ASBURY
AUTOMOTIVE GROUP
Fortune 500

Investor Presentation
Q4 2016

Forward Looking Statements and Non-GAAP Financial Information

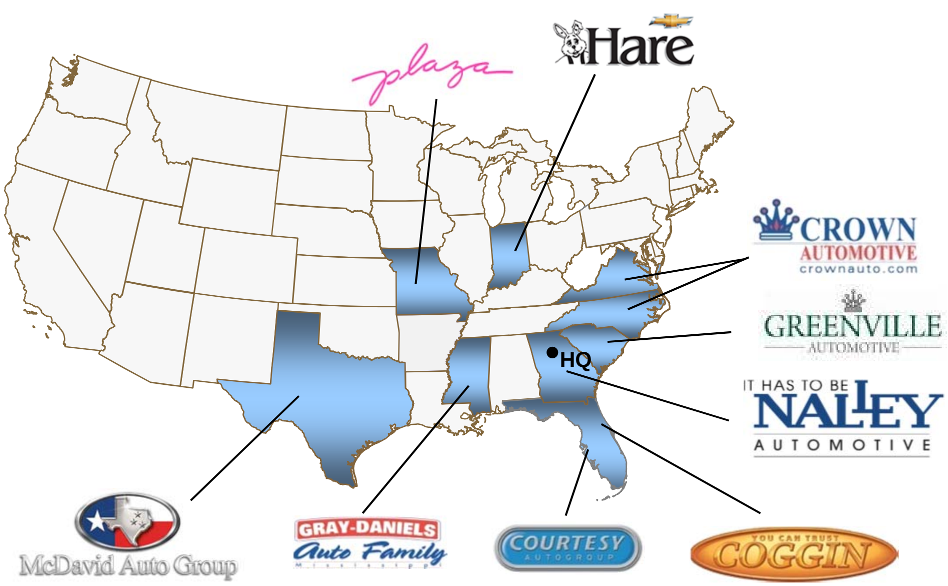
To the extent that statements in this presentation are not recitations of historical fact, such statements constitute "forward-looking statements" as such term is defined in the Private Securities Litigation Reform Act of 1995. The forward-looking statements in this presentation may include statements 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.

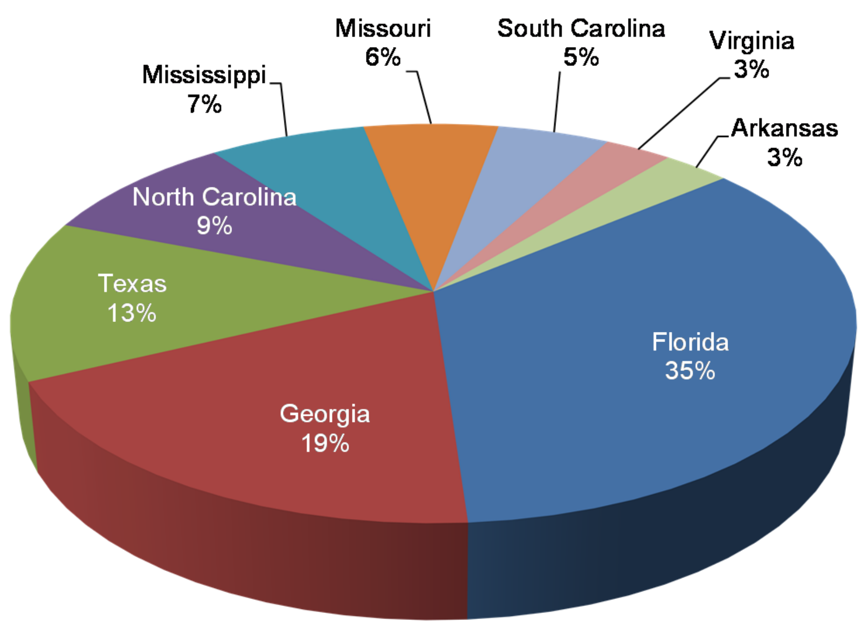
These forward-looking statements and such risks, uncertainties and other factors speak only as of the date of this presentation. We expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein, whether as a result of new information,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

Asbury Automotive Group (NYSE:ABG)

