Gabelli 42nd Annual Automotive Aftermarket Symposium

October 29 – 30, 2018

SMP®
Standard Motor Products, Inc.

SMP® 100
1919 A CENTURY OF EXCELLENCE™ 2019

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 our filings with the SEC and our press releases from time to time for details of these risks and uncertainties.

There at the Beginning

Founded April 19,1919 by Elias Fife…great-grandfather of Eric Sills, SMP CEO

A Culture of Stability and Focus

Four CEOs in 99 years

Continuity of management, culture, and vision into the future

SMP Snapshot

99 Years in Business

- Founded 1919
- $1.12 Billion 2017 Sales
- 4,200 Employees Worldwide

LAWRENCE I. SILLS
Executive Chairman Board of Directors

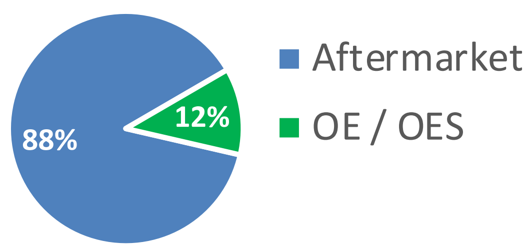
ERIC P. SILLS
Director, CEO and President

JAMES J. BURKE
EVP Finance and Chief Financial Officer

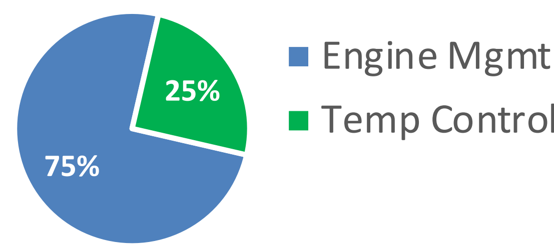
DALE BURKS
EVP and Chief Commercial Officer

2017 Sales Breakdown

Sales by Market



Sales by Product Line



Major Product Categories

Engine Management

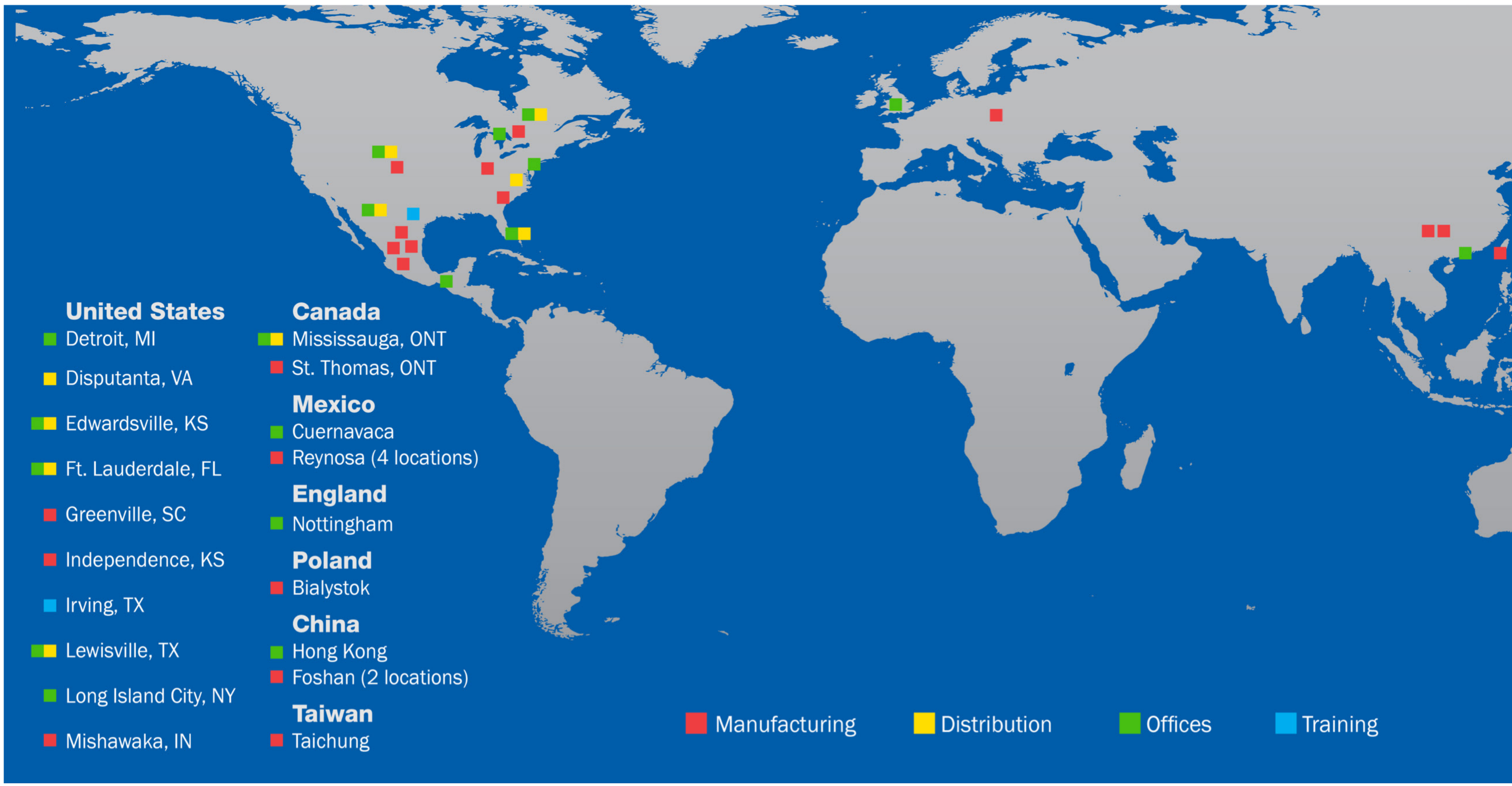
- Ignition Products
- Emissions Products
- Fuel Delivery
- Vehicle Electronics
- Wire & Cable

