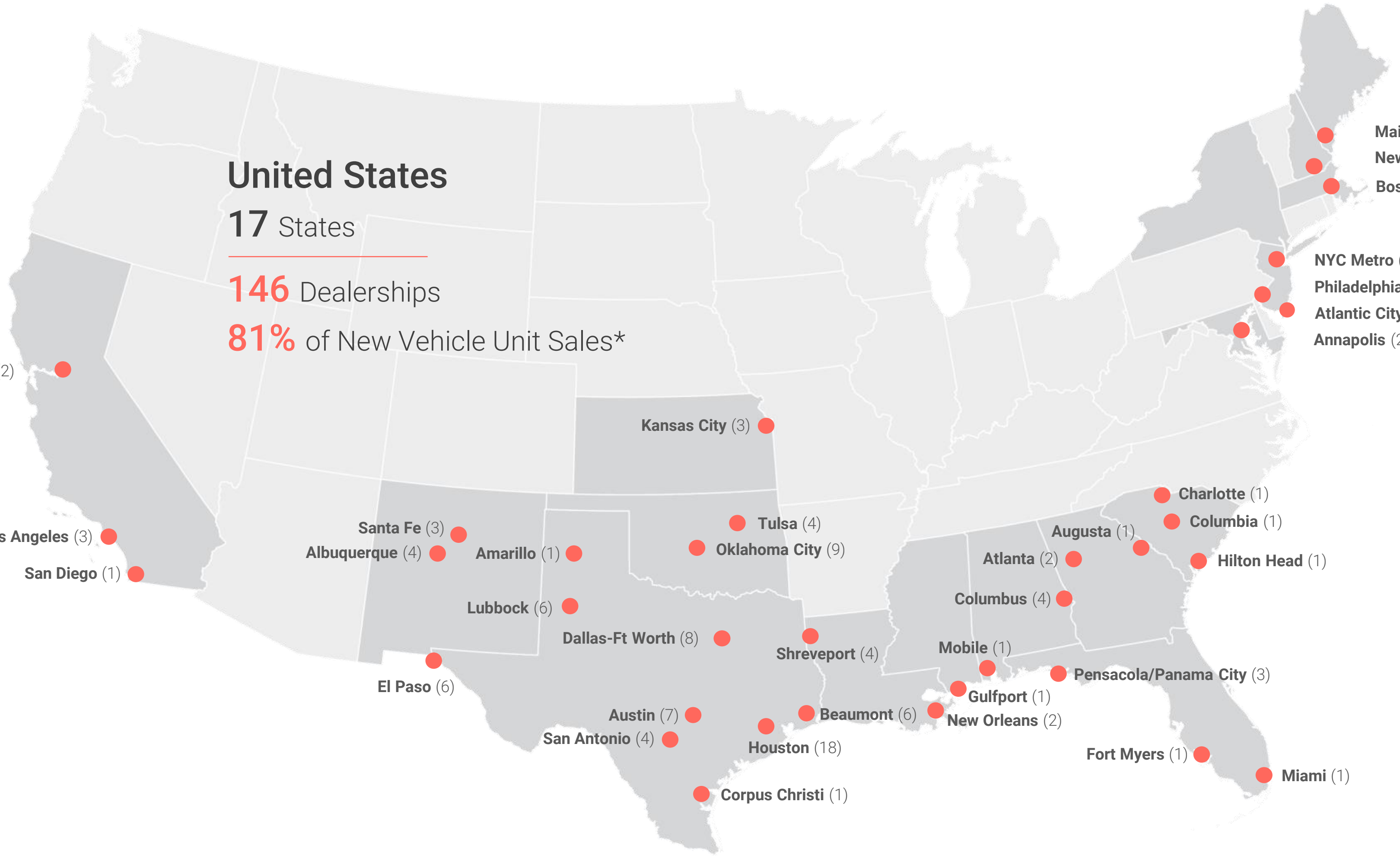
Worldwide*

201 Dealerships
269 Franchises
41 Collision Centers
35 Brands

United States

17 States

146 Dealerships
81% of New Vehicle Unit Sales*



United Kingdom

England

55 Dealerships
19% of New Vehicle Unit Sales*

*As of October 25, 2023; Sales based on YTD results as of September 30, 2023.

Exposure to Strong Economic Growth

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

Texas continues to be the **fastest growing state in the U.S.**[1]

Texas is the leading destination for companies relocating from other states.[2]

Texas is the **#1** U.S. Exporter for 21 years in a row.[2]

FORTUNE 500 Texas leads all other states with 55 of 2023's Fortune 500 headquarters.[3]

GROUP 1 AUTOMOTIVE

is the

#1 Auto Retailer

in Texas

40%

of GPI's 3Q23 NV unit sales

[1]https://gov.texas.gov/business/page/workforce
[2]https://gov.texas.gov/uploads/images/business/TXbytheNumbers.png
[3]https//gov.texas.gov/news/post/texas-again-leads-nation-with-most-fortune-500-headquarters

