



Q2'24
Earnings Presentation

July 23, 2024

GPC Snapshot (as of 6/30/2024)

Key Statistics

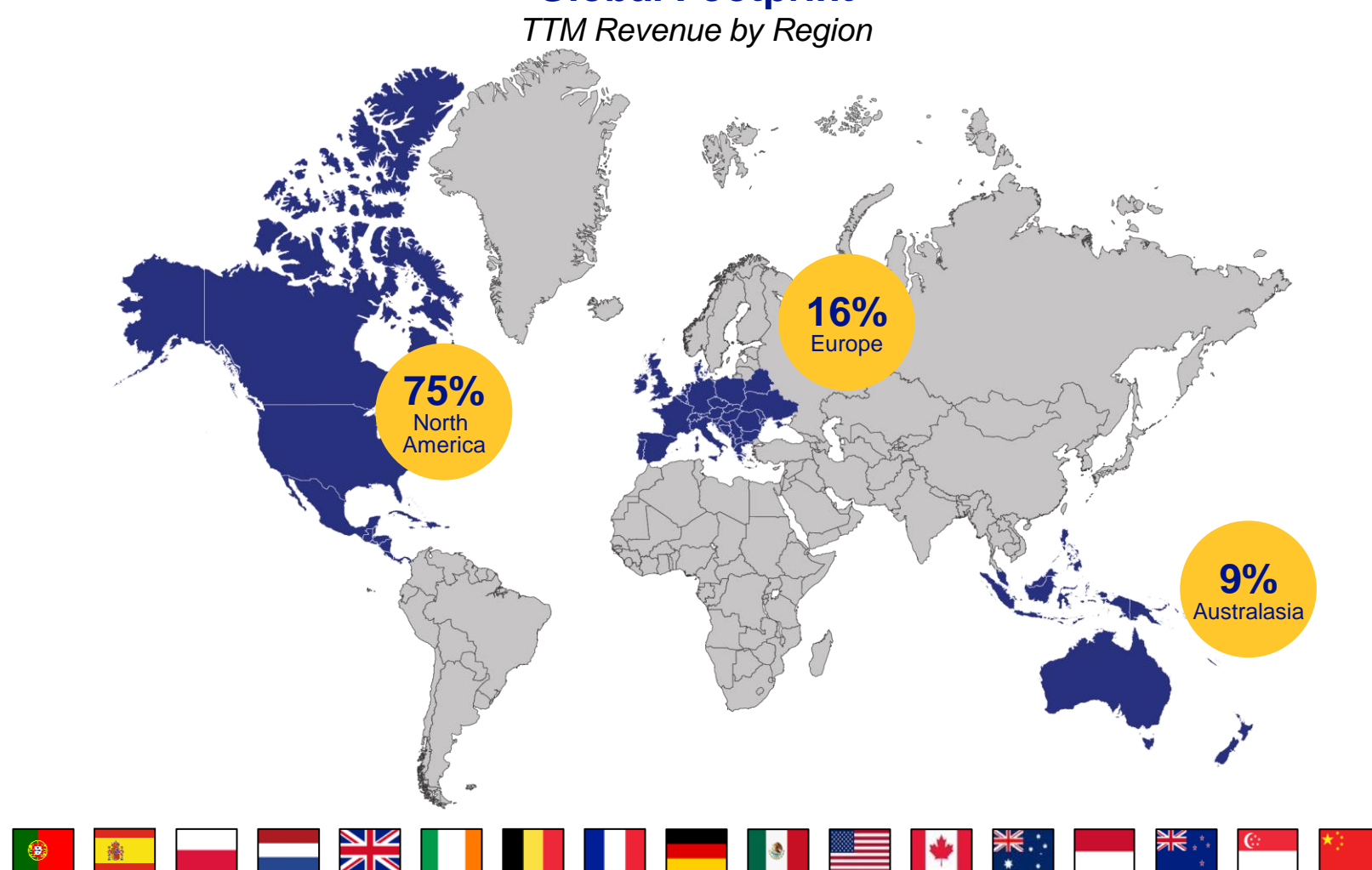
| | |
|--|--|
| Founded | 1928 |
| Headquarters | Atlanta, GA |
| Countries Served | 17 |
| Locations | ~10,780 |
| <ul style="list-style-type: none"> Distribution Centers Warehouses Retail (Owned/Independent) | <ul style="list-style-type: none"> ~195 ~740 ~9,845 |
| Employees | ~60,000 |
| Market Capitalization | ~\$19.3B |

