

Standard Motor Products, Inc.

Q1 2020 Investor Presentation

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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. Further, we expect the COVID-19 pandemic to impact our future sales and profitability as described in our 10-Q as of March 31, 2020 and filed with the SEC on April 30, 2020. You are urged to review this filing, and all of our filings, with the SEC and our press releases from time to time for details of these risks and uncertainties.

Industry and Business Overview

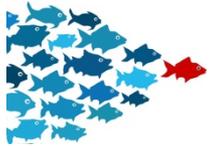
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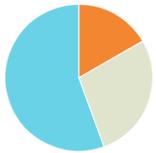
Why Invest in SMP?



Longstanding business led by experienced management team



Leader in engine management and temp control aftermarket



Significant share of stable industry with positive outlook



Proven strategy for long-term outperformance



Superior shareholder returns



Financial results demonstrate success

101 Years in Business



- Founded 1919
- \$1.1 Billion 2019 Sales
- 4,200 Employees Worldwide



LAWRENCE I. SILLS
*Executive Chairman
Board of Directors*



ERIC P. SILLS
*Director, CEO
and President*



JAMES J. BURKE
*Chief Operating
Officer*



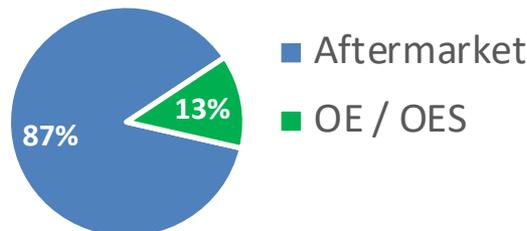
DALE BURKS
*EVP and Chief
Commercial Officer*



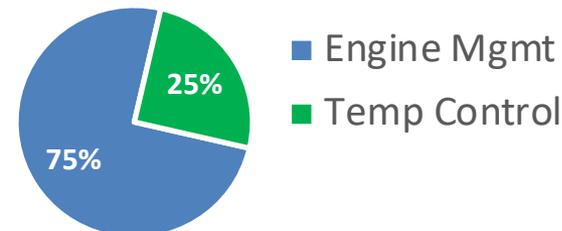
NATHAN ILES
*Chief Financial
Officer*

2019 Sales Breakdown

Sales by Market



Sales by Product Line



Major Product Categories

Engine Management

- Ignition Products
- Emissions Products
- Fuel Delivery
- Vehicle Electronics
- Wire & Cable

Temperature Control

- A/C Compressors
- Other A/C System Components
- Engine Cooling Products
- Blower & Radiator Fan Motors
- Window Lift Motors