Business Diversification

Parts & Service business provides stability in economic cycles

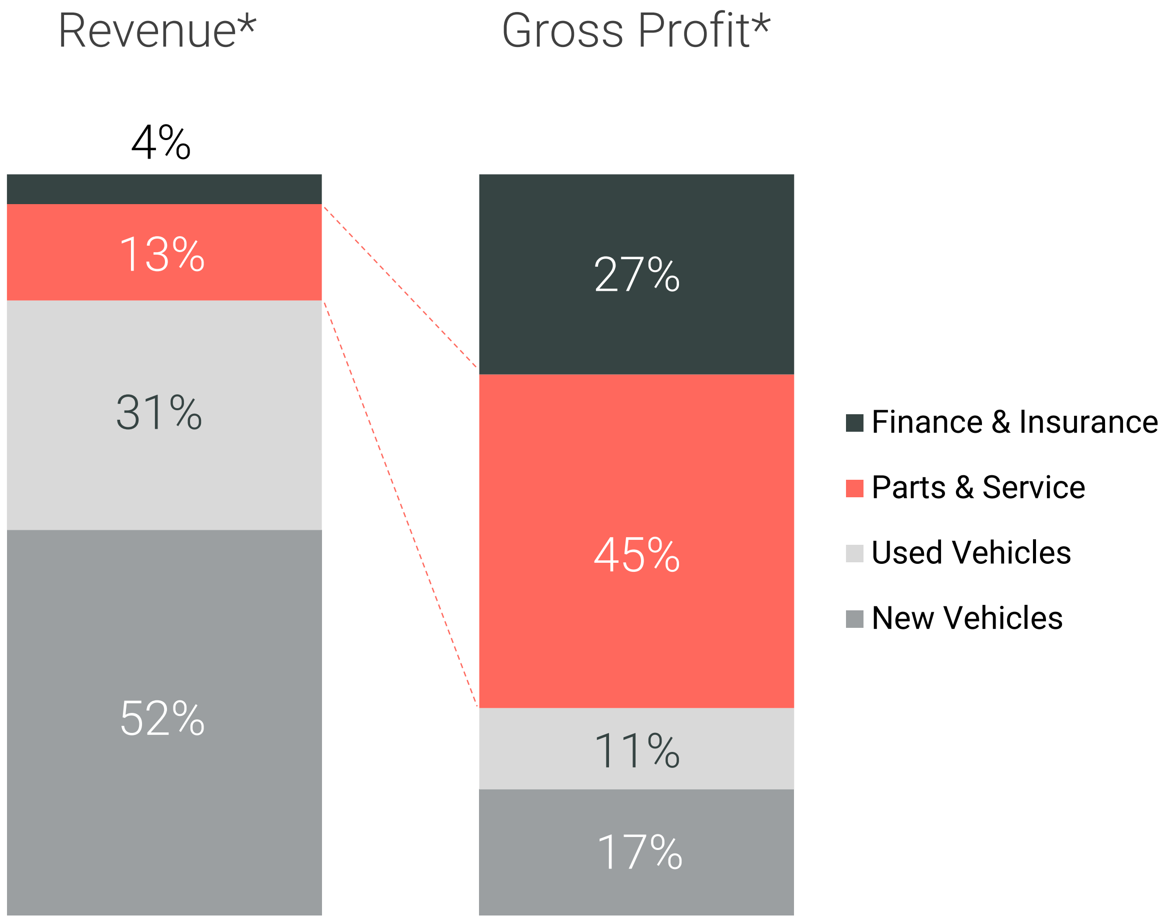
Parts & Service
is the heart of Group 1's business model and generates

~45%
of total gross profit

2023
Fixed Absorption

~110%*

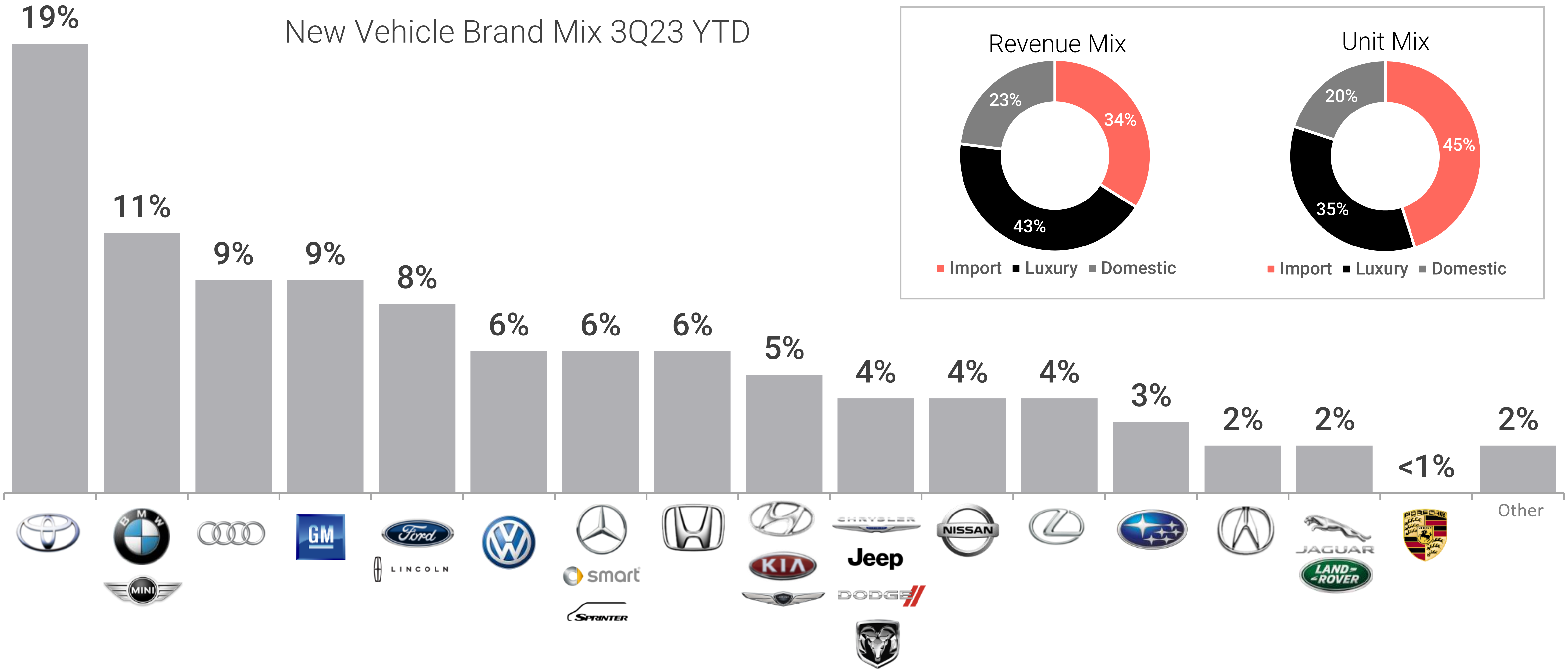
Parts & Service is a hedge to economic cycles. Historically declined around mid-single digits during a recession, which provides stability to help offset the cyclical nature of new vehicle sales.



