

Investor Presentation

First Quarter 2026



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.

Standard Motor Products: An Overview

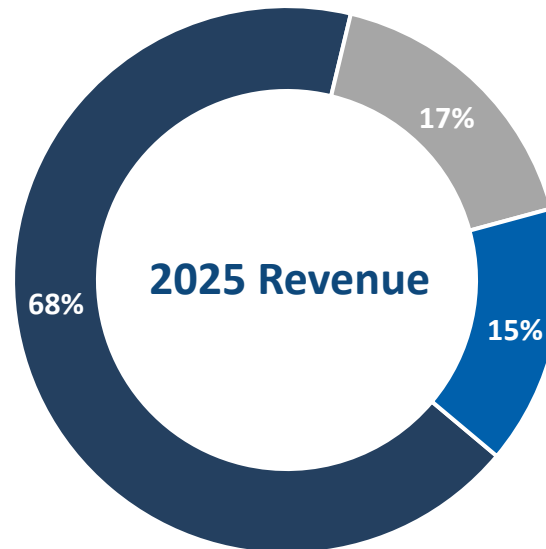
Who We Are:

Standard Motor Products is a leading global manufacturer and distributor of premium replacement parts in the automotive aftermarket and a custom-engineered solutions provider to vehicle and equipment manufacturers in diverse non-aftermarket end markets.

Three Markets



Financial Composition



- North American Aftermarket
- European Aftermarket
- Engineered Solutions

Key Facts

Headquarters: Long Island City, NY

Year Founded: 1919

Number of Employees¹: ~6,200

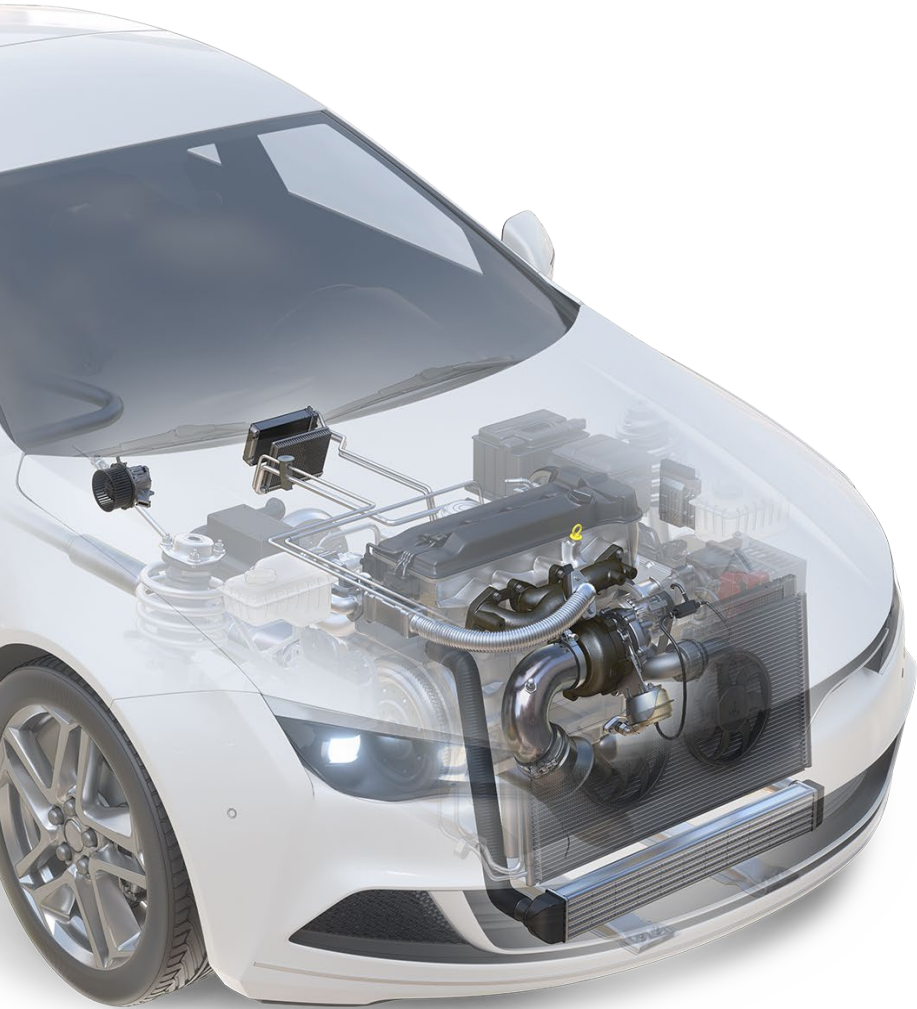
Market Capitalization²: ~\$837mm

2025 Revenue: \$1.8B

2025 Adj. EBITDA³: \$201M

1. Includes JVs
2. As of April 28, 2026
3. Reflects adjusted EBITDA which is a non-GAAP financial measure

SMP Investment Thesis



1. A leading market position in global automotive aftermarket parts
2. Serves a stable and growing do-it-for-me (DIFM) market that benefits from non-discretionary vehicle repairs and increasing vehicle complexity that requires professional installation
3. Diversification in Europe and rest of the world with Nissens acquisition
4. Engineered Solutions provides diversified growth in large, global end markets
5. Demonstrated consistent financial performance, cash flow generation, and disciplined capital allocation that fuels growth and returns capital to shareholders

Expansion of SMP's Aftermarket Business

Nissens Acquisition Highlights

- Before the acquisition of November 2024, SMP's aftermarket business was already a North American leader for Vehicle and Temperature Control products.
- Acquisition helps turn SMP into an aftermarket leader in Europe & further strengthens its position in North America across key product categories.
- Expands SMP's product portfolio of powertrain-neutral & EV-specific categories.
- The acquisition was highly accretive in its first full year post-acquisition.

