Second Quarter 2025 Earnings Presentation

July 22, 2025

Safe Harbor Statement

FORWARD-LOOKING STATEMENTS: Some statements in this presentation, as well as in other materials we file with the Securities and Exchange Commission (SEC), release to the public, or make available on our website, constitute forward-looking statements that are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements in the future tense and all statements accompanied by words such as “expect,” “likely,” “outlook,” “forecast,” “preliminary,” “would,” “could,” “should,” “position,” “will,” “project,” “intend,” “plan,” “on track,” “anticipate,” “to come,” “may,” “possible,” “assume,” or similar expressions are intended to identify such forward-looking statements. These forward-looking statements include our view of business and economic trends for the coming year, our expectations regarding our ability to capitalize on these business and economic trends and to execute our strategic priorities, and the revised full-year 2025 financial guidance provided herein. Senior officers may also make verbal statements to analysts, investors, the media and others that are forward-looking. We caution you that all forward-looking statements involve risks and uncertainties, and while we believe that our expectations for the future are reasonable in view of currently available information, you are cautioned not to place undue reliance on our forward-looking statements. Actual results or events may differ materially from those indicated as a result of various important factors. Such factors may include, among other things, changes in general economic conditions, including unemployment, inflation (including the direct and indirect impact of tariffs and other similar measures, as well as the potential impact of retaliatory tariffs and other actions) or deflation, financial institution disruptions and geopolitical conflicts such as the conflict between Russia and Ukraine, the conflict in the Gaza strip and other continuing unrest in the Middle East; volatility in oil prices; significant costs, such as elevated fuel and freight expenses; public health emergencies, including the effects on the financial health of our business partners and customers, on supply chains and our suppliers, on vehicle miles driven as well as other metrics that affect our business, and on access to capital and liquidity provided by the financial and capital markets; our ability to maintain compliance with our debt covenants; our ability to successfully integrate acquired businesses into our operations and to realize the anticipated synergies and benefits; our ability to successfully implement our business initiatives in our two business segments; slowing demand for our products; the ability to maintain favorable supplier arrangements and relationships; changes in national and international legislation or government regulations or policies, including changes to import tariffs, environmental and social policy, infrastructure programs and privacy legislation, and their direct and indirect impact to us, our suppliers and customers; changes in tax policies, including those included in the One Big Beautiful Bill Act; volatile exchange rates; our ability to successfully attract and retain employees in the current labor market; uncertain credit markets and other macroeconomic conditions; competitive product, service and pricing pressures; failure or weakness in our disclosure controls and procedures and internal controls over financial reporting; the uncertainties and costs of litigation; disruptions caused by a failure or breach of our information systems, as well as other risks and uncertainties discussed in our Annual Report on Form 10-K, our Quarterly Report on Form 10-Q for the quarter ended March 31, 2025 and from time to time in our subsequent filings with the SEC. Forward-looking statements speak only as of the date they are made, and we undertake no duty to update any forward-looking statements except as required by law. You are advised, however, to review any further disclosures we make on related subjects in our subsequent Forms 10-K, 10-Q, 8-K and other reports filed with the SEC.

NON-GAAP MEASURES: This presentation contains certain financial information not derived in accordance with United States (“U.S.”) generally accepted accounting principles ("GAAP"). These items include adjusted net income, adjusted operating and non-operating expenses, adjusted EBITDA, adjusted diluted earnings per share and free cash flow. We believe that the presentation of these non-GAAP measures when considered together with the corresponding GAAP financial measures and the reconciliations to those measures, provide meaningful supplemental information to both management and investors that is indicative of our core operations. We considered these metrics useful to investors because they provide greater transparency into management’s view and assessment of our ongoing operating performance by removing items management believes are not representative of our operations and may distort our longer-term operating trends. For example, certain of the non-GAAP metrics contained herein exclude costs relating to our global restructuring initiative and ongoing integration of acquired independent automotive stores, which are one-time events that do not recur in the ordinary course of our business. We believe these measures are useful and enhance the comparability of our results from period to period and with our competitors, as well as show ongoing results from operations distinct from items that are infrequent or not associated with our core operations. We do not, nor do we suggest investors should, consider such non-GAAP financial measures as superior to, in isolation from, or as a substitute for, GAAP financial information. We have included reconciliations of this additional information to the most comparable GAAP measure in the appendix of this presentation. We do not provide forward-looking guidance for certain financial measures on a GAAP basis because we are unable to predict certain items contained in the GAAP measures without unreasonable efforts. These items may include acquisition-related costs, litigation charges or settlements, impairment charges, and certain other unusual adjustments.

