



# Standard Motor Products, Inc.

1<sup>st</sup> Quarter 2024

Earnings Call | May 1, 2024



# 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 May 1, 2024 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



# 1<sup>st</sup> Quarter P&L Summary – Segments<sup>(1)</sup>

(In millions, except per share amounts)

	THREE MONTHS ENDED MARCH 31,				
	2024		2023		
<b><u>Vehicle Control</u></b>					
Revenue	\$	185.5		\$	184.6
Gross Margin		58.9	31.7%		58.5 31.7%
Selling, General & Administrative		35.6	19.2%		34.0 18.4%
Factoring Expenses		7.7	4.2%		6.8 3.7%
<b>Operating Income</b>	<b>\$</b>	<b>15.6</b>	<b>8.4%</b>	<b>\$</b>	<b>17.6 9.6%</b>
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>19.4</b>	<b>10.4%</b>	<b>\$</b>	<b>21.5 11.6%</b>
<b><u>Temperature Control</u></b>					
Revenue	\$	71.6		\$	72.4
Gross Margin		19.7	27.5%		19.2 26.5%
Selling, General & Administrative		15.3	21.4%		14.3 19.7%
Factoring Expenses		2.3	3.2%		2.3 3.1%
<b>Operating Income</b>	<b>\$</b>	<b>2.1</b>	<b>2.9%</b>	<b>\$</b>	<b>2.6 3.6%</b>
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>3.4</b>	<b>4.7%</b>	<b>\$</b>	<b>3.3 4.6%</b>
<b><u>Engineered Solutions</u></b>					
Revenue	\$	74.3		\$	71.0
Gross Margin		10.9	14.7%		13.6 19.2%
Selling, General & Administrative		8.7	11.7%		7.9 11.1%
<b>Operating Income</b>	<b>\$</b>	<b>2.2</b>	<b>3.0%</b>	<b>\$</b>	<b>5.7 8.1%</b>
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>5.5</b>	<b>7.4%</b>	<b>\$</b>	<b>8.2 11.6%</b>

<sup>(1)</sup> 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.

# 1<sup>st</sup> Quarter P&L Summary – Consolidated<sup>(1)</sup>

*(In millions, except per share amounts)*

## THREE MONTHS ENDED MARCH 31,

### Consolidated Results

	2024		2023			
Revenue	\$	331.4	\$	328.0		
Gross Margin		89.5	27.0%	91.3	27.8%	
Selling, General & Administrative		64.7	19.5%	60.5	18.5%	
Factoring Expenses		10.0	3.0%	9.1	2.8%	
<b>Operating Income</b>	<b>\$</b>	<b>14.8</b>	<b>4.5%</b>	<b>\$</b>	<b>21.6</b>	
<b>Net Earnings from Continuing Operations</b>	<b>\$</b>	<b>10.0</b>		<b>\$</b>	<b>13.4</b>	
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>22.9</b>	<b>6.9%</b>	<b>\$</b>	<b>29.0</b>	<b>8.8%</b>
<b>Interest Expense</b>	<b>\$</b>	<b>2.1</b>		<b>\$</b>	<b>3.9</b>	
<b>Diluted Earnings per Share</b>	<b>\$</b>	<b>0.45</b>		<b>\$</b>	<b>0.61</b>	

<sup>(1)</sup> 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)

	MARCH 31,		DECEMBER 31,
	2024	2023	2023
<b><u>Working Capital Stats</u></b>			
Accounts Receivable, Net	\$ 203.9	\$ 210.8	\$ 160.3
Inventories	\$ 520.7	\$ 522.0	\$ 507.1
<b><u>Cash Flow Stats (YTD)</u></b>			
Operating cash flows	\$ (45.7)	\$ (20.4)	
Capex	\$ (10.1)	\$ (4.4)	
Dividends	\$ (6.4)	\$ (6.3)	
Share repurchases	\$ (2.6)	\$ -	
Net Change in Debt	\$ 58.7	\$ 33.5	
<b><u>Debt &amp; Leverage</u></b>			
Total debt	\$ 214.9	\$ 273.1	\$ 156.2
Cash	\$ 27.1	\$ 24.2	\$ 32.5
Net debt	\$ 187.7	\$ 248.9	\$ 123.7
LTM Adjusted EBITDA	\$ 120.6	\$ 139.7	\$ 126.7
Leverage ratio	1.6x	1.8x	1.0x
Remaining borrowing capacity	\$ 274.2	\$ 220.9	\$ 334.2
Total Liquidity	\$ 301.3	\$ 245.1	\$ 366.7



# Q&A Session

# Appendix



# Reconciliation of GAAP and Non-GAAP Measures

*(In thousands, except per share amounts)*

	<b>THREE MONTHS ENDED</b>	
	<b>2024</b>	<b>MARCH 31,</b>
	<b>2023</b>	
	(Unaudited)	
<b><u>EARNINGS FROM CONTINUING OPERATIONS ATTRIBUTABLE TO SMP</u></b>		
GAAP EARNINGS FROM CONTINUING OPERATIONS	\$ 9,863	\$ 12,698
RESTRUCTURING AND INTEGRATION EXPENSES	192	912
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(50)	(237)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	<u>\$ 10,005</u>	<u>\$ 13,373</u>
<b><u>DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS ATTRIBUTABLE TO SMP</u></b>		
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	\$ 0.44	\$ 0.57
RESTRUCTURING AND INTEGRATION EXPENSES	0.01	0.04
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	-	-
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	<u>\$ 0.45</u>	<u>\$ 0.61</u>



