



**AUTO PARTS**<sup>®</sup>  
**PROFESSIONAL PARTS PEOPLE**

**Bank of America**

**38<sup>th</sup> Annual Investment Conference**

September 16, 2008

# 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, weather, terrorist activities, war and the threat of war. Actual results may materially differ from anticipated results described 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, 2007, for more details.**

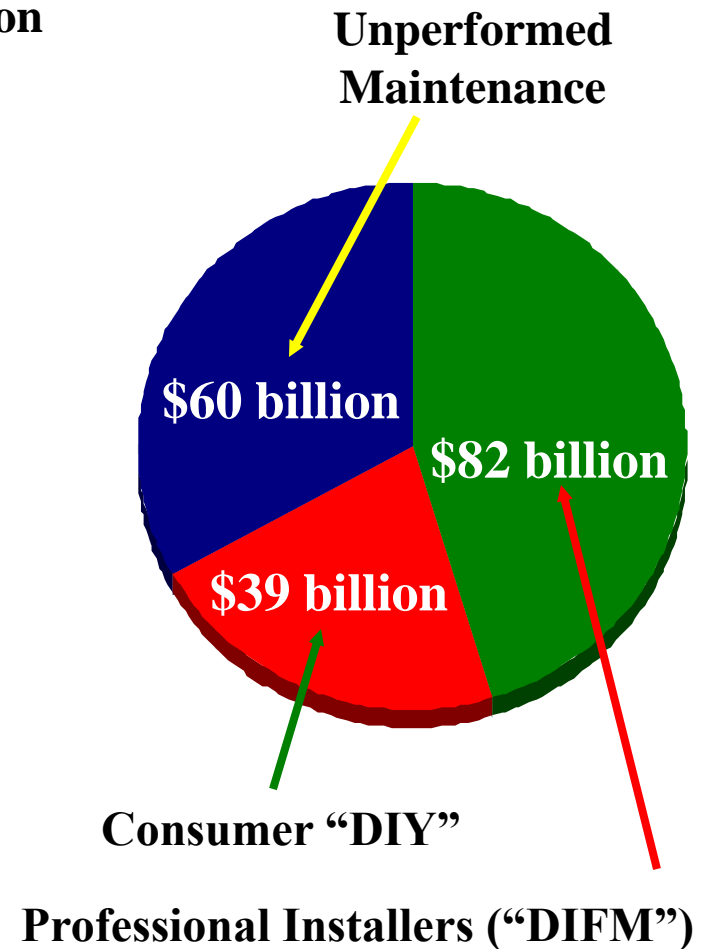
# Automotive Aftermarket Industry Overview

