

# Standard Motor Products, Inc.

Q4 Investor Presentation

February 22, 2023



# Safe Harbor – Forward Looking Statements

You should be aware that except for historical information, the matters discussed herein are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward looking statements, including projections and anticipated levels of future performance, are based on current information and assumptions and involve risks and uncertainties which may cause actual results to differ materially from those discussed herein.

In addition, we use metrics such as Adjusted EBITDA and Income from Operations without Special Items throughout this presentation, which are non-GAAP measures.

You are urged to review all of our filings with the SEC and our press releases from time to time for details of risks and uncertainties that could cause future performance to vary from the expectations expressed or implied by the forward-looking statements herein and for certain reconciliations of GAAP to non-GAAP results.

Founded: 1919

HQ: Long Island City, NY

Locations: 32 Globally

Employees: 6,100\*

**SMP**  
LISTED  
NYSE

## 2022 Financial Highlights

Revenue: \$1.37B

Aftermarket: \$1.1B

- Vehicle Control \$751M
- Temperature Control: \$351M

Engineered Solutions: \$270M

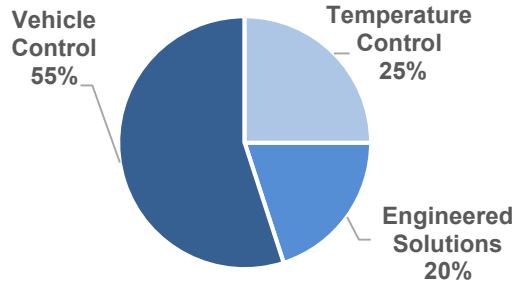
EBITDA\*\*: 10.7%

Dividend Yield: 2.8%

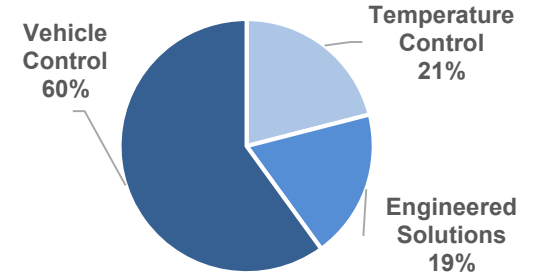
\*includes JVs

\*\*reflects adjusted EBITDA which is a non-GAAP financial measure; see reconciliation in appendix

