ASBURY

AUTOMOTIVE GROUP

Investor Relations Presentation
July 2013

Forward Looking Statements

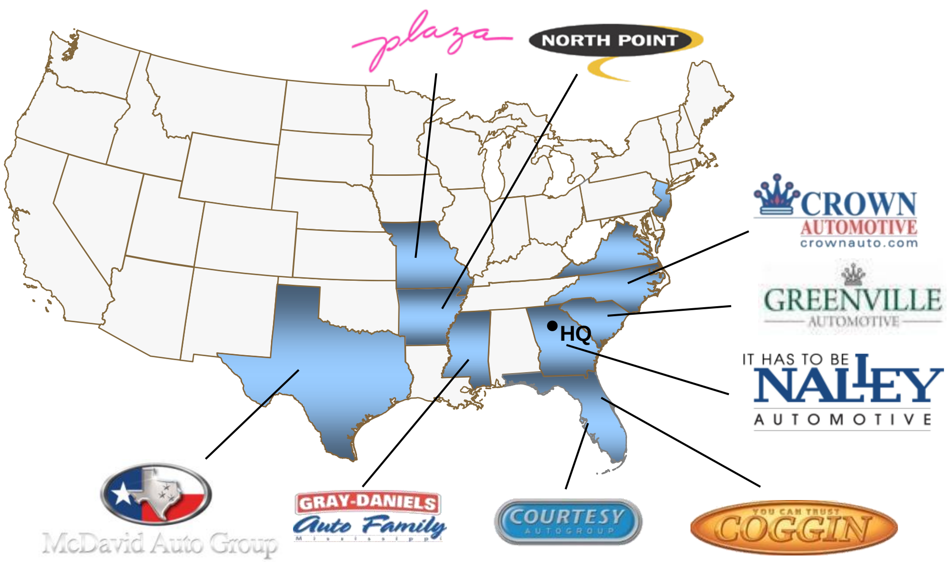
To the extent that statements in this presentation are not recitations of historical fact, such statements constitute "forward-looking statements" as such term is defined in the Private Securities Litigation Reform Act of 1995. The forward-looking statements in this presentation may include statements relating to goals, plans, expectations, projections regarding our financial position, results of operations, market position, 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 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 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 achieve our targeted leverage ratio; 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 the outcome of any pending or threatened 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 periodic and current reports filed with the Securities and Exchange Commission from time to time.

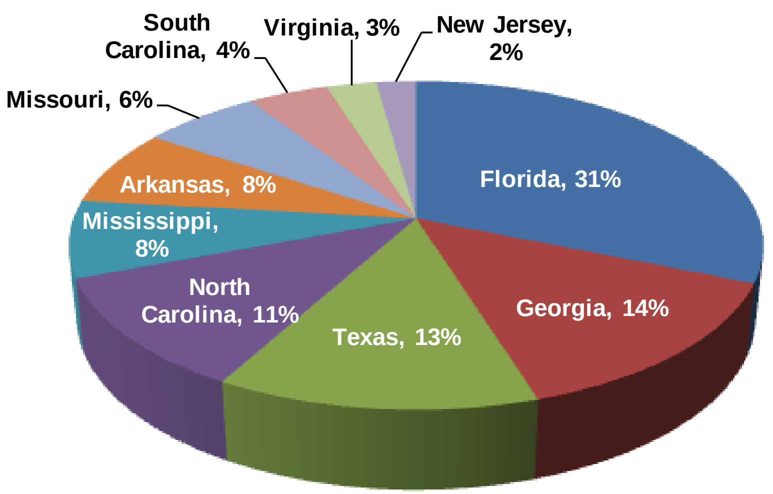
These forward-looking statements and such risks, uncertainties and other factors speak only as of the date of this presentation. We expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein, whether as a result of new information,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

Asbury Automotive Group (NYSE:ABG)

- Over $4.6 billion in total revenues in 2012
- 29 vehicle brands (86% luxury / import)
- 79 retail locations; 100 franchises
- 7th largest U.S. based franchised auto retailer
- Sold 80,077 new vehicles and 57,434 used retail vehicles in 2012
- Handled over 1.8 million repair orders in 2012