Estimated annual sales of approximately \$121 billion

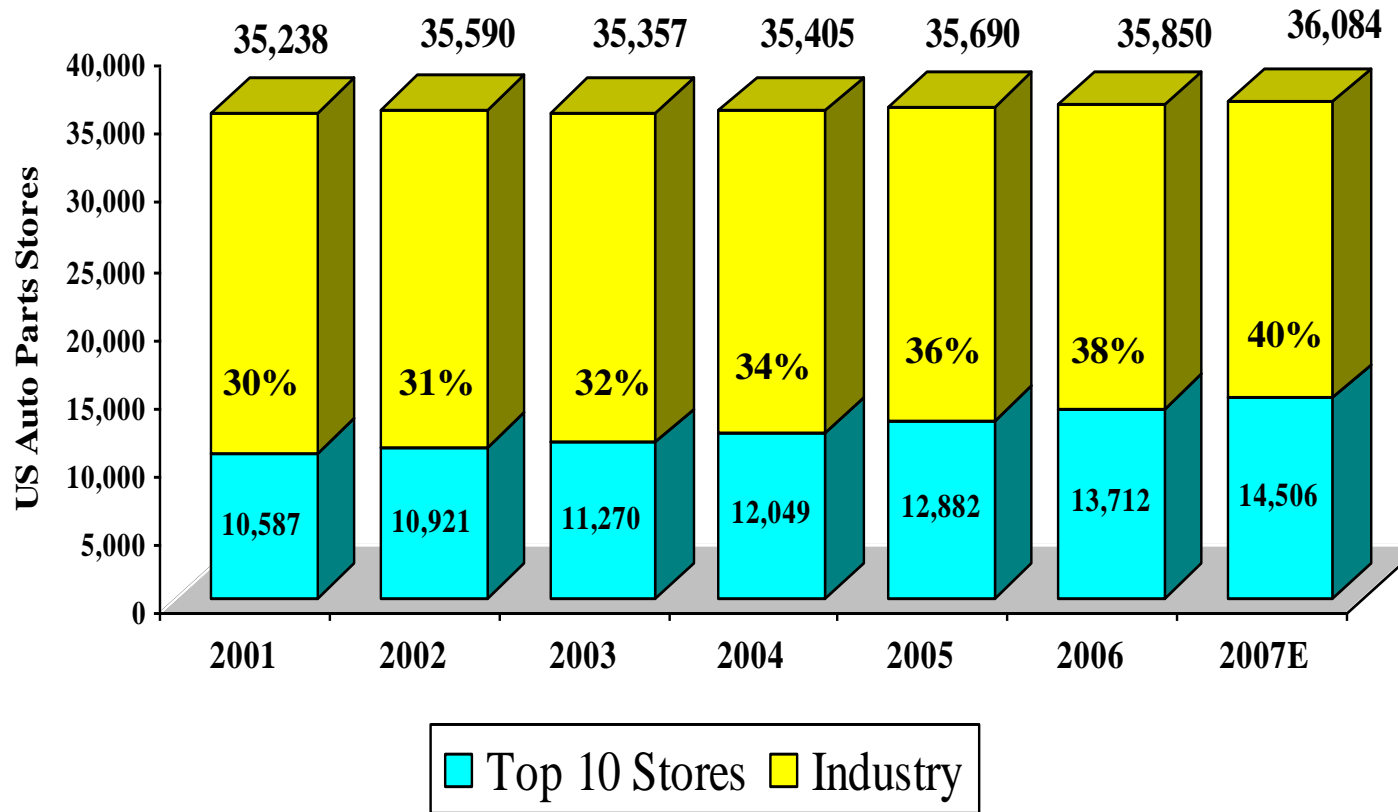
Growth in both DIY and DIFM markets

O'Reilly believes industry's growth is driven by:

- \$60 Billion Estimated Unperformed Maintenance
- Vehicle Population Growth
- Vehicle Average Age Growth
- Approximately 3 Trillion Annual Miles Driven









# Industry Consolidation



1. AutoZone (4,032)
  2. Advance Auto Parts (3,291)
  3. **O'Reilly Auto Parts (3,267)**
  4. CARQUEST (1,400) <sup>(1)</sup>
  5. NAPA (1,096) <sup>(1)</sup>
  6. Pep Boys (561)
  7. Fisher Auto Parts (315)
  8. Uni-Select (259)
  9. Replacement Parts (160)
  10. BWP Distributors (125)
- <sup>(1)</sup> Company-owned stores

