



First Quarter 2025 Earnings Presentation

April 22, 2025

Safe Harbor Statement

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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, 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 months ended March 31, 2025, certain of the non-GAAP metrics contained herein exclude costs relating to our global restructuring initiative and ongoing integration of acquired independent automotive stores, 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.

GPC Snapshot (as of 3/31/2025)

Key Statistics

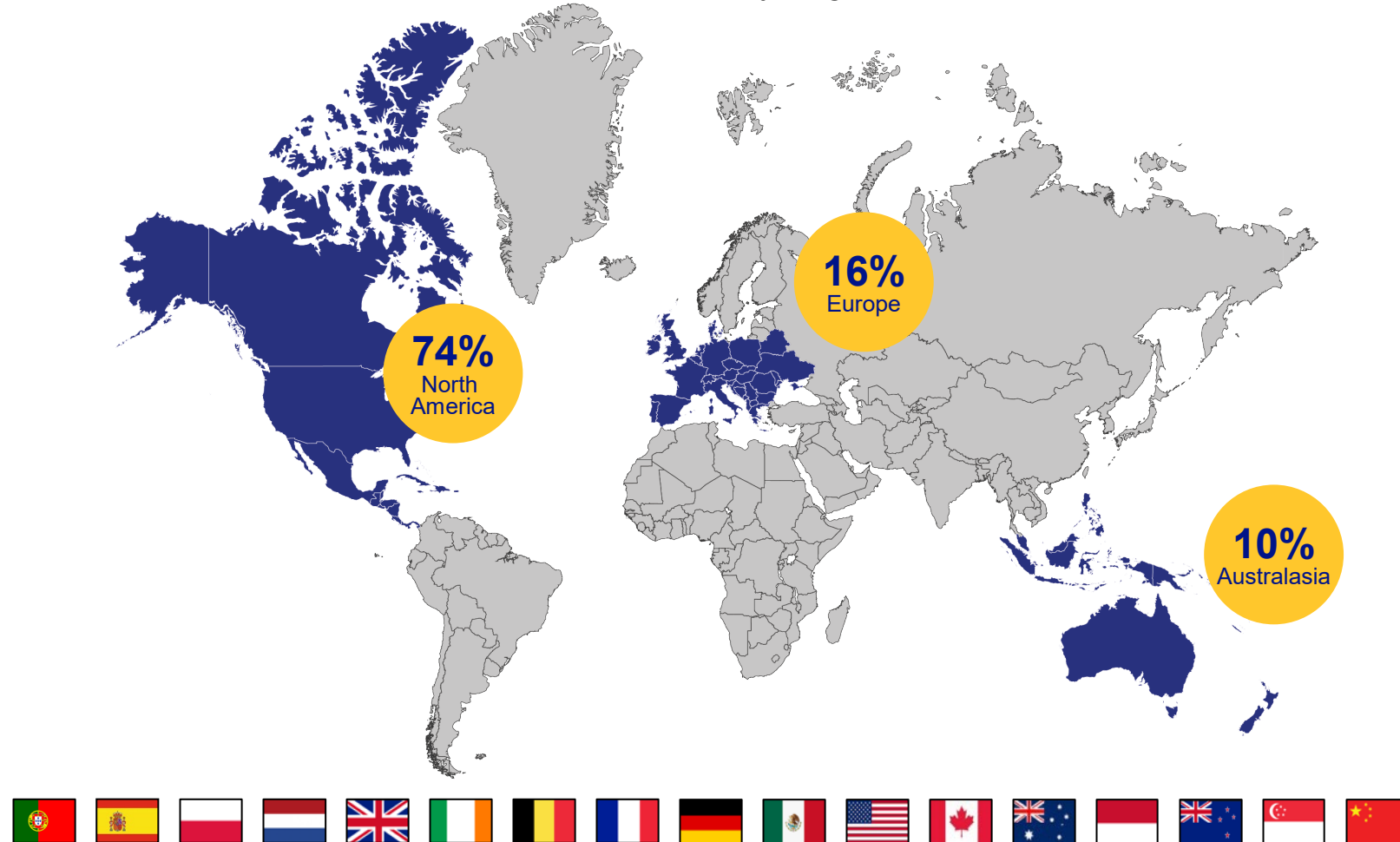
Founded	1928
Headquarters	Atlanta, GA
Countries Served	17
Locations	~10,810
• Distribution Centers	~195
• Branches/Service Centers	~750
• Retail (Owned/Independent)	~9,865
Employees	63,000+

