

OCTOBER 24, 2024

Third Quarter 2024 Earnings Call Presentation

LKQ Keeping you moving

Forward Looking Statements and Non-GAAP Financial Measures

Statements and information in this presentation that are not historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and are made pursuant to the “safe harbor” provisions of such Act.

Forward-looking statements include, but are not limited to, statements regarding our outlook, guidance, expectations, beliefs, hopes, intentions and strategies. These statements are subject to a number of risks, uncertainties, assumptions and other factors that may cause our actual results, performance or achievements to be materially different. All forward-looking statements are based on information available to us at the time the statements are made. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

You should not place undue reliance on our forward-looking statements. Actual events or results may differ materially from those expressed or implied in the forward-looking statements. The risks, uncertainties, assumptions and other factors that could cause actual events or results to differ from the events or results predicted or implied by our forward-looking statements include factors discussed in our filings with the SEC, including those disclosed under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Annual Report on Form 10-K for the year ended December 31, 2023 and in our subsequent Quarterly Reports on Form 10-Q. These reports are available at the Investor Relations section on our website (www.lkqcorp.com) and on the SEC's website (www.sec.gov).

This presentation contains non-GAAP financial measures. Included with this presentation is a reconciliation of each non-GAAP financial measure with the most directly comparable financial measure calculated in accordance with GAAP.

Opening Remarks



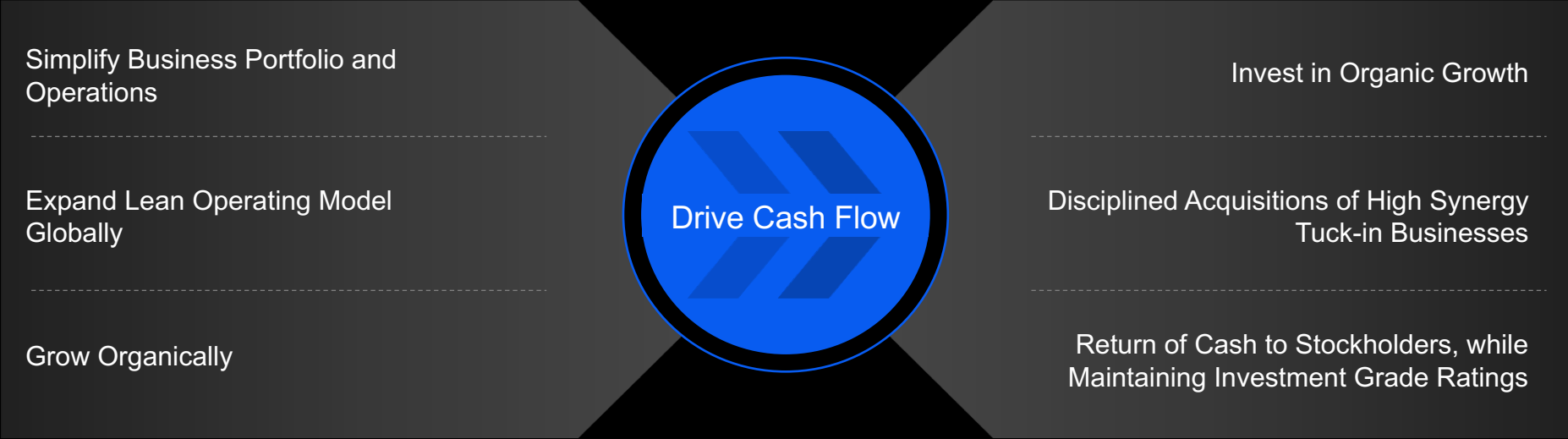
JUSTIN JUDE

President and Chief Executive Officer

Key Strategic Priorities

Operational Excellence

Maximize Total Stockholder Return



✔ Enhance Margins

Develop Talent and Embed these Priorities into our Global Culture

Q3 2024 Summary

Q3 2024 Performance

(\$ in millions, except per share data)

YoY Change

Total Revenue	\$3,584	▲	0.5%
Organic Parts and Services Revenue Growth (Decline)		▼	(2.8)%
Segment EBITDA ⁽¹⁾	\$434	▲	2.9%
Segment EBITDA ⁽¹⁾ Margin	12.1%	▲	30 bps
Diluted EPS ⁽²⁾	\$0.73	▼	(5.2)%
Adjusted Diluted EPS ⁽²⁾⁽³⁾	\$0.88	▲	2.3%

YTD 2024 Cash Flow Metrics

(\$ in millions)

Operating Cash Flow	\$886
Free Cash Flow ⁽⁴⁾	\$661
Dividends Paid	\$240
Share Repurchases	\$280

(1) Segment EBITDA for each segment is a GAAP measure, while total Segment EBITDA is a non-GAAP measure. Refer to Appendix 2 for the breakout of Segment EBITDA for each segment and Appendix 3 for total Segment EBITDA reconciliation

