

Gabelli 43rd Annual Automotive Aftermarket Symposium

November 4– 5, 2019





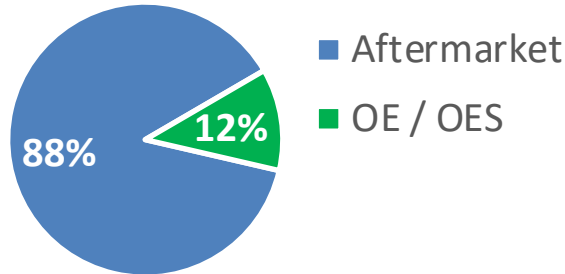
SMP Snapshot



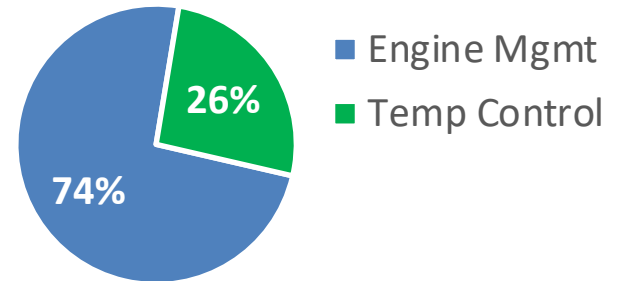
- \$1.09B in Sales in 2018
- 4,400 employees worldwide
- Market leader in our categories
- World class technical resources
- Global manufacturing facilities
- We are investing for the future

2018 Sales Breakdown

Sales by Market



Sales by Product Line



Recognized Brands





Strategic Objectives

Premium Value Proposition

- ***External programs that provide real value to our customers***
 - Best-in-class full-line, full-service supplier of premium engine management and temperature control products

Drive for Continuous Improvement

- ***Internal programs that make us a stronger company***
 - Investment in increased manufacturing
 - Increase in low-cost footprint
 - Global sourcing without compromise to quality

Successful Growth Programs

- ***Strategic expansion of our business***
 - Complementary product lines
 - Complementary markets, geographies and channels
 - Strategic acquisitions