GPC Snapshot (as of 6/30/2025)

Key Statistics

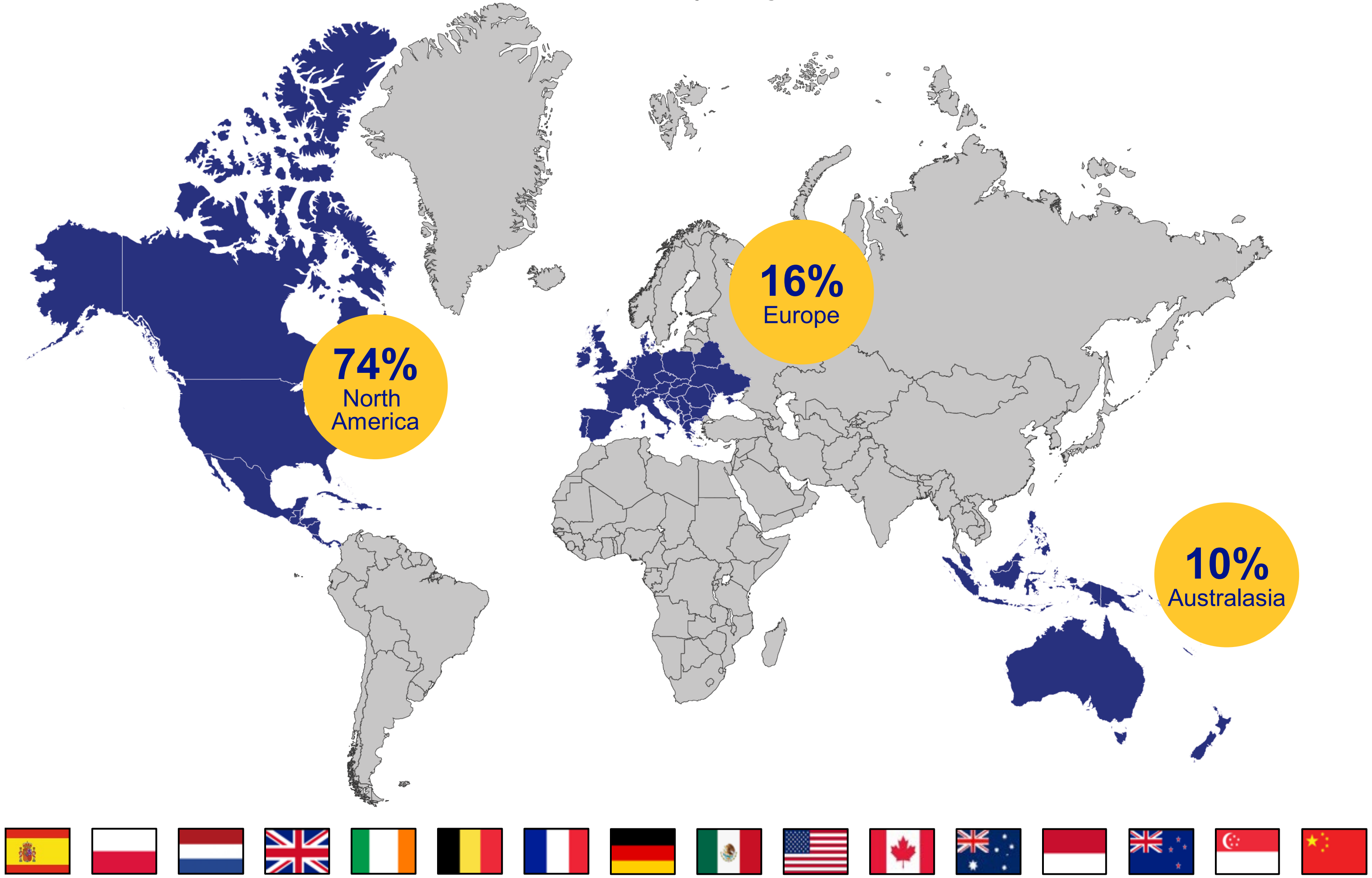
Founded	**1928**
Headquarters	**Atlanta, GA**
Countries Served	**17**
Locations	**~10,760**
• Distribution Centers	~190
• Branches/Service Centers	~720
• Retail (Owned/Independent)	~9,850
Employees	**63,000+**

TTM Financial Highlights

Revenue	**$23.8B**
• Automotive	63%
• Industrial	37%
Adj. EBITDA Margin[1]	**8.1%**
Dividend Yield[2]	**3.4%**

Global Footprint

TTM Revenue by Region



Leading Global Distributor and Solutions Provider in Diversified "Break Fix" End Markets

[1]See Appendix C [2]Calculated based on annual dividend per share divided by share price as of 6/30/25