*May not add to 100% due to rounding; based on 2019 full-year results; includes Brazil discontinued operations.
** Fixed absorption calculation: parts & service gross profit divided by total company fixed costs plus parts & service selling expenses

Brand Diversification

Brand diversity reduces risk from evolving consumer preferences



*Based on units sold; may not add to 100% due to rounding

Transformational Growth Strategy

Capital Allocation

- Key focus is growing the company through acquisitions and returning capital to shareholders
- $4.5B in acquired revenues since the beginning of 2021
- Fragmented U.S. market – top 10 dealer groups sell 10% of industry units
- Repurchased 4.7 million shares or 26% of our share count since the beginning of 2021

Parts & Service

- Heart of the business model which historically contributes ~45% of gross profit
- Driving growth through innovation - 4-day work week, centralized call center, digital service scheduling initiatives
- 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

- Typical U.S. market of ~40M units presents significant growth opportunity for GPI
- Fragmented market with franchised dealers having ~36% market penetration
- FY22 GPI U.S. same store used retail units were flat YoY as compared to a ~10% decline in the U.S. Market
- Franchised dealers have supply advantage through NV trade-ins, lease returns, OEM closed auctions, and service lane marketing

Digitizing the Sales process

- AcceleRide® digital platform unit growth YoY: 77% in FY21, 56% in FY22 and 78% September 2023 YTD
- Customers using AcceleRide® close at a higher rate than non-digital customers
- Increased employee productivity
- Best in class online service scheduling utilization

*See appendix in this presentation for the reconciliation of Non-GAAP measures

Balanced Capital Allocation

	2019-20	2021	2022	2023 YTD
M&A	Acquisitions: $430M (15 franchises) Dispositions: $300M Capex: $172M	Acquisitions: $2.5B (58 franchises) Dispositions: $155M Capex: $100M	Acquisitions: $940M (11 franchises) Dispositions: $265M(1) Capex: $113M	Acquisitions: $1.1B (9 franchises) Dispositions: $375M Capex: $107M
Dividends Cash paid per share	$1.69	$1.33	$1.50	$1.35
Buybacks	Share Reduction: ≈5% Shares Repurchased: 0.9M shares at avg. price of $92.98 for total of $82M	Share Reduction: ≈6% Shares Repurchased: 1.1M shares at avg. price of $190.82 for total of $211M	Share Reduction: ≈18% Shares Repurchased: 3.0M shares at avg. price of $172.54 for total of $521M	Share Reduction: ≈4% Shares Repurchased: 0.6M shares at avg. price of $229.57 for total of $131M

(1) Excludes Brazil disposition

Parts & Service Overview

3Q23 YTD U.S. SS P&S Sales
+9.8%YoY

Stability of free cash flow through economic cycles.

Above sector-average growth through our strategic emphasis on customer service; **3Q23 total Parts & Service revenues set record for 10th consecutive quarter, a 10% increase over 3Q22**

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; **#1 ranked call center** [2]

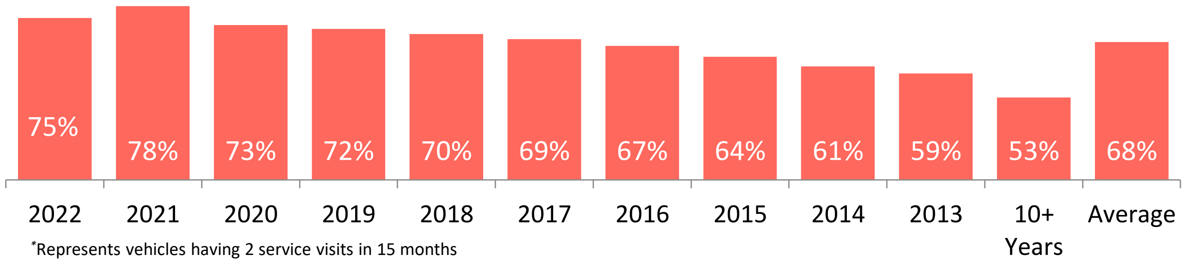
Improved efficiencies and closing rates through customer management software (CMS) and technology

Increased retention by targeting points of defection and enhancing customer touch points; ~68% service to service retention

Acquisitions average several percentage points of higher growth versus the company average as we move new dealerships onto our operating processes

6% growth in same store technician headcount during 3Q23 versus 3Q22

Service-to Service Retention by Model Year*



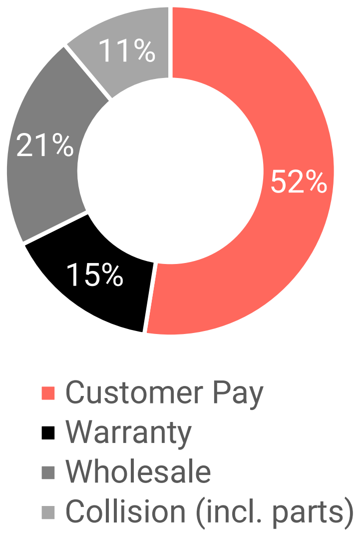
*Represents vehicles having 2 service visits in 15 months

Consolidated P&S Revenue [1] ($MM)

+8.3%

2016-2022 CAGR

Consolidated P&S Revenue Mix [3]



U.S. SS P&S 3Q23 YTD YoY

+13% Customer Pay

+7% Warranty

+6% Wholesale

+8% Collision

(1) Includes Brazil discontinued operations
(2) Based on the 2023 PSI Service Telephone Effectiveness Study
(3) May not add to 100% due to rounding; based on September 23 YTD results

Battery Electric Vehicle 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

Battery Electric Vehicle Parts and Service Outlook

Our dealerships are equipped to service all powertrain types

According to Edmunds.com
5-year repair and maintenance cost of ownership

2022 Audi
e-tron (EV)
$8,584

vs.

