



Q3'24
Earnings Presentation

October 22, 2024

GPC Snapshot (as of 9/30/2024)

Key Statistics

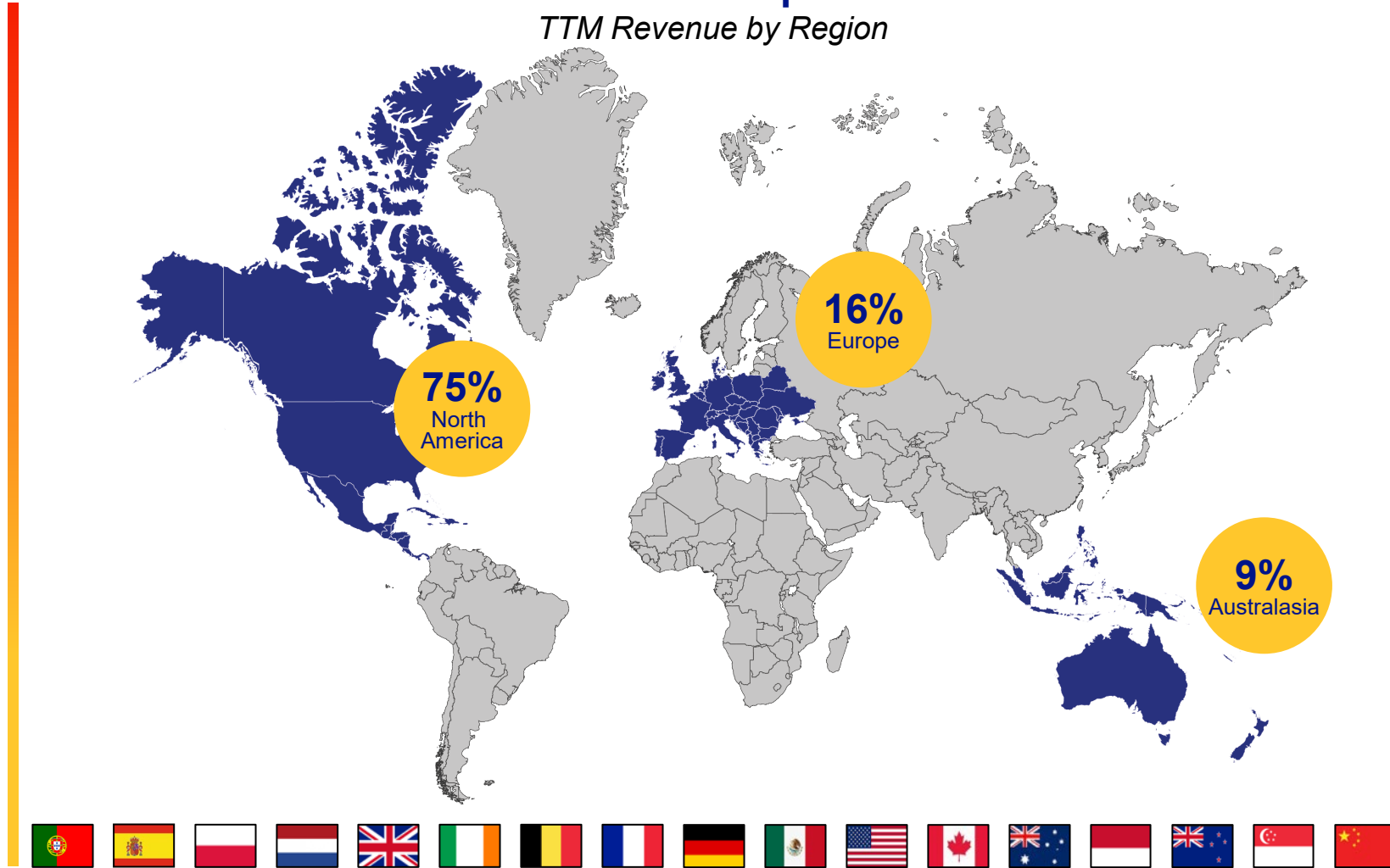
Founded	1928
Headquarters	Atlanta, GA
Countries Served	17
Locations	~10,820
<ul style="list-style-type: none"> Distribution Centers Warehouses Retail (Owned/Independent) 	<ul style="list-style-type: none"> ~195 ~755 ~9,870
Employees	~60,000
Market Capitalization	~\$19.4B

TTM Financial Highlights

Revenue ¹	\$23.3B
<ul style="list-style-type: none"> Automotive Industrial 	<ul style="list-style-type: none"> 62% 38%
Segment Profit Margin ²	9.4%
Free Cash Flow ²	~\$901M
Dividend Yield ³	2.9%

