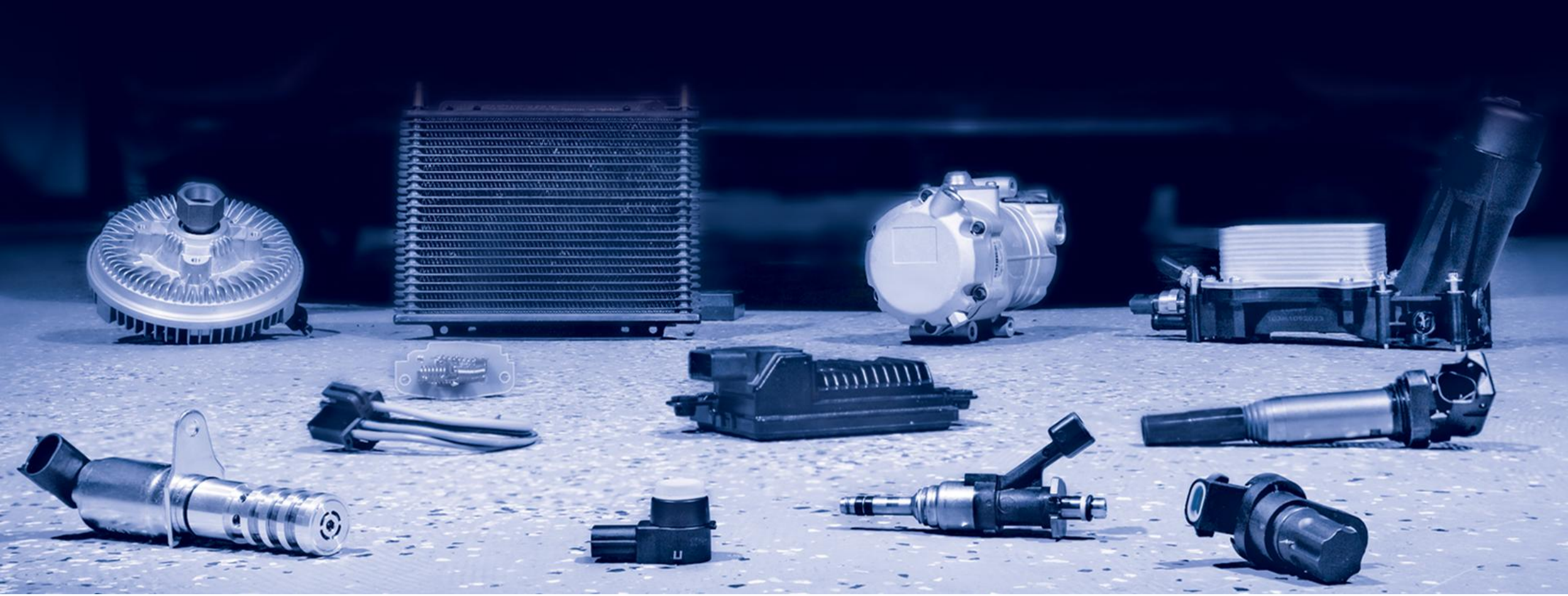


Standard Motor Products, Inc.

3rd Quarter 2026

Earnings Call | October 30, 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 October 30, 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

Q3 P&L Summary – Segments[1]

(In millions)	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2026		2025		2026		2025	
Vehicle Control								
Adjusted Net Sales	$ 209.5		$ 197.7		$ 621.9		$ 591.7	
Gross Margin	70.8	33.8%	62.2	31.5%	199.4	32.1%	185.0	31.3%
Selling, General & Administrative	38.8	18.5%	38.6	19.5%	120.2	19.3%	112.4	19.0%
Factoring Expenses	8.3	4.0%	7.7	3.9%	22.8	3.7%	21.3	3.6%
Adjusted Segment Operating Income	$ 23.7	11.3%	$ 15.9	8.0%	$ 56.4	9.1%	$ 51.3	8.7%
Adjusted EBITDA	$ 28.4	13.6%	$ 20.4	10.3%	$ 69.7	11.2%	$ 64.2	10.9%
Temperature Control								
Adjusted Net Sales	$ 138.7		$ 144.7		$ 380.2		$ 364.9	
Gross Margin	44.2	31.8%	51.9	35.9%	122.9	32.3%	121.9	33.4%
Selling, General & Administrative	18.8	13.6%	18.4	12.7%	52.8	13.9%	53.1	14.5%
Factoring Expenses	6.6	4.9%	6.8	4.7%	14.8	3.9%	14.8	4.1%
Adjusted Segment Operating Income	$ 18.8	13.5%	$ 26.8	18.5%	$ 55.2	14.5%	$ 54.0	14.8%
Adjusted EBITDA	$ 20.7	14.9%	$ 28.5	19.7%	$ 60.3	15.9%	$ 59.1	16.2%

(1) See appendices for reconciliation of GAAP to non-GAAP measures.