Key Messages

- ✓ Second quarter performance **in line with our expectations and revised 2025 outlook to consider tariff and end-market trends**
- ✓ Results reflect **execution of our strategic initiatives and cost restructuring actions,** partially offset by ongoing weakness in market conditions and persistent cost inflation
- ✓ Focused on **controlling what we can control while proactively managing** an evolving external environment
- ✓ We want to **thank our GPC teammates across the globe** for their **dedication and commitment to serving our customers**

In-line Q2'25 Performance with Our Expectations and Focused on What We Can Control

Q2'25 Performance: GPC Executive Summary

Global Sales	Gross Margin	Adj EBITDA[1]	Adj EBITDA Margin[1]	Adj Diluted EPS[1]
$6.2B	**37.7%**	**$547M**	**8.9%**	**$2.10**
Increased 3.4%	Improved 110 bps	Decreased 3.8%	Decreased 60 bps	Decreased 13.9%

As of June 30

Cash From Operations

$169M YTD

Working Capital[2]	Capital Structure	Ample Liquidity
$1.3B	**2.5x** Total Debt to TTM Adj EBITDA[1]	**$1.5B**

Financial Strength and Flexibility to Drive Growth

Second Quarter Results In Line with Our Expectations Despite Evolving Environment

All comparisons are YoY unless otherwise stated [1] Non-GAAP financial measures reconciled in Appendix C [2] Working capital is defined as current assets less current liabilities

Q2'25 Performance: Industrial

Global Sales	Global Comps[1]	Segment EBITDA[2]	Segment EBITDA Margin[2]
$2.3B	-0.1%	$288M	12.8%
Increased 0.7%		Increased 1.1%	Improved 10 bps

Market	Total Sales[3]
North America	+0.9%
Australasia	+1.4%

Accomplishments:

- ✓ Profitable growth despite weak PMI readings… first quarter of reported sales growth in last twelve months
- ✓ Continued strength in national account customers with improved value-added solution trends
- ✓ Ecommerce (customer digital integration, Motion.com) strength driven by product/data investments; 40% of sales, +10 Pts. versus FYE'23
- ✓ Operating with discipline to deliver operating leverage and margin expansion in a persistent soft market environment

Profitable Growth Despite Prolonged End-Market Contraction

[1]See Appendix B; [2]See Appendix C; [3]Local Currency; All comparisons are YoY unless otherwise stated

Q2'25 Performance: Automotive

Global Sales	Global Comps[1]	Segment EBITDA[2]	Segment EBITDA Margin[2]
$3.9B	+0.4%	$338M	8.6%
Increased 5.0%		Decreased 6.9%	Decreased 110 bps

Market	Total Sales[3]	Comp Sales[1,3]
U.S.	+4.1%	(0.3%)
Canada	+4.5%	+3.8%
Europe	+0.1%	(1.4%)
Australasia	+13.3%	+5.1%

Accomplishments:

- ✓ Recognizing Randy Breaux's planned retirement and Alain Masse's promotion to North America Automotive Leader
- ✓ Relative strength in U.S. DIFM and company-owned stores… initiatives progressing, including MPEC/Walker integration
- ✓ Europe continues to see solid growth in NAPA-branded products across all geographies
- ✓ Canada and Australasia delivered strong results despite challenging macro environments

Diversified Global Growth in Dynamic, Inflationary Environment

[1]See Appendix B; [2]See Appendix C; [3]Local Currency; All comparisons are YoY unless otherwise stated