Global Footprint

TTM Revenue by Region



Leading Global Distributor in Diversified End Markets

Safe Harbor Statement

FORWARD-LOOKING STATEMENTS: Some statements in this presentation, as well as in other materials we file with the Securities and Exchange Commission (SEC), release to the public, or make available on our website, constitute forward-looking statements that are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements in the future tense and all statements accompanied by words such as “expect,” “likely,” “outlook,” “forecast,” “preliminary,” “would,” “could,” “should,” “position,” “will,” “project,” “intend,” “plan,” “on track,” “anticipate,” “to come,” “may,” “possible,” “assume,” or similar expressions are intended to identify such forward-looking statements. These forward-looking statements include our view of business and economic trends for the remainder of the year, our expectations regarding our ability to capitalize on these business and economic trends and to execute our strategic priorities, and the revised full-year 2024 financial guidance provided. Senior officers may also make verbal statements to analysts, investors, the media and others that are forward-looking. We caution you that all forward-looking statements involve risks and uncertainties, and while we believe that our expectations for the future are reasonable in view of currently available information, you are cautioned not to place undue reliance on our forward-looking statements. Actual results or events may differ materially from those indicated as a result of various important factors. Such factors may include, among other things, changes in general economic conditions, including unemployment, inflation (including the impact of tariffs) or deflation, financial institution disruptions and geopolitical conflicts such as the conflict between Russia and Ukraine, the conflict in the Gaza strip and other unrest in the Middle East; volatility in oil prices; significant cost increases, such as rising fuel and freight expenses; natural disasters or adverse weather conditions, such as recent severe hurricanes; public health emergencies, including the effects on the financial health of our business partners and customers, on supply chains and our suppliers, on vehicle miles driven as well as other metrics that affect our business, and on access to capital and liquidity provided by the financial and capital markets; our ability to maintain compliance with our debt covenants; our ability to successfully integrate acquired businesses into our operations and to realize the anticipated synergies and benefits; our ability to successfully implement our business initiatives in our two business segments; slowing demand for our products; the ability to maintain favorable supplier arrangements and relationships; changes in national and international legislation or government regulations or policies, including changes to import tariffs, environmental and social policy, infrastructure programs and privacy legislation, and their impact to us, our suppliers and customers; changes in tax policies; volatile exchange rates; our ability to successfully attract and retain employees in the current labor market; uncertain credit markets and other macroeconomic conditions; competitive product, service and pricing pressures; failure or weakness in our disclosure controls and procedures and internal controls over financial reporting; the uncertainties and costs of litigation; disruptions caused by a failure or breach of our information systems, as well as other risks and uncertainties discussed in our Annual Report on Form 10-K for 2023 and from time to time in our subsequent filings with the SEC. Forward-looking statements speak only as of the date they are made, and we undertake no duty to update any forward-looking statements except as required by law. You are advised, however, to review any further disclosures we make on related subjects in our subsequent Forms 10-K, 10-Q, 8-K and other reports filed with the SEC.

NON-GAAP MEASURES: This presentation contains certain financial information not derived in accordance with United States (“U.S.”) generally accepted accounting principles (“GAAP”). These items include adjusted net income, adjusted operating and non-operating expenses, total segment profit, total segment margin, adjusted EBITDA, adjusted diluted earnings per share and free cash flow. We believe that the presentation of these non-GAAP measures when considered together with the corresponding GAAP financial measures and the reconciliations to those measures, provide meaningful supplemental information to both management and investors that is indicative of our core operations. We considered these metrics useful to investors because they provide greater transparency into management’s view and assessment of our ongoing operating performance by removing items management believes are not representative of our operations and may distort our longer-term operating trends. For example, for the three and nine months ended September 30, 2024, certain of the non-GAAP metrics contained herein exclude costs relating to our global restructuring initiative and acquisition of Motor Parts and Equipment Corporation, which are one-time events that do not recur in the ordinary course of our business. We believe these measures are useful and enhance the comparability of our results from period to period and with our competitors, as well as show ongoing results from operations distinct from items that are infrequent or not associated with our core operations. We do not, nor do we suggest investors should, consider such non-GAAP financial measures as superior to, in isolation from, or as a substitute for, GAAP financial information. We have included reconciliations of this additional information to the most comparable GAAP measure in the appendix of this presentation. We do not provide forward-looking guidance for certain financial measures on a GAAP basis because we are unable to predict certain items contained in the GAAP measures without unreasonable efforts. These items may include acquisition-related costs, litigation charges or settlements, impairment charges, and certain other unusual adjustments.