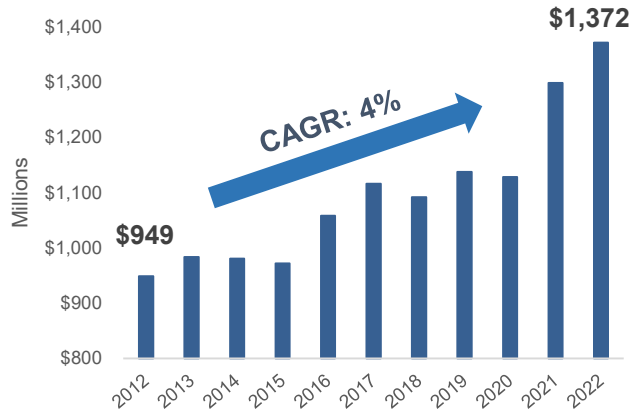
## 2022 Sales Mix by Segment



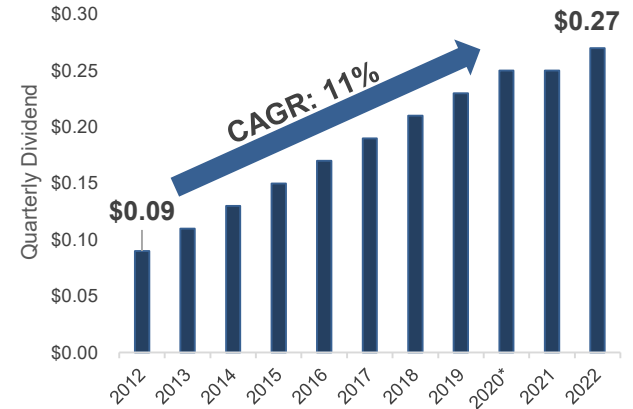
## 2022 EBITDA\* Mix by Segment



## Consistent Revenue Growth

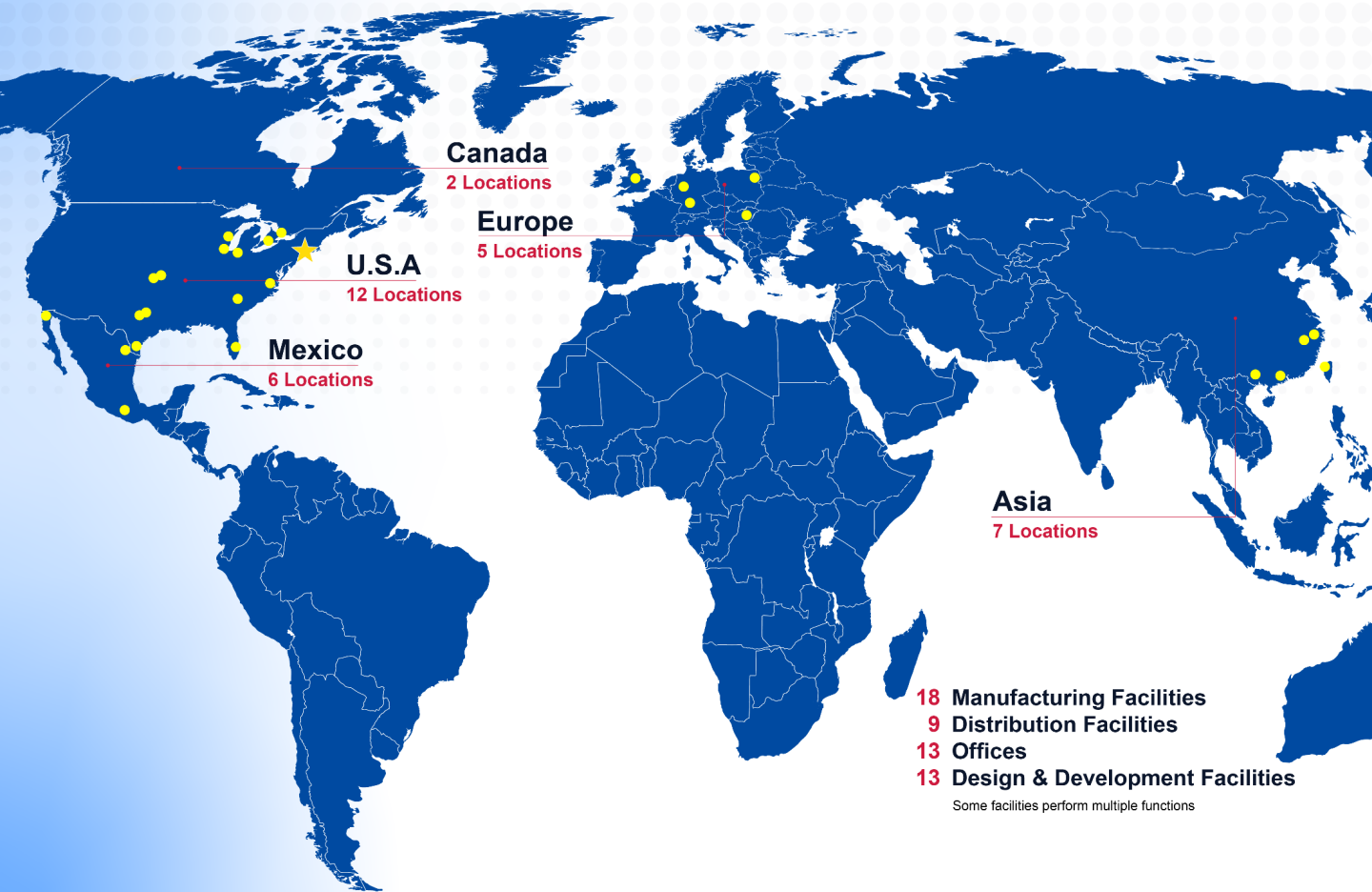


## Consistent Dividend Growth

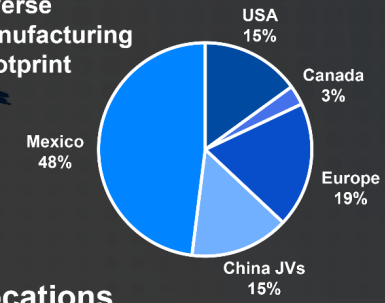


\* Dividend paid out for two quarters only due to COVID-19 pandemic

# Global Footprint with Customer Adjacency



## Diverse Manufacturing Footprint



## Locations

### U.S.A

- Disputanta, VA
- Edwardsville, KS
- Ft. Lauderdale, FL
- Greenville, SC
- Independence, KS
- Irving, TX
- Lewisville, TX
- Long Island City, NY
- McAllen, TX
- Mishawaka, IN
- Milwaukee, WI
- Sheboygan Falls, WI

### Europe

- Nottingham, England
- Glinde, Germany
- Kirchhiem, Germany
- Pécel, Hungary
- Bialystok, Poland

### Asia

- Foshan, China (3 Locations)
- Hong Kong, China
- Shanghai, China
- Wuxi, China
- Taichung, Taiwan

### Canada

- Mississauga, ONT
- St. Thomas, ONT

### Mexico

- Cuernavaca
- Reynosa (4 Mfg. Locations)
- Tijuana

- 18** Manufacturing Facilities
- 9** Distribution Facilities
- 13** Offices
- 13** Design & Development Facilities

Some facilities perform multiple functions

# Strategy Overview



# Strategic Objectives

## Automotive Aftermarket



- Continued leadership in North American Aftermarket
- Best-in-class, full-line, full-service supplier of premium products within our categories

## Engineered Solutions



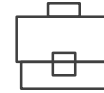
- Innovative product solutions for multiple On-Highway and Off-Highway vehicle markets
- Leveraging our diverse customer relationships, engineering capabilities, operational skills, and global footprint

## Sustainability & Continuous Improvement



- Commitment to ongoing ESG and DEI initiatives
- Operational excellence in manufacturing, product development, and supply chain

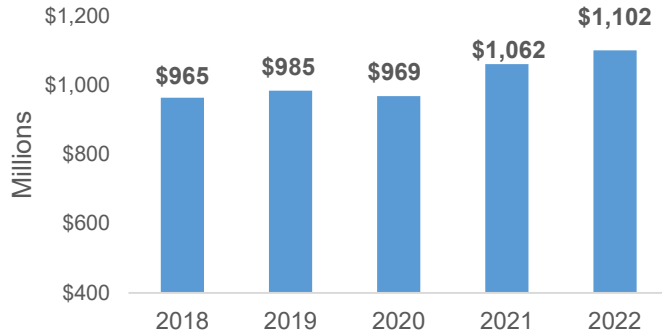
## Capital Allocation



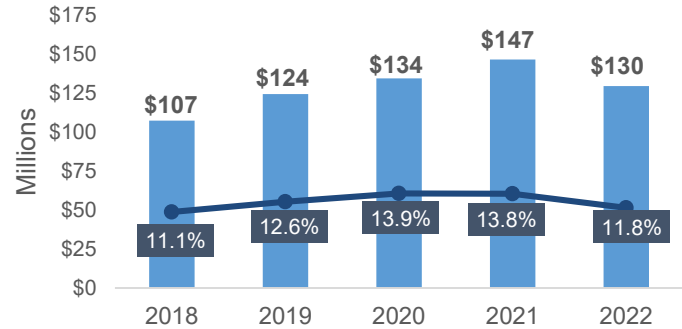
- Capital investment supports future growth
- Take advantage of opportunistic M&A
- Effectively balance our use of debt and equity
- Dividends and stock repurchases

# Aftermarket Snapshot

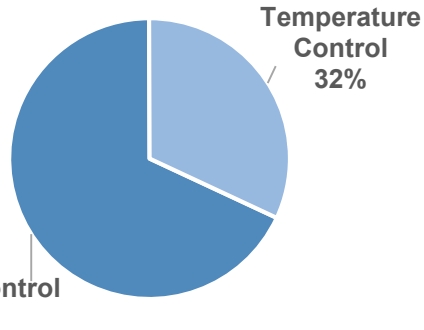
### Aftermarket Net Sales



### Aftermarket EBITDA\* & Margin%



### 2022 Aftermarket Sales Mix



Nationally  
Recognized  
Brands

Supplier to  
All Major  
Distributors



**ECHLIN**

**Belden** **Pollak**



**BWD**



\*reflects adjusted EBITDA which is a non-GAAP financial measure; see reconciliation in appendix

 **SMP**<sup>®</sup> Value Proposition

**To be the best full-line, full-service supplier of premium vehicle control and temperature control products**

**Our suite of products and services is designed to provide all the needed support for our customer and the technicians who install our parts**