Nissens at Glance



3

Strong brands covering premium and value segments



>15,000
SKUs



17

Distribution centers / warehouses



2

Manufacturing facilities



>90%

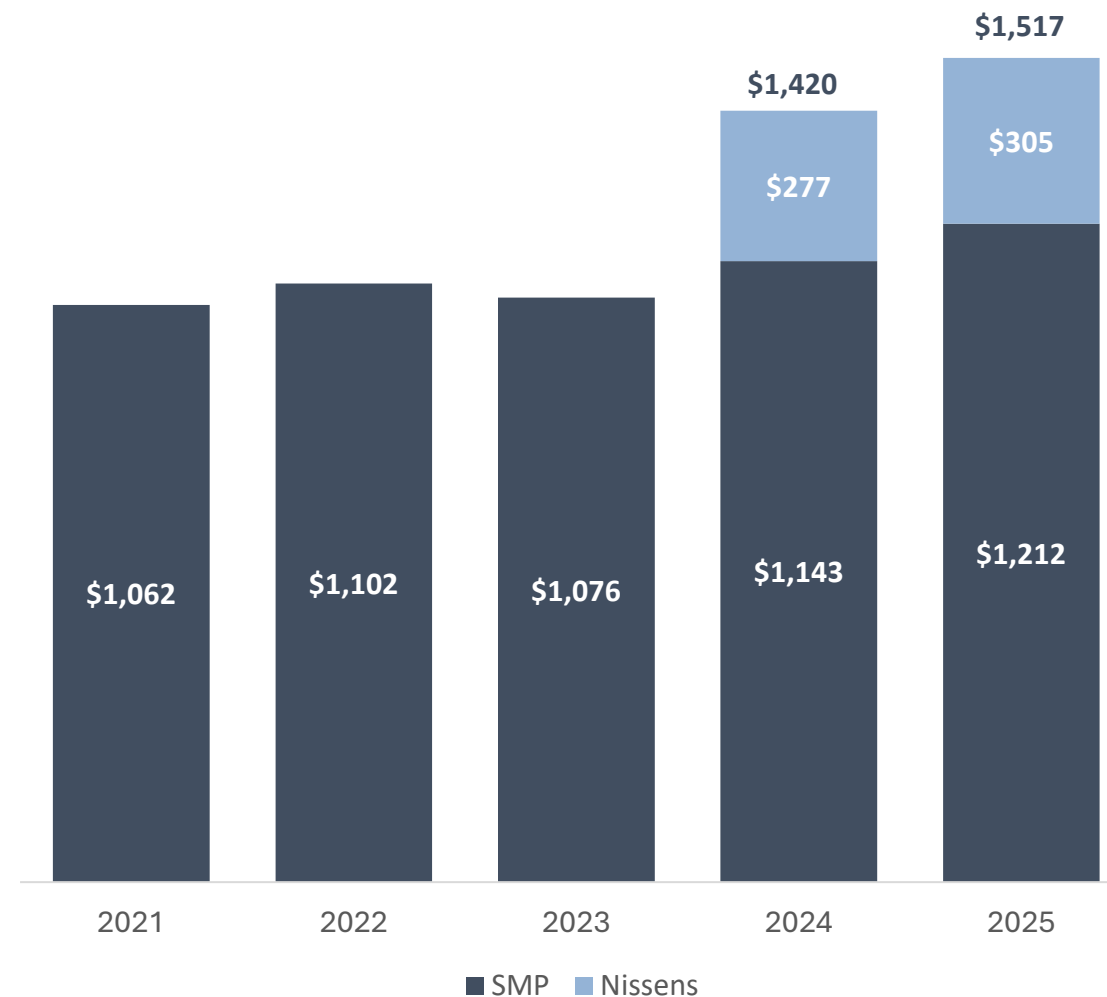
Parc coverage¹



500+

Employees

Aftermarket Revenue with Nissens²



(\$ in millions)

1. For main product groups
2. 2024 revenue includes Nissens pro forma results

Creating a Powerful Global Aftermarket Presence



Leading North American supplier for Vehicle Control and Temperature Control products

Leading European supplier for Thermal Management products with a growing array of Vehicle Control (Engine Efficiency) technologies

Shared go-to-market strategy of being a full-line full-service supplier of professional grade products resonates across the customer base

