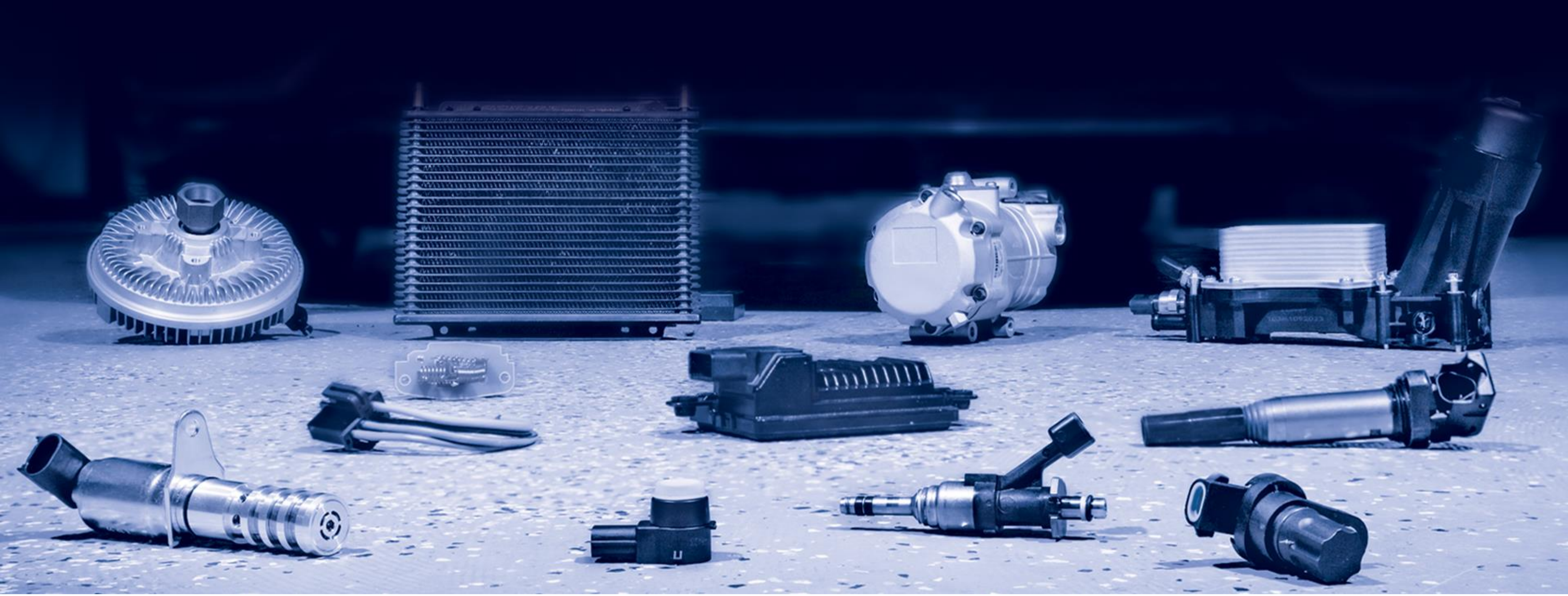

Standard Motor Products, Inc.

3rd Quarter 2025

Earnings Call | October 31, 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 October 31, 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.

Agenda

❖ 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

Q3 & YTD P&L Summary – Segments[1]

