

DORMAN PRODUCTS, INC.

Q3 2026 EARNINGS PRESENTATION

OCTOBER 27, 2026



Forward-Looking Statements & Non-GAAP Financial Measures

FORWARD-LOOKING STATEMENTS

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, may be forward-looking statements. Words such as “may,” “will,” “should,” “likely,” “probably,” “anticipates,” “expects,” “intends,” “plans,” “projects,” “believes,” “views,” “estimates” and similar expressions are used to identify these forward-looking statements. Readers are cautioned not to place undue reliance on those forward-looking statements, which speak only as of the date such statements were made. Such forward-looking statements are based on current expectations that involve known and unknown risks, uncertainties and other factors (many of which are outside of our control). Such risks, uncertainties and other factors relate to, among other things: competition in and

the evolution of the motor vehicle aftermarket industry; changes in our relationships with, or the loss of, any customers or suppliers; our ability to develop, market and sell new and existing products; our ability to anticipate and meet customer demand; our ability to purchase necessary materials from our suppliers and the impacts of any related logistics constraints; widespread public health pandemics; political and regulatory matters, such as changes in trade policy, the imposition of tariffs and climate regulation; our ability to protect our information security systems and defend against cyberattacks; our ability to protect our intellectual property and defend against any claims of infringement; and financial and economic factors, such as our level of indebtedness, fluctuations in interest rates and inflation. More information on these risks and other potential factors that

could affect the Company’s business, reputation, results of operations, financial condition, financial outlook, including guidance, and stock price is included in the Company’s filings with the Securities and Exchange Commission (“SEC”), including in the “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections of the Company’s most recently filed periodic reports on Form 10-K and Form 10-Q and subsequent filings. The Company is under no obligation to, and expressly disclaims any such obligation to, update any of the information in this document, including but not limited to any situation where any forward-looking statement later turns out to be inaccurate whether as a result of new information, future events or otherwise, except as may be required by applicable law.

GAAP and NON-GAAP FINANCIAL MEASURES

This presentation includes non-GAAP financial measures as defined under the rules of the Securities and Exchange Commission, including Adjusted Gross Margin, Adjusted EBITDA, Adjusted EBITDA margin, Adjusted SG&A Margin, Adjusted Operating Income Margin, Adjusted Diluted Earnings Per Share “EPS”, and Free Cash Flow. These non-GAAP financial measures should not be used as a substitute for GAAP measures, or considered in isolation, for the purpose of analyzing our cash flows or results of operations. Additionally, these non-GAAP measures may not be comparable to similarly titled measures reported by other companies. Reconciliations of these non-GAAP measures to the most directly comparable GAAP financial measures are included in this presentation. Year-to-date figures refer to totals for the nine-month period ending September 26, 2026.

Q3 2026 Highlights

- ✓ Net Sales of **\$562 million**
up 3.3% over Q3 2025
- ✓ Adjusted Operating Margin of **15.8%**
down 470bps from Q3 2025
- ✓ Adjusted EBITDA Margin of **18.5%**
down 460bps from Q3 2025
- ✓ Adjusted Diluted EPS of **\$2.08**
down 21% from Q3 2025
- ✓ Operating Cash Flow of **\$65 million**
repurchased \$15 million of common stock



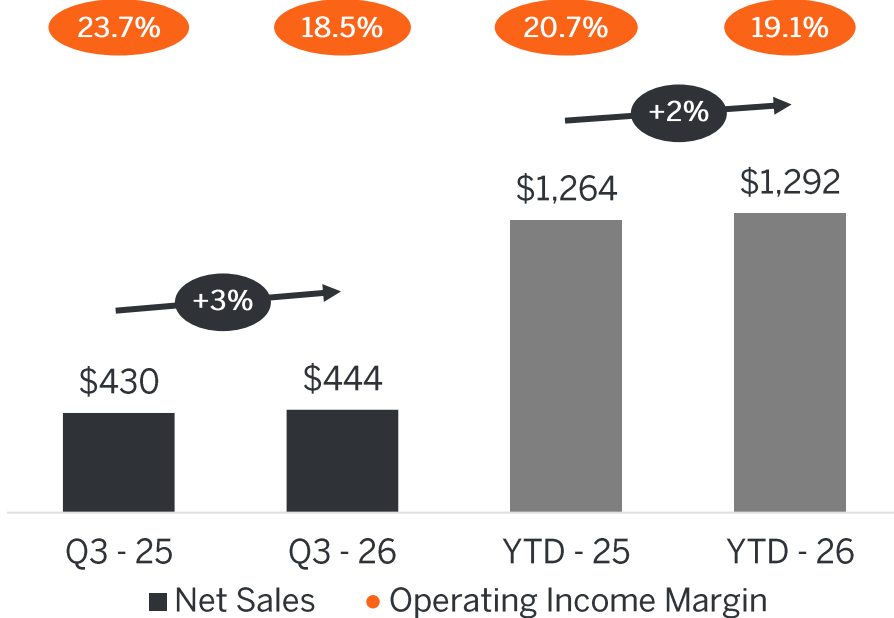
Updated 2026 Guidance*:

- Net Sales growth of approximately 2% to 3%
- Adjusted Diluted EPS range of \$8.50 to \$8.70



Light Duty Segment Quarterly Highlights

Net Sales & Operating Margin



- Solid Net Sales growth driven by higher volume from new product and category wins, partially offset by lower pricing
- POS aligned with net sales growth in the quarter
- Operating Income Margins impacted by timing of tariff-related pricing, without the higher tariff-related costs in Q3'25

Market Observations

- Vehicle miles traveled continued to increase year-over-year, despite higher fuel prices throughout the quarter
- DIY consumers impacted by inflation; DIFM-focused business more stable
- Light duty trucks and SUV's making up greater portion of prime VIO, driving long-term growth in average vehicle age and higher average selling price opportunity

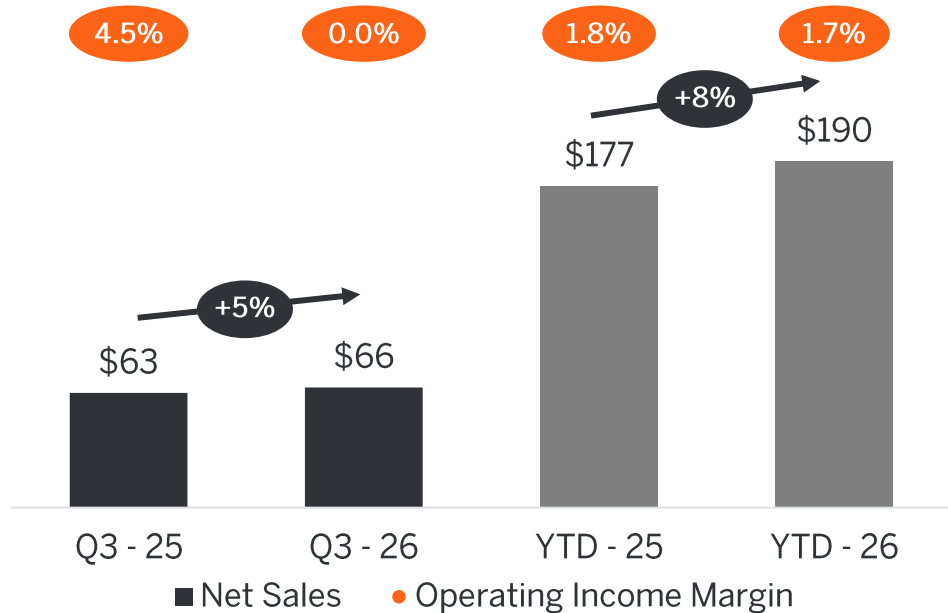
Product Highlight: 4WD Locking Hub Actuator



- ✓ OE FIX® solution
- ✓ Broad application coverage
- ✓ Upgraded diaphragm material

Heavy Duty Segment Quarterly Highlights

Net Sales & Operating Margin



- Net Sales growth driven by higher volume and pricing in certain categories and channels
- Operating Income Margin performance impacted by timing of higher tariff and shipping costs in the quarter
- Improved commercialization structure expected to drive increased activity across channels

