



**2023 Annual  
Shareholder Meeting**

May 1, 2023

# Agenda

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**01** State of the Business

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**02** Transformational Journey & Strategic Focus

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**03** 2023 Financial Update

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**04** Proxy Proposals & Vote Count

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**05** Adjournment/Close

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**06** Q&A

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# Cautionary Note on Forward-Looking Statements and Use of Non-GAAP Financial Information

*Certain statements in today's meeting constitute forward-looking statements that are based on our current market, competitive and regulatory expectations and are subject to risks and uncertainties that could cause actual results to vary materially. We undertake no obligation to update publicly any forward-looking statement after this meeting whether as a result of new information, future events, changes in assumptions or otherwise. Please see our latest Form 10-K for a discussion of risk factors as they relate to forward-looking statements.*

*In today's presentation, we will use certain non-GAAP financial measures, including Free Cash Flow and Adjusted EBITDA. We refer you to the reconciliations available on the Investor page of our website ([www.genpt.com](http://www.genpt.com)) for reconciliations to the most directly comparable GAAP financial measures and related information.*



# State of the Business

*Paul Donahue, Chairman & CEO*



# Our Purpose: We Keep the World **MOVING**

## Our Mission

BE THE  
**Employer of Choice**

BE THE  
**Supplier of Choice**

BE A  
**Valued Customer**

BE A  
**Good Corporate Citizen**

BE THE  
**Investment of Choice**

## Our Vision

Be the leading global automotive and industrial parts distributor and solutions provider.

## Our Values

**Serve**

**Perform**

**Influence**

**Respect**

**Innovate**

**Team**

# The Power of One GPC



**Operating strategy** that ...



Leverages **shared values** and **teamwork** to ...



Capture **opportunities** uniquely available to **GPC** ...



Based on its **global business mix and scale** that ...

