



WE KEEP
THE WORLD
MOVING

2024 Annual Shareholder Meeting

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& Strategic Focus**

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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 any forward-looking statements publicly 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 Adjusted Gross Profit, Total Segment Profit, Adjusted EBITDA and Free Cash Flow. We refer you to the reconciliations available on the [Investor page of our website](#) 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**

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

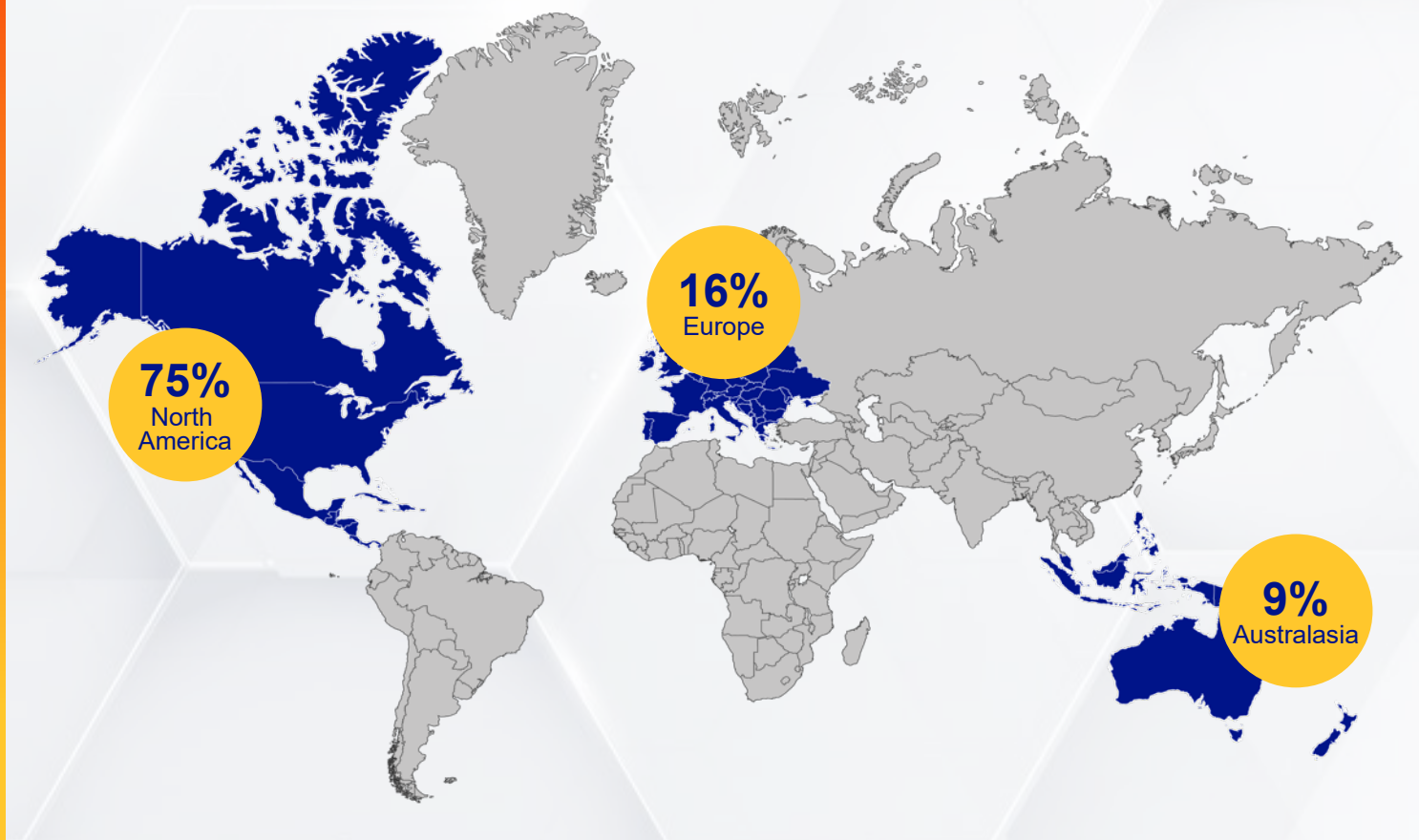
GPC 2023 Snapshot

Founded	1928
Headquarters	Atlanta, GA
Countries Served	17
Locations	~10,730
• Distribution Centers	~200
• Warehouses	~725
• Retail (Owned/Independent)	~9,805
Employees	~60,000
Revenue	\$23.1B
Market Capitalization	~\$19.3B

Leading global distributor
in diversified end markets

Global Footprint Revenue by Region

96
YEARS



Supportive Board of Directors With Diverse Expertise and Experience