(2) Reference to Diluted EPS and the corresponding adjusted figures reflect amounts from continuing operations attributable to LKQ stockholders

(3) Adjusted Diluted EPS is a non-GAAP measure. Refer to Appendix 4 for Adjusted Diluted EPS reconciliation

(4) Free Cash Flow is a non-GAAP measure. Refer to Appendix 6 for Free Cash Flow reconciliation

Highlights

- Returned over \$200 million to our stockholders in Q3, including \$125 million of share repurchases and \$79 million in dividends paid
- Approved a \$0.30 per share dividend to be paid in November 2024
- On October 22, 2024, the Board of Directors authorized a \$1.0 billion increase to our existing share repurchase program and extended the duration through October 25, 2026
- Divested our Poland and Bosnia operations to further simplify our portfolio

Q3 2024 Results



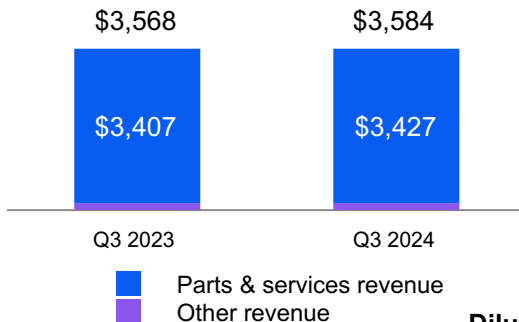
RICK GALLOWAY

Senior Vice President and Chief Financial Officer

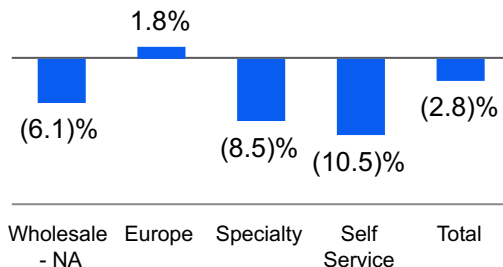
Consolidated Operating Results – Q3 2024

(\$ in millions, except per share data)

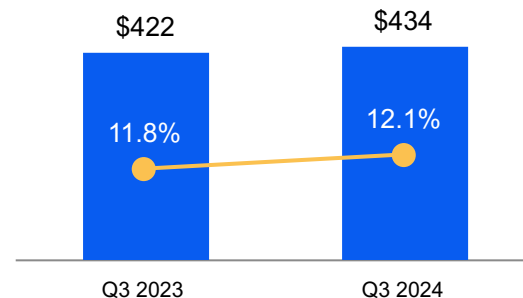
Total Revenue



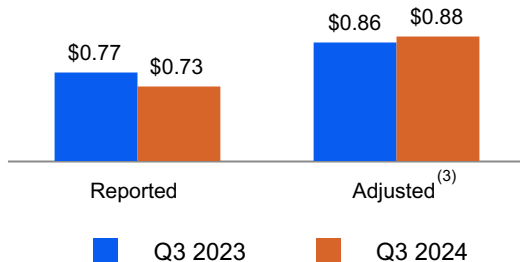
Parts & Services Organic Growth (Decline)



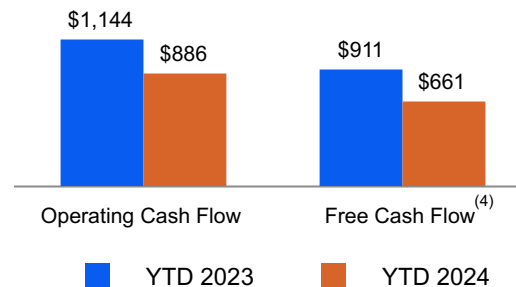
Segment EBITDA⁽¹⁾



Diluted EPS⁽²⁾



Cash Flow



(1) Segment EBITDA for each segment is a GAAP measure, while total Segment EBITDA is a non-GAAP measure. Refer to Appendix 2 for the breakout of Segment EBITDA for each segment and Appendix 3 for total Segment EBITDA reconciliation

(2) Figures are for continuing operations attributable to LKQ stockholders

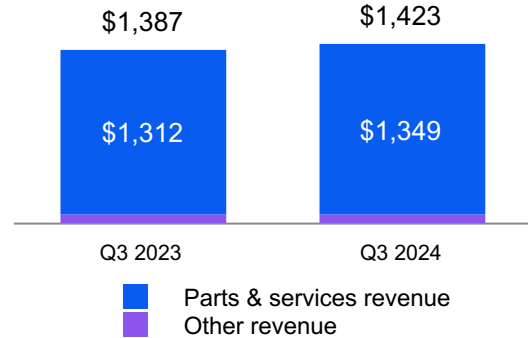
(3) Adjusted Diluted EPS is a non-GAAP measure. Refer to Appendix 4 for Adjusted Diluted EPS reconciliation

