

# GROUP 1 AUTOMOTIVE

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## 2009 First-Quarter Fact Sheet

### // Company Profile

Houston-based Group 1 Automotive, Inc., a Fortune 500 automotive retailer, is a leading operator in the \$1 trillion automotive retailing industry. Since its initial public offering in October 1997, Group 1 has grown to become one of the top five dealership groups in the United States. The company has achieved this success through a strategy that leverages management experience and emphasizes geographic and brand diversity, interrelated revenue streams, operational efficiencies and the prudent deployment of capital.

Group 1 owns and operates automotive dealerships in the United States and in the United Kingdom. Through its dealerships, the Company sells new and used cars and light trucks; arranges related financing, vehicle service and insurance contracts; provides maintenance and repair services; and sells replacement parts.

### // Quarterly Notables

#### January 2009:

- Announced Additional Cost Reductions – Annualized Savings Expanded to \$100 Million / Fourth-Quarter 2008 Earnings Schedule

#### February 2009:

- Reported Fourth-Quarter 2008 Financial Results

#### April 2009:

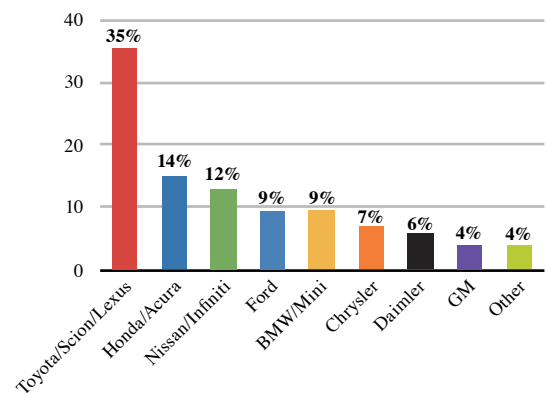
- Announced Acquisition of Hyundai Franchise and Disposition of Ford Dealership
- Reported Profitable First-Quarter Financial Results

### // At A Glance

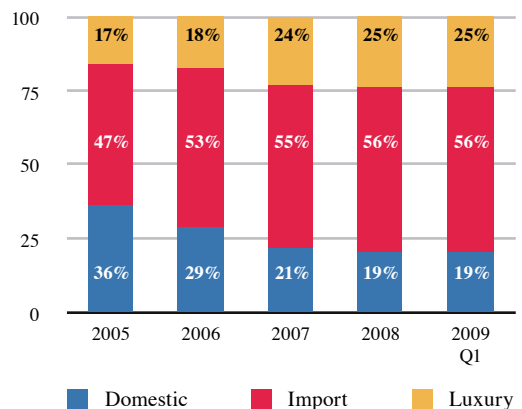
NYSE Symbol . . . . . GPI  
52 Week Low/High . . . . . \$4.34/\$30.24  
Stock Price as of 04/28/09 . . . . . \$18.94

### // New Vehicle Unit Sales

**Brand Diversity**  
1st Quarter 2009



**Brand Mix**



Note: All financial data is from continuing operations.

## // Consolidated Financial Results

### Three Months Ended

(\$ in millions, except per share amounts)

	3/31/2009	3/31/2008	Change
Revenues	\$ 1,019.8	\$ 1,503.3	(32.2)%
Gross Profit	\$ 182.7	\$ 247.6	(26.2)%
Gross Margin	17.9%	16.5%	140bp
SG&A as % Gross Profit	83.9%	78.8%	510bp
Income from			
continuing operations	\$ 8.4	\$ 15.9	(47.3)%
Adjusted <sup>(1)</sup>	\$ 5.7 <sup>(1)</sup>	\$ 16.9 <sup>(1)</sup>	(66.4)%
Diluted EPS from			
continuing operations	\$ 0.37	\$ 0.71	(47.9)%
Adjusted <sup>(1)</sup>	\$ 0.24 <sup>(1)</sup>	\$ 0.75 <sup>(1)</sup>	(68.0)%

<sup>(1)</sup> Adjusted results are before the adoption of APB 14-1 and exclude \$9.0 million after-tax, or \$0.40 per diluted share, in bond redemption gains and dealership disposition losses incurred in 1Q09; and, exclude \$0.3 million after-tax, or \$0.01 per diluted share, in bond redemption gains incurred in 1Q08 (See press release dated April 28, 2009, for GAAP reconciliation.)