Strategic Investment Priorities

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

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

Technology

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

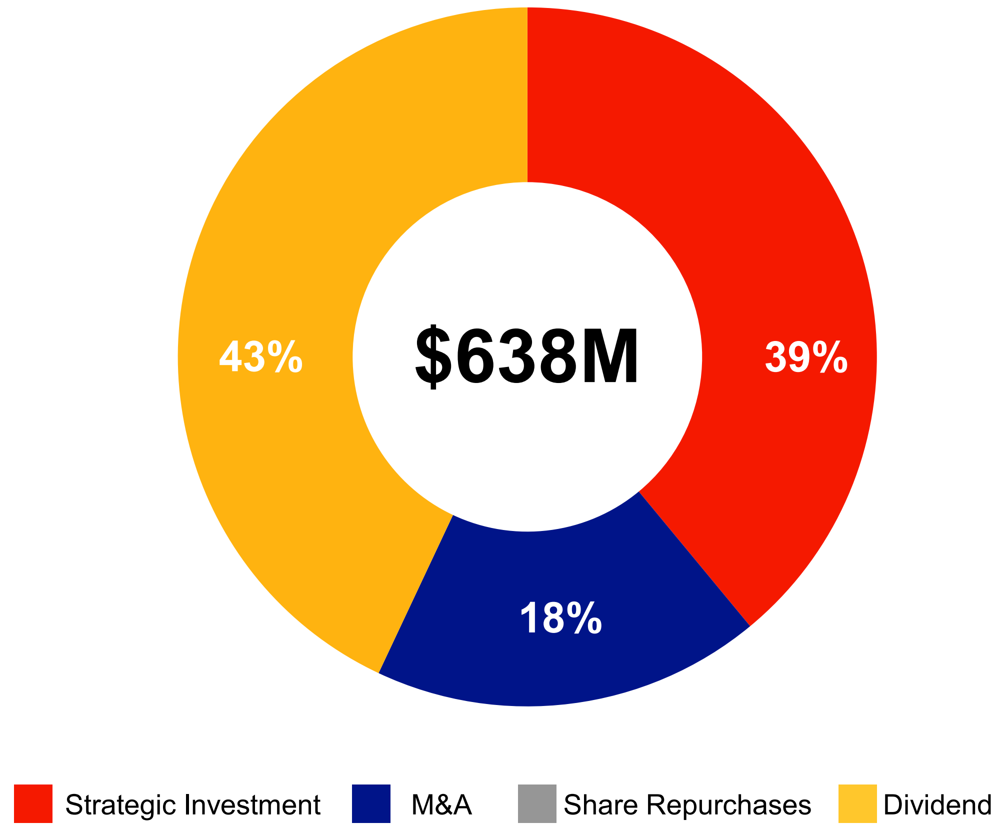
Mergers & Acquisitions

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

Investing in Existing and New Capabilities to Create a Better Customer Experience

GPC Capital Allocation: YTD 2025 and FY Outlook

YTD 2025 Capital Deployment



Key Priorities

Strategic Investments

- ✓ **$249M YTD Capital Expenditures**
- Estimated $400M – $450M FY’2025 Capital Expenditures

M&A

- ✓ **$112M YTD Capital Deployed**
- Estimated $300M – $350M FY’25 M&A Capital Outlay

Share Repurchases

- ✓ ~7.5 million shares remain available for repurchase

Dividend

- ✓ **$277M YTD Cash Dividends Paid**
- ✓ **FY’25 Cash Dividend of $4.12 Per Share, +3% From 2024**
  - **69th consecutive year** of increased dividends paid to our shareholders

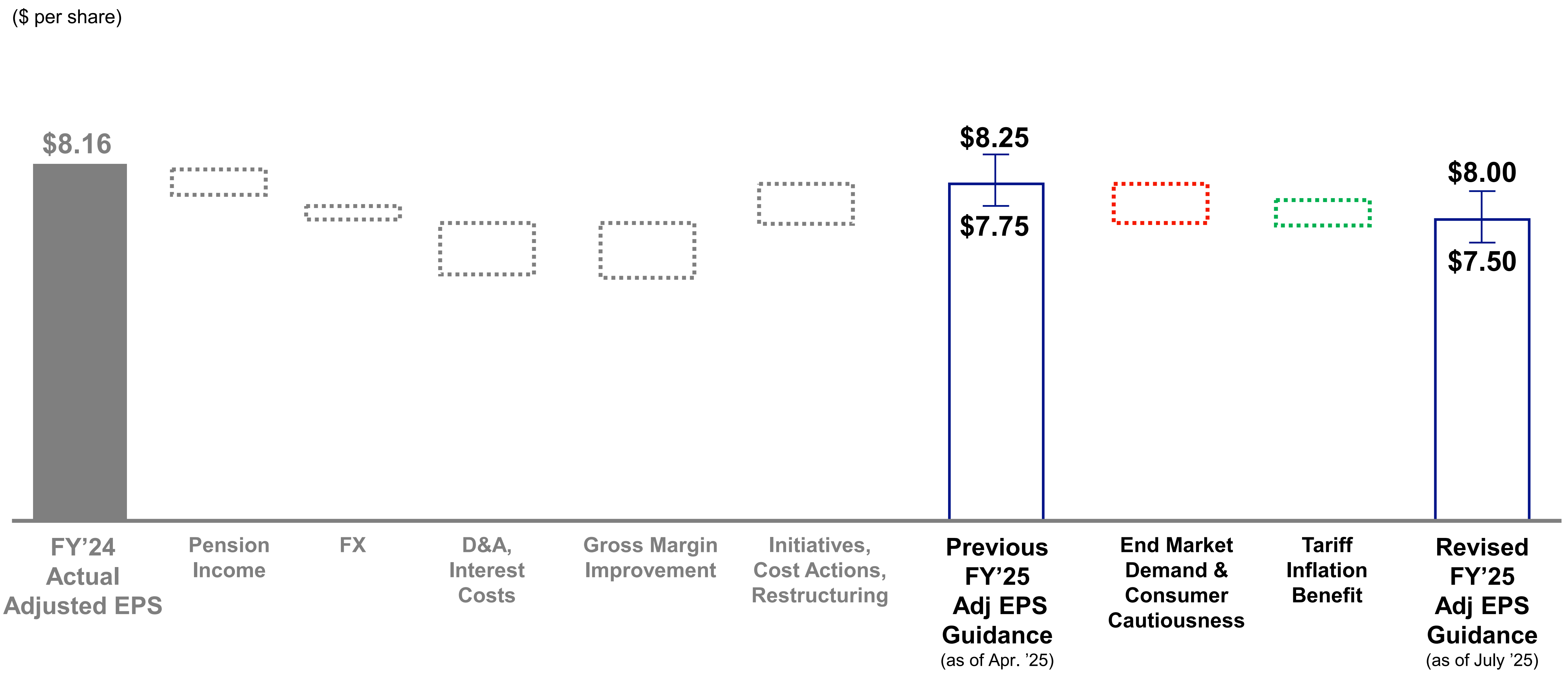
Disciplined and Consistent Approach to Strategic Capital Allocation

