



Standard Motor Products, Inc.

2nd Quarter 2025

Earnings Call | August 5, 2025

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. You are urged to review all of our filings with the SEC and our press releases from time to time for details of these risks and uncertainties.

In addition, please see our press release issued on August 5, 2025 for factors 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.

❖ Welcome & Introduction	Tony Cristello, VP Investor Relations
❖ Overview & Market Trends	Eric Sills, CEO
❖ Financial Results & Balance Sheet	Nathan Iles, CFO
❖ Final Comments	Eric Sills, CEO
❖ Q&A	All

Q2 & YTD P&L Summary – Segments⁽¹⁾

(In millions, except per share amounts)

		THREE MONTHS ENDED JUNE 30,				SIX MONTHS ENDED JUNE 30,						
		2025		2024		2025		2024				
<u>Vehicle Control</u>												
Revenue	\$	201.7		\$	188.7		\$	394.0	\$	374.3		
Gross Margin		60.6	30.1%		60.0	31.8%		122.8	31.2%	118.9	31.8%	
Selling, General & Administrative		36.4	18.0%		35.4	18.8%		73.8	18.7%	71.0	19.0%	
Factoring Expenses		7.2	3.5%		8.4	4.5%		13.6	3.5%	16.1	4.3%	
Operating Income	\$	17.1	8.5%	\$	16.1	8.5%	\$	35.4	9.0%	\$	31.8	8.5%
Adjusted EBITDA	\$	21.5	10.7%	\$	19.6	10.4%	\$	43.8	11.1%	\$	38.9	10.4%
<u>Temperature Control</u>												
Revenue	\$	131.4		\$	124.5		\$	220.2		\$	196.1	
Gross Margin		42.4	32.2%		36.6	29.4%		70.0	31.8%		56.3	28.7%
Selling, General & Administrative		17.7	13.4%		18.2	14.4%		34.7	15.7%		33.5	17.1%
Factoring Expenses		5.1	4.0%		5.0	4.0%		8.0	3.6%		7.3	3.7%
Operating Income	\$	19.5	14.9%	\$	13.4	10.8%	\$	27.3	12.4%	\$	15.5	7.9%
Adjusted EBITDA	\$	21.2	16.1%	\$	15.7	12.6%	\$	30.6	13.9%	\$	19.1	9.7%

⁽¹⁾ All operating results provided except for revenues are on a non-GAAP basis. See financial statements in earnings release for reconciliation of GAAP to non-GAAP earnings.

Q2 & YTD P&L Summary – Segments⁽¹⁾

(In millions, except per share amounts)

(In millions, except per share amounts)

	THREE MONTHS ENDED JUNE 30,				SIX MONTHS ENDED JUNE 30,							
	2025		2024		2025		2024					
<u>Engineered Solutions</u>												
Revenue	\$	70.3		\$	76.6		\$	136.2		\$	150.9	
Gross Margin		12.7	18.1%		14.9	19.4%		24.4	17.9%		25.8	17.1%
Selling, General & Administrative		8.7	12.4%		8.7	11.3%		17.2	12.6%		17.4	11.5%
Operating Income	\$	4.0	5.7%	\$	6.2	8.1%	\$	7.2	5.3%	\$	8.4	5.6%
Adjusted EBITDA	\$	7.0	10.0%	\$	10.1	13.1%	\$	13.4	9.8%	\$	15.6	10.3%
<u>Nissens Automotive</u>												
Revenue	\$	90.5		\$	-		\$	156.7		\$	-	
Gross Margin		36.8	40.7%		-	0.0%		64.7	41.3%		-	0.0%
Selling, General & Administrative		24.0	26.6%		-	0.0%		44.2	28.4%		-	0.0%
Operating Income	\$	12.8	14.2%	\$	-	0.0%	\$	20.4	13.0%	\$	-	0.0%
Adjusted EBITDA	\$	16.3	18.0%	\$	-	0.0%	\$	27.8	17.7%	\$	-	0.0%

⁽¹⁾ All operating results provided except for revenues are on a non-GAAP basis. See financial statements in earnings release for reconciliation of GAAP to non-GAAP earnings.