- Fortune 500 automotive retailer
- 8th largest U.S. based franchised auto retailer
- Over $6.5 billion in total revenues[1]
- 79 dealership locations; 95 franchises[2]
- 29 vehicle brands (79% luxury / import)[2]
- Sold over 180,000 retail vehicles[1]
- Handled over 2.6 million repair orders[1]
- Operating 24 collision repair centers[2]



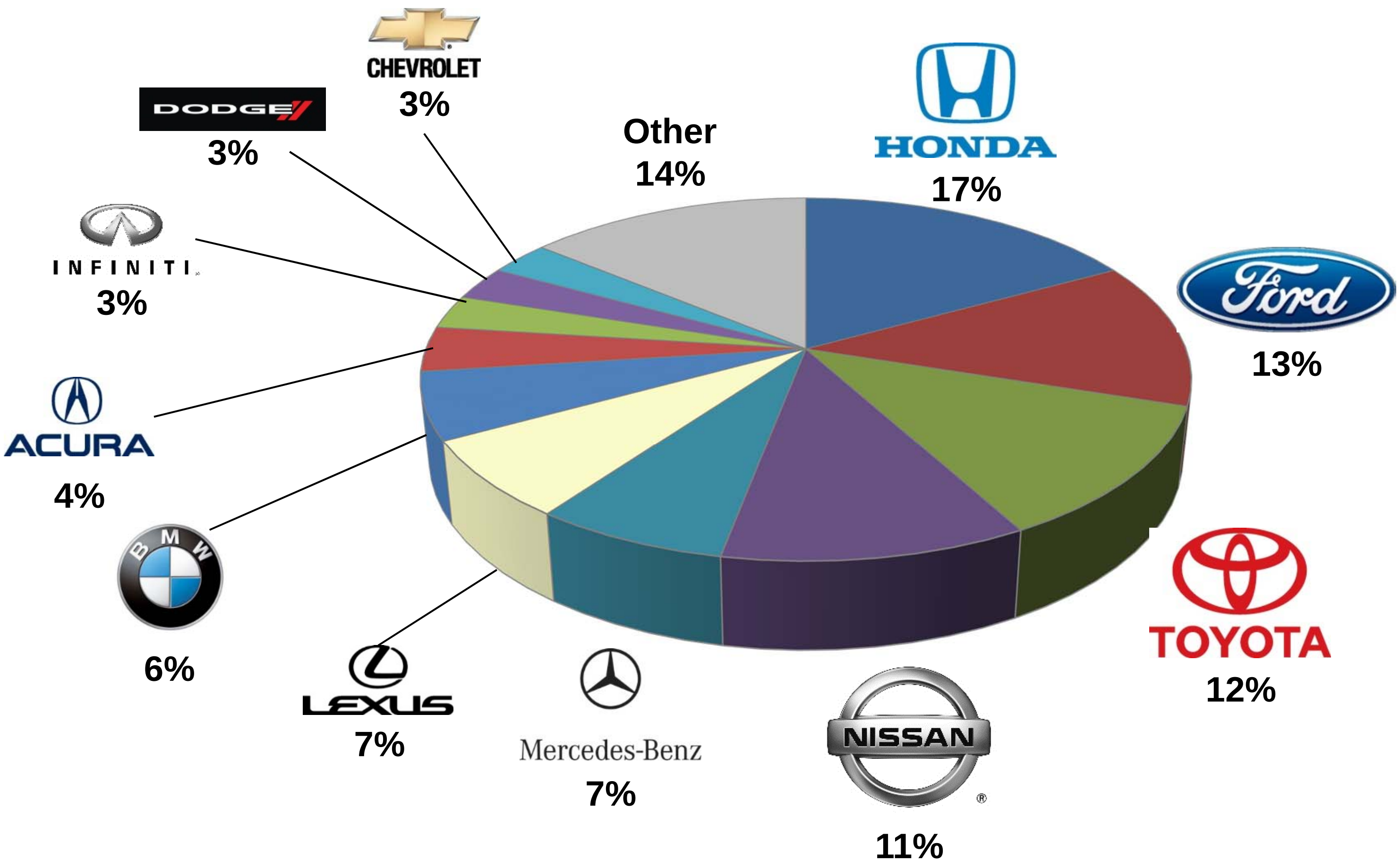
New Vehicle Revenue by State[1]



