



ASBURY
AUTOMOTIVE GROUP
Fortune 500

Shareholder Presentation
April 18, 2018

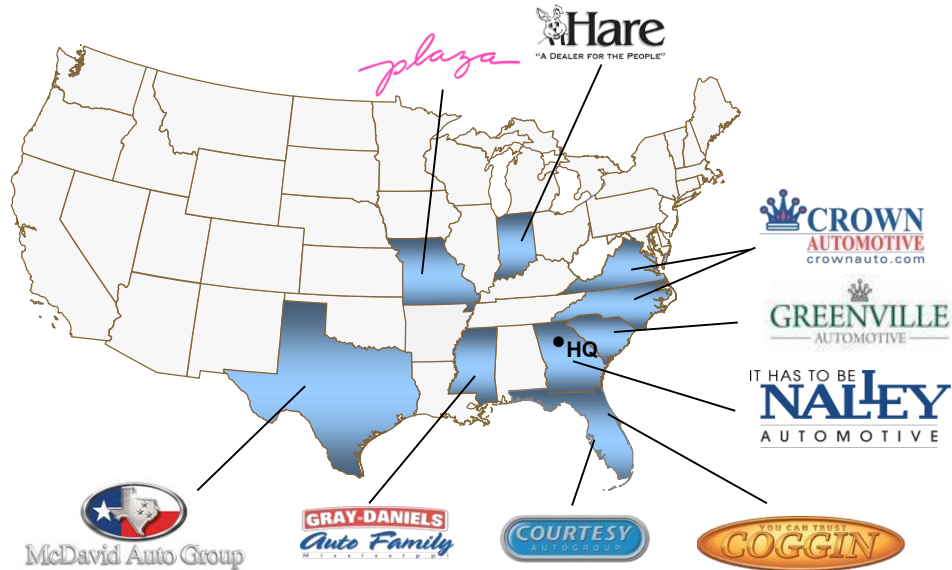
To the extent that statements in this presentation are not recitations of historical fact, such statements constitute “forward-looking statements” as such term is defined in the Private Securities Litigation Reform Act of 1995. The forward-looking statements in this presentation may include statements relating to goals, plans, expectations, projections regarding our financial position, results of operations, market position, capital allocation strategy business strategy and expectations of our management with respect to, among other things: our relationships with vehicle manufacturers; our ability to improve our margins; operating cash flows and availability of capital; capital expenditures; the amount of our indebtedness; the completion of pending and future acquisitions and divestitures; future return targets; future annual savings; general economic trends, including consumer confidence levels, interest rates, and fuel prices; and automotive retail industry trends.

The following are some but not all of the factors that could cause actual results or events to differ materially from those anticipated, including: our ability to execute our business strategy; the annual rate of new vehicle sales in the U.S.; our ability to generate sufficient cash flows; our ability to improve our liquidity position; market factors and the future economic environment, including consumer confidence, interest rates, the price of oil and gasoline, the level of manufacturer incentives and the availability of consumer credit; the reputation and financial condition of vehicle manufacturers whose brands we represent and our relationships with such manufacturers, and their ability to design, manufacture, deliver and market their vehicles successfully; significant disruptions in the production and delivery of vehicles and parts for any reason, including natural disasters, affecting the manufacturers whose brand we sell; our ability to enter into, maintain and/or renew our framework and dealership agreements on favorable terms; the inability of our dealership operations to perform at expected levels or achieve expected return targets; our ability to successfully integrate recent and future acquisitions; changes in, failure or inability to comply with, laws and regulations governing the operation of automobile franchises, accounting standards, the environment and taxation requirements; our ability to leverage gains from our dealership portfolio; high levels of competition in the automotive retailing industry which may create pricing pressures on the products and services we offer; our ability to minimize operating expenses or adjust our cost structure; our ability to execute our capital expenditure plans; our ability to capitalize on opportunities to repurchase our debt and equity securities; our ability to achieve estimated future savings from our various cost saving initiatives and strategies; our ability to comply with our debt or lease covenants and obtain waivers for the covenants as necessary; the loss of key personnel; and any negative outcome from any future litigation. These risks, uncertainties and other factors are disclosed in Asbury’s Annual Report on Form 10-K, subsequent quarterly reports on Form 10-Q and other periodic and current reports filed with the Securities and Exchange Commission from time to time.