Q2 & YTD P&L Summary – Consolidated⁽¹⁾

(In millions, except per share amounts)

(In millions, except per share amounts)												
	THREE MONTHS ENDED JUNE 30,					SIX MONTHS ENDED JUNE 30,						
	2025			2024		2025			2024			
<i>Consolidated Results</i>												
Revenue	\$	493.9		\$	389.8		\$	907.2		\$	721.2	
Gross Margin		152.5	30.9%		111.4	28.6%		281.8	31.1%		201.0	27.9%
Selling, General & Administrative		93.9	19.0%		68.1	17.5%		183.9	20.3%		132.8	18.4%
Factoring Expenses		12.3	2.5%		13.4	3.4%		21.6	2.4%		23.4	3.2%
Operating Income	\$	46.3	9.4%	\$	30.0	7.7%	\$	76.3	8.4%	\$	44.8	6.2%
Net Earnings from Continuing Operations	\$	28.9		\$	21.7		\$	46.9		\$	31.7	
Adjusted EBITDA	\$	59.1	12.0%	\$	39.5	10.1%	\$	101.9	11.2%	\$	62.4	8.7%
Interest Expense	\$	8.3		\$	2.8		\$	16.1		\$	4.8	
Diluted Earnings per Share	\$	1.29		\$	0.98		\$	2.10		\$	1.42	

⁽¹⁾ All operating results provided except for revenues are on a non-GAAP basis. See financial statements in earnings release for reconciliation of GAAP to non-GAAP earnings.

Balance Sheet & Cash Flow Highlights

(In millions)

	JUNE 30,		DECEMBER 31,
	2025	2024	2024
<u>Working Capital Stats</u>			
Accounts Receivable, Net	\$ 327.3	\$ 239.3	\$ 210.7
Inventories	\$ 638.6	\$ 508.2	\$ 624.9
<u>Cash Flow Stats (YTD)</u>			
Operating cash flows	\$ (5.9)	\$ (10.1)	
Capex	\$ (19.3)	\$ (22.9)	
M&A	\$ -	\$ -	
Dividends	\$ (13.6)	\$ (12.7)	
Share repurchases	\$ -	\$ (10.4)	
Net Change in Debt	\$ 45.9	\$ 52.0	
<u>Debt & Leverage</u>			
Total debt	\$ 636.6	\$ 208.2	\$ 562.3
Cash	\$ 58.8	\$ 26.2	\$ 44.4
Net debt	\$ 577.8	\$ 182.0	\$ 517.9
LTM Adjusted EBITDA	\$ 179.6	\$ 124.8	\$ 140.1
Leverage ratio	3.2x	1.5x	3.7x
Remaining borrowing capacity	\$ 128.4	\$ 279.7	\$ 193.4
Total Liquidity	\$ 187.2	\$ 305.9	\$ 237.8



Q&A Session

Appendix

Reconciliation of GAAP and Non-GAAP Measures

(In thousands, except per share amounts)