Fortune 500 public automotive dealer group

(1) For the year ended 12/31/2016.
(2) Through 2/7/2017

Attractive Brand Mix

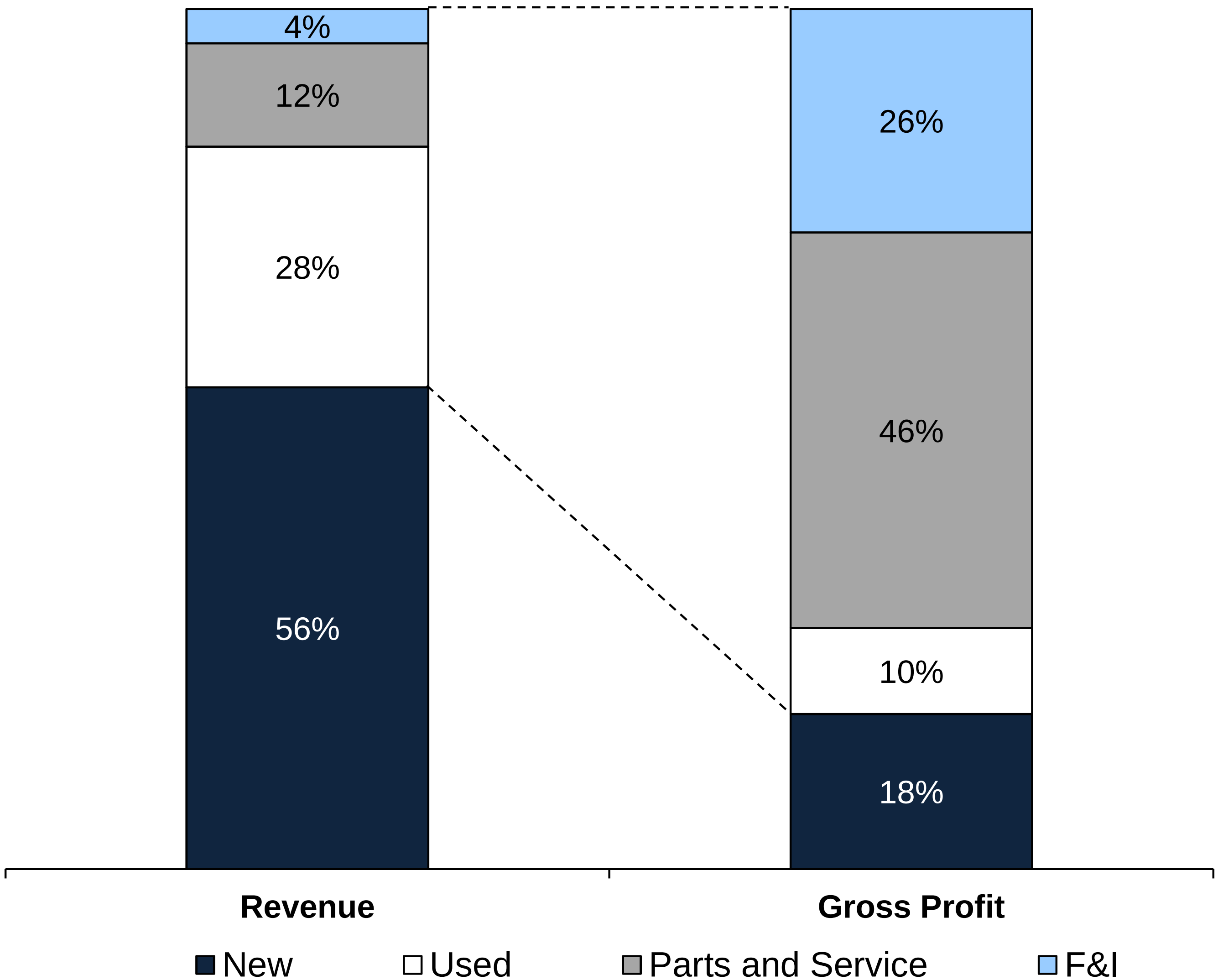


Very attractive portfolio of brands; high concentration of import and luxury

Note: Based on new vehicle revenue for the year ended December 31, 2016

The Four Key Components of Our Business

(Q4 2016)



Used, Parts & Service and F&I account for 44% of revenue and 82% of gross profit

Note: Includes wholesale

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
- Continue to acquire operating assets
- Acquire dealerships meeting our criteria
- Return capital to stockholders through a share repurchase program and/or dividends

