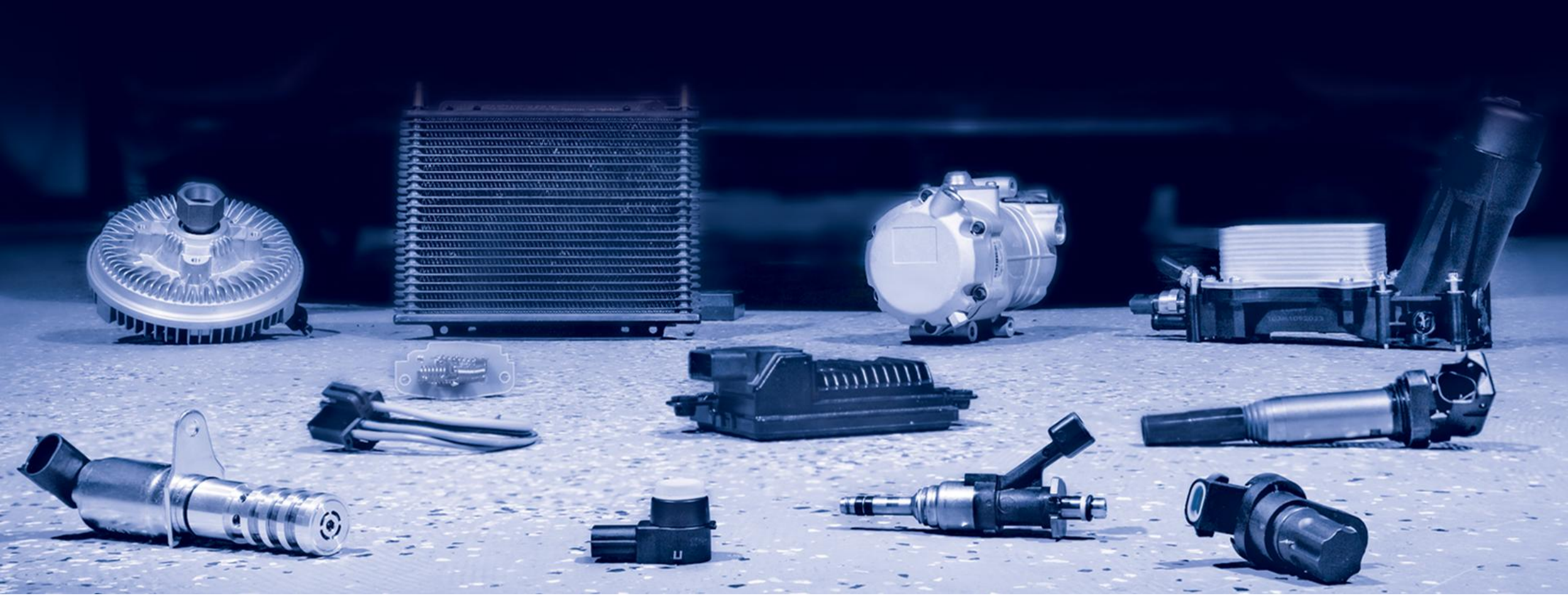


Standard Motor Products, Inc.

2nd Quarter 2026

Earnings Call | August 4, 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 August 4, 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.

Agenda

❖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

Q2 P&L Summary – Segments[1]