Key Messages

- ✓ **Weaker demand environment, along with ongoing cost pressures** drove quarterly results below our expectations
- ✓ **Remain urgent and focused** on controlling what we can to grow in excess of market growth and to improve our business
- ✓ Despite the quarterly results, we are **confident that we are doing the right body of work to extend our competitive advantages and better compete** in our highly fragmented markets
- ✓ We want to **thank our global GPC teammates** for their hard work

Q3'24 Performance



Sales

\$6.0B

Increase of 2.5%

Gross Margin

36.8%

Improved 60 bps

Adj EBITDA¹

\$477M

Decreased 16%

Segment Profit¹

\$521M

Decreased 14%

Segment Margin¹

8.7%

Decreased 170 bps

Adj Diluted EPS¹

\$1.88

Decreased 24%

At September 30



Cash From Operations

\$1.1B YTD

Free Cash Flow¹

\$711M YTD



Working Capital²

\$1.6B



Capital Structure

2.2x

Total Debt to Adj EBITDA¹



Ample Liquidity

\$2.6B



Financial Strength and Flexibility to Drive Growth

Q3'24 Industrial Performance



Global Sales¹

\$2.2B

Decreased 1.2%

Global Comps^{1,2}

-2.4%

Segment Profit³

\$259M

Decreased 9%

Segment Margin³

11.9%

Decreased 100 bps

Market	Total Sales ⁴
North America	(1.9%)
Australasia	+6.9%

¹Global Industrial and North America results include one additional selling day in the U.S., which the company estimates positively impacted Global Industrial sales growth and comp sales growth by approximately 140bps

Highlights:

- Lagging industrial production activity continues to be the main headwind; longest period of contraction for PMI in over 33 years
- In 2024, Motion has received six Supplier of the Year awards from its customers, a testament to their value proposition and customer service
- Well positioned to capitalize on the eventual improvement in the manufacturing economy

Q3'24 Automotive Performance



Global Sales¹

\$3.8B

Increase of 4.8%

Global Comps^{1,2}

+0.2%

Segment Profit³

\$262M

Decreased 19%

Segment Margin³

6.9%

Decreased 200 bps

Market	Total Sales ⁴	Comp Sales ^{2,4}
U.S. ¹	+4.0%	(0.1%)
Canada	+1.1%	(1.5%)
Europe	+5.7%	(0.1%)
Australasia	+6.8%	+4.2%

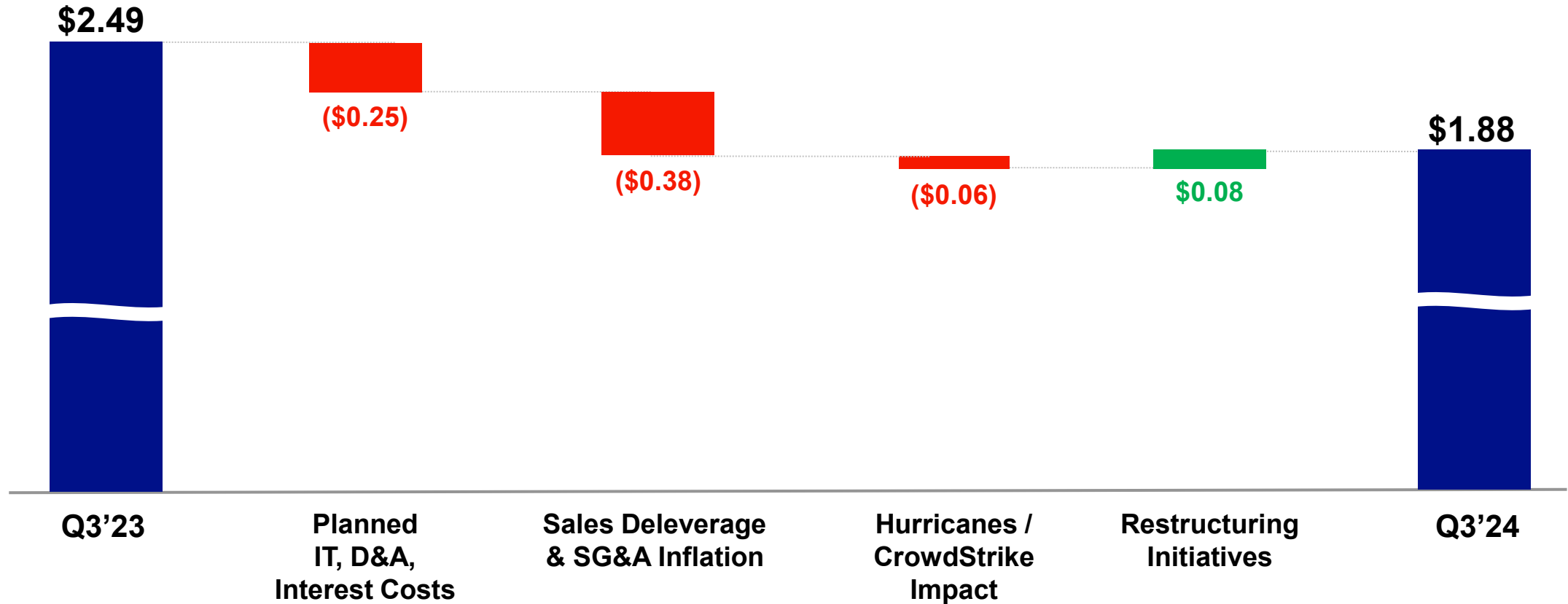
¹Global Automotive and U.S. Automotive results include one additional selling day in the U.S., which the company estimates positively impacted Global Automotive sales growth and comp sales growth by approximately 90bps and U.S. Automotive sales growth and comp sales growth by 160bps

Highlights:

- Continued softness in market conditions across our global geographies with the most pronounced impact in Europe
- ~160 strategic acquisitions of NAPA stores from our independent owners as well as competitive stores in key markets
- Results for segment profit reflect ongoing pressures from a soft sales environment and costs pressures, particularly in Europe and the U.S.

