DrivenBrands

Q4 2022 EARNINGS HIGHLIGHTS





FROM OUR CEO

JONATHAN FITZPATRICK



> 2022 was a year of record performance as we deepened our competitive moat and gained market share in the needs-based automotive services category. Building on our strong performance and leveraging our proven growth playbook, we entered 2023 with momentum, excellent visibility into expenses, and a robust pipeline with line of sight into multi-year growth.

4TH QUARTER HIGHLIGHTS

REVENUE
$540M
+38% YoY

NET INCOME
$27M
+$66M YoY

EARNINGS PER SHARE
$0.16
+$0.39 YoY

ADJUSTED EBITDA
$130M
+54% YoY

ADJUSTED NET INCOME
$42M
+35% YoY

ADJUSTED EARNINGS PER SHARE
$0.25
+39% YoY

In the fourth quarter, we delivered results ahead of our guidance with 38% revenue growth, supported by 11% same-store sales growth, which translated to 54% Adjusted EBITDA growth.

SYSTEM-WIDE SALES

System-wide sales in the fourth quarter were driven by the addition of 98 net new stores and 11% same-store sales growth.

$1.5B
TOTAL SYSTEM-WIDE SALES

NET NEW STORE GROWTH

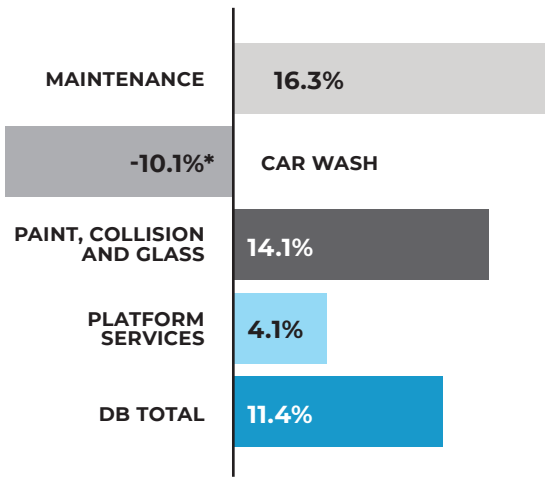
+48
MAINTENANCE
+25
CAR WASH
+24
PAINT, COLLISION AND GLASS
+1
PLATFORM SERVICES

▼

+98
DB TOTAL

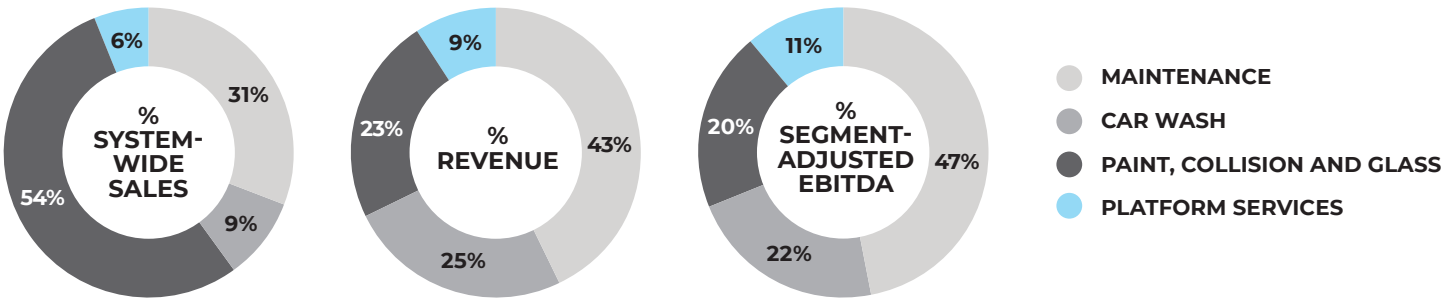


SAME-STORE SALES



*Foreign exchange rate movement had a 400 basis point negative impact.

SEGMENT MIX



LONG-TERM TARGETS

On the back of a strong 2022, our Dream Big plan of at least $850 million of Adjusted EBITDA remains on track.

SAME-STORE SALES	REVENUE	ADJUSTED EBITDA	ADJUSTED NET INCOME
LOW SINGLE-DIGIT %	LOW DOUBLE-DIGIT %	LOW DOUBLE-DIGIT %	MID-TO-HIGH TEENS %

This document contains Non-GAAP financial measures. For full financial data and Non-GAAP reconciliations, please refer to the associated press release dated February 22, 2023, available at investors.drivenbrands.com. This document may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are not based on historical facts but instead represent our current expectations and assumptions regarding our business, the economy and other future conditions. For risks and other factors that may cause actual results to differ materially from expectations, refer to the risk factors described in our filings with the Securities and Exchange Commission, which are available on its website at www.sec.gov.