(In millions)	THREE MONTHS ENDED JUNE 30,				SIX MONTHS ENDED JUNE 30,			
	2026		2025		2026		2025	
Vehicle Control								
Revenue	$ 198.6		$ 201.7		$ 412.4		$ 394.0	
Gross Margin	60.4	30.4%	60.6	30.1%	128.6	31.2%	122.8	31.2%
Selling, General & Administrative	40.5	20.4%	36.4	18.0%	81.4	19.7%	73.8	18.7%
Factoring Expenses	7.4	3.7%	7.2	3.6%	14.5	3.5%	13.6	3.5%
Operating Income	$ 12.5	6.3%	$ 17.1	8.5%	$ 32.7	7.9%	$ 35.4	9.0%
Adjusted EBITDA	$ 17.0	8.6%	$ 21.5	10.7%	$ 41.3	10.0%	$ 43.8	11.1%
Temperature Control								
Revenue	$ 152.0		$ 131.4		$ 241.5		$ 220.2	
Gross Margin	50.0	32.9%	42.4	32.2%	78.7	32.6%	70.0	31.8%
Selling, General & Administrative	18.0	11.8%	17.7	13.5%	34.0	14.1%	34.7	15.7%
Factoring Expenses	6.2	4.2%	5.1	3.9%	8.2	3.4%	8.0	3.6%
Operating Income	$ 25.9	17.0%	$ 19.5	14.9%	$ 36.5	15.1%	$ 27.3	12.4%
Adjusted EBITDA	$ 27.6	18.2%	$ 21.2	16.1%	$ 39.7	16.4%	$ 30.6	13.9%

(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.

Q2 P&L Summary – Segments[1]

(In millions)	THREE MONTHS ENDED JUNE 30,				SIX MONTHS ENDED JUNE 30,			
	2026		2025		2026		2025	
Nissens Automotive								
Revenue	$ 94.9		$ 90.5		$ 169.3		$ 156.7	
Gross Margin	40.2	42.4%	36.8	40.7%	72.3	42.7%	64.7	41.3%
Selling, General & Administrative	24.4	25.7%	24.0	26.5%	48.6	28.7%	44.2	28.3%
Operating Income	$ 15.8	16.7%	$ 12.8	14.2%	$ 23.7	14.0%	$ 20.4	13.0%
Adjusted EBITDA	$ 18.1	19.0%	$ 16.3	18.0%	$ 27.4	16.2%	$ 27.8	17.7%
Engineered Solutions								
Revenue	$ 82.0		$ 70.3		$ 156.4		$ 136.2	
Gross Margin	14.0	17.0%	12.7	18.1%	24.2	15.5%	24.4	17.9%
Selling, General & Administrative	9.1	11.1%	8.7	12.4%	17.7	11.3%	17.2	12.6%
Operating Income	$ 4.9	5.9%	$ 4.0	5.7%	$ 6.6	4.2%	$ 7.2	5.3%
Adjusted EBITDA	$ 7.9	9.7%	$ 7.0	10.0%	$ 13.1	8.4%	$ 13.4	9.8%

[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.

Q2 P&L Summary – Consolidated(1)

(In millions, except per share amounts)	THREE MONTHS ENDED JUNE 30,				SIX MONTHS ENDED JUNE 30,			
	2026		2025		2026		2025	
Consolidated Results								
Revenue	$ 526.7		$ 493.9		$ 977.9		$ 907.2	
Gross Margin	164.6	31.3%	152.5	30.9%	303.8	31.1%	281.8	31.1%
Selling, General & Administrative	99.9	19.0%	93.9	19.0%	195.6	20.0%	183.9	20.3%
Factoring Expenses	13.6	2.6%	12.3	2.5%	22.7	2.3%	21.6	2.4%
Operating Income	$ 51.1	9.7%	$ 46.3	9.4%	$ 85.4	8.7%	$ 76.3	8.4%
Net Earnings from Continuing Operations	$ 31.9		$ 28.9		$ 50.5		$ 46.9	
Adjusted EBITDA	$ 63.5	12.1%	$ 59.1	12.0%	$ 108.0	11.0%	$ 101.9	11.2%
Interest Expense	$ 7.6		$ 8.3		$ 15.1		$ 16.1	
Diluted Earnings per Share	$ 1.40		$ 1.29		$ 2.23		$ 2.10	

