



AUTO PARTS[®]
PROFESSIONAL PARTS PEOPLE

**Baird's 2009 Growth Stock
Conference**

May 13, 2009

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 sections of the Company's Form 10-K for the year ended December 31, 2008, for more details.

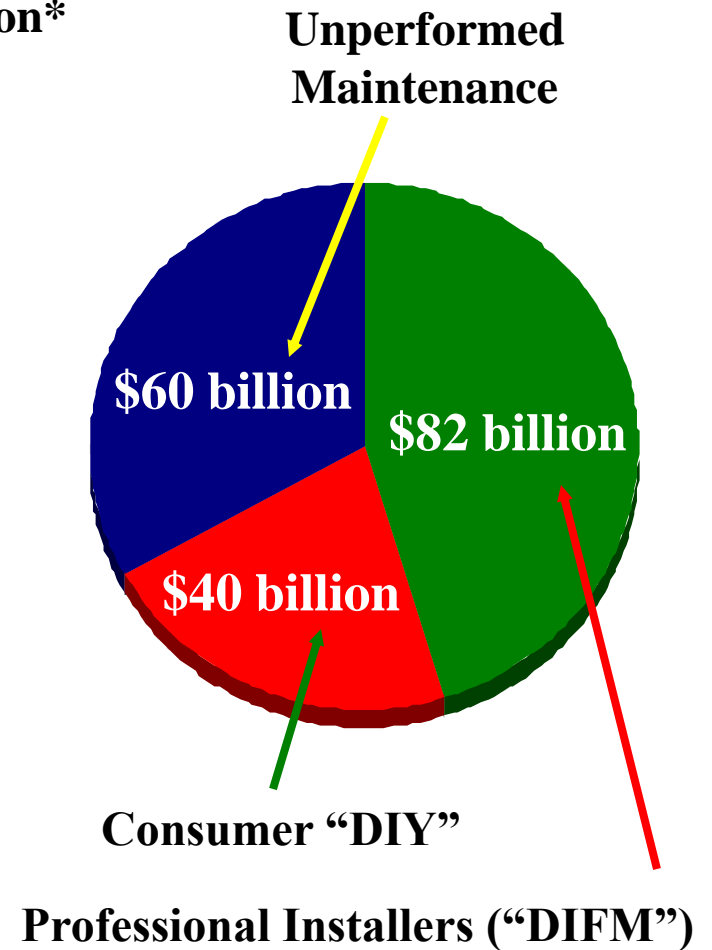
Automotive Aftermarket Industry Overview