Market Observations

- Freight pressures continued in Q3'26, with higher fuel costs creating additional challenges in the trucking market
- Capacity continued to compress as diesel prices weighed on independent fleet operators – early signs of stabilization in freight tonnage
- OE dealers continue to utilize aftermarket repair solutions in service centers

Product Highlight: Windshield Wiper System



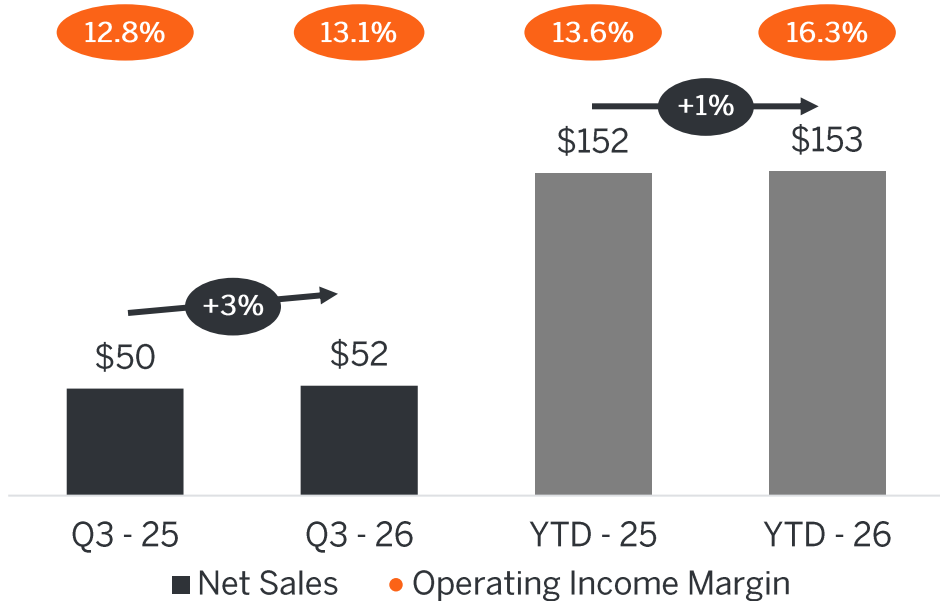
**Dayton
Parts®**
DRIVEN BY DORMAN

- ✓ New-to-the aftermarket solution
- ✓ Above the frame category expansion
- ✓ Expanding opportunities with OE dealers

DORMAN®

Specialty Vehicle Segment Quarterly Highlights

Net Sales & Operating Margin



- Net Sales up on portfolio expansion and pricing initiatives in certain categories
- Operating Income Margin improvement largely driven by pricing actions, partially offset by higher shipping and commodity costs
- New product development strategy expanding non-discretionary portfolio, especially for utility vehicles

Market Observations

- Strong new UTV vehicle sales in the quarter, with significant growth in work-related utility vehicles and cab units
- Positive demand for repair and maintenance solutions as riders continuing to hold onto their vehicles longer
- Higher fuel prices impacting enthusiast activity, as total cost to trailer and ride vehicles has increased

Product Highlight: CFMOTO Hard Cab Enclosure

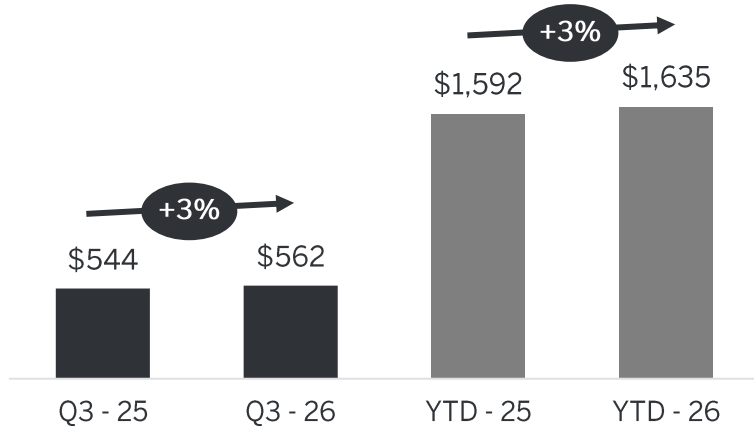


- ✓ Protection from dust, debris & elements
- ✓ BreezeRite™ Vents for rider comfort
- ✓ Durable abrasion-resistant materials