Complementary Offerings Across Combined Geographies

✓ Strong opportunities for growth through cross-selling

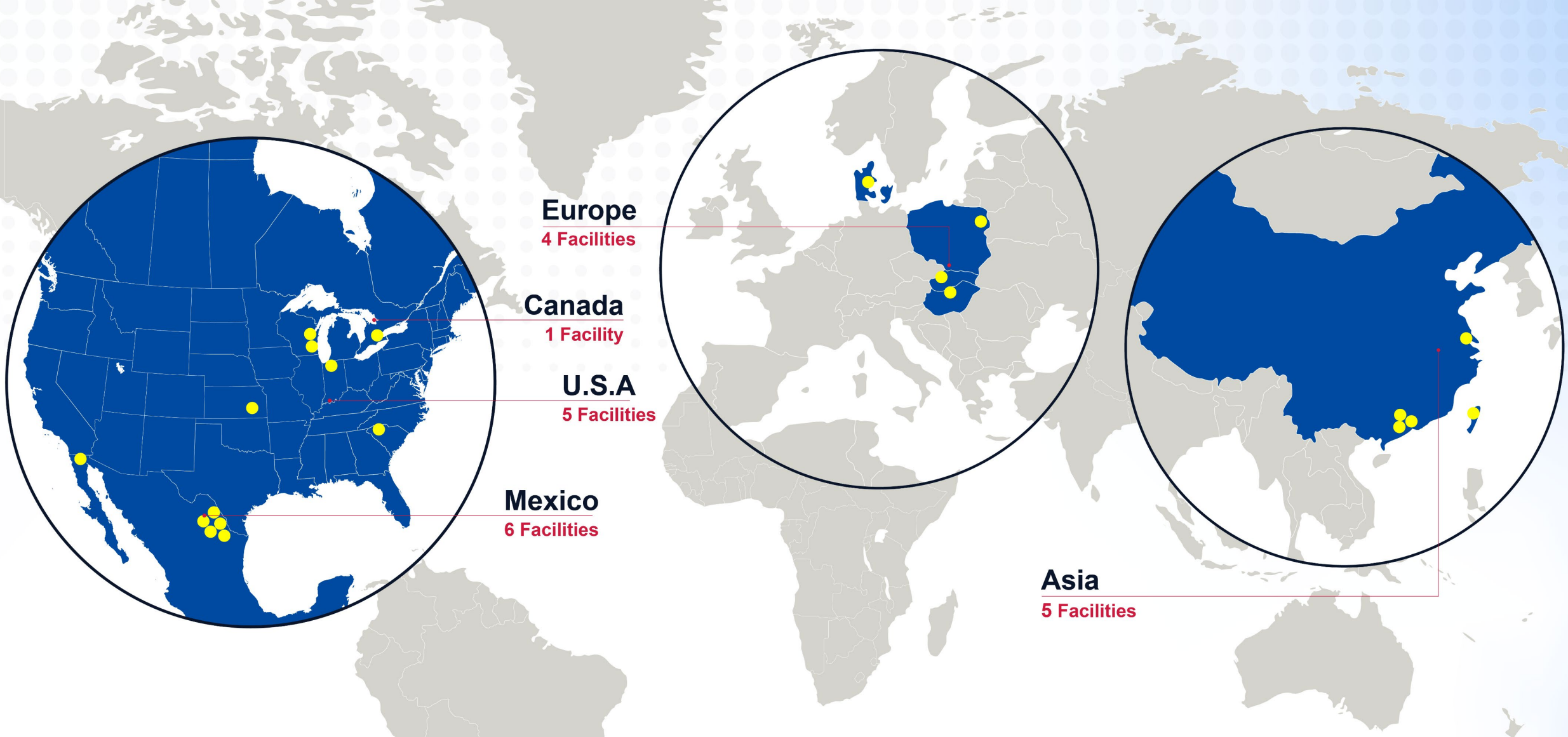
\$8-12mm in Expected Cost Synergies

✓ Bi-directional savings potential

Operational Excellence

✓ Improved performance through collaboration and best practices

Diversified Manufacturing Footprint



Our Operating Markets



North American Aftermarket

A mission to be the best full-line, full-service supplier of premium Vehicle Control and Temperature products for all makes and models. Products are primarily sold to retailers and warehouse distributors.

68% of 2025 Revenue



European Aftermarket

Contains the recently acquired Nissens business, a leading manufacturer and distributor of aftermarket engine cooling and air conditioning with a growing array of vehicle control technologies.

17% of 2025 Revenue



Engineered Solutions

Offers a wide range of custom-designed products to vehicle and equipment manufacturers across diverse global end markets, including both on-highway and off-highway applications.

15% of 2025 Revenue

North American Aftermarket

Business Overview

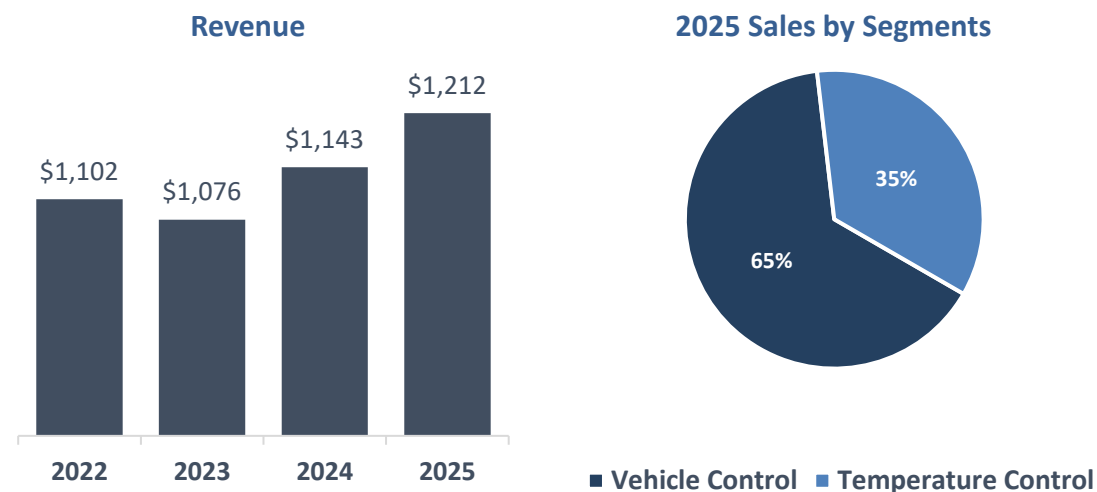
- Contains the Vehicle Control and Temperature Control segments.
- Full-line coverage that delivers 80,000 SKUs for both import and domestic vehicles.
- Professional grade products with brands technicians know and trust that support all vehicle platforms.
- Provides all needed support for customers and technicians who install SMP parts.

Key Market Drivers & Data

- The Do-it-for-me (DIFM) has been steadily increasing since 2020 (~11% CAGR¹) as cars continue to become more complicated.
- There are currently 289 million² light vehicles registered cars and growing in the U.S. as of 2026, with 92%² of American households owning at least one car or truck.
- The average age of a car in the U.S. is currently 12.8 years old² as consumers continue to hold on to their cars and trucks longer and with miles driven increasing 1% in 2024 to 3.28 trillion miles, this combination will result in an improved aftermarket for replacement parts.

Revenue & Sales by Segments

(\$ in millions)



Customers Examples³

- A major supplier to most retailers and distributors.



European Aftermarket

Business Overview

- Contains the recently acquired Nissens business, a leading manufacturer and distributor of aftermarket powertrain cooling and air conditioning with a growing array of vehicle control (engine efficiency) technologies.
- Operating through three distinct brands:



Nissens: Premium segments of the passenger vehicle (PV), light commercial vehicle (LCV) as well as the heavy commercial vehicle (HCV) aftermarket



