



# Standard Motor Products, Inc.

1st Quarter 2026

Earnings Call | April 30, 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. 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 April 30, 2026 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

# Q1 P&L Summary – Segments<sup>(1)</sup>

(In millions)

	THREE MONTHS ENDED MARCH 31,					
	2026		2025			
<b><u>Vehicle Control</u></b>						
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%	
<b>Operating Income</b>	<b>\$</b>	<b>20.2</b>	<b>9.4%</b>	<b>\$</b>	<b>18.3</b>	
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>24.3</b>	<b>11.4%</b>	<b>\$</b>	<b>22.2</b>	<b>11.6%</b>
<b><u>Temperature Control</u></b>						
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%	
<b>Operating Income</b>	<b>\$</b>	<b>10.6</b>	<b>11.8%</b>	<b>\$</b>	<b>7.8</b>	
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>12.0</b>	<b>13.4%</b>	<b>\$</b>	<b>9.4</b>	<b>10.6%</b>

(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.

# Q1 P&L Summary – Segments<sup>(1)</sup>

(In millions)

	THREE MONTHS ENDED MARCH 31,			
	2026		2025	
<b><u>Nissens Automotive</u></b>				
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%
<b>Operating Income</b>	<b>\$</b>	<b>7.9</b>	<b>10.6%</b>	<b>\$ 7.6 11.5%</b>
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>9.3</b>	<b>12.5%</b>	<b>\$ 11.5 17.3%</b>
<b><u>Engineered Solutions</u></b>				
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%
<b>Operating Income</b>	<b>\$</b>	<b>1.7</b>	<b>2.3%</b>	<b>\$ 3.2 4.8%</b>
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>5.1</b>	<b>6.9%</b>	<b>\$ 6.4 9.7%</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.

# Q1 P&L Summary – Consolidated<sup>(1)</sup>

*(In millions, except per share amounts)*

	THREE MONTHS ENDED MARCH 31,					
	2026		2025			
<b><u>Consolidated Results</u></b>						
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%	
<b>Operating Income</b>	<b>\$</b>	<b>34.3</b>	<b>7.6%</b>	<b>\$</b>	<b>30.0</b>	
<b>Net Earnings from Continuing Operations</b>	<b>\$</b>	<b>18.6</b>		<b>\$</b>	<b>18.0</b>	
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>44.5</b>	<b>9.9%</b>	<b>\$</b>	<b>42.8</b>	<b>10.4%</b>
<b>Interest Expense</b>	<b>\$</b>	<b>7.5</b>		<b>\$</b>	<b>7.8</b>	
<b>Diluted Earnings per Share</b>	<b>\$</b>	<b>0.82</b>		<b>\$</b>	<b>0.81</b>	

(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)

	MARCH 31,		DECEMBER 31,	
	2026	2025	2025	
<b><u>Working Capital Stats</u></b>				
Accounts Receivable, Net	\$ 313.0	\$ 280.8	\$ 232.0	
Inventories	\$ 726.3	\$ 658.7	\$ 727.9	
<b><u>Cash Flow Stats (YTD)</u></b>				
Operating cash flows	\$ (41.9)	\$ (60.2)	\$ 57.4	
Capex	\$ (6.7)	\$ (9.1)	\$ (38.7)	
Dividends	\$ (7.3)	\$ (6.8)	\$ (27.3)	
Net Change in Debt	\$ 44.0	\$ 79.1	\$ 27.7	
<b><u>Debt &amp; Leverage</u></b>				
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	

## **Full Year Outlook\***

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Sales Growth

*Low to mid single digits*

Adjusted EBITDA %

*11% to 12%*

Interest Expense

*Approximately \$30 million*

Income Tax Rate

*Approximately 27.5% to 28%*

Depreciation & Amortization

*\$45 to \$50 million*

Total Operating Expenses

*Approximately \$106 to \$114 million per quarter*

*\*Guidance excludes the impact of ongoing changes in the tariff landscape, or any significant inflationary impact from the conflict in the Middle East.*



# Q&A Session

# Appendix

# Reconciliation of GAAP and Non-GAAP Measures

*(In thousands, except per share amounts; unaudited)*

	<b>THREE MONTHS ENDED</b>	
	<b>MARCH 31,</b>	
	2026	2025
<b><u>Earnings from Continuing Operations Attributable To SMP</u></b>		
GAAP Earnings from Continuing Operations	\$ 18,321	\$ 13,705
Restructuring Expenses	366	673
Acquisition & Integration Expenses	2	5,147
Income Tax Effect Related To Reconciling Items	(96)	(1,513)
Non-GAAP Earnings from Continuing Operations	\$ 18,593	\$ 18,012
<b><u>Diluted Earnings Per Share from Continuing Operations Attributable to SMP</u></b>		
GAAP Diluted Earnings Per Share from Continuing Operations	\$ 0.81	\$ 0.61
Restructuring Expenses	0.01	0.03
Acquisition & Integration Expenses	—	0.23
Income Tax Effect Related To Reconciling Items	—	(0.06)
Non-GAAP Diluted Earnings Per Share from Continuing Operations	\$ 0.82	\$ 0.81

# Reconciliation of GAAP and Non-GAAP Measures

(In thousands; unaudited)