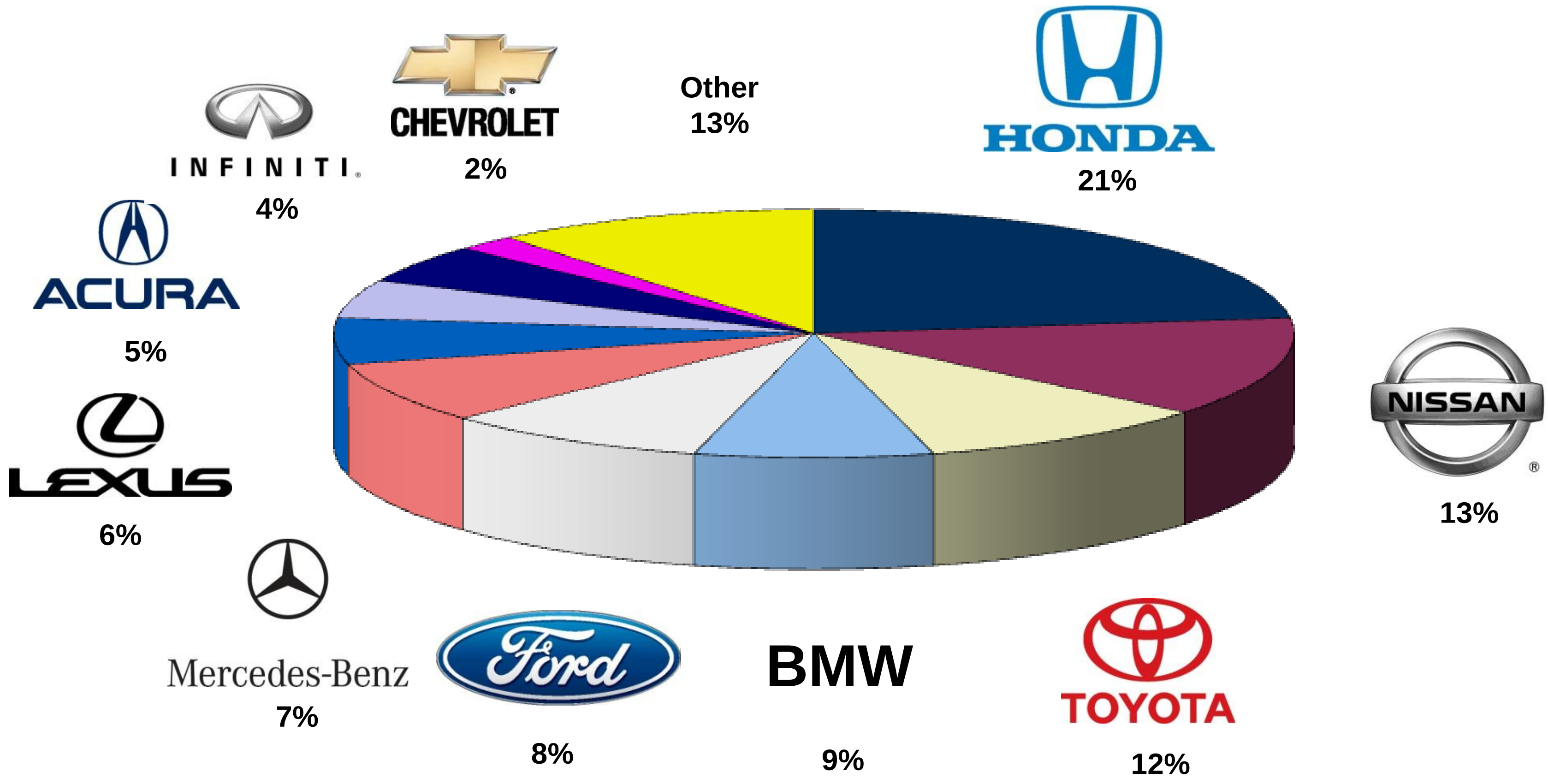
Revenue by State(1)



Diversified public automotive dealer group

(1) Based on new vehicle revenue for year ended 12/31/12

Attractive Brand Mix



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

Note: Based on Q2 2013 new vehicle revenue

Asbury – Our Strategy

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Drive Operational Excellence

- Provide an exceptional customer experience
- Attract and retain the best talent
- Implement best practices
- Centralize, streamline, and automate processes
- Improve productivity

Maximize Franchise Portfolio Returns

- Acquire value added franchises
- Maintain diversified brand portfolio

Deploy Capital to Highest Returns

- Invest in our business and technologies
- Repurchase stock returning capital to shareholders
- Retire leases and manage debt to maintain a strong balance sheet