Q3 P&L Summary – Segments(1)

(In millions)	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2026		2025		2026		2025	
Nissens Automotive								
Adjusted Net Sales	$ 91.0		$ 84.5		$ 260.2		$ 241.3	
Gross Margin	38.1	41.9%	34.8	41.2%	110.4	42.4%	99.5	41.2%
Selling, General & Administrative	24.3	26.8%	24.0	28.4%	72.9	28.0%	68.3	28.4%
Adjusted Segment Operating Income	$ 13.8	15.2%	$ 10.8	12.8%	$ 37.5	14.4%	$ 31.2	12.9%
Adjusted EBITDA	$ 16.6	18.2%	$ 14.2	16.8%	$ 43.9	16.9%	$ 42.0	17.4%
Engineered Solutions								
Adjusted Net Sales	$ 75.8		$ 72.2		$ 232.1		$ 208.4	
Gross Margin	12.5	16.5%	12.9	17.9%	36.8	15.8%	37.3	17.9%
Selling, General & Administrative	8.7	11.4%	8.8	12.2%	26.3	11.3%	26.0	12.5%
Adjusted Segment Operating Income	$ 3.8	5.1%	$ 4.1	5.7%	$ 10.4	4.5%	$ 11.3	5.4%
Adjusted EBITDA	$ 7.3	9.6%	$ 7.4	10.2%	$ 20.3	8.8%	$ 20.8	10.0%

(1) See appendices for reconciliation of GAAP to non-GAAP measures.

Q3 P&L Summary – Consolidated(1)

(In millions, except per share amounts)	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2026		2025		2026		2025	
Consolidated Results								
Adjusted Net Sales	$ 512.9		$ 498.8		$ 1,490.8		$ 1,406.1	
Gross Margin	165.6	32.3%	161.8	32.4%	469.4	31.5%	443.6	31.6%
Selling, General & Administrative	96.9	18.9%	98.6	19.8%	292.5	19.6%	282.5	20.1%
Factoring Expenses	14.9	2.9%	14.5	2.9%	37.6	2.5%	36.1	2.6%
Adjusted Operating Income	$ 53.8	10.5%	$ 48.7	9.8%	$ 139.3	9.3%	$ 125.0	8.9%
Net Earnings from Continuing Operations	$ 35.3		$ 30.6		$ 85.9		$ 77.5	
Adjusted EBITDA	$ 66.6	13.0%	$ 61.7	12.4%	$ 174.6	11.7%	$ 163.6	11.6%
Interest Expense	$ 6.3		$ 7.4		$ 21.3		$ 23.5	
Diluted Earnings per Share	$ 1.54		$ 1.36		$ 3.76		$ 3.45	

(1) See appendices for reconciliation of GAAP to non-GAAP measures.

Balance Sheet & Cash Flow Highlights

(In thousands, except for net debt leverage ratio)	SEPTEMBER 30, 2026	SEPTEMBER 30, 2025	DECEMBER 31, 2025
Working Capital Stats			
Accounts Receivable, Net	$ 307.1	$ 296.2	$ 232.0
Inventories	$ 646.1	$ 676.8	$ 727.9
Cash Flow Stats (YTD)			
Operating cash flows	$ 207.2	$ 85.7	$ 57.4
Capex	$ (23.5)	$ (29.3)	$ (38.7)
Dividends	$ (22.0)	$ (20.4)	$ (27.3)
Net Change in Debt	$ (125.1)	$ (1.2)	$ 27.7
Debt & Leverage			
Total debt	$ 487.0	$ 589.5	$ 618.7
Cash	$ 105.0	$ 87.2	$ 72.0
Net debt	$ 381.9	$ 502.3	$ 546.7
LTM Adjusted EBITDA	$ 212.0	$ 192.5	$ 200.9
Leverage ratio	1.8x	2.6x	2.7x
Remaining borrowing capacity	$ 247.5	$ 169.3	$ 137.0
Total Liquidity	$ 352.5	$ 256.5	$ 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 1-800-347-6865 with conference ID-SMP3Q2026.
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 September 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)	$ 125,944			$ 121,420		
Electrical and Safety	66,196			63,192		
Wire Sets and Other	13,849			13,070		
Total Vehicle Control	205,989	3,492	209,481	197,682	—	197,682
Temperature Control						
AC System Components	106,004			114,033		
Other Thermal Components	31,490			30,624		
Total Temperature Control	137,494	1,208	138,702	144,657	—	144,657
Nissens Automotive						
Air Conditioning	45,933			36,409		
Engine Cooling	33,165			32,168		
Engine Efficiency	11,485			15,960		
Total Nissens Automotive	90,583	376	90,959	84,537	—	84,537
Engineered Solutions						
Light Vehicle	24,674			21,977		
Commercial Vehicle	21,800			21,111		
Construction/Agriculture	10,200			20,247		
All Other	19,053			8,863		
Total Engineered Solutions	75,727	34	75,761	72,198	—	72,198
Intersegment sales	(2,002)	—	(2,002)	(238)	—	(238)
Total	$ 507,791	$ 5,110	$ 512,901	$ 498,836	$ —	$ 498,836