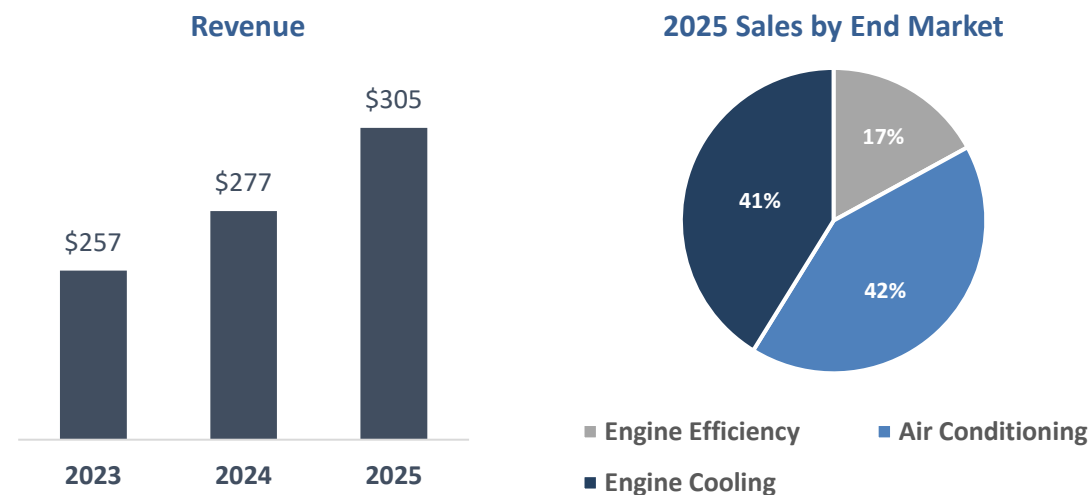
AVA: Passenger vehicle and light commercial vehicle aftermarket



Highway: Specialized business unit for developing the value segments of heavy commercial and agriculture

Revenue & Sales by Products¹

(\$ in millions)



Key Market Drivers & Data

- There are ~280 million² cars in the European Union as of 2023.
- The average age of a car in the European Union is 12.3 years² as of 2023 and continues to age.
- The market value of just parts in the European aftermarket during 2023 was \$122 billion.²
- No single customer is greater than 15% of sales, with the top six customers accounting for less than 37% of sales.

Customer Examples³



1. 2024 revenue includes Nissens pro forma results
 2. Source: European Independent Automotive Aftermarket Panorama : [Here](#)

3. Logos represent only select customers and does not highlight all SMP's European customers

Engineered Solutions

Business Overview

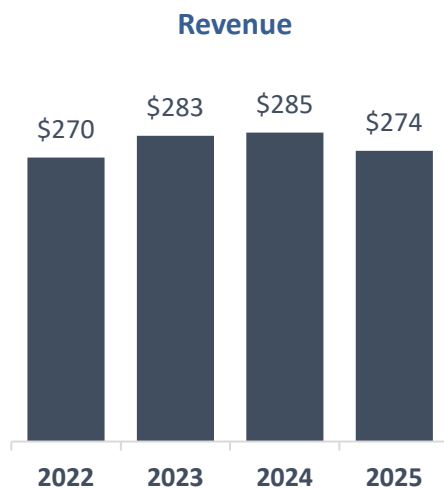
- Offers a wide range of custom-designed products to vehicle and equipment manufacturers across diverse global end markets, including both on-highway and off-highway applications, such as:
 - Commercial Vehicle
 - Light Vehicle
 - Construction & Agriculture
 - Marine
 - Lawn & Garden
 - Hydraulics
- Shared technologies and engineering expertise from other segments.

Key Market Drivers & Data

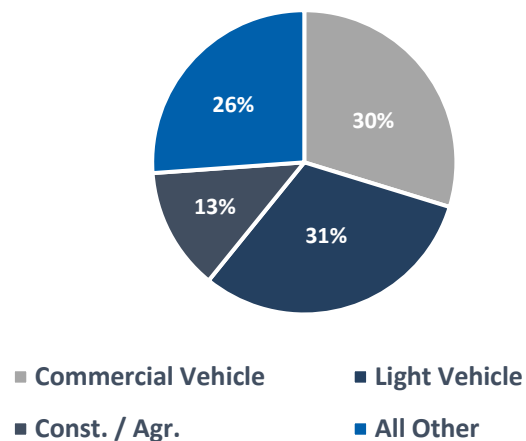
- Growth is driven by new customers, cross-selling to existing customers, new products and increasing platform content.
- Commercial Vehicle and Construction / Agricultural applications enjoy a long product lifecycle (10 years+ of ongoing business).
- Vehicle complexity creates new opportunities in electronics, active sensors, emission controls and fuel injection components.
- Diverse customer base across global end markets; No single customer is more than 11% of sales, with the top ten customers accounting for 40% of sales.

Revenue & Sales by Products

(\$ in millions)



2025 Sales by End Market



Diverse Global End Markets

- Servicing leading vehicle and equipment manufacturers, their tier suppliers, system integrators, and vehicle and equipment service part operations.