(4) Free Cash Flow is a non-GAAP measure. Refer to Appendix 6 for Free Cash Flow reconciliation

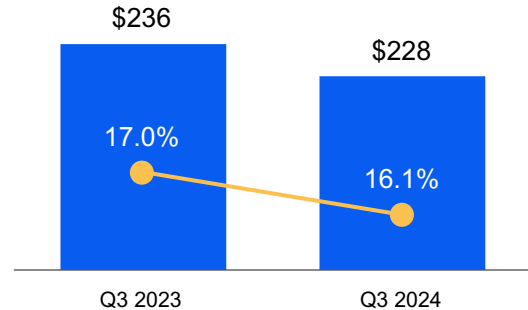
Wholesale – North America – Q3 2024

(\$ in millions)

Total Revenue



Segment EBITDA



Commentary

Parts and Services Revenue Change

- Organic Decline: 6.1% (7.5% decline per day)
- Acquisitions / Divestitures: 9.1%
- Foreign Exchange: (0.2)%

Organic Decline Drivers: Decline in paint revenue related to increased competition and decreased aftermarket collision volumes primarily due to lower repairable claims from difficult economic conditions

Segment EBITDA

Dollar decrease primarily due to organic revenue decline, continued inflationary pressures, lower precious metals prices and a decrease in salvage margins, partially offset by positive impacts from the acquisition of Uni-Select in the third quarter of 2023

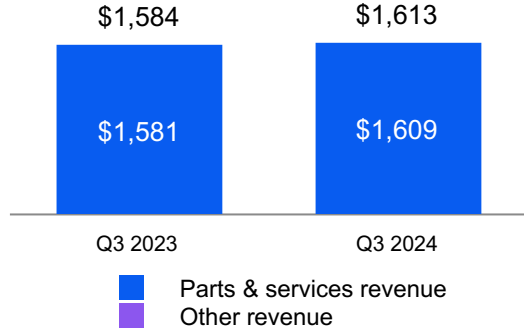
Decline in gross margin percentage of 1.8% driven by decreases in salvage margins, mix effect from lower aftermarket collision revenue and dilutive effect of Uni-Select acquisition

Uni-Select synergies, cost savings initiatives and lower incentive compensation, partially offset by inflationary pressures, drove a 0.9% improvement in operating expenses as a percentage of revenue

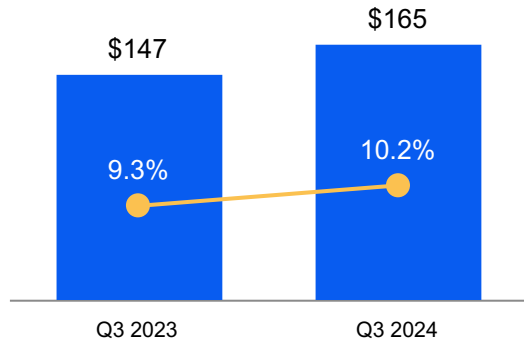
Europe – Q3 2024

(\$ in millions)

Total Revenue



Segment EBITDA



Commentary

Parts and Services Revenue Change

- Organic Growth: 1.8% (0.1% growth per day)
- Acquisitions / Divestitures: 1.0% decline
- Foreign Exchange: 0.9%

Organic Growth Drivers: Driven by an increased number of selling days; organic revenue was roughly flat on a per day basis as the effects of pricing initiatives to offset inflationary cost pressures were mostly offset by decreased volumes as a result of difficult economic conditions and heightened competition in certain markets

Acquisitions / Divestitures: Divested our Poland operations in July 2024 and Bosnia operations in September 2024

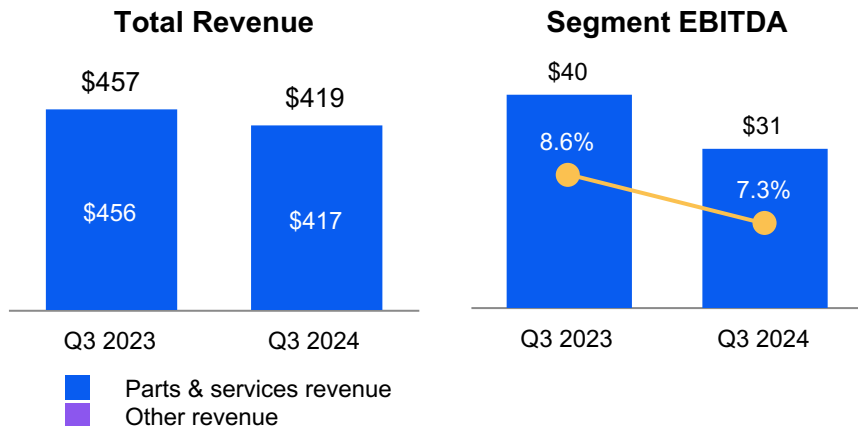
Segment EBITDA

Increase of \$18 million driven by organic revenue growth of \$30 million and a decrease in segment operating expenses largely driven by an \$11 million charge in the prior year to settle a value-added tax issue in Italy