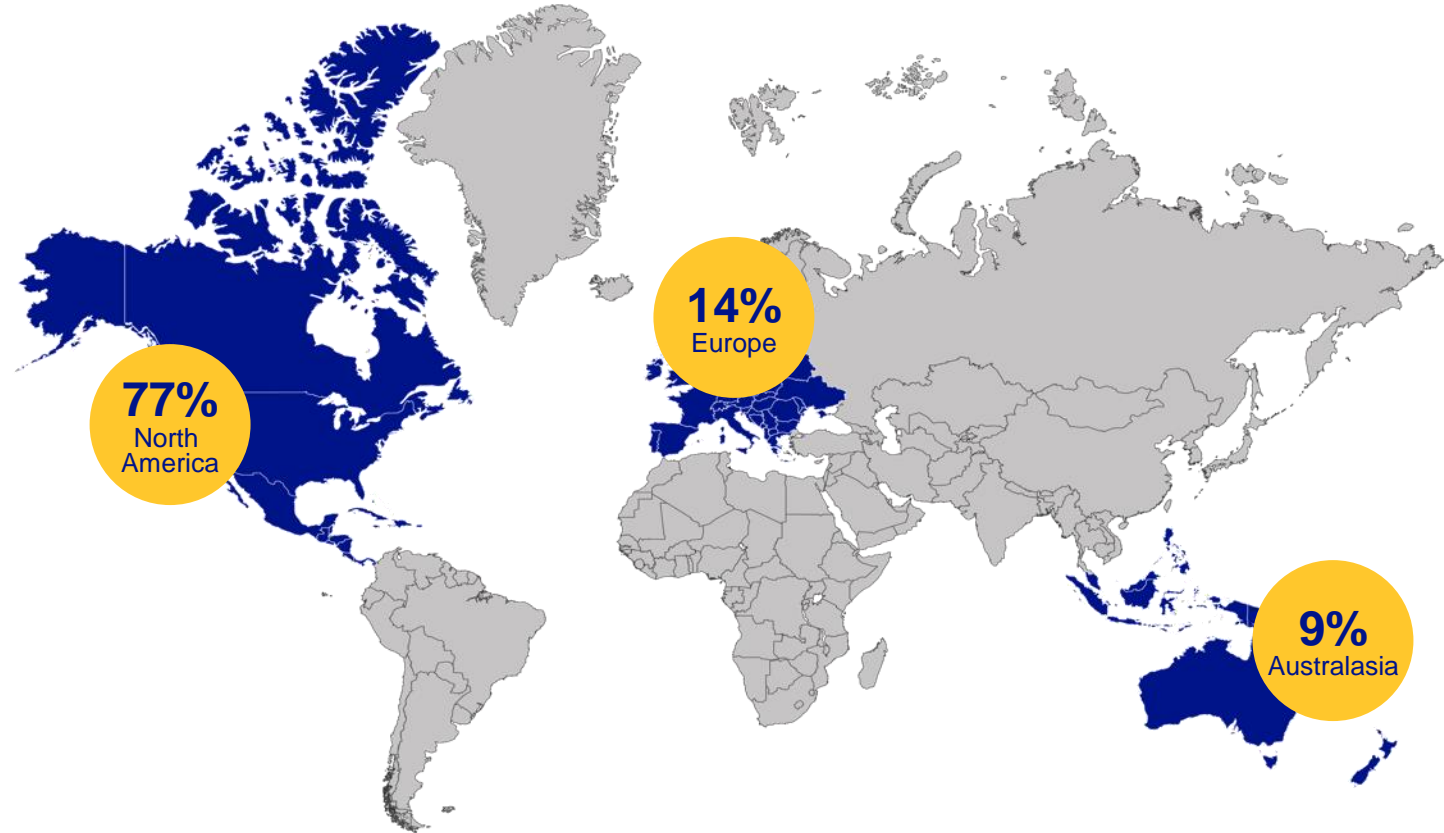


Translate into **differentiated performance** and **shareholder value**

# GPC Snapshot

Founded	1928
Headquarters	Atlanta, GA
Countries Served	17
Locations	~10,600
• Distribution Centers	~205
• Warehouses	~765
• Retail (Owned/Independent)	~9,630
Employees	~58,000
Market Capitalization	~\$24.5B