TTM Financial Highlights

Revenue	\$23.6B
• Automotive	63%
• Industrial	37%
Adj. EBITDA Margin ¹	8.3%
Free Cash Flow ¹	~\$321M
Dividend Yield ²	3.5%

Global Footprint

TTM Revenue by Region



Leading Global Distributor and Solutions Provider in Diversified End Markets

¹See Appendix C ²Calculated based on annual dividend per share divided by share price as of 3/31/25

Key Messages

- ✓ First quarter performance **in-line with our expectations and reaffirmed 2025 outlook**
- ✓ **Remain focused on what we can control**: providing excellent customer service and executing on our strategic initiatives while **continuing to navigate a dynamic external environment**
- ✓ **Committed to operating with agility and discipline** while we continue to serve our customers around the world
- ✓ We want to **thank our GPC teammates across the globe** for their **dedication and commitment to serving our customers**

Q1'25 Performance: GPC Executive Summary



Global Sales¹

\$5.9B

Increased 1.4%
Impacted by one less day

Gross Margin

37.1%

Improved 120 bps

Adj EBITDA²

\$473M

Decreased 8.4%

Adj EBITDA Margin²

8.1%

Decreased 80 bps

Adj Diluted EPS²

\$1.75

Decreased 21.2%

At March 31



Cash From Operations

(\$41M)

Free Cash Flow²

(\$161M)



Working Capital³

\$1.3B



Capital Structure

2.4x

Total Debt to
TTM Adj EBITDA²



Ample Liquidity

\$1.6B



**Financial
Strength and
Flexibility to
Drive Growth**



¹All comparisons are YoY unless otherwise stated ¹Includes one less selling day in the U.S. which negatively impacted sales growth and comparable sales growth by approximately 110 basis points

²Non-GAAP financial measures reconciled in Appendix C ³Working capital is defined as current assets less current liabilities

Q1'25 Performance: Industrial



Global Sales¹

\$2.2B

Decreased 0.4%
Impacted by one less day

Global Comps^{1,2}

-0.7%

Impacted by one less day

Segment EBITDA³

\$279M

In-line with PY

Segment EBITDA Margin³

12.7%

Improved 10 bps

Market	Total Sales ⁴
North America	(0.2%)
Australasia	1.2%

¹Global Industrial and North America results include one less selling day in the U.S., which the company estimates negatively impacted Global Industrial sales growth and comp sales growth by approximately 150bps

Accomplishments:

- ✓ Corporate account customer base, which represents ~45% of the business, continues to outperform
- ✓ Sequential improvement in local MRO accounts and value-added services compared to 2024
- ✓ Continues to operate with discipline to deliver operating leverage and margin expansion in a persistent soft market environment

Q1'25 Performance: Automotive



Global Sales¹

\$3.7B

Increased 2.5%
Impacted by one less day

Global Comps^{1,2}

-0.8%

Impacted by one less day

Segment EBITDA³

\$286M

Decreased 10.7%

Segment EBITDA Margin³

7.8%

Decreased 110 bps

Market	Total Sales ⁴	Comp Sales ^{2,4}
U.S. ¹	+3.9%	(2.9%)
Canada	+5.1%	+4.2%
Europe	+2.8%	(0.4%)
Australasia	+11.7%	+3.3%

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

Accomplishments:

- ✓ Celebrated NAPA's 100-year anniversary and launched a modernized B2B platform, built to enhance the commercial customer experience
- ✓ Europe continues to see solid growth in NAPA branded products across all geographies
- ✓ Canada and Australasia delivered strong results despite softer macro environments