2022 Audi
Q5 (ICE)
$8,440

- A **4 year 50,000 mile extended warranty** for a **Tesla Model S** costs $5,100*
- This is **more** than Group 1 charges on average for a **Lexus LS** extended warranty with the same year and mileage terms.
- This is because BEVs still require repairs and maintenance, despite not needing some common low-margin maintenance services such as oil changes.

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 and independent service shops to compete against franchised dealers who have the **capital, special tools, training, and software access** to make more complicated repairs.

*According to Tesla official website as of January 2023

AcceleRide Digital Platform Summary

Buy A Ride

Inventory selection of new, used, and CPO provides identical user experience

Digital credit applications with automatic processing through credit bureaus, OFAC, and checked within minutes

Integration of customer and dealer management systems to process a deal within AcceleRide

Delivery anywhere in the country or FREE local delivery or pickup

Integrated vehicle trades

Customers land into AcceleRide from 3rd party sites

Ability to transition from online to in-person shopping creates significant employee efficiencies

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

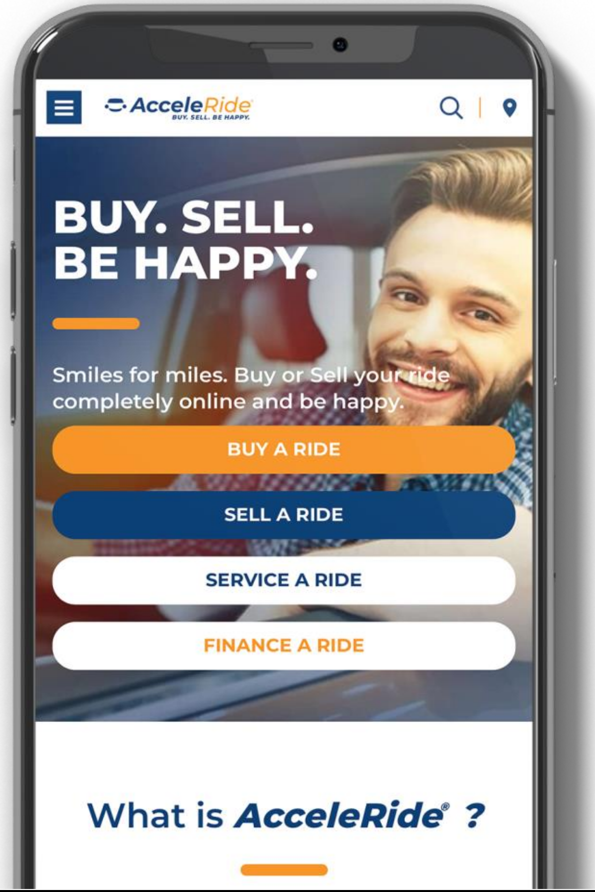
Option to reserve a loaner vehicle

Collision center scheduling also available

36% of service appointments are now made online, eliminating significant company cost

AcceleRide
BUY. SELL. BE HAPPY.

AcceleRide drives customer loyalty, retention, and employee efficiencies



Digital Innovation

AcceleRide

Platform Interactions
80%
Customers engaged with AcceleRide during transaction

Salesperson Productivity
+30%
As compared to pre-covid levels

F&I PRU
+$139
Compared to U.S. total PRU

Local Delivery Radius
70%
Local customers drive aftersales

Customer Leads
98K

UV Unit Sourcing
10K

Aftersales

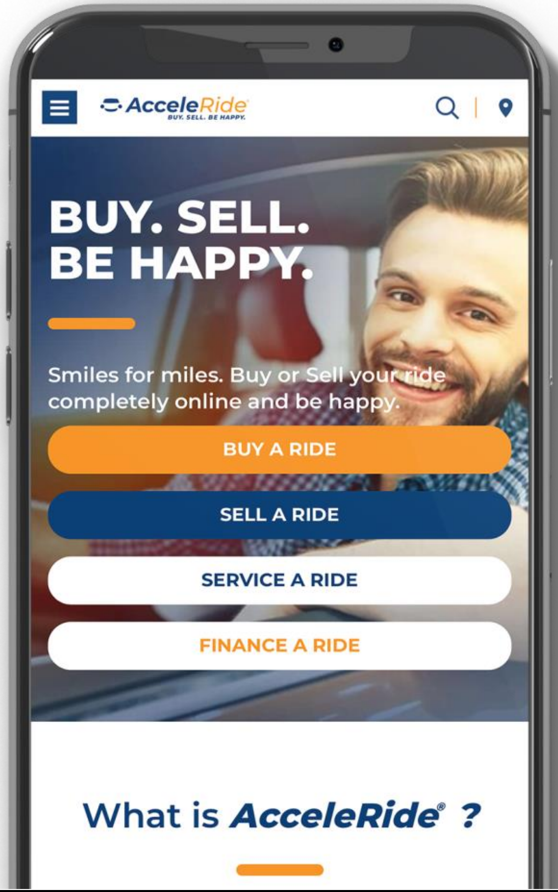
Online Service Appointments
36%
Penetration
Best-in-Class online service utilization

Call Center
#1
Ranked
Based on the 2023 PSI Service Telephone Effectiveness Study

Service Appointments
363K
Appointments set digitally or through our call center

AcceleRide BUY. SELL. BE HAPPY.