Board Composition¹

86% Independent Directors
29% Women
29% Diverse²
9 Years Average Tenure

Expertise and Experience¹

CEO / Leadership Position

86%

Government / Regulatory

50%

Finance and Accounting

43%

Distribution / Supply Chain

43%

Automotive

36%

International

29%

Legal

29%



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

¹ Assuming Mr. Charles Stevens is approved

² Race, ethnicity and/or nationality

FY 2023 Highlights



Sales

\$23.1B

Increase of 4.5%

Gross Margin

35.9%

Improved 80 bps

EBITDA

\$2.2B

Increase of 8%

Segment Profit

\$2.3B

Increase of 10%

Segment Margin

9.9%

Improved 50 bps

EPS

\$9.33

Increase of 12%

At December 31



Cash From Operations

\$1.4B

Free Cash Flow

\$923M



Improved Working Capital

\$1.8B



Capital Structure

1.8x

Total Debt to Adj EBITDA



Ample Liquidity

\$2.6B



Financial Strength and Flexibility to Drive Growth

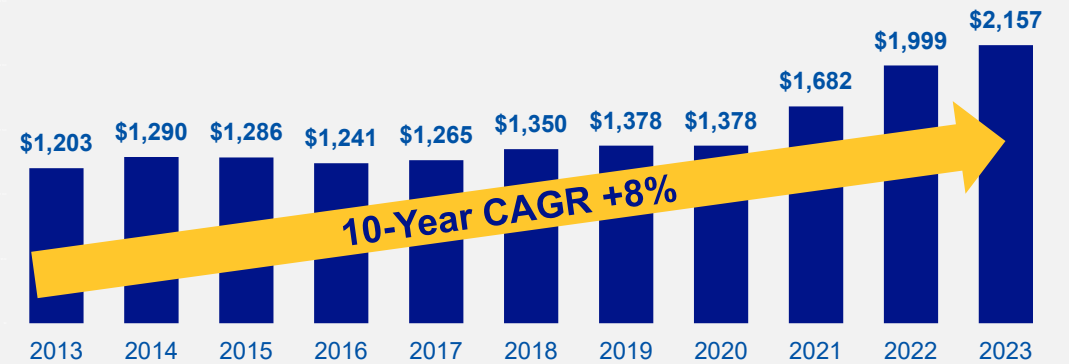


Our History of Driving Profitable Growth

Revenues (\$B)



Adjusted EBITDA (\$M)