Strategic Investment Priorities



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



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



Technology

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



Mergers & Acquisitions

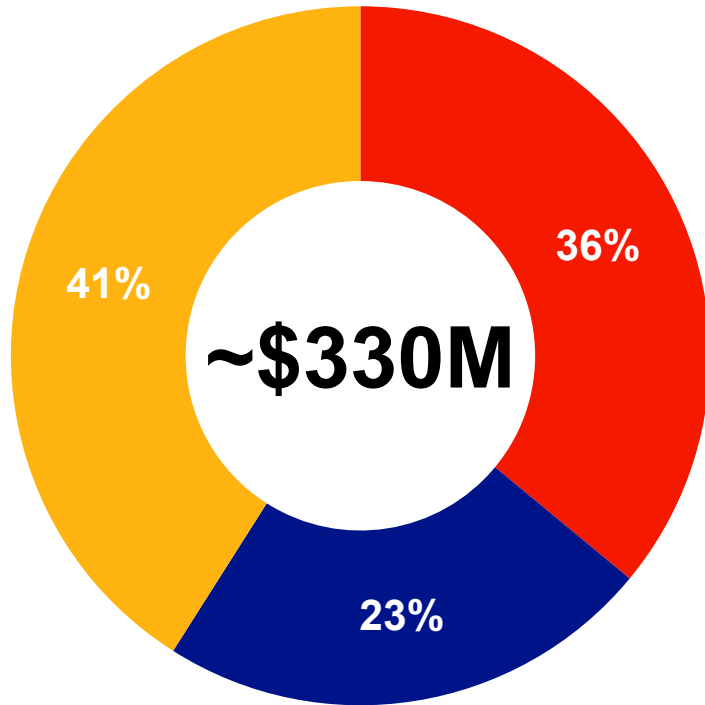
Acquire strategic assets and create value via scale, footprint, customer relationships, products and services and technology



Investing in Existing and New Capabilities to Create a Better Customer Experience

GPC Capital Allocation: Q1'25 and FY'25 Outlook

YTD 2025 Capital Deployment



Strategic Investment M&A Share Repurchases Dividend

Key Priorities

Strategic Investments

- ✓ **\$120M YTD Capital Expenditures**
- Estimated \$400M – \$450M FY'2025 Capital Expenditures

M&A

- ✓ **\$74M YTD Capital Deployed**
- Estimated \$300M – \$350M FY'25 M&A Capital Outlay

Share Repurchases

- ✓ ~7.5 million shares remain available for repurchase

Dividend

- ✓ **\$134M YTD Cash Dividends Paid**
- ✓ **FY'25 Cash Dividend of \$4.12 Per Share, +3% From 2024**
 - 69th consecutive year of increased dividends paid to our shareholders

GPC 2025 Outlook Reaffirmed: Executive Summary¹

All 2025 Outlook Metrics Reaffirmed From February 18, 2025	
Total Sales Growth	2% to 4%
• Automotive	2% to 4%
• Industrial	2% to 4%
Diluted EPS	\$6.95 to \$7.45
Adj Diluted EPS ²	\$7.75 to \$8.25
Adj EPS Growth ²	(5%) to 1%
Cash from Operations	\$1.2B to \$1.4B
Free Cash Flow ²	\$800M to \$1.0B

OTHER ASSUMPTIONS



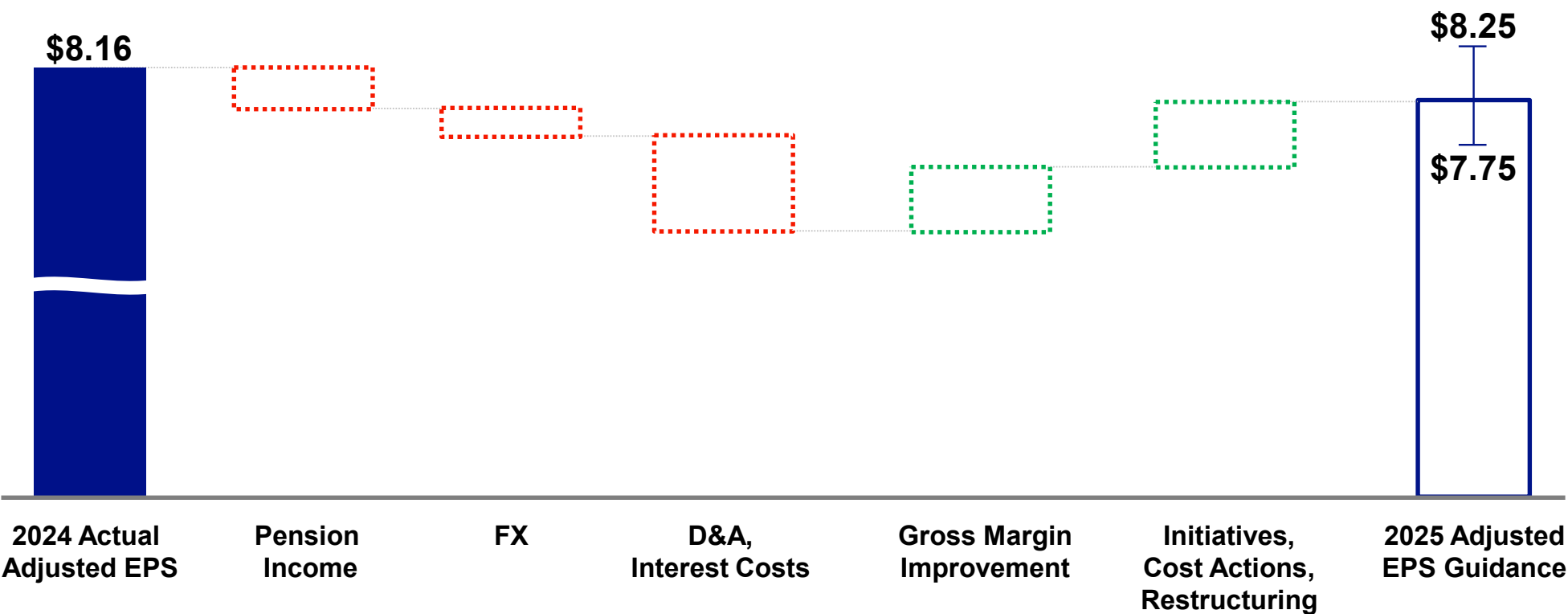
- Capex \$400M - \$450M
- Interest expense ~\$150M
- Tax rate ~24%