# Company Overview

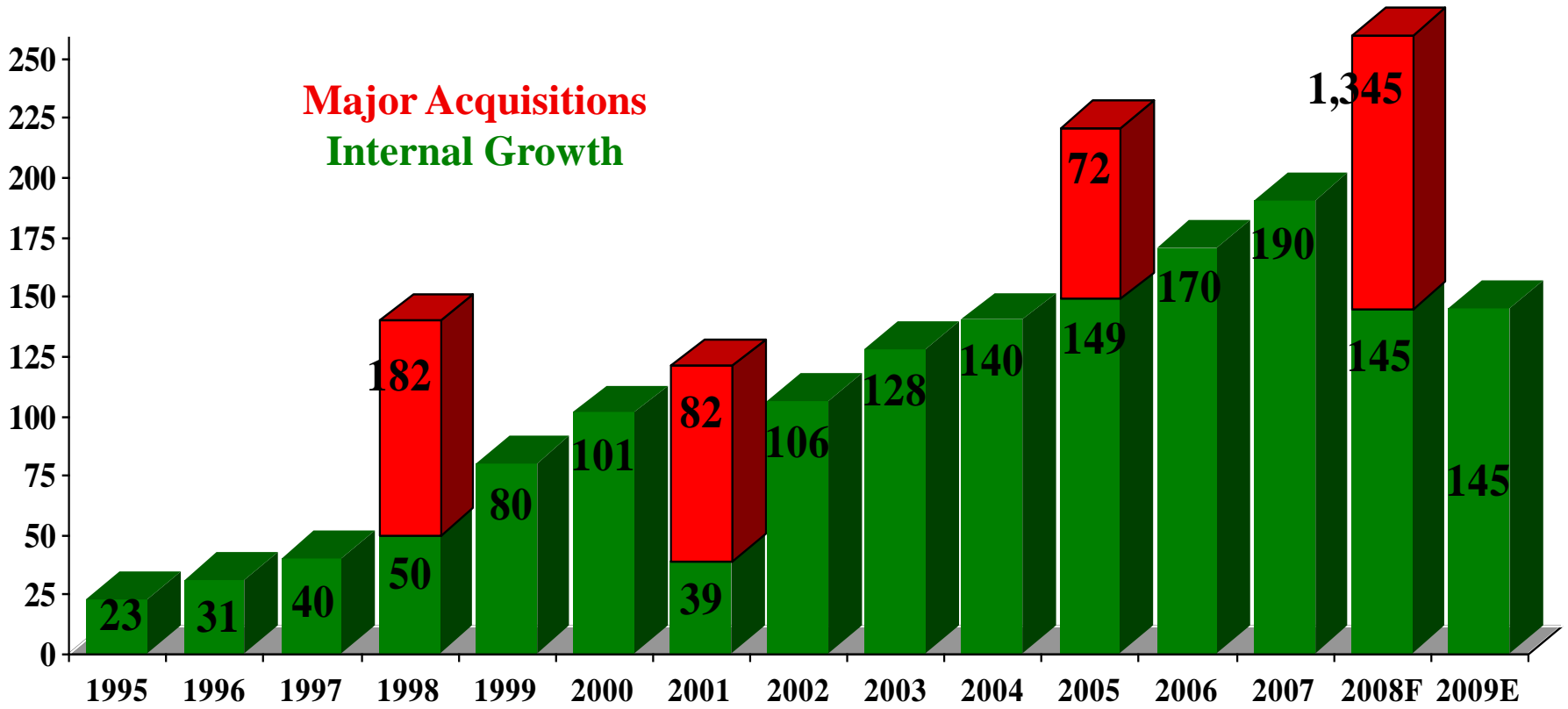
-  **America's #3 retailer of automotive parts and accessories with 3,267 stores in 38 states as of July 31, 2008 on a combined basis**
-  **Founded in 1957 by the O'Reilly family with initial public offering in 1993 – Listed on NASDAQ as ORLY**
-  **15 consecutive years of revenue and earnings, EBITDA and comparable store sales growth**
-  **Annual sales of \$2.5 billion in 2007 with EBITDA of \$402.9 million, combined O'Reilly/CSK 2007 pro forma annual sales of \$4.4 billion**
-  **Over 20 years of effective execution of a dual market strategy serving both do-it-yourself (“DIY”) customers and do-it-for-me (“DIFM”) customers**
-  **Proven senior management team comprised of 88 professionals who average over 16 years of experience with O'Reilly**