Improved operating performance contributed to a 0.2% improvement in Segment EBITDA % (excluding the 0.7% favorable year-over-year impact from the value-added tax issue in Italy that negatively impacted Q3 2023)

Specialty – Q3 2024

(\$ in millions)



Commentary

Parts and Services Organic Decline: 8.5% (10.0% decline per day)

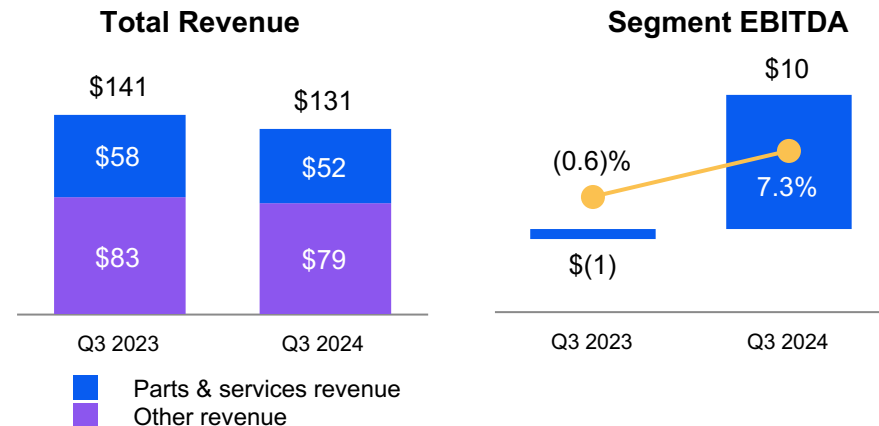
Organic Decline Drivers: Demand softness in the automotive and recreational vehicle product lines

Segment EBITDA

Decrease is primarily due to organic revenue decline and the related negative leverage effect in addition to higher credit loss reserves and duplicate facility costs related to a warehouse consolidation project

Self Service – Q3 2024

(\$ in millions)



Commentary

Parts and Services Organic Decline: 10.5%

Organic Decline Drivers: Lower parts volumes from a reduced number of customer admissions

Other Revenue Organic Decline: 3.8%

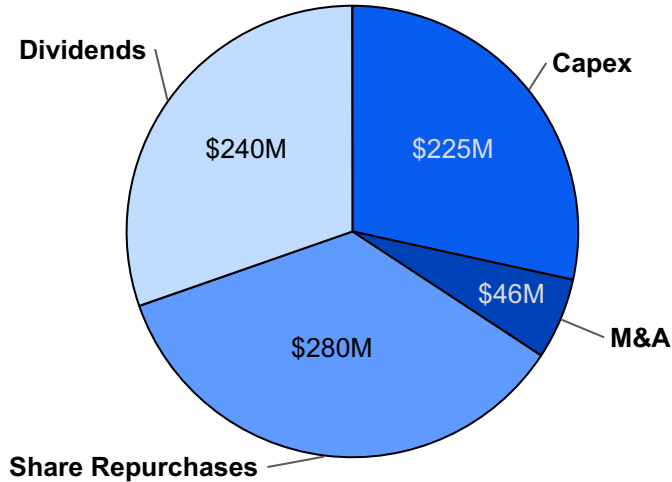
Organic Decline Drivers: Lower volumes of scrap steel and lower prices and volumes of precious metals

Segment EBITDA

Increase is driven by improved vehicle procurement costs, operational productivity initiatives and favorable movements in scrap steel prices, partially offset by lower volumes

Capital Allocation, Leverage & Liquidity

YTD 2024 Capital Deployment



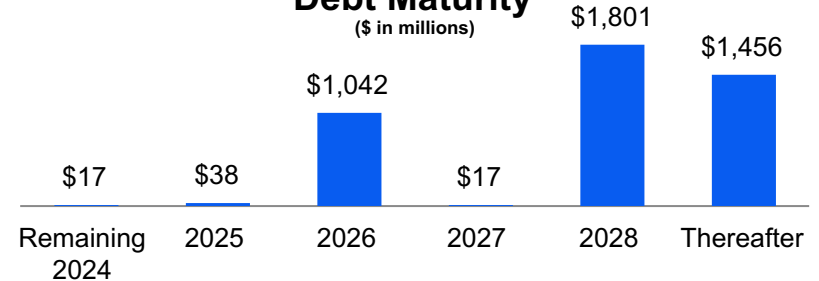
**Total shareholder return of \$520 million YTD
(~80% of our \$661 million YTD free cash flow⁽⁶⁾)**

Key Metrics⁽¹⁾

(\$ and shares in millions)