GPC 2025 Outlook Revised: Executive Summary[1]

	2025 Outlook Metrics Revised From April 22, 2025	Previous
Total Sales Growth	**1% to 3%**	**2% to 4%**
• Automotive	1.5% to 3.5%	2% to 4%
• Industrial	1% to 3%	2% to 4%
Diluted EPS	$6.55 to $7.05	$6.95 to $7.45
Adj Diluted EPS[2]	**$7.50 to $8.00**	**$7.75 to $8.25**
Adj EPS Growth[2]	(8%) to (2%)	(5%) to 1%
Cash from Operations	**$1.1B to $1.3B**	**$1.2B to $1.4B**
Free Cash Flow[2]	$700M to $900M	$800M to $1.0B
Other		
• Capex	$400M - $450M	$400M - $450M
• Interest expense	$150M	$150M
• Tax rate	~24%	~24%

[1] Our outlook now incorporates the anticipated impact of all U.S. tariffs currently in effect, as well as our updated view on market assumptions for the second half of the year. Our guidance considers several factors, including recent business trends and financial results, current growth plans, strategic initiatives, global economic outlook, current trade environment and geopolitical conflicts and the potential impact these factors may have on results. We have also excluded the impact of the one-time, non-cash charge we expect to incur when our U.S. pension plan settles (expected late 2025 or early 2026), given the timing uncertainty. We will update full-year guidance during 2025, as appropriate. [2]A non-GAAP measure (See Appendix C)

GPC 2025 Outlook: Adjusted EPS Guidance Bridge



FY'25 Revised Outlook: $7.50 – $8.00 Adjusted Earnings Per Share

GPC 2025 Outlook: U.S. Business Days

U.S. Business Days*	Q1	Q2	Q3	Q4	FY
2025	63	64	64	63	254
2024	64	64	64	63	255
Difference	-1	0	0	0	-1

**Our calculation of comparable sales is computed using total business days for the period, not calendar days. We believe a business day approach is a better representation given the fluctuations of weekend operating hours, particularly at our Motion facilities and independently owned NAPA stores in the U.S.*