Two key principles to drive shareholder value

Q4 2016 Highlights

Same Store:

- Total revenues increased 5%; gross profit increased 5%
- New vehicle revenue increased 3%; gross profit down 5%
- Used vehicle retail revenue up 7%; gross profit up 1%
- Finance and insurance revenue up 8%
- Parts and service revenue up 8%; gross profit up 9%

Total Company:

- SG&A as a percentage of gross profit improved 120 basis points to 69.3%
- Adjusted income from operations as a percentage of revenue was 4.4%, up 20 bps
- EPS from continuing operations up 88%
- Adjusted EPS from continuing operations up 19%

Strategic Highlights:

- Repurchased $50 million of common stock during Q4 2016
- Exited the Arkansas market; sold four stores representing five franchises in Q4 2016
- Acquired a Chevy franchise and an Isuzu truck franchise in Indianapolis, IN in Q1 2017

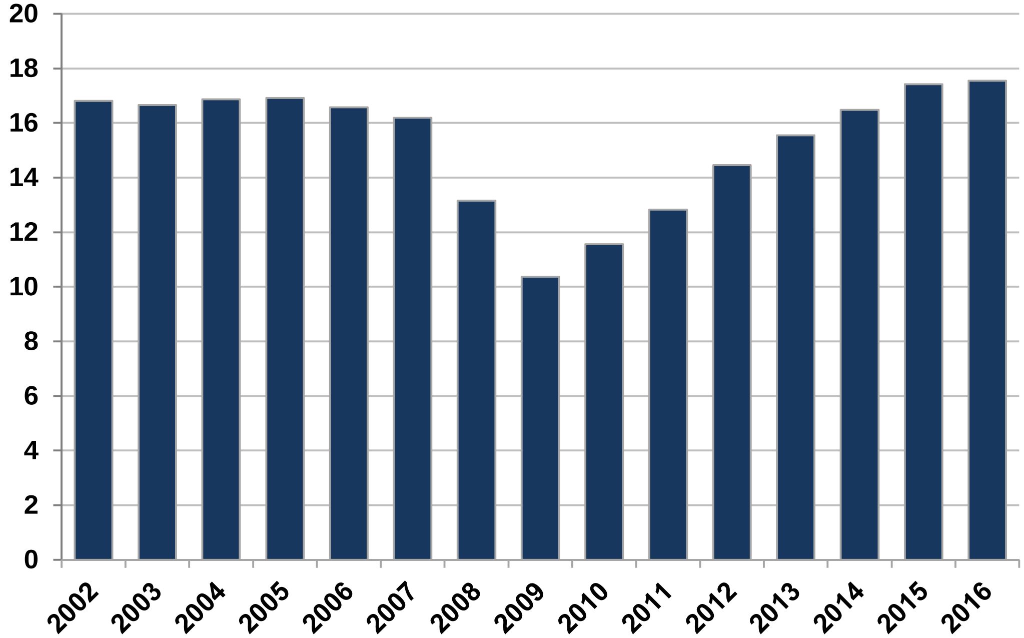
Reported record fourth quarter adjusted EPS

Note: All growth rates compared to the prior year quarter unless otherwise stated

New Vehicle Growth Opportunity

(U.S. SAAR in millions of units)