SMP Snapshot

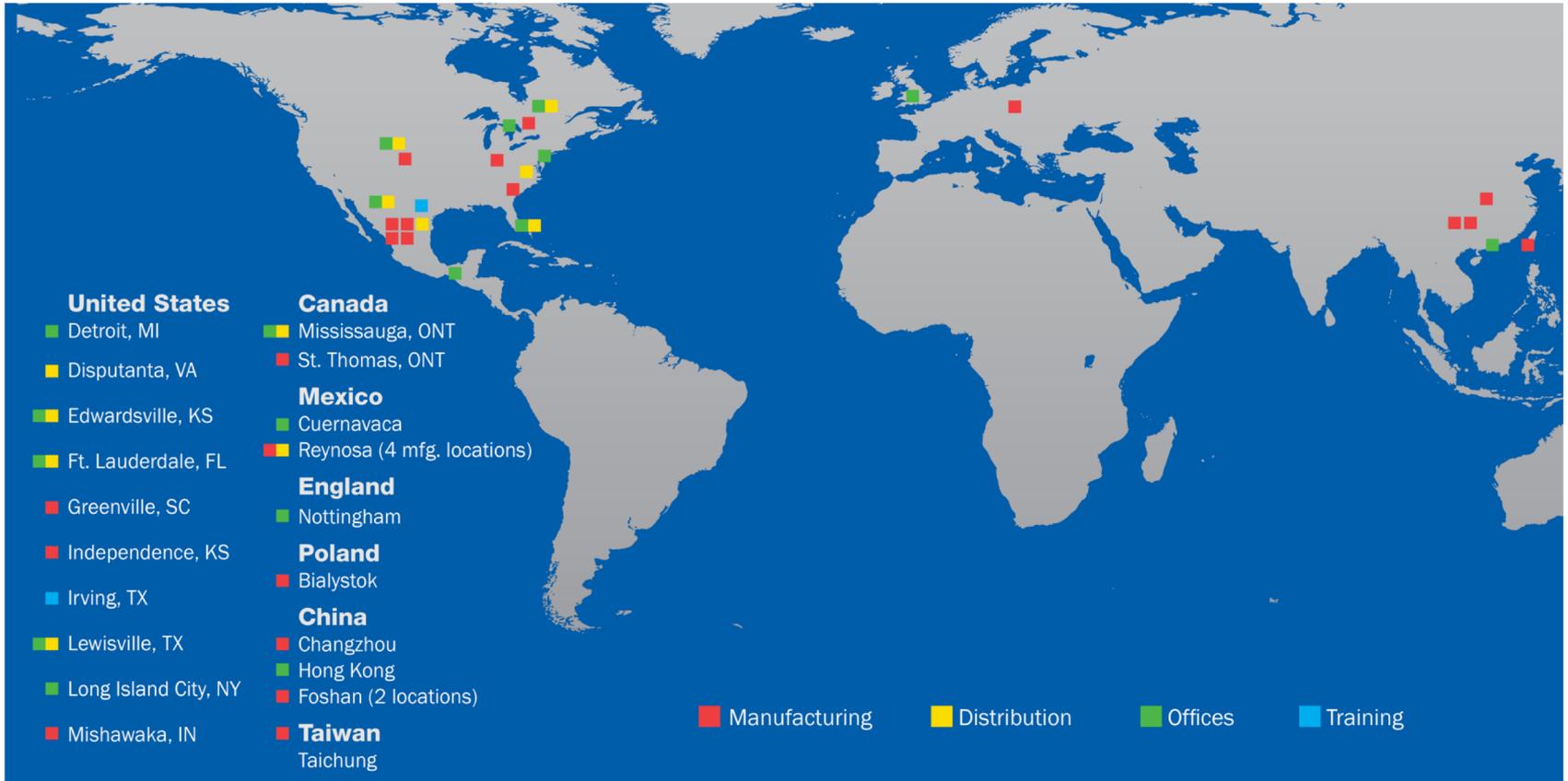
Professionally Recognized Brands



Significant Supplier to All Major Distributors



Global Footprint

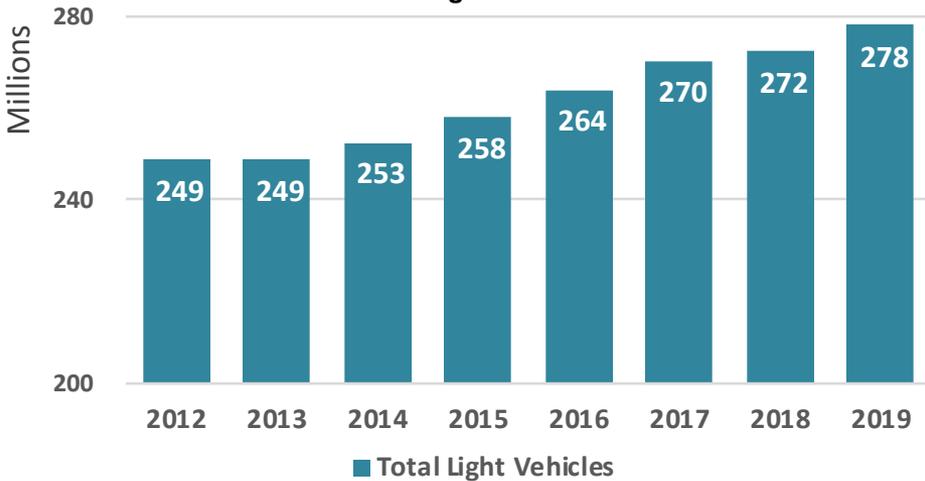


3 Million sq. ft. • 13 Manufacturing Plants • 6 Distribution Centers • 9 Offices

Favorable Industry Trends

Vehicle Population is increasing

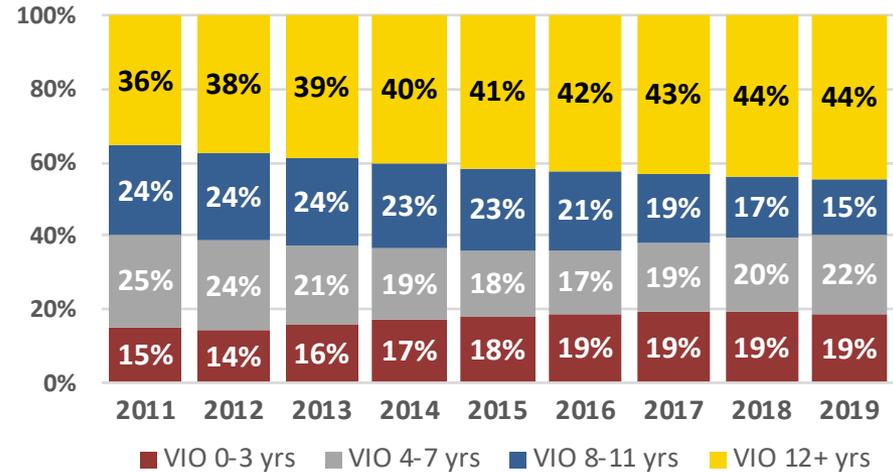
U.S. Light Vehicle Parc



Source: IHS Markit

12-Years+ vehicles continues to grow

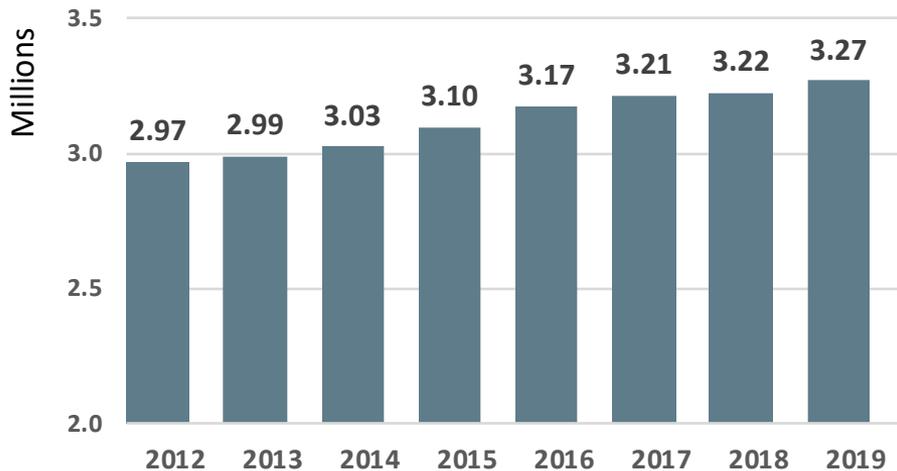
Age Mix of Vehicles – Year Range Categories



Source: IHS Markit