Cash	\$353
Total Debt ⁽²⁾	\$4,371
Effective Interest Rate ⁽³⁾	5.5 %
Total Leverage Ratio ⁽⁴⁾	2.4x
Available Liquidity	\$1,524
Share Repurchase Program Capacity Remaining ⁽⁵⁾	\$796
Total Shares Purchased since 2018	62.4

Debt Maturity (\$ in millions)



(1) As of September 30, 2024

(2) Including our interest rate swaps, approximately 76% at September 30, 2024 are effectively at fixed interest rates

(3) Weighted average interest rate on borrowings outstanding under our Senior Unsecured Credit Agreement, CAD Note and senior notes, including the effects of our interest rate swaps

(4) Total leverage ratio as defined in the senior unsecured credit agreement filed January 6, 2023

(5) Increase to share repurchase program of \$1.0 billion authorized on October 22, 2024

(6) Free Cash Flow is a non-GAAP measure. Refer to Appendix 6 for Free Cash Flow reconciliation

Outlook 2024⁽¹⁾

(effective only on the date issued: October 24, 2024)

	2024 Full Year Outlook
Organic P&S Revenue Growth (Decline)	(2.75%) to (1.75)%
<i>Prior Outlook⁽⁵⁾</i>	<i>(1.25%) to 0.25%</i>
<hr/>	
Diluted EPS:	
GAAP ⁽²⁾	\$2.59 to \$2.73
<i>Prior Outlook⁽⁵⁾</i>	<i>\$2.71 to \$2.91</i>
Adjusted ⁽²⁾⁽³⁾	\$3.38 to \$3.52
<i>Prior Outlook⁽⁵⁾</i>	<i>\$3.50 to \$3.70</i>
<hr/>	
Cash Flow:	
Operating Cash Flow	\$1.175 billion
<i>Prior Outlook⁽⁵⁾</i>	<i>\$1.20 billion</i>
Free Cash Flow ⁽⁴⁾	\$0.85 billion
<i>Prior Outlook⁽⁵⁾</i>	<i>\$0.85 billion</i>
Free cash flow conversion of Adjusted EBITDA ⁽⁴⁾	50% to 60%
<i>Prior Outlook⁽⁵⁾</i>	<i>50% to 60%</i>

Other Assumptions (balance of year):

- Tax Rate: 27.0%
- FX Rates: \$1.10 EUR, \$1.29 GBP, \$0.73 CAD
- Scrap & Precious Metals Prices: Near September average

(1) Our outlook for the full year 2024 is based on current conditions, recent trends and our expectations, including the assumptions noted above. Changes in these conditions may impact our ability to achieve the estimates.

(2) Actuals and outlook figures are for continuing operations attributable to LKQ stockholders

(3) Adjusted Net Income and Adjusted Diluted EPS are non-GAAP measures. Refer to Appendix 4 for the definitions of Adjusted Net Income and Adjusted Diluted EPS and Appendix 5 for reconciliations of forecasted adjusted Net income and forecasted Adjusted Diluted EPS attributable to LKQ stockholders

(4) Free Cash Flow and Adjusted EBITDA are non-GAAP measures. Refer to Appendix 5 for forecasted Free Cash Flow reconciliation

(5) Previous guidance was issued on July 25, 2024



Closing Remarks

JUSTIN JUDE

President and Chief Executive Officer

The background features two thick, blue, wavy lines that curve across the top and right sides of the page. One line starts from the left edge and curves downwards towards the right. The other line starts from the right edge and curves upwards towards the left, crossing the first line.

Appendix

Appendix 1

Constant Currency Reconciliation

The following unaudited table reconciles revenue and revenue growth for parts & services and total revenue to constant currency revenue and revenue growth for the same measures:

(in millions)	Three Months Ended September 30, 2024			Three Months Ended September 30, 2024	
	Consolidated	Europe		Consolidated	Europe
Parts & Services			Parts & Services		
Revenue as reported	\$3,427	\$1,609	Revenue growth as reported	0.6%	1.8%
Less: Currency impact	12	15	Less: Currency impact	0.4%	0.9%
Revenue at constant currency	\$3,415	\$1,594	Revenue growth at constant currency	0.2%	0.9%
Total			Total		
Revenue as reported	\$3,584		Revenue growth as reported	0.5%	
Less: Currency impact	12		Less: Currency impact	0.3%	
Revenue at constant currency	\$3,572		Revenue growth at constant currency	0.2%	

We have presented our revenue and the growth rate on both an as reported and a constant currency basis. The constant currency presentation, which is a non-GAAP financial measure, excludes the impact of fluctuations in foreign currency exchange rates. We believe providing constant currency revenue information provides valuable supplemental information regarding our growth, consistent with how we evaluate our performance, as this statistic removes the translation impact of exchange rate fluctuations, which are outside of our control and do not reflect our operational performance. Constant currency revenue results are calculated by translating prior year revenue in local currency using the current year's currency conversion rate. This non-GAAP financial measure has limitations as an analytical tool and should not be considered in isolation or as a substitute for an analysis of our results as reported under GAAP. Our use of this term may vary from the use of similarly-titled measures by other issuers due to the potential inconsistencies in the method of calculation and differences due to items subject to interpretation. In addition, not all companies that report revenue growth on a constant currency basis calculate such measure in the same manner as we do and, accordingly, our calculations are not necessarily comparable to similarly-named measures of other companies and may not be appropriate measures for performance relative to other companies.