FY'25 Outlook: One Less U.S. Business Day in 2025 Versus 2024

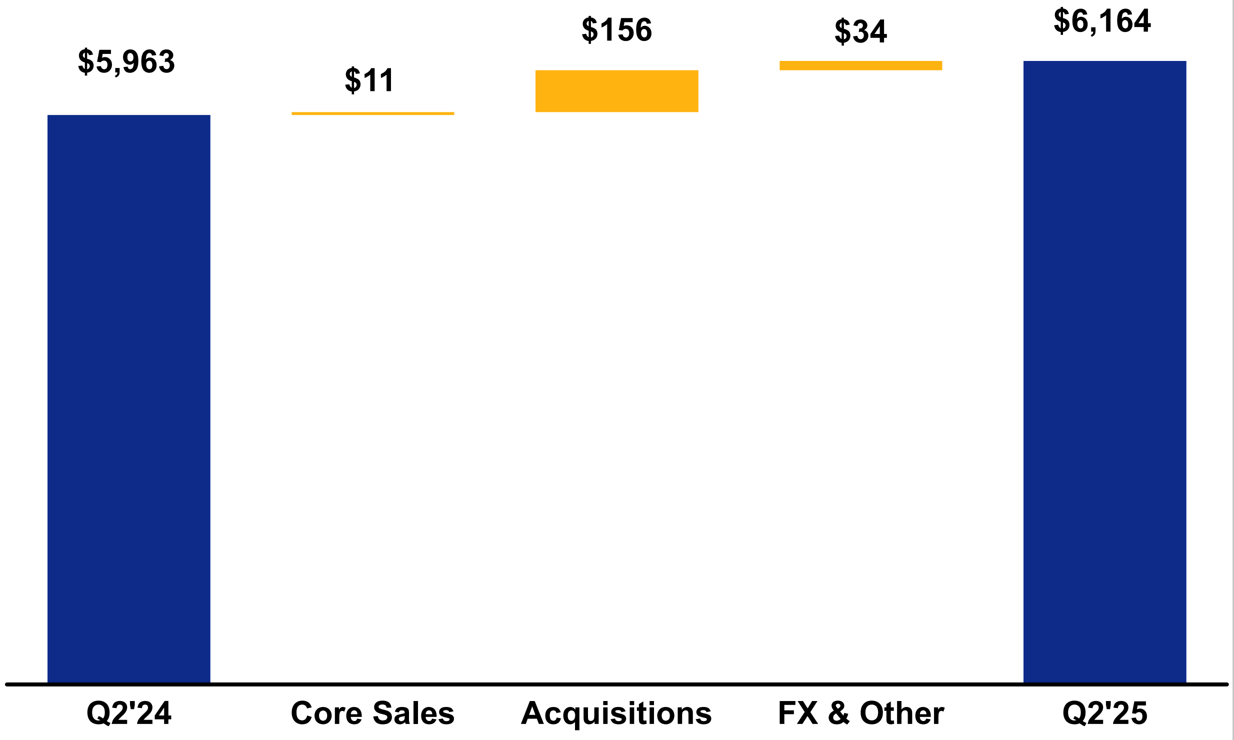
Appendix

Consolidated Net Sales and Diluted EPS Bridge

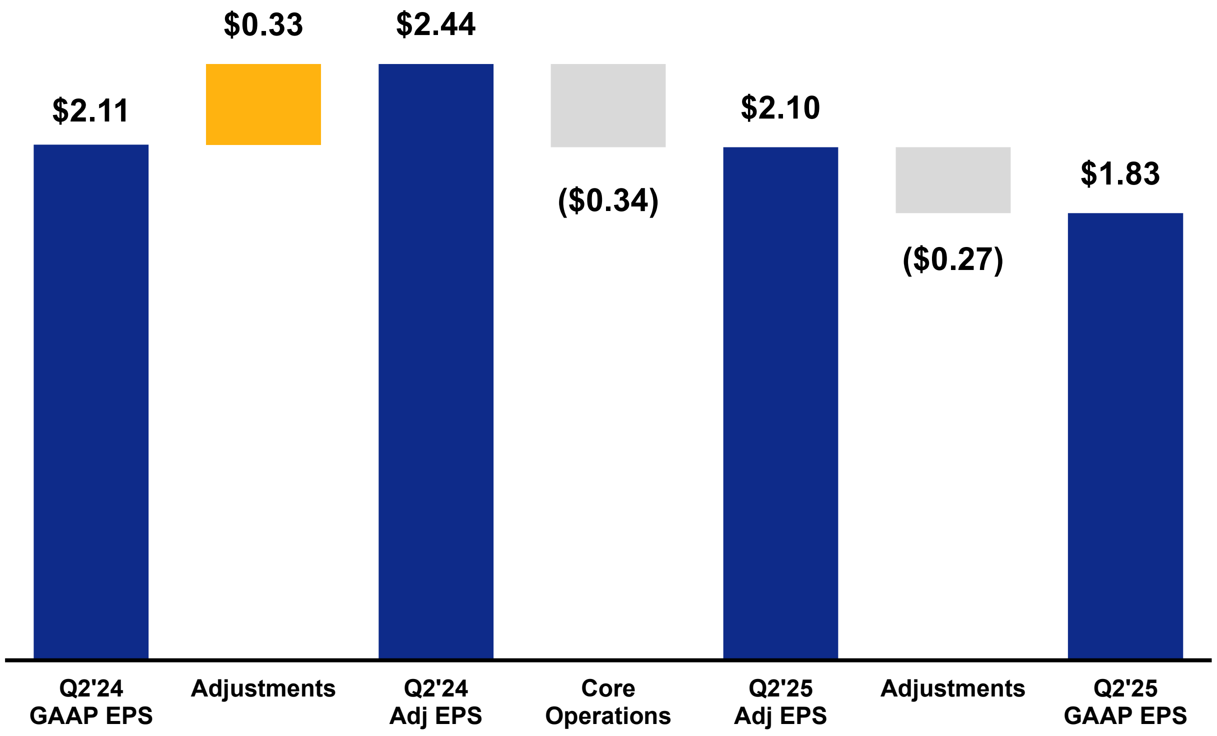
Appendix A

Net Sales

($M)



Adj Diluted Earnings Per Share[1]



[1]A non-GAAP measure (See Appendix C)

Other Information

Comparable Sales: Comparable sales or “comp sales” is a key metric that refers to period-over-period comparisons of our net sales excluding the impact of acquisitions, foreign currency and other. Our calculation of comparable sales is computed using total business days for the period and is inclusive of both company-owned stores and sales to our independent owner’s stores. The company considers this metric useful to investors because it provides greater transparency into management’s view and assessment of the company’s core ongoing operations. This is a metric that is widely used by analysts, investors and competitors in our industry, however our calculation of the metric may not be comparable to similar measures disclosed by other companies, because not all companies and analysts calculate this metric in the same manner.