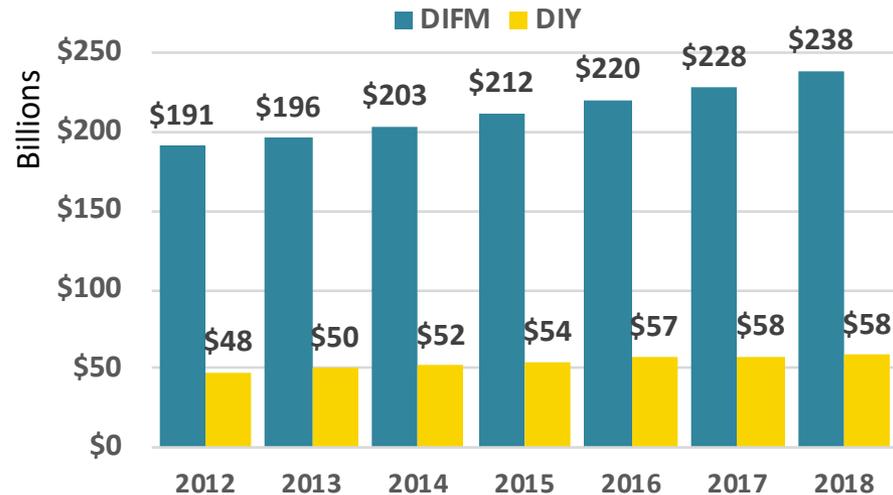
Miles Driven is Increasing

Annual Miles Driven, 2012-2019



Source: U.S. Department of Transportation / Federal Highway Administration

DIFM Revenue Continues to Grow



Source: Auto Care Association / Modern Tire Dealer

Strategy Overview

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Strategic Objectives

Premium Value Proposition

- **External programs that provide real value to our customers**
 - Best-in-class full-line, full-service supplier of premium engine management and temperature control products