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



3Q23 GPI U.S. data presented above

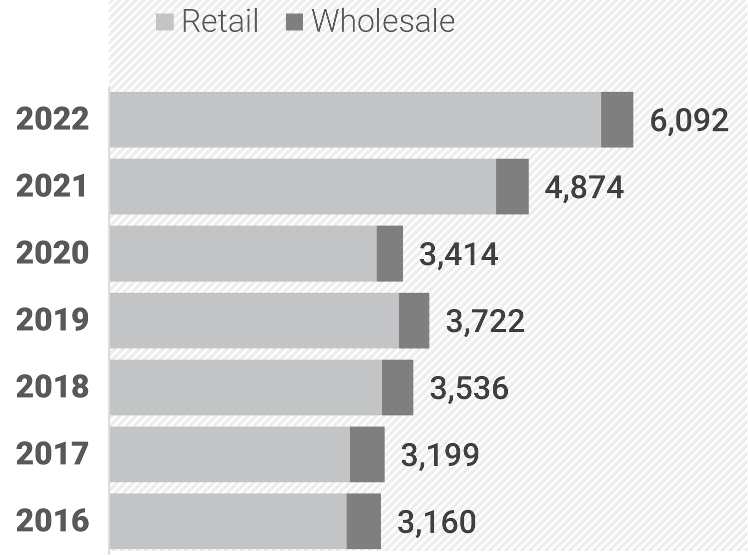
Used Vehicle Overview

GPI Outperforms the Used Vehicle Industry
2023 YTD GPI U.S. Same Store Unit Sales: **Flat YoY**
FY22 U.S. Used Market Unit Sales: **-10% YoY**

Total Used Vehicle Revenues ($MM)*

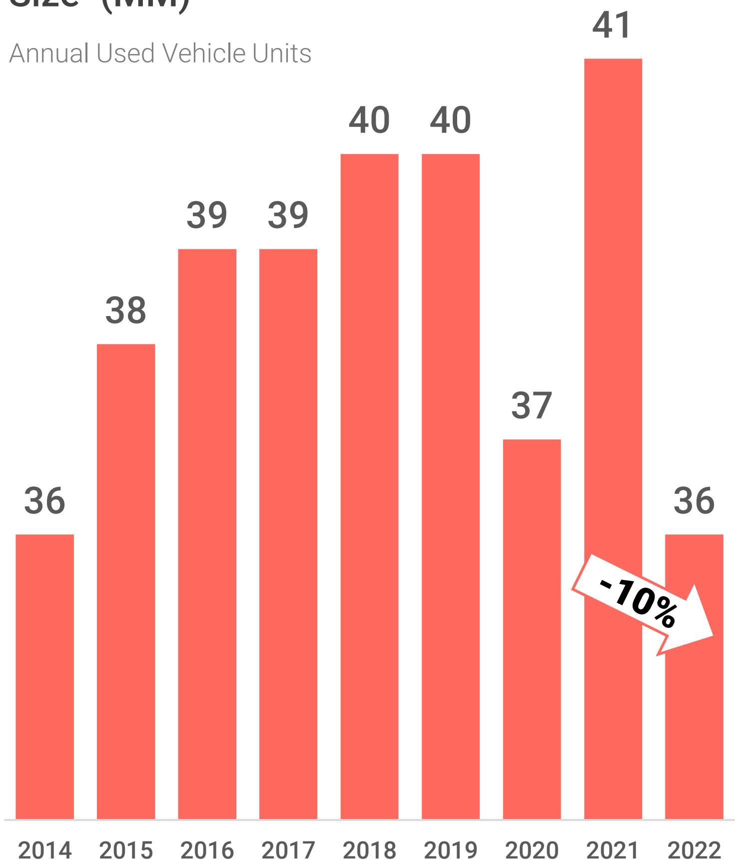
+11.6%

2016-2022 CAGR

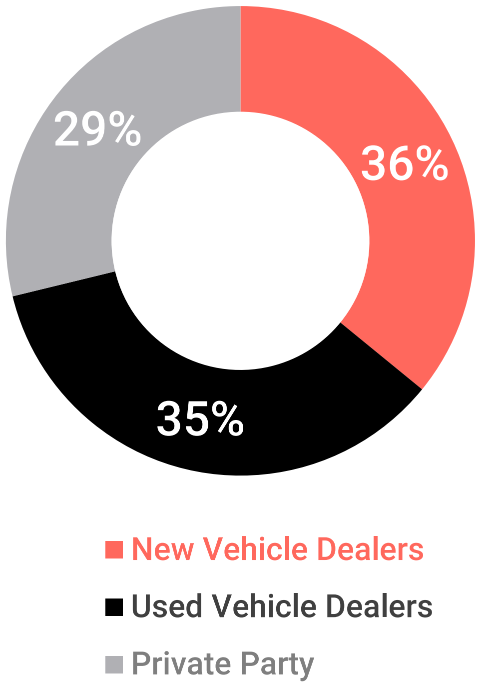


U.S. Used Market Size[1] (MM)

Annual Used Vehicle Units



U.S. Market Share[2]