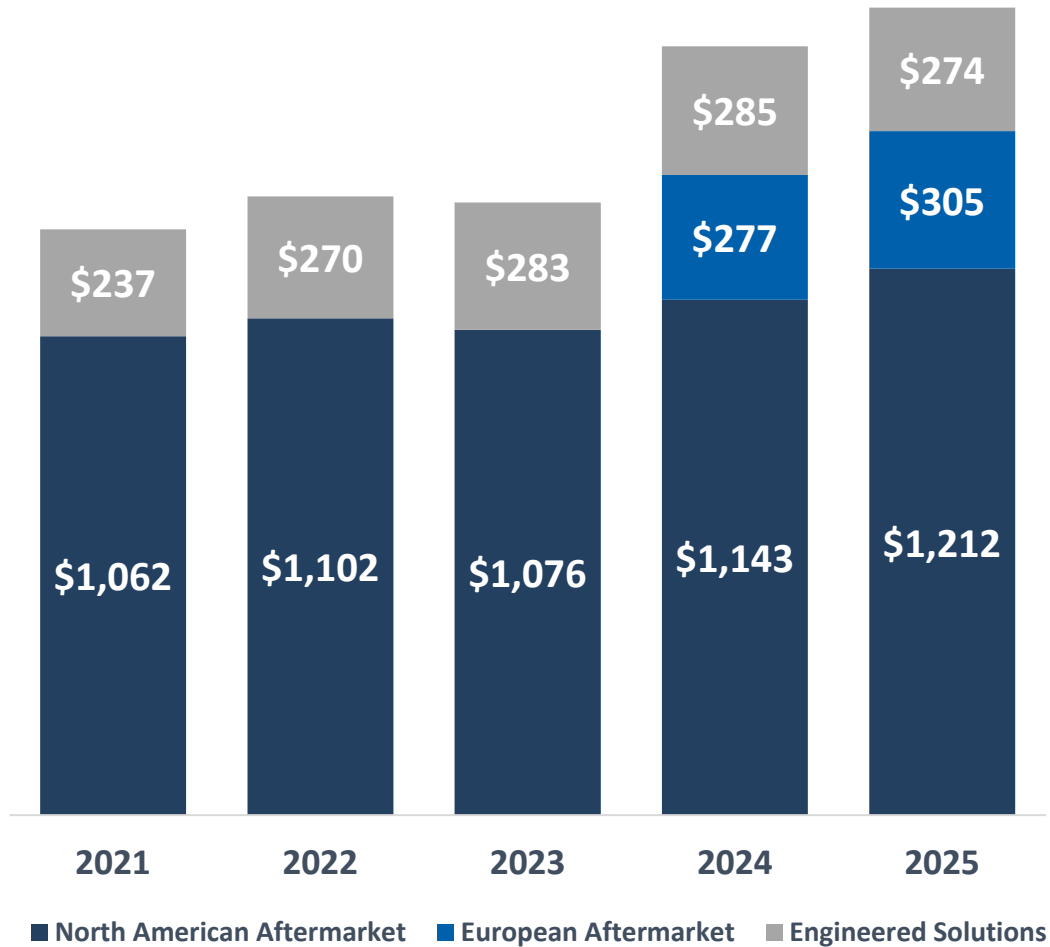


Financial Overview

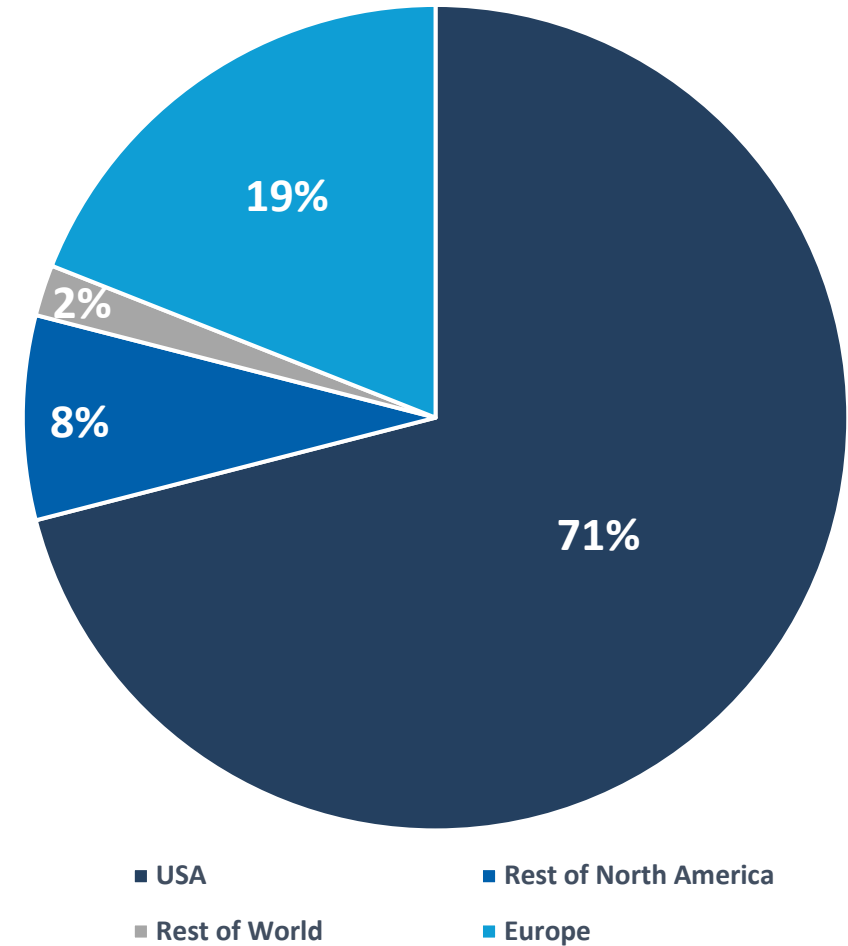
Sales by Market Segment¹

(\$ in millions)