Reconciliation of GAAP to Adjusted Net Sales by Segment - YTD

(In thousands, unaudited)	Nine Months Ended September 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)	$ 388,519			$ 368,019		
Electrical and Safety	171,635			178,339		
Wire Sets and Other	42,586			45,365		
Total Vehicle Control	602,740	19,143	621,883	591,723	—	591,723
Temperature Control						
AC System Components	290,496			286,001		
Other Thermal Components	81,250			78,904		
Total Temperature Control	371,746	8,435	380,181	364,905	—	364,905
Nissens Automotive						
Air Conditioning	111,535			104,016		
Engine Cooling	100,887			95,023		
Engine Efficiency	47,203			42,217		
Total Nissens Automotive	259,625	615	260,240	241,256	—	241,256
Engineered Solutions						
Light Vehicle	72,269			65,161		
Commercial Vehicle	66,245			61,552		
Construction/Agriculture	30,720			27,855		
All Other	60,847			53,854		
Total Engineered Solutions	230,081	2,040	232,121	208,422	—	208,422
Intersegment sales	(3,636)	—	(3,636)	(238)	—	(238)
Total	$ 1,460,556	$ 30,233	$ 1,490,789	$ 1,406,068	$ —	$ 1,406,068

Reconciliation of GAAP and Non-GAAP Earnings Measures

(In thousands except per share amounts, unaudited)	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025	Nine Months Ended September 30, 2026	Nine Months Ended September 30, 2025
Earnings from Continuing Operations Attributable to SMP				
GAAP Earnings from Continuing Operations	32,620	29,837	82,702	69,842
Restructuring Expenses	62	782	676	2,037
Litigation Matter	3,615	—	3,615	—
Acquisition & Integration Expenses	—	299	2	8,346
Income Tax Effect Related To Reconciling Items	(956)	(281)	(1,116)	(2,700)
Non-GAAP Earnings from Continuing Operations	35,341	30,637	85,879	77,525
Diluted Earnings Per Share from Continuing Operations Attributable to SMP				
GAAP Diluted Earnings Per Share from Continuing Operations	$ 1.42	$ 1.32	$ 3.62	$ 3.11
Restructuring Expenses	—	0.04	0.03	0.09
Litigation Matter	0.16	—	0.16	—
Acquisition & Integration Expenses	—	0.01	—	0.37
Income Tax Effect Related To Reconciling Items	$ (0.04)	$ (0.01)	$ (0.05)	$ (0.12)
Non-GAAP Diluted Earnings Per Share from Continuing Operations	$ 1.54	$ 1.36	$ 3.76	$ 3.45

Reconciliation of GAAP and Non-GAAP Earnings Measures

(In thousands, except for net debt leverage ratio)	Last Twelve Months Ended September 30, 2026	Last Twelve Months Ended September 30, 2025	Year Ended December 31, 2025
Net Debt	*Unaudited*		*Audited*
Current portion of revolving credit facility	$ 50,000	$ 30,000	$ 30,000
Current portion of term loan and other debt	21,130	20,839	21,988
Long-term debt	415,830	538,639	566,727
Total debt	486,960	589,478	618,715
Less: Cash	105,037	$ 87,201	72,031
Net debt	381,923	502,277	546,684
EBITDA without Special Items			
GAAP Net Earnings (Loss)	$ 70,406	$ 32,099	$ 42,208
Loss from Discontinued Operations, Net of Income Taxes	(22,379)	(37,770)	(37,698)
Provision for Income Taxes	34,610	27,534	30,617
GAAP Earnings from Continuing Operations Before Taxes	127,395	97,403	110,523
Depreciation and Amortization	46,232	41,798	43,848
Interest Expense	29,234	28,998	31,339
EBITDA	202,861	168,199	185,710
Restructuring Expenses	1,219	3,931	2,580
Litigation Matter	3,615	—	—
Acquisition & Integration Expenses	239	20,418	8,583
Customer Program Wind Down	4,067	—	4,067
Special Items	9,140	24,349	15,230
EBITDA without Special Items	$ 212,001	$ 192,548	$ 200,940
Net debt leverage ratio	1.8	2.6	2.7