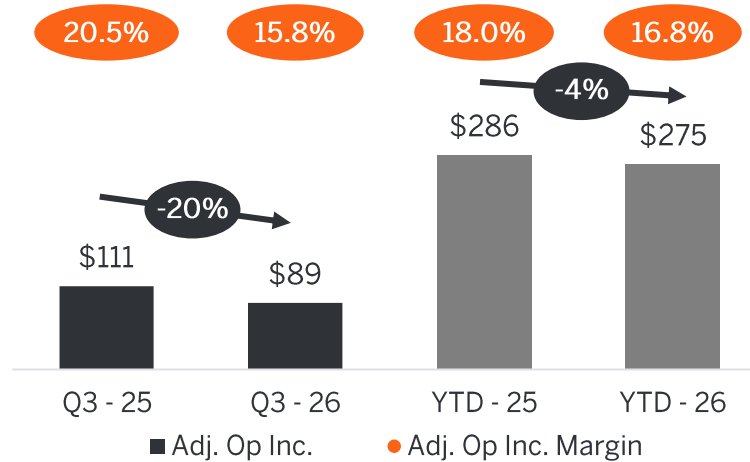
Q3 2026 Performance Highlights

Net Sales



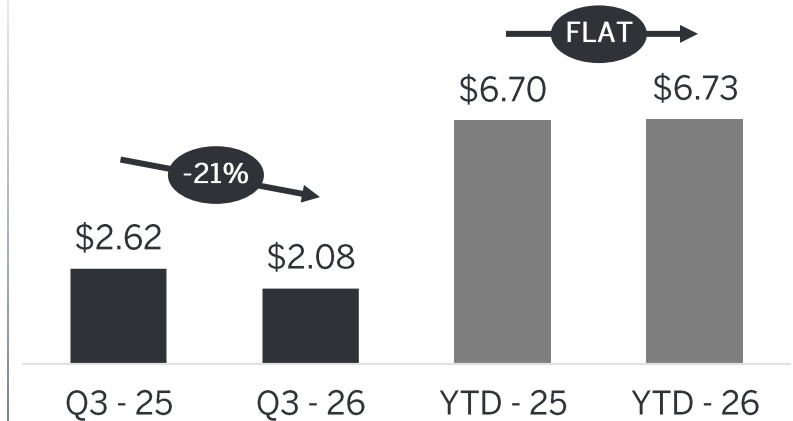
- Top-line growth driven by solid performance across each business segment
- Non-discretionary portfolio enabling growth, despite challenging market dynamics
- Remain focused on improving innovation and speed-to-market in each segment

Adj. Operating Income



- Adjusted Operating Income lower year-over-year due to timing of tariff pricing and associated costs in Q3'25
- Higher shipping costs impacting segment margins
- Supplier diversification, productivity and automation initiatives driving cost savings

