



**Welcome!**

**2013 Annual Shareholders' Meeting**

# Forward Looking Statements

We claim the protection of the safe-harbor for forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. You can identify these statements by forward-looking words such as “expect,” “believe,” “anticipate,” “should,” “plan,” “intend,” “estimate,” “project,” “will” or similar words. In addition, statements contained within this presentation that are not historical facts are forward-looking statements, such as statements discussing among other things, expected growth, store development, integration and expansion strategy, business strategies, future revenues and future performance. These forward-looking statements are based on estimates, projections, beliefs and assumptions and are not guarantees of future events and results. Such statements are subject to risks, uncertainties and assumptions, including, but not limited to, competition, product demand, the market for auto parts, the economy in general, inflation, consumer debt levels, governmental regulations, our increased debt levels, credit ratings on public debt, our ability to hire and retain qualified employees, risks associated with the performance of acquired businesses, weather, terrorist activities, war and the threat of war. Actual results may materially differ from anticipated results described or implied in these forward-looking statements. Please refer to the “Risk Factors” section of our annual report on Form 10-K for the year ended December 31, 2012, for additional factors that could materially affect our financial performance. Forward-looking statements speak only as of the date they were made and we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

# Company Overview

## Store Count

- 4,041 stores in 42 states as of March 31, 2013

## Distribution Centers

- 24 Distribution Centers

## Team Members

- Over 55,000

## Last-Twelve-Months Sales

- \$6.2 billion as of March 31, 2013

## Total Assets

- \$5.8 billion as of March 31, 2013

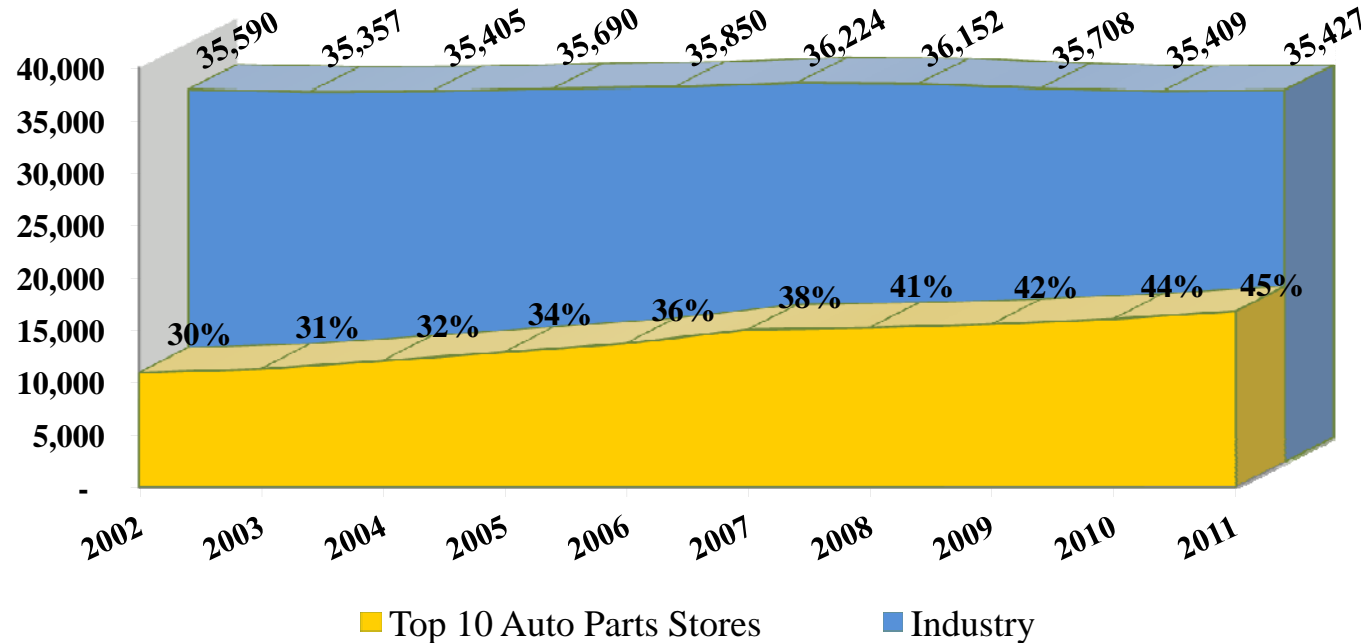
## Market Capitalization

- \$12.2 billion at May 6, 2013



# Industry Landscape

## Fragmented Market:



### Top Ten Auto Parts Chains

1. AutoZone Inc. (5,070)
2. **O'Reilly Auto Parts (4,041)**
3. Advance Auto Parts (3,918)
4. Genuine Parts / NAPA (1,142)\*
5. General Parts Inc. / CARQUEST (1,120)\*
6. Pep Boys (761)
7. Uni-Select (450)
8. Fisher Auto Parts (406)
9. Replacement Parts Inc. (160)
10. Hahn Automotive Warehouse (96)

\*Company owned stores

Source: AAIA Factbook or latest SEC filing

# 2013 1<sup>st</sup> Quarter Highlights



Opened 65 net, new stores



1.9% comparable store sales, excluding Leap Day in 2012



Gross margin increased 60 basis points to 50.4%



Operating margin of 15.8%



\$1.36 diluted EPS versus \$1.14 diluted EPS for the same period in 2012



\$153 million in free cash flow



Repurchased \$228 million in shares



# 2013 Initiatives



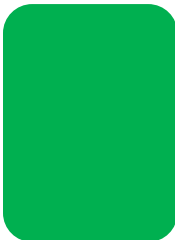
- Continue execution of business model
- July 2013 marks 5<sup>th</sup> Anniversary of acquisition