# Dual Market Strategy

- ✿ **Established reputation for the ability to provide superior service to both DIY customers and professional installers**
- ✿ **Greater market penetration and reduced vulnerability to competition**
- ✿ **Leverages our existing retail and distribution infrastructure**
- ✿ **Can profitably operate in large and small markets**
- ✿ **Extensive distribution network required to meet installer demands enhances service levels offered to our DIY customers**
- ✿ **Significant barriers to success in professional installer market**

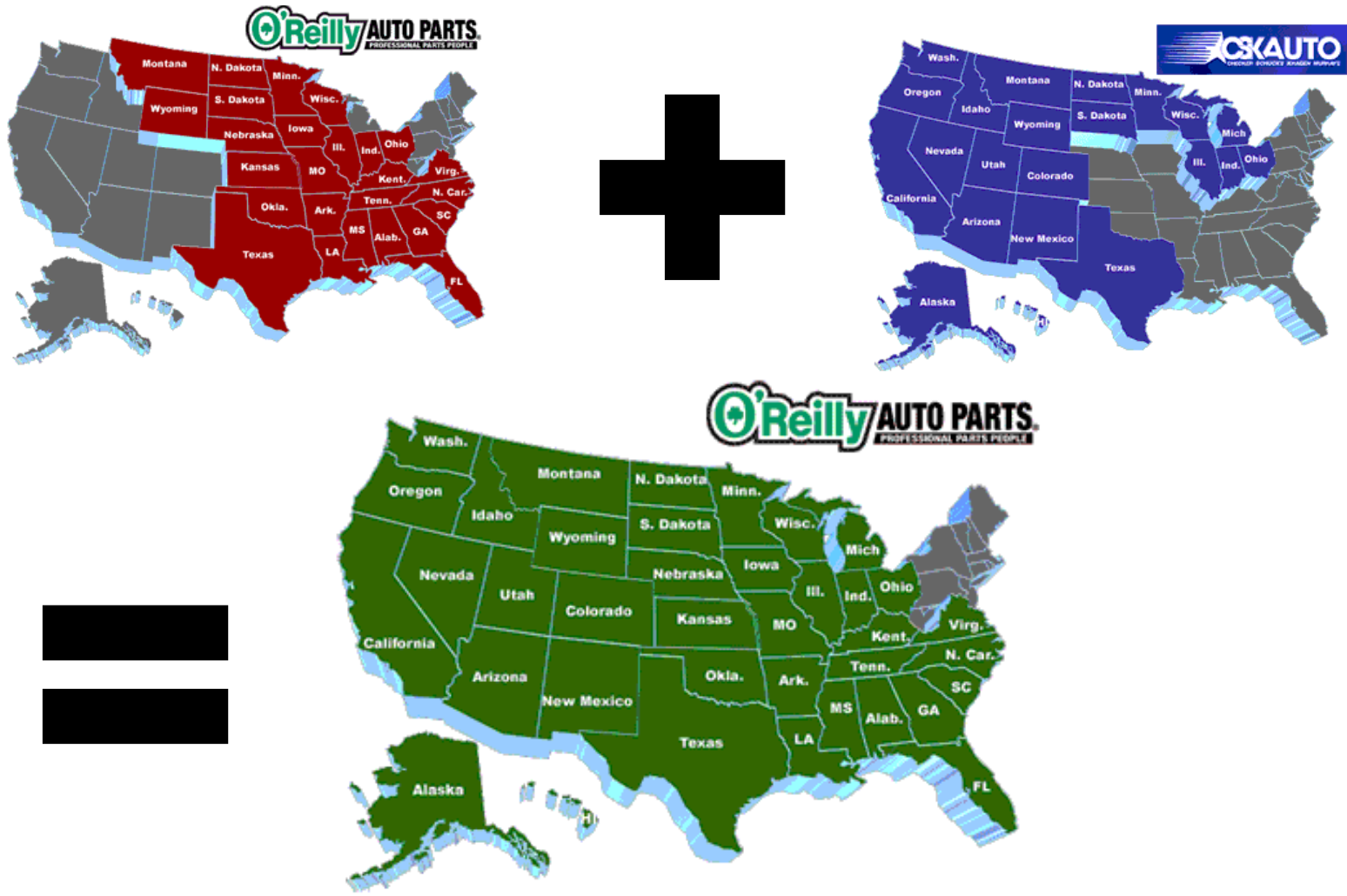
# Consistent Growth

Expand in clusters around distribution centers and master inventory stores



**Note:** Major Acquisitions: 1998 - Hi/LO, 2001 - Midstate, 2005 – Midwest, 2008 – CSK Auto

# 38 States and Growing...





# CSK Acquisition Overview

July 11, 2008: O'Reilly acquired CSK Auto Corporation

- 
**CSK Auto - the largest specialty retailer of automotive parts and accessories in the Western United States and the 5<sup>th</sup> largest overall with 1,341 stores in 22 states as of July 11, 2008**
- 
**Annual sales of \$1.9 billion in fiscal 2007 with EBITDA of \$118.8 million**
- 
**CSK's DIFM sales represented just 18% of total revenue in fiscal 2007**
- 
**CSK operates under four major brands:**

Brand	Year Founded	Stores	Primary Locations
