Forward Looking Statements

The Company claims the protection of the safe-harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. The Company intends these forward-looking statements to speak only as of the time of the presentation and does not undertake to update or revise them, as more information becomes available. These statements discuss, among other things, expected growth, store development 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 approvals, our ability to hire and retain qualified employees, risks associated with the integration of acquired businesses including the acquisition of CSK Auto Corporation, 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 the Company’s Form 10-K for the year ended December 31, 2009, for more details.
INDUSTRY OVERVIEW:
Industry Drivers

Continued Aging of U.S. Vehicle Population:

Falling new car sales – 2005 @ 17.5 million and 2009 @ 10.7 million

Tight consumer spending leads to investing in currently owned automobiles

U.S. Miles Driven and Gas Prices:

92% increase in miles driven from 1979 to 2009
$2.73 - average gas price as of May 24, 2010
Industry Opportunities

Fragmented Market:

Top Ten Auto Parts Chains
1. AutoZone Inc. (4,521)
2. O’Reilly Auto Parts (3,469)
3. Advance Auto Parts (3,462)
4. General Parts Inc./CARQUEST (1,500)
5. Genuine Parts/NAPA (1,047)
6. Pep Boys (587)
7. Fisher Auto Parts (300)
8. Uni-Select (281)
9. Replacement Parts Inc. (155)
10. Auto-Wares Group (132)

Total U.S. Light Vehicle Registrations:

20% increase in Total Light Vehicle Registrations from 1999 to 2009

Source: AAIA Factbook or latest SEC filing
Source: AAIA Factbook
COMPANY OVERVIEW:
Company History

Founded in 1957
- by the O’Reilly family – with 13 original team members

Initial public offering
- in 1993 – listed on the NASDAQ as ORLY

Track record of consistent performance
- 17 consecutive years of record revenue, operating income, EBITDA and comparable store sales growth
Company Overview

Store Count
- 3,469 stores in 38 states as of March 31, 2010

Distribution Centers
- 23 DCs
- One existing CSK DC to relocate
- One existing CSK DC to convert

Team Members
- Over 45,000

Last-Twelve-Months Sales
- $5.0 billion as of March 31, 2010

Market Capitalization
- $7.0 billion at May 31, 2010

Total Assets
- $4.8 billion as of March 31, 2010
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 and distribution infrastructure
- Can profitably operate in large and small markets
- Enhances service levels offered to our DIY customers
- Significant barriers to success in DIFM market
Strategic Distribution System

O’Reilly Distribution Centers
Atlanta, GA
Belleville, MI
Billings, MT
Brooklyn Park, MN
Dallas, TX
Denver, CO
Des Moines, IA
Dixon, CA (to relocate to Stockton, CA in Sept. ‘10)
Greensboro, NC
Houston, TX
Indianapolis, IN
Knoxville, TN
Kansas City, MO
Little Rock, AR
Lubbock, TX
Mobile, AL
Moreno Valley, CA
Nashville, TN
Oklahoma City, OK
Phoenix, AZ (to convert in Nov. ‘10)
Salt Lake City, UT
Seattle, WA
Springfield, MO

Stock an average of 118,000 SKUs – available same day or overnight

181 Master Inventory “Hub” stores

Advanced material and handling equipment supported by progressive slotting and picking technology

Distribute to stores daily via Company-owned fleet
1st Quarter 2010 Highlights

- Opened 49 New Stores
- 6.9% Comparable Store Sales
- Record 13.2% 1st Quarter Operating Margin
- $0.70 Diluted Earnings Per Share versus $0.46 for the same period in 2009
- $80 million in Free Cash Flow
- Raised 2010 Full Year Comparable Store Sales Guidance to 4% to 6%
- 2nd Quarter EPS Guidance of $0.70 to $0.74
- Raised 2010 EPS Guidance to $2.65 to $2.75
Core O’Reilly Focus

- Grow market share in existing markets
- Continued expansion through new store growth (estimated 150 openings in 2010)
- Continued expansion of distribution reach (Greensboro, NC, in May 2009)
CSK INTEGRATION UPDATE:
Converted 264 CSK stores in the Midwest and New Mexico