Continue to drive shareholder value

Three Year Capital Allocation Plan

- Continue to invest in the business with capex ranging from $35-45mm annually over the next three years
- Continue to acquire operating assets, targeting 75% facility ownership by 2015, estimated spending $40-50mm
- Target $500-600mm revenue growth from value-added acquisitions over the next three years
- Repatriate $25mm to $30mm, or more on an opportunistic basis, per year to shareholders in an ongoing share repurchase program

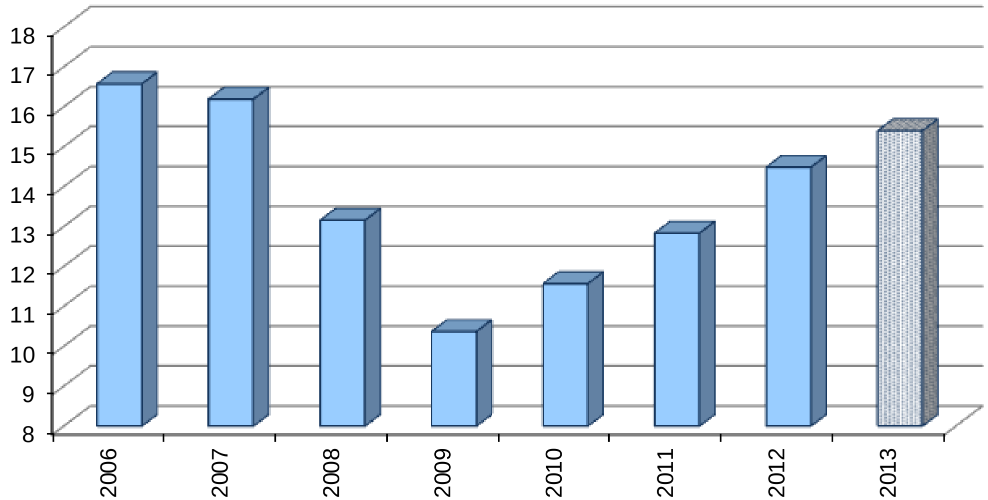
Multiple avenues to deploy capital for growth

Asbury Automotive Group- Positioned for Continued Growth

New Vehicle Opportunity

(US SAAR in millions of units)

SAAR



Drivers of New Vehicle Growth

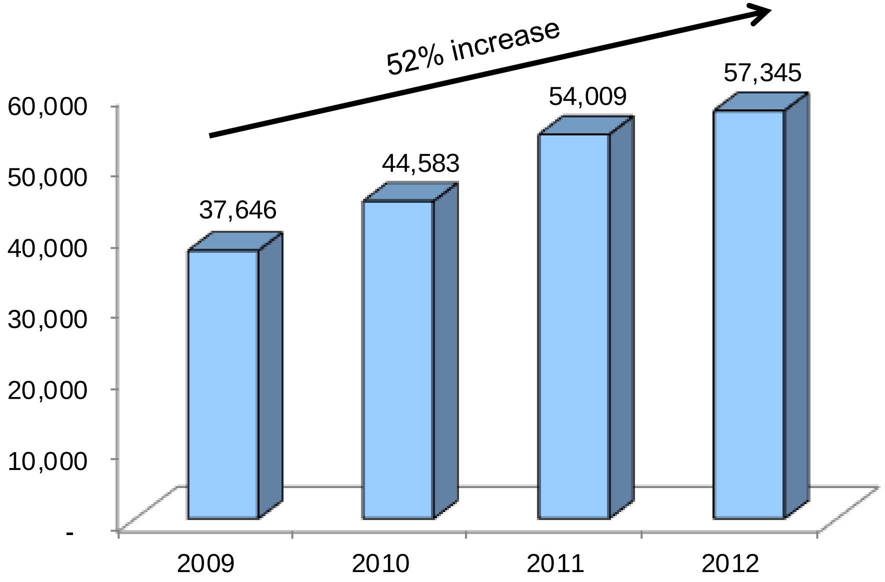
- Current age of the vehicle fleet
- Extremely attractive financing
- Availability of exciting new products
- Increasing number of licensed drivers