**Premium Quality  
Products**

**Premium  
Brands**

**Full-Line  
Coverage**

**Supply Chain  
Excellence**

**Field Sales  
Support**

**Marketing  
Support**

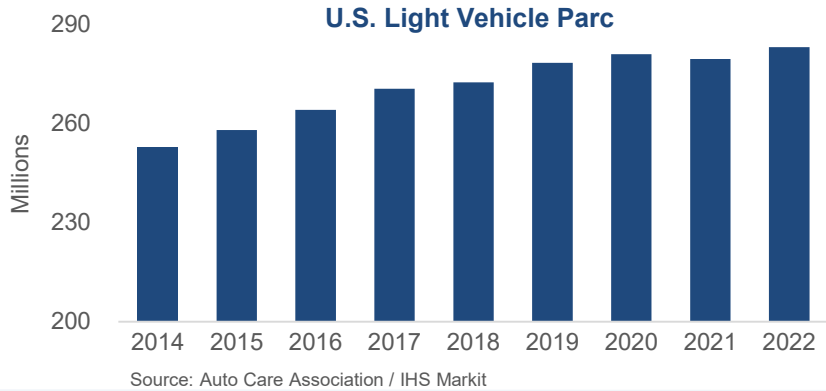
**World-Class  
Training**

**Basic  
Manufacturing**

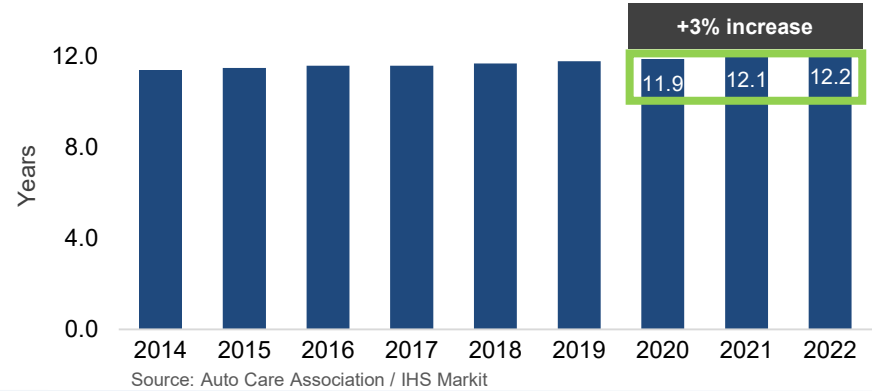


# Favorable Aftermarket Industry Trends

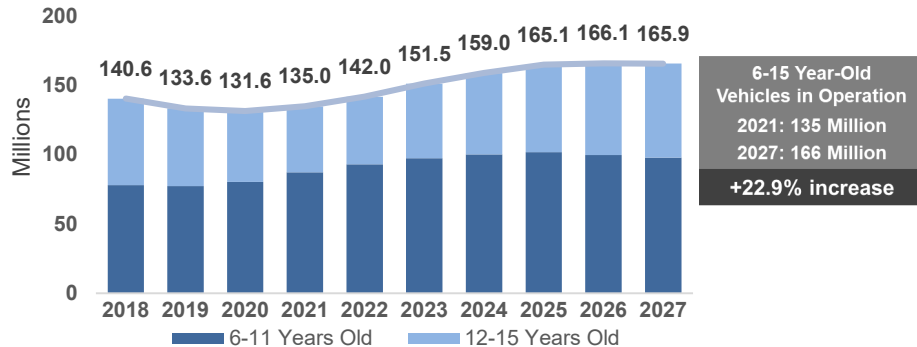
## Number of Repairable Vehicles Continue to Climb