**Global Footprint**  
2022 Revenue by Region  
**\$22.1B**



**Leading global distributor in diversified end markets**

# Supportive Board With Diverse Expertise and Experience

## Board Composition

**85%** Independent Directors  
**31%** Women  
**46%** Diverse<sup>1</sup>  
**9.5 Years** Average Tenure

## Expertise and Experience

CEO / Leadership Position **85%**

Government / Regulatory **54%**

Finance and Accounting **46%**

Automotive **31%**

International **31%**

Distribution / Supply Chain **31%**

Legal **31%**

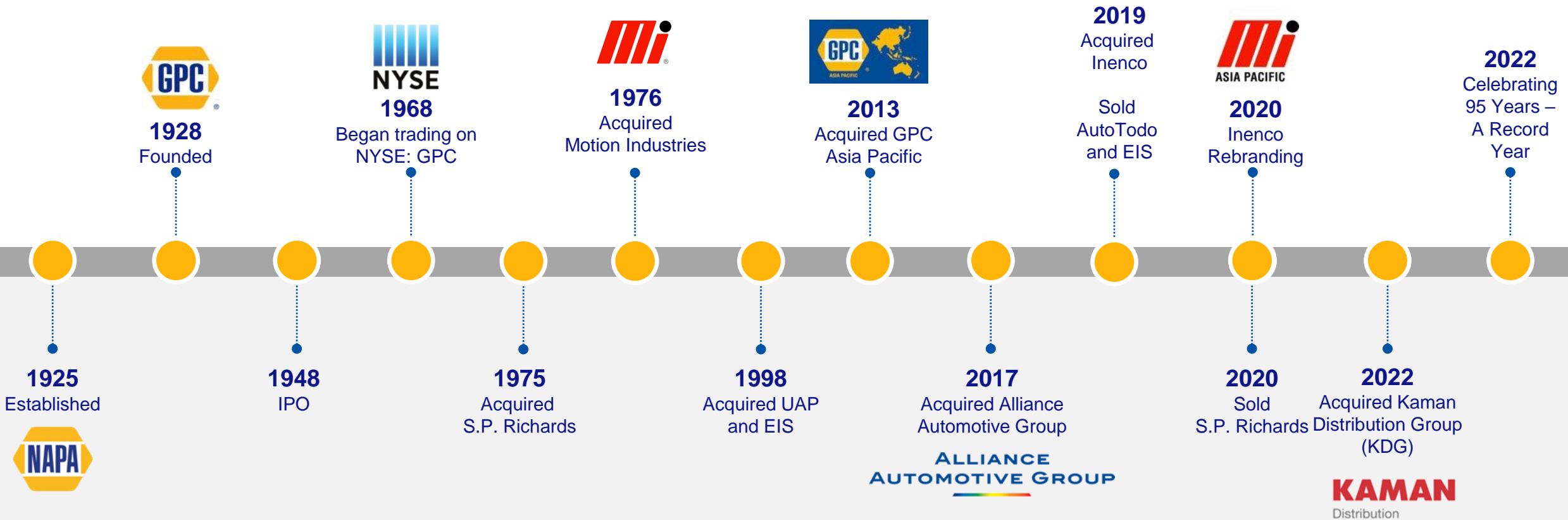


Left to right: Gary P. Fayard, Jean-Jacques Lafont, Robert C. “Robin” Loudermilk, Jr., John D. Johns, Juliette W. Pryor, Richard Cox, Jr., Elizabeth W. “Betsy” Camp, Wendy B. Needham, Paul D. Donahue, John R. Holder, E. Jenner Wood III, P. Russell Hardin, Donna W. Hyland

