

# Standard Motor Products, Inc.

Gabelli Funds 47<sup>th</sup> Annual Automotive Symposium

October 31, 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

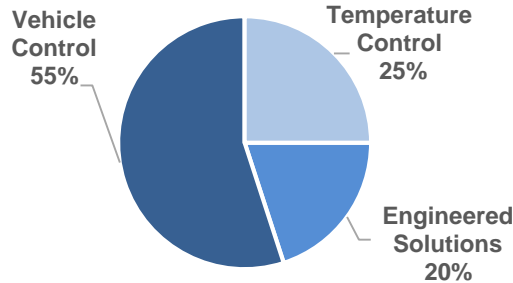
EBITDA\*\*: 10.7%

Dividend Yield: 2.8%

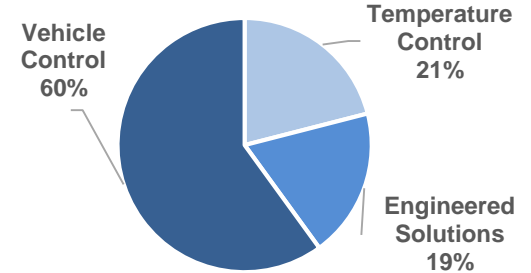
\*includes JVs

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

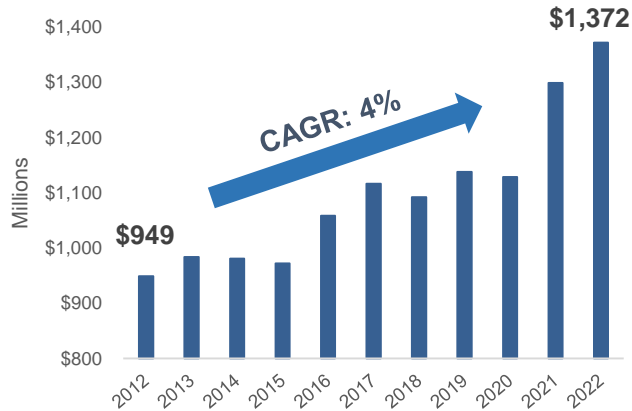
## 2022 Sales Mix by Segment



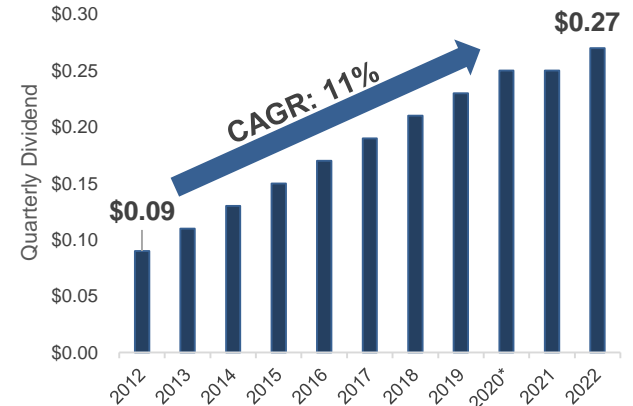
## 2022 EBITDA\* Mix by Segment



## Consistent Revenue Growth

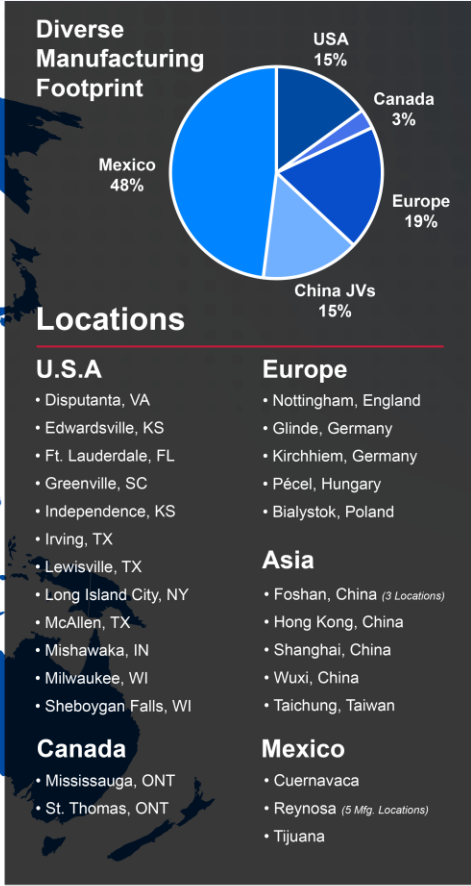
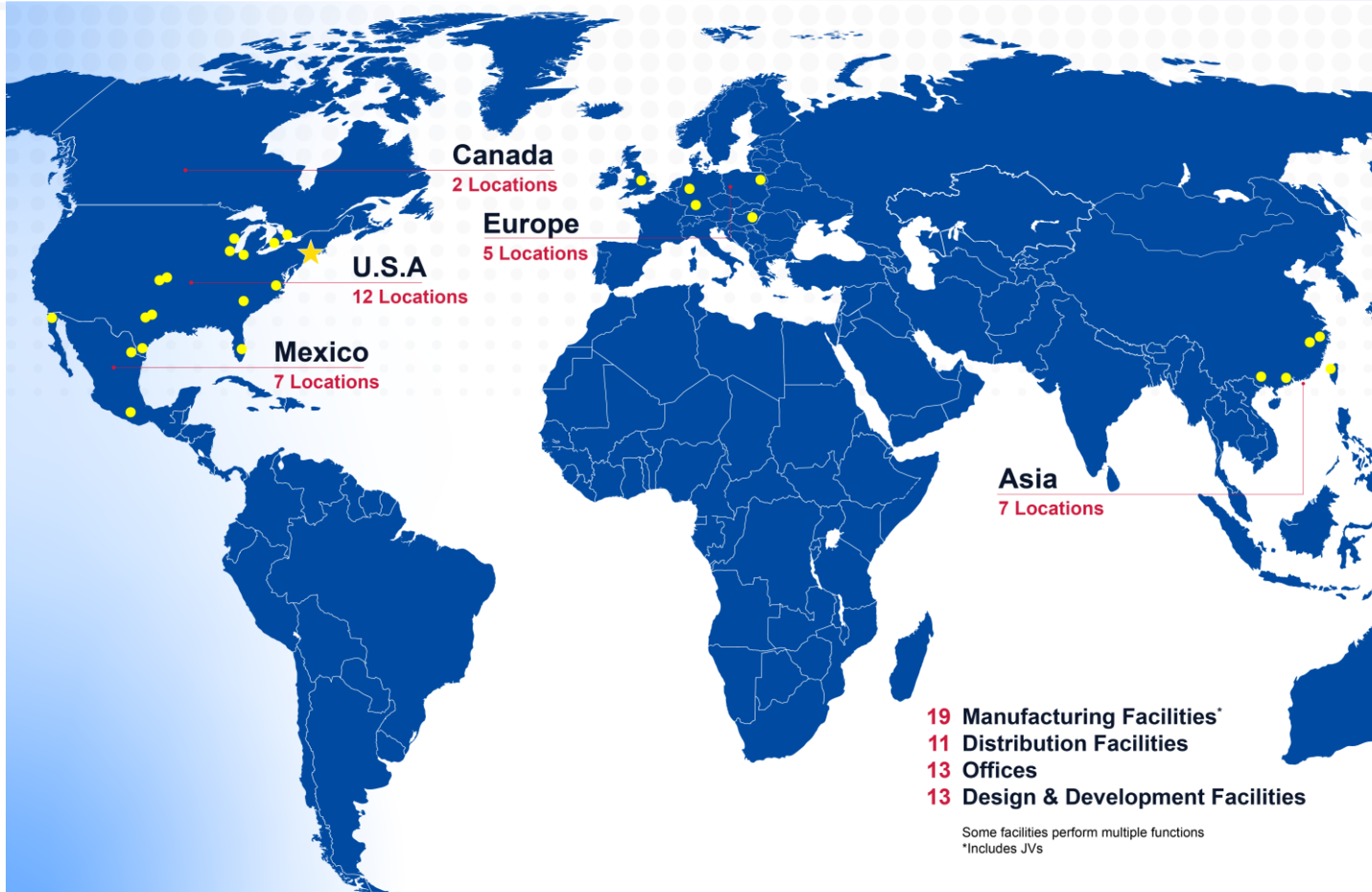