Appendix 2

Revenue and Segment EBITDA by segment

(in millions)	Three Months Ended September 30			
	2024	% of revenue	2023	% of revenue
Revenue				
Wholesale - North America	\$1,423		\$1,387	
Europe	1,613		1,584	
Specialty	419		457	
Self Service	131		141	
Eliminations	(2)		(1)	
Total Revenue	\$3,584		\$3,568	
Segment EBITDA				
Wholesale - North America	\$228	16.1%	\$236	17.0%
Europe	165	10.2%	147	9.3%
Specialty	31	7.3%	40	8.6%
Self Service	10	7.3%	(1)	(0.6)%
Total Segment EBITDA	\$434	12.1%	\$422	11.8%

We have presented Segment EBITDA solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our segment profit and loss and underlying trends in our ongoing operations. We calculate Segment EBITDA as Net Income excluding net income and loss attributable to noncontrolling interest; income and loss from discontinued operations; depreciation; amortization; interest; gains and losses on debt extinguishment; income tax expense; restructuring and transaction related expenses; change in fair value of contingent consideration liabilities; other gains and losses related to acquisitions, equity method investments, or divestitures; equity in losses and earnings of unconsolidated subsidiaries; equity investment fair value adjustments; impairment charges; and direct impacts of the Ukraine/Russia conflict. Our chief operating decision maker, who is our Chief Executive Officer, uses Segment EBITDA as the key measure of our segment profit or loss. We use Segment EBITDA to compare profitability among our segments and evaluate business strategies. This financial measure is included in the metrics used to determine incentive compensation for our senior management. We also consider Segment EBITDA to be a useful financial measure in evaluating our operating performance, as it provides investors, securities analysts and other interested parties with supplemental information regarding the underlying trends in our ongoing operations. Segment EBITDA includes revenue and expenses that are controllable by the segment. Corporate general and administrative expenses are allocated to the segments based on usage, with shared expenses apportioned based on the segment's percentage of consolidated revenue. Refer to the table on the following page for a reconciliation of net income to Segment EBITDA.

Appendix 3

Reconciliation of Net Income to Segment EBITDA

(in millions)	Three Months Ended September 30	
	2024	2023
Net income	\$192	\$208
Less: net income attributable to continuing noncontrolling interest	1	—
Net income attributable to LKQ stockholders	\$191	\$208
Less: net income from discontinued operations	—	1
Net income from continuing operations attributable to LKQ stockholders	\$191	\$207
Adjustments:		
Depreciation and amortization	100	84
Interest expense, net of interest income	62	53
Provision for income taxes	63	60
Equity in earnings of unconsolidated subsidiaries	(3)	(4)
Gains on foreign exchange contracts - acquisition related ⁽¹⁾	—	(3)
Restructuring and transaction related expenses	20	27
Restructuring expenses - cost of goods sold	1	2
Gains on previously held equity interests	—	(4)
Segment EBITDA	\$434	\$422
Net income from continuing operations attributable to LKQ stockholders as a percentage of revenue	5.3%	5.8%
Segment EBITDA as a percentage of revenue	12.1%	11.8%

We have presented Segment EBITDA solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our segment profit and loss and underlying trends in our ongoing operations. Refer to paragraph in Appendix 2 for details on the calculation of Segment EBITDA.

Segment EBITDA should not be construed as an alternative to operating income, net income or net cash provided by operating activities, as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report Segment EBITDA information calculate Segment EBITDA in the same manner as we do and, accordingly, our calculation is not necessarily comparable to similarly-named measures of other companies and may not be an appropriate measure for performance relative to other companies.

Appendix 4

Reconciliation of Net Income and Diluted EPS to Adjusted Net Income and Adjusted Diluted EPS

(in millions, except per share data)	Three Months Ended September 30	
	2024	2023
Net income	\$192	\$208
Less: net income attributable to continuing noncontrolling interest	1	—
Net income attributable to LKQ stockholders	\$191	\$208
Less: net income from discontinued operations	—	1
Net income from continuing operations attributable to LKQ stockholders	\$191	\$207
Adjustments:		
Amortization of acquired intangibles	38	27
Restructuring and transaction related expenses	20	27
Restructuring expenses - cost of goods sold	1	2
Pre-acquisition interest expense, net of interest income ⁽¹⁾	—	3
Gains on foreign exchange contracts - acquisition related ⁽¹⁾	—	(3)
Gains on previously held equity interests	—	(4)
Excess tax benefit from stock-based payments	—	(1)
Tax effect of adjustments	(20)	(27)
Adjusted net income ⁽²⁾	\$230	\$231
Weighted average diluted common shares outstanding	262.6	268.4
Diluted earnings per share:		
Reported ⁽²⁾	\$0.73	\$0.77
Adjusted ⁽²⁾	\$0.88	\$0.86