<sup>1</sup> Gender, race, ethnicity and/or nationality



# Long Track Record of Disciplined Execution



# FY 2022 Highlights



Sales

**\$22.1B**

Up 17.1% | New Record

Gross Margin

**+17%**

Down 10 bps

EBITDA

**\$2.0B**

Up 19%

Segment Profit

**\$2.1B**

Up 25%

Segment Margin

**9.4%**

Improved 60 bps

EPS

**\$8.34**

Up 21%  
New Record

At December 31



Cash From Operations

**\$1.5B**

Free Cash Flow

**\$1.1B**



Improved Working  
Capital

**\$1.1B**



Capital  
Structure

**1.7x**

Total Debt to Adj  
EBITDA



Ample Liquidity

**\$2.2B**



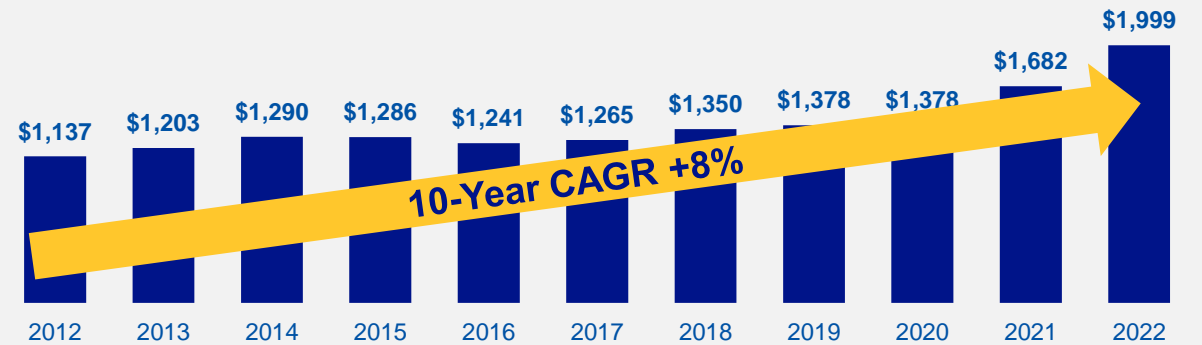
**Total  
Shareholder  
Return  
27%**

# Driving Profitable Growth

## Revenues (\$B)



## Adjusted EBITDA (\$M)



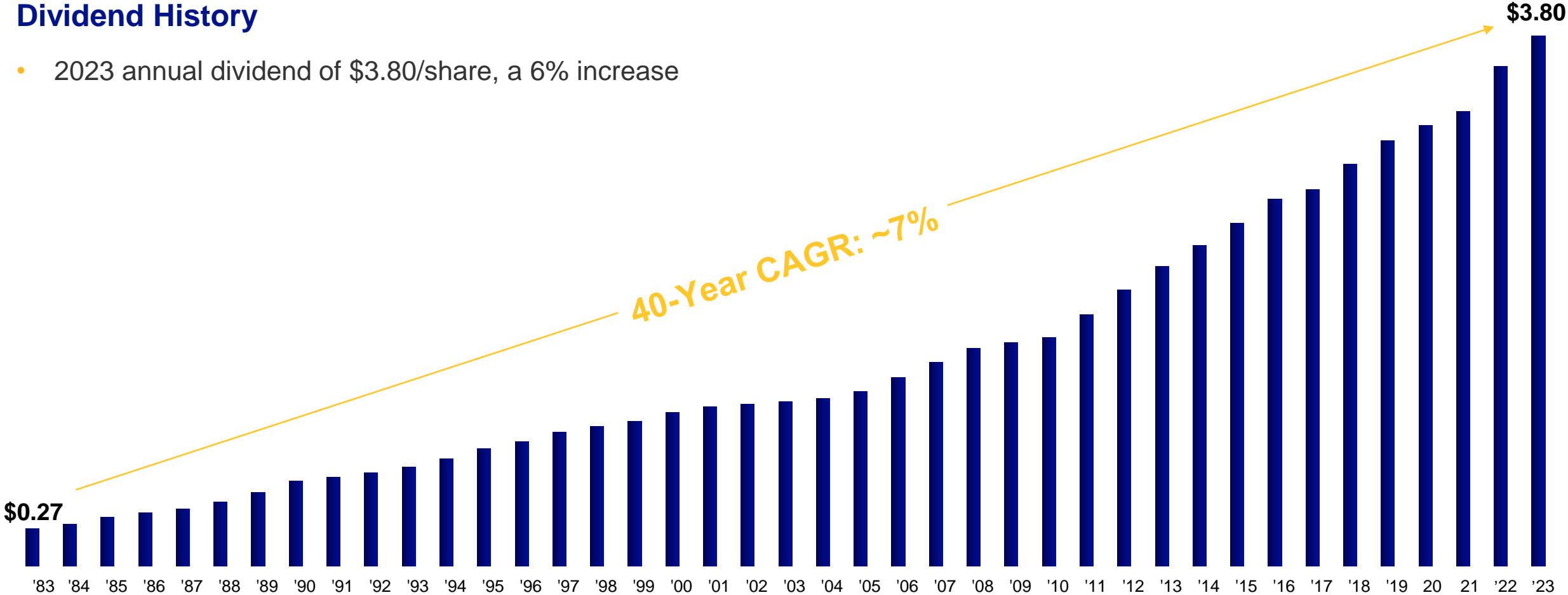
CAGR excludes divestitures for comparability