Checker Auto Parts	1969	487	Southwest, Rocky Mountains, Northern Plains, Hawaii
Schuck's Auto Supply	1917	218	Pacific Northwest, Alaska
Kragen Auto Parts	1947	499	California
Murray's Discount Auto Stores	1972	141	Midwest

# Acquisition Rationale

## **Market Leading Auto Parts Retailer**

- 3<sup>rd</sup> largest national auto parts retailer with approximately 3,267 stores and pro forma revenues of approximately \$4.4 billion

## **National Platform**

- O'Reilly and CSK have highly complementary business models and geographic footprints with CSK's strong Western presence and O'Reilly's strong Southeastern and Midwest presence

## **Enhance CSK's Operations**

- O'Reilly expects to strengthen CSK's existing operations by executing O'Reilly's proven dual market strategy of providing exceptional service to both DIY and DIFM customers

## **Cost Savings Opportunity**

- Cost savings are expected to be meaningful, driven by improved product acquisition costs and reducing duplicative overhead at CSK

- ✿ **Introduction and Integration of O'Reilly Culture**
- ✿ **Progressive conversion of CSK stores based on Distribution Reach**
- ✿ **Transition to Dual Market strategy**
- ✿ **Enhanced Distribution Service Level**
- ✿ **Multi-year migration to a single information systems platform**

