

Q2'22 Automotive Performance

Sales +8.5% (SM)



Segment Profit² +10.9% (SM)



Automotive Highlights

- **Total sales +8.5%; +37% 2-Year Stack**
 - +8% comp sales¹ increase; +30% 2-Year Stack
- HSD to Mid-teens comp sales¹ across all operations
- Positive DIFM and DIY growth with strength in both segments
- Sales improvement a function of growth initiatives, strong demand and inflation
- **+50 bp margin improvement on a 2-Year Stack; +110 bps 3-Year Stack**

North America

- **Total U.S. Sales +11%; +30% 2-Year Stack**
 - +7% comp sales¹; +27% 2-Year Stack
- Strong DIFM and DIY sales
 - Steady strength across commercial accounts
 - B2C digital investments driving sustained retail strength
- **Total Canadian Sales +16%; +30% 2-Year Stack**
 - +14% comp sales¹; +26% 2-Year Stack
 - **Launched NexDrive**, a network of service centers for hybrids and EVs

Europe

- **Total European Sales +19%; +54% 2-Year Stack**
 - +7% comp sales¹; +40% 2-Year Stack
- Sales growth across all European markets
- Initiative highlights include new account expansion, continued NAPA rollout within and across the region and technology and supply chain investments
- Lausan and Knoll acquisitions exceeding expectations

Australasia

- **Total Australasian Sales +11%; +29% 2-Year Stack**
 - +8% comp sales¹; +26% 2-Year Stack
- **Growth driven by our accelerated digital strategies and strong underlying demand**
- Acquisition of STEDI, a leading Australian brand of lighting products focused on the four-wheel drive market