Estimated annual sales of approximately \$122 billion*

Growth in both DIY and DIFM markets

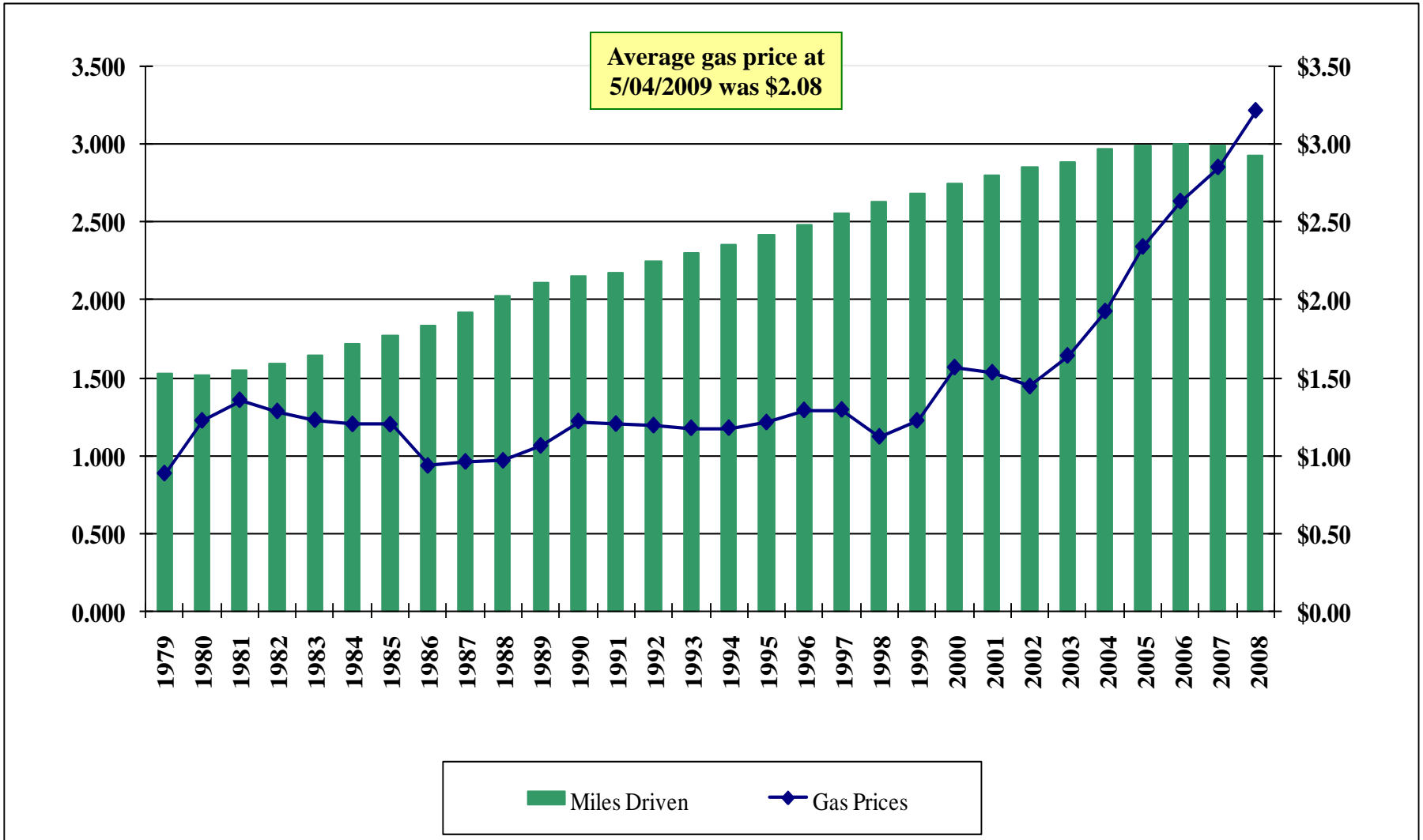
O'Reilly believes industry's growth is driven by:

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

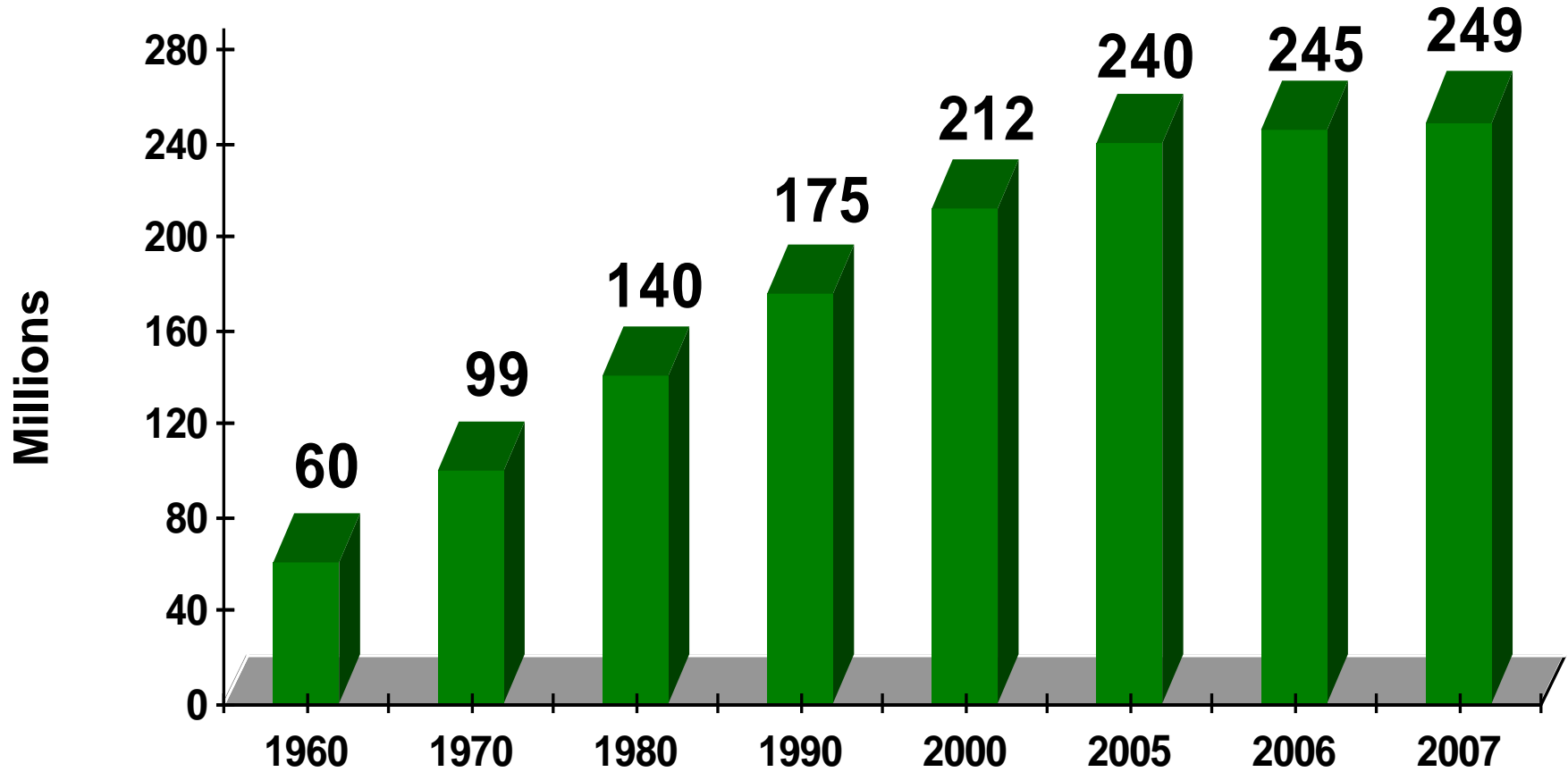


* Excludes tire sales

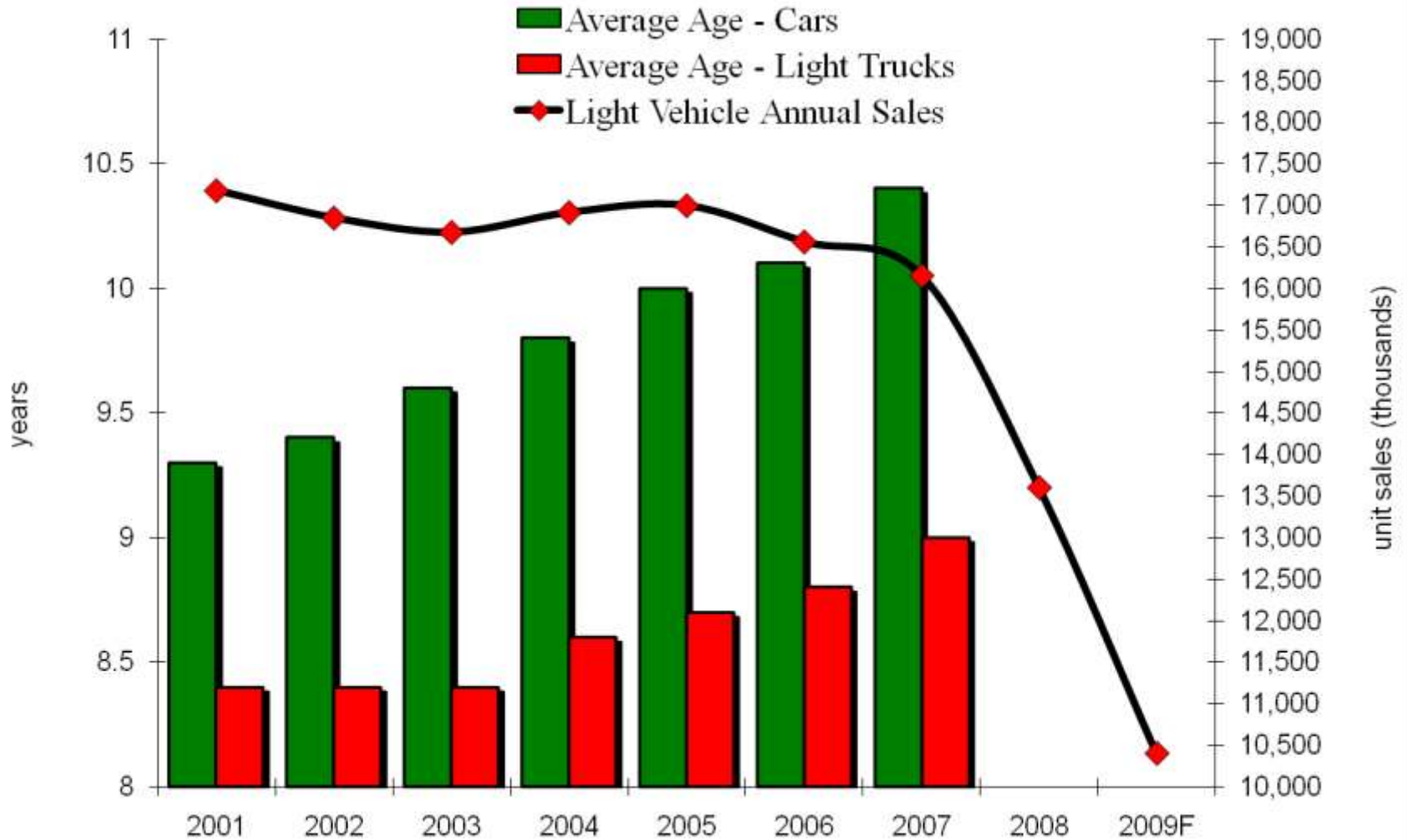
U.S. Miles Driven vs. U.S. Gas Prices



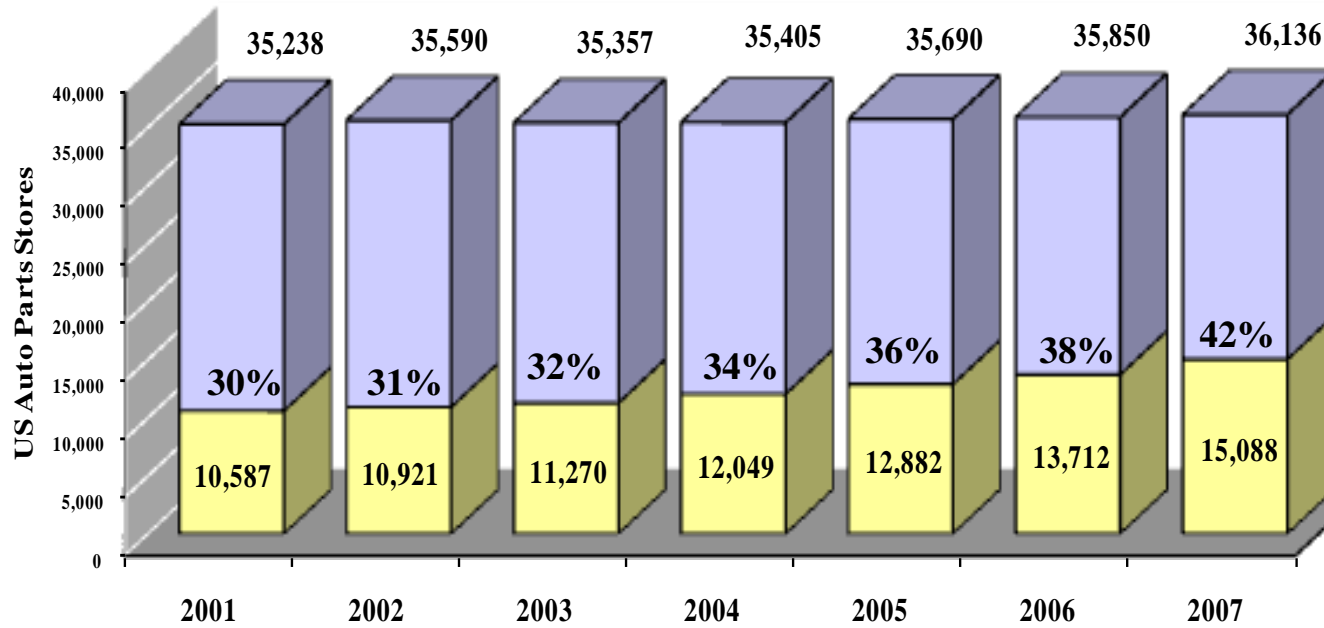
Vehicle Population Growth



Light Vehicle Population: Average Age & Annual Sales



Industry Consolidation



Top 10 U.S. Auto Parts Stores

1. AutoZone (4,141)⁽¹⁾
2. Advance Auto Parts (3,368)⁽²⁾
3. O'Reilly Auto Parts (3,337)
4. CARQUEST (1,674)⁽³⁾
5. NAPA (1,085)⁽³⁾
6. Pep Boys (562)
7. Uni-Select (321)
8. Fisher Auto Parts (320)
9. Replacement Parts (152)
10. Auto-Wares Group (128)

⁽¹⁾ Excludes Mexico

⁽²⁾ Includes Puerto Rico

⁽³⁾ Company-owned stores

As of 3-31-09



♣ Pressure on Miles Driven:

- Recessionary economy
- Rising unemployment: March 2009 @ 8.5%; Year-end 2009E @ 10%

♣ Continued aging of the U.S. Vehicle Population:

- Falling new car sales: 2005 @ 17 million and 2009 Forecast @ 10.4 million
- Tight consumer credit & spending leads to investing in currently owned autos

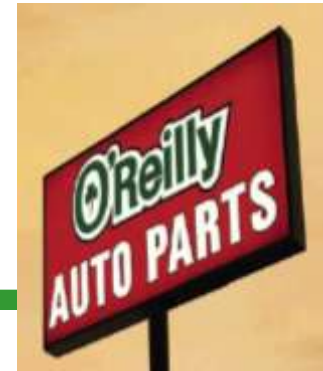
♣ Industry consolidation:

- Big and small