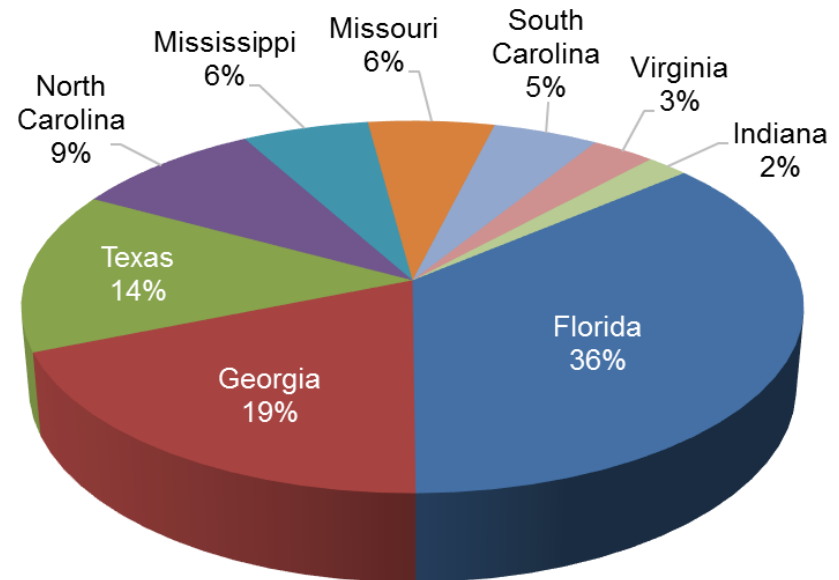
These forward-looking statements and such risks, uncertainties and other factors speak only as of the date of this presentation. We expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein, whether as a result of new information, future events or otherwise.

Asbury Automotive Group (NYSE:ABG)

- Fortune 500 automotive retailer
- 7th largest U.S. based franchised auto retailer
- ~\$6.5 billion in total revenues⁽¹⁾
- 81 dealership locations; 95 franchises⁽²⁾
- 29 vehicle brands (80% luxury / import)⁽²⁾
- Sold over 175,000 retail vehicles⁽¹⁾
- Handled ~2.0 million repair orders⁽¹⁾
- Operating 25 collision repair centers⁽²⁾