Industry experts are projecting a SAAR between 15.1 and 15.5 in 2013

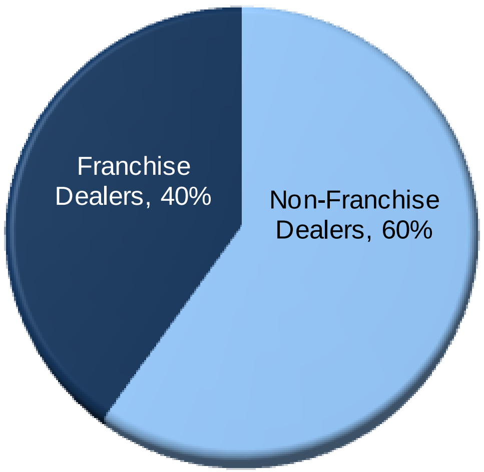
Source: Motor Intelligence, JD Power, NADA
Note: JD Power and NADA as of January 2013

Used Vehicle Opportunity

Asbury's Used Unit Sales
(Same Store)



U.S. Used Unit Sales

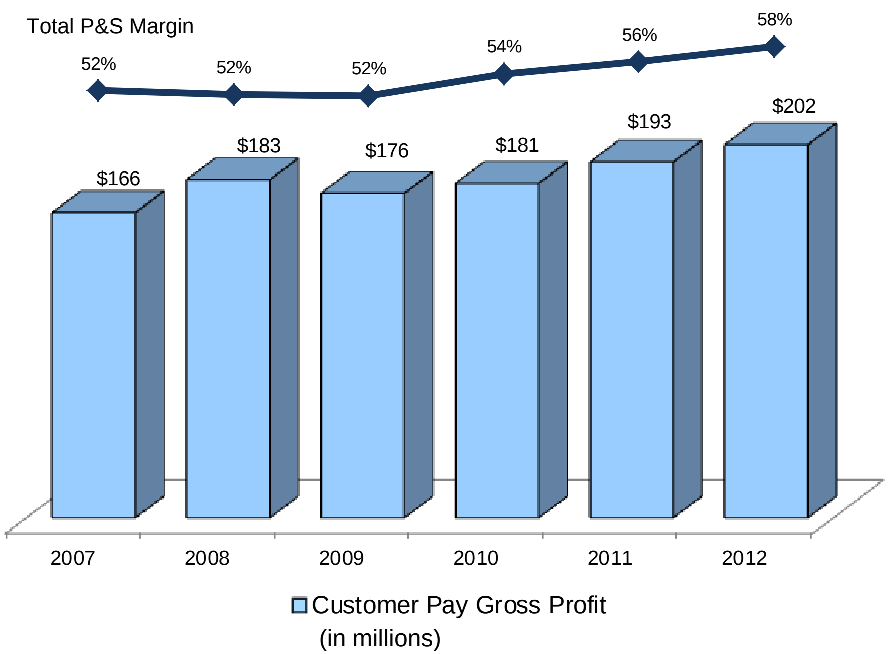


Despite strong used vehicle growth, significant opportunities remain

Note: Numbers do not include discontinued operations
Source: Manheim, NADA

Parts and Service Opportunity

Customer Pay and Parts & Service Margins
(Same Store)



Customer Retention

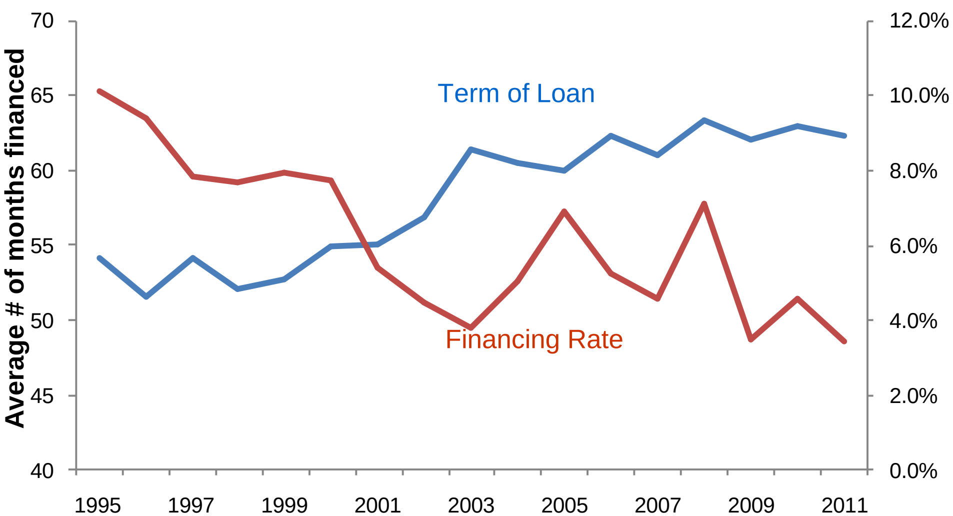
- Recovery of units in operation
- Tire sales program
- Wiper sales program
- CRM tools
- Service lane processes