Temperature Control

- A/C Compressors
- Other A/C System Components
- Engine Cooling Products
- Blower & Radiator Fan Motors
- Window Lift Motors

SMP Facilities – Worldwide

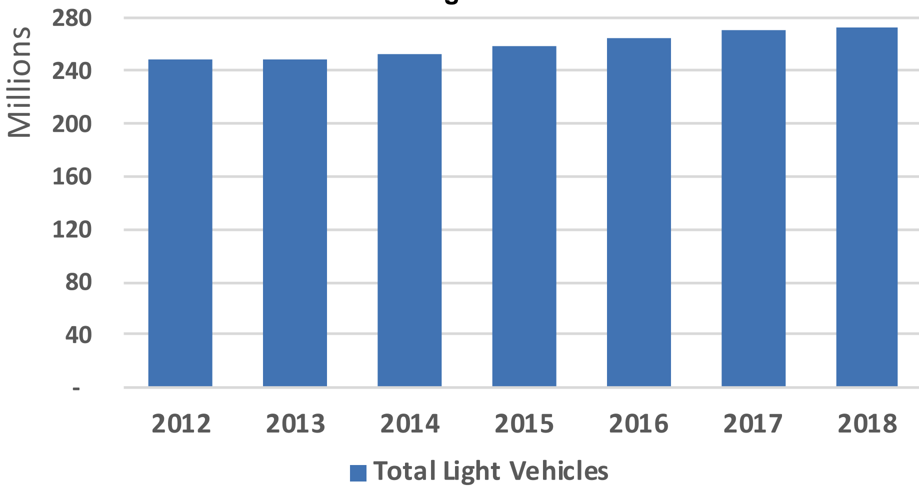
Global Footprint



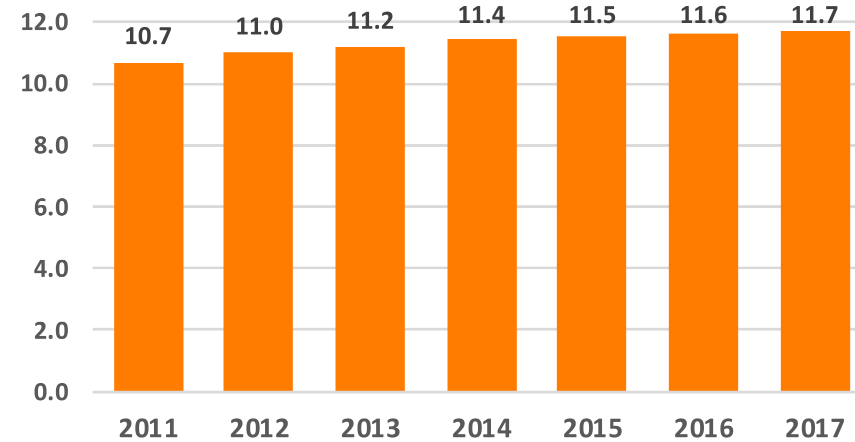
3 Million sq. ft. • 12 Manufacturing Plants • 5 Distribution Centers • 9 Offices