TTM Financial Highlights

| | |
|--|--|
| Revenue ¹ | \$23.2B |
| <ul style="list-style-type: none"> Automotive Industrial | <ul style="list-style-type: none"> 62% 38% |
| Segment Profit Margin ² | 9.8% |
| Free Cash Flow ² | ~\$1.0B |
| 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; 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, including as a result of the work from home environment; 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 six months ended June 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

- ✓ Quarterly results reflect softer than expected **market conditions**
- ✓ Results demonstrate the value of our **complimentary business mix paired with our geographic diversity**
- ✓ Despite a challenging macro-environment, **our teams are operating well and remain focused on executing our long-term strategic initiatives**
- ✓ We want to **thank our global GPC teammates** for their hard work

————— *Strategic Initiatives and Focused Team Execution Delivering Results* —————

Q2'24 Performance



Sales

\$6.0B

Increase of 0.8%

Gross Margin

36.6%

Improved 50 bps

Adj EBITDA¹

\$569M

Increase of 1%

Segment Profit¹

\$591M

Decreased 4%

Segment Margin¹

9.9%

Decreased 50 bps

Adj Diluted EPS¹

\$2.44

In-line YoY

At June 30



Cash From Operations

\$612M YTD

Increase of 34%

Free Cash Flow¹

\$353M YTD

Increase of 40%



Working Capital²

\$1.0B



Capital Structure

1.8x

Total Debt to Adj EBITDA¹



Ample Liquidity

\$2.0B

Financial Strength and Flexibility to Drive Growth

Q2'24 Industrial Performance



Global Sales

\$2.2B

Decreased 1.1%

Global Comps¹

-1.6%

6% comp in the PY

Segment Profit²

\$277M

Decreased 2%

Segment Margin²

12.4%

Decreased 10 bps

| Market | Total Sales ³ |
|---------------|--------------------------|
| North America | (1.3%) |

| | |
|-------------|-------|
| Australasia | +3.3% |
|-------------|-------|

Highlights:

- Monthly PMI readings entered back into contraction territory versus our expectation of a slightly improving backdrop coming out of the first quarter
- Corporate account customer base, which represents ~45% of the business, continues to perform well, and is showing positive growth

Q2'24 Automotive Performance



Global Sales
\$3.7B
 Increase of 2.0%

Global Comps¹
-0.6%
 4% comp in the PY

Segment Profit²
\$314M
 Decreased 5%

Segment Margin²
8.4%
 Decreased 60 bps

| Market | Total Sales ³ | Comp Sales ^{1,3} |
|-------------|--------------------------|---------------------------|
| U.S. | +0.5% | (1.5%) |
| Canada | +1.0% | (1.7%) |
| Europe | +7.8% | +0.7% |
| Australasia | +2.6% | +2.3% |

Highlights:

- Experienced accelerated softness in Europe and choppy demand in the automotive aftermarket in the U.S.
- Completed acquisition of MPEC, our largest independent owner in the U.S. with 181 stores
- Results for segment profit reflect pressures from a lower sales environment across our geographies, combined with cost inflation outpacing sales growth