## Consistent Dividend Growth



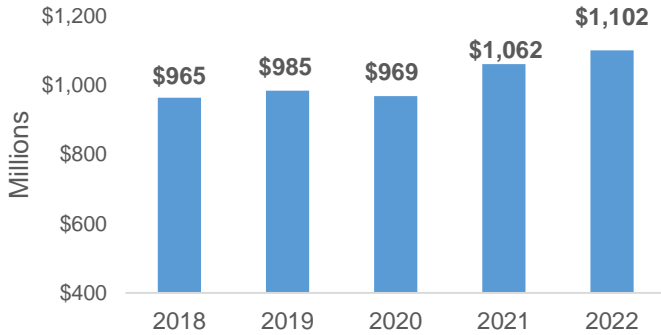
\* Dividend paid out for two quarters only due to COVID-19 pandemic

# Global Footprint with Customer Adjacency

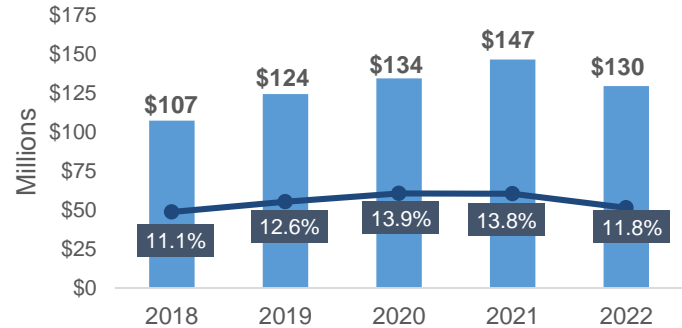


# Aftermarket Snapshot

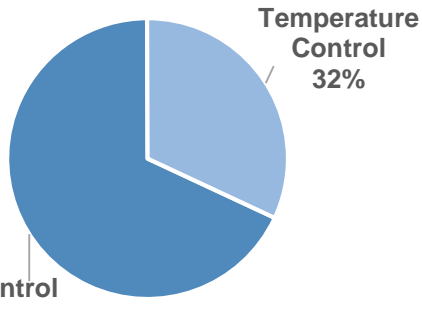
### Aftermarket Net Sales



### Aftermarket EBITDA\* & Margin%



### 2022 Aftermarket Sales Mix



Nationally  
Recognized  
Brands

Supplier to  
All Major  
Distributors



ECHLIN

Belden Pollak



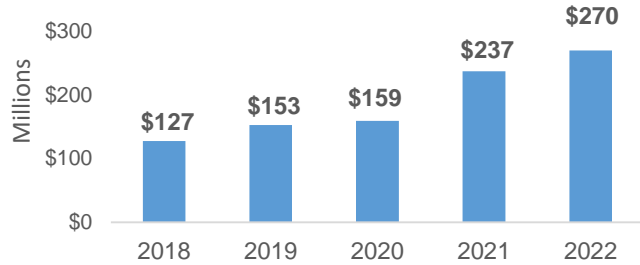
BWD



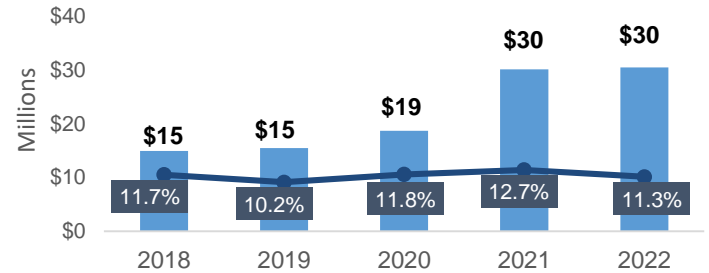
\*reflects adjusted EBITDA which is a non-GAAP financial measure; see reconciliation in appendix