Sales by Market Segment



2025 Sales by Geography

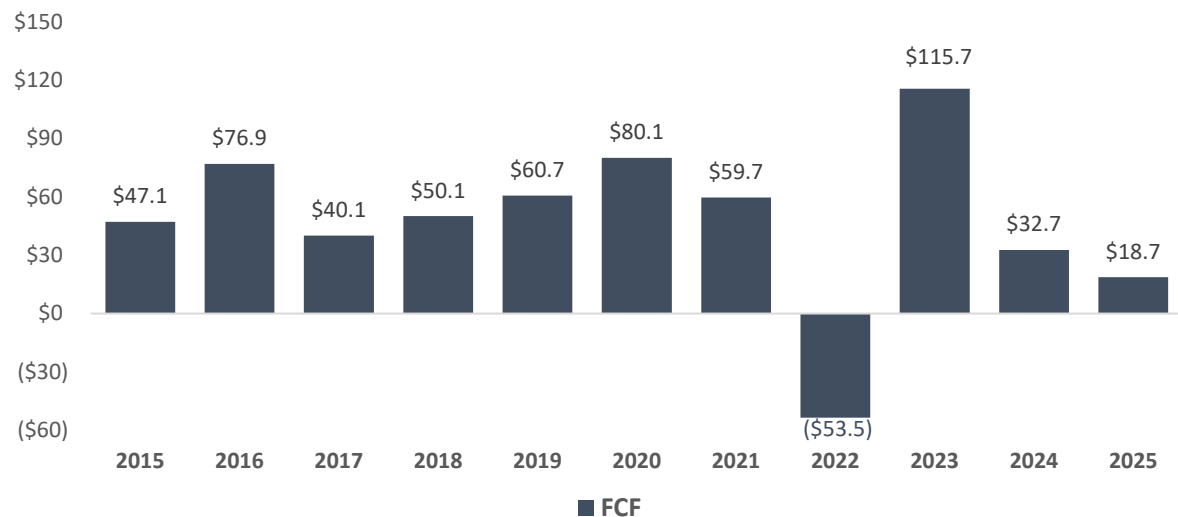


1. 2024 revenue includes Nissens pro forma results

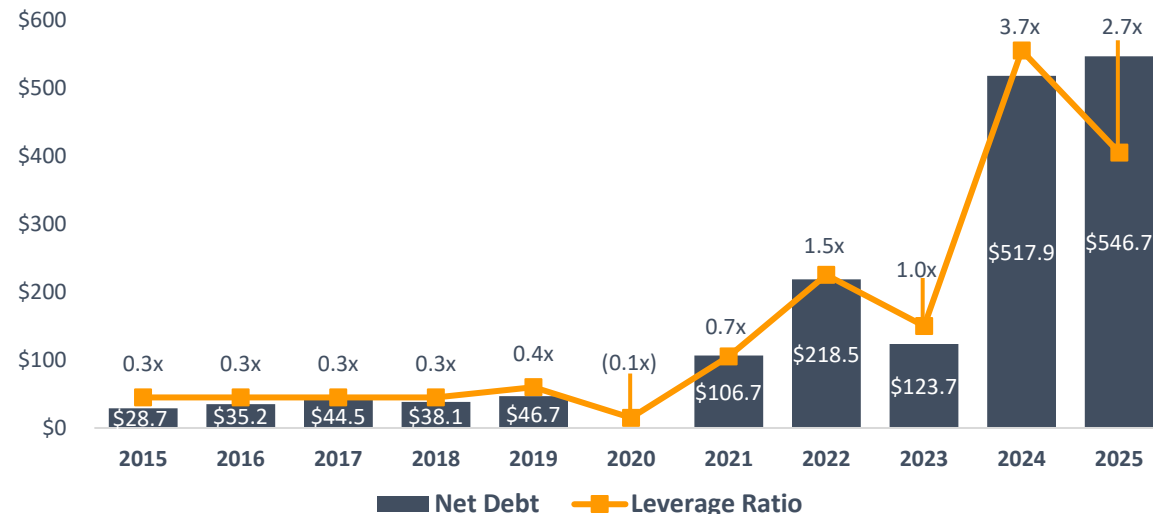
Balance Sheet & Cash Flow

(\$ in millions)

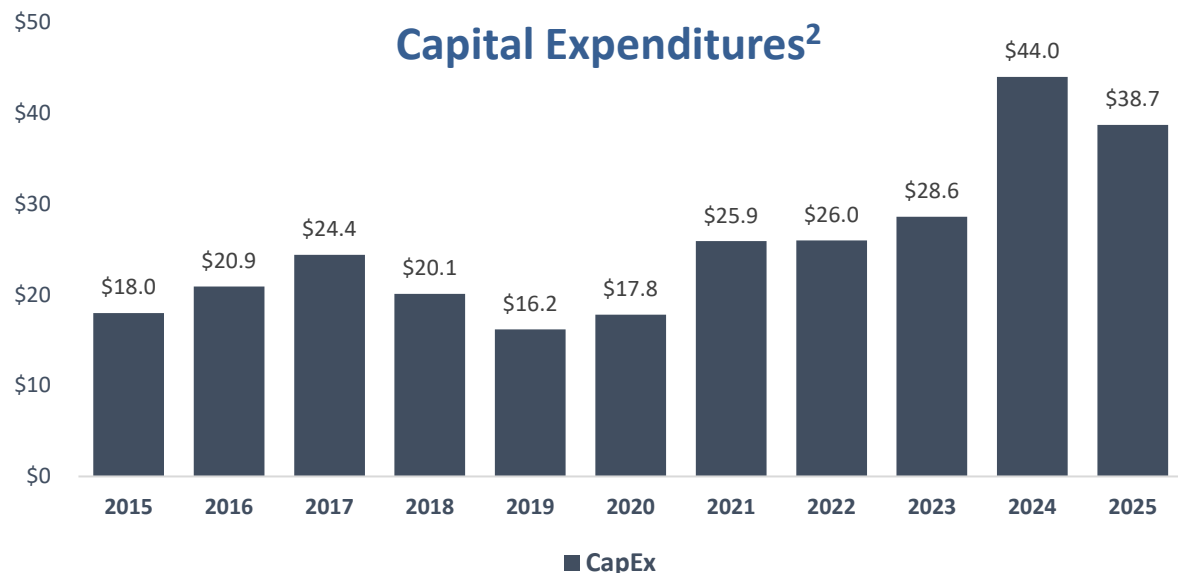
Free Cash Flow¹



Net Debt³



Capital Expenditures²



- Cash flow will be used to help lower debt balance over time.
- Target reducing net debt levels to 2.0x adjusted EBITDA by the end of 2026.
- Investment into the business to drive growth a key priority.



1. FCF equals to Cash Flow from Operations minus CAPEX. Lower 2022 FCF was driven by supply chain impacts. Lower 2025 FCF was driven by increased inventory ahead of expected strong orders in Q1 2026.
 2. 2024 and 2025 capital expenditures was impacted by the build out of our new distribution center in Shawnee, KS.
 3. Actual net debt for 2020 equal to (\$9.3M) and a leverage ratio of (0.1x).

Capital Allocation Priorities



CapEx Investment

- Support organic growth through reinvestment in the business



Dividend

- Continue to return capital to shareholders through quarterly dividend that has a 10-year CAGR of 8%
- 10-year average dividend yield of 2.3%