- Lack of available credit



Company Overview

- ❖ **Founded in 1957 by the O'Reilly family with initial public offering in 1993 – Listed on NASDAQ as ORLY**
- ❖ **America's #3 retailer of automotive parts and accessories with 3,337 stores in 38 states as of March 31, 2009**
- ❖ **16 consecutive years of increased revenue and operating income, EBITDA and comparable store sales growth**
- ❖ **Annual sales of \$3.6 billion in 2008 with EBITDA of \$464 million (CSK added 7/12/2008)**
- ❖ **2009 estimated annual sales of \$4.7 to \$4.8 billion (full year of CSK's revenue)**



Company Overview

- ❖ **3,337 stores in 38 states as of March 31, 2009, on a combined basis**
- ❖ **18 Distribution Centers with Greensboro opening in May and signed purchase agreements on four others (Seattle, Los Angeles, Denver and Salt Lake City metro areas)**
- ❖ **Over 40,000 Team Members**
- ❖ **Market Capitalization – over \$4.0 billion**
- ❖ **Total Assets - \$4.2 billion**
- ❖ **Net Income of 186.2 million**
- ❖ **First quarter 2009 adjusted EPS of \$0.47 versus EPS of \$0.40 for the same in 2008**



Dual Market Strategy

- Established track record of serving both do-it-yourself (“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
- Enhances service levels offered to our DIY customers
- Significant barriers to success in professional installer market



Superior Customer Service

- ♣ **Superior service provided by Professional Parts People**
- ♣ **Leading point-of-sale systems**
 - **Electronic cataloging**
 - **Proprietary Sourcing System**
 - **High-speed internal network**
- ♣ **Competitive pricing**
- ♣ **Broad inventory availability**
 - **Stores average 21,000 SKUs**
 - **Stores have overnight access to over 100,000 SKUs**
- ♣ **Convenient store locations and modern, attractive store design**



Commercial Strategy

- ❖ **O'Reilly started exclusively in the commercial business in 1957**
- ❖ **Unsurpassed availability of quality brand name parts through distribution system and hub store network**
- ❖ **National account supplier**
- ❖ **Strong commercial sales force through First Call program**
- ❖ **Sophisticated pricing system to maximize gross margin**
- ❖ **Full service provider of all business needs of professional installers**