# Engineered Solutions Snapshot

### Engineered Solutions Net Sales



### Engineered Solutions EBITDA\* & Margin%



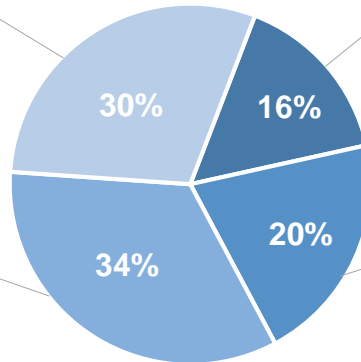
**Commercial Vehicle - \$80M**



**Light Vehicle - \$92M**



**FY 2022**



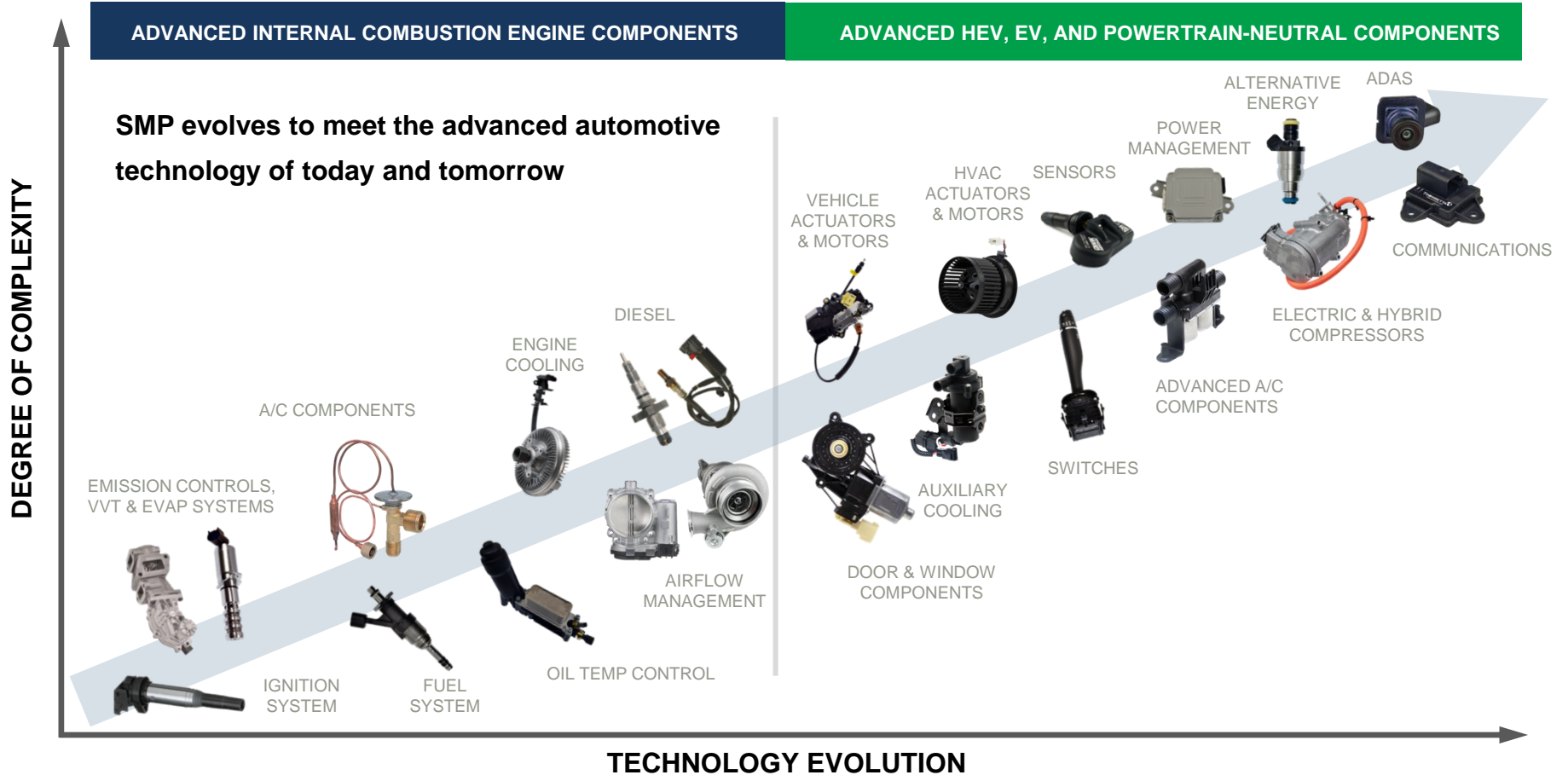
**Construction / Agriculture - \$42M**



**All Other - \$56M**



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



## Automotive Aftermarket



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

## Engineered Solutions



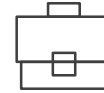
- Innovative product solutions for multiple On-Highway and Off-Highway vehicle markets