SAAR



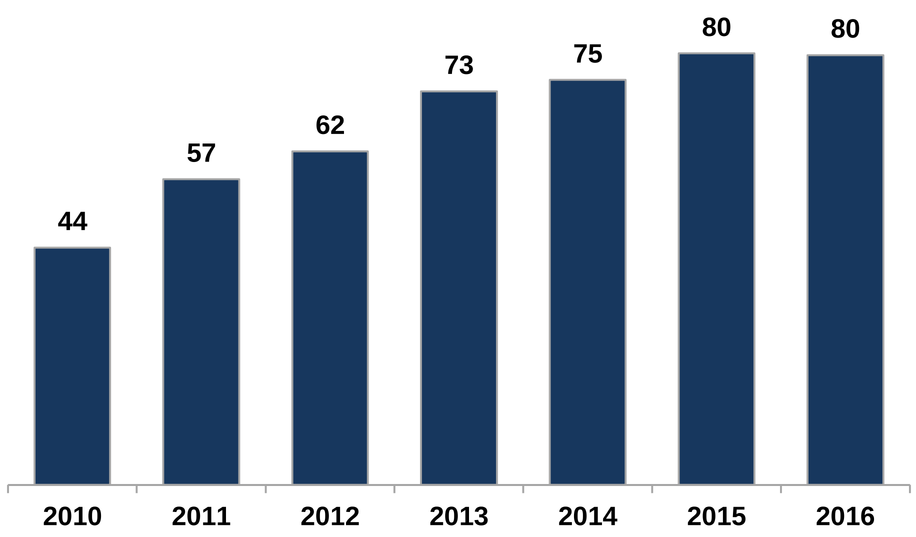
Drivers of New Vehicle Growth

- Exciting new products
- Extremely attractive financing
- Current age of the vehicle fleet
- Increasing number of licensed drivers
- Continued economic recovery

Sales of new vehicles in the U.S. have returned to the early 2000 levels

Used Vehicle Growth Opportunity

Monthly Used Unit Sales Per Store



Drivers of Used Vehicle Growth

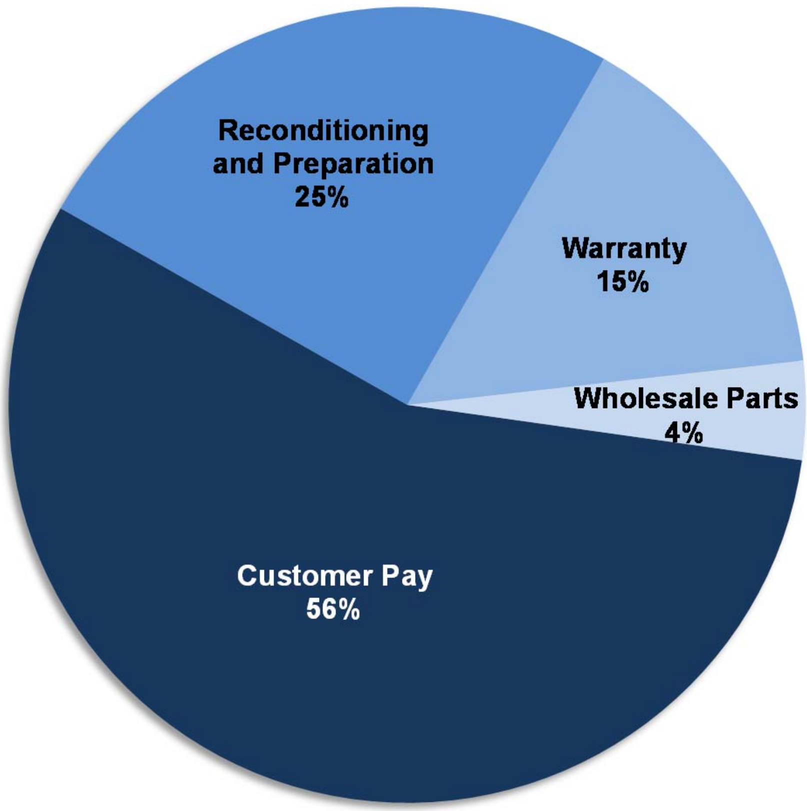
- Expand online marketing
- Aggressive pricing strategy
- Continue used vehicle training
- Retail more units; send fewer to auction

We have nearly doubled our used vehicle sales per dealership since 2010

Note: Amounts exclude discontinued operations

Parts and Service Growth Opportunity

Parts & Service Gross Profit Mix (Same Store)



Drivers of P&S Growth

Macro:

- Growing population of 3-5 year old vehicles
- Increasing vehicle complexity

Asbury Initiatives:

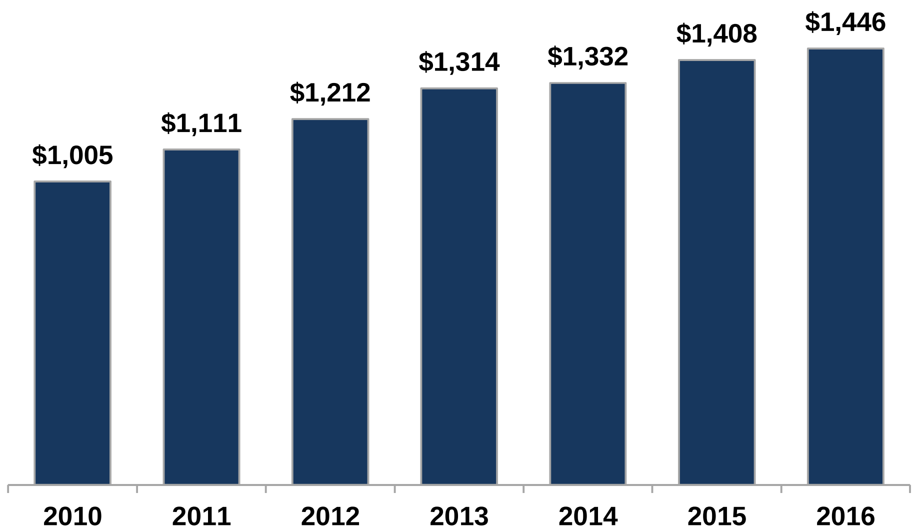
- Improve customer retention
- Improve on-line marketing
- Consistent service lane processes
- Expand service hours
- Continue driving used vehicle sales

We are focused on growing our high margin customer pay business

Note: Amounts for the year ended December 31, 2016

F&I Growth Opportunity

F&I Revenue Per Retail Unit (Same Store)



Drivers of F&I Growth

- Continuous product presentation training
- Improve bottom third of performers
- Increase penetration of insurance products
- Insurance products account for 65% of F&I revenue

Financing remains readily available and our F&I business continues to strengthen

Note: Amounts exclude discontinued operations

Why Asbury?

- Attractive brand mix
- Attractive geographic footprint
- Track record of consistently improving operating performance
- Strong balance sheet
- Disciplined, transparent capital allocation strategy

Questions?

Appendix

Q4 2016 Earnings Highlights & Key Metrics

ASBURY AUTOMOTIVE GROUP

	Q4 2016	Q4 2015	Change
Volume Metrics (SS)			
US Auto Sales (mm)	4.4	4.4	0.0%
New Units	25,163	24,781	1.5%
Used Retail Units	19,084	17,857	6.9%
Used to New Ratio	75.8%	72.1%	370 bps
Fixed Gross Profit	$ 118.0	$ 108.0	9.3%
Margin Metrics (SS)			
New Margin	5.0%	5.5%	-50 bps
Used Retail Margin	7.1%	7.5%	-40 bps
Fixed Margin	62.8%	62.1%	70 bps
F&I PVR	$ 1,512	$ 1,452	$ 60
Front End PVR (1)	$ 3,202	$ 3,253	$ (51)
Performance Metrics			
SG&A %GP	69.3%	70.5%	-120 bps
EBITDA(2)	$ 128.4	$ 86.6	48.3%
EPS	$ 3.08	$ 1.64	87.8%
EBITDA, Adjusted (2)	$ 76.8	$ 73.1	5.1%
EPS, Adjusted (2)	$ 1.56	$ 1.31	19.1%

(1) Front end PVR is new vehicle gross profit, used retail gross profit, and F&I gross profit divided by new and used retail unit sales.
(2) See Non-GAAP reconciliations.