Drive for Continuous Improvement

- **Internal programs that make us a stronger company**
 - Investment in increased manufacturing
 - Increase in low-cost footprint
 - Global sourcing without compromise to quality

Successful Growth Programs

- **Strategic expansion of our business**
 - Complementary product lines
 - Complementary markets, geographies and channels
 - Strategic acquisitions

Return to Shareholders

- Quarterly dividends
- Treasury stock buyback program

SMP® **CORE STRATEGY**

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

The SMP Value Proposition

Our suite of products and services is designed to provide all the needed support for our customers 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**

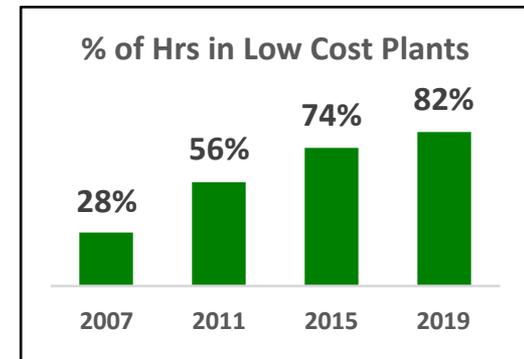
**Basic
Manufacturing**

Drive for Continuous Improvement

- Increased Manufacturing
 - Engineering resources up >30% from 2013
 - 80% of capital budget for tooling projects
 - Acquisitions: a great “shortcut”

- Low Cost Manufacturing
 - Operations in Mexico & Poland
 - China expansion (Gwo Yng, FGD, CYJ)
 - Integration of General Cable
 - Integration of Pollak (2019)

- Low Cost Sourcing
 - Hong Kong Engineering & Sourcing Office
 - Rigorous U.S. product qualification



Successful Growth Programs

Committed to Growing Technology Categories

- GDI High Pressure Pumps – First to manufacture in aftermarket
- ETB / ETB Kits – Gaskets Included, Manufactured in Mexico
- EVAP Components – Manufactured in Independence and Greenville
- Active Grill Shutters – Initial offering 12 units – CAPA Certified
- Battery Management – Battery Current Sensors 100+ SKUs / 35M VIO
- EGT / ETS – Manufactured in Bialystok
- Diesel Nitrogen Oxide (NOx) Sensors – High failure OE part
- ADAS Components – Market leader in ADAS, 30+ new categories targeted
- Accelerator Pedal Sensors – Manufacturing in Mexico
- Air Door Actuators – High OE-failure component, 300+ SKUs
- Brushless Motors (BLDC) – Modular electronics adaptable to various models
- Thermostat Assemblies and Housings – Improved design over the OE
- Water Outlets – Industry-leading coverage
- TCD Electric Compressors – for HEV and ICE vehicles



Successful Growth Programs

Strategic Acquisitions

- 12 Acquisitions in Recent Years
- Primary Focus
 - Bolt-on: acquire competitors
 - Vertical integration: acquire suppliers
 - New but related business
- Rationale
 - Provides enhanced value to our customers
 - Helps with Full-Line, Full-Service model
 - Rapid entry to new technologies
 - Economies of scale allows further investment
 - Helps address part complexity / SKU proliferation