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

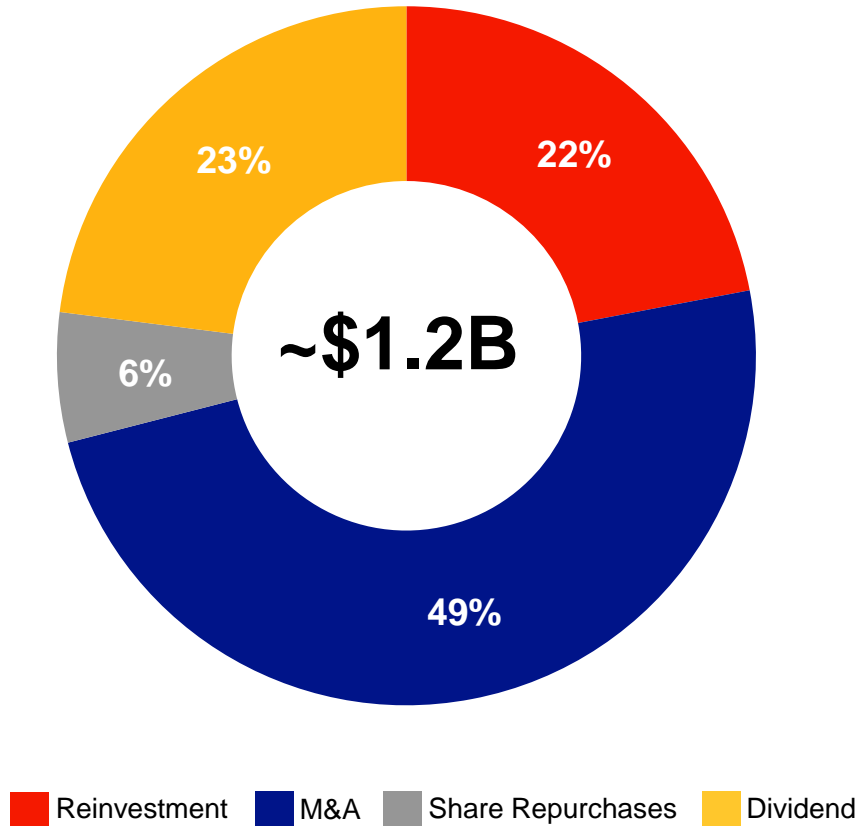


Mergers & Acquisitions

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

- ~\$259M CapEx YTD
- Projecting '24 CapEx of ~\$500M

M&A

- ~\$580M YTD
- Targeting additional acquisitions in '24

Share Repurchases

- ~\$75M spend for ~510K shares YTD
- Continued share buy-backs in '24

Dividend

- ~\$272M 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 3% | 3% to 5% |
| • Automotive | 1% to 3% | 2% to 4% |
| • Industrial | 0% to 2% | 3% to 5% |
| Diluted EPS | \$8.55 to \$8.75 | \$9.05 to \$9.20 |
| Adj Diluted EPS² | \$9.30 to \$9.50 | \$9.80 to \$9.95 |
| Adj EPS Growth² | 0% to 2% | 5% to 7% |
| Cash from Operations | \$1.3B to \$1.5B | \$1.3B to \$1.5B |
| Free Cash Flow² | \$800M to \$1B | \$800M to \$1B |