Daily Sales: Daily sales represents the amounts invoiced to the company's customers each day. Daily sales do not represent GAAP-based sales because, among other things, invoices are not always generated at the same time goods and services are delivered to customers and the amounts do not include adjustments for estimates of returns, rebates or other forms of variable consideration. Management uses this metric to monitor demand trends at each of its subsidiaries throughout each month for the purposes of monitoring performance against forecasts and to make operational decisions. The company considers this metric useful to investors because it provides greater transparency into management’s view and assessment of the company’s core ongoing operations. The calculation of this metric may not be comparable to similar measures disclosed by other companies, because not all companies and analysts calculate this metric in the same manner.

Segment Data

Appendix C

Reconciliation of EBITDA to Net Income

(in thousands)	2025 TTM	2025 Q1	2025 Q2	2024 Q1	2024 Q2	2024 Q3	2024 Q4
Net sales:							
Automotive	$ 15,045,291	$ 3,664,888	$ 3,912,281	$ 3,574,020	$ 3,726,991	$ 3,799,789	$ 3,668,333
Industrial	8,725,574	2,201,181	2,252,144	2,209,611	2,235,576	2,170,409	2,101,840
Segment EBITDA:							
Automotive	1,224,485	285,507	337,992	319,676	362,869	316,142	284,844
Industrial	1,105,090	278,711	288,138	278,987	284,960	267,287	270,954
Corporate EBITDA	(398,354)	(91,125)	(78,632)	(82,140)	(78,480)	(106,686)	(121,911)
Interest expense, net	(134,643)	(37,216)	(40,211)	(17,690)	(21,921)	(27,818)	(29,398)
Depreciation and amortization	(456,619)	(115,435)	(123,018)	(90,610)	(99,202)	(106,036)	(112,130)
Other unallocated costs	(285,179)	(68,805)	(45,712)	(83,042)	(62,025)	(45,296)	(125,366)
Income before income taxes	1,054,780	251,637	338,557	325,181	386,201	297,593	166,993
Income taxes	(245,870)	(57,245)	(83,677)	(76,287)	(90,657)	(71,011)	(33,937)
Net income	$ 808,910	$ 194,392	$ 254,880	$ 248,894	$ 295,544	$ 226,582	$ 133,056
Segment EBITDA margin:							
Automotive	8.1%	7.8%	8.6%	8.9%	9.7%	8.3%	7.8%
Industrial	12.7%	12.7%	12.8%	12.6%	12.7%	12.3%	12.9%
Total adj EBITDA margin	8.1%	8.1%	8.9%	8.9%	9.5%	8.0%	7.5%

Reconciliation of Non-GAAP Financial Measures

Appendix C

Reconciliation of Net Income to Adj EBITDA

	2025	2025		2024			
(in thousands)	TTM	Q1	Q2	Q1	Q2	Q3	Q4
GAAP net income	$ 808,910	$ 194,392	$ 254,880	$ 248,894	$ 295,544	$ 226,582	$ 133,056
Depreciation and amortization	456,619	115,435	123,018	90,610	99,202	106,036	112,130
Interest expense, net	134,643	37,216	40,211	17,690	21,921	27,818	29,398
Income taxes	245,870	57,245	83,677	76,287	90,657	71,011	33,937
EBITDA:	1,646,042	404,288	501,786	433,481	507,324	431,447	308,521
Restructuring and other costs (1)	201,200	54,770	45,712	83,042	37,247	41,023	59,695
Acquisition and integration related costs and other (2)	22,383	14,035	—	—	24,778	4,273	4,075
Inventory rebranding strategic initiative (3)	61,596	—	—	—	—	—	61,596
Adjusted EBITDA	$ 1,931,221	$ 473,093	$ 547,498	$ 516,523	$ 569,349	$ 476,743	$ 433,887

Refer to Explanation of Adjustments for further information

Reconciliation of Non-GAAP Financial Measures (Cont.) Appendix C

Reconciliation of Net Income to Adj Net Income and Diluted Earnings Per Share to Adj Diluted Earnings Per Share