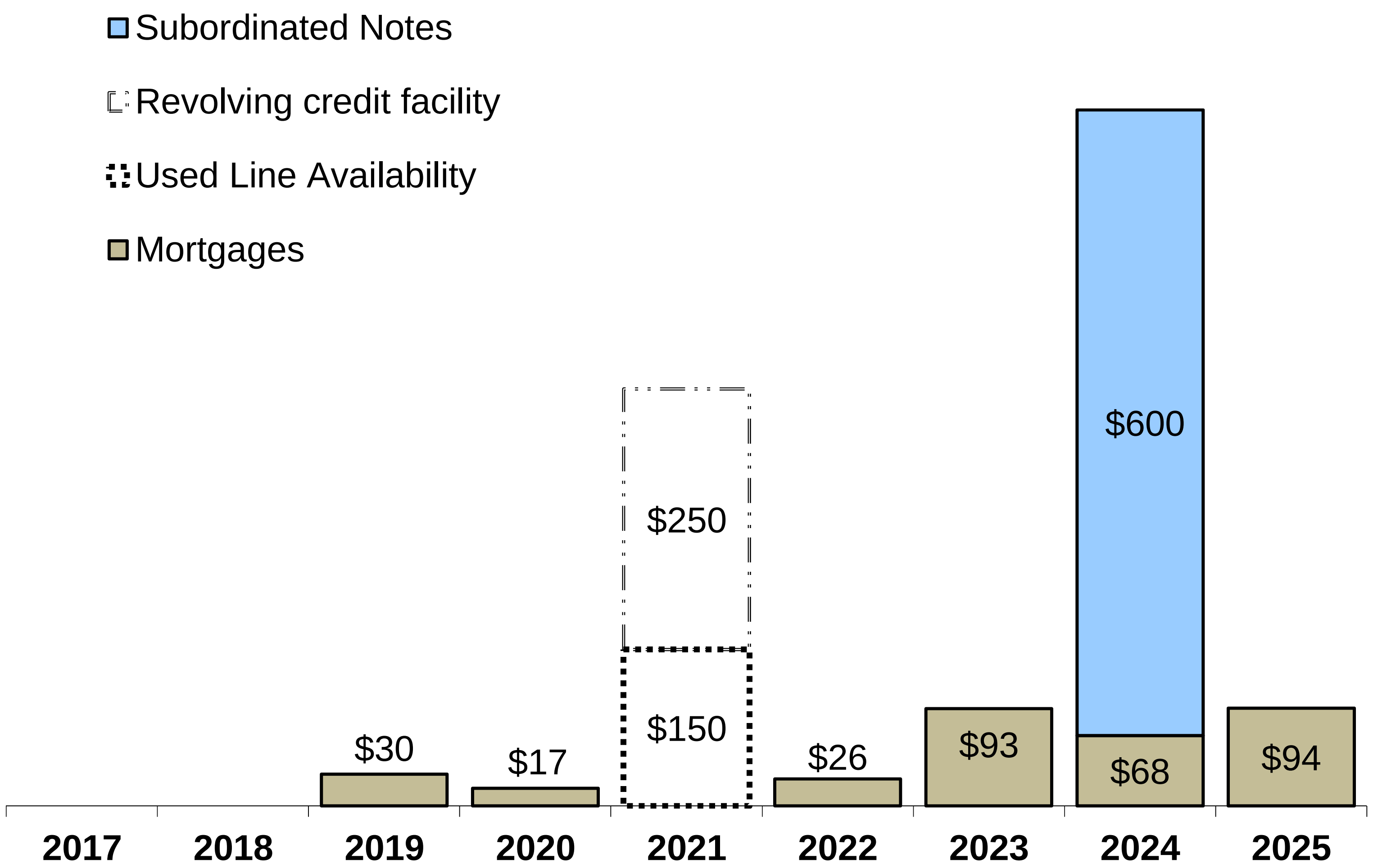
Non-GAAP Reconciliations

	Q4 2016	Q4 2015
Adjusted EBITDA:		
Income from continuing operations	**$ 67.1**	**$ 41.2**
Add:		
Depreciation and amortization	7.7	7.5
Income tax expense	39.8	24.4
Swap and other interest expense	13.8	13.5
EBITDA	**$ 128.4**	**$ 86.6**
Non-core items:		
Real estate related charges	0.5	-
Gain on divestitures	(45.5)	(13.5)
Legal settlements	(6.6)	-
Total non-core items	(51.6)	(13.5)
EBITDA, adjusted	**$ 76.8**	**$ 73.1**
Adjusted income from operations:		
Income from operations	$ 80.1	$ 69.7
Real estate-related charges	0.5	-
Legal settlements	(6.6)	-
Adjusted income from operations	**$ 74.0**	**$ 69.7**
Adjusted diluted EPS:		
Net income	$ 3.08	$ 1.64
Discontinued operations, net of tax	-	0.01
Income from continuing operations	$ 3.08	$ 1.65
Total non-core items [(1)]	(1.52)	(0.34)
Adjusted diluted EPS	**$ 1.56**	**$ 1.31**

(1) Non core-items includes a $0.9 million income tax benefit in Q4 2016, which is not included in the EBITDA non-core items

Debt Maturity Schedule

($ in Millions)



Our near-term debt maturities remain minimal, with a large "stack" in 2024

Note: Amounts shown are the face value of debt instruments in millions.
Does not include $3.4 million capital leases that expire in 2021 and Net of Deferred Financing Fees & Add-on Bond Premium of $4.6 million