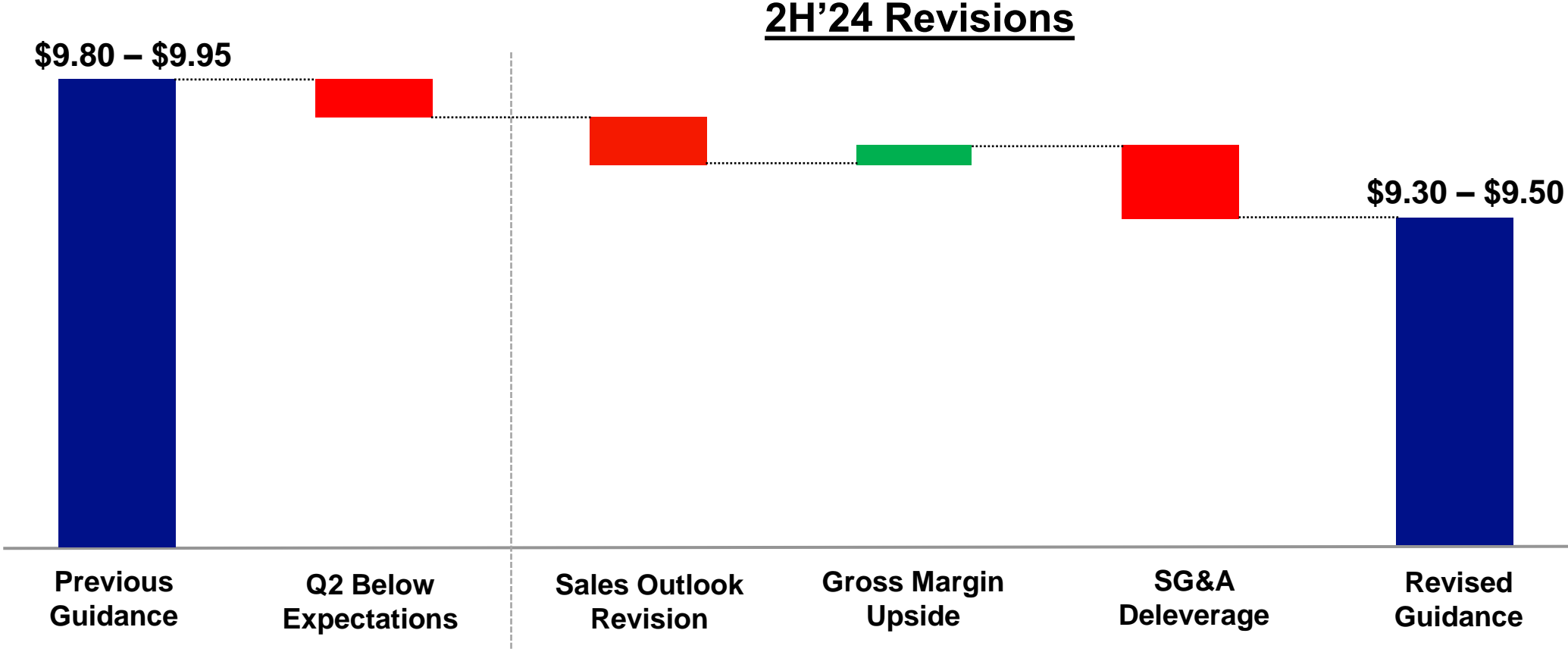
OTHER ASSUMPTIONS



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

2024 Outlook (Cont.)

(\$ 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 |