(In millions, except per share amounts)	THREE MONTHS ENDED SEPTEMBER 30, 2025		THREE MONTHS ENDED SEPTEMBER 30, 2024		NINE MONTHS ENDED SEPTEMBER 30, 2025		NINE MONTHS ENDED SEPTEMBER 30, 2024	
Vehicle Control								
Revenue	$ 197.7		$ 200.9		$ 591.7		$ 575.1	
Gross Margin	62.2	31.4%	65.7	32.7%	185.0	31.3%	184.5	32.1%
Selling, General & Administrative	38.6	19.5%	34.9	17.4%	112.4	19.0%	105.9	18.4%
Factoring Expenses	7.7	3.9%	8.1	4.0%	21.3	3.6%	24.2	4.2%
Operating Income	$ 15.9	8.0%	$ 22.6	11.3%	$ 51.3	8.7%	$ 54.4	9.5%
Adjusted EBITDA	$ 20.4	10.3%	$ 26.5	13.2%	$ 64.2	10.9%	$ 65.4	11.4%
Temperature Control								
Revenue	$ 144.7		$ 126.0		$ 364.9		$ 322.1	
Gross Margin	51.9	35.9%	42.3	33.6%	121.9	33.4%	98.6	30.6%
Selling, General & Administrative	18.4	12.7%	19.1	15.1%	53.1	14.5%	52.5	16.3%
Factoring Expenses	6.8	4.7%	6.8	5.4%	14.8	4.1%	14.1	4.4%
Operating Income	$ 26.8	18.5%	$ 16.4	13.1%	$ 54.0	14.8%	$ 32.0	9.9%
Adjusted EBITDA	$ 28.5	19.7%	$ 18.5	14.7%	$ 59.1	16.2%	$ 37.6	11.7%

[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.

Q3 & YTD P&L Summary – Segments[1]

(In millions, except per share amounts)	THREE MONTHS ENDED SEPTEMBER 30, 2025		THREE MONTHS ENDED SEPTEMBER 30, 2024		NINE MONTHS ENDED SEPTEMBER 30, 2025		NINE MONTHS ENDED SEPTEMBER 30, 2024	
Nissens Automotive								
Revenue	$ 84.5		$ -		$ 241.3		$ -	
Gross Margin	34.8	41.2%	-	0.0%	99.5	41.2%	-	0.0%
Selling, General & Administrative	24.0	28.5%	-	0.0%	68.3	28.5%	-	0.0%
Operating Income	$ 10.8	12.8%	$ -	0.0%	$ 31.2	12.9%	$ -	0.0%
Adjusted EBITDA	$ 14.2	16.8%	$ -	0.0%	$ 42.0	17.4%	$ -	0.0%
Engineered Solutions								
Revenue	$ 72.2		$ 72.4		$ 208.4		$ 223.3	
Gross Margin	12.9	17.8%	13.4	18.5%	37.3	17.9%	39.2	17.6%
Selling, General & Administrative	8.8	12.1%	8.1	11.2%	26.0	12.5%	25.5	11.4%
Operating Income	$ 4.1	5.7%	$ 5.3	7.3%	$ 11.3	5.4%	$ 13.7	6.1%
Adjusted EBITDA	$ 7.4	10.2%	$ 8.6	11.9%	$ 20.8	10.0%	$ 24.2	10.8%

[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.

Q3 & YTD P&L Summary – Consolidated[1]

(In millions, except per share amounts)	THREE MONTHS ENDED SEPTEMBER 30, 2025		THREE MONTHS ENDED SEPTEMBER 30, 2024		NINE MONTHS ENDED SEPTEMBER 30, 2025		NINE MONTHS ENDED SEPTEMBER 30, 2024	
Consolidated Results								
Revenue	$ 498.8		$ 399.3		$ 1,406.1		$ 1,120.5	
Gross Margin	161.8	32.4%	121.4	30.4%	443.6	31.6%	322.3	28.8%
Selling, General & Administrative	98.6	19.8%	67.3	16.9%	282.5	20.1%	200.1	17.9%
Factoring Expenses	14.5	2.9%	14.9	3.7%	36.1	2.6%	38.3	3.4%
Operating Income	$ 48.7	9.8%	$ 39.2	9.8%	$ 125.0	8.9%	$ 83.9	7.5%
Net Earnings from Continuing Operations	$ 30.6		$ 28.3		$ 77.5		$ 59.9	
Adjusted EBITDA	$ 61.7	12.4%	$ 48.7	12.2%	$ 163.6	11.6%	$ 111.1	9.9%
Interest Expense	$ 7.4		$ 3.1		$ 23.5		$ 8.0	
Diluted Earnings per Share	$ 1.36		$ 1.28		$ 3.45		$ 2.70	