2011



2012



2013



2014



2016



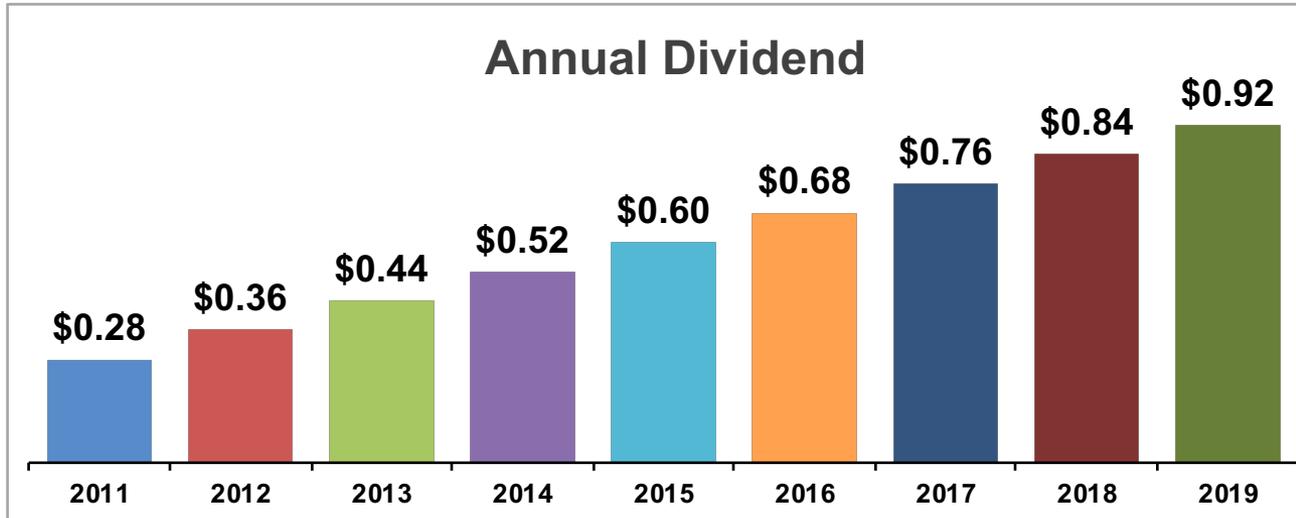
2017



2019

Return to Shareholders

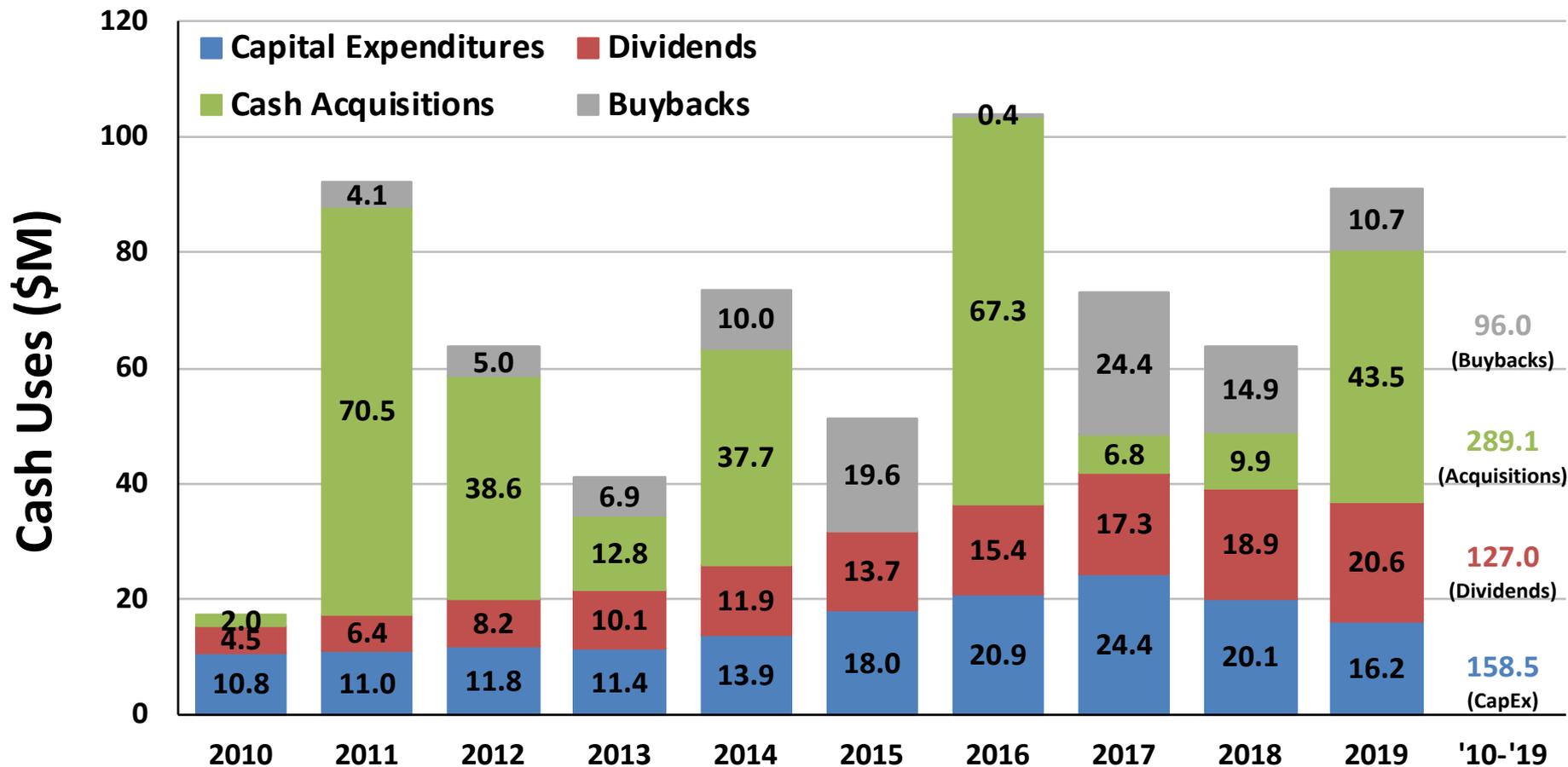
Dividend Increase



Treasury Stock Buyback Program

Year	Spend	Shares	Avg. Price
2011	\$4.1M	322,250	\$12.84
2012	\$5.0M	380,777	\$13.13
2013	\$6.9M	209,973	\$32.69
2014	\$10.0M	284,284	\$35.18
2015/16	\$20.0M	561,926	\$35.59
2017/18	\$39.3M	853,551	\$46.00
2019	<u>\$10.7M</u>	<u>221,748</u>	\$48.43
2011 – 2019	\$96.0M	2,834,509	

SMP Cash Utilization



Total Cash Usage	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	'10-'19