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

(In thousands, unaudited)	Three Months Ended September 30, 2026				
	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	Total
Adjusted Operating Income					
GAAP Segment Operating Income	$ 23,651	$ 18,758	$ 10,188	$ 3,814	
Restructuring Expenses	41	2	—	19	
Litigation Matter	—	—	3,615	—	
Acquisition and Integration Expenses	—	—	—	—	
Other Expense, Net	—	—	2	2	
Adjusted Segment Operating Income	$ 23,692	$ 18,760	$ 13,805	$ 3,835	$ 60,092
Unallocated Corporate Expenses and Other					$ (6,262)
Adjusted Consolidated Operating Income					$ 53,830

(In thousands, unaudited)	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	Corporate Unallocated Expenses	Consolidated
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 16,572	$ 14,345	$ 3,560	$ 2,481	$ (22,586)	$ 14,372
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(18,472)	(18,472)
Provision for Income Taxes	6,160	4,958	1,456	1,485	(2,063)	$ 11,996
GAAP Earnings (Loss) from Continuing Operations Before Taxes	22,732	19,303	5,016	3,966	(6,177)	44,840
Depreciation and Amortization	4,648	891	3,300	2,673	350	11,862
Interest Expense	987	475	4,655	598	(448)	6,267
EBITDA	28,367	20,669	12,971	7,237	(6,275)	62,969
Restructuring Expenses	41	2	—	19	—	62
Litigation Matter	—	—	3,615	—	—	3,615
Acquisition & Integration Expenses	—	—	—	—	—	—
Special Items	41	2	3,615	19	—	3,677
EBITDA without Special Items	$ 28,408	$ 20,671	$ 16,586	$ 7,256	$ (6,275)	$ 66,646
% of GAAP Net Sales	*13.8 %*	*15.0 %*	*18.3 %*	*9.6 %*		*13.1 %*
% of Non-GAAP Net Sales	*13.6 %*	*14.9 %*	*18.2 %*	*9.6 %*		*13.0 %*

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

(In thousands, unaudited)	Three Months Ended September 30, 2025				
	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	Total
Adjusted Operating Income					
GAAP Segment Operating Income	$ 15,135	$ 26,734	$ 10,811	$ 4,055	
Restructuring Expenses	735	1	—	46	
Acquisition and Integration Expenses	—	—	44	—	
Other Expense, Net	19	15	(45)	(1)	
Adjusted Segment Operating Income	$ 15,889	$ 26,750	$ 10,810	$ 4,100	$ 57,549
Unallocated Corporate Expenses and Other					(8,843)
Adjusted Consolidated Operating Income					$ 48,706

(In thousands, unaudited)	Vehicle Control	Temperature Control	Nissens Automotive	Engineered Solutions	Corporate Unallocated Expenses	Consolidated
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 10,733	$ 20,036	$ 4,420	$ 2,869	$ (42,232)	$ (4,174)
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(34,172)	(34,172)
Provision for Income Taxes	3,520	7,087	1,120	1,370	(1,119)	11,978
GAAP Earnings (Loss) from Continuing Operations Before Taxes	14,253	27,123	5,540	4,239	(9,179)	41,976
Depreciation and Amortization	4,174	785	3,333	2,574	335	11,201
Interest Expense	1,267	587	5,322	515	(297)	7,394
EBITDA	19,694	28,495	14,195	7,328	(9,141)	60,571
Restructuring Expenses	735	1	—	46	—	782
Acquisition & Integration Expenses	—	—	44	—	255	299
Special Items	735	1	44	46	255	1,081
EBITDA without Special Items	$ 20,429	$ 28,496	$ 14,239	$ 7,374	$ (8,886)	$ 61,652
% of GAAP Net Sales	*10.3 %*	*19.7 %*	*16.8 %*	*10.2 %*		*12.4 %*
% of Non-GAAP Net Sales	*10.3 %*	*19.7 %*	*16.8 %*	*10.2 %*		*12.4 %*

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

(In thousands, unaudited)	Nine Months Ended September 30, 2026				
	Vehicle Control	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Total**
Adjusted Operating Income					
GAAP Segment Operating Income	$ 55,490	$ 55,470	$ 33,889	$ 10,496	
Restructuring Expenses	551	74	—	51	
Litigation Matter	—	—	3,615	—	
Acquisition and Integration Expenses	—	—	2	—	
Other Expense, Net	316	(303)	(3)	(125)	
Adjusted Segment Operating Income	$ 56,357	$ 55,241	$ 37,503	$ 10,422	$ 159,523
Unallocated Corporate Expenses and Other					(20,259)
Adjusted Consolidated Operating Income					$ 139,264

