Fourth Quarter and Full Year 2024 Earnings Call Presentation



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, our subsequent Quarterly Reports on Form 10-Q and our Annual Report on Form 10-K to be filed for the year ended December 31, 2024. 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







Q4 2024 Summary

Q4 2024 Performance (\$ in millions, except per share data)		YoY Change
Total Revenue	\$3,357	(4.1)%
Organic Parts and Services Revenue Growth (Decline)		(3.6)%
Segment EBITDA ⁽¹⁾	\$408	▲ 3.0%
Segment EBITDA ⁽¹⁾ Margin	12.1%	▲ 80 bps
Diluted EPS ⁽²⁾	\$0.60	(13.0)
Adjusted Diluted EPS ⁽²⁾⁽³⁾	\$0.80	(4.8)%
2024 Cash Flow Me (\$ in millions)	etrics	
Operating Cash Flow		\$1,121
Free Cash Flow ⁽⁴⁾		\$810
Dividends Paid		\$318
Share Repurchases		\$360

Highlights

- Exceeded our commitment to return 50% of free cash flow⁽⁴⁾ to stockholders by delivering \$678 million (or 84% of free cash flow⁽⁴⁾) in 2024, including over \$150 million in Q4
- Approved a \$0.30 per share dividend to be paid in March 2025
- Europe achieved record results:
 - Segment EBITDA margin for a Q4
 - Segment EBITDA dollars for a Q4
 - Segment EBITDA dollars for a full year
- Specialty named 2024 Channel Partner of the Year by Specialty Equipment Market Association
- Continued Board of Directors refreshment

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



⁽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

Q4 2024 Results

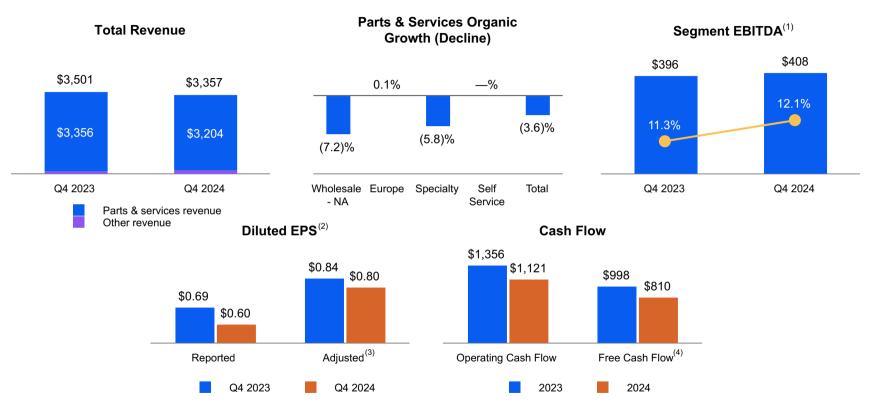


Senior Vice President and Chief Financial Officer

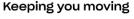


Consolidated Operating Results – Q4 2024

(\$ in millions, except per share data)



⁽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



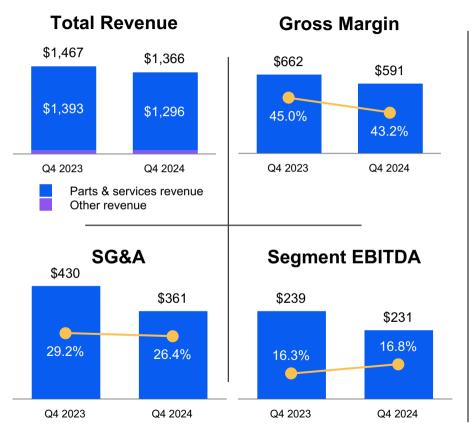
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⁽⁴⁾ Free Cash Flow is a non-GAAP measure. Refer to Appendix 6 for Free Cash Flow reconciliation

Wholesale – North America – Q4 2024

(\$ in millions)



Commentary

Parts and Services Revenue Change

- Organic Decline: 7.2% (8.5% decline per day)
- Acquisitions / Divestitures: 0.7%
- Foreign Exchange: (0.4)%

<u>Organic Decline Drivers</u>: Decline driven by lower aftermarket volumes primarily due to lower repairable claims and to a lesser extent ongoing competition in our paint business

Gross Margin

Decrease driven by the mix effect from lower aftermarket collision revenue and decreases in salvage margins

Selling, General and Administrative Expenses ("SG&A") Improved overhead expenses driven by favorable one-time legal settlement and lower personnel costs from lower incentive compensation