Debt Paydown

- Continue to pay down debt to lower our net leverage ratio



Opportunistic M&A

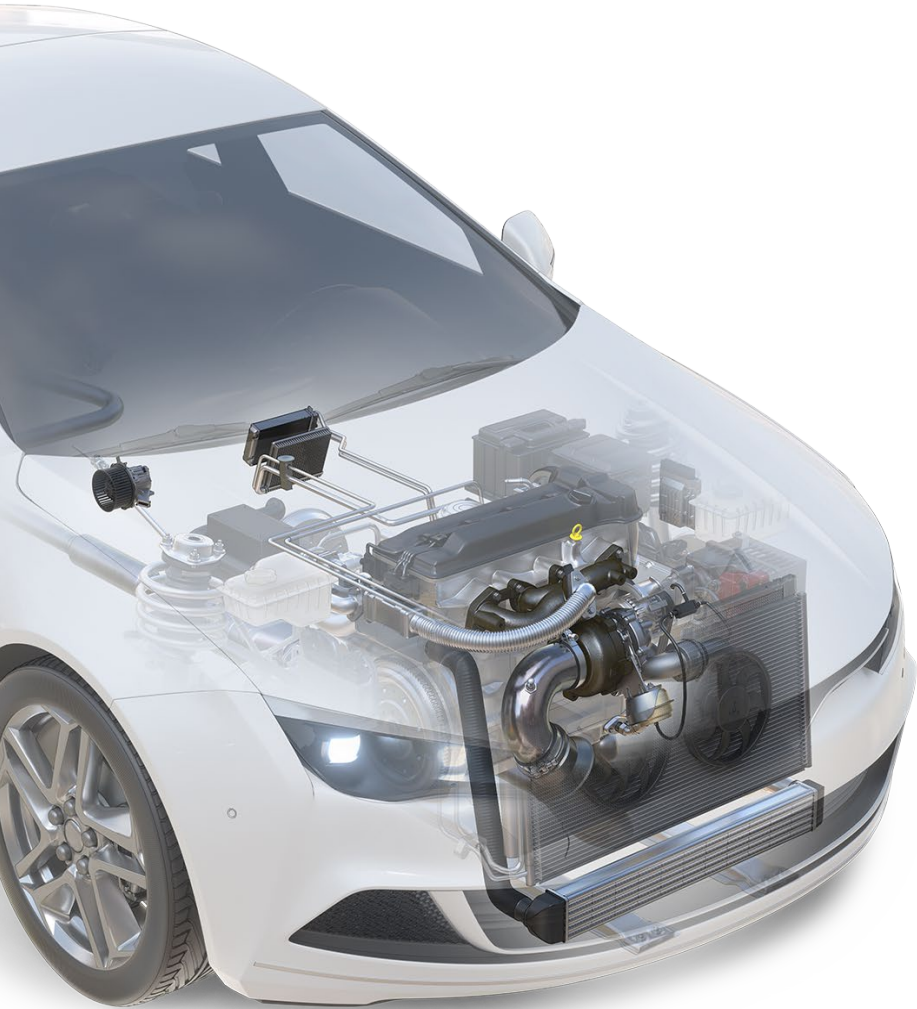
- Actively looking for deals that align with SMP's core competencies
- Completed a total of six acquisitions over the last 5 years



Share Repurchases

- Spent \$10.4mm in '24 to repurchase 321K shares
- No repurchases in '25
- \$19.6mm left under authorization as of December 31, 2025
- 10-year average share repurchase yield of 1.6%

SMP Investment Thesis



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Contact Investor Relations:

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Appendix

Non-GAAP

Reconciliations

Income Statement Non-GAAP

(In millions, except per share amounts)

	THREE MONTHS ENDED MARCH 31,				
	2026		2025		
<u>Vehicle Control</u>					
Revenue	\$	213.8		\$	192.3
Gross Margin		68.2	31.9%		62.2 32.3%
Selling, General & Administrative		40.9	19.1%		37.4 19.5%
Factoring Expenses		7.1	3.3%		6.4 3.3%
Operating Income	\$	20.2	9.4%	\$	18.3 9.5%
Adjusted EBITDA	\$	24.3	11.4%	\$	22.2 11.6%
<u>Temperature Control</u>					
Revenue	\$	89.5		\$	88.9
Gross Margin		28.7	32.0%		27.6 31.0%
Selling, General & Administrative		16.1	17.9%		16.9 19.0%
Factoring Expenses		2.0	2.3%		2.9 3.3%
Operating Income	\$	10.6	11.8%	\$	7.8 8.7%
Adjusted EBITDA	\$	12.0	13.4%	\$	9.4 10.6%

(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.

Income Statement Non-GAAP Cont.

(In millions, except per share amounts)

	THREE MONTHS ENDED MARCH 31,				
	2026		2025		
<u>Nissens Automotive</u>					
Revenue	\$	74.4		\$	66.2
Gross Margin		32.1	43.1%		27.8 42.1%
Selling, General & Administrative		24.2	32.5%		20.3 30.6%
Operating Income	\$	7.9	10.6%	\$	7.6 11.5%
Adjusted EBITDA	\$	9.3	12.5%	\$	11.5 17.3%
<u>Engineered Solutions</u>					
Revenue	\$	74.3		\$	66.0
Gross Margin		10.3	13.8%		11.7 17.7%
Selling, General & Administrative		8.6	11.5%		8.5 12.9%
Operating Income	\$	1.7	2.3%	\$	3.2 4.8%
Adjusted EBITDA	\$	5.1	6.9%	\$	6.4 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.

Income Statement Non-GAAP Cont.

(In millions, except per share amounts)

	THREE MONTHS ENDED MARCH 31,			
	2026		2025	
<u>Consolidated Results</u>				
Revenue	\$ 451.2		\$ 413.4	
Gross Margin	139.2	30.8%	129.3	31.3%
Selling, General & Administrative	95.7	21.2%	90.0	21.8%
Factoring Expenses	9.1	2.0%	9.3	2.2%
Operating Income	\$ 34.3	7.6%	\$ 30.0	7.3%
Net Earnings from Continuing Operations	\$ 18.6		\$ 18.0	
Adjusted EBITDA	\$ 44.5	9.9%	\$ 42.8	10.4%
Interest Expense	\$ 7.5		\$ 7.8	
Diluted Earnings per Share	\$ 0.82		\$ 0.81	

(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 Metrics

(In millions)

	MARCH 31,		DECEMBER 31,
	2026	2025	2025
<u>Working Capital Stats</u>			
Accounts Receivable, Net	\$ 313.0	\$ 280.8	\$ 232.0
Inventories	\$ 726.3	\$ 658.7	\$ 727.9
<u>Cash Flow Stats (YTD)</u>			
Operating cash flows	\$ (41.9)	\$ (60.2)	\$ 57.4
Capex	\$ (6.7)	\$ (9.1)	\$ (38.7)
M&A	\$ -	\$ -	\$ -
Dividends	\$ (7.3)	\$ (6.8)	\$ (27.3)
Share repurchases	\$ (0.3)	\$ -	\$ -
Net Change in Debt	\$ 44.0	\$ 79.1	\$ 27.7
<u>Debt & Leverage</u>			
Total debt	\$ 658.6	\$ 650.6	\$ 618.7
Cash	\$ 59.2	\$ 50.3	\$ 72.0
Net debt	\$ 599.4	\$ 600.3	\$ 546.7
LTM Adjusted EBITDA	\$ 202.6	\$ 159.9	\$ 200.9
Leverage ratio	3.0x	3.8x	2.7x
Remaining borrowing capacity	\$ 87.2	\$ 108.5	\$ 137.0
Total Liquidity	\$ 146.4	\$ 158.8	\$ 209.0