Favorable Industry Trends

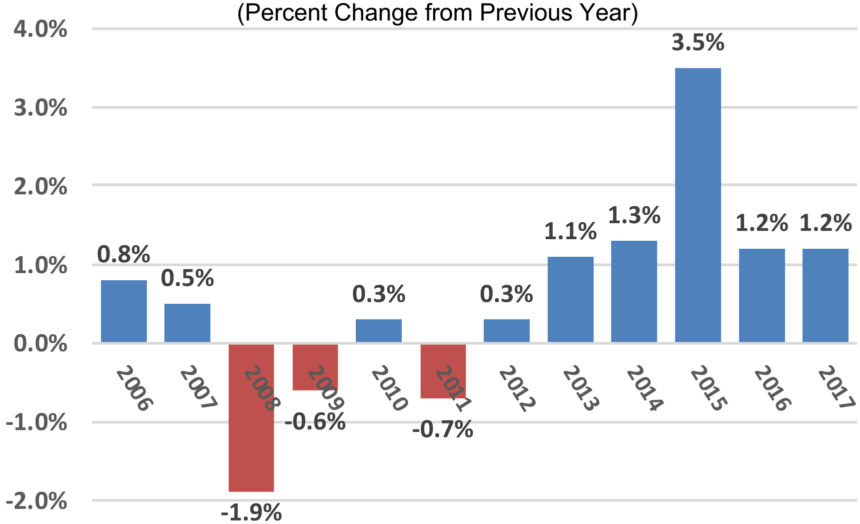
Vehicle Population is increasing



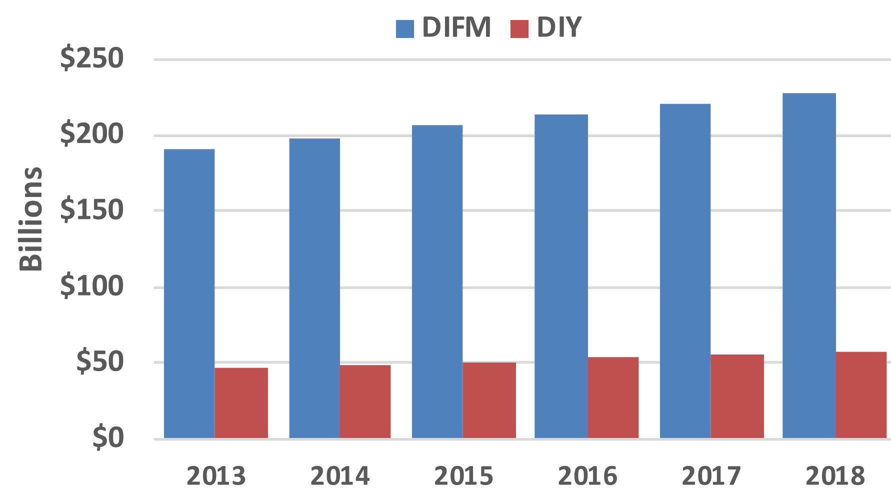
Vehicle population continues to age



Miles Driven is Increasing



DIFM Revenue Continues to Grow



Strategic Objectives

Premium Value Proposition	• ***External programs that provide real value to our customers*** • Best-in-class full-line, full-service supplier of premium engine management and temperature control products
Drive for Continuous Improvement	• ***Internal programs that make us a stronger company*** • Investment in increased manufacturing • Increase in low-cost footprint • Global sourcing without compromise to quality
Successful Growth Programs	• ***Strategic expansion of our business*** • Complementary product lines • Complementary markets, geographies and channels • Strategic acquisitions
Return to Shareholders	• Dividend Increase • Treasury Stock Buyback Program

SMP® CORE STRATEGY

To be the best full-line, full-service supplier of premium engine management and temperature control products

The SMP Value Proposition

Our suite of products and services is designed to provide all the needed support for our customer and the technicians who install our parts

Premium Quality Products	Premium Brands	Full-Line Coverage	Supply Chain Excellence
Field Sales Support	Marketing Support	World-Class Training	Basic Manufacturing

Value Proposition

- Premium Brands, Premium Quality
  - Recognized brands that resonate with technicians
  - Professional grade products they can trust

- Market-Leading Full-Line Coverage
  - Late-model additions to existing categories
  - New categories for new & evolving technology
  - Engine Management: 48,350 Total SKUs
  - Temperature Control: 16,000+ Total SKUs

- Supply Chain Excellence
  - Data analytics
  - Customer collaboration
  - Best-in-Class Distribution

Value Proposition

- World-Class Field Sales Support
  - Focus on education to drive increased sales and share

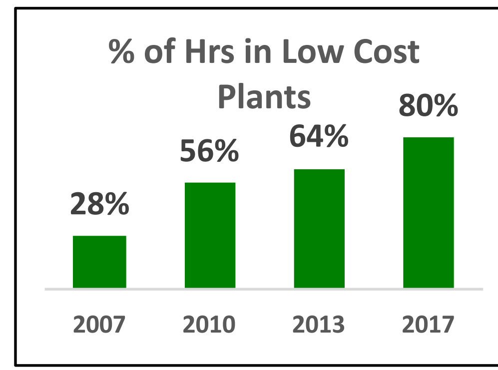
- Extensive Marketing Support
  - Rich Content Customer Support
  - Enormous video library with millions of views

- Award-Winning Technician Training
  - Classroom: 65,000 technicians, 2,200 classes
  - On-Demand: 15,000 technicians / 130 topics

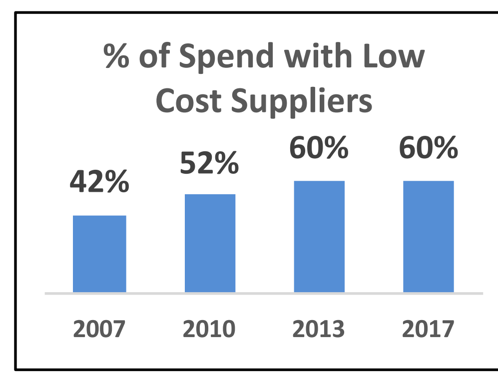
Drive for Continuous Improvement

- Increased Manufacturing
  - Engineering resources up >30% from 2013
  - 80% of capital budget for tooling projects
  - Acquisitions: a great “shortcut”

- Low Cost Manufacturing
  - Majority of production in low cost countries



- Low Cost Sourcing
  - Hong Kong Engineering & Sourcing Office
  - Rigorous U.S. product qualification