## // Same Store Financial Results

### Three Months Ended

(\$ in millions)

	3/31/2009	3/31/2008	Change
<b>Revenues:</b>			
New Vehicle Retail Sales	\$ 540.7	\$ 879.9	(38.6)%
Used Vehicle Retail Sales	\$ 220.9	\$ 300.8	(26.5)%
Used Vehicle Wholesale Sales	\$ 34.2	\$ 66.5	(48.6)%
Total Used	\$ 255.5	\$ 367.3	(30.5)%
Parts and Service	\$ 177.8	\$ 188.3	(5.6)%
Finance and Insurance	\$ 31.7	\$ 52.1	(39.0)%
Total	\$ 1,005.4	\$ 1,487.5	(32.4)%
Gross Margin	17.9%	16.5%	140 bp

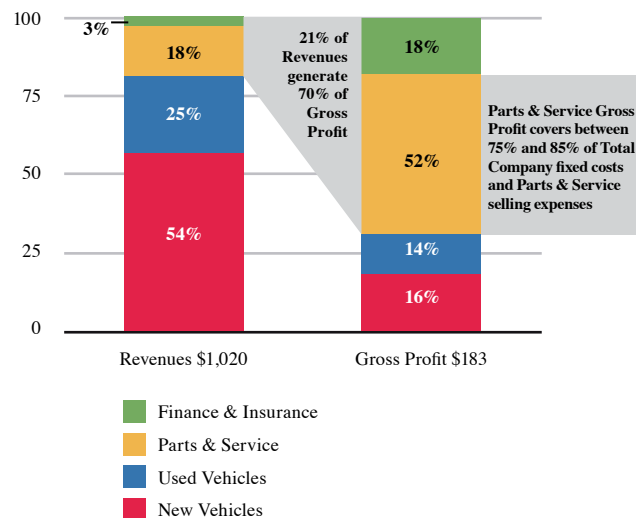
## // Debt Covenants

	2Q08	3Q08	4Q08	1Q09
Total Leverage Ratio must be < 4.50	3.80	3.92	3.46	3.35
Fixed Charge Coverage Ratio must be > 1.25	1.45	1.40	1.59	1.68
Current Ratio must be > 1.15	1.27	1.17	1.18	1.24

See www.Group1Auto.com for other ratios and calculation definitions.

## // Business Mix – 1st Quarter 2009

(\$ in millions)



## // Brand and Geographic Diversity

1st Quarter 2009

### Western Region

16% New Vehicle Unit Sales

### Central Region

41% New Vehicle Unit Sales

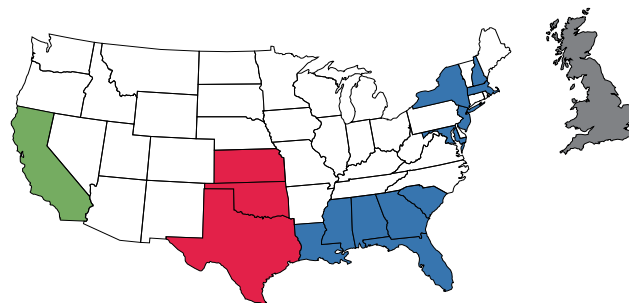
### Eastern Region

41% New Vehicle Unit Sales

### United Kingdom

2% New Vehicle Unit Sales

15 States  
99 Dealerships  
133 Franchises  
31 Brands



Note: All financial data is from continuing operations.

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**Disclaimer** // The 2008 Form 10-K report filed with the Securities and Exchange Commission includes financial data that supplements the material included in this fact sheet. Group 1 will, without charge, provide a copy to any stockholder upon written request to Investor Relations at our corporate headquarters.