GPC Q3'24 Adjusted EPS Bridge

(\$ per share)



How We Win

Foundational Priorities for Strategic Investments



Talent & Culture

Develop high potential talent and infuse capabilities into the organization to build diverse, high-performing teams



Sales Effectiveness

Utilize data and analytics to understand our customer segments and drive solution-based sales and commercial strategies



Technology

Enhance data and digital capabilities to deliver a best-in-class customer experience, profitable growth and operational productivity



Supply Chain

Modernize operations to increase productivity and efficiency across inventory, facilities and logistics capabilities



Emerging Technology

Lead in emerging technologies and leverage our unique positioning, global scale and One GPC team approach

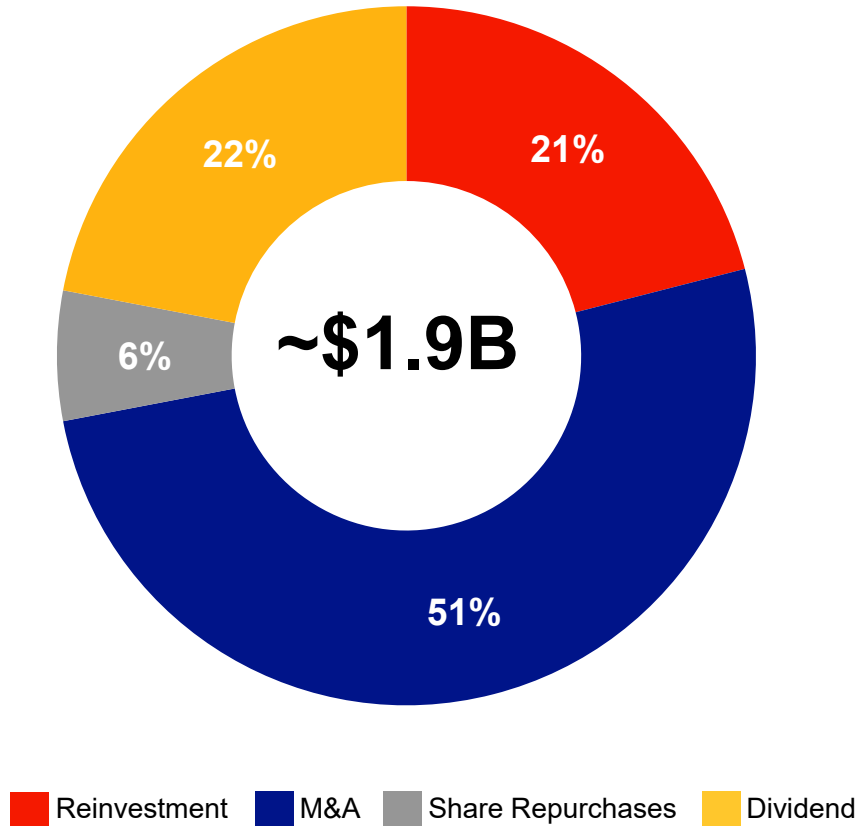


Mergers & Acquisitions

Acquire strategic assets and create value via scale, footprint, customer relationships, products and services and technology

Effective Capital Allocation

YTD 2024 Capital Deployment



Key Priorities

Reinvestment

- ~\$386M CapEx YTD
- Projecting '24 CapEx of ~\$500M

M&A

- ~\$954M YTD
- Targeting additional acquisitions in '24

Share Repurchases

- ~\$112M spend for ~779K shares YTD
- Continued share buy-backs in '24

Dividend

- ~\$411M in cash dividends paid YTD
- 2024 cash dividend of \$4.00 per share, +5% from 2023
 - 68th consecutive year of increased dividends paid to our shareholders