Adj. Diluted EPS

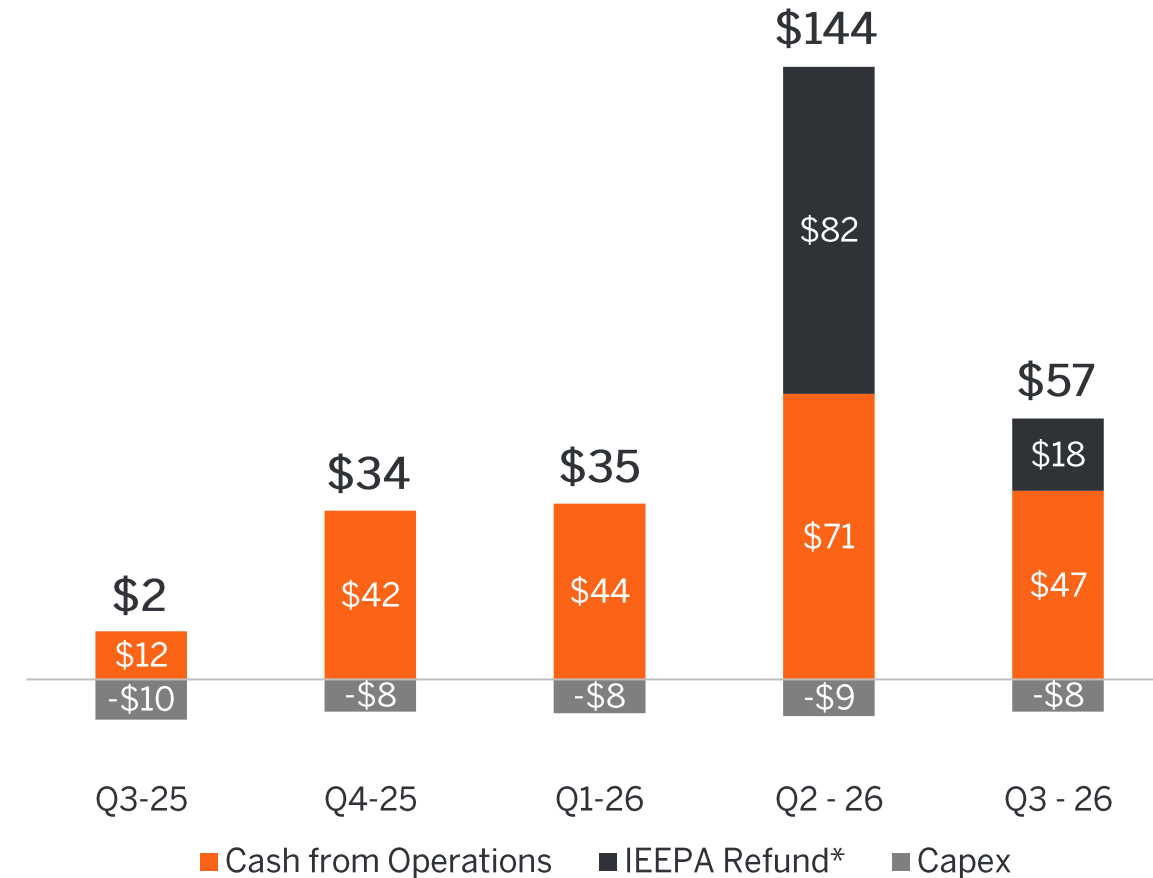


- Adjusted Diluted EPS lower year-over-year in line with operating performance
- Lower other income and higher tax rate offset by reduced share count
- Total diluted shares reduced by 922K from the third quarter of 2025

Free Cash Flow

- Working capital improvements drove core operating cash flow increase year-over-year
- Free cash flow slightly lower sequentially due to reduced factoring volume
- \$15 million in share repurchases during Q3'26:
 - Repurchased 115K shares at an average price of \$127 per share
 - \$348 million remaining on authorization

Free Cash Flow



Leverage & Liquidity

New Debt Facility Expands Liquidity Position

Net Leverage

Revolving Credit Facility	\$0
Senior Notes	\$450
Less: Cash and Cash Equivalents	(\$167)
Net Debt	\$283
LTM Adjusted EBITDA ¹	\$436
Total Net Leverage Ratio¹	0.65x

Liquidity

Total Revolver Commitment	\$800
Less: Revolver Draw Outstanding ²	(\$1)
Available Revolver Capacity	\$799
Cash and Cash Equivalents	\$167
Total Liquidity	\$966

Note: As of September 26, 2026. Dollar amounts in millions. Figures may not sum due to rounding.

¹ See reconciliation and notes on Adjusted EBITDA in the appendix. Adjusted EBITDA and Total Net Leverage Ratio as presented may differ from consolidated EBITDA and Total Net Leverage Ratio as calculated under our credit facility, which could include additional adjustments, limitations, or exclusions.

² Represents \$1.1 million in letters of credit.