¹Our guidance considers several factors, including recent business trends and financial results, current growth plans, strategic initiatives, global economic outlook, geopolitical conflicts and the potential impact on results. The guidance does not include impacts from new U.S. tariffs announced in the first quarter or any reciprocal tariffs, which are inherently difficult to predict given the high level of uncertainty regarding trade negotiations and responses that may occur in the future. We have also excluded the impact of the one-time, non-cash charge we expect to incur when our U.S. pension plan settles (expected late 2025 or early 2026), given the timing uncertainty. We will update full-year guidance during 2025, as appropriate. ²A non-GAAP measure (See Appendix C)

GPC 2025 Outlook: Adjusted EPS Guidance Bridge

(\$ per share)



Outlook Assumptions

- Does not include any impact from tariffs in 2025 given lack of clarity on path forward
- Reaffirmed full year outlook; fluid external backdrop makes visibility into the rest of the year more complex



FY'25 Outlook: \$7.75 – \$8.25 Adjusted Earnings Per Share

GPC 2025 Outlook: U.S. Business Days

U.S. Business Days*	Q1	Q2	Q3	Q4	FY
2025	63	64	64	63	254
2024	64	64	64	63	255
Difference	-1	0	0	0	-1

**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.*

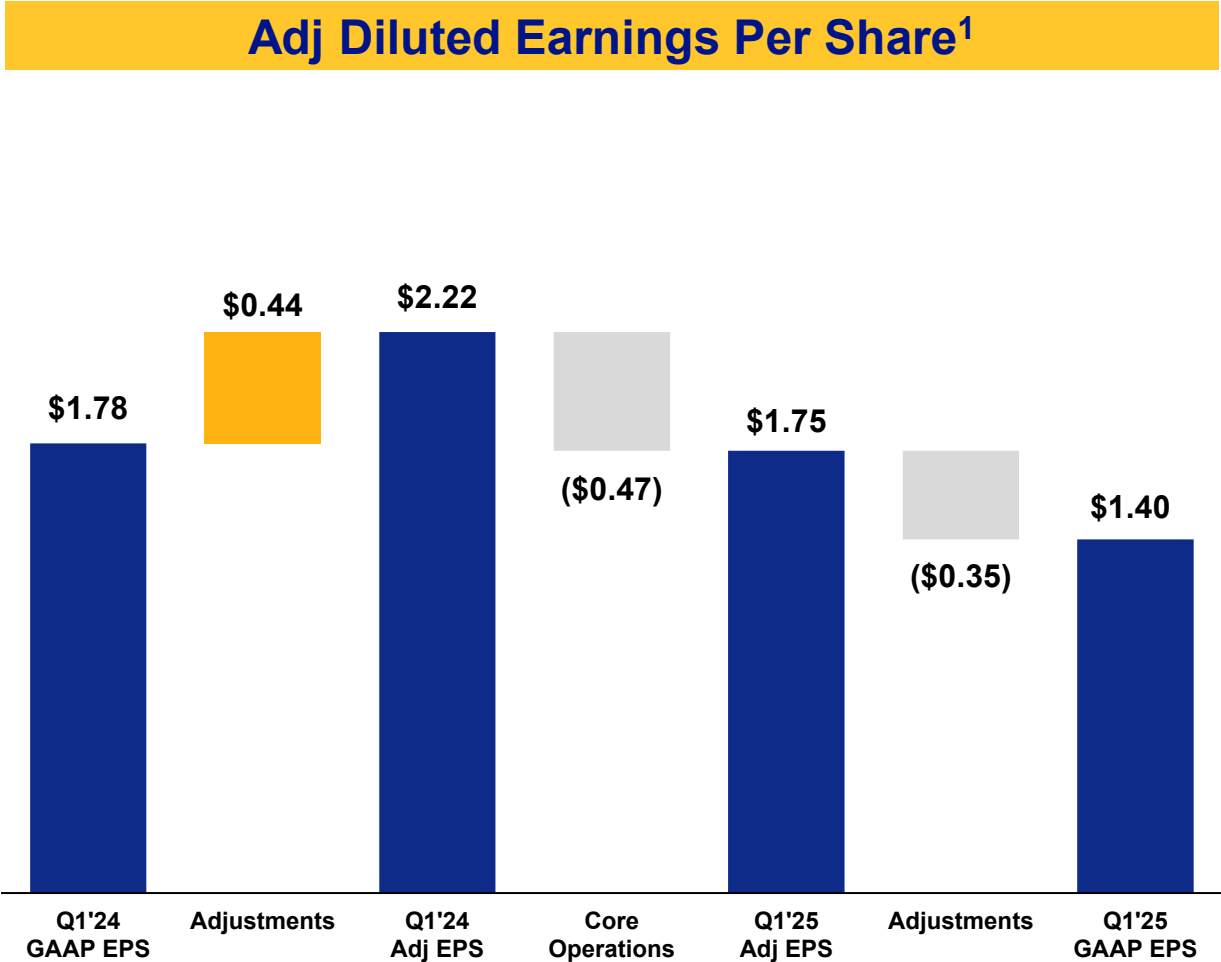
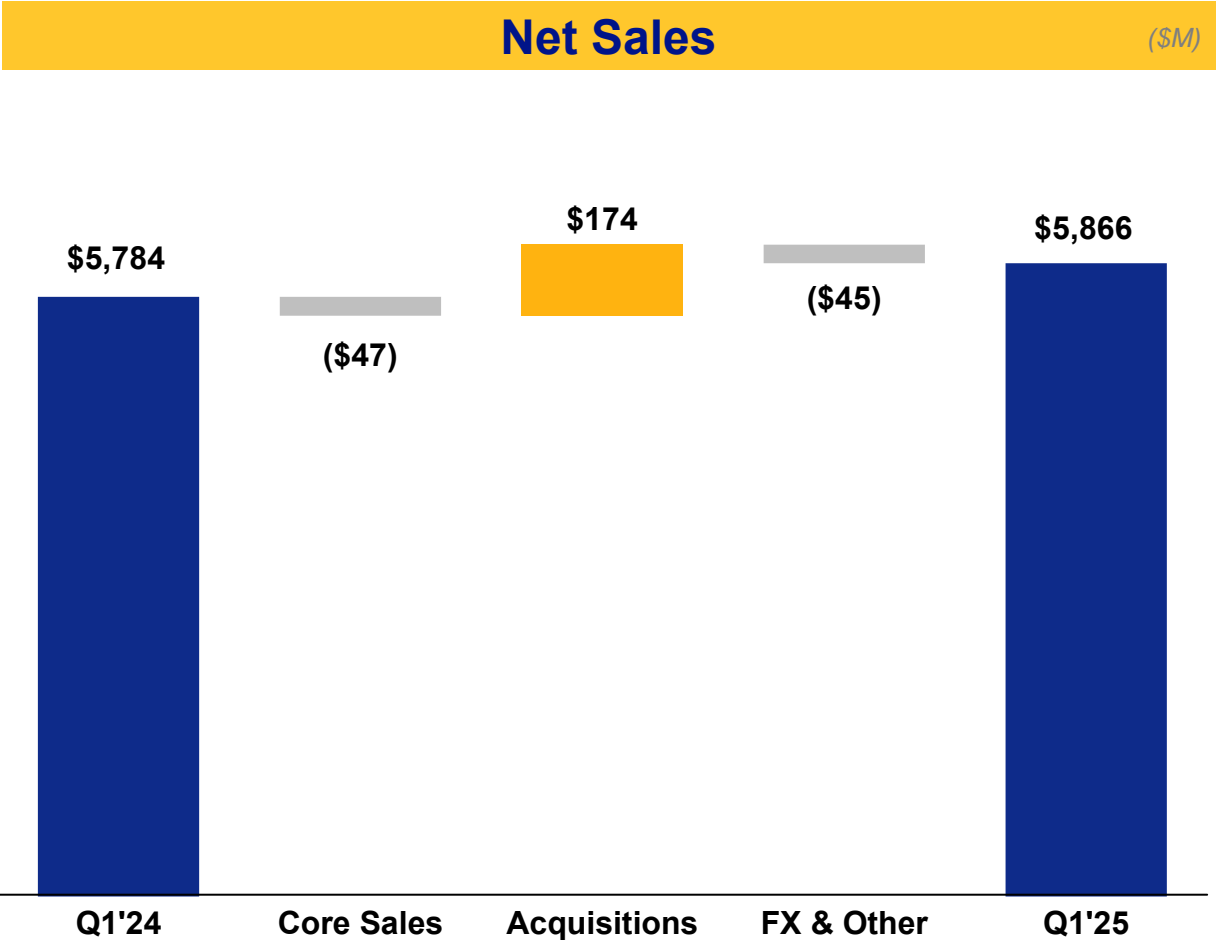