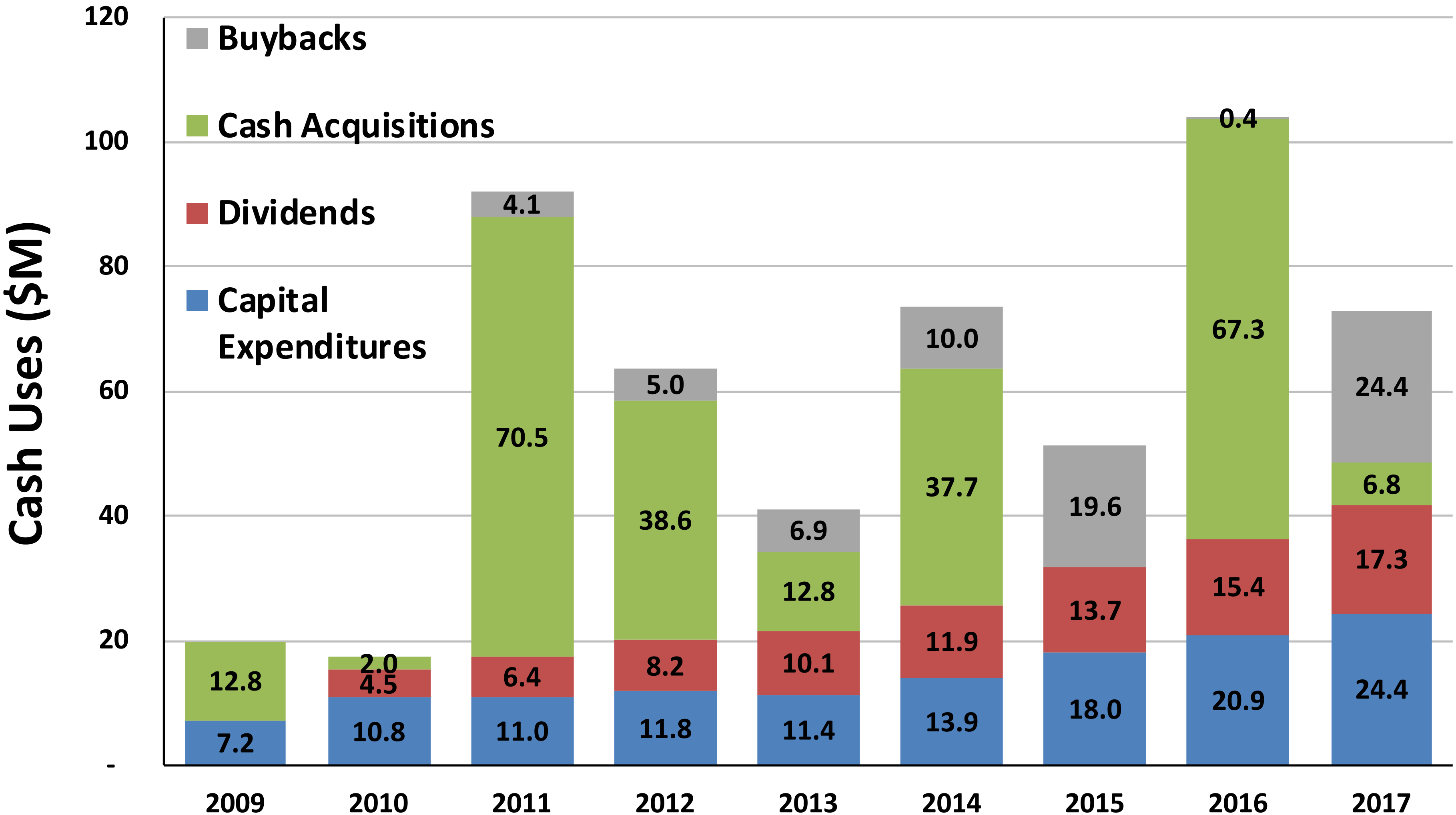
Complementary Product Lines

- Electronic Throttle Bodies (ETB) – Basic manufacturing in Reynosa
- EGT / ETS (Exhaust Gas Temperature) – Manufactured in Bialystok
- Anti-lock Brake (ABS) Sensors – 4 per vehicle; 2400+ SKUs
- TPMS – NSF registered, an aftermarket exclusive
- Evaporative Emissions Components (EVAP)
- ADAS Components – Market leader in ADAS
- Interior Switches – 10,000 engine, multi-function, & driver-operated switches
- Brushless Motors (BLDC) – Modular electronics adaptable to various models
- Thermostat Assemblies and Housings – improved design over the OE
- Blend Door Actuators – Multiple functionality with up to six per vehicle

Strategic Acquisitions

- Ten Acquisitions in Recent Years
- Primary Focus
  - Bolt-on: acquire competitors
  - Vertical integration: acquire suppliers
  - New but related business
- Rationale
  - Demonstrable synergies with minimal risk
  - Contributes to other strategic objectives
    - Growth and diversification
    - Increased / low-cost manufacturing
  - Provides enhanced value to our customers
    - Helps with Full-Line, Full-Service model
    - Economies of scale allows further investment
    - Helps address part complexity / SKU proliferation