Uni-Select synergies and productivity initiatives offset inflationary pressures and leverage effect of organic revenue decline

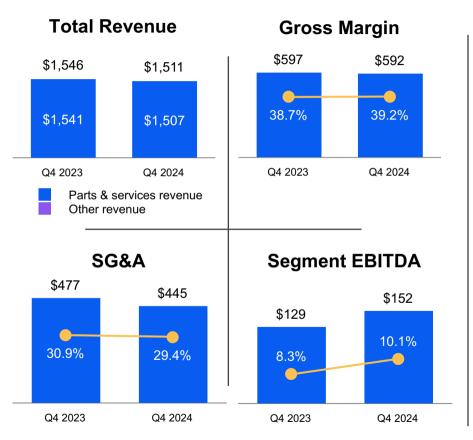
Segment EBITDA

Decrease primarily due to organic revenue decline, continued inflationary pressures, and a decrease in salvage margins, partially offset by lower SG&A



Europe – Q4 2024

(\$ in millions)



Commentary

Parts and Services Revenue Change

- Organic Growth: 0.1% (0.2% decline per day)
- Acquisitions / Divestitures: (2.1)%
- Foreign Exchange: (0.2)%

Organic Growth Drivers: Organic revenue was roughly flat 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

Selling, General and Administrative Expenses ("SG&A")

Decrease in SG&A as a percentage of segment revenue is primarily driven by the impact of unfavorable non-recurring costs in the prior year and to a lesser extent productivity initiatives

Segment EBITDA

Increase primarily due to lower SG&A costs and efforts in the current year to simplify the operations through net productivity and portfolio simplification



Specialty – Q4 2024



Commentary

Parts and Services Organic Revenue Decline: 5.8% (7.3% decline per day)

Organic Decline Drivers:

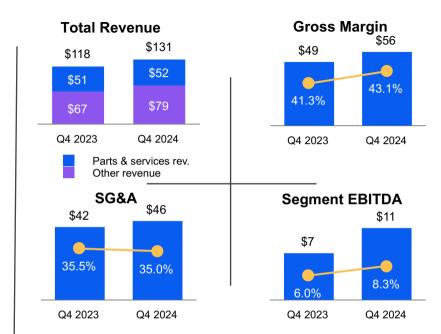
Demand softness in the auto and recreational vehicle product lines

Segment EBITDA

Decrease primarily due to the organic revenue decline; decrease as a percentage of Segment Revenue is due to the leverage effect of overhead expenses on declining revenue



Self Service – Q4 2024



Commentary

Other Revenue Growth: 17.4%

Other Revenue Growth Drivers:

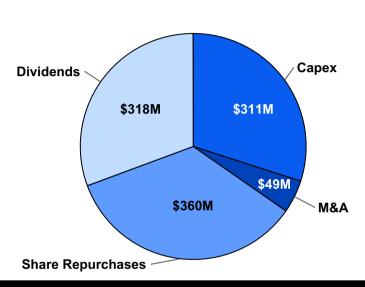
Higher volumes of scrap steel and precious metals partially offset by lower scrap steel prices

Segment EBITDA

Increase driven by higher other revenue and improved vehicle procurement costs, partially offset by lower parts volumes and scrap steel prices

Capital Allocation, Leverage & Liquidity

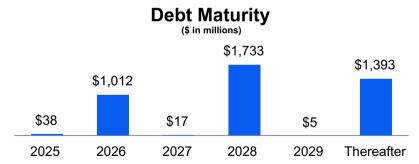
2024 Capital Deployment



Total stockholder return of \$678 million in 2024 (~84% of our \$810 million 2024 free cash flow ⁽⁴⁾)

Key Metrics as of December 31, 2024

	(\$ and shares in millions)
Cash	\$234
Total Debt ⁽¹⁾	\$4,198
Effective Interest Rate ⁽²⁾	5.3%
Total Leverage Ratio ⁽³⁾	2.3x
Available Liquidity	\$1,456
Share Repurchase Program Capacity Remaining	\$1,716
Total Shares Purchased since 2018	64.5



⁽¹⁾ Including our interest rate swaps, approximately 77% of our borrowings at December 31, 2024 are effectively at fixed interest rates

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



⁽²⁾ 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

⁽³⁾ Total leverage ratio as defined in the senior unsecured credit agreement filed January 6, 2023

Outlook 2025⁽¹⁾

(effective only on the date issued: February 20, 2025)

2025 Full Year Outlook
0 to 2%
\$2.91 to \$3.21
\$3.40 to \$3.70
\$1.075 to \$1.275 billion
\$0.75 to \$0.90 billion

Other Assumptions:

- Tax Rate: 27.0%
- FX Rates: \$1.04 EUR, \$1.25 GBP, \$0.70 CAD
- Scrap & Precious Metals Prices: Near Q4' 24 average

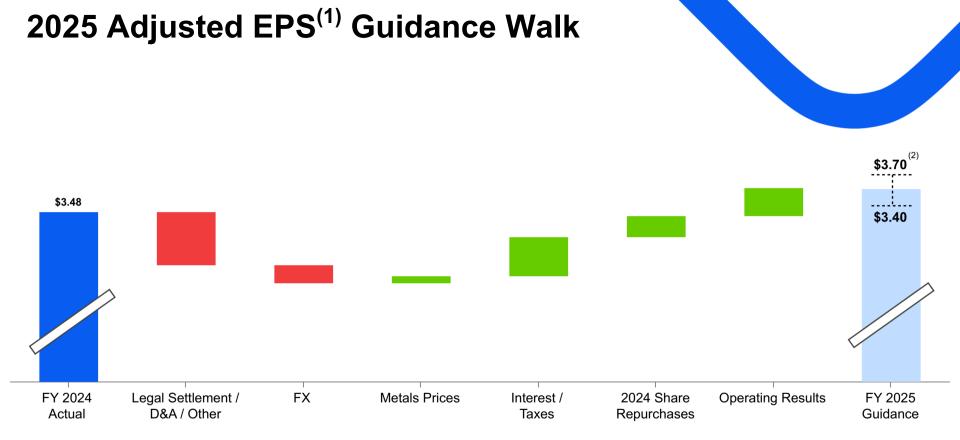
⁽⁴⁾ Free Cash Flow is a non-GAAP measure. Refer to Appendix 5 for forecasted Free Cash Flow reconciliation



⁽¹⁾ Our outlook for the full year 2025 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 Diluted EPS is a non-GAAP measure. Refer to Appendix 4 for the definition of Adjusted Diluted EPS and Appendix 5 for reconciliation of forecasted Adjusted Diluted EPS



⁽¹⁾ Adjusted Diluted EPS is a non-GAAP measure. Refer to Appendix 5 for reconciliation of forecasted Adjusted Diluted EPS





Closing Remarks



President and Chief Executive Officer





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:

	Three Montl December			Three Montl December	
(in millions)	Consolidated	Europe	_	Consolidated	Europe
Parts & Services			Parts & Services		
Revenue as reported	\$3,204	\$1,507	Revenue growth as reported	(4.5)%	(2.2)%
Less: Currency impact	(9)	(3)	Less: Currency impact	(0.3)%	(0.2)%
Revenue at constant currency	\$3,213	\$1,510	Revenue growth at constant currency	(4.2)%	(2.0)%
Total			Total		
Revenue as reported	\$3,357		Revenue growth as reported	(4.1)%	
Less: Currency impact	(9)		Less: Currency impact	(0.3)%	
Revenue at constant currency	\$3,366		Revenue growth at constant currency	(3.8)%	

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.



Revenue and Segment EBITDA by segment

	Inree	Three Months Ended December 31		
(in millions)	2024	% of revenue	2023	% of revenue
Revenue				
Wholesale - North America	\$1,366		\$1,467	
Europe	1,511		1,546	
Specialty	349		371	
Self Service	131		118	
Eliminations	_		(1)	
Total Revenue	\$3,357		\$3,501	
Segment EBITDA				
Wholesale - North America	\$231	16.8%	\$239	16.3%
Europe	152	10.1%	129	8.3%
Specialty	14	4.1%	21	5.7%
Self Service	11	8.3%	7	6.0%
Total Segment EBITDA	\$408	12.1%	\$396	11.3%

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 ("CODM"), who is our Chief Executive Officer, uses Segment EBITDA as the key measure of our segment profit or loss. The CODM uses 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.



Reconciliation of Net Income to Segment EBITDA

	Inree Months Ended December 31	
(in millions)	2024	2023
Net income	\$157	\$178
Less: net income attributable to continuing noncontrolling interest	1	1
Net income attributable to LKQ stockholders	\$156	\$177
Less: net loss from discontinued operations	_	(7)
Net income from continuing operations attributable to LKQ stockholders	\$156	\$184
Adjustments:		
Depreciation and amortization	106	100
Interest expense, net of interest income	58	58
Provision for income taxes	57	43
Equity in earnings of unconsolidated subsidiaries	(5)	(6)
Equity investment fair value adjustments	_	1
Restructuring and transaction related expenses	36	12
Restructuring expenses - cost of goods sold	_	2
Losses on previously held equity interests	_	1
Impairment of net assets held for sale	_	1
Segment EBITDA	\$408	\$396
Net income from continuing operations attributable to LKQ stockholders as a percentage of revenue	4.6%	5.3%
Segment EBITDA as a percentage of revenue	12.1%	11.3%

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.