Reconciliation of GAAP & Non-GAAP Measures

(\$ in thousands, except per share amounts)

	THREE MONTHS ENDED MARCH 31,				
	2026	2025	2024	2023	2022
			(Unaudited)		
<u>EARNINGS FROM CONTINUING OPERATIONS</u>					
GAAP EARNINGS FROM CONTINUING OPERATIONS	\$ 18,321	\$ 13,705	\$ 9,863	\$ 12,698	\$ 20,562
RESTRUCTURING EXPENSES	366	673	192	912	41
ACQUISITION AND INTEGRATION EXPENSES	2	5,147	-	-	-
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(96)	(1,513)	(50)	(237)	(11)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	\$ 18,593	\$ 18,012	\$ 10,005	\$ 13,373	\$ 20,592
<u>DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS</u>					
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	\$ 0.81	\$ 0.61	\$ 0.44	\$ 0.57	\$ 0.91
RESTRUCTURING EXPENSES	0.01	0.03	0.01	0.04	0.01
ACQUISITION AND INTEGRATION EXPENSES	-	0.23	-	-	-
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	-	(0.06)	-	-	-
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPS	\$ 0.82	\$ 0.81	\$ 0.45	\$ 0.61	\$ 0.92

MANAGEMENT BELIEVES THAT EARNINGS FROM CONTINUING OPERATIONS AND DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS, 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 & Non-GAAP Measures Cont.

(\$ in thousands)

	THREE MONTHS ENDED MARCH 31,				
	2026	2025	2024	2023	2022
			(Unaudited)		
EBITDA WITHOUT SPECIAL ITEMS ATTRIBUTABLE TO SMP					
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 25,296	\$ 18,949	\$ 13,371	\$ 17,109	\$ 27,559
DEPRECIATION & AMORTIZATION	11,315	10,267	7,301	7,082	6,952
INTEREST EXPENSE	7,518	7,761	2,067	3,862	805
EBITDA	44,129	36,977	22,739	28,053	35,316
RESTRUCTURING EXPENSES	366	673	192	912	41
ACQUISITION AND INTEGRATION EXPENSES	2	5,147	-	-	-
SPECIAL ITEMS	368	5,820	192	912	41
EBITDA WITHOUT SPECIAL ITEMS	\$ 44,497	\$ 42,797	\$ 22,931	\$ 28,965	\$ 35,357
TOTAL DEBT	\$ 658,620	\$ 650,555	\$ 214,902	\$ 273,101	\$ 248,685
CASH	\$ 59,207	\$ 50,276	\$ 27,113	\$ 24,196	\$ 19,998
NET DEBT	\$ 599,413	\$ 600,279	\$ 187,789	\$ 248,905	\$ 228,687
NET DEBT TO EBITDA RATIO (TTM)	3.0:1	3.8:1	1.6:1	1.8:1	1.4:1

MANAGEMENT BELIEVES THAT EBITDA WITHOUT SPECIAL ITEMS, WHICH IS NON-GAAP MEASUREMENT, IS MEANINGFUL TO INVESTORS BECAUSE IT PROVIDES 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 & Non-GAAP Measures Cont.

(In thousands)

	THREE MONTHS ENDED MARCH 31, 2026						THREE MONTHS ENDED MARCH 31, 2025					
	Vehicle Control	Temperature Control	Engineered Solutions	Nissens Automotive	All Other	Consolidated	Vehicle Control	Temperature Control	Engineered Solutions	Nissens Automotive	All Other	Consolidated
	(Unaudited)						(Unaudited)					
OPERATING INCOME												
GAAP OPERATING INCOME	\$ 19,613	\$ 10,843	\$ 1,822	\$ 7,873	\$ (6,058)	\$ 34,093	\$ 17,782	\$ 7,900	\$ 3,176	\$ 2,587	\$ (6,983)	\$ 24,462
RESTRUCTURING EXPENSES	272	70	24	-	-	366	526	136	20	-	(9)	673
ACQUISITION AND INTEGRATION EXPENSES	-	-	-	2	-	2	-	-	-	5,011	136	5,147
OTHER EXPENSE, NET	319	(320)	(117)	(5)	-	(123)	18	(261)	(1)	(14)	-	(258)
NON-GAAP OPERATING INCOME	\$ 20,204	\$ 10,593	\$ 1,729	\$ 7,870	\$ (6,058)	\$ 34,338	\$ 18,326	\$ 7,775	\$ 3,195	\$ 7,584	\$ (6,856)	\$ 30,024
EBITDA WITHOUT SPECIAL ITEMS												
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	\$ 17,877	\$ 10,393	\$ 1,937	\$ 1,361	\$ (6,272)	\$ 25,296	\$ 17,046	\$ 7,948	\$ 3,431	\$ (2,151)	\$ (7,325)	\$ 18,949
DEPRECIATION AND AMORTIZATION	4,297	808	2,594	3,266	350	11,315	3,669	778	2,500	2,987	333	10,267
INTEREST EXPENSE	1,864	738	567	4,647	(298)	7,518	1,007	539	459	5,620	136	7,761
EBITDA	24,038	11,939	5,098	9,274	(6,220)	44,129	21,722	9,265	6,390	6,456	(6,856)	36,977
RESTRUCTURING EXPENSES	272	70	24	-	-	366	526	136	20	-	(9)	673
ACQUISITION AND INTEGRATION EXPENSES	-	-	-	2	-	2	-	-	-	5,011	136	5,147
SPECIAL ITEMS	272	70	24	2	-	368	526	136	20	5,011	127	5,820
EBITDA WITHOUT SPECIAL ITEMS	\$ 24,310	\$ 12,009	\$ 5,122	\$ 9,276	\$ (6,220)	\$ 44,497	\$ 22,248	\$ 9,401	\$ 6,410	\$ 11,467	\$ (6,729)	\$ 42,797
% of Net Sales	11.4%	13.4%	6.9%	12.5%		9.9%	11.6%	10.6%	9.7%	17.3%		10.4%

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.