

STANDARD MOTOR PRODUCTS, INC. Consolidated Statements of Operations

(In thousands, except per share amounts)

	THREE MONTHS ENDED DECEMBER 31,		TWELVE MONTHS ENDED DECEMBER 31,	
	2019	2018	2019	2018
	(Unaudited)		(Unaudited)	
NET SALES	\$ 241,252	\$ 246,970	\$ 1,137,913	\$ 1,092,051
COST OF SALES	168,408	175,367	806,113	779,264
GROSS PROFIT	72,844	71,603	331,800	312,787
SELLING, GENERAL & ADMINISTRATIVE EXPENSES	54,232	55,732	234,715	231,336
RESTRUCTURING AND INTEGRATION EXPENSES	1,116	1,437	2,585	4,510
OTHER INCOME (EXPENSE), NET	10	3,999	(5)	4,327
OPERATING INCOME	17,506	18,433	94,495	81,268
OTHER NON-OPERATING INCOME (EXPENSE), NET	305	(1,211)	2,587	(411)
INTEREST EXPENSE	967	889	5,286	4,026
EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	16,844	16,333	91,796	76,831
PROVISION FOR INCOME TAXES	4,106	4,176	22,745	19,977
EARNINGS FROM CONTINUING OPERATIONS	12,738	12,157	69,051	56,854
LOSS FROM DISCONTINUED OPERATION, NET OF INCOME TAXES	(1,220)	(8,837)	(11,134)	(13,851)
NET EARNINGS	\$ 11,518	\$ 3,320	\$ 57,917	\$ 43,003
NET EARNINGS PER COMMON SHARE:				
BASIC EARNINGS FROM CONTINUING OPERATIONS	\$ 0.57	\$ 0.54	\$ 3.09	\$ 2.53
DISCONTINUED OPERATION	(0.06)	(0.39)	(0.50)	(0.62)
NET EARNINGS PER COMMON SHARE - BASIC	\$ 0.51	\$ 0.15	\$ 2.59	\$ 1.91
DILUTED EARNINGS FROM CONTINUING OPERATIONS	\$ 0.56	\$ 0.53	\$ 3.03	\$ 2.48
DISCONTINUED OPERATION	(0.06)	(0.39)	(0.49)	(0.60)
NET EARNINGS PER COMMON SHARE - DILUTED	\$ 0.50	\$ 0.14	\$ 2.54	\$ 1.88
WEIGHTED AVERAGE NUMBER OF COMMON SHARES	22,434,134	22,432,095	22,378,414	22,456,480
WEIGHTED AVERAGE NUMBER OF COMMON AND DILUTIVE SHARES	22,882,235	22,941,271	22,818,451	22,931,723

STANDARD MOTOR PRODUCTS, INC. Segment Revenues and Operating Income

(In thousands)

	THREE MONTHS ENDED DECEMBER 31,		TWELVE MONTHS ENDED DECEMBER 31,	
	2019	2018	2019	2018
	(Unaudited)		(Unaudited)	
<u>Revenues</u>				
Ignition, Emission Control, Fuel & Safety Related System Products	\$ 167,276	\$ 165,630	\$ 705,994	\$ 648,270
Wire and Cable	34,681	37,370	143,167	155,217
Engine Management	<u>201,957</u>	<u>203,000</u>	<u>849,161</u>	<u>803,487</u>
Compressors	15,405	16,736	160,485	148,416
Other Climate Control Parts	21,319	25,040	117,870	130,040
Temperature Control	<u>36,724</u>	<u>41,776</u>	<u>278,355</u>	<u>278,456</u>
All Other	2,571	2,194	10,397	10,108
Revenues	<u>\$ 241,252</u>	<u>\$ 246,970</u>	<u>\$ 1,137,913</u>	<u>\$ 1,092,051</u>
<u>Gross Margin</u>				
Engine Management	\$ 61,823	\$ 58,509	\$ 251,560	\$ 229,949
Temperature Control	8,349	9,571	70,064	70,561
All Other	2,672	3,523	10,176	12,277
Gross Margin	<u>\$ 72,844</u>	<u>\$ 71,603</u>	<u>\$ 331,800</u>	<u>\$ 312,787</u>
	30.6%	28.8%	29.6%	28.6%
	22.7%	22.9%	25.2%	25.3%
	30.2%	29.0%	29.2%	28.6%
<u>Selling, General & Administrative</u>				
Engine Management	\$ 34,439	\$ 34,588	\$ 145,162	\$ 141,003
Temperature Control	11,364	13,058	56,397	59,569
All Other	8,429	8,086	33,156	30,764
Selling, General & Administrative	<u>\$ 54,232</u>	<u>\$ 55,732</u>	<u>\$ 234,715</u>	<u>\$ 231,336</u>
	17.1%	17.0%	17.1%	17.5%
	30.9%	31.3%	20.3%	21.4%
	22.5%	22.6%	20.6%	21.2%
<u>Operating Income</u>				
Engine Management	\$ 27,384	\$ 23,921	\$ 106,398	\$ 88,946
Temperature Control	(3,015)	(3,487)	13,667	10,992
All Other	(5,757)	(4,563)	(22,980)	(18,487)
Subtotal	<u>18,612</u>	<u>15,871</u>	<u>97,085</u>	<u>81,451</u>
Restructuring & Integration	(1,116)	(1,437)	(2,585)	(4,510)
Other Income (Expense), Net	10	3,999	(5)	4,327
Operating Income	<u>\$ 17,506</u>	<u>\$ 18,433</u>	<u>\$ 94,495</u>	<u>\$ 81,268</u>
	7.3%	7.5%	8.3%	7.4%