Strategic Distribution System

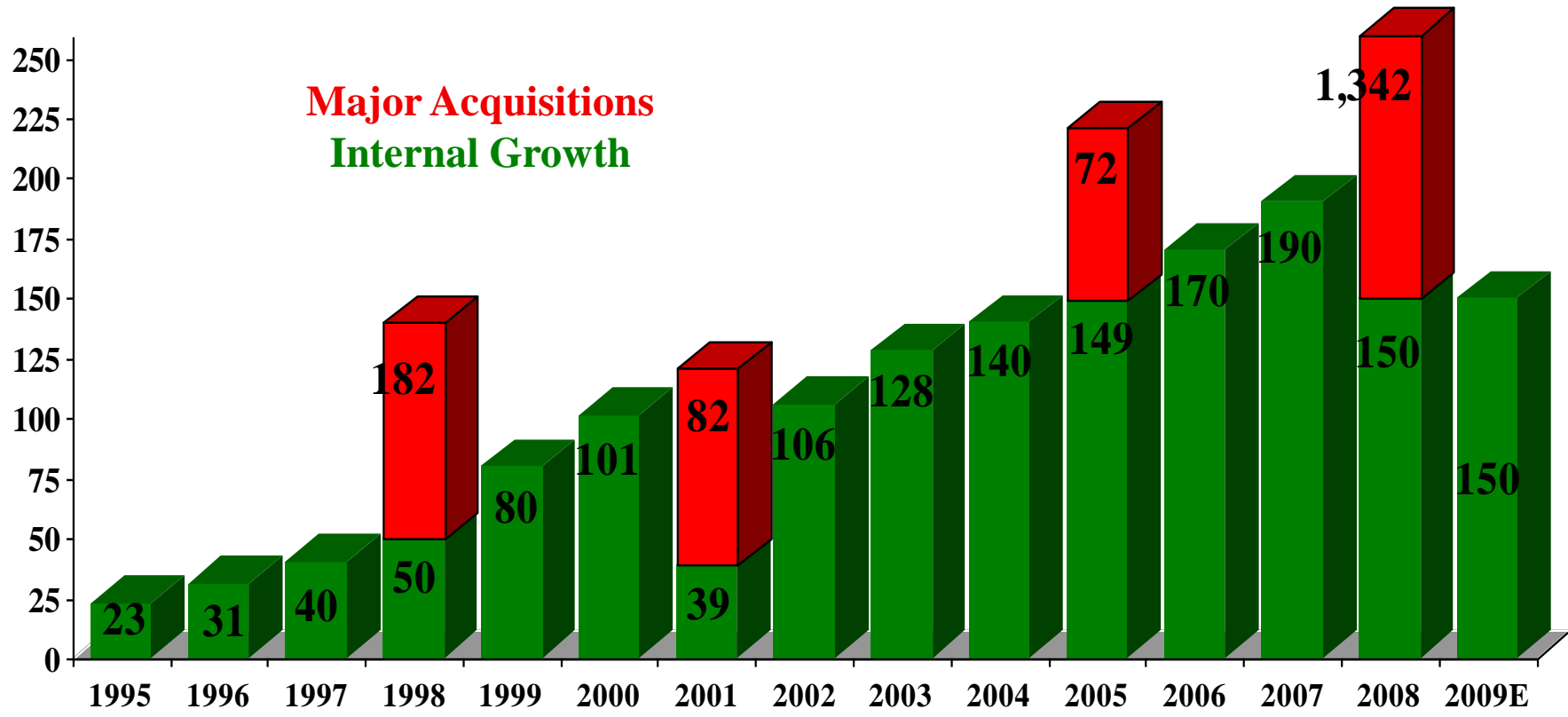
- ♣ **Distribute to stores daily — not weekly**
- ♣ **Stock over 100,000 SKUs — more than competitors**
- ♣ **Computerized inventory management system**
- ♣ **Master Inventory “Hub” stores – More than 100**
- ♣ **Eighteen strategically located distribution centers:**