# 67 Consecutive Years of Dividend Growth

## Dividend History

- 2023 annual dividend of \$3.80/share, a 6% increase



***Strong Track Record of Paying Consistent Dividends***

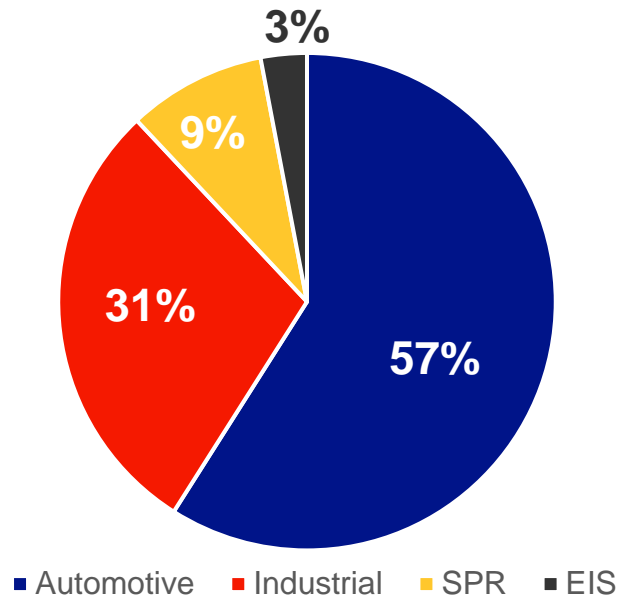


# Transformational Journey & Strategic Focus

*Will Stengel, President & COO*

# Significant Transformation of Portfolio Since 2019

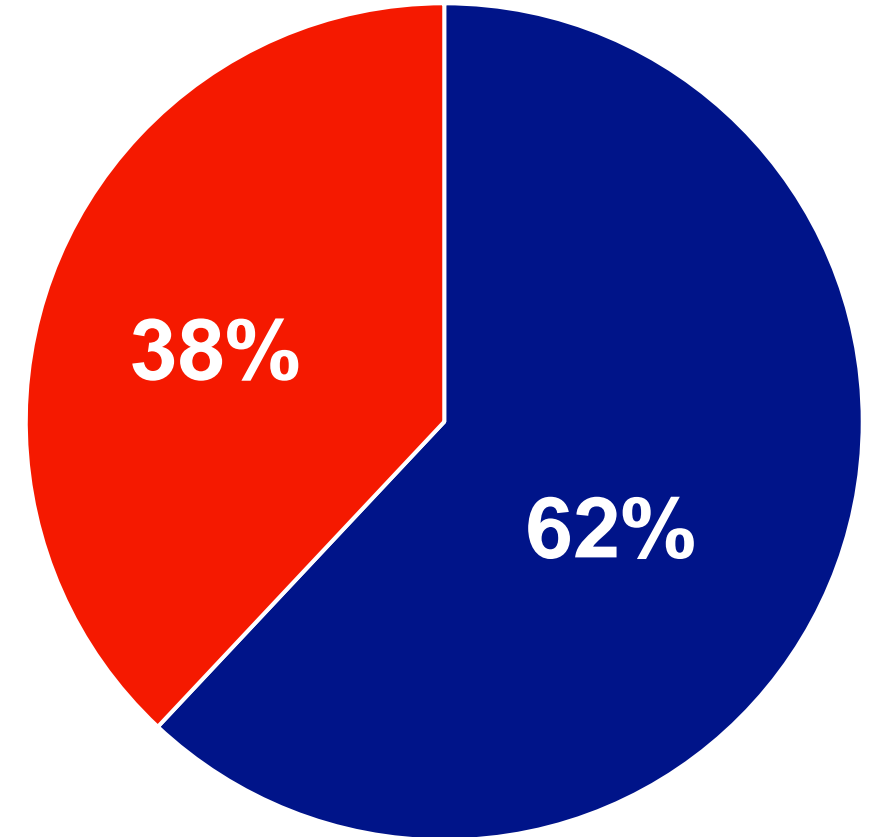
2019



## Progress since 2019

- Established transformation office
- Divested EIS and SPR
- ~\$150M cost reduction
- Recruited new talent
- Established global investment pillars
- Acquisition of KDG
- Continued effective M&A strategy

2022



**Better Positioned for Future Growth  
With a Streamlined Portfolio**

# Building a Sustainable Future



# GPC Operating Principles

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## **How We Play**

One GPC Team working together to create customer success and stakeholder value

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## **Where We Play**

Earn strategic leadership positions in industries, geographies, customers and suppliers with opportunities to profitably grow

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## **How We Win**

Invest and differentiate in Talent & Culture, Sales Effectiveness, Technology, Supply Chain, Emerging Technology and Mergers & Acquisitions

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## **How We Measure Success**

Deliver profitable growth in excess of market, operating leverage, free cash flow and ROIC through the cycle



# How We Win

## Foundational Priorities for Strategic Investments



### Talent & Culture

Develop high potential talent and infuse capabilities into the organization to build diverse, high-performing teams



### Sales Effectiveness

Utilize data and analytics to understand our customer segments and drive solution-based sales and commercial strategies