EARNINGS FROM CONTINUING OPERATIONS ATTRIBUTABLE TO SMP

GAAP EARNINGS FROM CONTINUING OPERATIONS

RESTRUCTURING AND INTEGRATION EXPENSES

ACQUISITION EXPENSES

INCOME TAX EFFECT RELATED TO RECONCILING ITEMS

NON-GAAP EARNINGS FROM CONTINUING OPERATIONS

DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS ATTRIBUTABLE TO SMP

GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS

RESTRUCTURING AND INTEGRATION EXPENSES

ACQUISITION EXPENSES

INCOME TAX EFFECT RELATED TO RECONCILING ITEMS

NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS

THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,	
2025	2024	2025	2024
(Unaudited)		(Unaudited)	
\$ 26,300	\$ 17,980	\$ 40,005	\$ 27,843
582	2,559	1,255	2,751
2,900	2,411	8,047	2,411
(906)	(1,292)	(2,419)	(1,342)
<u>\$ 28,876</u>	<u>\$ 21,658</u>	<u>\$ 46,888</u>	<u>\$ 31,663</u>
\$ 1.17	\$ 0.81	\$ 1.79	\$ 1.25
0.03	0.12	0.06	0.12
0.13	0.11	0.36	0.11
(0.04)	(0.06)	(0.11)	(0.06)
<u>\$ 1.29</u>	<u>\$ 0.98</u>	<u>\$ 2.10</u>	<u>\$ 1.42</u>



Reconciliation of GAAP and Non-GAAP Measures

(In thousands, except per share amounts)

	THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,				
	2025	2024	2025	2024			
	(Unaudited)		(Unaudited)				
OPERATING INCOME							
GAAP OPERATING INCOME	\$ 42,836	\$ 24,986	\$ 67,298	\$ 39,605			
RESTRUCTURING AND INTEGRATION EXPENSES	582	2,559	1,255	2,751			
ACQUISITION EXPENSES	2,900	2,411	8,047	2,411			
OTHER (INCOME) EXPENSE, NET	(49)	17	(307)	(5)			
NON-GAAP OPERATING INCOME	\$ 46,269	\$ 29,973	\$ 76,293	\$ 44,762	LAST TWELVE MONTHS ENDED JUNE 30,		YEAR ENDED DECEMBER 31,
					2025	2024	2024
					(Unaudited)		
EBITDA WITHOUT SPECIAL ITEMS							
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 36,416	\$ 24,433	\$ 55,365	\$ 37,804	\$ 91,550	\$ 77,714	\$ 73,989
DEPRECIATION AND AMORTIZATION	10,925	7,318	21,192	14,619	37,986	29,512	31,413
INTEREST EXPENSE	8,295	2,752	16,056	4,819	24,749	10,961	13,512
EBITDA	55,636	34,503	92,613	57,242	154,285	118,187	118,914
RESTRUCTURING AND INTEGRATION EXPENSES	582	2,559	1,255	2,751	6,172	4,187	7,668
ACQUISITION EXPENSES	2,900	2,411	8,047	2,411	19,112	2,411	13,476
SPECIAL ITEMS	3,482	4,970	9,302	5,162	25,284	6,598	21,144
EBITDA WITHOUT SPECIAL ITEMS	\$ 59,118	\$ 39,473	\$ 101,915	\$ 62,404	\$ 179,569	\$ 124,785	\$ 140,058

MANAGEMENT BELIEVES THAT NON-GAAP EARNINGS FROM CONTINUING OPERATIONS AND NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS WHICH ARE ATTRIBUTABLE TO SMP, AND NON-GAAP OPERATING INCOME AND EBITDA WITHOUT SPECIAL ITEMS, 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

(In thousands)