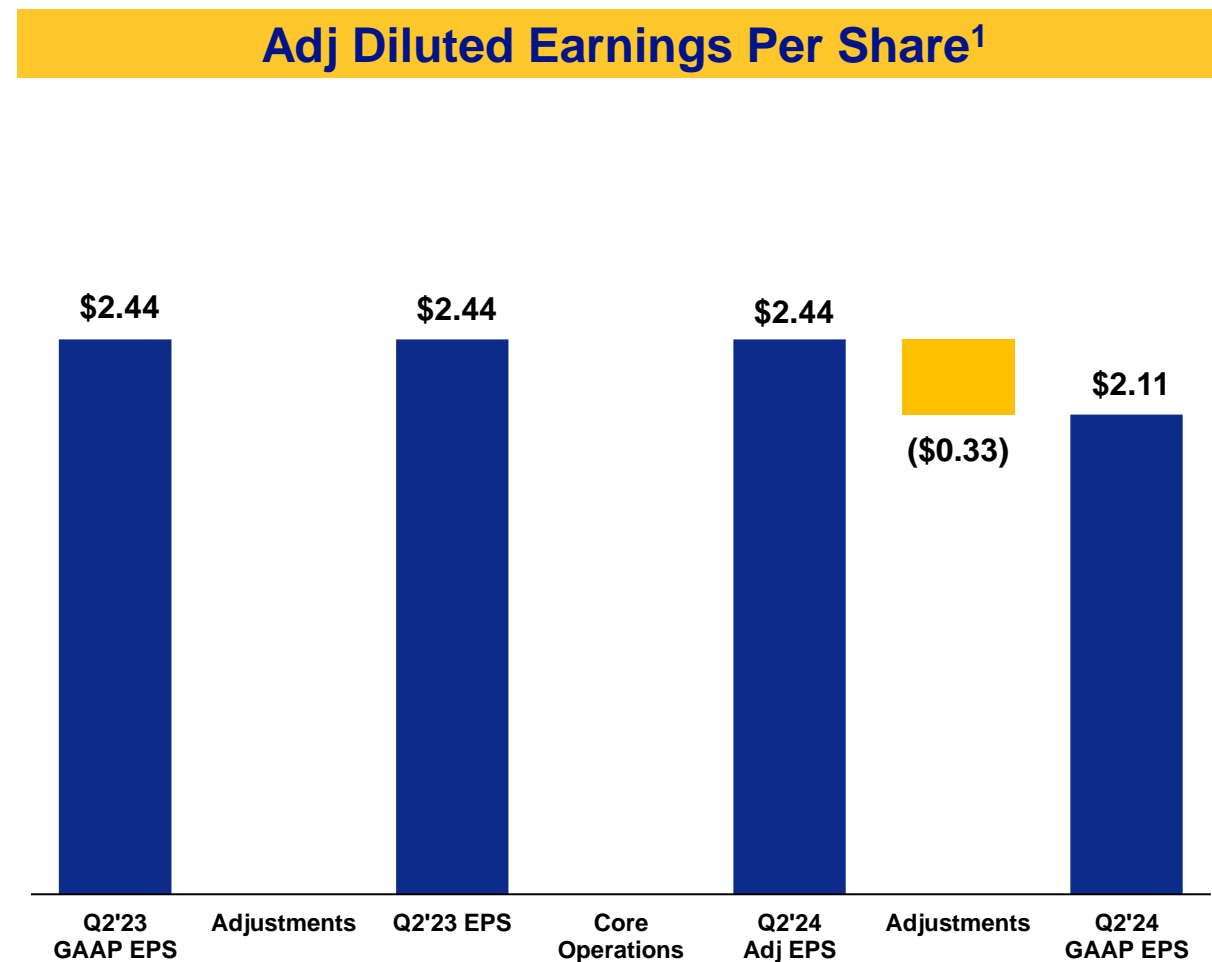
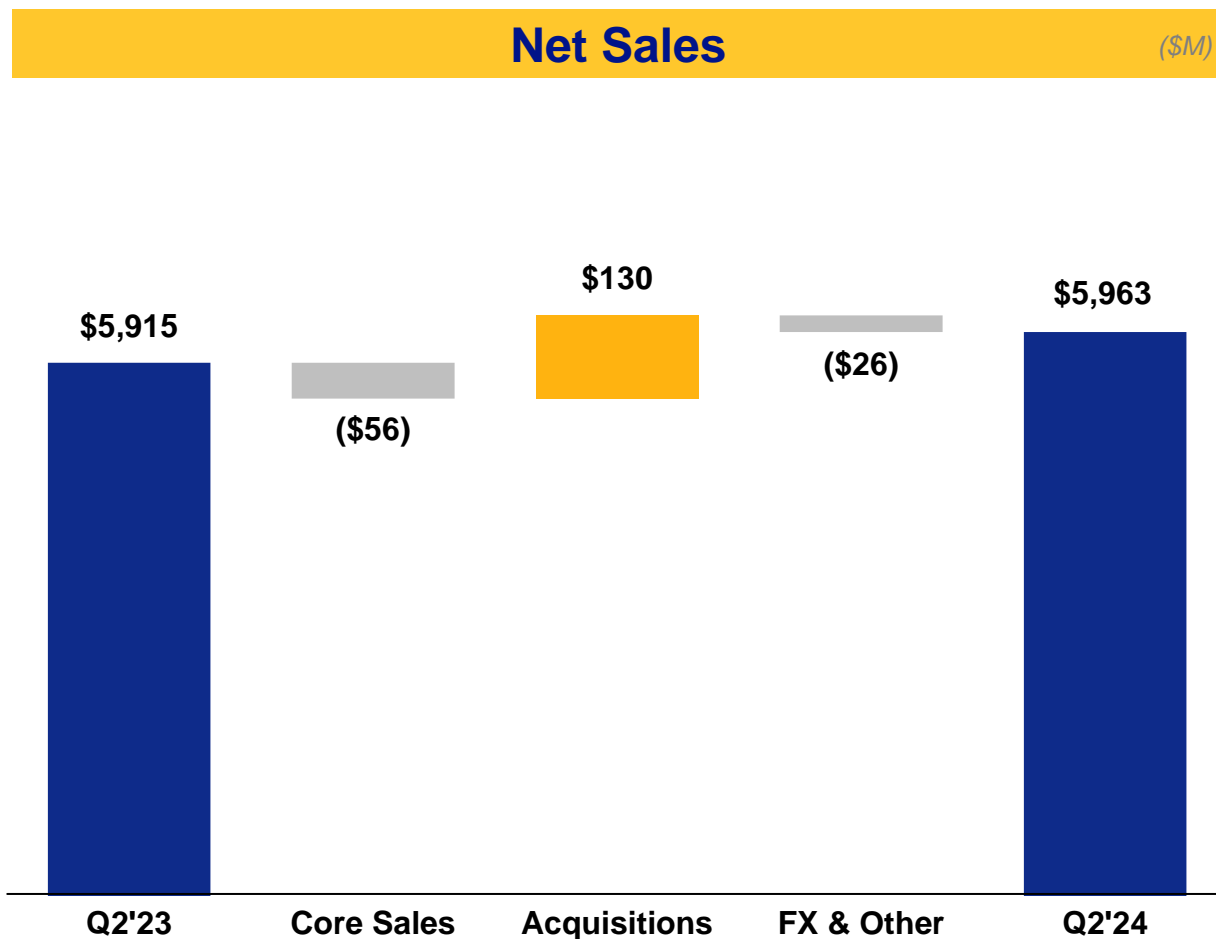
**Our calculation of comparable sales is computed using total business days for the period, not calendar days. We believe a business day approach is a better representation given the fluctuations of weekend operating hours, particularly at our Motion facilities and independently owned NAPA stores in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