(1) Related to the Uni-Select acquisition

(2) Figures are for continuing operations attributable to LKQ stockholders

Appendix 4

Reconciliation of Net Income and Diluted EPS to Adjusted Net Income and Adjusted Diluted EPS

We have presented Adjusted Net Income and Adjusted Diluted Earnings per Share as we believe these measures are useful for evaluating the core operating performance of our continuing business across reporting periods and in analyzing our historical operating results. We define Adjusted Net Income and Adjusted Diluted Earnings per Share as Net Income and Diluted Earnings per Share adjusted to eliminate the impact of net income and loss attributable to noncontrolling interest, income and loss from discontinued operations, restructuring and transaction related expenses, amortization expense related to all acquired intangible assets, gains and losses on debt extinguishment, changes in fair value of contingent consideration liabilities, other gains and losses related to acquisitions, equity method investments, or divestitures, impairment charges, direct impacts of the Ukraine/Russia conflict, interest and financing costs related to the Uni-Select transaction prior to closing, excess tax benefits and deficiencies from stock-based payments and any tax effect of these adjustments. The tax effect of these adjustments is calculated using the effective tax rate for the applicable period or for certain discrete items the specific tax expense or benefit for the adjustment. Given the variability and volatility of the amount of related transactions in a particular period, management believes that these costs are not core operating expenses and should be adjusted in our calculation of Adjusted Net Income. Our adjustment of the amortization of all acquisition-related intangible assets does not exclude the amortization of other assets, which represents expense that is directly attributable to ongoing operations. Management believes that the adjustment relating to amortization of acquisition-related intangible assets supplements the GAAP information with a measure that can be used to assess the comparability of operating performance. The acquired intangible assets were recorded as part of purchase accounting and contribute to revenue generation. Amortization of intangible assets that relate to past acquisitions will recur in future periods until such intangible assets have been fully amortized. Any future acquisitions may result in the amortization of additional intangible assets. These financial measures are used by management in its decision making and overall evaluation of our operating performance and are included in the metrics used to determine incentive compensation for our senior management. Adjusted Net Income and Adjusted Diluted Earnings per Share should not be construed as alternatives to Net Income or Diluted Earnings per Share as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report measures similar to Adjusted Net Income and Adjusted Diluted Earnings per Share calculate such measures in the same manner as we do and, accordingly, our calculations are not necessarily comparable to similarly-named measures of other companies and may not be appropriate measures for performance relative to other companies.

Appendix 5

Forecasted EPS and Free Cash Flow Reconciliation

(in millions, except per share data)	Forecasted Fiscal Year 2024	
	Minimum Outlook	Maximum Outlook
Net income ⁽¹⁾	\$686	\$723
Adjustments:		
Amortization of acquired intangibles	147	147
Restructuring and transaction related expenses	121	121
Tax effect of adjustments	(60)	(60)
Adjusted net income ⁽¹⁾	\$894	\$931
Weighted average diluted common shares outstanding	264.4	264.4
Diluted EPS:		
Reported ⁽¹⁾	\$2.59	\$2.73
Adjusted ⁽¹⁾	\$3.38	\$3.52

(1) Actuals and outlook figures are for continuing operations attributable to LKQ stockholders

We have presented forecasted Adjusted Net Income and forecasted Adjusted Diluted Earnings per Share in our financial outlook. Refer to the discussion of Adjusted Net Income and Adjusted Diluted Earnings per Share for details on the calculation of these non-GAAP financial measures. In the calculation of forecasted Adjusted Net Income and forecasted Adjusted Diluted Earnings per Share, we included estimates of net income, amortization of acquired intangibles for the full fiscal year 2024, restructuring expenses under previously announced plans, and the related tax effect; we included for all other components the amounts incurred through September 30, 2024.

(in millions)	Forecasted Fiscal Year 2024
	Outlook
Net cash provided by operating activities	\$1,175
Less: purchases of property, plant and equipment	325
Free cash flow	\$850

We have presented forecasted free cash flow in our financial outlook. Refer to Appendix 6 for details on the calculation of free cash flow.