2024 Outlook¹

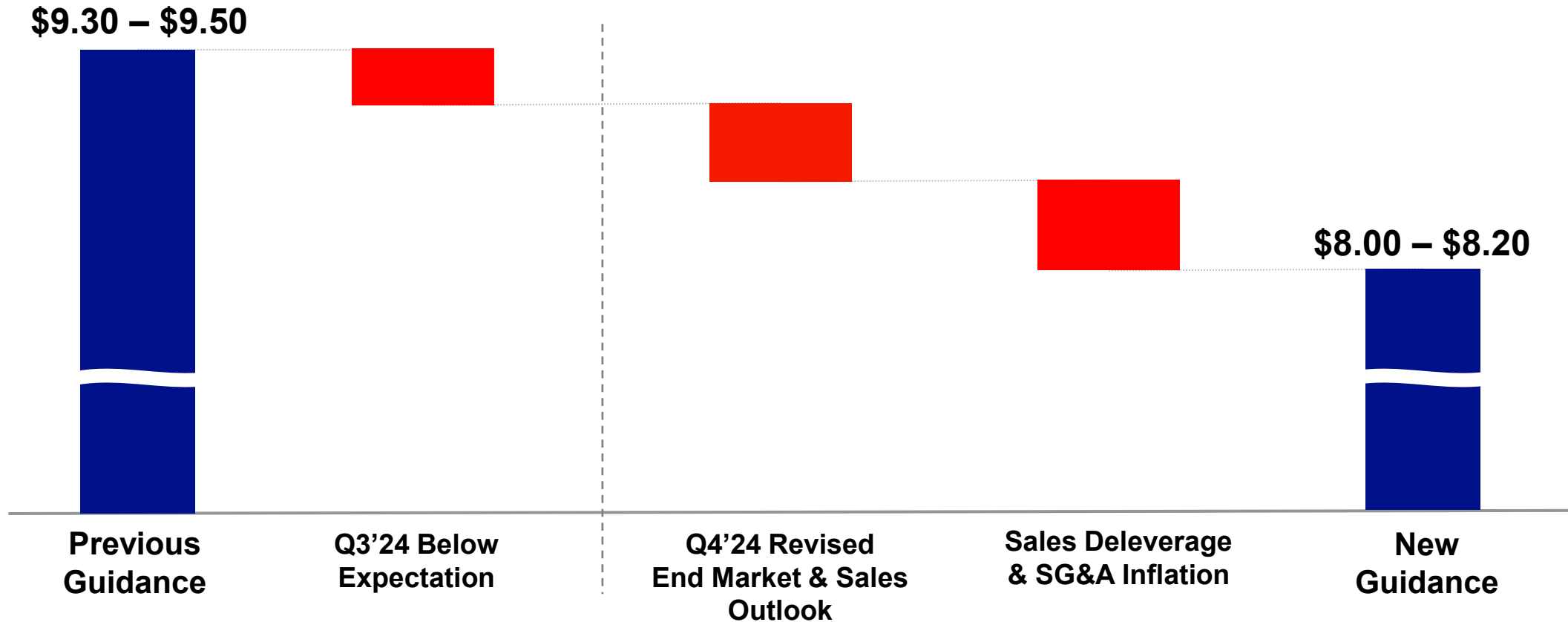
	Current	Previous
Total Sales Growth	1% to 2%	1% to 3%
• Automotive	3% to 4%	1% to 3%
• Industrial	-2% to -1%	0% to 2%
Diluted EPS	\$6.60 to \$6.80	\$8.55 to \$8.75
Adj Diluted EPS²	\$8.00 to \$8.20	\$9.30 to \$9.50
Adj EPS Growth²	-14% to -12%	0% to 2%
Cash from Operations	\$1.3B to \$1.5B	\$1.3B to \$1.5B
Free Cash Flow²	\$800M to \$1B	\$800M to \$1B

OTHER ASSUMPTIONS

- Corporate expenses ~1.5% to 2% of sales
- Capex ~\$500M
- Interest expense ~\$100M
- Tax rate ~24%

GPC 2024 Adjusted EPS Guidance Bridge

(\$ per share)



2024 Outlook (Cont.)

U.S. Business Days*	Q1	Q2	Q3	Q4	FY
2024	64	64	64	63	255
2023	64	64	63	62	253
Difference	0	0	+1	+1	+2

**Our calculation of comparable sales is computed using total business days for the period, not calendar days. We believe a business day approach is a better representation given the fluctuations of weekend operating hours, particularly at our Motion facilities and independently owned NAPA stores in the U.S.*