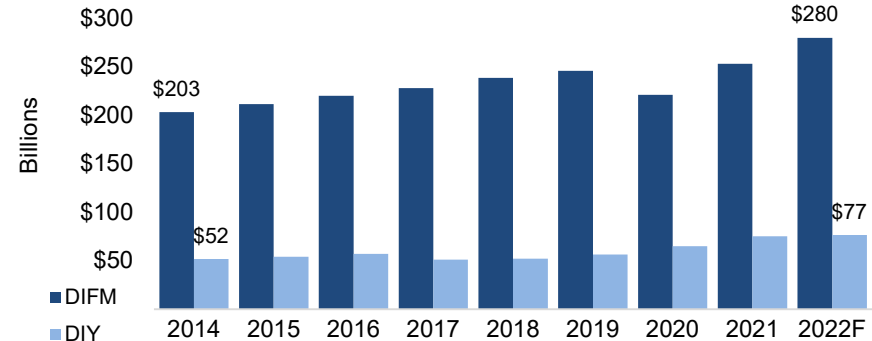
## Car Parc Continues to Age

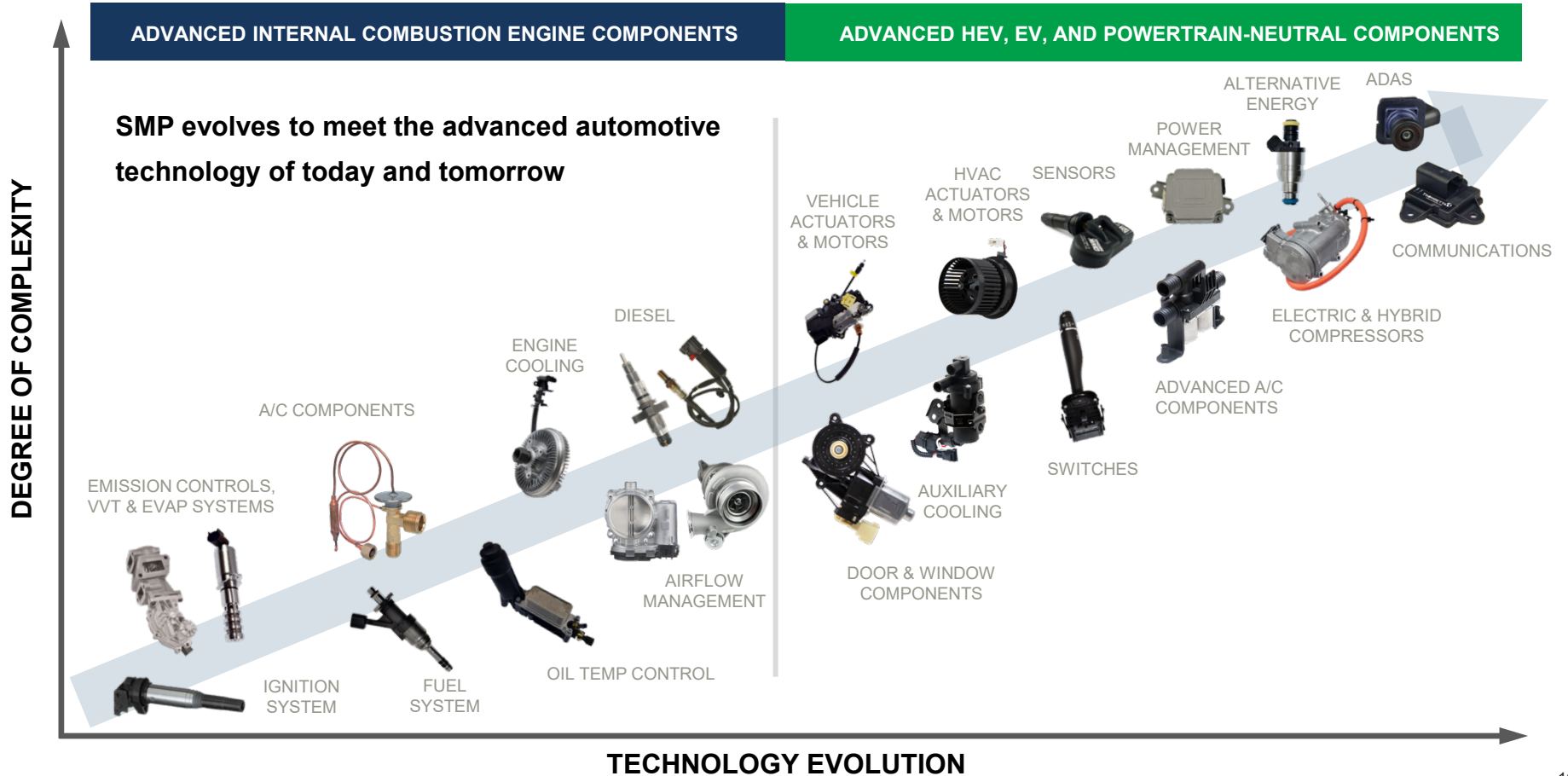


## “Sweet Spot” a foundation for growth over next 5-10 years



## DIFM Revenue Continues to Grow





## Ignition, Emission & Fuel

### ICE-Related<sup>1</sup>

Traditional and Advanced ICE Categories

- Variable Valve Timing Components
- Ignition Coils
- Turbochargers
- Electronic Throttle Bodies
- Gasoline and Diesel Injection
- Emission Controls
- Air & Fuel Sensors & Switches
- Many other categories



**\$455M '22 Net Sales**  
**60% of Segment**

## Electrical & Safety

### Powertrain Neutral, Hybrid & EV Specific

Growing categories used on all vehicles regardless if they are gas, diesel, hybrid or electric

165+ Powertrain Neutral Categories

- ADAS (Advance Driver Assist Systems)
- TPMS Sensors
- Electrical Connectors
- Fluid Level & Temperature Sensors
- Electrical Switches & Relays
- Door, Trunk and Hood Lock Actuators
- Hundreds of other categories



**\$231M '22 Net Sales**  
**31% of Segment**

## Wire Sets & Other

### ICE-Related

Conventional Wire & Cable categories for ICE vehicles

- Ignition Wire Sets
- Coil-on-Plug Boots
- Wire Leads
- Wire Terminals



**\$66M '22 Net Sales**  
**9% of Segment**

## Favorably impacted by electrification

- Most product categories are powertrain-neutral or electrification-specific
- A/C Compressors transition to year-round operation (battery cooling)

### A/C System Components

Most interior heating and cooling components remain the same for ICE and Hybrid / EV vehicles

- A/C Compressors
- Accumulators
- Evaporators
- Blend Door Actuators
- Expansion Devices



**\$245M Net Sales**  
(70% in 2022)

### Other Thermal Components

Provide engine, transmission, electric drive, and battery temperature management

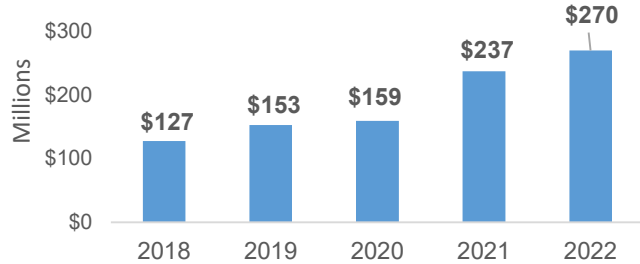
- Fan Clutches
- Electric Thermal Pumps
- Battery Cooling Fan Motors
- Liquid Cooled Heat Exchangers



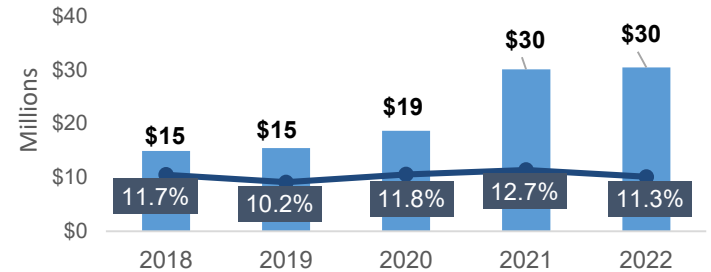
**\$106M Net Sales**  
(30% in 2022)

# Engineered Solutions Snapshot

## Engineered Solutions Net Sales



## Engineered Solutions EBITDA & Margin%



## Commercial Vehicle - \$80M



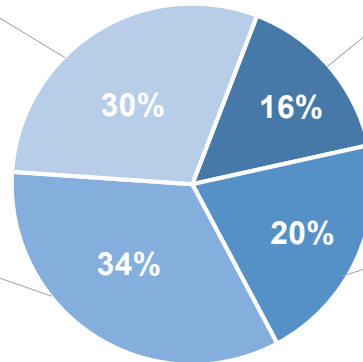
## Light Vehicle - \$92M



## Construction / Agriculture - \$42M



## All Other - \$56M



\*reflects adjusted EBITDA which is a non-GAAP financial measure; see reconciliation in appendix

# Engineered Solutions Opportunities

## Market Expansion

Broadens the Company's target opportunities across multiple industries with new end markets