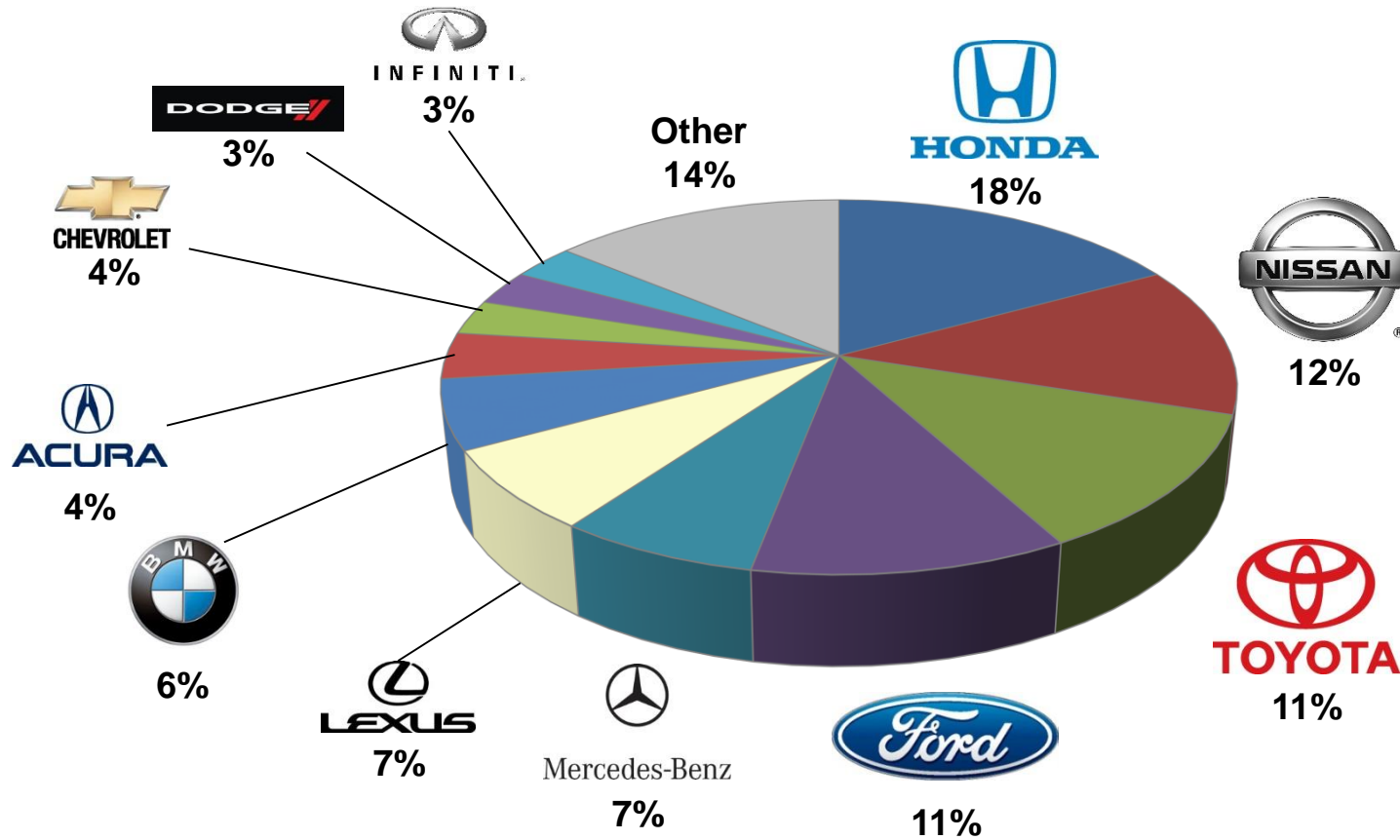
New Vehicle Revenue by State⁽¹⁾



Fortune 500 automotive dealer group with attractive geographic presence

(1) For the year ended 12/31/2017
 (2) Through 03/31/2018

Attractive Brand Mix



Very attractive portfolio of brands; high concentration of import and luxury

2017 Year in Review

➤ Same store:

- Total revenue flat; gross profit increased 1%
- New vehicle revenue decreased 1%; gross profit decreased 10%
- Used vehicle retail revenue flat; gross profit decreased 6%
- Finance and insurance revenue and gross profit increased 7%
- Parts and service revenue and gross profit increased 4%

➤ Total store:

- SG&A as a percentage of gross profit decreased 10 basis points to 69.1%
- Adjusted income from operations (a non-GAAP measure) as a percentage of revenue was 4.6%
- Adjusted diluted EPS (a non-GAAP measure) increased 5.8%

Asbury delivered solid results in a challenging environment and declining SAAR¹

Our Strategy

1. Drive Operational Excellence

- Attract and retain the best talent
- Implement best practices and improve productivity
- Provide an exceptional customer experience
- Centralize, streamline and automate processes
- Leverage our scale and cost structure to improve our operating efficiencies