(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)	JUNE 30, 2026	JUNE 30, 2025	DECEMBER 31, 2025
Working Capital Stats			
Accounts Receivable, Net	$ 358.4	$ 327.3	$ 232.0
Inventories	$ 684.2	$ 638.6	$ 727.9
Cash Flow Stats (YTD)			
Operating cash flows	$ 58.3	$ (5.9)	$ 57.4
Capex	$ (14.9)	$ (19.3)	$ (38.7)
Dividends	$ (14.7)	$ (13.6)	$ (27.3)
Net Change in Debt	$ (24.0)	$ 45.9	$ 27.7
Debt & Leverage			
Total debt	$ 588.8	$ 636.6	$ 618.7
Cash	$ 78.6	$ 58.8	$ 72.0
Net debt	$ 510.2	$ 577.8	$ 546.7
LTM Adjusted EBITDA	$ 207.0	$ 179.6	$ 200.9
Leverage ratio	2.5x	3.2x	2.7x
Remaining borrowing capacity	$ 150.9	$ 128.4	$ 137.0
Total Liquidity	$ 229.5	$ 187.2	$ 209.0

2026 Guidance

	Full Year Outlook*
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, any significant inflationary impact from the conflict in the Middle East or increase in interest rates impacting our customers' supply chain financing programs.*

Q&A Session

To ask a question please dial 1-800-445-7795 with conference ID-SMP2Q2026.
Once connected you may press *1 to enter the queue

Appendix

Reconciliation of GAAP to Adjusted Net Sales by Segment - QTD

(In thousands, unaudited)	Three Months Ended June 30, 2026 GAAP Net Sales	2026 IEEPA Tariff Adjustment	2026 Adjusted Net Sales	2025 GAAP Net Sales	2025 IEEPA Tariff Adjustment	2025 Adjusted Net Sales
Vehicle Control						
Engine Management (Ignition, Emissions and Fuel Delivery)	$ 121,488			$ 128,233		
Electrical and Safety	47,573			56,828		
Wire Sets and Other	13,851			16,638		
Total Vehicle Control	182,912	15,651	198,563	201,699	—	201,699
Temperature Control						
AC System Components	119,294			104,777		
Other Thermal Components	25,454			26,588		
Total Temperature Control	144,748	7,227	151,975	131,365	—	131,365
Nissens Automotive						
Air Conditioning	39,329			40,441		
Engine Cooling	36,271			35,082		
Engine Efficiency	19,075			15,014		
Total Nissens Automotive	94,675	239	94,914	90,537	—	90,537
Engineered Solutions						
Light Vehicle	24,675			21,780		
Commercial Vehicle	21,537			21,836		
Construction/Agriculture	11,016			9,584		
All Other	22,814			17,052		
Total Engineered Solutions	80,042	2,006	82,048	70,252	—	70,252
Intersegment sales	(778)	—	(778)	—	—	—
Total	$ 501,599	$ 25,123	$ 526,722	$ 493,853	$ —	$ 493,853

Reconciliation of GAAP to Adjusted Net Sales by Segment - YTD

(In thousands, unaudited)	Six Months Ended June 30, 2026 GAAP Net Sales	2026 IEEPA Tariff Adjustment	2026 Adjusted Net Sales	2025 GAAP Net Sales	2025 IEEPA Tariff Adjustment	2025 Adjusted Net Sales
Vehicle Control						
Engine Management (Ignition, Emissions and Fuel Delivery)	$ 262,575			$ 246,599		
Electrical and Safety	105,439			115,147		
Wire Sets and Other	28,737			32,295		
Total Vehicle Control	396,751	15,651	412,402	394,041	—	394,041
Temperature Control						
AC System Components	184,492			171,968		
Other Thermal Components	49,760			48,280		
Total Temperature Control	234,252	7,227	241,479	220,248	—	220,248
Nissens Automotive						
Air Conditioning	65,602			67,607		
Engine Cooling	67,722			62,855		
Engine Efficiency	35,718			26,257		
Total Nissens Automotive	169,042	239	169,281	156,719	—	156,719
Engineered Solutions						
Light Vehicle	47,595			43,184		
Commercial Vehicle	44,445			40,441		
Construction/Agriculture	20,520			18,992		
All Other	41,794			33,607		
Total Engineered Solutions	154,354	2,006	156,360	136,224	—	136,224
Intersegment sales	(1,634)	—	(1,634)	—	—	—
Total	$ 952,765	$ 25,123	$ 977,888	$ 907,232	$ —	$ 907,232