## Diversification

Diverse end markets, geographies, and customers

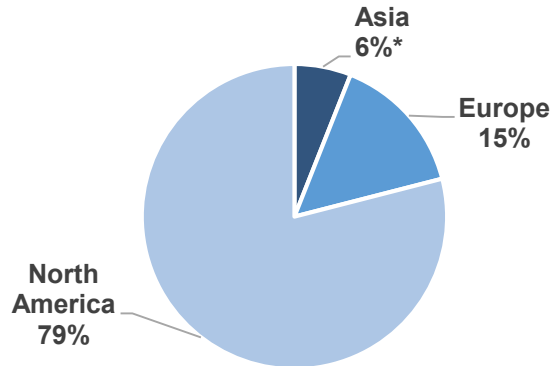
## Growth

Sales driver as new segment has potential for expanded long-term growth rates

## Collaboration

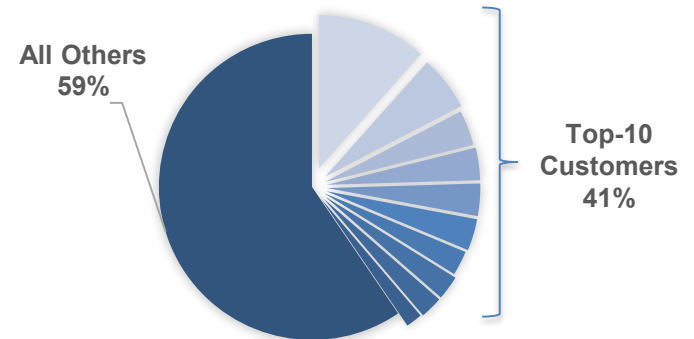
Supports and expands SMP's Aftermarket position through sharing technologies and engineering expertise

## 2022 Global Sales



\*excludes non-controlled JV sales to third parties

## Diverse Customer Mix



# Engineered Solutions Strategy



An extensive portfolio of adaptable products and a global network of resources positioned to serve a diverse customer base

## Focused Growth

- ✓ New Product Development
- ✓ Diversification
- ✓ Market Expansion
- ✓ M&A Opportunities

## Global Reach with Local Support

- ✓ Sales Support
- ✓ Customer Service
- ✓ Engineering
- ✓ Technical Resources

## Customizable Designs

- ✓ Adaptable development and manufacturing for unique and specific requirements

## World Class Manufacturing

- ✓ Advanced quality systems
- ✓ Committed to continuous improvement

## Commercial Vehicle



## Light Vehicle



## Construction & Agriculture



## Hydraulics & Industrial



## Powersports



## Outdoor Power Equipment





## Electronics



## Thermal Management



## Sensors



## Switches



## Power Distribution



## Ignition & Emission

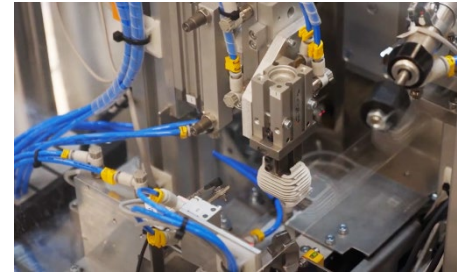
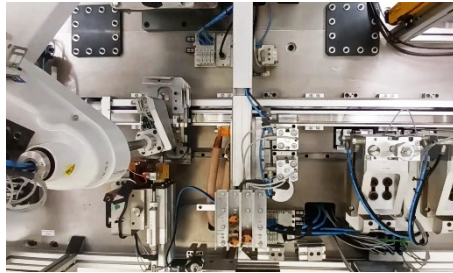
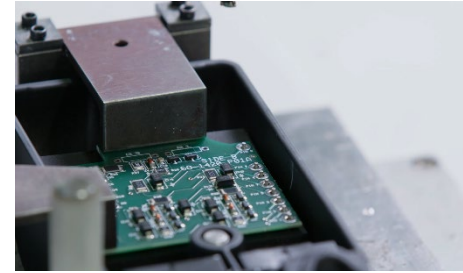


## Injection & Fuel Delivery



## Clamping





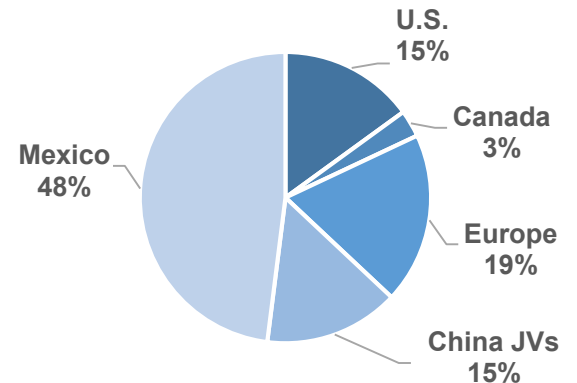
## Commitment to Manufacturing

- Basic manufacturer with 12 manufacturing facilities
- 13 design and development centers

## Optimized Supply Chain

- Diverse low-cost footprint
- Global sourcing and supplier development
- Expansive distribution network














## Manufacturing by Geography



# Strategic Acquisitions

## Target technologies, products, and processes:

- Align with our core competencies
- Diversification plays in adjacent markets or technologies
- Servicing common customers and markets
- Consolidating competitors or suppliers
- Synergistic product line carve-outs that enhance our capabilities
- Vertical integration of key technologies

													
	2013	2013	2014	2014	2014	2016	2017	2019	2019	2021	2021	2021	2022
Aftermarket	✓		✓		✓	✓	✓	✓					
Engineered Solutions	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
New Products / Technology	✓							✓	✓	✓	✓	✓	
Vertical Integration	✓		✓		✓	✓	✓	✓	✓			✓	
Geographic Expansion	✓	✓			✓		✓	✓	✓	✓	✓	✓	✓

**SMP is committed to ongoing ESG and DE&I initiatives**

**We believe in being a good corporate citizen**

**We are committed to our company, our employees, our shareholders, our business partners, and our communities**



## **Environmental**

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- Ambition to achieve net-zero by 2050
- Established Scope 1 + Scope 2 GHG emission reduction targets
- Expanded product offering to reduce emissions and improve fuel economy
- Transitioning sales fleet to hybrid vehicles

## **Social**

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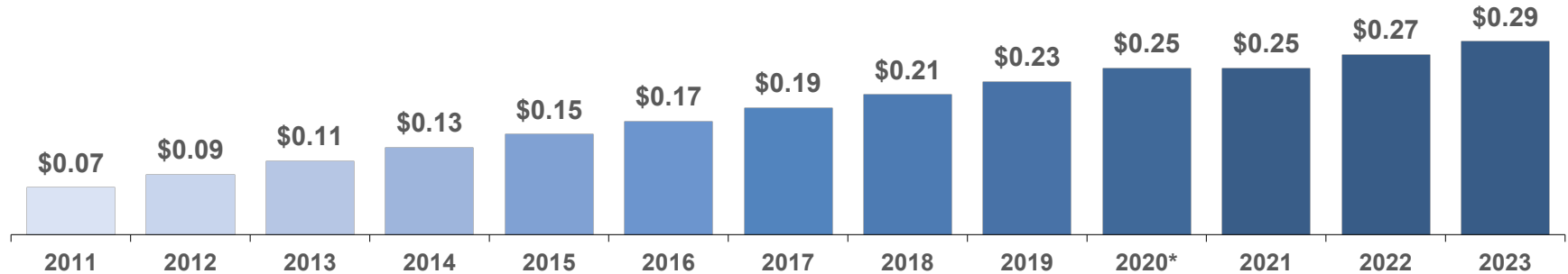
- Increased diversity in hiring and promotion of our workforce
- Safety protocols leading to low incidence of injuries
- Financial support of community organizations, scholarship providers and Ukrainian refugees
- Employee development programs