Three Months Ended December 31

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

	Three Months Ended December 31	
(in millions, except per share data)	2024	2023
Net income	\$157	\$178
Less: net income attributable to continuing noncontrolling interest	1	1
Net income attributable to LKQ stockholders	\$156	\$177
Less: net loss from discontinued operations	_	(7)
Net income from continuing operations attributable to LKQ stockholders	\$156	\$184
Adjustments:		
Amortization of acquired intangibles	38	38
Restructuring and transaction related expenses	36	12
Restructuring expenses - cost of goods sold	_	2
Losses on previously held equity interests	_	1
Impairment on net assets held for sale	_	1
Tax effect of adjustments	(23)	(12)
Adjusted net income ⁽¹⁾	\$207	\$226
Weighted average diluted common shares outstanding	259.9	268.1
Diluted earnings per share:		
Reported ⁽¹⁾	\$0.60	\$0.69
Adjusted ⁽¹⁾	\$0.80	\$0.84

⁽¹⁾ Figures are for continuing operations attributable to LKQ stockholders



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.



Forecasted EPS and Free Cash Flow Reconciliation

	Forecasted Fiscal Year 2025		
(in millions, except per share data)	Minimum Outlook	Maximum Outlook	
Net income ⁽¹⁾	\$755	\$833	
Adjustments:			
Amortization of acquired intangibles	142	142	
Restructuring and transaction related expenses	34	34	
Tax effect of adjustments	(48)	(48)	
Adjusted net income ⁽¹⁾	\$883	\$961	
Weighted average diluted common shares outstanding Diluted EPS:	259.6	259.6	
Reported ⁽¹⁾	\$2.91	\$3.21	
Adjusted ⁽¹⁾	\$3.40	\$3.70	

⁽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 2025, restructuring expenses under previously announced plans, and the related tax effect

	Forecasted Fig	scal Year 2025
(in millions)	Minimum Outlook	Maximum Outlook
Net cash provided by operating activities	\$1,075	\$1,275
Less: purchases of property, plant and equipment	325	375
Free cash flow	\$750	\$900



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

	Year Ended	December 31
(in millions)	2024	2023
Net cash provided by operating activities	\$1,121	\$1,356
Less: purchases of property, plant and equipment	311	358
Free cash flow	\$810	\$998
Net income	\$693	\$938
Less: net income attributable to continuing noncontrolling interest	3	2
Net income attributable to LKQ stockholders	\$690	\$936
Less: net loss from discontinued operations	-	(6)
Net income from continuing operations attributable to LKQ stockholders	\$690	\$942
Adjustments:		
Depreciation and amortization	406	319
Interest expense, net of interest income	243	186
Loss on debt extinguishment	_	1
Provision for income taxes	273	306
Gains on foreign exchange contracts - acquisition related ⁽¹⁾	_	(49)
Adjusted EBITDA	\$1,612	\$1,705

⁽¹⁾ Related to the Uni-Select acquisition.



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

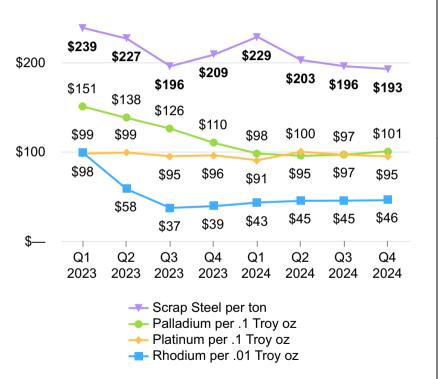
We have presented free cash flow solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our liquidity. We calculate free cash flow as net cash provided by operating activities, less purchases of property, plant and equipment. 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



Q4 2024 vs Q4 2023 Segment EBITDA Impact

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

Foreign Exchange

	YoY Impact	Q4 2024	Q4 2023
GBP	3.2%	1.28	1.24
EUR	(0.9)%	1.07	1.08
CAD	(2.7)%	0.71	0.73
		Q4 2024	
GAAP EPS Impact		\$(0.01)	
Adjusted EPS Impact		\$(0.01)	