	17.3	92.0	63.6	41.2	73.5	51.3	104.0	72.9	63.8	91.0	670.6

Uses of Cash:	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	'10-'19
Invest for Growth (Capex + M&A)	74%	89%	79%	59%	70%	35%	85%	43%	47%	66%	67%
Return to Investors (Buybacks + Dividends)	26%	11%	21%	41%	30%	65%	15%	57%	53%	34%	33%

March 2020 YTD Results

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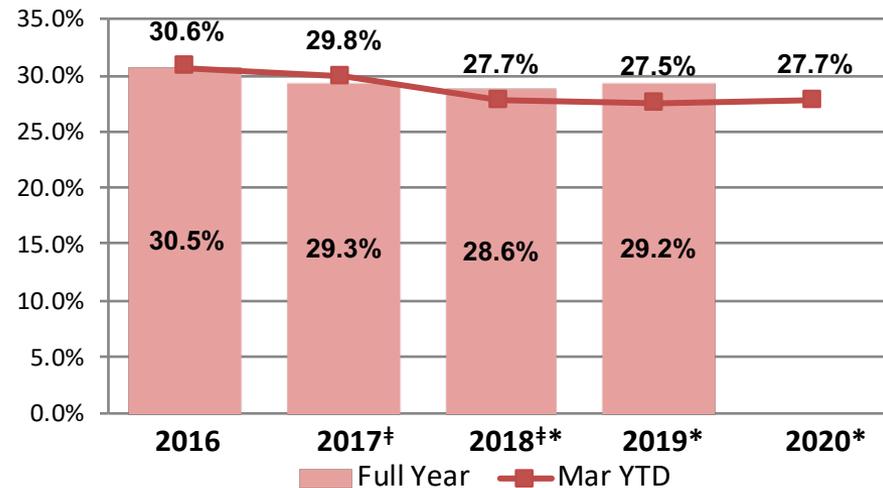


Year-Over-Year Performance Measures

Consolidated Net Sales (\$M)



Gross Margin



EBITDA (w/o Special Items) (\$M)