## **Governance**

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- Board of Directors oversight of ESG strategy
- Increased diversity of our Board of Directors
- Code of Ethics enforces a culture of compliance
- Independently run whistle-blower hotline
- Stock ownership guidelines align with shareholder interests

## Quarterly Dividends

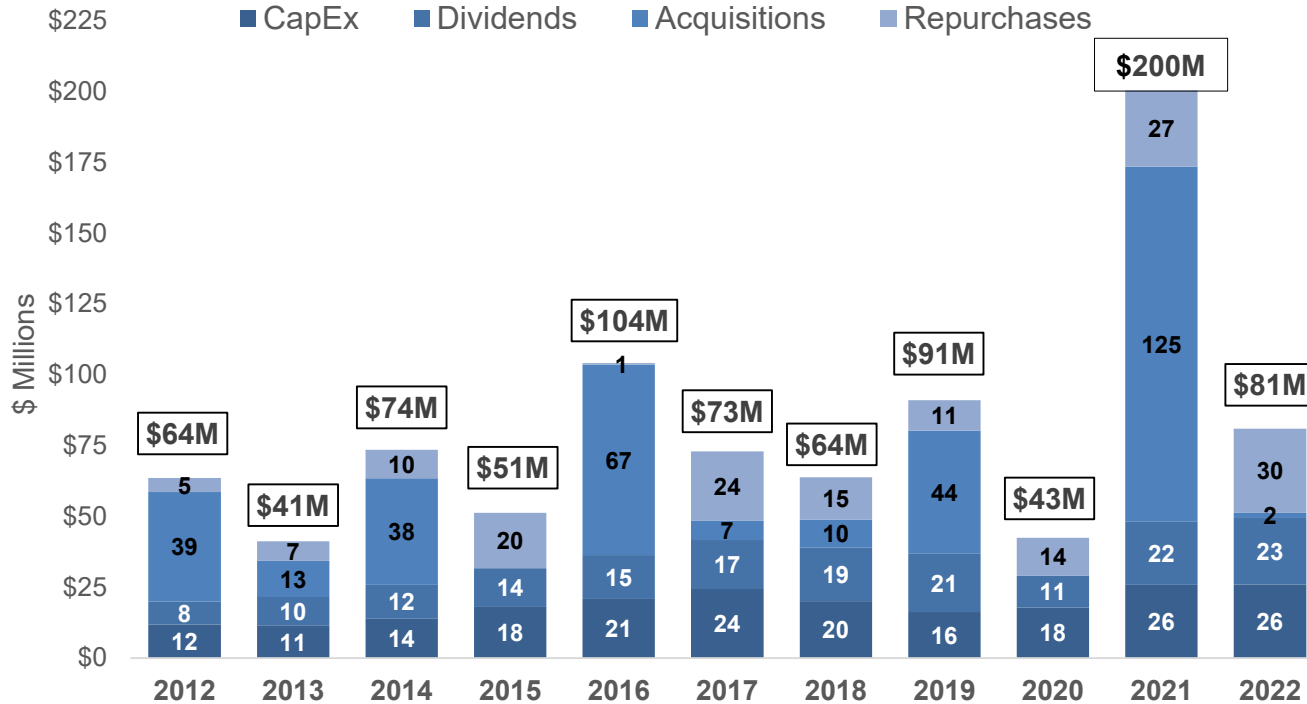


\* Dividend paid out for two quarters only due to COVID-19 pandemic

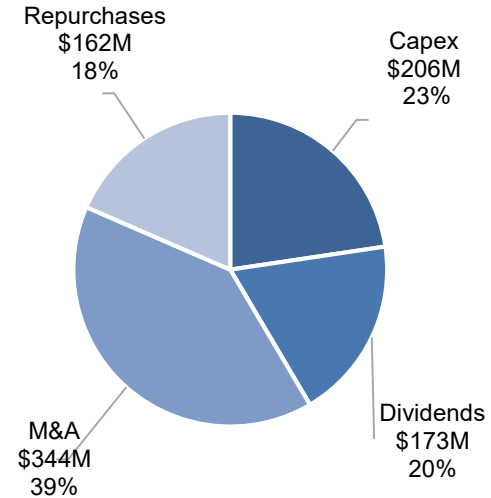
## Share Repurchase Program

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Period Total
<b>Spend</b> (\$000's)	\$4,136	\$4,999	\$6,864	\$10,000	\$19,623	\$377	\$24,376	\$14,886	\$10,738	\$13,482	\$26,862	\$29,656	\$166,000
<b>Shares</b> (\$000's)	322	381	210	284	552	10	531	323	222	324	622	692	4,473
<b>Avg. Price</b>	\$12.85	\$13.13	\$32.69	\$35.18	\$35.56	\$37.24	\$45.92	\$46.12	\$48.43	\$41.63	\$43.17	\$42.86	\$37.11

# SMP Cash Utilization



## Total Utilization



Cash Allocation %											
Capex & M&A	79%	59%	70%	35%	85%	43%	47%	66%	42%	76%	34%
Dividends & Repurchases	21%	41%	30%	65%	15%	57%	53%	34%	58%	24%	66%