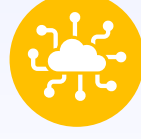
### Technology

Enhance data and digital capabilities to deliver a best-in-class customer experience, profitable growth and operational productivity



### Supply Chain

Modernize operations to increase productivity and efficiency across inventory, facilities and logistics capabilities



### Emerging Technology

Lead in emerging technologies and leverage our unique positioning, global scale and One GPC team approach



### Mergers & Acquisitions

Acquire strategic assets and create value via scale, footprint, customer relationships, products and services and technology

# GPC as Investment of Choice

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Talented team  
with deep  
expertise to drive  
value



Size and scale  
across diverse  
industries and  
geographies to  
serve our  
customers



Leading positions  
in large and  
fragmented  
automotive and  
industrial markets



Clear strategic  
plan underpinned  
by M&A for  
robust growth



Continued  
delivery of strong  
financial results  
through cycles



# Proxy Proposals & Vote Count

*Jennifer Ellis, VP Compliance &  
Corporate Secretary*



## Confirmation of Quorum

Proposal 1: Election of Directors

Proposal 2: Executive Compensation

Proposal 3: Frequency of Shareholder  
Vote on Executive  
Compensation

Proposal 4: Ernst & Young Ratification

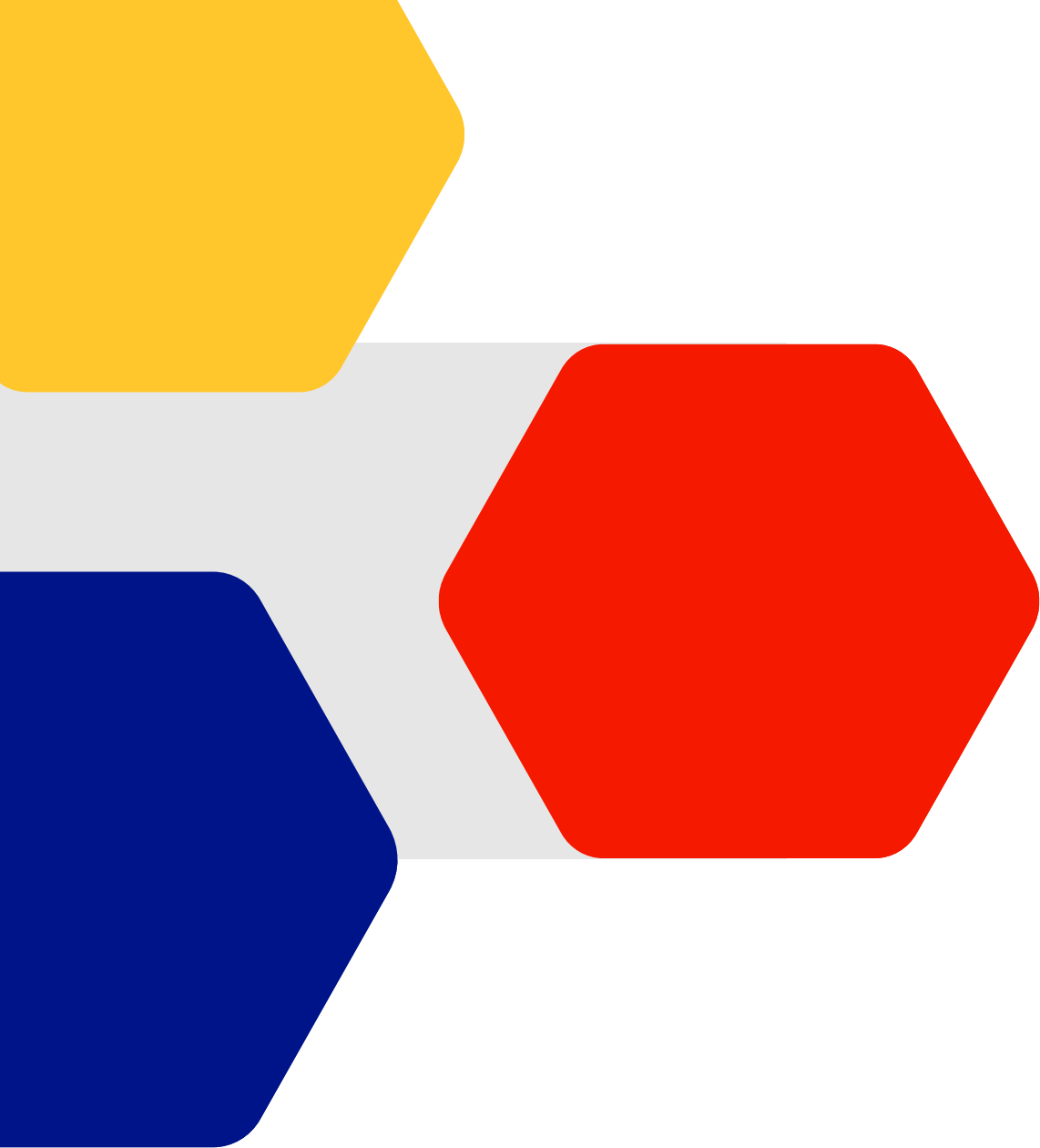


## **Proposal 1: Election of Directors**

Proposal 2: Executive Compensation

Proposal 3: Frequency of Shareholder  
Vote on Executive  
Compensation

Proposal 4: Ernst & Young Ratification



Proposal 1: Election of Directors

**Proposal 2: Executive Compensation**

Proposal 3: Frequency of Shareholder  
Vote on Executive  
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Proposal 4: Ernst & Young Ratification



Proposal 1: Election of Directors

Proposal 2: Executive Compensation

**Proposal 3: Frequency of Shareholder  
Vote on Executive  
Compensation**

Proposal 4: Ernst & Young Ratification



Proposal 1: Election of Directors

Proposal 2: Executive Compensation

Proposal 3: Frequency of Shareholder Vote  
on Executive Compensation

**Proposal 4: Ernst & Young Ratification**





## Preliminary Vote Count

Proposal 1: Election of Directors

Proposal 2: Executive Compensation

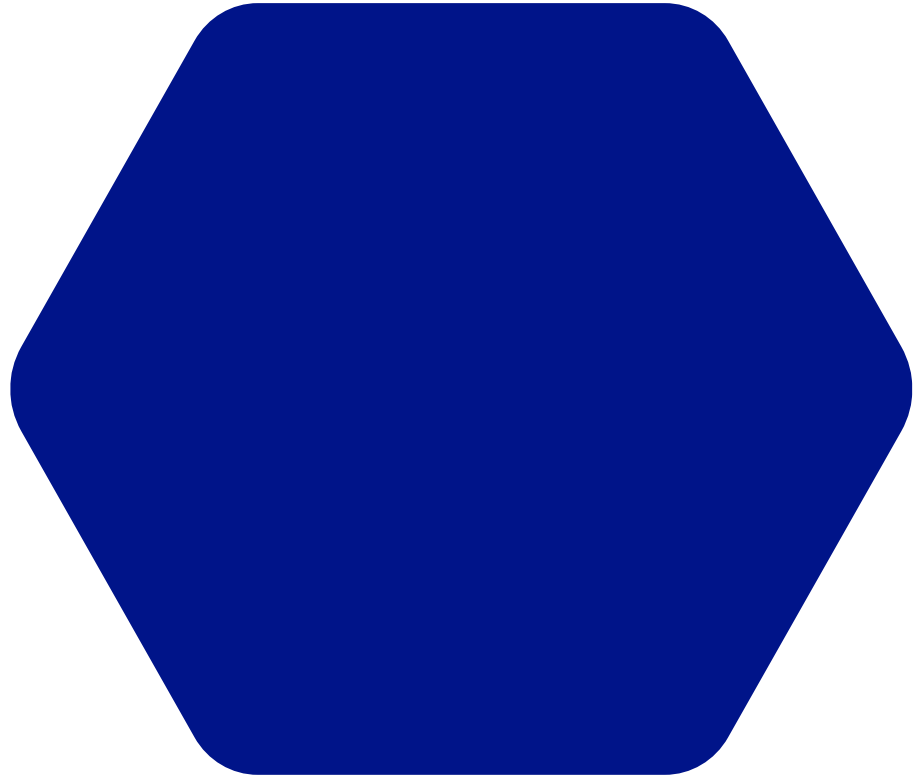
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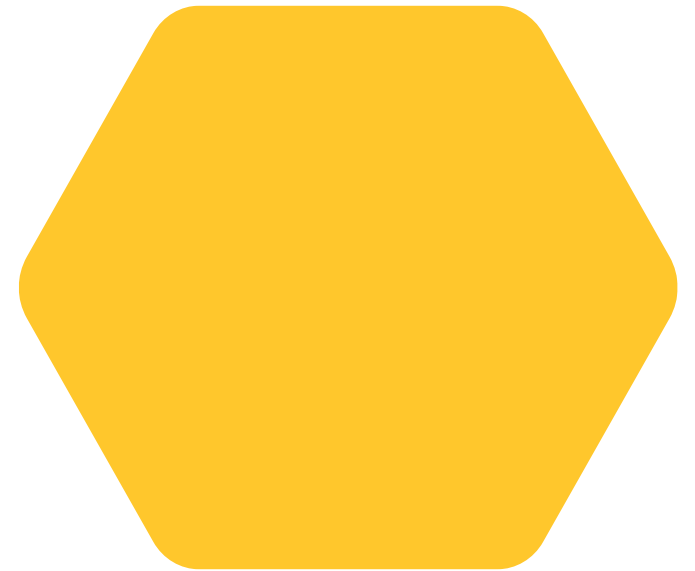