Appendix

Consolidated Net Sales and Diluted EPS Bridge

Appendix A



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, divestitures, 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 metric 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 | Q1 | Q2 | Q3 | Q4 |
| Net sales: | | | | | | | |
| Automotive | \$ 14,386,968 | \$ 3,574,020 | \$ 3,726,991 | \$ 3,505,827 | \$ 3,654,999 | \$ 3,626,943 | \$ 3,459,014 |
| Industrial | 8,769,716 | 2,209,611 | 2,235,576 | 2,259,291 | 2,260,007 | 2,197,659 | 2,126,870 |
| Total net sales | 23,156,684 | 5,783,631 | 5,962,567 | 5,765,118 | 5,915,006 | 5,824,602 | 5,585,884 |
| Segment profit: | | | | | | | |
| Automotive | 1,168,024 | 272,936 | 313,975 | 264,420 | 329,347 | 322,004 | 259,109 |
| Industrial | 1,105,157 | 270,839 | 276,841 | 261,987 | 283,372 | 282,807 | 274,670 |
| Total segment profit | 2,273,181 | 543,775 | 590,816 | 526,407 | 612,719 | 604,811 | 533,779 |
| Interest expense, net | (70,761) | (17,690) | (21,921) | (16,864) | (16,455) | (15,827) | (15,323) |
| Corporate expense | (325,902) | (83,762) | (85,984) | (66,015) | (101,550) | (90,257) | (65,899) |
| Intangible asset amortization | (136,216) | (34,100) | (34,685) | (39,122) | (40,625) | (33,667) | (33,764) |
| Other unallocated costs | (145,067) | (83,042) | (62,025) | — | — | — | — |
| Income before income taxes | 1,595,235 | 325,181 | 386,201 | 404,406 | 454,089 | 465,060 | 418,793 |
| Income taxes | (382,724) | (76,287) | (90,657) | (100,449) | (109,595) | (113,862) | (101,918) |
| Net income | \$ 1,212,511 | \$ 248,894 | \$ 295,544 | \$ 303,957 | \$ 344,494 | \$ 351,198 | \$ 316,875 |
| Segment profit margin: | | | | | | | |
| Automotive | 8.1% | 7.6% | 8.4% | 7.5% | 9.0% | 8.9% | 7.5% |
| Industrial | 12.6% | 12.3% | 12.4% | 11.6% | 12.5% | 12.9% | 12.9% |
| Total segment profit margin | 9.8% | 9.4% | 9.9% | 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 | Q1 | Q2 | Q3 | Q4 |
| GAAP net income | \$ 1,212,511 | \$ 248,894 | \$ 295,544 | \$ 303,957 | \$ 344,494 | \$ 351,198 | \$ 316,875 |
| Income taxes | 382,724 | 76,287 | 90,657 | 100,449 | 109,595 | 113,862 | 101,918 |
| Income before income taxes | 1,595,235 | 325,181 | 386,201 | 404,406 | 454,089 | 465,060 | 418,793 |
| Interest expense, net | 70,761 | 17,690 | 21,921 | 16,864 | 16,455 | 15,827 | 15,323 |
| Corporate expense | 325,902 | 83,762 | 85,984 | 66,015 | 101,550 | 90,257 | 65,899 |
| Intangible asset amortization | 136,216 | 34,100 | 34,685 | 39,122 | 40,625 | 33,667 | 33,764 |
| Other unallocated income, net | 145,067 | 83,042 | 62,025 | — | — | — | — |
| Total segment profit | \$ 2,273,181 | \$ 543,775 | \$ 590,816 | \$ 526,407 | \$ 612,719 | \$ 604,811 | \$ 533,779 |
| GAAP net sales | \$ 23,156,684 | \$ 5,783,631 | \$ 5,962,567 | \$ 5,765,118 | \$ 5,915,006 | \$ 5,824,602 | \$ 5,585,884 |
| GAAP net income margin | 5.2% | 4.3% | 5.0% | 5.3% | 5.8% | 6.0% | 5.7% |
| Total segment profit margin | 9.8% | 9.4% | 9.9% | 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 | Q1 | Q2 | Q3 | Q4 |
| GAAP net income | \$ 1,212,511 | \$ 248,894 | \$ 295,544 | \$ 303,957 | \$ 344,494 | \$ 351,198 | \$ 316,875 |
| Adjustments: | | | | | | | |
| Restructuring and other costs (1) | 120,289 | 83,042 | 37,247 | — | — | — | — |
| Acquisition and integration related to costs and other (2) | 24,778 | — | 24,778 | — | — | — | — |
| Total adjustments | 145,067 | 83,042 | 62,025 | — | — | — | — |
| Tax impact of adjustments | (37,046) | (21,038) | (16,008) | — | — | — | — |
| Adjusted net income | \$ 1,320,532 | \$ 310,898 | \$ 341,561 | \$ 303,957 | \$ 344,494 | \$ 351,198 | \$ 316,875 |