*Includes Brazil discontinued operations

[1]Source: Edmunds and Cox Automotive

[2]Source: NADA-U.S. 2022 Used Vehicle Data

Finance & Insurance Overview

3Q23 U.S. Same Store F&I GP PRU:
3Q23 flat vs 2Q23

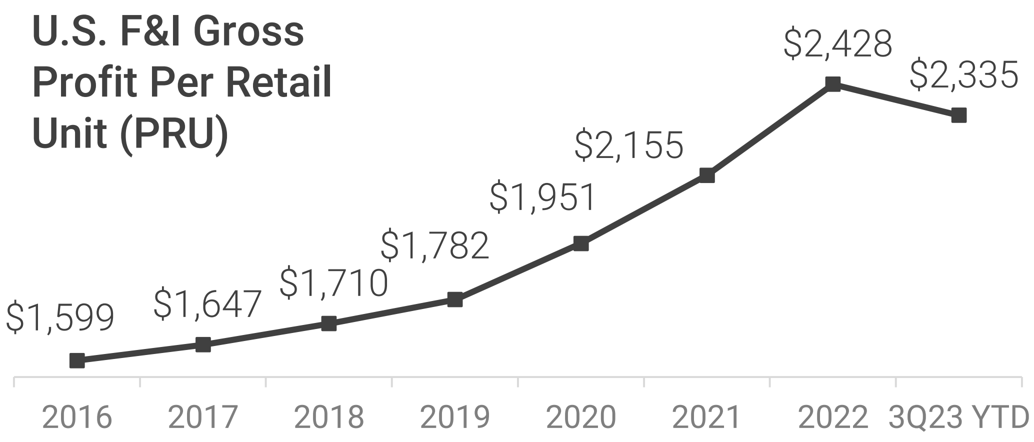
Improved F&I profitability via focus on compliance & growth includes:

Consolidation of lender base

Integration of compliance, training and benchmarking to offer a consistent and transparent experience for internal and external customers

Through 2022, consistent growth in overall product penetration

Our F&I PRU continues to benefit by the shift to online retailing



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

	2019	2020	2021	2022	2023 YTD
Finance	72%	73%	73%	70%	67%
VSC	42%	44%	45%	45%	44%
Maintenance	14%	14%	15%	18%	19%
Other	17%	17%	20%	22%	21%
Gross Profit	$1,782	$1,951	$2,155	$2,428	$2,335

Structurally Lower SG&A % of GP

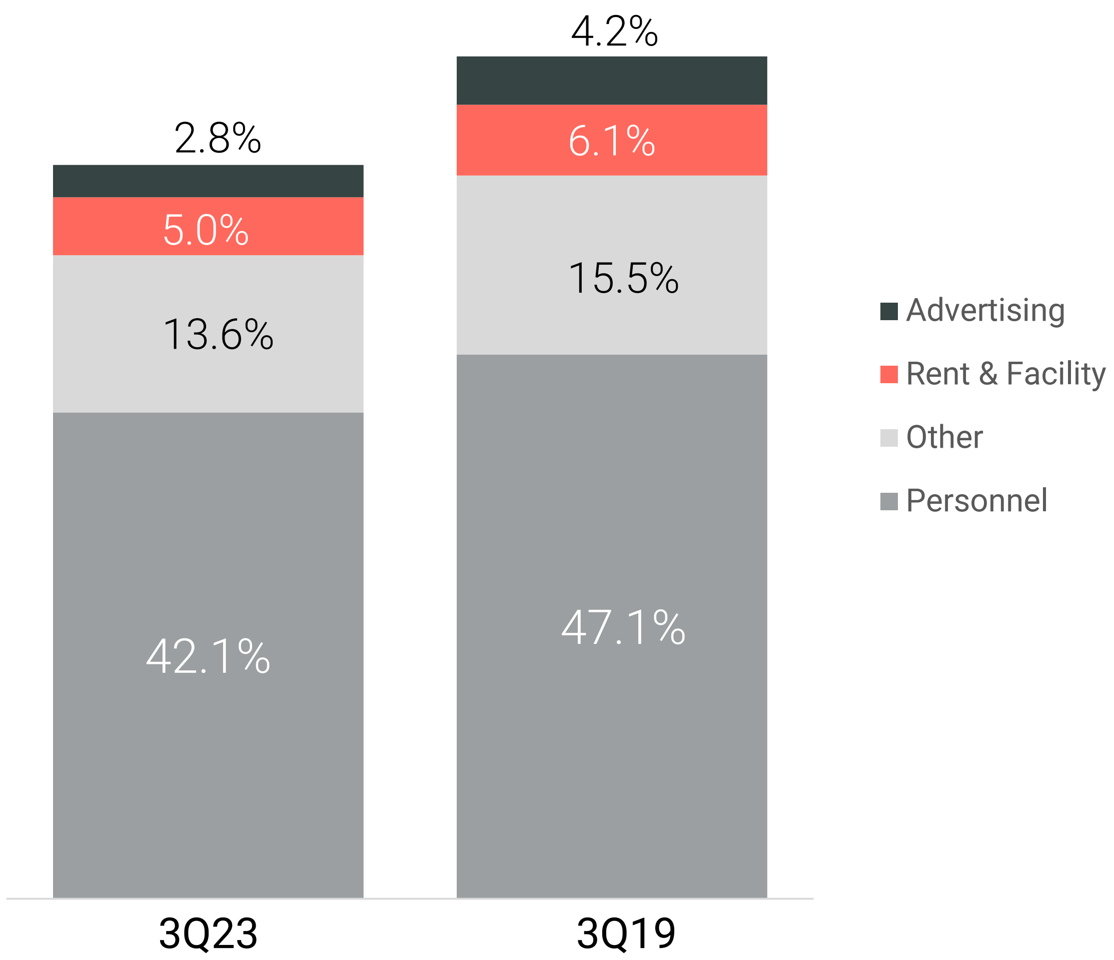
We continue to fully leverage our scale and cost structure