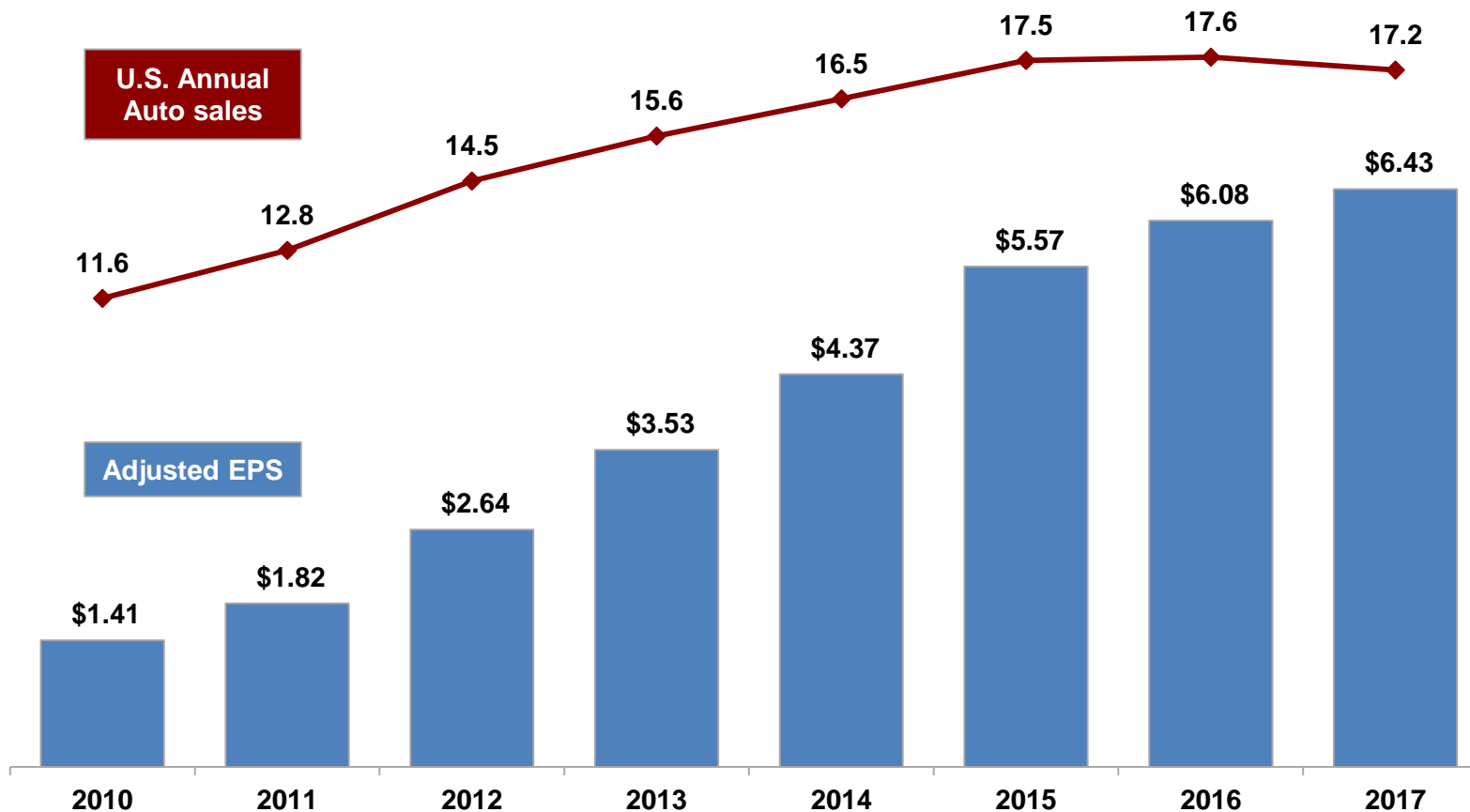
2. Deploy Capital to Highest Returns

- Continue to invest in the business
- Acquire dealerships meeting our criteria
- Return capital to stockholders