(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)	SEPTEMBER 30, 2025	SEPTEMBER 30, 2024	DECEMBER 31, 2024
Working Capital Stats			
Accounts Receivable, Net	$ 296.2	$ 217.1	$ 210.7
Inventories	$ 656.8	$ 503.0	$ 624.9
Cash Flow Stats (YTD)			
Operating cash flows	$ 85.7	$ 78.2	
Capex	$ (29.3)	$ (34.1)	
M&A	$ -	$ -	
Dividends	$ (20.4)	$ (19.0)	
Share repurchases	$ -	$ (10.4)	
Net Change in Debt	$ (1.2)	$ (13.4)	
Debt & Leverage			
Total debt	$ 589.5	$ 142.8	$ 562.3
Cash	$ 87.2	$ 26.3	$ 44.4
Net debt	$ 502.3	$ 116.5	$ 517.9
LTM Adjusted EBITDA	$ 192.5	$ 129.4	$ 140.1
Leverage ratio	2.6x	0.9x	3.7x
Remaining borrowing capacity	$ 169.3	$ 287.7	$ 193.4
Delayed draw term loans [1]	$ -	$ 311.6	$ -
Total Liquidity	$ 256.5	$ 625.6	$ 237.8

[1] Delayed draw term loans available to fund the acquisition of Nissens Automotive at closing.

Q&A Session

Appendix

Reconciliation of GAAP and Non-GAAP Measures

(In thousands, except per share amounts)	THREE MONTHS ENDED SEPTEMBER 30, 2025	THREE MONTHS ENDED SEPTEMBER 30, 2024	NINE MONTHS ENDED SEPTEMBER 30, 2025	NINE MONTHS ENDED SEPTEMBER 30, 2024
	(Unaudited)		(Unaudited)	
EARNINGS FROM CONTINUING OPERATIONS ATTRIBUTABLE TO SMP				
GAAP EARNINGS FROM CONTINUING OPERATIONS	$ 29,837	$ 26,581	$ 69,842	$ 54,424
RESTRUCTURING EXPENSES	782	3,023	2,037	5,774
ACQUISITION AND INTEGRATION EXPENSES	299	(207)	8,346	2,204
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	-	(380)	-	(380)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(281)	(732)	(2,700)	(2,074)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	$ 30,637	$ 28,285	$ 77,525	$ 59,948
DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS ATTRIBUTABLE TO SMP				
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	$ 1.32	$ 1.20	$ 3.11	$ 2.45
RESTRUCTURING EXPENSES	0.04	0.14	0.09	0.26
ACQUISITION AND INTEGRATION EXPENSES	0.01	(0.01)	0.37	0.10
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	-	(0.02)	-	(0.02)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(0.01)	(0.03)	(0.12)	(0.09)
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	$ 1.36	$ 1.28	$ 3.45	$ 2.70

Reconciliation of GAAP and Non-GAAP Measures

(In thousands, except per share amounts)

	THREE MONTHS ENDED SEPTEMBER 30, 2025	THREE MONTHS ENDED SEPTEMBER 30, 2024	NINE MONTHS ENDED SEPTEMBER 30, 2025	NINE MONTHS ENDED SEPTEMBER 30, 2024
	(Unaudited)		(Unaudited)	
OPERATING INCOME				
GAAP OPERATING INCOME	$ 47,636	$ 37,139	$ 114,934	$ 76,744
RESTRUCTURING EXPENSES	782	3,023	2,037	5,774
ACQUISITION AND INTEGRATION EXPENSES	299	(1,007)	8,346	1,404
OTHER INCOME, NET	(12)	-	(319)	(5)
NON-GAAP OPERATING INCOME	$ 48,705	$ 39,155	$ 124,998	$ 83,917