STANDARD MOTOR PRODUCTS, INC.

Reconciliation of GAAP and Non-GAAP Measures

(In thousands, except per share amounts)

	THREE MONTHS ENDED DECEMBER 31,		TWELVE MONTHS ENDED DECEMBER 31,	
	2019	2018	2019	2018
	(Unaudited)		(Unaudited)	
<u>EARNINGS FROM CONTINUING OPERATIONS</u>				
GAAP EARNINGS FROM CONTINUING OPERATIONS	\$ 12,738	\$ 12,157	\$ 69,051	\$ 56,854
RESTRUCTURING AND INTEGRATION EXPENSES	1,116	1,437	2,585	4,510
IMPAIRMENT OF OUR INVESTMENT IN ORANGE ELECTRONICS CO.,LTD	-	1,683	-	1,683
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	-	-	(144)	(144)
GAIN FROM SALE OF BUILDINGS	-	(3,940)	-	(4,158)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(291)	492	(673)	(250)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	<u>\$ 13,563</u>	<u>\$ 11,829</u>	<u>\$ 70,819</u>	<u>\$ 58,495</u>
<u>DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS</u>				
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	\$ 0.56	\$ 0.53	\$ 3.03	\$ 2.48
RESTRUCTURING AND INTEGRATION EXPENSES	0.05	0.06	0.11	0.20
IMPAIRMENT OF OUR INVESTMENT IN ORANGE ELECTRONICS CO.,LTD	-	0.07	-	0.07
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	-	-	(0.01)	(0.01)
GAIN FROM SALE OF BUILDINGS	-	(0.17)	-	(0.18)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(0.02)	0.03	(0.03)	(0.01)
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	<u>\$ 0.59</u>	<u>\$ 0.52</u>	<u>\$ 3.10</u>	<u>\$ 2.55</u>
<u>OPERATING INCOME</u>				
GAAP OPERATING INCOME	\$ 17,506	\$ 18,433	\$ 94,495	\$ 81,268
RESTRUCTURING AND INTEGRATION EXPENSES	1,116	1,437	2,585	4,510
OTHER (INCOME) EXPENSE, NET	(10)	(3,999)	5	(4,327)
NON-GAAP OPERATING INCOME	<u>\$ 18,612</u>	<u>\$ 15,871</u>	<u>\$ 97,085</u>	<u>\$ 81,451</u>

MANAGEMENT BELIEVES THAT EARNINGS FROM CONTINUING OPERATIONS, DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS, AND OPERATING INCOME, 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.

STANDARD MOTOR PRODUCTS, INC.