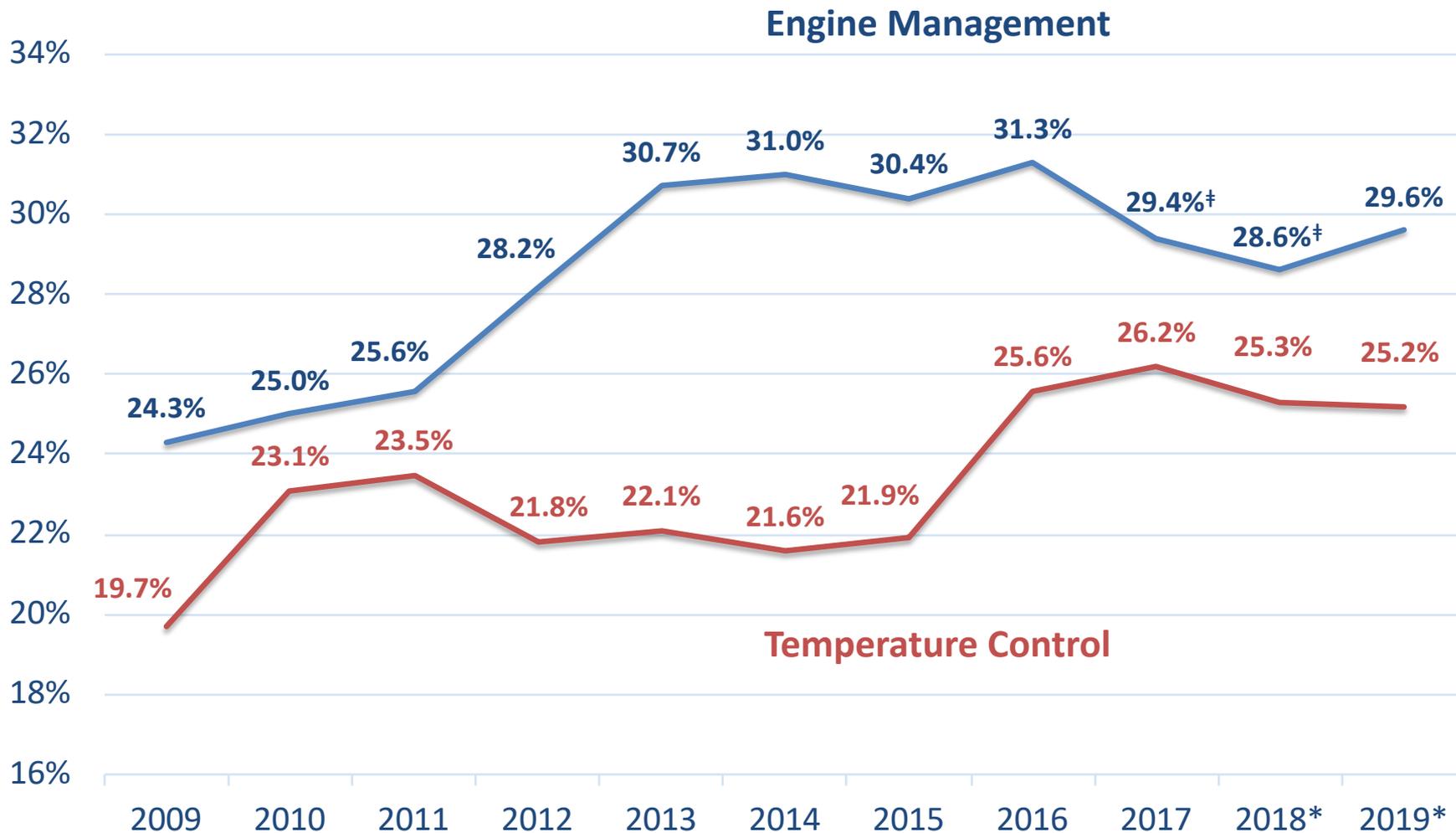
Diluted EPS (w/o Special Items)



[†] Includes Wire Integration Costs Incurred From Nogales to Reynosa Move

^{*} Includes Slight Dampening Effect on Margins as a Result of Tariffs

Substantial Gross Margin Improvement



‡ Includes Wire Integration Costs Incurred From Nogales to Reynosa Move

* Includes Slight Dampening Effect on Margins as a Result of Tariffs

Income Statement Non-GAAP

(\$ in millions)

	<u>March 2020 YTD</u>		<u>March 2019 YTD</u>	
	<u>Amount</u>	<u>% of Sales</u>	<u>Amount</u>	<u>% of Sales</u>
Net Sales	\$ 254.3	100.0%	\$ 283.8	100.0%
Gross Profit	70.4	27.7%	78.0	27.5%
SG&A Expenses	55.9	21.9%	60.0	21.1%
Operating Profit	14.5	5.7%	18.0	6.3%
Other Income/(Loss)	(0.5)		0.6	
Interest Expense	0.9		1.1	
Income Taxes	3.3		4.4	
Earnings from Continuing Ops.	<u>\$ 9.8</u>		<u>\$ 13.1</u>	
Diluted Earnings Per Share: Continuing Operations	<u>\$ 0.43</u>		<u>\$ 0.57</u>	
<i>Diluted Shares (000's)</i>	22,869		22,905	

Condensed Balance Sheet

Actual Q1 2020, Q1 2019 (\$ in millions)