Asbury has the opportunity to grow its high margin businesses

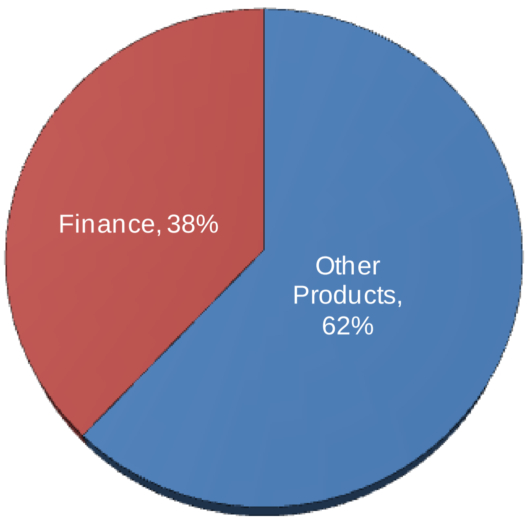
Note: Numbers do not include discontinued operations

F&I Opportunity

U.S. Car Financing



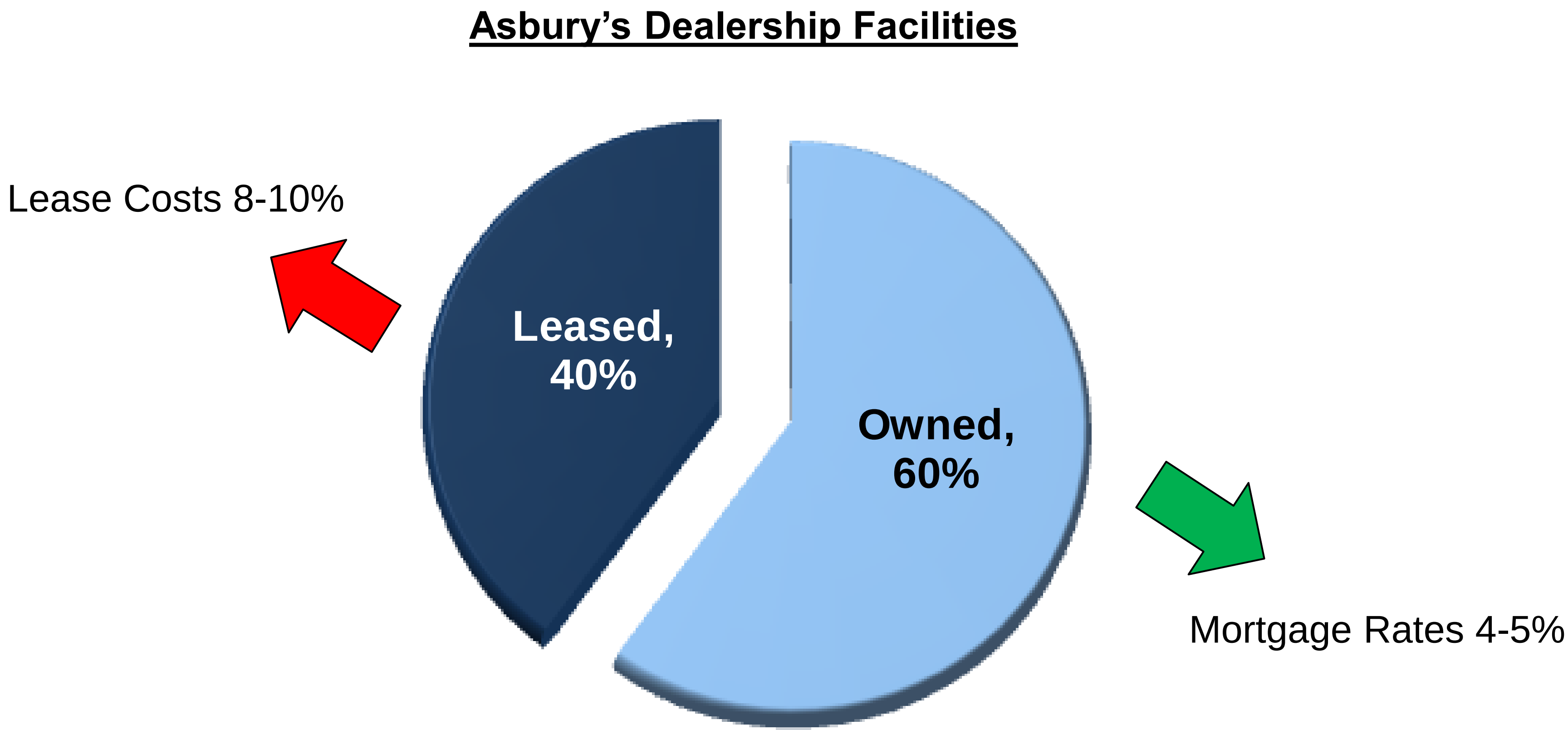
Asbury's F&I Revenue Breakout - 2012



Financing is readily available and our F&I business continue to strengthen

Source: NADA

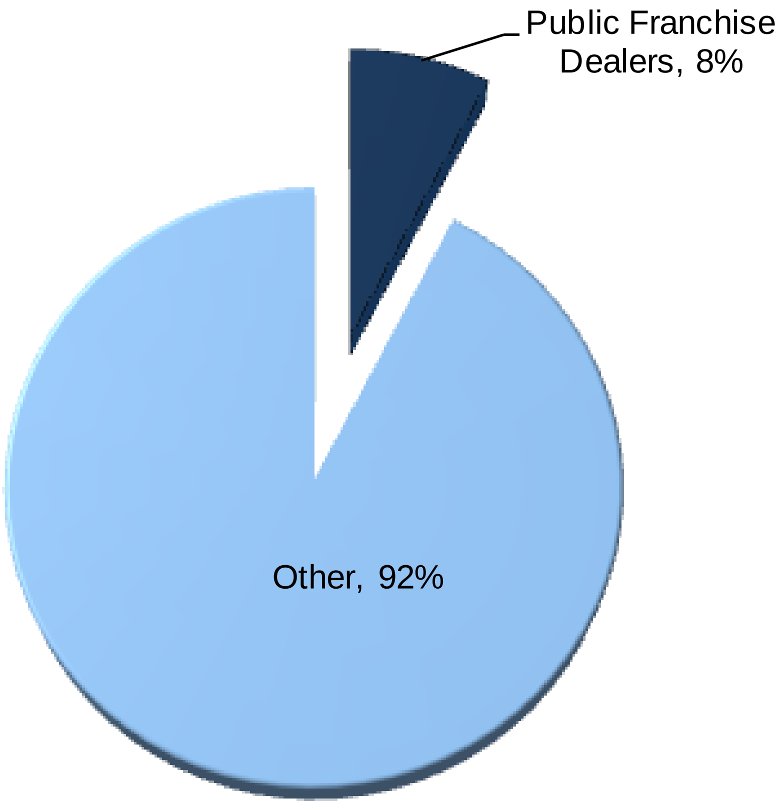
Capital Deployment - Real Estate Opportunity



Asbury continues to make progress in its goal to own 75% of its properties

Capital Deployment Opportunity - Acquisitons

Public Dealership Groups as a % of Total Dealer Revenue



The automotive retail market remains highly fragmented; Asbury has the foundation in place and the financial flexibility to take advantage of future industry consolidation

Source: Wards Auto, NADA

Capital Deployment Opportunity – Returning Capital to Shareholders

- Asbury is committed to repurchasing $25-30 million of its common stock each year
- Asbury has the ability to increase share repurchases on an opportunistic basis