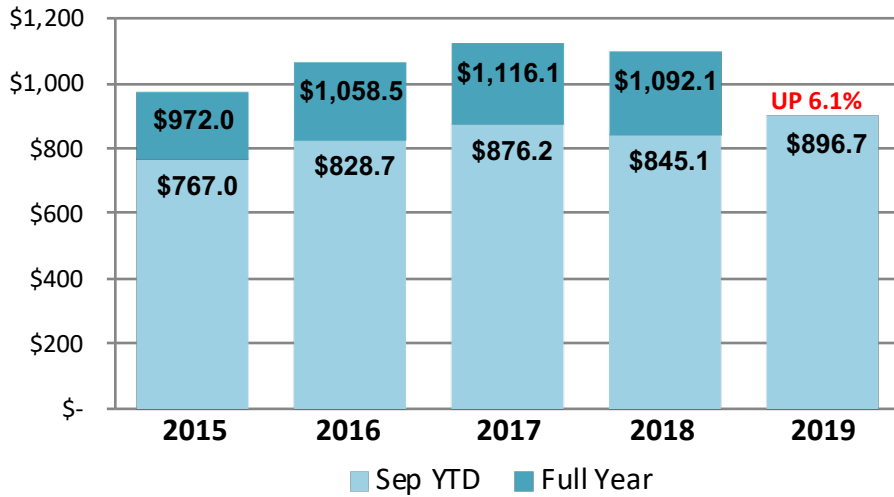
Return to Shareholders

- Dividend Increase
- Treasury Stock Buyback Program

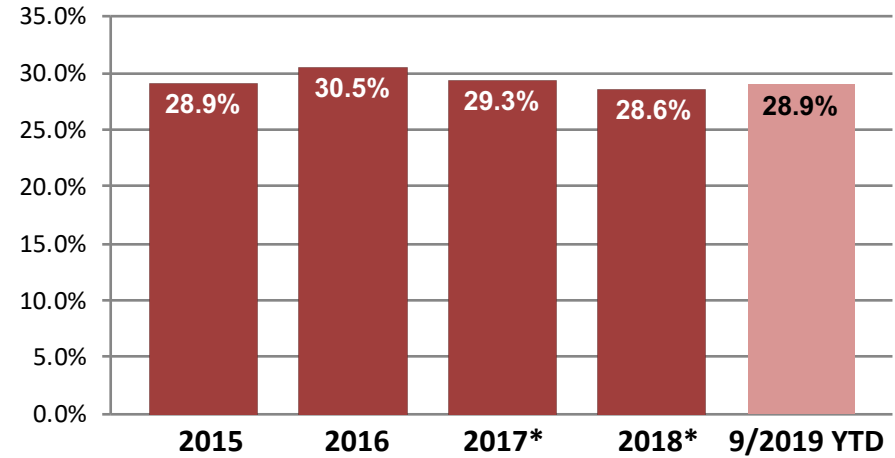


Year-Over-Year Performance Measures

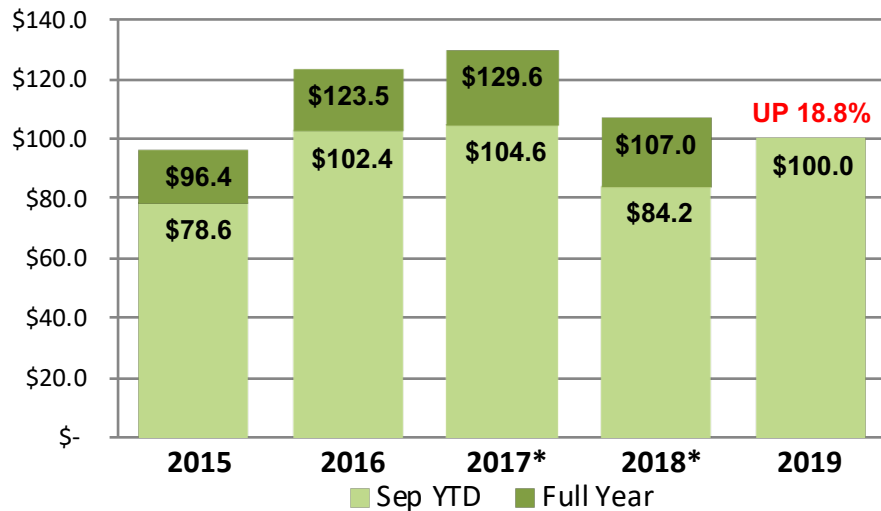
Consolidated Net Sales (\$M)



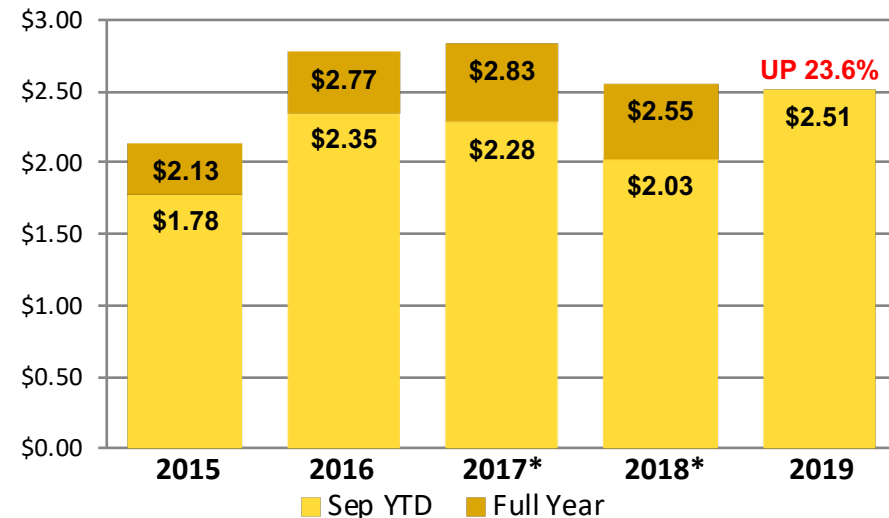
Gross Margin



EBITDA (w/o Special Items) (\$M)



Diluted EPS (w/o Special Items)



* Includes Wire Integration Costs Incurred From Nogales to Reynosa Move