	2025	2025		2024			
(in thousands)	TTM	Q1	Q2	Q1	Q2	Q3	Q4
GAAP net income	$ 808,910	$ 194,392	$ 254,880	$ 248,894	$ 295,544	$ 226,582	$ 133,056
Adjustments:							
Restructuring and other costs (1)	201,200	54,770	45,712	83,042	37,247	41,023	59,695
Acquisition and integration related costs and other (2)	22,383	14,035	—	—	24,778	4,273	4,075
Inventory rebranding strategic initiative (3)	61,596	—	—	—	—	—	61,596
Total adjustments	285,179	68,805	45,712	83,042	62,025	45,296	125,366
Tax impact of adjustments	(71,847)	(20,124)	(8,805)	(21,038)	(16,008)	(8,865)	(34,053)
Adjusted net income	$ 1,022,242	$ 243,073	$ 291,787	$ 310,898	$ 341,561	$ 263,013	$ 224,369

	2025	2025		2024			
(in thousands, except per share data)	TTM	Q1	Q2	Q1	Q2	Q3	Q4
GAAP earnings per share	$ 5.81	$ 1.40	$ 1.83	$ 1.78	$ 2.11	$ 1.62	$ 0.96
Adjustments:							
Restructuring and other costs (1)	1.44	0.39	0.33	0.59	0.27	0.29	0.43
Acquisition and integration related costs and other (2)	0.16	0.10	—	—	0.17	0.03	0.03
Inventory rebranding strategic initiative (3)	0.44	—	—	—	—	—	0.44
Total adjustments	2.04	0.49	0.33	0.59	0.44	0.32	0.90
Tax impact of adjustments	(0.52)	(0.14)	(0.06)	(0.15)	(0.11)	(0.06)	(0.25)
Adjusted diluted earnings per share	$ 7.33	$ 1.75	$ 2.10	$ 2.22	$ 2.44	$ 1.88	$ 1.61
Weighted average common shares outstanding — assuming dilution	139,244	139,200	139,244	140,096	139,829	139,599	139,272

Refer to Explanation of Adjustments for further information; Figures may not foot due to rounding

Reconciliation of Non-GAAP Financial Measures (Cont.) Appendix C

Reconciliation of Operating and Non-Operating Expenses to Adj Operating and Non-Operating Expenses

	Three Months Ended June 30,		QTD Change	
(in thousands)	2025	2024	$ Change	% Change
GAAP operating and non-operating expenses	$ 1,985,831	$ 1,794,102	$ 191,729	10.7%
Adjustments:				
Restructuring and other costs (1)	(45,712)	(29,760)	(15,952)	53.6%
Acquisition and integration related costs and other (2)	—	(24,778)	24,778	(100.0)%
Total adjustments	(45,712)	(54,538)	8,826	(16.2)%
Adjusted operating and non-operating expenses	$ 1,940,119	$ 1,739,564	$ 200,555	11.5%
Adjusted operating and non-operating expenses as a percent of GAAP net sales	31.5%	29.2%		230 bps

	Six Months Ended June 30,		YTD Change	
(in thousands)	2025	2024	$ Change	% Change
GAAP operating and non-operating expenses	$ 3,907,878	$ 3,543,576	$ 364,302	10.3%
Adjustments:				
Restructuring and other costs (1)	(100,482)	(112,802)	12,320	(10.9)%
Acquisition and integration related costs and other (2)	(14,035)	(24,778)	10,743	(43.4)%
Total adjustments	(114,517)	(137,580)	23,063	(16.8)%
Adjusted operating and non-operating expenses	$ 3,793,361	$ 3,405,996	$ 387,365	11.4%
Adjusted operating and non-operating expenses as a percent of GAAP net sales	31.5%	29.0%		250 bps

Refer to Explanation of Adjustments for further information

Reconciliation of Non-GAAP Financial Measures (Cont.)

Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow

(in thousands)	Six Months Ended June 30, 2025
Net cash provided by operating activities	$ 169,115
Purchases of property, plant and equipment	(248,822)
Free cash flow	$ (79,707)

Outlook

	For the Year Ending December, 31 2025	
	Current Outlook	Previous Outlook
Net cash provided by operating activities	$1.1 billion to $1.3 billion	$1.2 billion to $1.4 billion
Purchases of property, plant and equipment	$400 million to $450 million	$400 million to $450 million
Free Cash Flow	$700 million to $900 million	$800 million to $1.0 billion

Explanation of Adjustments

Appendix C

(1) **Restructuring and other costs:** Amount reflects costs related to our global restructuring initiative which includes a voluntary retirement offer in the U.S. in 2024 and rationalization and optimization of certain distribution centers, stores and other facilities.

(2) **Acquisition and integration related costs and other:** Amount primarily reflects lease and other exit costs related to the ongoing integration of acquired independent automotive stores.

(3) **Inventory rebranding strategic initiative:** Adjustment reflects a charge to write down certain existing inventory associated with a new global rebranding and relaunch of a key tool and equipment offering. The existing inventory that will be liquidated is comprised of otherwise saleable inventory, and the liquidation does not arise from our normal, recurring operational activities.