950 Basis Point Improvement vs 3Q19
63.4% - 3Q23 Total Adjusted SG&A % of GP*
72.9% - 3Q19 Total Adjusted SG&A % of GP*

Technology drives customer and employee efficiencies

Salesperson productivity improvement compared to 2019 **>30%**

Variable cost structure allows management to quickly adjust to changes in macroeconomic environment



*See appendix in this presentation for the reconciliation of Non-GAAP measures

Debt & Interest Rate Exposure

~65% fixed rate debt
including floorplan

Group 1's total debt including floorplan was **$3.4B**:

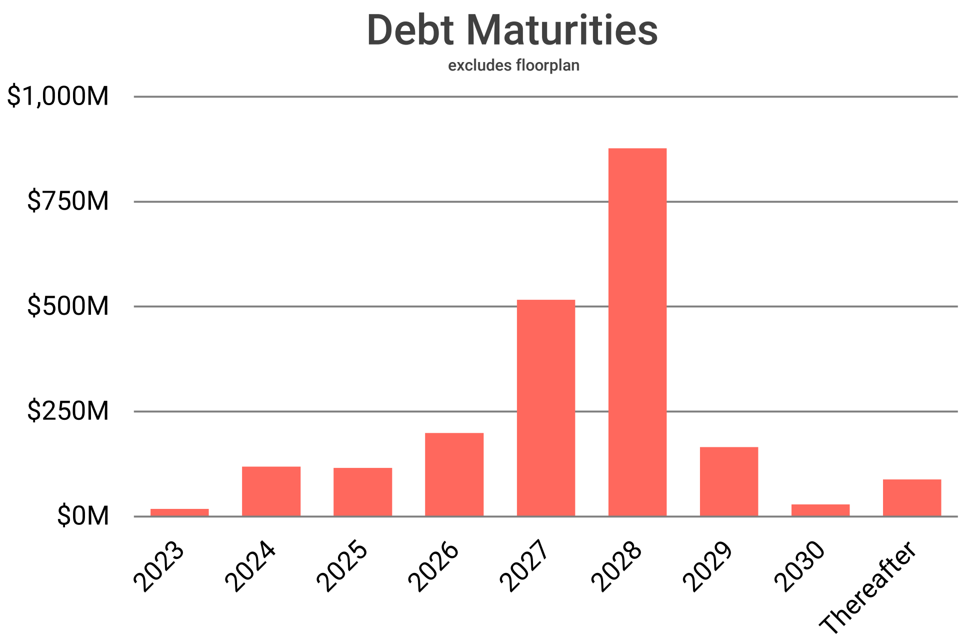
- ~$1,240 million of floorplan debt
- ~$770 million of mortgage debt
- ~$750 million of bond debt
- ~$325 million of acquisition line debt
- ~$280 million of other debt including finance leases

~65% of this debt is fixed rate when considering our swaps

A 100 bp increase in rates would only decrease annual EPS by ~$0.66 at current debt levels

Our U.S. credit facility (amended in 2022) is held by 14 commercial banks and 6 OEM partner banks and matures in 2027

No significant maturities due until 2027



Floorplan Swap Layers

in millions

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

Real Estate Strategy

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

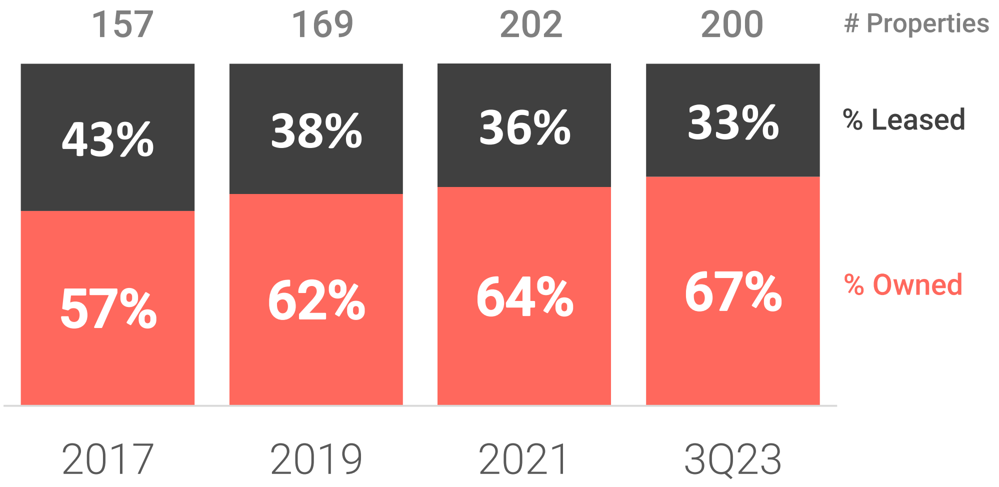
As of September 30, 2023, the Group 1 owned ~$2.0B of gross real estate (67% of dealership locations) financed through ~$0.8B of mortgage debt.

Dealership Property Breakdown by Region

(as of September 30, 2023)

	Dealerships	
Region	**Owned**	**Leased**
United States	108	37
United Kingdom	25	30
Total	133	67

Owned vs. Leased Property Trend



2022 ESG highlights

First U.S. Greenhouse Gas (GHG) inventory analysis of our Scope 1 and Scope 2 GHG emissions conducted by a third-party expert

Our Chief Diversity Officer who provides executive oversight of diversity, equity and inclusion (DEI), was named a **Notable Champion of Diversity in October 2022** by Automotive News

Completed an **ESG Materiality Assessment** that identified key ESG topics, which will be a guide for our integrated business and ESG strategy

Installed over **2,000 solar panels** in 2022; with a grand total of over 8,000 panels at locations across the U.S. and U.K.