Reconciliation of GAAP and Non-GAAP Earnings Measures

(Unaudited)	Three Months Ended June 30, 2026	Three Months Ended June 30, 2025	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025
Diluted Earnings Per Share from Continuing Operations Attributable to SMP				
GAAP Diluted Earnings Per Share from Continuing Operations	$ 1.39	$ 1.17	$ 2.20	$ 1.79
Restructuring Expenses	0.01	0.03	0.03	0.06
Acquisition & Integration Expenses	—	0.13	—	0.36
Income Tax Effect Related To Reconciling Items	—	(0.04)	—	(0.11)
Non-GAAP Diluted Earnings Per Share from Continuing Operations	$ 1.40	$ 1.29	$ 2.23	$ 2.10

Reconciliation of GAAP and Non-GAAP Earnings Measures

(In thousands, except for net debt leverage ratio)	Last Twelve Months Ended June 30, 2026	Last Twelve Months Ended June 30, 2025	Year Ended December 31, 2025
Net Debt	*Unaudited*		*Audited*
Current portion of revolving credit facility	$ 34,579	$ 10,000	$ 30,000
Current portion of term loan and other debt	20,048	20,818	21,988
Long-term debt	534,200	605,811	566,727
Total debt	588,827	636,629	618,715
Less: Cash	78,629	$ 58,792	72,031
Net debt	510,198	577,837	546,684
EBITDA without Special Items			
GAAP Net Earnings (Loss)	$ 51,858	$ 40,358	$ 42,208
Loss from Discontinued Operations, Net of Income Taxes	(38,079)	(26,369)	(37,698)
Provision for Income Taxes	34,594	24,823	30,617
GAAP Earnings from Continuing Operations Before Taxes	124,531	91,550	110,523
Depreciation and Amortization	45,571	37,986	43,848
Interest Expense	30,361	24,749	31,339
EBITDA	200,463	154,285	185,710
Restructuring Expenses	1,939	6,172	2,580
Acquisition & Integration Expenses	538	19,112	8,583
Customer Program Wind Down	4,067	—	4,067
Special Items	6,544	25,284	15,230
EBITDA without Special Items	$ 207,007	$ 179,569	$ 200,940
Net debt leverage ratio	2.5	3.2	2.7

Reconciliation of GAAP and Non-GAAP Earnings Measures by Segment - QTD

(In thousands, unaudited)	Three Months Ended June 30, 2026					
	Vehicle Control	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Corporate Unallocated Expenses**	**Consolidated**
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 7,802	$ 19,288	$ 7,351	$ 3,437	$ (7,234)	$ 30,644
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(1,393)	(1,393)
Provision for Income Taxes	2,687	6,720	2,690	1,353	(1,410)	$ 12,040
GAAP Earnings (Loss) from Continuing Operations Before Taxes	10,489	26,008	10,041	4,790	(7,251)	44,077
Depreciation and Amortization	4,450	887	3,311	2,600	352	11,600
Interest Expense	1,848	747	4,729	549	(313)	7,560
EBITDA	16,787	27,642	18,081	7,939	(7,212)	63,237
Restructuring Expenses	238	2	—	8	—	248
Acquisition & Integration Expenses	—	—	—	—	—	—
Special Items	238	2	—	8	—	248
EBITDA without Special Items	$ 17,025	$ 27,644	$ 18,081	$ 7,947	$ (7,212)	$ 63,485
% of GAAP Net Sales	*9.3 %*	*19.1 %*	*19.1 %*	*9.9 %*		*12.7 %*
% of Non-GAAP Net Sales	*8.6 %*	*18.2 %*	*19.0 %*	*9.7 %*		*12.1 %*