# Reconciliation of GAAP and Non-GAAP Measures

(In thousands, except per share amounts)

	THREE MONTHS ENDED MARCH 31,		LAST TWELVE MONTHS ENDED MARCH 31,		YEAR ENDED DECEMBER 31,
	2024	2023	2024	2023	2023
	(Unaudited)		(Unaudited)		
<b>OPERATING INCOME</b>					
GAAP OPERATING INCOME	\$ 14,619	\$ 20,746			
RESTRUCTURING AND INTEGRATION EXPENSES	192	912			
OTHER INCOME, NET	(22)	(24)			
NON-GAAP OPERATING INCOME	<u>\$ 14,789</u>	<u>\$ 21,634</u>			
<b>EBITDA WITHOUT SPECIAL ITEMS</b>					
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 13,371	\$ 17,109	\$ 77,978	\$ 87,882	\$ 81,716
DEPRECIATION AND AMORTIZATION	7,301	7,082	29,241	28,428	29,022
INTEREST EXPENSE	2,067	3,862	11,492	13,674	13,287
EBITDA	<u>22,739</u>	<u>28,053</u>	<u>118,711</u>	<u>129,984</u>	<u>124,025</u>
RESTRUCTURING AND INTEGRATION EXPENSES	192	912	1,922	2,762	2,642
CUSTOMER BANKRUPTCY CHARGE	-	-	-	7,002	-
SPECIAL ITEMS	<u>192</u>	<u>912</u>	<u>1,922</u>	<u>9,764</u>	<u>2,642</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 22,931</u>	<u>\$ 28,965</u>	<u>\$ 120,633</u>	<u>\$ 139,748</u>	<u>\$ 126,667</u>

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 MARCH 31, 2024

	Vehicle Control	Temperature Control	Engineered Solutions (Unaudited)	All Other	Consolidated
<b><u>OPERATING INCOME</u></b>					
GAAP OPERATING INCOME	\$ 15,540	\$ 2,031	\$ 2,232	\$ (5,184)	\$ 14,619
RESTRUCTURING AND INTEGRATION EXPENSES	101	58	33	-	192
OTHER INCOME, NET	-	-	(22)	-	(22)
NON-GAAP OPERATING INCOME	<u>\$ 15,641</u>	<u>\$ 2,089</u>	<u>\$ 2,243</u>	<u>\$ (5,184)</u>	<u>\$ 14,789</u>
<b><u>EBITDA WITHOUT SPECIAL ITEMS</u></b>					
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 14,315	\$ 1,888	\$ 2,346	\$ (5,178)	\$ 13,371
DEPRECIATION AND AMORTIZATION	3,525	898	2,469	409	7,301
INTEREST EXPENSE	1,427	531	664	(555)	2,067
EBITDA	<u>19,267</u>	<u>3,317</u>	<u>5,479</u>	<u>(5,324)</u>	<u>22,739</u>
RESTRUCTURING AND INTEGRATION EXPENSES	101	58	33	-	192
SPECIAL ITEMS	<u>101</u>	<u>58</u>	<u>33</u>	<u>-</u>	<u>192</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 19,368</u>	<u>\$ 3,375</u>	<u>\$ 5,512</u>	<u>\$ (5,324)</u>	<u>\$ 22,931</u>
% of Net Sales	10.4%	4.7%	7.4%		6.9%

# Reconciliation of GAAP and Non-GAAP Measures

(In thousands)

	THREE MONTHS ENDED MARCH 31, 2023				
	Vehicle Control	Temperature Control	Engineered Solutions (Unaudited)	All Other	Consolidated
<b><u>OPERATING INCOME</u></b>					
GAAP OPERATING INCOME	\$ 17,375	\$ 2,084	\$ 5,647	\$ (4,360)	\$ 20,746
RESTRUCTURING AND INTEGRATION EXPENSES	285	543	84	-	912
OTHER INCOME, NET	(24)	-	-	-	(24)
NON-GAAP OPERATING INCOME	<u>\$ 17,636</u>	<u>\$ 2,627</u>	<u>\$ 5,731</u>	<u>\$ (4,360)</u>	<u>\$ 21,634</u>
<b><u>EBITDA WITHOUT SPECIAL ITEMS</u></b>					
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 15,057	\$ 1,105	\$ 5,286	\$ (4,339)	\$ 17,109
DEPRECIATION AND AMORTIZATION	3,412	763	2,481	426	7,082
INTEREST EXPENSE	2,741	893	359	(131)	3,862
EBITDA	<u>21,210</u>	<u>2,761</u>	<u>8,126</u>	<u>(4,044)</u>	<u>28,053</u>
RESTRUCTURING AND INTEGRATION EXPENSES	285	543	84	-	912
SPECIAL ITEMS	<u>285</u>	<u>543</u>	<u>84</u>	<u>-</u>	<u>912</u>
EBITDA WITHOUT SPECIAL ITEMS	<u>\$ 21,495</u>	<u>\$ 3,304</u>	<u>\$ 8,210</u>	<u>\$ (4,044)</u>	<u>\$ 28,965</u>
<i>% of Net Sales</i>	<i>11.6%</i>	<i>4.6%</i>	<i>11.6%</i>		<i>8.8%</i>

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.