- Continue integration of acquired VIP Auto stores in Northeast



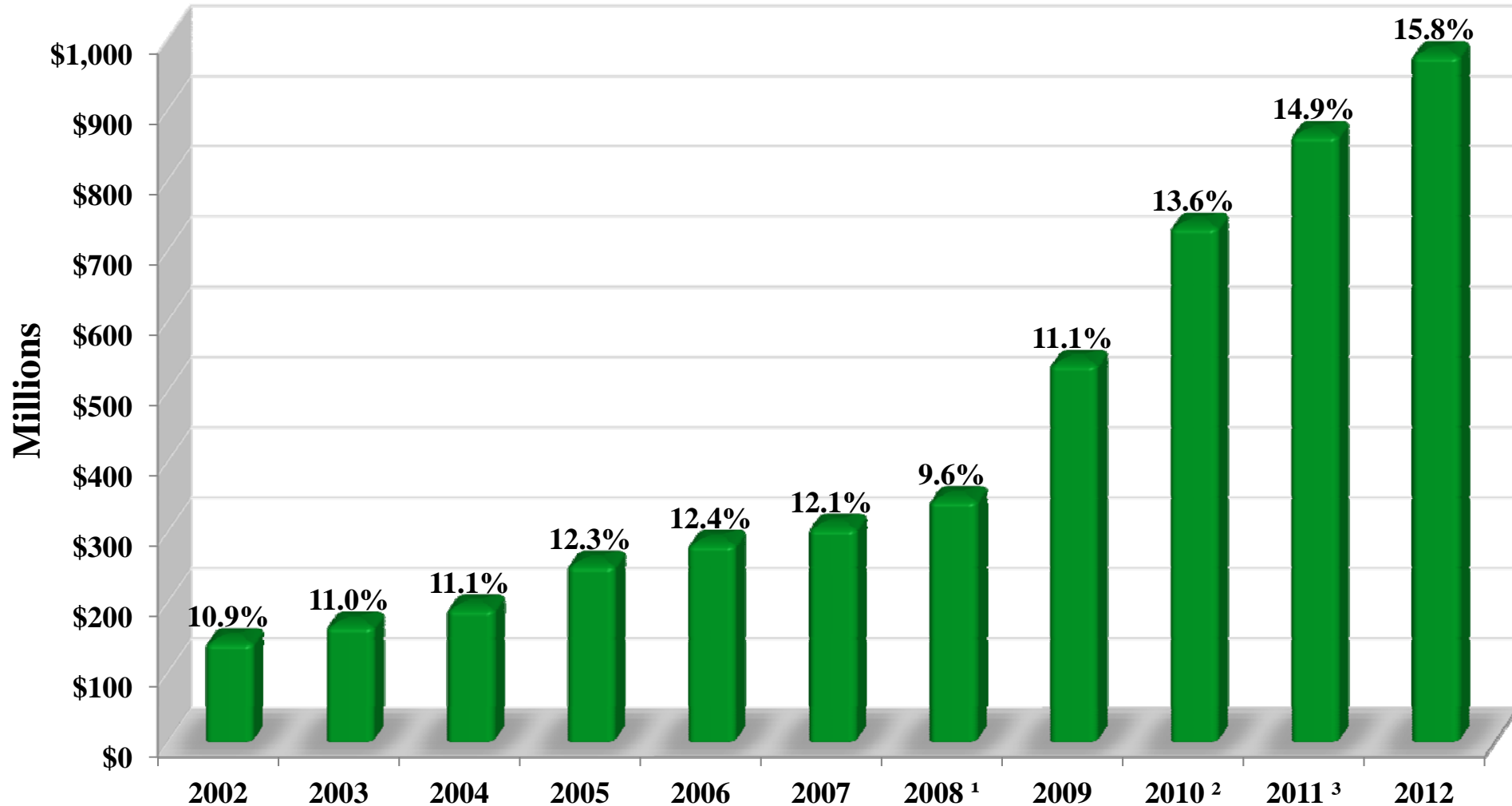
- Roll-out new customer Loyalty Program



- Test industry-leading retail point-of-sale system for 2014 rollout

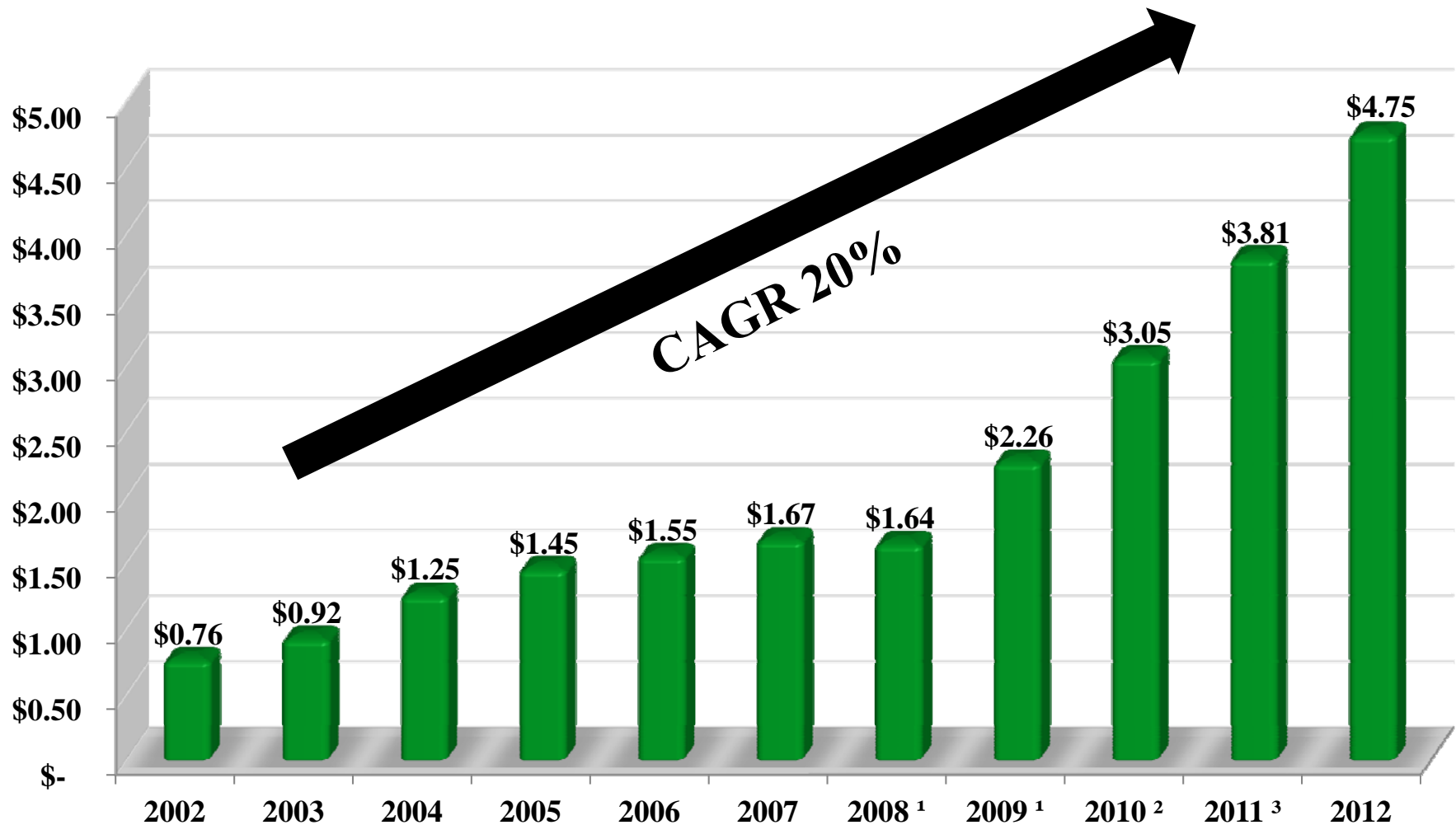


# Adjusted Operating Income



<sup>1</sup> Includes CSK from July 11 through year end   <sup>2</sup> Excludes the impact of CSK DOJ investigation charges   <sup>3</sup> Excludes the former CSK officer clawback

# Adjusted EPS Growth



<sup>1</sup> Adjusted diluted earnings per share, excluding the impact of CSK acquisition related charges

<sup>2</sup> Adjusted diluted earnings per share, excluding the impact of CSK DOJ investigation charges and CSK notes receivable recovery

<sup>3</sup> Adjusted diluted earnings per share, excluding the impact of debt issuance and interest rate swap write off charges and former CSK officer clawback