	THREE MONTHS ENDED SEPTEMBER 30, 2025	THREE MONTHS ENDED SEPTEMBER 30, 2024	NINE MONTHS ENDED SEPTEMBER 30, 2025	NINE MONTHS ENDED SEPTEMBER 30, 2024	LAST TWELVE MONTHS ENDED SEPTEMBER 30, 2025	LAST TWELVE MONTHS ENDED SEPTEMBER 30, 2024	YEAR ENDED DECEMBER 31, 2024
	(Unaudited)		(Unaudited)		(Unaudited)		
EBITDA WITHOUT SPECIAL ITEMS							
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	$ 41,976	$ 36,123	$ 97,341	$ 73,927	$ 97,403	$ 80,920	$ 73,989
DEPRECIATION AND AMORTIZATION	11,201	7,389	32,393	22,008	41,798	29,569	31,413
INTEREST EXPENSE	7,394	3,145	23,450	7,964	28,998	10,485	13,512
EBITDA	60,571	46,657	153,184	103,899	168,199	120,974	118,914
RESTRUCTURING EXPENSES	782	3,023	2,037	5,774	3,931	7,033	7,668
ACQUISITION AND INTEGRATION EXPENSES	299	(1,007)	8,346	1,404	20,418	1,404	13,476
SPECIAL ITEMS	1,081	2,016	10,383	7,178	24,349	8,437	21,144
EBITDA WITHOUT SPECIAL ITEMS	$ 61,652	$ 48,673	$ 163,567	$ 111,077	$ 192,548	$ 129,411	$ 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 SEPTEMBER 30, 2025					
	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	All Other	Consolidated
			(Unaudited)			
OPERATING INCOME						
GAAP OPERATING INCOME	$ 15,135	$ 26,734	$ 10,811	$ 4,055	$ (9,099)	$ 47,636
RESTRUCTURING EXPENSES	735	1	-	46	-	782
ACQUISITION AND INTEGRATION EXPENSES	-	-	44	-	255	299
OTHER (INCOME) EXPENSE, NET	19	15	(45)	(1)	-	(12)
NON-GAAP OPERATING INCOME	$ 15,889	$ 26,750	$ 10,810	$ 4,100	$ (8,844)	$ 48,705
EBITDA WITHOUT SPECIAL ITEMS						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	$ 14,253	$ 27,123	$ 5,540	$ 4,239	$ (9,179)	$ 41,976
DEPRECIATION AND AMORTIZATION	4,174	785	3,333	2,574	335	11,201
INTEREST EXPENSE	1,267	587	5,322	515	(297)	7,394
EBITDA	19,694	28,495	14,195	7,328	(9,141)	60,571
RESTRUCTURING EXPENSES	735	1	-	46	-	782
ACQUISITION AND INTEGRATION EXPENSES	-	-	44	-	255	299
SPECIAL ITEMS	735	1	44	46	255	1,081
EBITDA WITHOUT SPECIAL ITEMS	$ 20,429	$ 28,496	$ 14,239	$ 7,374	$ (8,886)	$ 61,652
% of Net Sales	*10.3%*	*19.7%*	*16.8%*	*10.2%*		*12.4%*

Reconciliation of GAAP and Non-GAAP Measures

(In thousands)

	THREE MONTHS ENDED SEPTEMBER 30, 2024					
	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	All Other	Consolidated
			(Unaudited)			
OPERATING INCOME						
GAAP OPERATING INCOME	$ 21,029	$ 16,074	$ -	$ 5,010	$ (4,974)	$ 37,139
RESTRUCTURING EXPENSES	1,602	373	-	257	791	3,023
ACQUISITION AND INTEGRATION EXPENSES	-	-	-	-	(1,007)	(1,007)
OTHER EXPENSE, NET	-	-	-	-	-	-
NON-GAAP OPERATING INCOME	$ 22,631	$ 16,447	$ -	$ 5,267	$ (5,190)	$ 39,155
EBITDA WITHOUT SPECIAL ITEMS						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	$ 18,844	$ 16,530	$ -	$ 5,607	$ (4,858)	$ 36,123
DEPRECIATION AND AMORTIZATION	3,850	802	-	2,308	429	7,389
INTEREST EXPENSE	2,166	791	-	434	(246)	3,145
EBITDA	24,860	18,123	-	8,349	(4,675)	46,657
RESTRUCTURING EXPENSES	1,602	373	-	257	791	3,023
ACQUISITION AND INTEGRATION EXPENSES	-	-	-	-	(1,007)	(1,007)
SPECIAL ITEMS	1,602	373	-	257	(216)	2,016
EBITDA WITHOUT SPECIAL ITEMS	$ 26,462	$ 18,496	$ -	$ 8,606	$ (4,891)	$ 48,673
% of Net Sales	*13.2%*	*14.7%*	*0.0%*	*11.9%*		*12.2%*