# Why Invest in SMP



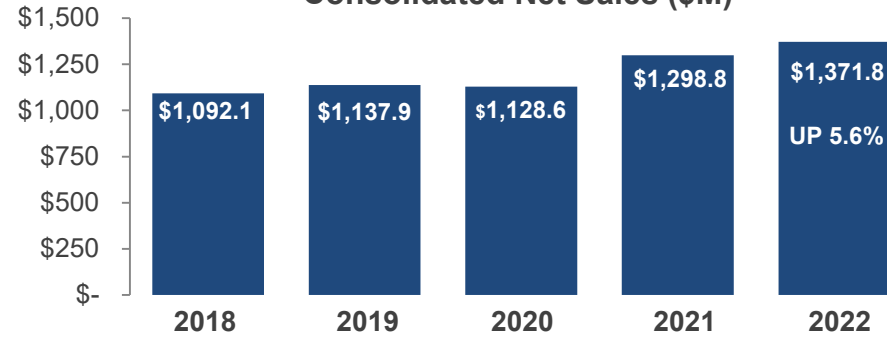
# Full Year 2022 Financial Results



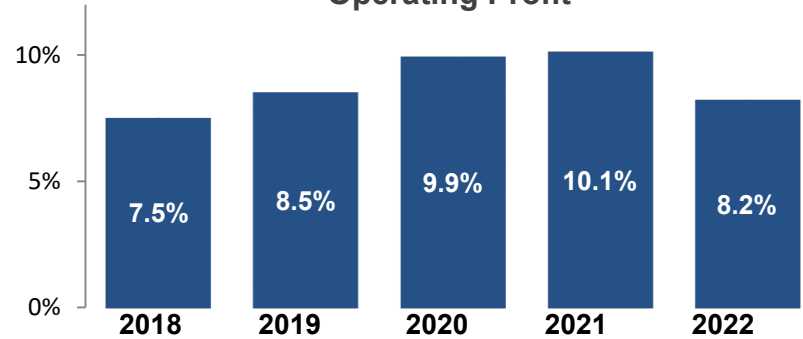


# Year-Over-Year Performance Measures

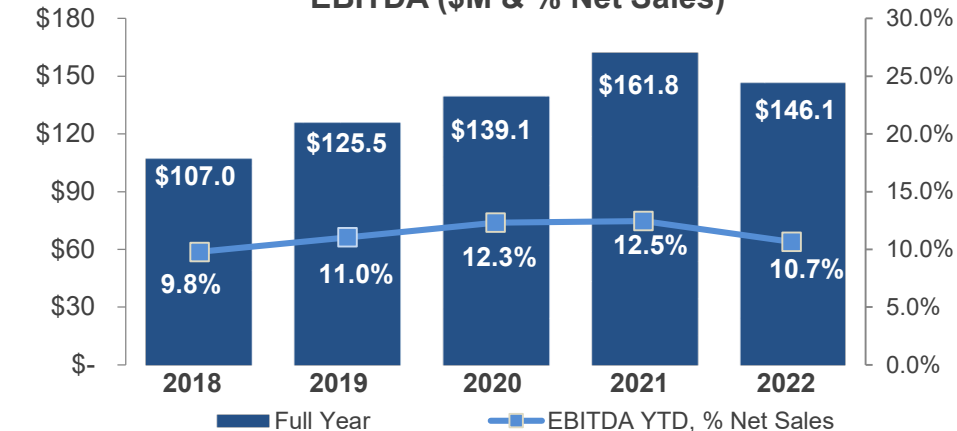
### Consolidated Net Sales (\$M)



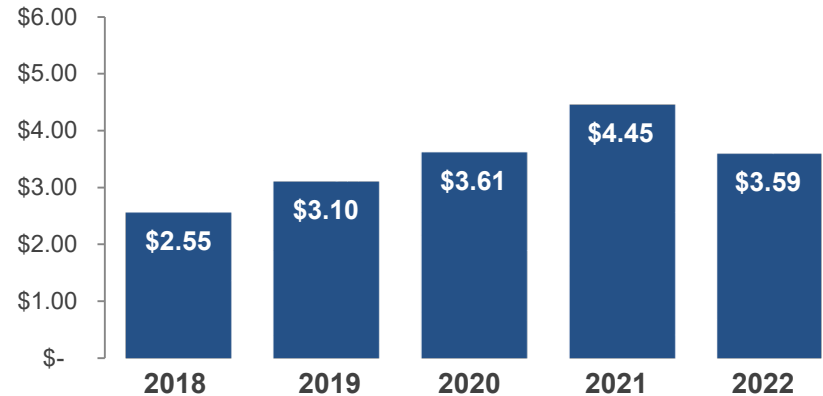
### Operating Profit



### EBITDA (\$M & % Net Sales)



### Diluted EPS



‡ Operating Profit, EBITDA and Diluted EPS shown without Special Items

# Income Statement Non-GAAP

(\$ in millions)

	<u>December 2022 YTD</u>		<u>December 2021 YTD</u>	
	<u>Amount</u>	<u>% of Sales</u>	<u>Amount</u>	<u>% of Sales</u>
Net Sales	\$ 1,371.8	100.0%	\$ 1,298.8	100.0%
Gross Profit	382.5	27.9%	377.3	29.0%
SG&A Expenses	<u>269.6</u>	<u>19.7%</u>	<u>246.2</u>	<u>19.0%</u>
Operating Profit	112.9	8.2%	131.1	10.1%
Other Income/(Loss)	4.8		3.5	
Interest Expense	10.6		2.0	
Income Taxes	<u>27.7</u>		<u>31.9</u>	
Earnings from Continuing Ops.	<u>\$ 79.4</u>		<u>\$ 100.7</u>	
Diluted Earnings Per Share:				
Continuing Operations	<u>\$ 3.59</u>		<u>\$ 4.45</u>	
<i>Diluted Shares (000's)</i>	<i>22,140</i>		<i>22,616</i>	

# Condensed Balance Sheet

Actual Q4 2022, Q4 2021 (\$ in millions)

	Dollars		Ratios	
	2022	2021	2022	2021
Cash and Equivalents	\$ 21.2	\$ 21.8		
Accounts Receivable/DSO	167.6	180.6	51	54
Inventory/Turns	528.7	468.8	1.9	2.3
Unreturned Customer Inventory	19.7	22.3		
Other Assets	517.7	504.5		
Total Assets	<u>\$ 1,254.9</u>	<u>\$ 1,198.0</u>		
Current Liabilities	\$ 268.1	\$ 348.0		
Total Debt/Debt to Cap Ratio	239.6	128.4	27.8%	17.3%
Other Liabilities	126.2	108.9		
Total Liabilities	<u>\$ 633.9</u>	<u>\$ 585.3</u>		
Equity/Debt to Equity Ratio	621.0	612.6	0.39	0.21
Total Liabilities and Equity	<u>\$ 1,254.9</u>	<u>\$ 1,198.0</u>		

# Condensed Statement of Cash Flows

(IN MILLIONS)	Full Year	
	2022	2021
Net Income	\$55.4	\$91.0
Depreciation & Amortization	28.3	27.2
Accounts Receivable	6.9	28.5
Inventory	(67.5)	(107.6)
Accounts Payable	(48.6)	33.0
Other Operating Activities	(2.0)	13.5
<b>Operating Cash Flow</b>	<b>(27.5)</b>	<b>85.6</b>
Capital Expenditures	(26.0)	(25.9)
Acquisitions	(1.9)	(125.4)
Net Borrowing (Payments)	111.3	118.3
Dividends	(23.4)	(22.2)
Repurchase of Common Stock	(29.7)	(26.9)
Other Changes	(3.4)	(1.2)
<b>Net Change in Cash</b>	<b>\$ (0.6)</b>	<b>\$ 2.3</b>
<b>Free Cash Flow</b>	<b>\$ (76.9)</b>	<b>\$ 37.5</b>