Two key principles to drive shareholder value

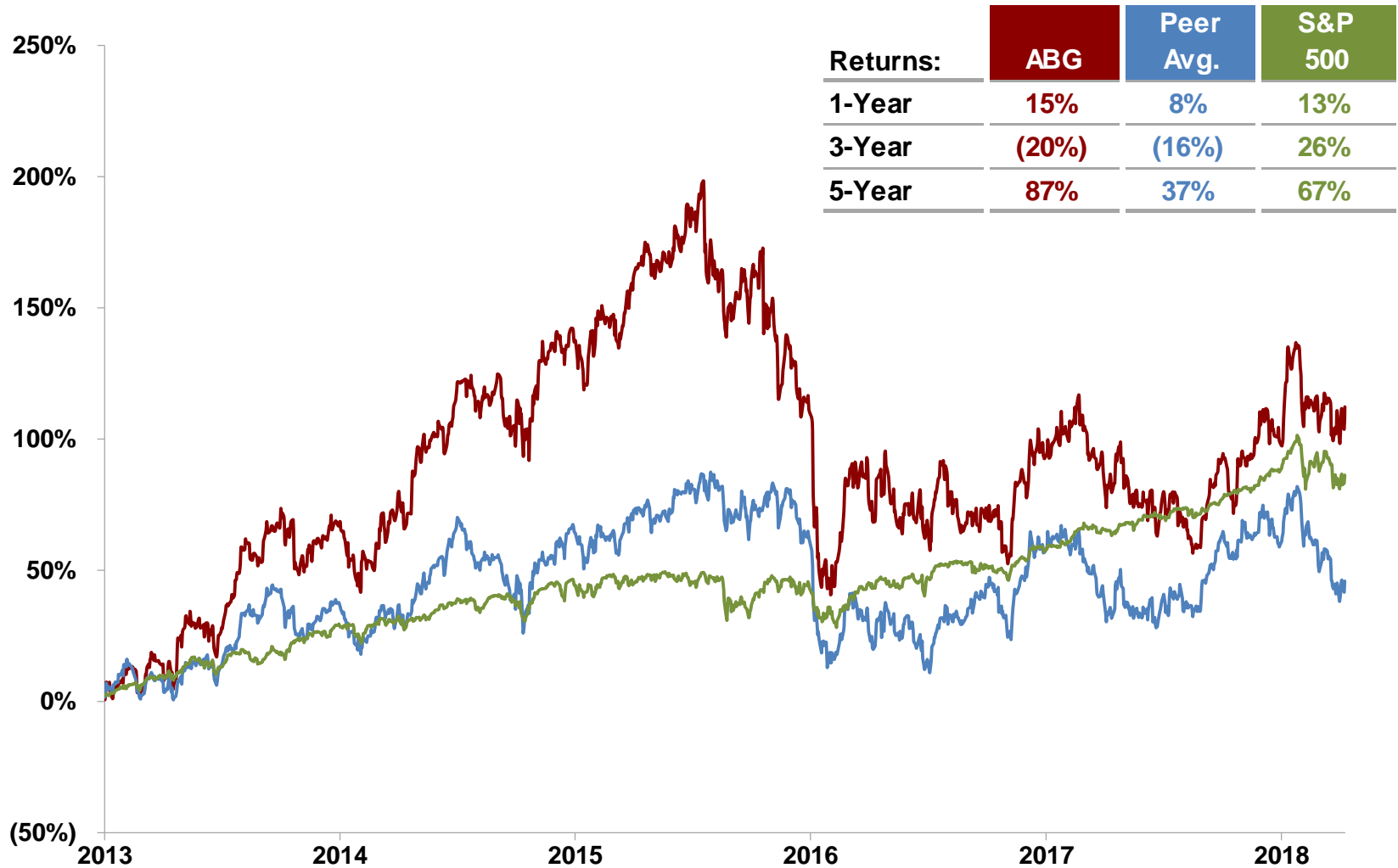
Historical Profitability

(Adjusted Diluted EPS)



*With a 2% decrease in U.S. auto sales,
we achieved a 6% increase in adjusted EPS in 2017*