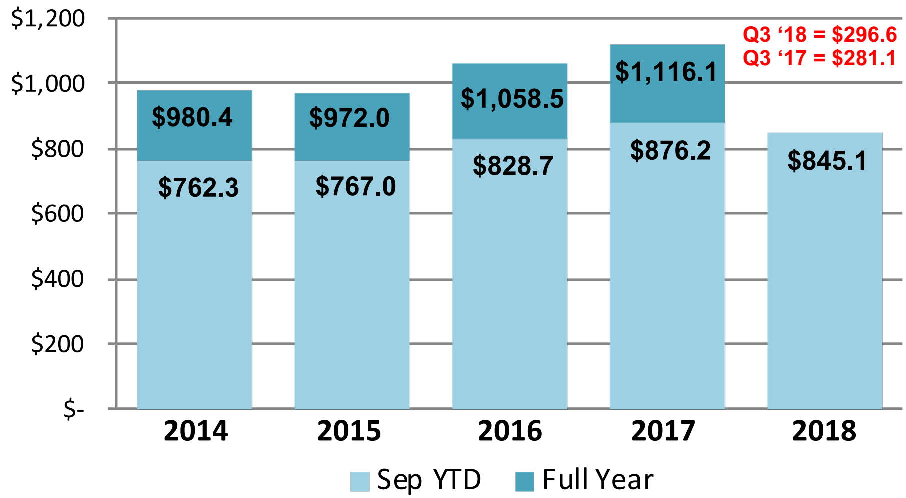
SMP Cash Utilization



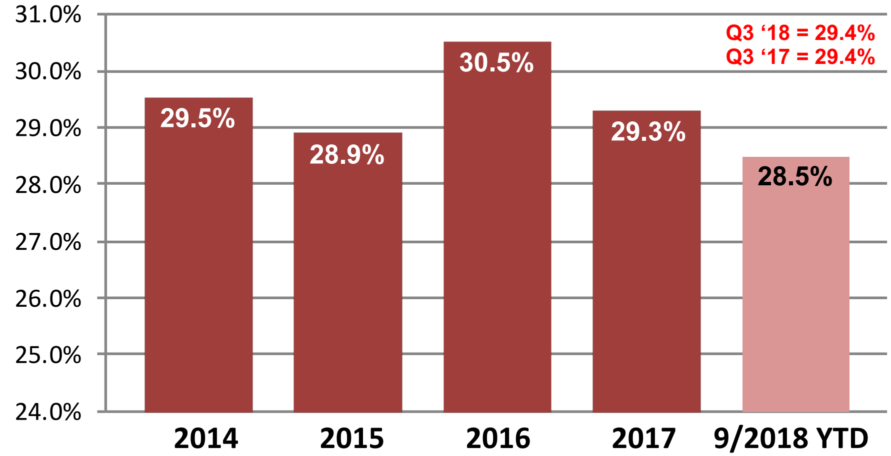
Uses of Cash:									
Invest for Growth (Capex + M&A)	100%	74%	89%	79%	59%	70%	35%	85%	43%
Return to Investors (Buybacks + Dividends)	0%	26%	11%	21%	41%	30%	65%	15%	57%

5 Year Performance Measures

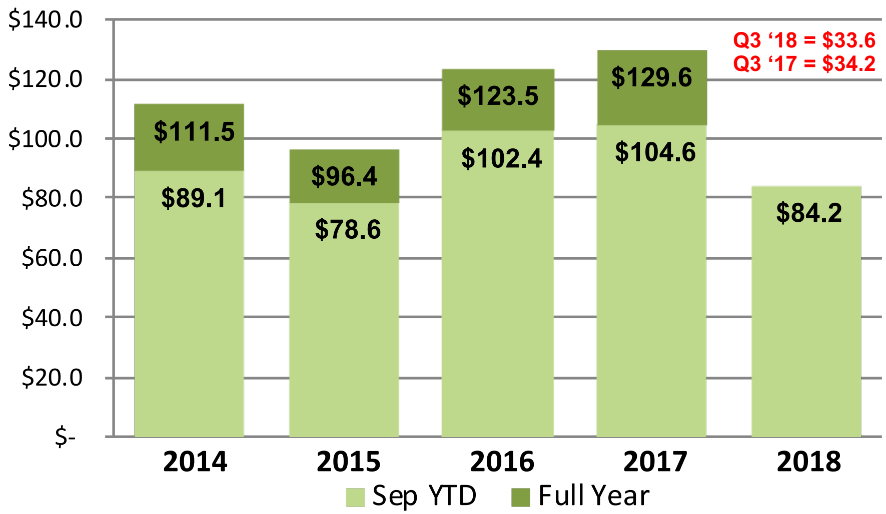
Consolidated Net Sales ($M)