(In thousands, unaudited)	**Vehicle Control**	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Corporate Unallocated Expenses**	**Consolidated**
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 37,346	$ 41,256	$ 11,660	$ 7,303	$ (35,263)	$ 62,302
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(21,050)	(21,050)
Provision for Income Taxes	13,751	14,448	4,758	3,390	(5,487)	$ 30,860
GAAP Earnings (Loss) from Continuing Operations Before Taxes	51,097	55,704	16,418	10,693	(19,700)	114,212
Depreciation and Amortization	13,395	2,586	9,877	7,867	1,052	34,777
Interest Expense	4,699	1,960	14,031	1,714	(1,059)	21,345
EBITDA	69,191	60,250	40,326	20,274	(19,707)	170,334
Restructuring Expenses	551	74	—	51	—	676
Litigation Matter	—	—	3,615	—	—	3,615
Acquisition & Integration Expenses	—	—	2	—	—	2
Special Items	551	74	3,617	51	—	4,293
EBITDA without Special Items	$ 69,742	$ 60,324	$ 43,943	$ 20,325	$ (19,707)	$ 174,627
% of GAAP Net Sales	*11.6 %*	*16.2 %*	*16.9 %*	*8.8 %*		*12.0 %*
% of Non-GAAP Net Sales	*11.2 %*	*15.9 %*	*16.9 %*	*8.8 %*		*11.7 %*

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

(In thousands, unaudited)	Nine Months Ended September 30, 2025				
	Vehicle Control	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Total**
Adjusted Operating Income					
GAAP Segment Operating Income	$ 49,457	$ 54,170	$ 23,432	$ 11,185	
Restructuring Expenses	1,740	190	—	105	
Acquisition and Integration Expenses	—	—	7,877	—	
Other Expense, Net	102	(312)	(85)	(24)	
Adjusted Segment Operating Income	$ 51,299	$ 54,048	$ 31,224	$ 11,266	$ 147,837
Unallocated Corporate Expenses and Other					(22,839)
Adjusted Consolidated Operating Income					$ 124,998

(In thousands, unaudited)	**Vehicle Control**	**Temperature Control**	**Nissens Automotive**	**Engineered Solutions**	**Corporate Unallocated Expenses**	**Consolidated**
EBITDA without Special Items						
GAAP Net Earnings (Loss)	$ 35,318	$ 40,312	$ 5,954	$ 8,150	$ (55,629)	$ 34,105
Loss from Discontinued Operations, Net of Income Taxes	—	—	—	—	(36,369)	(36,369)
Provision for Income Taxes	11,430	14,361	2,088	3,508	(4,520)	26,867
GAAP Earnings (Loss) from Continuing Operations Before Taxes	46,748	54,673	8,042	11,658	(23,780)	97,341
Depreciation and Amortization	11,913	2,347	9,645	7,501	987	32,393
Interest Expense	3,820	1,888	16,455	1,517	(230)	23,450
EBITDA	62,481	58,908	34,142	20,676	(23,023)	153,184
Restructuring Expenses	1,740	190	—	105	2	2,037
Acquisition & Integration Expenses	—	—	7,877	—	469	8,346
Special Items	$ 1,740	$ 190	$ 7,877	$ 105	$ 471	$ 10,383
EBITDA without Special Items	$ 64,221	$ 59,098	$ 42,019	$ 20,781	$ (22,552)	$ 163,567
% of GAAP Net Sales	*10.9 %*	*16.2 %*	*17.4 %*	*10.0 %*		*11.6 %*
% of Non-GAAP Net Sales	*10.9 %*	*16.2 %*	*17.4 %*	*10.0 %*		*11.6 %*

Reconciliation of GAAP and Non-GAAP Operating Income

(In thousands, unaudited)	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025	Nine Months Ended September 30, 2026	Nine Months Ended September 30, 2025
Adjusted Consolidated Operating Income				
GAAP Consolidated Operating Income	$ 50,149	$ 47,636	$ 135,086	$ 114,934
Restructuring Expenses	62	782	676	2,037
Litigation Matter	3,615	—	3,615	—
Acquisition and Integration Expenses	—	299	2	8,346
Other Expense, Net	4	(12)	(115)	(319)
Adjusted Consolidated Operating Income	$ 53,830	$ 48,705	$ 139,264	$ 124,998