	Dollars		Ratios	
	2020	2019	2020	2019
Cash and Equivalents	\$ 13.3	\$ 11.7		
Accounts Receivable/DSO	165.7	174.2	54	50
Inventory/Turns	370.9	365.3	2.2	2.4
Unreturned Customer Inventory	19.4	19.8		
Other Assets	371.4	341.7		
Total Assets	\$ 940.7	\$ 912.7		
Current Liabilities	\$ 238.6	\$ 261.8		
Total Debt/Debt to Cap Ratio	109.7	83.9	18.1%	15.1%
Other Liabilities	95.8	94.0		
Total Liabilities	\$ 444.1	\$ 439.7		
Equity/Debt to Equity Ratio	496.6	473.0	0.22	0.18
Total Liabilities and Equity	\$ 940.7	\$ 912.7		

Condensed Statement of Cash Flows

<i>(IN MILLIONS)</i>	March YTD		Full Year
	2020	2019	2019
NET INCOME	\$8.6	\$12.2	\$57.9
DEPRECIATION & AMORTIZATION	6.5	6.2	25.8
ACCOUNTS RECEIVABLE	(32.7)	(22.3)	17.9
INVENTORY	(5.3)	(14.7)	(17.9)
ACCOUNTS PAYABLE	(11.9)	1.2	(1.9)
OTHER OPERATING ACTIVITIES	2.0	(9.3)	(4.9)
OPERATING CASH FLOW	(32.8)	(26.7)	76.9
CAPITAL EXPENDITURES	(4.4)	(3.1)	(16.2)
ACQUISITIONS	0.0	0.0	(43.5)
NET BORROWINGS (PAYMENTS)	53.1	34.8	7.9
DIVIDENDS	(5.6)	(5.2)	(20.6)
REPURCHASE OF COMMON STOCK	(8.7)	(5.8)	(10.7)
OTHER CHANGES	1.3	6.6	5.4
NET CHANGE IN CASH	\$ 2.9	\$ 0.6	\$ (0.8)
<i>FREE CASH FLOW</i>	\$ (42.8)	\$ (35.0)	\$ 40.2

Appendix

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Reconciliation of GAAP and Non-GAAP Measures

(\$ in thousands, except per share amounts)

	THREE MONTHS MARCH 31,				
	2020	2019	2018	2017	2016
			(Unaudited)		
<u>EARNINGS FROM CONTINUING OPERATIONS</u>					
GAAP EARNINGS FROM CONTINUING OPERATIONS	\$ 9,621	\$ 13,104	\$ 8,597	\$ 16,367	\$ 12,656
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	205	-	2,836	1,547	241
GAIN FROM SALE OF BUILDINGS	-	-	(218)	(262)	(262)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(53)	-	(681)	(514)	9
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	\$ 9,773	\$ 13,104	\$ 10,534	\$ 17,138	\$ 12,644
<u>DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS</u>					
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	\$ 0.42	\$ 0.57	\$ 0.37	\$ 0.70	\$ 0.55
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	0.01	-	0.12	0.07	0.01
GAIN FROM SALE OF BUILDINGS	-	-	(0.01)	(0.01)	(0.01)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	-	-	(0.02)	(0.02)	-
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	\$ 0.43	\$ 0.57	\$ 0.46	\$ 0.74	\$ 0.55

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)

	THREE MONTHS MARCH 31,				
	2020	2019	2018	2017	2016
	(Unaudited)				
EBITDA WITHOUT SPECIAL ITEMS					
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 12,926	\$ 17,514	\$ 11,644	\$ 25,874	\$ 20,041
DEPRECIATION & AMORTIZATION	6,539	6,178	6,016	5,631	4,373
INTEREST EXPENSE	873	1,089	632	468	311
EBITDA	20,338	24,781	18,292	31,973	24,725
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	205	-	2,836	1,547	241
GAIN FROM SALE OF BUILDINGS	-	-	(218)	(262)	(262)
SPECIAL ITEMS	205	-	2,618	1,285	(21)
EBITDA WITHOUT SPECIAL ITEMS	\$ 20,543	\$ 24,781	\$ 20,910	\$ 33,258	\$ 24,704
TOTAL DEBT	\$ 109,706	\$ 83,901	\$ 95,922	\$ 82,200	\$ 49,656
DEBT TO EBITDA RATIO (TTM)	0.9:1	0.8:1	0.8:1	0.6:1	0.5:1

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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