- | | | |
|---------------------|--------------------|--------------------------------------------|
| - Houston, TX | - Mobile, AL | - Belleville, MI – Converted April 2009 |
| - Springfield, MO | - Dallas, TX | - Greensboro, NC – May 2009 |
| - Oklahoma City, OK | - Little Rock, AR | - Kansas City, MO – Relocating August 2009 |
| - Atlanta, GA | - Nashville, TN | - Seattle, WA – November 2009 |
| - Billings, MT | - Indianapolis, IN | - Southern California – spring 2010 |
| - Brooklyn Park, MN | - Lubbock, TX | - Denver, CO – spring 2010 |
| - Des Moines, IA | - Phoenix, AZ | - Salt Lake City, UT – summer 2010 |
| - Knoxville, TN | - Dixon, CA | |

Consistent Growth

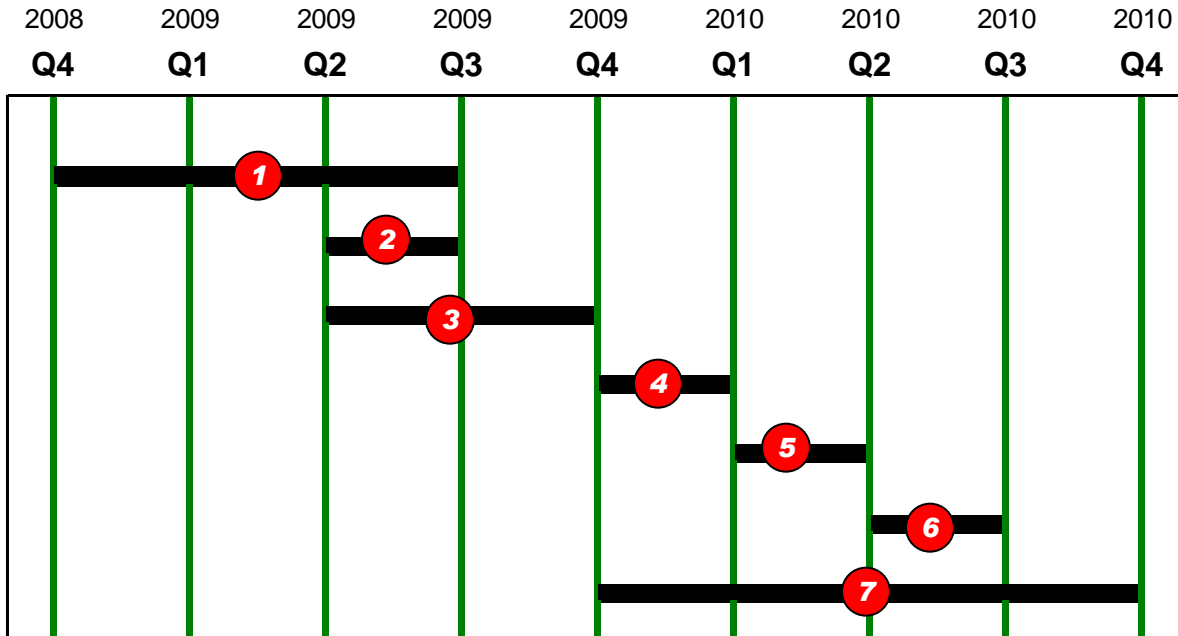
Expand in clusters around distribution centers and master inventory stores



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

Integration Strategy

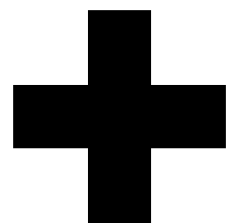
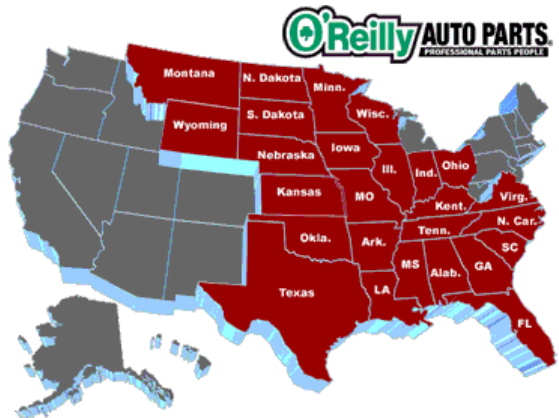
Progressive conversion of CSK stores based on Distribution Reach