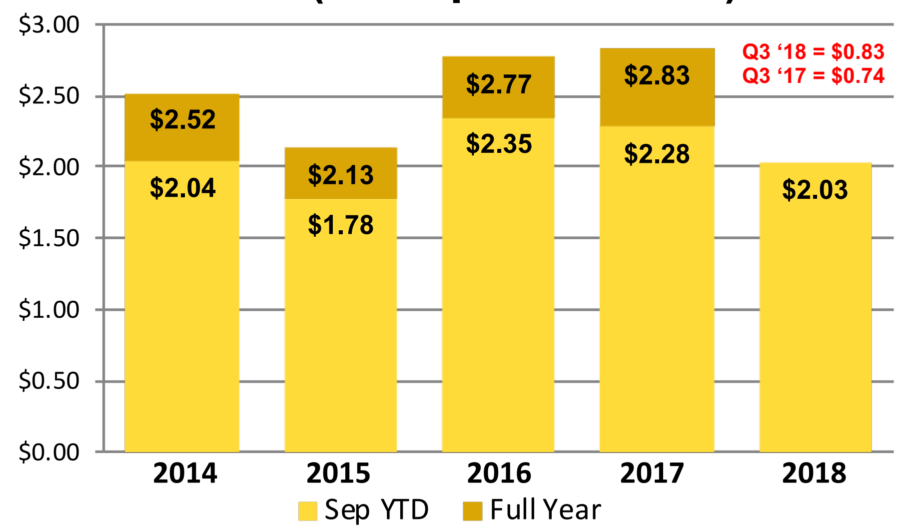
Gross Margin



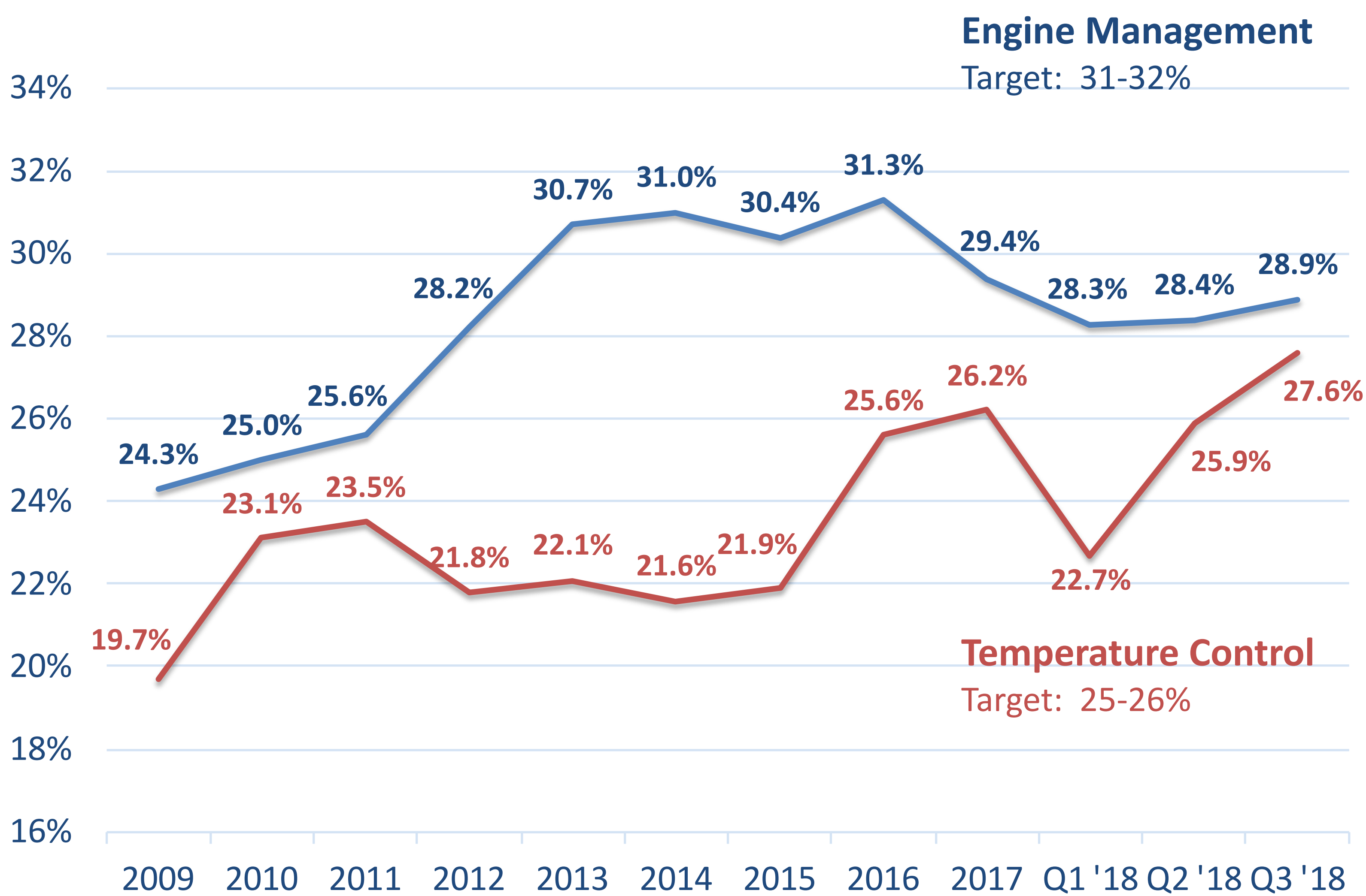
EBITDA (w/o Special Items) ($M)



Diluted EPS (w/o Special Items)



Substantial Gross Margin Improvement



Appendix

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Income Statement Non-GAAP

($ in millions)

	September 2018 YTD			September 2017 YTD		
		Amount	**% of Sales**		**Amount**	**% of Sales**
Net Sales	$	845.1	100.0%	$	876.2	100.0%
Gross Profit		241.2	28.5%		257.3	29.4%
SG&A Expenses		175.6	20.8%		172.7	19.7%
Operating Profit		65.6	7.8%		84.6	9.7%
Other Income/(Loss)		0.9			2.5	
Interest Expense		3.1			1.8	
Income Taxes		16.7			32.2	
Earnings from Continuing Ops.	$	46.7		$	53.2	
Diluted Earnings Per Share:						
Continuing Operations	$	2.03		$	2.28	
Diluted Shares (000's)		*22,955*			*23,287*	

Condensed Balance Sheet

Actual Q3 2018, Q3 2017 ($ in millions)

	Dollars		Ratios	
	2018	2017	2018	2017
Cash and Equivalents	$ 27.3	$ 25.4		
Accounts Receivable/DSO	163.3	163.2	51	53
Inventory/Turns	318.4	332.6	2.4	2.4
Unreturned Customer Inventory	21.3	-		
Other Assets	306.1	310.5		
Total Assets	$ 836.4	$ 831.7		
Current Liabilities	$ 258.0	$ 241.5		
Total Debt/Debt to Cap Ratio	51.0	73.1	9.7%	13.5%
Other Liabilities	53.3	47.6		
Total Liabilities	$ 362.3	$ 362.2		
Equity/Debt to Equity Ratio	474.1	469.5	0.11	0.16
Total Liabilities and Equity	$ 836.4	$ 831.7		