	THREE MONTHS ENDED JUNE 30, 2025					Consolidated
	Vehicle Control	Temperature Control	Engineered Solutions	Nissens Automotive	All Other	
	(Unaudited)					
<u>OPERATING INCOME</u>						
GAAP OPERATING INCOME	\$ 16,540	\$ 19,536	\$ 3,954	\$ 10,034	\$ (7,228)	\$ 42,836
RESTRUCTURING AND INTEGRATION EXPENSES	479	53	39	-	11	582
ACQUISITION EXPENSES	-	-	-	2,822	78	2,900
OTHER (INCOME) EXPENSE, NET	65	(66)	(22)	(26)	-	(49)
NON-GAAP OPERATING INCOME	<u>\$ 17,084</u>	<u>\$ 19,523</u>	<u>\$ 3,971</u>	<u>\$ 12,830</u>	<u>\$ (7,139)</u>	<u>\$ 46,269</u>
<u>EBITDA WITHOUT SPECIAL ITEMS</u>						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 15,449	\$ 19,602	\$ 3,988	\$ 4,653	\$ (7,276)	\$ 36,416
DEPRECIATION AND AMORTIZATION	4,070	784	2,427	3,325	319	10,925
INTEREST EXPENSE	1,546	762	543	5,513	(69)	8,295
EBITDA	<u>21,065</u>	<u>21,148</u>	<u>6,958</u>	<u>13,491</u>	<u>(7,026)</u>	<u>55,636</u>
RESTRUCTURING AND INTEGRATION EXPENSES	479	53	39	-	11	582
ACQUISITION EXPENSES	-	-	-	2,822	78	2,900
SPECIAL ITEMS	<u>479</u>	<u>53</u>	<u>39</u>	<u>2,822</u>	<u>89</u>	<u>3,482</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 21,544</u>	<u>\$ 21,201</u>	<u>\$ 6,997</u>	<u>\$ 16,313</u>	<u>\$ (6,937)</u>	<u>\$ 59,118</u>
% of Net Sales	10.7%	16.1%	10.0%	18.0%		12.0%

Reconciliation of GAAP and Non-GAAP Measures

(In thousands)

	THREE MONTHS ENDED JUNE 30, 2024					
	Vehicle Control	Temperature Control	Engineered Solutions	Nissens Automotive	All Other	Consolidated
	(Unaudited)					
<u>OPERATING INCOME</u>						
GAAP OPERATING INCOME	\$ 15,116	\$ 13,197	\$ 5,812	\$ -	\$ (9,139)	\$ 24,986
RESTRUCTURING AND INTEGRATION EXPENSES	1,009	247	364	-	939	2,559
ACQUISITION EXPENSES	-	-	-	-	2,411	2,411
OTHER EXPENSE, NET	-	-	17	-	-	17
NON-GAAP OPERATING INCOME	<u>\$ 16,125</u>	<u>\$ 13,444</u>	<u>\$ 6,193</u>	<u>\$ -</u>	<u>\$ (5,789)</u>	<u>\$ 29,973</u>
<u>EBITDA WITHOUT SPECIAL ITEMS</u>						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 13,067	\$ 13,978	\$ 6,529	\$ -	\$ (9,141)	\$ 24,433
DEPRECIATION AND AMORTIZATION	3,606	780	2,463	-	469	7,318
INTEREST EXPENSE	1,899	726	706	-	(579)	2,752
EBITDA	<u>18,572</u>	<u>15,484</u>	<u>9,698</u>	<u>-</u>	<u>(9,251)</u>	<u>34,503</u>
RESTRUCTURING AND INTEGRATION EXPENSES	1,009	247	364	-	939	2,559
ACQUISITION EXPENSES	-	-	-	-	2,411	2,411
SPECIAL ITEMS	<u>1,009</u>	<u>247</u>	<u>364</u>	<u>-</u>	<u>3,350</u>	<u>4,970</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 19,581</u>	<u>\$ 15,731</u>	<u>\$ 10,062</u>	<u>\$ -</u>	<u>\$ (5,901)</u>	<u>\$ 39,473</u>
% of Net Sales	10.4%	12.6%	13.1%	0.0%		10.1%

MANAGEMENT BELIEVES THAT NON-GAAP OPERATING INCOME AND EBITDA WITHOUT SPECIAL ITEMS, 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

(In thousands)