# 2013 2<sup>nd</sup> QTR and Full Year Guidance



2<sup>nd</sup> Qtr Comparable Store Sales of 4% to 6%



2<sup>nd</sup> Qtr EPS of \$1.46 to \$1.50



2013 Comparable Store Sales of 3% to 5%



2013 Operating Margin of 15.8% to 16.2%



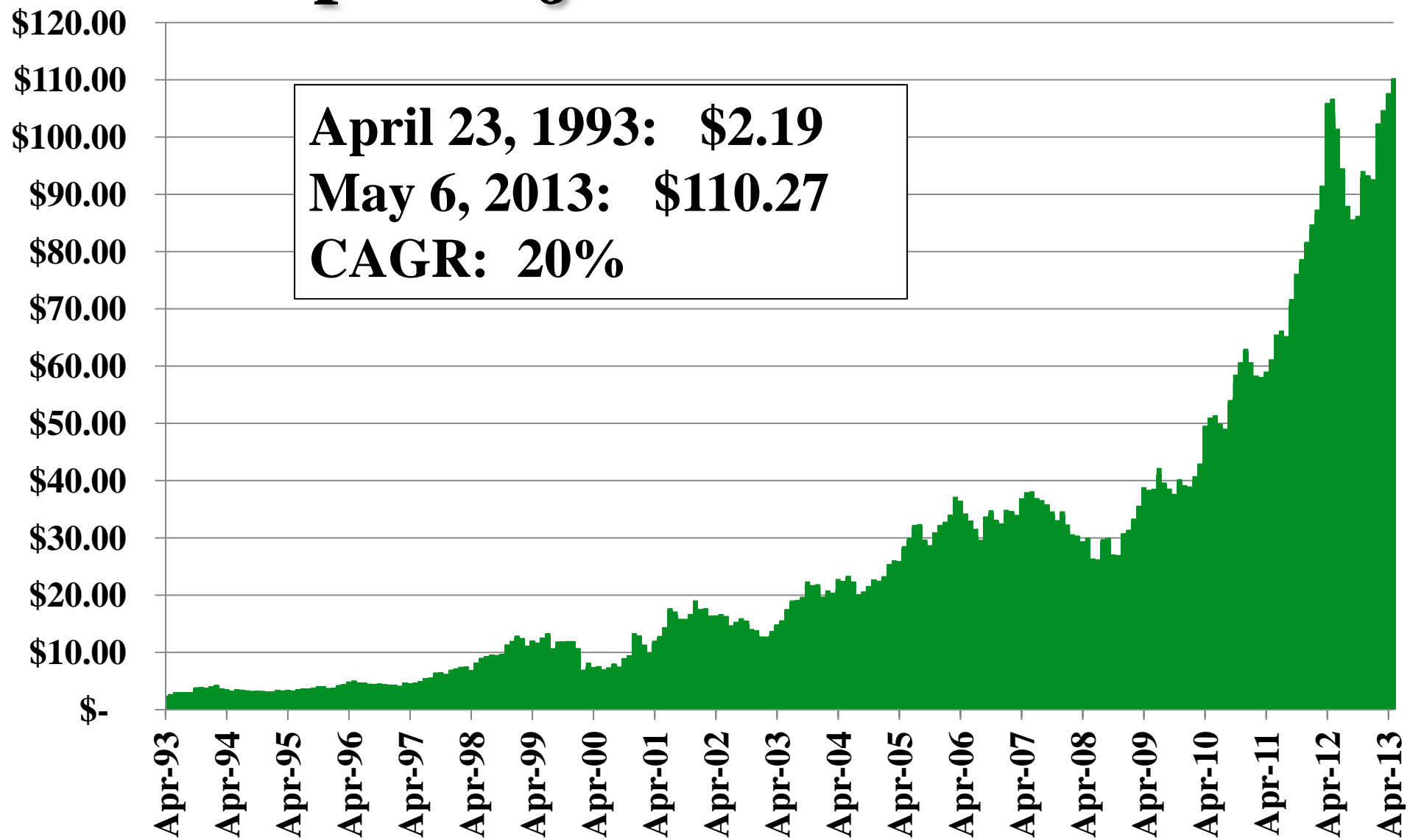
2013 Earnings Per Share of \$5.64 to \$5.74



2013 Free Cash Flow of \$450 to \$500 Million



# Split Adjusted Stock Price



Adjusted

# Future Growth Focus

Grow market share in existing markets



Continued expansion through new store growth - 190 new stores in 2013



Continued focus on consolidating the industry



# Dual Market Strategy



Established track record of serving both DIY and DIFM customers



Greater market penetration and reduced vulnerability to competition



Leverages our existing retail store locations and extensive distribution infrastructure