# Appendix





# Reconciliation of GAAP and Non-GAAP Measures

(\$ in thousands, except per share amounts)

	TWELVE MONTHS DECEMBER 31,				
	2022	2021	2020	2019	2018
	(Unaudited)				
<b><u>EARNINGS FROM CONTINUING OPERATIONS</u></b>					
<b>GAAP Earnings from Continuing Operations</b>	<b>\$ 73,042</b>	<b>\$ 99,353</b>	<b>\$ 80,417</b>	<b>\$ 69,051</b>	<b>\$ 56,854</b>
Customer Bankruptcy Charge	7,002	-	-	-	-
Restructuring and Integration Expense (Income)	1,891	392	464	2,585	4,510
One-time acquisition costs	-	1,711	-	-	-
Intangible asset impairment	-	-	2,600	-	-
Impairment of our investment in Orange Electronics Co. LTD					1,683
Certain tax credits and production deductions finalized in period	(249)	(259)	(235)	(144)	(144)
Gain from sale of buildings	-	-	-	-	(4,158)
Income tax effect related to reconciling items	(2,312)	(547)	(797)	(673)	(250)
<b>NON-GAAP Earnings from Continuing Operations</b>	<b>\$ 79,374</b>	<b>\$ 100,650</b>	<b>\$ 82,449</b>	<b>\$ 70,819</b>	<b>\$ 58,495</b>
<b><u>Diluted Earnings Per Share from Continuing Operations</u></b>					
<b>GAAP Diluted Earnings Per Share from Continuing Operations</b>	<b>\$ 3.30</b>	<b>\$ 4.39</b>	<b>\$ 3.52</b>	<b>\$ 3.03</b>	<b>\$ 2.48</b>
Customer Bankruptcy Charge	0.32	-	-	-	-
Restructuring and Integration Expense (Income)	0.08	0.02	0.02	0.11	0.20
One-time acquisition costs	-	0.07	-	-	-
Intangible asset impairment	-	-	0.11	-	-
Impairment of our investment in Orange Electronics Co. LTD					0.07
Certain tax credits and production deductions finalized in period	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)
Gain from sale of buildings	-	-	-	-	(0.18)
Income tax effect related to reconciling items	(0.10)	(0.02)	(0.03)	(0.03)	(0.01)
<b>NON-GAAP Diluted Earnings Per Share from Continuing Operations</b>	<b>\$ 3.59</b>	<b>\$ 4.45</b>	<b>\$ 3.61</b>	<b>\$ 3.10</b>	<b>\$ 2.55</b>

MANAGEMENT BELIEVES THAT EARNINGS FROM CONTINUING OPERATIONS AND DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS, EACH OF WHICH ARE NON-GAAP MEASUREMENTS AND ARE ADJUSTED FOR SPECIAL ITEMS, ARE MEANINGFUL TO INVESTORS BECAUSE THEY PROVIDE A VIEW OF THE COMPANY WITH RESPECT TO ONGOING OPERATING RESULTS. SPECIAL ITEMS REPRESENT SIGNIFICANT CHARGES OR CREDITS THAT ARE IMPORTANT TO AN UNDERSTANDING OF THE COMPANY'S OVERALL OPERATING RESULTS IN THE PERIODS PRESENTED. SUCH NON-GAAP MEASUREMENTS ARE NOT RECOGNIZED IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES AND SHOULD NOT BE VIEWED AS AN ALTERNATIVE TO GAAP MEASURES OF PERFORMANCE.



# Reconciliation of GAAP and Non-GAAP Measures (cont'd)

(\$ in thousands)

	TWELVE MONTHS DECEMBER 31,				
	2022	2021	2020 (Unaudited)	2019	2018
<b>EBITDA WITHOUT SPECIAL ITEMS ATTRIBUTABLE TO SMP</b>					
<b>GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES</b>	\$ 98,332	\$ 130,465	\$ 107,379	\$ 91,796	\$ 76,831
Depreciation & Amortization	28,298	27,243	26,323	25,809	24,104
Interest Expense	10,617	2,028	2,328	5,286	4,026
<b>EBITDA</b>	<b>137,247</b>	<b>159,736</b>	<b>136,030</b>	<b>122,891</b>	<b>104,961</b>
Customer bankruptcy charge	7,002	-	-	-	-
Restructuring and integration expenses (Income)	1,891	392	464	2,585	4,510
One-time acquisition costs	-	1,711	-	-	-
Intangible asset impairment	-	-	2,600	-	1,683
Gain from sale of buildings	-	-	-	-	(4,158)
<b>Special Items</b>	<b>8,893</b>	<b>2,103</b>	<b>3,064</b>	<b>2,585</b>	<b>2,035</b>
<b>EBITDA WITHOUT SPECIAL ITEMS</b>	<b>\$ 146,140</b>	<b>\$ 161,839</b>	<b>\$ 139,094</b>	<b>\$ 125,476</b>	<b>\$ 106,996</b>
TOTAL DEBT	\$ 239,620	\$ 128,436	\$ 10,232	\$ 57,045	\$ 49,219
CASH	\$ 21,150	\$ 21,755	\$ 19,488	\$ 10,372	\$ 11,138
<b>NET DEBT</b>	<b>\$ 218,470</b>	<b>\$ 106,681</b>	<b>\$ (9,256)</b>	<b>\$ 46,673</b>	<b>\$ 38,081</b>
<b>NET DEBT TO EBITDA RATIO (TTM)</b>	<b>1.5:1</b>	<b>0.7:1</b>	<b>0.0:1</b>	<b>0.4:1</b>	<b>0.4:1</b>

MANAGEMENT BELIEVES THAT EBITDA WITHOUT SPECIAL ITEMS, WHICH IS A NON-GAAP MEASUREMENT, IS MEANINGFUL TO INVESTORS BECAUSE IT PROVIDES A VIEW OF THE COMPANY WITH RESPECT TO ONGOING OPERATING RESULTS. SPECIAL ITEMS REPRESENT SIGNIFICANT CHARGES OR CREDITS THAT ARE IMPORTANT TO AN UNDERSTANDING OF THE COMPANY'S OVERALL OPERATING RESULTS IN THE PERIODS PRESENTED. SUCH NON-GAAP MEASUREMENTS ARE NOT RECOGNIZED IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES AND SHOULD NOT BE VIEWED AS AN ALTERNATIVE TO GAAP MEASURES OF PERFORMANCE.

# Thank you

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