Condensed Statement of Cash Flows

(IN MILLIONS)	September YTD		Full Year
	2018	2017	2017
NET INCOME	$39.7	$46.6	$38.0
DEPRECIATION & AMORTIZATION	17.7	17.4	23.9
ACCOUNTS RECEIVABLE	(23.4)	(27.8)	(5.1)
INVENTORY	2.8	(18.7)	(13.9)
ACCOUNTS PAYABLE	5.2	0.1	(7.2)
OTHER OPERATING ACTIVITIES	25.6	19.2	28.9
OPERATING CASH FLOW	**67.6**	**36.8**	**64.6**
CAPITAL EXPENDITURES	(15.6)	(17.7)	(24.4)
ACQUISITIONS	(9.9)	0.0	(6.8)
NET BORROWINGS (PAYMENTS)	(10.5)	18.2	6.3
DIVIDENDS	(14.1)	(13.0)	(17.3)
REPURCHASE OF COMMON STOCK	(9.3)	(20.0)	(24.4)
OTHER CHANGES	1.8	1.3	(0.5)
NET CHANGE IN CASH	**$ 10.0**	**$ 5.6**	**$ (2.5)**
FREE CASH FLOW	***$ 37.8***	***$ 6.1***	***$ 22.9***

Reconciliation of GAAP and Non-GAAP Measures

($ in thousands, except per share amounts)	NINE MONTHS SEPTEMBER 30,				
	2018	2017	2016	2015	2014
			(Unaudited)		
EARNINGS FROM CONTINUING OPERATIONS					
GAAP EARNINGS FROM CONTINUING OPERATIONS	**$ 44,697**	**$ 51,736**	**$ 53,573**	**$ 42,341**	**$ 41,382**
LITIGATION CHARGE	-	-	-	-	10,650
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	3,073	3,914	2,127	(49)	1,069
REVERSAL OF LT TAX LIABILITY	-	-	-	-	(350)
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	(144)	(463)	(235)	(571)	(361)
GAIN FROM SALE OF BUILDINGS	(218)	(786)	(786)	(786)	(786)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(742)	(1,251)	(536)	333	(4,373)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	**$ 46,666**	**$ 53,150**	**$ 54,143**	**$ 41,268**	**$ 47,231**
DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS					
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	**$ 1.95**	**$ 2.22**	**$ 2.32**	**$ 1.82**	**$ 1.79**
LITIGATION CHARGE	-	-	-	-	0.46
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	0.13	0.16	0.09	-	0.05
REVERSAL OF LT TAX LIABILITY	-	-	-	-	(0.02)
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	(0.01)	(0.02)	(0.01)	(0.03)	(0.02)
GAIN FROM SALE OF BUILDINGS	(0.01)	(0.03)	(0.03)	(0.03)	(0.03)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(0.03)	(0.05)	(0.02)	0.02	(0.19)
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	**$ 2.03**	**$ 2.28**	**$ 2.35**	**$ 1.78**	**$ 2.04**

MANAGEMENT BELIEVES THAT EARNINGS FROM CONTINUING OPERATIONS AND DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS, EACH OF WHICH ARE NON-GAAP MEASUREMENTS AND ARE ADJUSTED FOR SPECIAL ITEMS, ARE MEANINGFUL TO INVESTORS BECAUSE THEY PROVIDE A VIEW OF THE COMPANY WITH RESPECT TO ONGOING OPERATING RESULTS. SPECIAL ITEMS REPRESENT SIGNIFICANT CHARGES OR CREDITS THAT ARE IMPORTANT TO AN UNDERSTANDING OF THE COMPANY'S OVERALL OPERATING RESULTS IN THE PERIODS PRESENTED. SUCH NON-GAAP MEASUREMENTS ARE NOT RECOGNIZED IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES AND SHOULD NOT BE VIEWED AS AN ALTERNATIVE TO GAAP MEASURES OF PERFORMANCE.

Reconciliation of GAAP and Non-GAAP Measures (cont'd)

($ in thousands)

	NINE MONTHS SEPTEMBER 30,				
	2018	2017	2016	2015	2014
			(Unaudited)		
EBITDA WITHOUT SPECIAL ITEMS					
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	**$ 60,498**	**$ 82,204**	**$ 85,037**	**$ 65,110**	**$ 64,100**
DEPRECIATION & AMORTIZATION	17,745	17,439	14,829	13,042	12,889
INTEREST EXPENSE	3,137	1,785	1,206	1,238	1,205
EBITDA	**81,380**	**101,428**	**101,072**	**79,390**	**78,194**
LITIGATION CHARGE	-	-	-	-	10,650
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	3,073	3,914	2,127	(49)	1,069
GAIN FROM SALE OF BUILDINGS	(218)	(786)	(786)	(786)	(786)
SPECIAL ITEMS	**2,855**	**3,128**	**1,341**	**(835)**	**10,933**
EBITDA WITHOUT SPECIAL ITEMS	**$ 84,235**	**$ 104,556**	**$ 102,413**	**$ 78,555**	**$ 89,127**
TOTAL DEBT	**$ 51,006**	**$ 73,137**	**$ 70,178**	**$ 24,583**	**$ 59,271**
DEBT TO EBITDA RATIO (TTM)	**0.5:1**	**0.6:1**	**0.6:1**	**0.2:1**	**0.5:1**

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Reconciliation of GAAP and Non-GAAP Measures (cont'd)

($ in thousands, except per share amounts)