Condensed Consolidated Balance Sheets

(In thousands)

	December 31, 2019 (Unaudited)	December 31, 2018
<u>ASSETS</u>		
CASH	\$ 10,372	\$ 11,138
ACCOUNTS RECEIVABLE, GROSS	140,728	163,222
ALLOWANCE FOR DOUBTFUL ACCOUNTS	5,212	5,687
ACCOUNTS RECEIVABLE, NET	135,516	157,535
INVENTORIES	368,221	349,811
UNRETURNED CUSTOMER INVENTORY	19,722	20,484
OTHER CURRENT ASSETS	15,602	7,256
TOTAL CURRENT ASSETS	549,433	546,224
PROPERTY, PLANT AND EQUIPMENT, NET	89,649	90,754
OPERATING LEASE RIGHT-OF-USE ASSETS	36,020	-
GOODWILL	77,802	67,321
OTHER INTANGIBLES, NET	64,861	48,411
DEFERRED INCOME TAXES	37,272	42,334
INVESTMENT IN UNCONSOLIDATED AFFILIATES	38,858	32,469
OTHER ASSETS	18,835	15,619
TOTAL ASSETS	\$ 912,730	\$ 843,132
<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>		
NOTES PAYABLE	\$ 52,460	\$ 43,689
CURRENT PORTION OF OTHER DEBT	4,456	5,377
ACCOUNTS PAYABLE	92,535	94,357
ACCRUED CUSTOMER RETURNS	44,116	57,433
ACCRUED CORE LIABILITY	24,357	31,263
OTHER CURRENT LIABILITIES	91,540	80,467
TOTAL CURRENT LIABILITIES	309,464	312,586
OTHER LONG-TERM DEBT	129	153
NONCURRENT OPERATING LEASE LIABILITIES	28,376	-
ACCRUED ASBESTOS LIABILITIES	49,696	45,117
OTHER LIABILITIES	20,837	18,075
TOTAL LIABILITIES	408,502	375,931
TOTAL STOCKHOLDERS' EQUITY	504,228	467,201
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 912,730	\$ 843,132

STANDARD MOTOR PRODUCTS, INC.
Condensed Consolidated Statements of Cash Flows

(In thousands)

	TWELVE MONTHS ENDED DECEMBER 31,	
	2019	2018
	<u>(Unaudited)</u>	
<u>CASH FLOWS FROM OPERATING ACTIVITIES</u>		
NET EARNINGS	\$ 57,917	\$ 43,003
ADJUSTMENTS TO RECONCILE NET EARNINGS TO NET CASH PROVIDED BY OPERATING ACTIVITIES:		
DEPRECIATION AND AMORTIZATION	25,809	24,104
DEFERRED INCOME TAXES	5,094	(10,024)
LOSS FROM DISCONTINUED OPERATIONS, NET OF TAXES	11,134	13,851
OTHER	11,359	11,749
CHANGE IN ASSETS AND LIABILITIES:		
ACCOUNTS RECEIVABLE	17,929	(13,699)
INVENTORIES	(17,901)	(30,199)
ACCOUNTS PAYABLE	(1,950)	16,894
PREPAID EXPENSES AND OTHER CURRENT ASSETS	(8,296)	4,926
SDUNDRY PAYABLES AND ACCRUED EXPENSES	(18,097)	8,407
OTHER	(6,070)	1,246
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>76,928</u>	<u>70,258</u>
<u>CASH FLOWS FROM INVESTING ACTIVITIES</u>		
ACQUISITIONS OF AND INVESTMENTS IN BUSINESSES	(43,490)	(9,852)
NET PROCEEDS FROM SALE OF FACILITY	4,801	-
CAPITAL EXPENDITURES	(16,185)	(20,141)
OTHER INVESTING ACTIVITIES	62	107
NET CASH USED IN INVESTING ACTIVITIES	<u>(54,812)</u>	<u>(29,886)</u>
<u>CASH FLOWS FROM FINANCING ACTIVITIES</u>		
NET CHANGE IN DEBT	7,860	(12,196)
PURCHASE OF TREASURY STOCK	(10,738)	(14,886)
DIVIDENDS PAID	(20,593)	(18,854)
OTHER FINANCING ACTIVITIES	93	(185)
NET CASH USED IN FINANCING ACTIVITIES	<u>(23,378)</u>	<u>(46,121)</u>
EFFECT OF EXCHANGE RATE CHANGES ON CASH	496	(436)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(766)	(6,185)
CASH AND CASH EQUIVALENTS at beginning of year	11,138	17,323
CASH AND CASH EQUIVALENTS at end of year	<u>\$ 10,372</u>	<u>\$ 11,138</u>