| (in thousands, except per share data) | 2024 | 2024 | | 2023 | | | |
|--|---------|---------|---------|---------|---------|---------|---------|
| | TTM | Q1 | Q2 | Q1 | Q2 | Q3 | Q4 |
| GAAP earnings per share | \$ 8.67 | \$ 1.78 | \$ 2.11 | \$ 2.14 | \$ 2.44 | \$ 2.49 | \$ 2.26 |
| Adjustments: | | | | | | | |
| Restructuring and other costs (1) | 0.86 | 0.59 | 0.27 | — | — | — | — |
| Acquisition and integration related to costs and other (2) | 0.17 | — | 0.17 | — | — | — | — |
| Total adjustments | 1.03 | 0.59 | 0.44 | — | — | — | — |
| Tax impact of adjustments | (0.26) | (0.15) | (0.11) | — | — | — | — |
| Adjusted diluted earnings per share | \$ 9.44 | \$ 2.22 | \$ 2.44 | \$ 2.14 | \$ 2.44 | \$ 2.49 | \$ 2.26 |
| Weighted average common shares outstanding — assuming dilution | 139,829 | 140,096 | 139,829 | 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 | Q1 | Q2 | Q3 | Q4 |
| GAAP net income | \$ 1,212,511 | \$ 248,894 | \$ 295,544 | \$ 303,957 | \$ 344,494 | \$ 351,198 | \$ 316,875 |
| Depreciation and amortization | 362,253 | 90,610 | 99,202 | 87,215 | 90,873 | 83,860 | 88,581 |
| Interest expense, net | 70,761 | 17,690 | 21,921 | 16,864 | 16,455 | 15,827 | 15,323 |
| Income taxes | 382,724 | 76,287 | 90,657 | 100,449 | 109,595 | 113,862 | 101,918 |
| EBITDA: | 2,028,249 | 433,481 | 507,324 | 508,485 | 561,417 | 564,747 | 522,697 |
| Restructuring and other (1) | 120,289 | 83,042 | 37,247 | — | — | — | — |
| Acquisition and integration related to costs and other (2) | 24,778 | — | 24,778 | — | — | — | — |
| Adjusted EBITDA | \$ 2,173,316 | \$ 516,523 | \$ 569,349 | \$ 508,485 | \$ 561,417 | \$ 564,747 | \$ 522,697 |

Adj Operating and Non-Operating Expenses

| (in thousands) | Three Months Ended June 30, | | QTD Change | |
|--|-----------------------------|--------------|------------|----------|
| | 2024 | 2023 | \$ Change | % Change |
| GAAP operating and non-operating expenses | \$ 1,794,102 | \$ 1,680,654 | \$ 113,448 | 6.8% |
| Adjustments: | | | | |
| Restructuring and other (1) | (29,760) | — | (29,760) | 100.0% |
| Acquisition and integration related to costs and other (2) | (24,778) | — | (24,778) | 100.0% |
| Total adjustments | (54,538) | — | (54,538) | 100.0% |
| Adjusted operating and non-operating expenses | \$ 1,739,564 | \$ 1,680,654 | \$ 58,910 | 3.5% |
| Adjusted operating and non-operating expenses as a percent of GAAP net sales | 29.2% | 28.4% | | 80 bps |

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

Free Cash Flow

(in thousands)

| | Six Months Ended June 30, 2024 | TTM Ended June 30, 2024 |
|--|--------------------------------|-------------------------|
| Net cash provided by operating activities | \$ 611,915 | \$ 1,590,522 |
| Less: Purchases of property, plant and equipment | 259,245 | 566,584 |
| Free Cash Flow | <u>\$ 352,670</u> | <u>\$ 1,023,938</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 Motor Parts and Equipment Corporation in April 2024, including professional services costs, personnel costs, and lease and other exit costs.