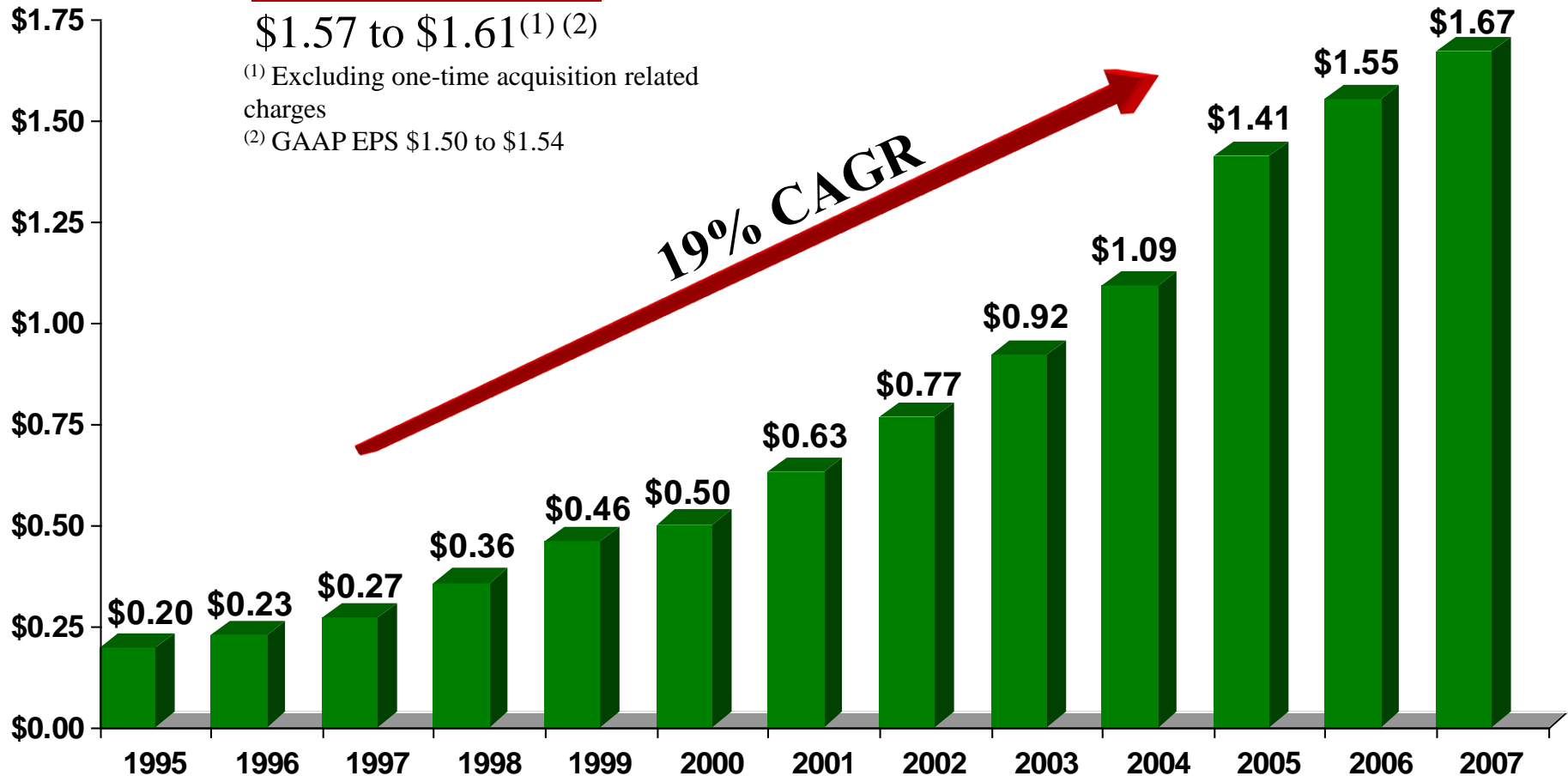
# Uninterrupted EPS Growth

## 2008 Guidance

\$1.57 to \$1.61<sup>(1) (2)</sup>

<sup>(1)</sup> Excluding one-time acquisition related charges

<sup>(2)</sup> GAAP EPS \$1.50 to \$1.54



# The O'Reilly Culture



## The O'Reilly Culture

**LIVE GREEN**

**RESPECT**  
 Treat Others as you would like to be treated.

**TEAMWORK**  
 Be a part of the team.

**HONESTY**  
 Be honest in your dealings with O'Reilly, your fellow team members and our customers.

**EXPENSE CONTROL**  
 Think about controlling expenses at all times.

**EXCELLENT CUSTOMER SERVICE**  
 Never forget that our Customers are our bosses, and they pay our wages; treat them accordingly.

**WIN-WIN ATTITUDE**  
 Make an effort to help everyone succeed.

**ENTHUSIASM**  
 Approach every job responsibility with enthusiasm.

**HARD WORK**  
 Work harder and smarter than our competition.

**SAFETY**  
 Practice safe work habits and maintain a safe environment for all team members and customers.

**DEDICATION**  
 Do everything you can to help O'Reilly continue to be successful.

**PROFESSIONALISM**  
 Take pride in being a "Professional Parts Person."