Allows us to profitably operate in large and small markets



Enhances service levels offered to our DIY customers



Sales force comprised of over 550 dedicated outside sales people





# Strategic Distribution Systems



Distribute to stores daily from 24 regional distribution centers



Multiple deliveries per day to stores in metro-DC area



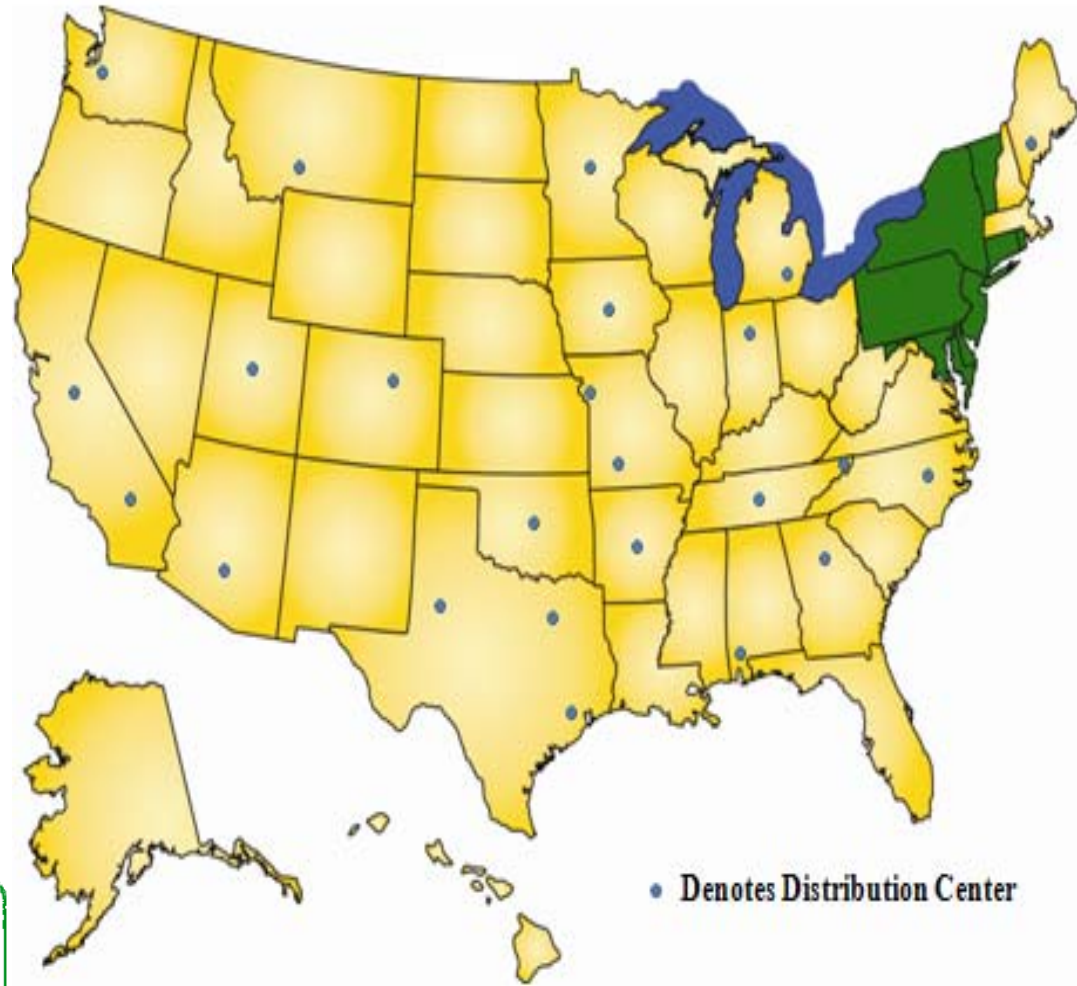
State-of-the-art facilities and systems



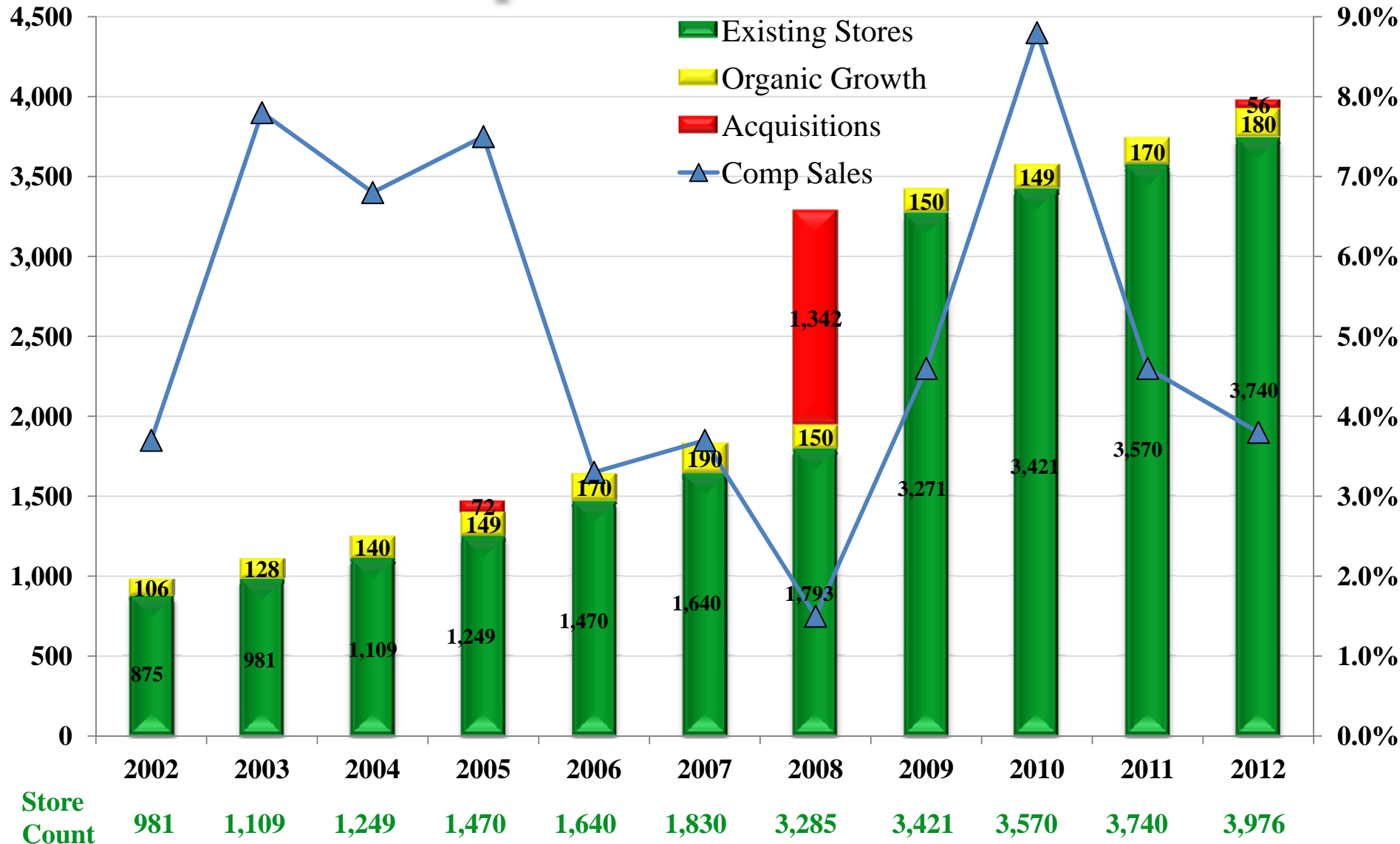
Stock an average of 142,000 SKUs



240 “Hub” stores carrying an average of 42,000 SKUs



# Store & Comparable Store Sales Growth



# Questions

## O'Reilly Culture Statement

**"O'Reilly is COMMITTED to our customers and our Team Members. We are ENTHUSIASTIC, HARDWORKING PROFESSIONALS who are DEDICATED to TEAMWORK, SAFETY, and EXCELLENT CUSTOMER SERVICE. We will practice EXPENSE CONTROL while setting an example of RESPECT, HONESTY, and a WIN-WIN ATTITUDE in everything we do!"**