EARNINGS FROM CONTINUING OPERATIONS	THREE MONTHS ENDED SEPTEMBER 30, 2018	THREE MONTHS ENDED SEPTEMBER 30, 2017	NINE MONTHS ENDED SEPTEMBER 30, 2018	NINE MONTHS ENDED SEPTEMBER 30, 2017
	(Unaudited)		(Unaudited)	
GAAP EARNINGS FROM CONTINUING OPERATIONS	**$ 19,273**	**$ 17,108**	**$ 44,697**	**$ 51,736**
RESTRUCTURING AND INTEGRATION EXPENSES	6	1,132	3,073	3,914
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	(144)	(463)	(144)	(463)
GAIN FROM SALE OF BUILDINGS	-	(262)	(218)	(786)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(1)	(348)	(742)	(1,251)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	**$ 19,134**	**$ 17,167**	**$ 46,666**	**$ 53,150**
DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS				
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	$ 0.84	$ 0.74	$ 1.95	$ 2.22
RESTRUCTURING AND INTEGRATION EXPENSES	-	0.05	0.13	0.16
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	(0.01)	(0.02)	(0.01)	(0.02)
GAIN FROM SALE OF BUILDINGS	-	(0.01)	(0.01)	(0.03)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	-	(0.02)	(0.03)	(0.05)
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	**$ 0.83**	**$ 0.74**	**$ 2.03**	**$ 2.28**

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Reconciliation of GAAP and Non-GAAP Measures

($ in thousands, except per share amounts)	TWELVE MONTHS DECEMBER 31, 2017	2016	2015	2014
			(Unaudited)	
EARNINGS FROM CONTINUING OPERATIONS				
GAAP EARNINGS FROM CONTINUING OPERATIONS	**$ 43,630**	**$ 62,412**	**$ 48,120**	**$ 52,899**
CUSTOMER BANKRUPTCY CHARGE	-	-	3,514	-
DEFERRED FINANCING FEE WRITE-OFF	-	-	773	-
LITIGATION CHARGE	-	-	-	10,650
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	6,173	3,957	(134)	1,197
IMPAIRMENT OF OUR INVESTMENT IN ORANGE ELECTRONICS CO., LTD	1,815	-	-	-
IMPACT OF TAX CUTS AND JOBS ACT	17,515	-	-	-
REVERSAL OF LT TAX LIABILITY	-	-	-	(350)
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	(463)	(235)	(571)	(361)
GAIN FROM SALE OF BUILDINGS	(1,048)	(1,048)	(1,048)	(1,048)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(2,050)	(1,164)	(1,243)	(4,320)
NON-GAAP EARNINGS FROM CONTINUING OPERATIONS	**$ 65,572**	**$ 63,922**	**$ 49,411**	**$ 58,667**
DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS				
GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	**$ 1.88**	**$ 2.70**	**$ 2.08**	**$ 2.28**
CUSTOMER BANKRUPTCY CHARGE	-	-	0.15	-
DEFERRED FINANCING FEE WRITE-OFF	-	-	0.03	-
LITIGATION CHARGE	-	-	-	0.46
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	0.27	0.17	(0.01)	0.05
IMPAIRMENT OF OUR INVESTMENT IN ORANGE ELECTRONICS CO., LTD	0.08			
IMPACT OF TAX CUTS AND JOBS ACT	0.75			
REVERSAL OF LT TAX LIABILITY	-	-	-	(0.02)
CERTAIN TAX CREDITS AND PRODUCTION DEDUCTIONS FINALIZED IN PERIOD	(0.02)	(0.01)	(0.03)	(0.02)
GAIN FROM SALE OF BUILDINGS	(0.04)	(0.04)	(0.04)	(0.04)
INCOME TAX EFFECT RELATED TO RECONCILING ITEMS	(0.09)	(0.05)	(0.05)	(0.19)
NON-GAAP DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS	**$ 2.83**	**$ 2.77**	**$ 2.13**	**$ 2.52**

Reconciliation of GAAP and Non-GAAP Measures (cont'd)

($ in thousands)	TWELVE MONTHS DECEMBER 31,			
	2017	2016	2015	2014
			(Unaudited)	
EBITDA WITHOUT SPECIAL ITEMS				
GAAP EARNINGS FROM CONTINUING OPERATIONS BEFORE TAXES	**$ 96,442**	**$ 98,570**	**$ 74,103**	**$ 81,753**
DEPRECIATION & AMORTIZATION	23,916	20,457	17,637	17,295
INTEREST EXPENSE	2,329	1,556	1,537	1,616
EBITDA	**122,687**	**120,583**	**93,277**	**100,664**
CUSTOMER BANKRUPTCY CHARGE	-	-	3,514	-
DEFERRED FINANCING FEE WRITE-OFF	-	-	773	-
LITIGATION CHARGE	-	-	-	10,650
RESTRUCTURING AND INTEGRATION EXPENSES (INCOME)	6,173	3,957	(134)	1,197
IMPAIRMENT OF OUR INVESTMENT IN ORANGE ELECTRONICS CO., LTD	1,815	-	-	-
GAIN FROM SALE OF BUILDINGS	(1,048)	(1,048)	(1,048)	(1,048)
SPECIAL ITEMS	**6,940**	**2,909**	**3,105**	**10,799**
EBITDA WITHOUT SPECIAL ITEMS	**$ 129,627**	**$ 123,492**	**$ 96,382**	**$ 111,463**
TOTAL DEBT	**$ 61,778**	**$ 54,975**	**$ 47,505**	**$ 56,816**
DEBT TO EBITDA RATIO (TTM)	**0.5:1**	**0.4:1**	**0.5:1**	**0.5:1**

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PROVIDES A VIEW OF THE COMPANY WITH RESPECT TO ONGOING OPERATING RESULTS. SPECIAL ITEMS REPRESENT SIGNIFICANT CHARGES C
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MEASUREMENTS ARE NOT RECOGNIZED IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES AND SHOULD NOT BE VIEWED
ALTERNATIVE TO GAAP MEASURES OF PERFORMANCE.

Thank You

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