Reconciliation of GAAP and Non-GAAP Earnings Measures by Segment - QTD

(In thousands, unaudited)	Three Months Ended June 30, 2025					
	Vehicle Control	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Corporate Unallocated Expenses**	**Consolidated**
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 11,578	$ 14,464	$ 3,352	$ 2,813	$ (6,670)	$ 25,537
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(1,058)	(1,058)
Provision for Income Taxes	3,871	5,138	1,301	1,175	(1,664)	9,821
GAAP Earnings (Loss) from Continuing Operations Before Taxes	15,449	19,602	4,653	3,988	(7,276)	36,416
Depreciation and Amortization	4,070	784	3,325	2,427	319	10,925
Interest Expense	1,546	762	5,513	543	(69)	8,295
EBITDA	21,065	21,148	13,491	6,958	(7,026)	55,636
Restructuring Expenses	479	53	—	39	11	582
Acquisition & Integration Expenses	—	—	2,822	—	78	2,900
Special Items	479	53	2,822	39	89	3,482
EBITDA without Special Items	$ 21,544	$ 21,201	$ 16,313	$ 6,997	$ (6,937)	$ 59,118
% of GAAP Net Sales	*10.7 %*	*16.1 %*	*18.0 %*	*10.0 %*		*12.0 %*
% of Non-GAAP Net Sales	*10.7 %*	*16.1 %*	*18.0 %*	*10.0 %*		*12.0 %*

Reconciliation of GAAP and Non-GAAP Earnings Measures by Segment - YTD

(In thousands, unaudited)	Six Months Ended June 30, 2026					
	Vehicle Control	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Corporate Unallocated Expenses**	**Consolidated**
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 20,775	$ 26,911	$ 8,099	$ 4,822	$ (12,678)	$ 47,929
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(2,578)	(2,578)
Provision for Income Taxes	7,591	9,490	3,303	1,905	(3,423)	$ 18,866
GAAP Earnings (Loss) from Continuing Operations Before Taxes	28,366	36,401	11,402	6,727	(13,523)	69,373
Depreciation and Amortization	8,747	1,695	6,577	5,194	702	22,915
Interest Expense	3,712	1,485	9,376	1,116	(611)	15,078
EBITDA	40,825	39,581	27,355	13,037	(13,432)	107,366
Restructuring Expenses	510	72	—	32	—	614
Acquisition & Integration Expenses	—	—	2	—	—	2
Special Items	510	72	2	32	—	616
EBITDA without Special Items	$ 41,335	$ 39,653	$ 27,357	$ 13,069	$ (13,432)	$ 107,982
% of GAAP Net Sales	*10.4 %*	*16.9 %*	*16.2 %*	*8.5 %*		*11.3 %*
% of Non-GAAP Net Sales	*10.0 %*	*16.4 %*	*16.2 %*	*8.4 %*		*11.0 %*

Reconciliation of GAAP and Non-GAAP Earnings Measures by Segment - YTD

(In thousands, unaudited)	Six Months Ended June 30, 2025					
	Vehicle Control	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Corporate Unallocated Expenses**	**Consolidated**
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 24,585	$ 20,276	$ 1,534	$ 5,281	$ (13,397)	$ 38,279
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(2,197)	(2,197)
Provision for Income Taxes	7,910	7,274	968	2,138	(3,401)	14,889
GAAP Earnings (Loss) from Continuing Operations Before Taxes	32,495	27,550	2,502	7,419	(14,601)	55,365
Depreciation and Amortization	7,739	1,562	6,312	4,927	652	21,192
Interest Expense	2,553	1,301	11,133	1,002	67	16,056
EBITDA	42,787	30,413	19,947	13,348	(13,882)	92,613
Restructuring Expenses	1,005	189	—	59	2	1,255
Acquisition & Integration Expenses	—	—	7,833	—	214	8,047
Special Items	$ 1,005	$ 189	$ 7,833	$ 59	$ 216	$ 9,302
EBITDA without Special Items	$ 43,792	$ 30,602	$ 27,780	$ 13,407	$ (13,666)	$ 101,915
% of GAAP Net Sales	*11.1 %*	*13.9 %*	*17.7 %*	*9.8 %*		*11.2 %*
% of Non-GAAP Net Sales	*11.1 %*	*13.9 %*	*17.7 %*	*9.8 %*		*11.2 %*