- Leveraging our diverse customer relationships, engineering capabilities, operational skills, and global footprint

## Sustainability & Continuous Improvement



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

## Capital Allocation

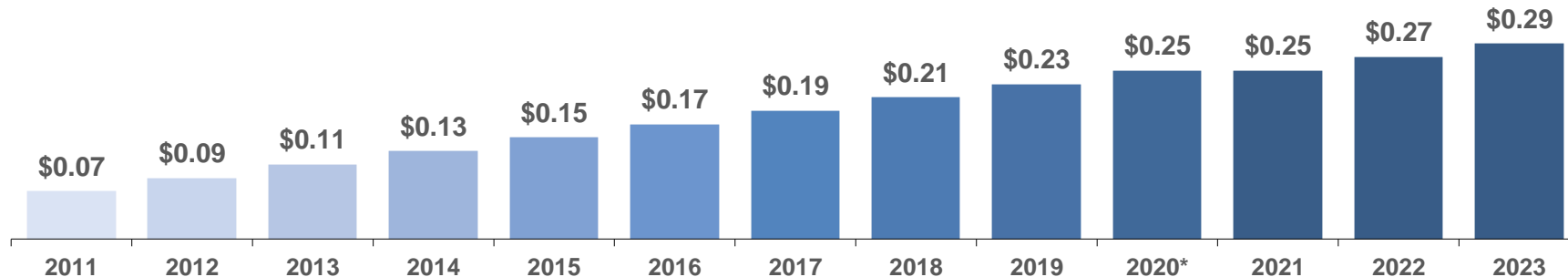


- Capital investment supports future growth
- Take advantage of opportunistic M&A
- Effectively balance our use of debt and equity
- Dividends and stock repurchases



# Return to Shareholders

## Quarterly Dividends



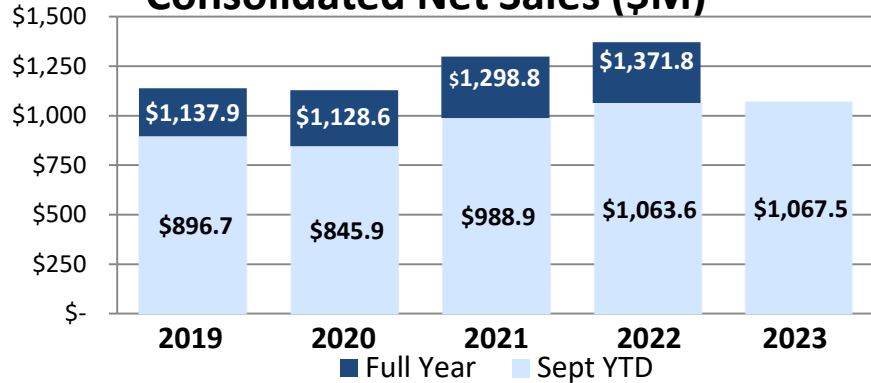
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## Share Repurchase Program