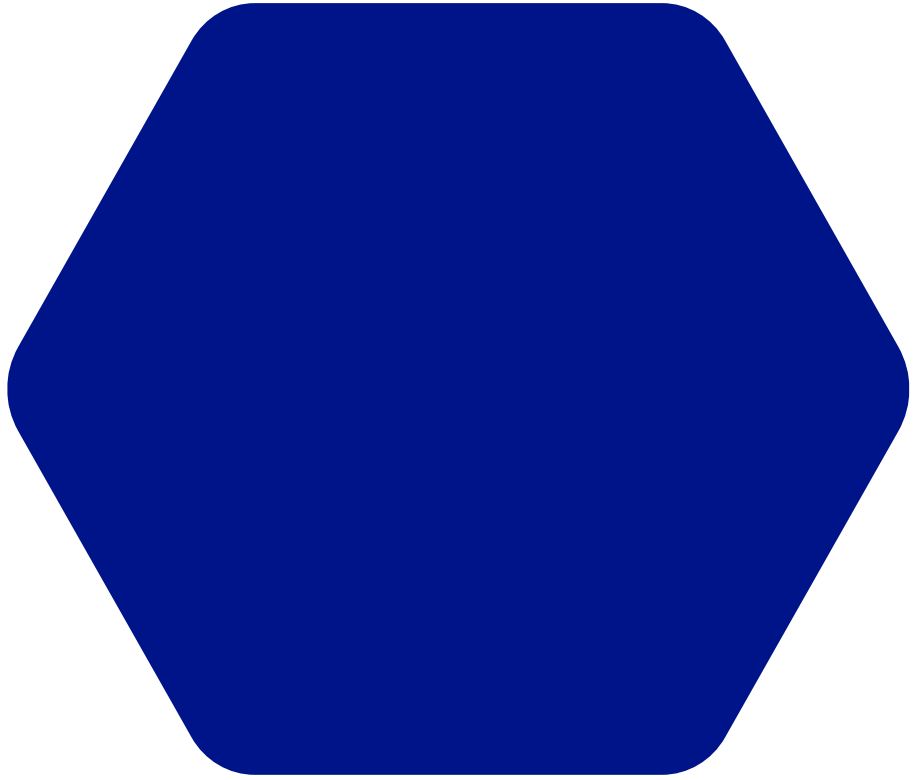
# Adjournment/Close

*Paul Donahue, Chairman & CEO*



**Q&A**





**Thank  
you!**