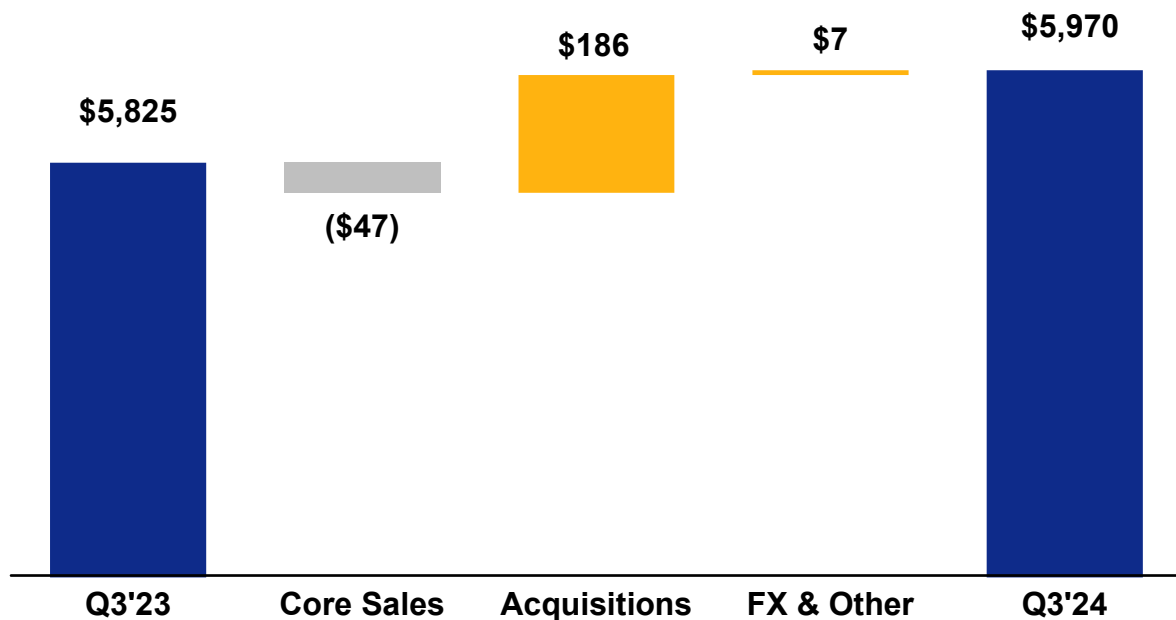
Appendix

Consolidated Net Sales and Diluted EPS Bridge

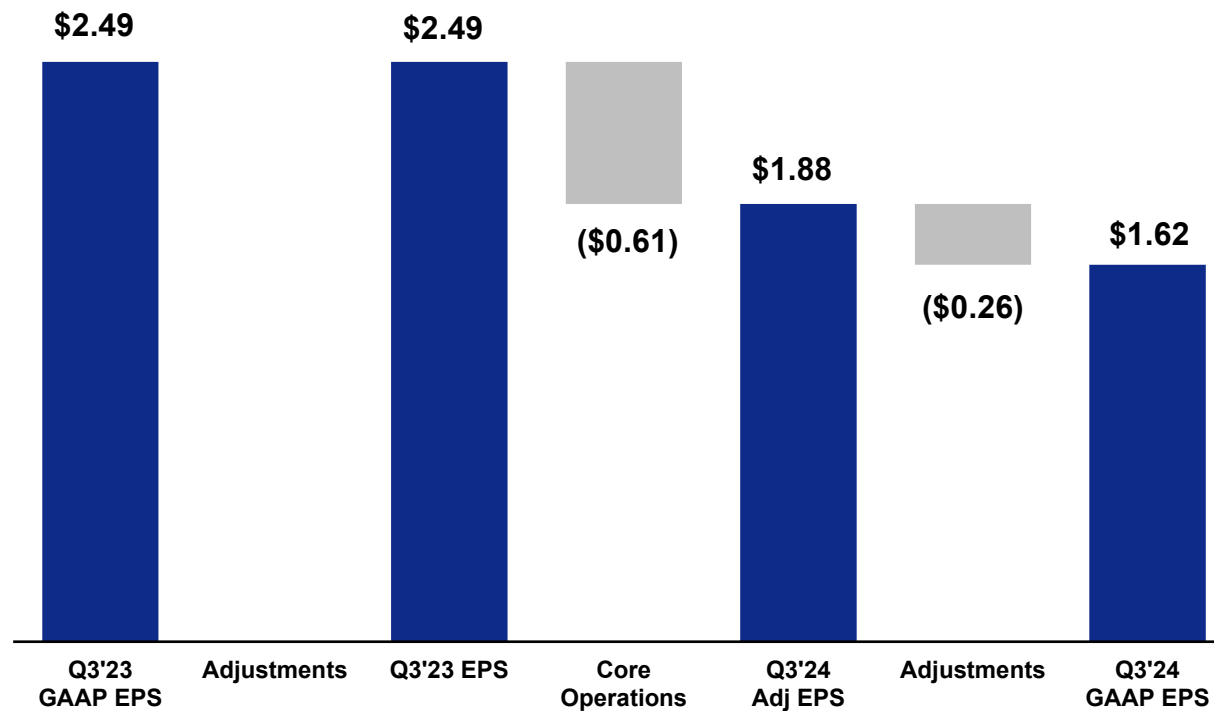
Appendix A

Net Sales

(\$M)



Adj Diluted Earnings Per Share¹



¹A non-GAAP measure (See Appendix D)

Comparable Sales: Comparable sales or “comp sales” is a key metric that refers to period-over-period comparisons of our net sales excluding the impact of acquisitions, foreign currency and other. Our calculation of comparable sales is computed using total business days for the period. The company considers this metric useful to investors because it provides greater transparency into management’s view and assessment of the company’s core ongoing operations. This is a metric that is widely used by analysts, investors and competitors in our industry, although our calculation of the metric may not be comparable to similar measures disclosed by other companies, because not all companies and analysts calculate this metric in the same manner.