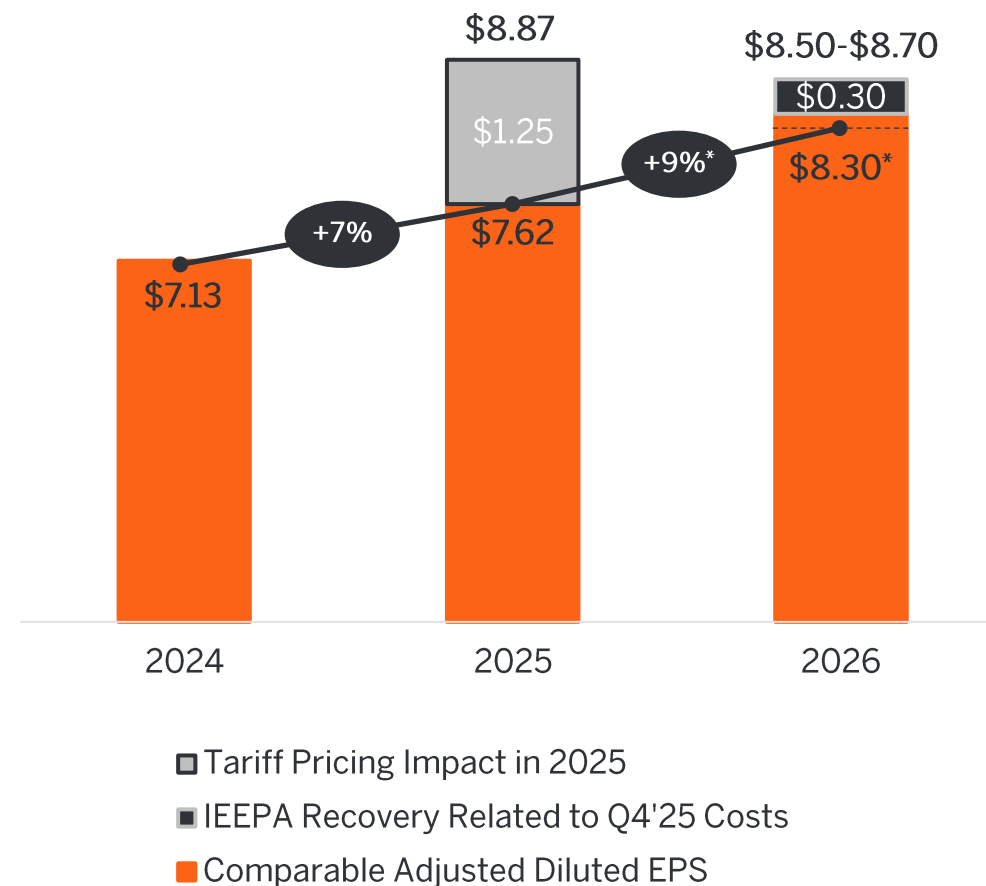


Updated 2026 Guidance

	Prior FY 2026 Guidance	Updated FY 2026 Guidance (as of 10/26/2026)
Net Sales change vs. previous year	3% - 5%	2% - 3%
Diluted EPS	\$7.93 - \$8.23	\$7.95 - \$8.15
Change vs. previous year	19% - 24%	20% - 23%
Adjusted Diluted EPS	\$8.50 - \$8.80	\$8.50 - \$8.70
Change vs. previous year	(4)% – (1)%	(4)% – (2)%

- Guidance includes the expected impact of tariffs enacted as of Oct. 26, 2026. Guidance excludes impacts from potential future tariff changes, acquisitions and divestitures, and additional share repurchases.
- Targeting full-year Adjusted Operating Income Margin of 16% to 16.5%
- Assumes full-year effective tax rate of 23.5% to 24%

Adjusted Diluted EPS Guidance



Q3 2026 Summary

- ✓ Solid performance in the quarter, with topline growth across each business segment
- ✓ Strong balance sheet positions us well to make strategic investments in the business
- ✓ Remain focused on long-term strategy to drive shareholder value



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Appendix – Non-GAAP Reconciliations