	THREE MONTHS ENDED MARCH 31,		LAST TWELVE MONTHS ENDED MARCH 31,		YEAR ENDED DECEMBER 31,
	2026	2025	2026	2025	2025
<b>Operating Income</b>					
GAAP Operating Income	\$ 34,093	\$ 24,462			
Restructuring Expenses	366	673			
Acquisition & Integration Expenses	2	5,147			
Other Income, Net	(123)	(258)			
Non-GAAP Operating Income	<u>\$ 34,338</u>	<u>\$ 30,024</u>			
<b>EBITDA without Special Items</b>					
<b>GAAP Earnings from Continuing Operations Before Taxes</b>	\$ 25,296	\$ 18,949	\$ 116,870	\$ 79,567	\$ 110,523
Depreciation and Amortization	11,315	10,267	44,896	34,379	43,848
Interest Expense	7,518	7,761	31,096	19,206	31,339
EBITDA	<u>44,129</u>	<u>36,977</u>	<u>192,862</u>	<u>133,152</u>	<u>185,710</u>
Restructuring Expenses	366	673	2,273	8,149	2,580
Acquisition & Integration Expenses	2	5,147	3,438	18,623	8,583
Customer Program Wind Down	—	—	4,067	—	4,067
Special Items	<u>368</u>	<u>5,820</u>	<u>9,778</u>	<u>26,772</u>	<u>15,230</u>
EBITDA without Special Items	<u>44,497</u>	<u>42,797</u>	<u>202,640</u>	<u>159,924</u>	<u>200,940</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

## THREE MONTHS ENDED MARCH 31, 2026

(In thousands, unaudited)

### **Operating Income**

	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	All Other	Consolidated
GAAP Operating Income (Loss)	\$ 19,613	\$ 10,843	\$ 7,873	\$ 1,822	\$ (6,058)	\$ 34,093
Restructuring Expenses	272	70	—	24	—	366
Acquisition & Integration Expenses	—	—	2	—	—	2
Other (Income) Expense, Net	319	(320)	(5)	(117)	—	(123)
Non-GAAP Operating Income (Loss)	<u>\$ 20,204</u>	<u>\$ 10,593</u>	<u>\$ 7,870</u>	<u>\$ 1,729</u>	<u>\$ (6,058)</u>	<u>\$ 34,338</u>

### **EBITDA without Special Items**

GAAP Earnings (Loss) from Continuing Operations Before Taxes	17,877	10,393	1,361	1,937	(6,272)	25,296
Depreciation and Amortization	4,297	808	3,266	2,594	350	11,315
Interest Expense	1,864	738	4,647	567	(298)	7,518
EBITDA	<u>24,038</u>	<u>11,939</u>	<u>9,274</u>	<u>5,098</u>	<u>(6,220)</u>	<u>44,129</u>
Restructuring Expenses	272	70	—	24	—	366
Acquisition & Integration Expenses	—	—	2	—	—	2
Special Items	<u>272</u>	<u>70</u>	<u>2</u>	<u>24</u>	<u>—</u>	<u>368</u>
EBITDA without Special Items	<u>\$ 24,310</u>	<u>\$ 12,009</u>	<u>\$ 9,276</u>	<u>\$ 5,122</u>	<u>\$ (6,220)</u>	<u>\$ 44,497</u>
% of Net Sales	11.4 %	13.4 %	12.5 %	6.9 %		9.9 %

# Reconciliation of GAAP and Non-GAAP Measures

## THREE MONTHS ENDED MARCH 31, 2025

(In thousands, unaudited)

### **Operating Income**

	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	All Other	Consolidated
GAAP Operating Income (Loss)	\$ 17,782	\$ 7,900	\$ 2,587	\$ 3,176	\$ (6,983)	\$ 24,462
Restructuring Expenses	526	136	—	20	(9)	673
Acquisition & Integration Expenses	—	—	5,011	—	136	5,147
Other (Income) Expense, Net	18	(261)	(14)	(1)	—	(258)
Non-GAAP Operating Income (Loss)	<u>\$ 18,326</u>	<u>\$ 7,775</u>	<u>\$ 7,584</u>	<u>\$ 3,195</u>	<u>\$ (6,856)</u>	<u>\$ 30,024</u>

### **EBITDA without Special Items**

GAAP Earnings (Loss) from Continuing Operations Before Taxes	17,046	7,948	(2,151)	3,431	(7,325)	18,949
Depreciation And Amortization	3,669	778	2,987	2,500	333	10,267
Interest Expense	1,007	539	5,620	459	136	7,761
EBITDA	<u>21,722</u>	<u>9,265</u>	<u>6,456</u>	<u>6,390</u>	<u>(6,856)</u>	<u>36,977</u>
Restructuring Expenses	526	136	—	20	(9)	673
Acquisition & Integration Expenses	—	—	5,011	—	136	5,147
Special Items	<u>526</u>	<u>136</u>	<u>5,011</u>	<u>20</u>	<u>127</u>	<u>5,820</u>
EBITDA without Special Items	<u>\$ 22,248</u>	<u>\$ 9,401</u>	<u>\$ 11,467</u>	<u>\$ 6,410</u>	<u>\$ (6,729)</u>	<u>\$ 42,797</u>
% of Net Sales	11.6 %	10.6 %	17.3 %	9.7 %		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.