Daily Sales: Daily sales represents the amounts invoiced to the company's customers each day. Daily sales do not represent GAAP-based sales because, among other things, invoices are not always generated at the same time goods and services are delivered to customers and the amounts do not include adjustments for estimates of returns, rebates or other forms of variable consideration. Management uses this metric to monitor demand trends at each of its subsidiaries throughout each month for the purposes of monitoring performance against forecasts and to make operational decisions. The company considers this metric useful to investors because it provides greater transparency into management’s view and assessment of the company’s core ongoing operations. The calculation of this metric may not be comparable to similar measures disclosed by other companies, because not all companies and analysts calculate this metric in the same manner.

Segment Data

Appendix C

(in thousands)	2024	2024			2023			
	TTM	Q1	Q2	Q3	Q1	Q2	Q3	Q4
Net sales:								
Automotive	\$ 14,559,814	\$ 3,574,020	\$ 3,726,991	\$ 3,799,789	\$ 3,505,827	\$ 3,654,999	\$ 3,626,943	\$ 3,459,014
Industrial	8,742,466	2,209,611	2,235,576	2,170,409	2,259,291	2,260,007	2,197,659	2,126,870
Total net sales	23,302,280	5,783,631	5,962,567	5,970,198	5,765,118	5,915,006	5,824,602	5,585,884
Segment profit:								
Automotive	1,108,215	272,936	313,975	262,195	264,420	329,347	322,004	259,109
Industrial	1,081,103	270,839	276,841	258,753	261,987	283,372	282,807	274,670
Total segment profit	2,189,318	543,775	590,816	520,948	526,407	612,719	604,811	533,779
Interest expense, net	(82,752)	(17,690)	(21,921)	(27,818)	(16,864)	(16,455)	(15,827)	(15,323)
Corporate expense	(349,594)	(83,762)	(85,984)	(113,949)	(66,015)	(101,550)	(90,257)	(65,899)
Intangible asset amortization	(138,841)	(34,100)	(34,685)	(36,292)	(39,122)	(40,625)	(33,667)	(33,764)
Other unallocated costs	(190,363)	(83,042)	(62,025)	(45,296)	—	—	—	—
Income before income taxes	1,427,768	325,181	386,201	297,593	404,406	454,089	465,060	418,793
Income taxes	(339,873)	(76,287)	(90,657)	(71,011)	(100,449)	(109,595)	(113,862)	(101,918)
Net income	<u>\$ 1,087,895</u>	<u>\$ 248,894</u>	<u>\$ 295,544</u>	<u>\$ 226,582</u>	<u>\$ 303,957</u>	<u>\$ 344,494</u>	<u>\$ 351,198</u>	<u>\$ 316,875</u>
Segment profit margin:								
Automotive	7.6%	7.6%	8.4%	6.9%	7.5%	9.0%	8.9%	7.5%
Industrial	12.4%	12.3%	12.4%	11.9%	11.6%	12.5%	12.9%	12.9%
Total segment profit margin	9.4%	9.4%	9.9%	8.7%	9.1%	10.4%	10.4%	9.6%

Reconciliation of Non-GAAP Financial Measures

Appendix D

Total Segment Profit & Total Segment Profit Margin

(in thousands)	2024	2024			2023			
	TTM	Q1	Q2	Q3	Q1	Q2	Q3	Q4
GAAP net income	\$ 1,087,895	\$ 248,894	\$ 295,544	\$ 226,582	\$ 303,957	\$ 344,494	\$ 351,198	\$ 316,875
Income taxes	339,873	76,287	90,657	71,011	100,449	109,595	113,862	101,918
Income before income taxes	1,427,768	325,181	386,201	297,593	404,406	454,089	465,060	418,793
Interest expense, net	82,752	17,690	21,921	27,818	16,864	16,455	15,827	15,323
Corporate expense	349,594	83,762	85,984	113,949	66,015	101,550	90,257	65,899
Intangible asset amortization	138,841	34,100	34,685	36,292	39,122	40,625	33,667	33,764
Other unallocated (loss) income, net	190,363	83,042	62,025	45,296	—	—	—	—
Total segment profit	\$ 2,189,318	\$ 543,775	\$ 590,816	\$ 520,948	\$ 526,407	\$ 612,719	\$ 604,811	\$ 533,779
GAAP net sales	\$ 23,302,280	\$ 5,783,631	\$ 5,962,567	\$ 5,970,198	\$ 5,765,118	\$ 5,915,006	\$ 5,824,602	\$ 5,585,884
GAAP net income margin	4.7%	4.3%	5.0%	3.8%	5.3%	5.8%	6.0%	5.7%
Total segment profit margin	9.4%	9.4%	9.9%	8.7%	9.1%	10.4%	10.4%	9.6%