FY'25 Outlook: One Less U.S. Business Day in 2025 Versus 2024

Appendix

Consolidated Net Sales and Diluted EPS Bridge

Appendix A



¹A non-GAAP measure (See Appendix C)

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 and is inclusive of both company-owned stores and sales to our independent owner’s stores. 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, however 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.

Reconciliation of EBITDA to Net Income

(in thousands)	2025	2025	2024			
	TTM	Q1	Q1	Q2	Q3	Q4
Net sales:						
Automotive	\$ 14,860,001	\$ 3,664,888	\$ 3,574,020	\$ 3,726,991	\$ 3,799,789	\$ 3,668,333
Industrial	8,709,006	2,201,181	2,209,611	2,235,576	2,170,409	2,101,840
Segment EBITDA:						
Automotive	1,249,362	285,507	319,676	362,869	316,142	284,844
Industrial	1,101,912	278,711	278,987	284,960	267,287	270,954
Corporate EBITDA	(398,202)	(91,125)	(82,140)	(78,480)	(106,686)	(121,911)
Interest expense, net	(116,353)	(37,216)	(17,690)	(21,921)	(27,818)	(29,398)
Depreciation and amortization	(432,803)	(115,435)	(90,610)	(99,202)	(106,036)	(112,130)
Other unallocated costs	(301,492)	(68,805)	(83,042)	(62,025)	(45,296)	(125,366)
Income before income taxes	1,102,424	251,637	325,181	386,201	297,593	166,993
Income taxes	(252,850)	(57,245)	(76,287)	(90,657)	(71,011)	(33,937)
Net income	<u>\$ 849,574</u>	<u>\$ 194,392</u>	<u>\$ 248,894</u>	<u>\$ 295,544</u>	<u>\$ 226,582</u>	<u>\$ 133,056</u>
Segment EBITDA margin:						
Automotive	8.4%	7.8%	8.9%	9.7%	8.3%	7.8%
Industrial	12.7%	12.7%	12.6%	12.7%	12.3%	12.9%
Total adj EBITDA margin	8.3%	8.1%	8.9%	9.5%	8.0%	7.5%

Reconciliation of Non-GAAP Financial Measures

Appendix C

Reconciliation of Net Income to Adj EBITDA

(in thousands)	2025	2025	2024			
	TTM	Q1	Q1	Q2	Q3	Q4
GAAP net income	\$ 849,574	\$ 194,392	\$ 248,894	\$ 295,544	\$ 226,582	\$ 133,056
Depreciation and amortization	432,803	115,435	90,610	99,202	106,036	112,130
Interest expense, net	116,353	37,216	17,690	21,921	27,818	29,398
Income taxes	252,850	57,245	76,287	90,657	71,011	33,937
EBITDA:	1,651,580	404,288	433,481	507,324	431,447	308,521
Restructuring and other costs (1)	192,735	54,770	83,042	37,247	41,023	59,695
Acquisition and integration related costs and other (2)	47,161	14,035	—	24,778	4,273	4,075
Inventory rebranding strategic initiative (3)	61,596	—	—	—	—	61,596
Adjusted EBITDA	<u>\$ 1,953,072</u>	<u>\$ 473,093</u>	<u>\$ 516,523</u>	<u>\$ 569,349</u>	<u>\$ 476,743</u>	<u>\$ 433,887</u>