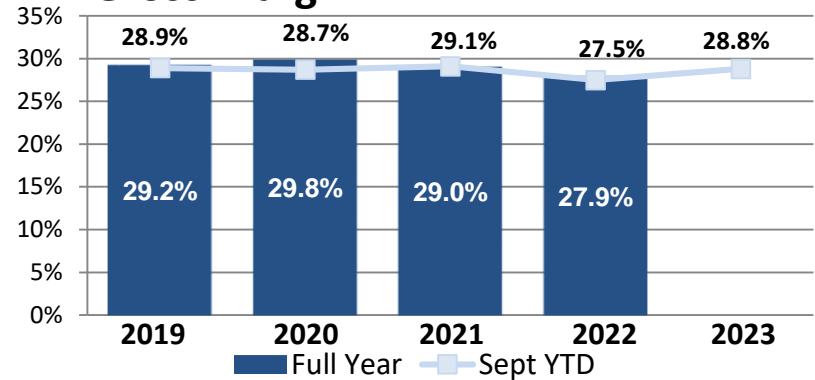
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Period Total
<b>Spend</b> (\$000's)	\$4,136	\$4,999	\$6,864	\$10,000	\$19,623	\$377	\$24,376	\$14,886	\$10,738	\$13,482	\$26,862	\$29,656	\$166,000
<b>Shares</b> (\$000's)	322	381	210	284	552	10	531	323	222	324	622	692	4,473
<b>Avg. Price</b>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

# Year-Over-Year Performance Measures

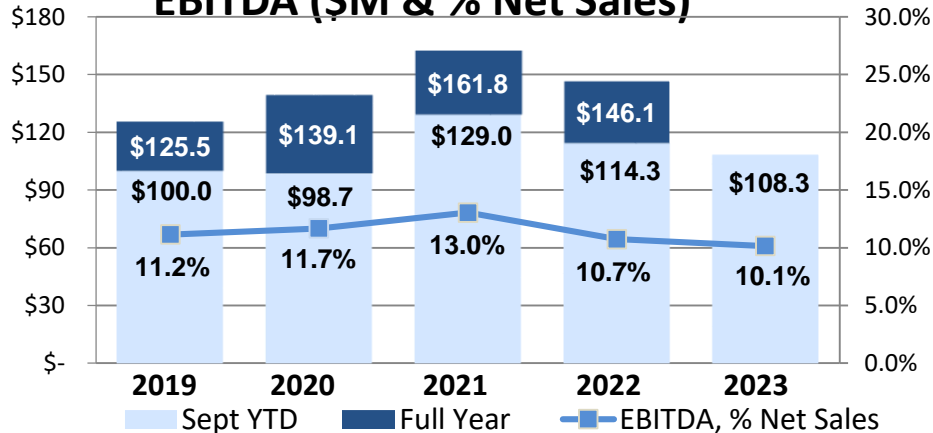
## Consolidated Net Sales (\$M)



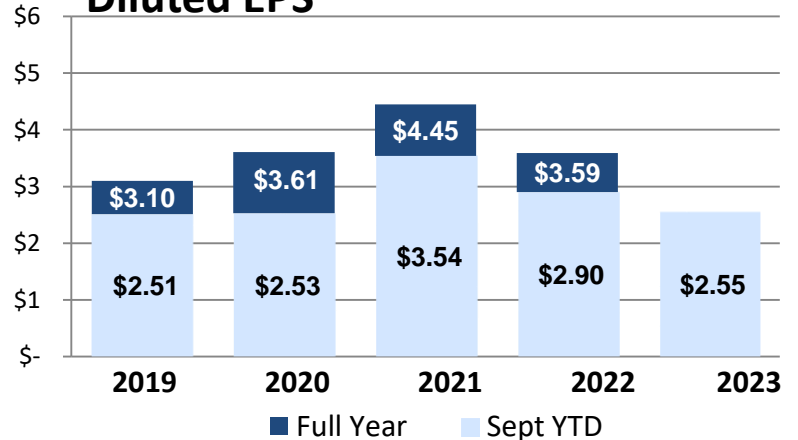
## Gross Margin



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



## Diluted EPS



‡ EBITDA and Diluted EPS shown without Special Items