Reconciliation of Non-GAAP Financial Measures (Cont.) Appendix D

Adj Net Income

(in thousands)	2024	2024			2023			
	TTM	Q1	Q2	Q3	Q1	Q2	Q3	Q4
GAAP net income	\$ 1,087,895	\$ 248,894	\$ 295,544	\$ 226,582	\$ 303,957	\$ 344,494	\$ 351,198	\$ 316,875
Adjustments:								
Restructuring and other costs (1)	161,312	83,042	37,247	41,023	—	—	—	—
Acquisition and integration related costs and other (2)	29,051	—	24,778	4,273	—	—	—	—
Total adjustments	190,363	83,042	62,025	45,296	—	—	—	—
Tax impact of adjustments	(45,911)	(21,038)	(16,008)	(8,865)	—	—	—	—
Adjusted net income	\$ 1,232,347	\$ 310,898	\$ 341,561	\$ 263,013	\$ 303,957	\$ 344,494	\$ 351,198	\$ 316,875

(in thousands, except per share data)	2024	2024			2023			
	TTM	Q1	Q2	Q3	Q1	Q2	Q3	Q4
GAAP earnings per share	\$ 7.79	\$ 1.78	\$ 2.11	\$ 1.62	\$ 2.14	\$ 2.44	\$ 2.49	\$ 2.26
Adjustments:								
Restructuring and other costs (1)	1.16	0.59	0.27	0.29	—	—	—	—
Acquisition and integration related costs and other (2)	0.21	—	0.17	0.03	—	—	—	—
Total adjustments	1.37	0.59	0.44	0.32	—	—	—	—
Tax impact of adjustments	(0.33)	(0.15)	(0.11)	(0.06)	—	—	—	—
Adjusted diluted earnings per share	\$ 8.83	\$ 2.22	\$ 2.44	\$ 1.88	\$ 2.14	\$ 2.44	\$ 2.49	\$ 2.26
Weighted average common shares outstanding — assuming dilution	139,599	140,096	139,829	139,599	141,725	141,247	140,934	140,359



Reconciliation of Non-GAAP Financial Measures (Cont.) Appendix D

Adj EBITDA

(in thousands)	2024	2024			2023			
	TTM	Q1	Q2	Q3	Q1	Q2	Q3	Q4
GAAP net income	\$ 1,087,895	\$ 248,894	\$ 295,544	\$ 226,582	\$ 303,957	\$ 344,494	\$ 351,198	\$ 316,875
Depreciation and amortization	384,429	90,610	99,202	106,036	87,215	90,873	83,860	88,581
Interest expense, net	82,752	17,690	21,921	27,818	16,864	16,455	15,827	15,323
Income taxes	339,873	76,287	90,657	71,011	100,449	109,595	113,862	101,918
EBITDA:	1,894,949	433,481	507,324	431,447	508,485	561,417	564,747	522,697
Restructuring and other costs (1)	161,312	83,042	37,247	41,023	—	—	—	—
Acquisition and integration related costs and other (2)	29,051	—	24,778	4,273	—	—	—	—
Adjusted EBITDA	\$ 2,085,312	\$ 516,523	\$ 569,349	\$ 476,743	\$ 508,485	\$ 561,417	\$ 564,747	\$ 522,697

Adj Operating and Non-Operating Expenses

(in thousands)	Three Months Ended September 30,		QTD Change	
	2024	2023	\$ Change	% Change
GAAP operating and non-operating expenses	\$ 1,900,848	\$ 1,644,181	\$ 256,667	15.6%
Adjustments:				
Restructuring and other costs (1)	(41,023)	—	(41,023)	100.0%
Acquisition and integration related costs and other (2)	(4,273)	—	(4,273)	100.0%
Total adjustments	(45,296)	—	(45,296)	100.0%
Adjusted operating and non-operating expenses	\$ 1,855,552	\$ 1,644,181	\$ 211,371	12.9%
Adjusted operating and non-operating expenses as a percent of GAAP net sales	31.1%	28.2%		290 bps



Reconciliation of Non-GAAP Financial Measures (Cont.) Appendix D

Free Cash Flow

(in thousands)	Nine Months Ended September 30, 2024	TTM Ended September 30, 2024
Net cash provided by operating activities	\$ 1,096,225	\$ 1,449,389
Less: Purchases of property, plant and equipment	385,590	548,407
Free Cash Flow	<u>\$ 710,635</u>	<u>\$ 900,982</u>

Outlook

	Year Ending December 31, 2024
Net cash provided by operating activities	\$1.3 billion to \$1.5 billion
Purchases of property, plant and equipment	~\$500 million
Free Cash Flow	<u>\$800 million to \$1 billion</u>

- (1) **Restructuring and other costs:** Adjustment reflects the global restructuring initiative which includes a voluntary retirement offer in the U.S., inventory liquidation costs, and rationalization and optimization of certain distribution centers, stores and other facilities.
- (2) **Acquisition and integration related costs and other:** Adjustment primarily reflects integration costs related to the completion of the acquisition of MPEC in April 2024 and Walker Automotive Supply, Inc. in July 2024, including professional services costs, personnel costs, and lease and other exit costs.