• Detroit DC converted to O’Reilly systems
• “Hub” store system implemented in Western states
• Commercial programs installed in two-thirds of stores
• Hard-part resets in all stores
• Added private label inventory providing “Good”, “Better” & “Best” selection
• Retail prices adjusted to be market competitive
• Reduced non-core/non-automotive merchandise
• Opened DCs in Seattle, Moreno Valley, Denver and Salt Lake City
• Installed new computer systems and began nightly service to 601 CSK stores in the western markets
Relocate Dixon DC to Stockton and convert surrounding Kragen stores
- Convert Phoenix DC to O’Reilly systems and convert surrounding Checker stores
- Reset remaining West coast stores to O’Reilly retail format
- Install store décor and graphic packages
- Complete exterior sign changes
- Complete commercial programs rollout
- Enhance and expand the professional sales team
- Continue to improve Team Member parts knowledge
- Transition to O’Reilly Incentive Pay and Commission Plans
- Refine product mix based on markets
- Increase import OE coverage offerings
Exterior Before & After
Interior Before & After
Distribution Projects Timeline

- **Lubbock, TX**: 200,000 sq ft; Owned
- **Detroit, MI**: 292,000 sq ft; Leased
- **Greensboro, NC**: 300,000 sq ft; Owned
- **Kansas City, MO**: 210,000 sq ft; Owned
- **Seattle, WA**: 388,000 sq ft; Owned
- **Moreno Valley, CA**: 408,000 sq ft; Owned
- **Denver, CO**: 225,000 sq ft; Owned
- **Salt Lake City, UT**: 305,000 sq ft; Owned
- **Stockton, CA**: 520,000 sq ft; Leased
- **Phoenix, AZ**: 384,000 sq ft; Leased
CSK Store Conversion Timeline

Remaining CSK system and store conversions coincide with DC openings

- **Seattle**
  - 193 stores
  - Began: Nov. 2009
  - Completed: Jan. 2010

- **Moreno Valley**
  - 238 stores
  - Began: Jan. 2010
  - Completed: Mar. 2010

- **Denver**
  - 84 stores
  - Began: Mar. 2010
  - Completed: May 2010

- **Salt Lake City**
  - 86 stores
  - Began: May 2010
  - Completion: Jun. 2010

- **Stockton**
  - 274 stores
  - Begins: Sept. 2010
  - Completion: Nov. 2010

- **Phoenix**
  - 151 stores
  - Begins: Nov. 2010

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November 2009 thru December 2010
FINANCIAL OVERVIEW
Store & Revenue Growth

2010 Guidance
$5.2 to $5.3 billion

**Major acquisitions:**
- 1998 Hi/LO – 182 stores acquired
- 2001 Midstate – 82 stores acquired
- 2005 Midwest - 72 stores acquired
- 2008 CSK Auto – 1,342 stores acquired
Core O’Reilly Comparable Store Sales

YEAR | Percentage
--- | ---
1991 | 9.2%
1992 | 11.4%
1993 | 14.9%
1994 | 8.9%
1995 | 8.9%
1996 | 14.4%
1997 | 6.8%
1998 | 6.8%
1999 | 9.6%
2000 | 5.0%
2001 | 3.7%
2002 | 3.7%
2003 | 7.8%
2004 | 3.3%
2005 | 3.7%
2006 | 7.5%
2007 | 2.6%
2008 | 6.6%
O’Reilly acquired CSK on July 11, 2008

* Q2 2008 – comparable store sales from May 5 up to date of acquisition
* Q3 2008 – comparable store sales from date of acquisition through September 30.
Consolidated Comparable Store Sales

2010 Guidance
4% to 6%

[Bar chart showing sales growth from 1991 to 2009, with 2010 guidance indicated.]
Fueling EPS Growth

2010 Guidance
$2.65 to $2.75

* Adjusted diluted earnings per share, excluding the impact of acquisition related charges
O’Reilly Culture Statement

"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!"