Reconciliation of One-time IEEPA Tariff Recovery Benefits

	Nine Months Ended 9/26/26		
	Reported	Recovery Benefit	Comparable
Adjusted Gross Profit			
Light Duty	\$ 538,541	\$ (10,194)	\$ 528,347
Heavy Duty	45,407	(7)	45,400
Specialty Vehicle	78,622	(1,142)	77,480
Consolidated	<u>\$ 662,570</u>	<u>\$ (11,343)</u>	<u>\$ 651,227</u>
Adjusted Gross Margin			
Light Duty	41.7%	-0.8%	40.9%
Heavy Duty	23.9%	0.0%	23.9%
Specialty Vehicle	51.4%	-0.7%	50.6%
Consolidated	<u>40.5%</u>	<u>-0.7%</u>	<u>39.8%</u>
Adjusted Operating Income			
Light Duty	\$ 246,406	\$ (10,194)	\$ 236,212
Heavy Duty	3,190	(7)	3,183
Specialty Vehicle	25,004	(1,142)	23,862
Consolidated	<u>\$ 274,600</u>	<u>\$ (11,343)</u>	<u>\$ 263,257</u>
Adjusted Operating Margin			
Light Duty	19.1%	-0.8%	18.3%
Heavy Duty	1.7%	0.0%	1.7%
Specialty Vehicle	16.3%	-0.7%	15.6%
Consolidated	<u>16.8%</u>	<u>-0.7%</u>	<u>16.1%</u>
Adjusted Diluted EPS*			
Consolidated	\$ 6.73	\$ (0.30)	\$ 6.43

*Includes a prorated portion of the interest received as part of the IEEPA refund, which is included in Other income, net on our Consolidated Statements of Operations

Reconciliation of Adjusted Gross Margin

(\$ in thousands)	Three Months Ended			
	9/26/26	% of Sales*	9/27/25	% of Sales*
Gross profit (GAAP)	\$ 221,598	39.4%	\$ 241,427	44.4%
Pretax acquisition-related transaction and other costs	(408)	-0.1%	—	—
Adjusted gross profit (Non-GAAP)	<u>\$ 221,190</u>	<u>39.4%</u>	<u>\$ 241,427</u>	<u>44.4%</u>

(\$ in thousands)	Nine Months Ended			
	9/26/26	% of Sales*	9/27/25	% of Sales*
Gross profit (GAAP)	\$ 662,978	40.5%	\$ 668,648	42.0%
Pretax acquisition-related transaction and other costs	(408)	-0.0%	—	—
Adjusted gross profit (Non-GAAP)	<u>\$ 662,570</u>	<u>40.5%</u>	<u>\$ 668,648</u>	<u>42.0%</u>

Reconciliation of Adjusted SG&A

(\$ in thousands)	Three Months Ended			
	9/26/26	% of Sales*	9/27/25	% of Sales*
SG&A expenses (GAAP)	\$ 138,660	24.7%	\$ 135,677	25.0%
Pretax acquisition-related intangible assets amortization	(5,069)	-0.9%	(5,442)	-1.0%
Pretax acquisition-related transaction and other costs	(353)	-0.1%	(286)	-0.1%
Pretax facility consolidation costs	(826)	-0.1%	—	—
Adjusted SG&A expenses (Non-GAAP)	<u>\$ 132,412</u>	<u>23.6%</u>	<u>\$ 129,949</u>	<u>23.9%</u>

(\$ in thousands)	Nine Months Ended			
	9/26/26	% of Sales*	9/27/25	% of Sales*
SG&A expenses (GAAP)	\$ 405,040	24.8%	\$ 400,343	25.1%
Pretax acquisition-related intangible assets amortization	(15,416)	-0.9%	(16,319)	-1.0%
Pretax acquisition-related transaction and other costs	(828)	-0.1%	(1,119)	-0.1%
Pretax facility consolidation costs	(826)	-0.1%	—	—
Pretax reduction in workforce costs	—	—	(147)	-0.0%
Adjusted SG&A expenses (Non-GAAP)	<u>\$ 387,970</u>	<u>23.7%</u>	<u>\$ 382,758</u>	<u>24.0%</u>

Reconciliation of Adjusted Operating Income

(\$ in thousands)	Three Months Ended			
	9/26/26	% of Sales*	9/27/25	% of Sales*
Income from operations (GAAP)	\$ 82,938	14.8%	\$ 105,750	19.4%
Pretax acquisition-related intangible assets amortization	5,069	0.9%	5,442	1.0%
Pretax acquisition-related transaction and other costs	(55)	-0.0%	286	0.1%
Pretax facility consolidation costs	826	0.1%	—	—
Adjusted operating income (Non-GAAP)	<u>\$ 88,778</u>	<u>15.8%</u>	<u>\$ 111,478</u>	<u>20.5%</u>