Appendix 6

Reconciliations of Net Cash Provided by Operating Activities to Free Cash Flow and Net Income to Adjusted EBITDA

(in millions)	Nine Months Ended September 30	
	2024	2023
Net cash provided by operating activities	\$886	\$1,144
Less: purchases of property, plant and equipment	225	233
Free cash flow	\$661	\$911
Net income	\$536	\$760
Less: net income attributable to continuing noncontrolling interest	2	1
Net income attributable to LKQ stockholders	\$534	\$759
Less: net income from discontinued operations	—	1
Net income from continuing operations attributable to LKQ stockholders	\$534	\$758
Adjustments:		
Depreciation and amortization	300	219
Interest expense, net of interest income	185	128
Loss on debt extinguishment	—	1
Provision for income taxes	216	263
Gains on foreign exchange contracts - acquisition related ⁽¹⁾	—	(49)
Adjusted EBITDA	\$1,235	\$1,320

(1) Related to the Uni-Select acquisition

Appendix 6

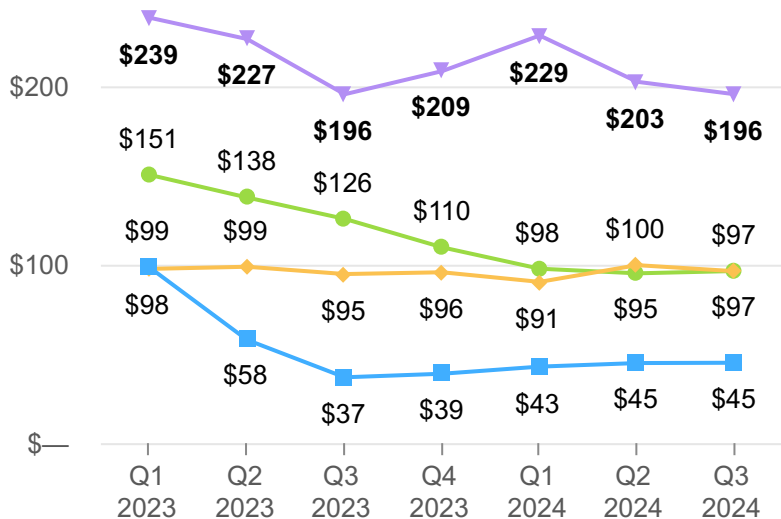
Reconciliations of Net Cash Provided by Operating Activities to Free Cash Flow and Net Income to Adjusted EBITDA

We have presented free cash flow solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our liquidity. We calculate free cash flow as net cash provided by operating activities, less purchases of property, plant and equipment. We believe free cash flow provides insight into our liquidity and provides useful information to management and investors concerning our cash flow available to meet future debt service obligations and working capital requirements, make strategic acquisitions, pay dividends and repurchase stock. We believe free cash flow is used by investors, securities analysts and other interested parties in evaluating the liquidity of other companies, many of which present free cash flow when reporting their results. This financial measure is included in the metrics used to determine incentive compensation for our senior management. Free cash flow should not be construed as an alternative to net cash provided by operating activities, as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report free cash flow information calculate free cash flow in the same manner as we do and, accordingly, our calculation is not necessarily comparable to similarly-named measures of other companies and may not be an appropriate measure for liquidity relative to other companies.

We also evaluate our free cash flow by measuring the conversion of Adjusted EBITDA into free cash flow. For the denominator of our conversion ratio, we calculate Adjusted EBITDA as Net Income excluding net income and loss attributable to noncontrolling interest, income and loss from discontinued operations, depreciation, amortization, interest, gains and losses on debt extinguishment, income tax expense, gains and losses on the disposal of businesses, and other unusual income and expense items that affect investing or financing cash flows. We exclude gains and losses on the disposal of businesses as the proceeds are included in investing cash flows, which is outside of free cash flow. Adjusted EBITDA should not be construed as an alternative to operating income, net income or net cash provided by operating activities, as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report Adjusted EBITDA information calculate Adjusted EBITDA in the same manner as we do and, accordingly, our calculation is not necessarily comparable to similarly-named measures of other companies and may not be an appropriate measure for performance relative to other companies.

Appendix 7: Metals Prices & Foreign Exchange

Average Metals Prices



- ▲— Scrap Steel per ton
- Palladium per .1 Troy oz
- ◆— Platinum per .1 Troy oz
- Rhodium per .01 Troy oz

Q3 2024 vs Q3 2023 Segment EBITDA Impact

(\$ in millions)	Wholesale - North America		Total
	Self Service		
Scrap Steel	\$5	\$(3)	\$2
Precious Metals	\$(1)	\$(1)	\$(2)
Total	\$4	\$(4)	\$—

Foreign Exchange

	YoY Impact	Q3 2024	Q3 2023
GBP	2.7%	1.30	1.27
EUR	1.0%	1.10	1.09
CAD	(1.7)%	0.73	0.75

Q3 2024

GAAP EPS⁽¹⁾ Impact

\$(0.06)

Adjusted EPS

\$—

Impact

(1) Includes gains on foreign exchange contracts related to the Uni-Select acquisition of \$3 million for the three months ended September 30, 2023 (including the related tax effects); excluded from Adjusted EPS