	SIX MONTHS ENDED JUNE 30, 2025					
	Vehicle Control	Temperature Control	Engineered Solutions	Nissens Automotive	All Other	Consolidated
	(Unaudited)					
<u>OPERATING INCOME</u>						
GAAP OPERATING INCOME	\$ 34,322	\$ 27,436	\$ 7,130	\$ 12,621	\$ (14,211)	\$ 67,298
RESTRUCTURING AND INTEGRATION EXPENSES	1,005	189	59	-	2	1,255
ACQUISITION EXPENSES	-	-	-	7,833	214	8,047
OTHER (INCOME) EXPENSE, NET	83	(327)	(23)	(40)	-	(307)
NON-GAAP OPERATING INCOME	<u>\$ 35,410</u>	<u>\$ 27,298</u>	<u>\$ 7,166</u>	<u>\$ 20,414</u>	<u>\$ (13,995)</u>	<u>\$ 76,293</u>
<u>EBITDA WITHOUT SPECIAL ITEMS</u>						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 32,495	\$ 27,550	\$ 7,419	\$ 2,502	\$ (14,601)	\$ 55,365
DEPRECIATION AND AMORTIZATION	7,739	1,562	4,927	6,312	652	21,192
INTEREST EXPENSE	2,553	1,301	1,002	11,133	67	16,056
EBITDA	<u>42,787</u>	<u>30,413</u>	<u>13,348</u>	<u>19,947</u>	<u>(13,882)</u>	<u>92,613</u>
RESTRUCTURING AND INTEGRATION EXPENSES	1,005	189	59	-	2	1,255
ACQUISITION EXPENSES	-	-	-	7,833	214	8,047
SPECIAL ITEMS	<u>1,005</u>	<u>189</u>	<u>59</u>	<u>7,833</u>	<u>216</u>	<u>9,302</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 43,792</u>	<u>\$ 30,602</u>	<u>\$ 13,407</u>	<u>\$ 27,780</u>	<u>\$ (13,666)</u>	<u>\$ 101,915</u>
% of Net Sales	11.1%	13.9%	9.8%	17.7%		11.2%

Reconciliation of GAAP and Non-GAAP Measures

(In thousands)

	SIX MONTHS ENDED JUNE 30, 2024					
	Vehicle Control	Temperature Control	Engineered Solutions	Nissens Automotive	All Other	Consolidated
	(Unaudited)					
OPERATING INCOME						
GAAP OPERATING INCOME	\$ 30,656	\$ 15,228	\$ 8,044	\$ -	\$ (14,323)	\$ 39,605
RESTRUCTURING AND INTEGRATION EXPENSES	1,110	305	397	-	939	2,751
ACQUISITION EXPENSES	-	-	-	-	2,411	2,411
OTHER INCOME, NET	-	-	(5)	-	-	(5)
NON-GAAP OPERATING INCOME	<u>\$ 31,766</u>	<u>\$ 15,533</u>	<u>\$ 8,436</u>	<u>\$ -</u>	<u>\$ (10,973)</u>	<u>\$ 44,762</u>
EBITDA WITHOUT SPECIAL ITEMS						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 27,382	\$ 15,866	\$ 8,875	\$ -	\$ (14,319)	\$ 37,804
DEPRECIATION AND AMORTIZATION	7,131	1,678	4,932	-	878	14,619
INTEREST EXPENSE	3,326	1,257	1,370	-	(1,134)	4,819
EBITDA	<u>37,839</u>	<u>18,801</u>	<u>15,177</u>	<u>-</u>	<u>(14,575)</u>	<u>57,242</u>
RESTRUCTURING AND INTEGRATION EXPENSES	1,110	305	397	-	939	2,751
ACQUISITION EXPENSES	-	-	-	-	2,411	2,411
SPECIAL ITEMS	<u>1,110</u>	<u>305</u>	<u>397</u>	<u>-</u>	<u>3,350</u>	<u>5,162</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 38,949</u>	<u>\$ 19,106</u>	<u>\$ 15,574</u>	<u>\$ -</u>	<u>\$ (11,225)</u>	<u>\$ 62,404</u>
% of Net Sales	10.4%	9.7%	10.3%	0.0%		8.7%

MANAGEMENT BELIEVES THAT NON-GAAP OPERATING INCOME AND EBITDA WITHOUT SPECIAL ITEMS, 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.