(\$ in thousands)	Nine Months Ended			
	9/26/26	% of Sales*	9/27/25	% of Sales*
Income from operations (GAAP)	\$ 257,938	15.8%	\$ 268,305	16.8%
Pretax acquisition-related intangible assets amortization	15,416	0.9%	16,319	1.0%
Pretax acquisition-related transaction and other costs	420	0.0%	1,119	0.1%
Pretax facility consolidation costs	826	0.1%	—	—
Pretax reduction in workforce costs	—	—	147	0.0%
Adjusted operating income (Non-GAAP)	<u>\$ 274,600</u>	<u>16.8%</u>	<u>\$ 285,890</u>	<u>18.0%</u>

Reconciliation of Adjusted Diluted EPS

(\$ in thousands, except per share amounts)	Three Months Ended		Nine Months Ended	
	9/26/26	9/27/25	9/26/26	9/27/25
Net income (GAAP)	\$ 59,175	\$ 76,420	\$ 190,497	\$ 192,634
Pretax acquisition-related intangible assets amortization	5,069	5,442	15,416	16,319
Pretax acquisition-related transaction and other costs	(55)	286	420	1,119
Pretax facility consolidation costs	826	—	826	—
Pretax bargain purchase gain	(1,457)	—	(1,457)	—
Pretax write-off of capitalized debt issuance costs	—	—	802	—
Pretax reduction in workforce costs	—	—	—	147
Tax adjustment (related to above items)	(1,393)	(1,391)	(4,147)	(4,268)
Adjusted net income (Non-GAAP)	<u>\$ 62,165</u>	<u>\$ 80,757</u>	<u>\$ 202,357</u>	<u>\$ 205,951</u>
Diluted earnings per share (GAAP)	\$ 1.98	\$ 2.48	\$ 6.33	\$ 6.26
Pretax acquisition-related intangible assets amortization	0.17	0.18	0.51	0.53
Pretax acquisition-related transaction and other costs	(0.00)	0.01	0.01	0.04
Pretax facility consolidation costs	0.03	—	0.03	—
Pretax bargain purchase gain	(0.05)	—	(0.05)	—
Pretax write-off of capitalized debt issuance costs	—	—	0.03	—
Pretax reduction in workforce costs	—	—	—	0.00
Tax adjustment (related to above items)	(0.05)	(0.05)	(0.14)	(0.14)
Adjusted diluted earnings per share (Non-GAAP)*	<u>\$ 2.08</u>	<u>\$ 2.62</u>	<u>\$ 6.73</u>	<u>\$ 6.70</u>
Weighted average diluted shares outstanding	29,860	30,782	30,088	30,757

Reconciliation of Adjusted Operating Income- Guidance

(\$ in thousands)	Year Ending 12/31/2026			
	Low End	% of Sales*	High End	% of Sales*
Income from operations (GAAP)	\$ 325,325	15.0%	\$ 340,025	15.5%
Pretax acquisition-related intangible assets amortization	20,400	0.9%	20,400	0.9%
Pretax acquisition-related transaction and other costs	925	0.0%	925	0.0%
Pretax facility consolidation costs	850	0.0%	850	0.0%
Adjusted operating income (Non-GAAP)	<u>\$ 347,500</u>	<u>16.0%</u>	<u>\$ 362,200</u>	<u>16.5%</u>

Reconciliation of Adjusted Diluted EPS - Guidance

	Year Ending 12/31/2026	
	Low End	High End
Diluted earnings per share (GAAP)	\$ 7.95	\$ 8.15
Pretax acquisition-related intangible assets amortization	0.68	0.68
Pretax acquisition-related transaction and other costs	0.04	0.04
Pretax facility consolidation costs	0.03	0.03
Pretax bargain purchase gain	(0.05)	(0.05)
Pretax write-off of capitalized debt issuance costs	0.03	0.03
Tax adjustment (related to above items)	(0.18)	(0.18)
Adjusted diluted earnings per share (Non-GAAP)	<u>\$ 8.50</u>	<u>\$ 8.70</u>
IEEPA refund benefit	0.30	0.30
Comparable adjusted diluted EPS	<u>\$ 8.20</u>	<u>\$ 8.40</u>
Weighted average diluted shares outstanding (in thousands)	30,000	30,000