Auto Retailers' Stock Price Performance



Asbury's stock continues to outperform its peer group and the broader market

Appendix

Non-GAAP Reconciliation – Adj. Diluted EPS

(\$M, except EPS)

	2017	2016	2015	2014	2013	2012	2011	2010
Income from continuing operations, as reported	\$ 139.1	\$ 167.2	\$ 169.4	\$ 112.0	\$ 101.1	\$ 83.3	\$ 48.0	\$ 37.4
Impairment expense	5.1	-	-	-	-	-	-	-
Real estate related charges	2.9	5.7	-	-	7.3	-	1.9	1.8
Investment income	(0.8)	-	-	-	-	-	-	-
Executive separation benefits expense	-	-	-	-	-	-	6.6	-
Legal settlements	(0.9)	(6.6)	-	-	-	-	9.0	-
Loan amendment expenses	-	-	-	-	-	-	-	1.0
Loss on extinguishment of long-term debt	-	-	-	31.9	6.8	-	0.8	12.6
Gain on Divestitures	-	(45.5)	(34.9)	-	-	-	-	-
Tax (benefit) loss of non-core items above	(2.4)	17.4	13.3	(12.4)	(5.5)	-	(7.0)	(5.9)
Tax related items	(7.9)	(0.9)	(0.8)	-	-	-	-	-
Total non-core items	<u>\$ (4.0)</u>	<u>\$ (29.9)</u>	<u>\$ (22.4)</u>	<u>\$ 19.5</u>	<u>\$ 8.6</u>	<u>\$ -</u>	<u>\$ 11.3</u>	<u>\$ 9.5</u>
Adjusted income from continuing operations ⁽¹⁾	\$ 135.1	\$ 137.3	\$ 147.0	\$ 131.5	\$ 109.7	\$ 83.3	\$ 59.3	\$ 46.9
Diluted EPS from Continuing Operations, as reported	\$ 6.62	\$ 7.40	\$ 6.42	\$ 3.72	\$ 3.25	\$ 2.64	\$ 1.47	\$ 1.12
Total Non-Core Items, per Share	(0.19)	(1.32)	(0.85)	0.65	0.28	-	0.35	0.29
Adjusted Diluted EPS from Continuing Operations ⁽¹⁾	<u>\$ 6.43</u>	<u>\$ 6.08</u>	<u>\$ 5.57</u>	<u>\$ 4.37</u>	<u>\$ 3.53</u>	<u>\$ 2.64</u>	<u>\$ 1.82</u>	<u>\$ 1.41</u>
Weighted average common shares outstanding (diluted)	<u>21.0</u>	<u>22.6</u>	<u>26.4</u>	<u>30.1</u>	<u>31.1</u>	<u>31.5</u>	<u>32.6</u>	<u>33.3</u>

Non-GAAP Financial Disclosure

In addition to evaluating financial condition and results of operations in accordance with GAAP, from time to time management evaluates and analyzes results and any impact on the Company of strategic decisions and actions relating to, among other things, cost reduction, growth, and profitability improvement initiatives, and other events outside of normal, or "core," business and operations, by considering certain alternative financial measures not prepared in accordance with GAAP. These measures include "Adjusted income from continuing operations," "Adjusted diluted earnings per share ("EPS") from continuing operations", "Adjusted EBITDA". "Non-GAAP measures do not have definitions under 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 connection with a review of the most directly comparable measure calculated in accordance with GAAP. Management cautions investors not to place undue reliance on such non-GAAP measures, but also to consider them with the most directly comparable GAAP measure.

In its evaluation of results from time to time, management excludes items that do not arise directly from core operations, or are otherwise of an unusual or non-recurring nature. Because these non-core, unusual or non-recurring charges and gains materially affect Asbury'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.

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. Management discloses these non-GAAP measures, and the related reconciliations, because it believes 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.

(1) Data reflects the Company's as reported adjusted income from operations.



ASBURY
AUTOMOTIVE GROUP
Fortune 500

Questions?