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

Reconciliation of Net Income to Adj Net Income

(in thousands)	2025	2025	2024			
	TTM	Q1	Q1	Q2	Q3	Q4
GAAP net income	\$ 849,574	\$ 194,392	\$ 248,894	\$ 295,544	\$ 226,582	\$ 133,056
Adjustments:						
Restructuring and other costs (1)	192,735	54,770	83,042	37,247	41,023	59,695
Acquisition and integration related costs and other (2)	47,161	14,035	—	24,778	4,273	4,075
Inventory rebranding strategic initiative (3)	61,596	—	—	—	—	61,596
Total adjustments	301,492	68,805	83,042	62,025	45,296	125,366
Tax impact of adjustments	(79,050)	(20,124)	(21,038)	(16,008)	(8,865)	(34,053)
Adjusted net income	\$ 1,072,016	\$ 243,073	\$ 310,898	\$ 341,561	\$ 263,013	\$ 224,369

(in thousands, except per share data)	2025	2025	2024			
	TTM	Q1	Q1	Q2	Q3	Q4
GAAP earnings per share	\$ 6.10	\$ 1.40	\$ 1.78	\$ 2.11	\$ 1.62	\$ 0.96
Adjustments:						
Restructuring and other costs (1)	1.38	0.39	0.59	0.27	0.29	0.43
Acquisition and integration related costs and other (2)	0.34	0.10	—	0.17	0.03	0.03
Inventory rebranding strategic initiative (3)	0.44	—	—	—	—	0.44
Total adjustments	2.16	0.49	0.59	0.44	0.32	0.90
Tax impact of adjustments	(0.57)	(0.14)	(0.15)	(0.11)	(0.06)	(0.25)
Adjusted diluted earnings per share	\$ 7.69	\$ 1.75	\$ 2.22	\$ 2.44	\$ 1.88	\$ 1.61
Weighted average common shares outstanding — assuming dilution	139,200	139,200	140,096	139,829	139,599	139,272



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

Reconciliation of Operating and Non-Operating Expenses to Adj Operating and Non-Operating Expenses

(in thousands)	Three Months Ended March 31,		QTD Change	
	2025	2024	\$ Change	% Change
GAAP operating and non-operating expenses	\$ 1,922,047	\$ 1,749,474	\$ 172,573	9.9%
Adjustments:				
Restructuring and other costs (1)	(54,770)	(83,042)	28,272	(34.0)%
Acquisition and integration related costs and other (2)	(14,035)	—	(14,035)	100.0%
Total adjustments	(68,805)	(83,042)	14,237	(17.1)%
Adjusted operating and non-operating expenses	\$ 1,853,242	\$ 1,666,432	\$ 186,810	11.2%
Adjusted operating and non-operating expenses as a percent of GAAP net sales	31.6%	28.8%		280 bps



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

Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow

(in thousands)	Three Months Ended March 31, 2025	TTM Ended March 31, 2025
Net cash (used in) provided by operating activities	\$ (40,827)	\$ 892,118
Purchases of property, plant and equipment	(119,840)	(571,489)
Free cash flow	\$ (160,667)	\$ 320,629

Outlook

	Year Ending December 31, 2025
Net cash provided by operating activities	\$1.2 billion to \$1.4 billion
Purchases of property, plant and equipment	\$400 million to \$450 million
Free cash flow	\$800 million to \$1.0 billion

- (1) **Restructuring and other costs:** Amount reflects costs related to our global restructuring initiative which includes a voluntary retirement offer in the U.S. in 2024 and rationalization and optimization of certain distribution centers, stores and other facilities.
- (2) **Acquisition and integration related costs and other:** Amount primarily reflects lease and other exit costs related to the ongoing integration of acquired independent automotive stores.
- (3) **Inventory rebranding strategic initiative:** Adjustment reflects a charge to write down certain existing inventory associated with a new global rebranding and relaunch of a key tool and equipment offering. The existing inventory that will be liquidated is comprised of otherwise saleable inventory, and the liquidation does not arise from our normal, recurring operational activities.