CAGR excludes divestitures for comparability



68 Consecutive Years of Dividend Growth



Transformational Journey & Strategic Focus

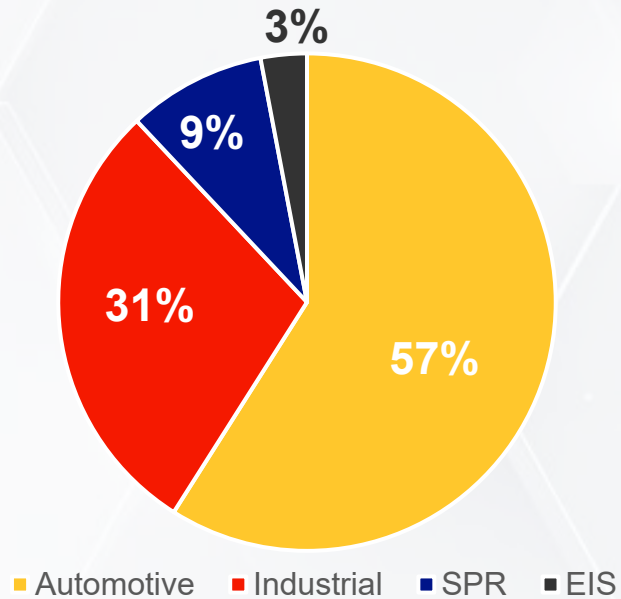
Will Stengel

*President &
Chief Operating Officer*



Significant Transformation of Portfolio Since 2019

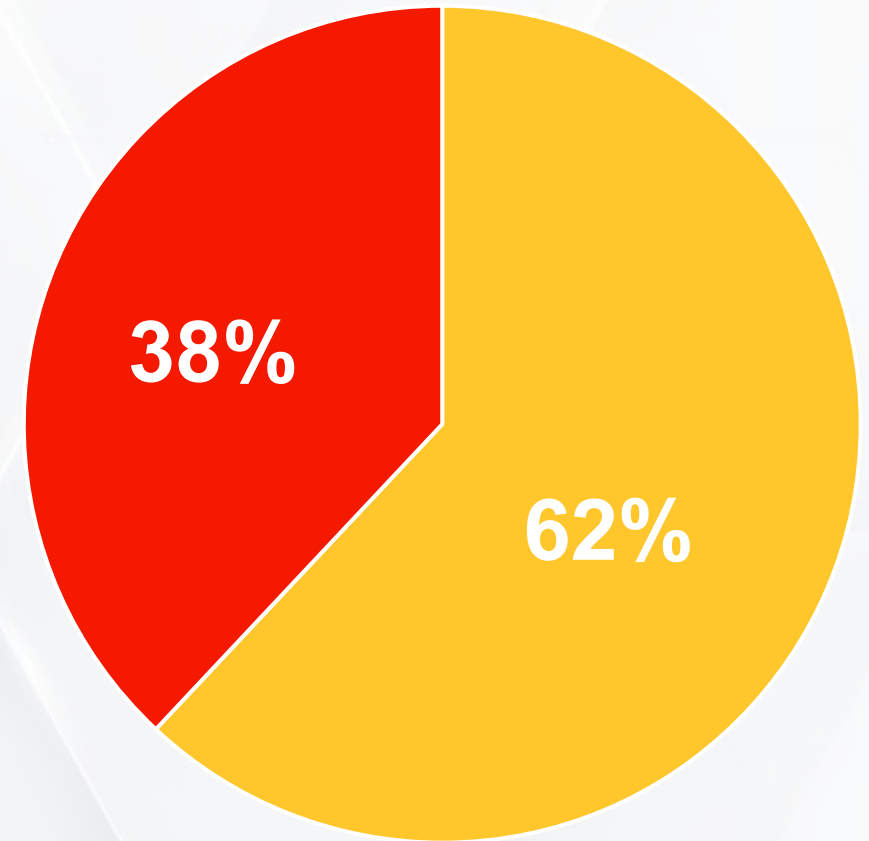
2019



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

How We Play

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

Where We Play

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

How We Win

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

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



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

Chris Galla

*SVP, General Counsel &
Corporate Secretary*



Confirmation of Quorum

Proposal 1: Election of Directors

Proposal 2: Executive Compensation

**Proposal 3: Amendment to 2015
Incentive Plan**

Proposal 4: Ernst & Young Ratification

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Preliminary Vote Count

Proposal 1: Election of Directors

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Adjournment

Paul Donahue

Chairman & CEO







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