Over 600 health and safety audits conducted by a third-party expert

Made progress to **align the Company's ESG disclosures** with reference to the Global Reporting Initiative (GRI) Framework

Avoided an estimated 3,700 tons of GHG emissions from 2019 through 2022 by transitioning to solar power in the United States

Donated hundreds of thousands of dollars to communities in our operating regions

Appointed a Compliance Officer to oversee Group 1's U.S. compliance with laws and regulatory requirements, policies and procedures

Over 9,900 employees representing almost 90% of our U.S. workforce, took part in the U.S. Employee Engagement Survey

Group 1 Leadership Team

Daryl Kenningham

President, CEO and Director

Joined GP1 July 2011

35+ Years Industry Experience

Manufacturer and Automotive Retailing Experience

Mike Jones

SVP, Aftersales

Joined GP1 April 2007

40+ Years Industry Experience

Automotive-related Experience

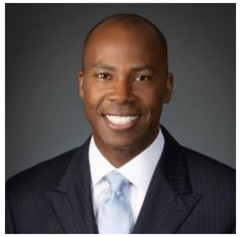
Daniel McHenry

SVP and CFO

Joined GP1 February 2007

15+ Years Industry Experience

Public Accounting and Automotive Retailing 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

Pete DeLongchamps

SVP, Financial Services and Manufacturer Relations

Joined GP1 July 2004

35+ Years Industry Experience

Manufacturer and Automotive Retailing Experience

Kimberly Barta

VP and Chief Marketing Officer

Joined GP1 October 2022

20+ Years Global Marketing Experience

Specialty Retail Experience

Gillian Hobson

SVP, Chief Legal Officer and Corporate Secretary

Joined GP1 January 2023

20+ Years Corporate Legal Experience

M&A, Capital Transactions, Securities Disclosure, and Corporate Governance Experience

Jamie Albertine

VP, Corporate Development

Joined GP1 March 2023

20+ Years Industry Experience

Automotive and Financial Service Experience

GROUP 1
AUTOMOTIVE®

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

- Completion of $4.5B in acquired revenues since the beginning of 2021 and strategic divestiture of Brazil operations in July 2022
- Flexible & balanced capital allocation
- Proven track record of consistent operational execution that has resulted in 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 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

Appendix & Non-GAAP Reconciliations

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.

Reconciliation: Adjusted Cash Flow (Non-GAAP)

(unaudited, $MM)	2016	2017	2018	2019	2020	2021	2022	YTD 2023
Operating Cash Flow (GAAP)	$ 384	$ 197	$ 270	$ 371	$ 805	$ 1,260	$ 586	$ 393
Change in Floorplan notes payable - credit facilities and other, excluding floorplan offset account and net acquisitions and dispositions	(113)	89	62	(43)	(314)	(491)	320	156
Change in Floorplan notes payable - manufacturer affiliates associated with net acquisitions and dispositions and floorplan offset activity	-	(3)	(22)	4	12	(13)	10	6
Adjusted Operating Cash (Non-GAAP)	**271**	**282**	**310**	**332**	**504**	**755**	**916**	**555**
Cap Ex	(101)	(98)	(110)	(95)	(77)	(100)	(113)	(107)
Adjusted Free Cash Flow (Non-GAAP)	**$ 170**	**$ 184**	**$ 200**	**$ 237**	**$ 426**	**$ 656**	**$ 803**	**$ 448**

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

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

(unaudited)	2016	2017	2018	2019	2020	2021	2022	YTD 2023
As Reported EPS	**$ 6.67**	**$ 10.08**	**$ 7.83**	**$ 9.34**	**$ 15.51**	**$ 30.11**	**$ 47.14**	**$ 34.79**
After Tax Adjustments:								
Asset impairments and accelerated depreciation	0.93	0.59	1.65	0.94	1.69	0.07	0.10	0.46
(Gain) loss on real estate and dealership transactions	(0.03)	0.03	(0.95)	(0.13)	(0.23)	(0.19)	(1.86)	(0.64)
Loss on extinguishment of long-term debt	-	-	-	-	0.58	-	-	-
Catastrophic Events	0.17	0.45	0.20	0.72	-	0.12	-	0.08
Severance Costs	0.05	0.01	-	-	0.10	-	-	-
Legal items and other professional fees	(0.33)	(0.03)	0.21	0.05	(0.12)	(0.23)	0.04	0.23
Acquisitions costs including related tax impact	0.02	0.01	-	-	-	0.57	0.12	0.01
Allowance for uncertain tax provisions	-	0.04	-	-	-	-	-	-
Foreign transaction tax	0.01	-	-	-	-	-	-	-
Foreign deferred income tax benefit	(0.07)	-	-	-	-	-	-	-
Tax Rate Changes	-	(3.45)	(0.03)	-	-	(0.10)	-	-
Out-of-period adjustments	-	-	-	-	0.53	-	-	-
Non-cash (gain) loss on interest rate swaps	-	-	-	-	-	0.20	-	(0.22)
Discontinued operations: debt redemption & non-cash CTA losses	-	-	-	-	-	4.46	0.31	
Adjusted Diluted EPS	**$ 7.42**	**$ 7.73**	**$ 8.91**	**$ 10.93**	**$ 18.06**	**$ 35.02**	**$ 45.85**	**$ 34.71**

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

Reconciliation: Adjusted SG&A (Non-GAAP)

(unaudited, $MM)	3Q19	3Q23
SG&A Expenses - GAAP	**$ 342.9**	**$ 496.7**
(Gain) loss on real estate and dealership transactions	(1.3)	7.9
Catastrophic Events	(11.9)	(1.5)
Legal items and other professional fees	-	(4.4)
SG&A Expenses - Non-GAAP	**$ 329.7**	**$ 498.8**
GAAP SG&A % gross profit	75.8%	63.2%
Non-GAAP SG&A % gross profit	72.9%	63.4%

Certain numbers may not compute due to rounding

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