Over the past 2 years we have repurchased 10% of our shares

Valuation Opportunity

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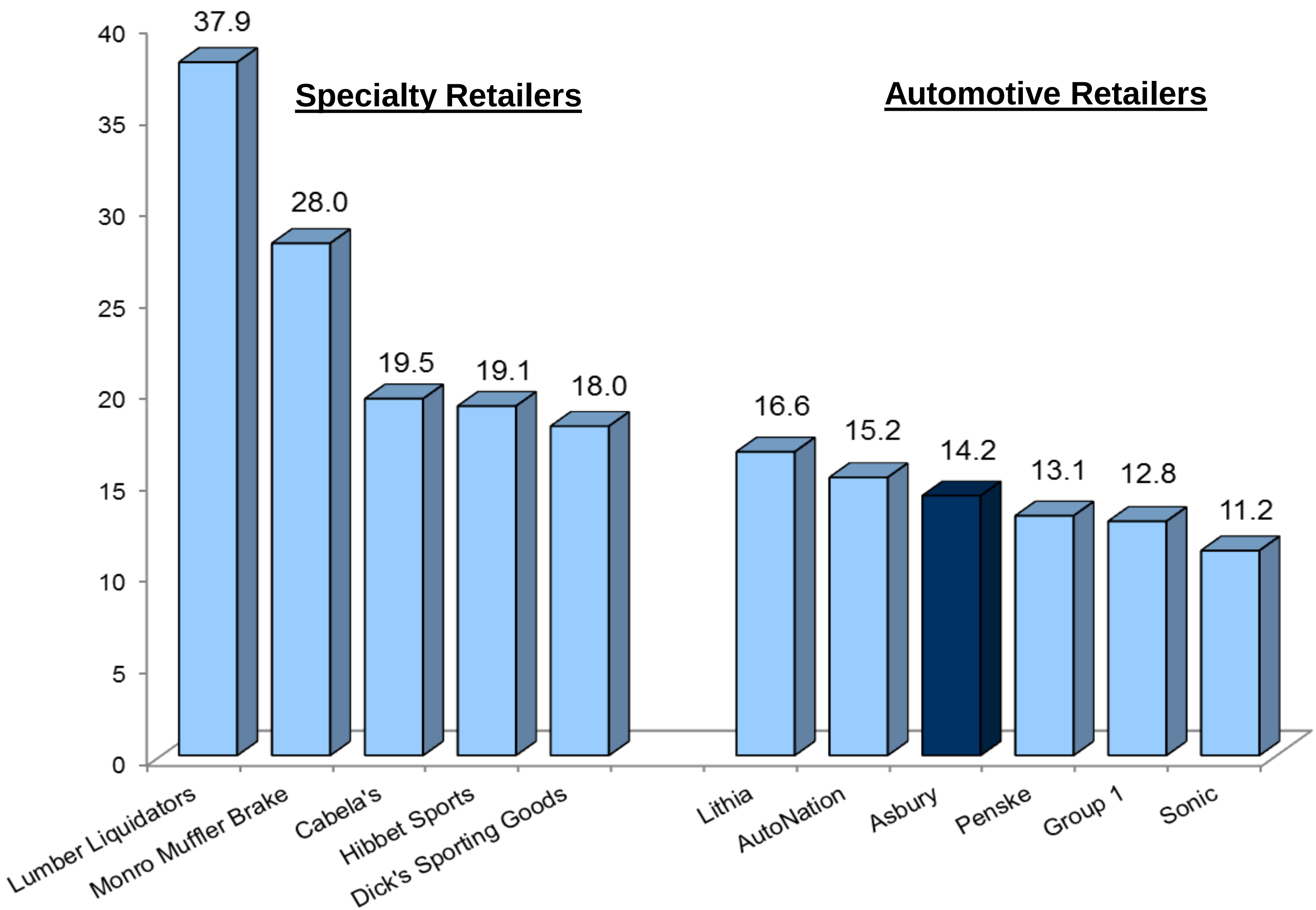
(Forward P/E Ratio = stock price/expected earnings per share)



Automotive retailers trade at a significant discount to the specialty retailers

Source: Stephens 07/22/2013

Public Franchised Auto Dealer Model Underappreciated

- We believe the resilience of the franchise auto dealer model is underappreciated by the market
  - Diversified profit streams in new and used vehicle sales, F&I, and parts and service
  - Organic growth opportunities exist in used car, F&I, and parts and service operations
  - Opportunities to implement best practices already adopted by big box retailers
  - Ability to redeploy our healthy cash flow for non-organic growth

Despite proven performance during recent financial crisis, the dealer model is still not fully appreciated

Why Asbury?

- Track record of consistently improving operating performance
- Disciplined, transparent capital allocation strategy – focused on highest return on capital
- Strong balance sheet
- Strong, stable, experienced management teams
- Attractive brand mix
- Attractive geographic footprint
- Expected earnings increase from investments in technology and processes
- Opportunity to continue to participate in the recovery of US retail light vehicle sales (SAAR)
- Gap in multiple valuation relative to peers

Focused on driving shareholder value

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Questions?