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)

	NINE MONTHS ENDED SEPTEMBER 30, 2025					
	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	All Other	Consolidated
			(Unaudited)			
OPERATING INCOME						
GAAP OPERATING INCOME	$ 49,457	$ 54,170	$ 23,432	$ 11,185	$ (23,310)	$ 114,934
RESTRUCTURING EXPENSES	1,740	190	-	105	2	2,037
ACQUISITION AND INTEGRATION EXPENSES	-	-	7,877	-	469	8,346
OTHER (INCOME) EXPENSE, NET	102	(312)	(85)	(24)	-	(319)
NON-GAAP OPERATING INCOME	$ 51,299	$ 54,048	$ 31,224	$ 11,266	$ (22,839)	$ 124,998
EBITDA WITHOUT SPECIAL ITEMS						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	$ 46,748	$ 54,673	$ 8,042	$ 11,658	$ (23,780)	$ 97,341
DEPRECIATION AND AMORTIZATION	11,913	2,347	9,645	7,501	987	32,393
INTEREST EXPENSE	3,820	1,888	16,455	1,517	(230)	23,450
EBITDA	62,481	58,908	34,142	20,676	(23,023)	153,184
RESTRUCTURING EXPENSES	1,740	190	-	105	2	2,037
ACQUISITION AND INTEGRATION EXPENSES	-	-	7,877	-	469	8,346
SPECIAL ITEMS	1,740	190	7,877	105	471	10,383
EBITDA WITHOUT SPECIAL ITEMS	$ 64,221	$ 59,098	$ 42,019	$ 20,781	$ (22,552)	$ 163,567
% of Net Sales	*10.9%*	*16.2%*	*17.4%*	*10.0%*		*11.6%*

Reconciliation of GAAP and Non-GAAP Measures

(In thousands)	NINE MONTHS ENDED SEPTEMBER 30, 2024					
	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	All Other	Consolidated
			(Unaudited)			
OPERATING INCOME						
GAAP OPERATING INCOME	$ 51,685	$ 31,302	$ -	$ 13,054	$ (19,297)	$ 76,744
RESTRUCTURING EXPENSES	2,712	678	-	654	1,730	5,774
ACQUISITION AND INTEGRATION EXPENSES	-	-	-	-	1,404	1,404
OTHER INCOME, NET	-	-	-	(5)	-	(5)
NON-GAAP OPERATING INCOME	$ 54,397	$ 31,980	$ -	$ 13,703	$ (16,163)	$ 83,917
EBITDA WITHOUT SPECIAL ITEMS						
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	$ 46,226	$ 32,396	$ -	$ 14,482	$ (19,177)	$ 73,927
DEPRECIATION AND AMORTIZATION	10,981	2,480	-	7,240	1,307	22,008
INTEREST EXPENSE	5,492	2,048	-	1,804	(1,380)	7,964
EBITDA	62,699	36,924	-	23,526	(19,250)	103,899
RESTRUCTURING EXPENSES	2,712	678	-	654	1,730	5,774
ACQUISITION AND INTEGRATION EXPENSES	-	-	-	-	1,404	1,404
SPECIAL ITEMS	2,712	678	-	654	3,134	7,178
EBITDA WITHOUT SPECIAL ITEMS	$ 65,411	$ 37,602	$ -	$ 24,180	$ (16,116)	$ 111,077
% of Net Sales	*11.4%*	*11.7%*	*0.0%*	*10.8%*		*9.9%*

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.