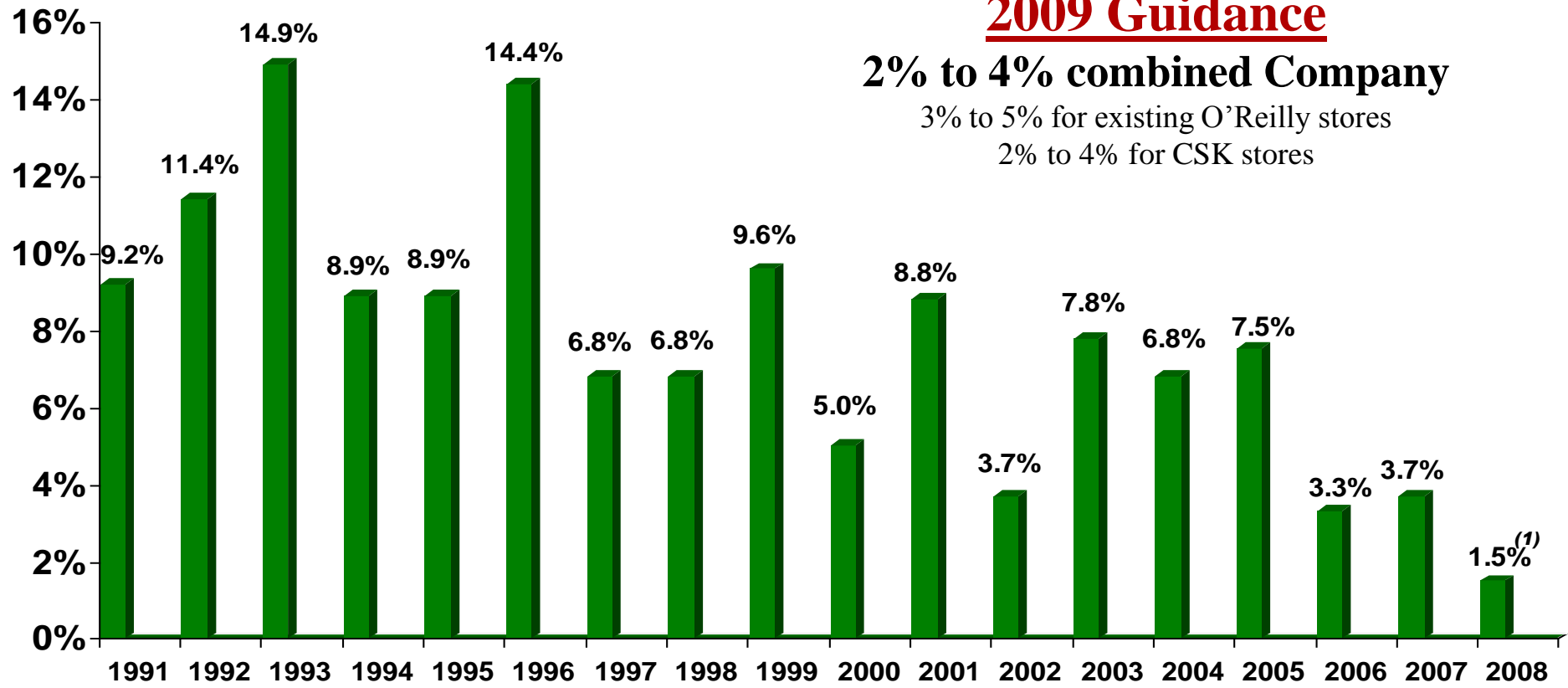
- 1** Convert Northern Plains, New Mexico, El Paso and Chicago stores – all stores in O'Reilly distribution reach.
- 2** Convert Detroit, MI distribution center
- 3** Convert Michigan and Ohio stores

- 4** Seattle distribution center opens
- 5** Denver and Southern California distribution centers open
- 6** Utah distribution center opens
- 7** Convert West Coast stores

38 States and Growing...



Same Store Sales



2009 Guidance

2% to 4% combined Company

3% to 5% for existing O'Reilly stores

2% to 4% for CSK stores

Same-store product sales data are calculated based on the change in product sales of stores open at least one year. Prior to 2000, same-store product sales data were calculated based on the change in product sales of only those stores open during both full periods being compared.

⁽¹⁾ Consolidated same stores sales. For 2008 O'Reilly stores rose 2.6% and CSK stores declined 1.7%

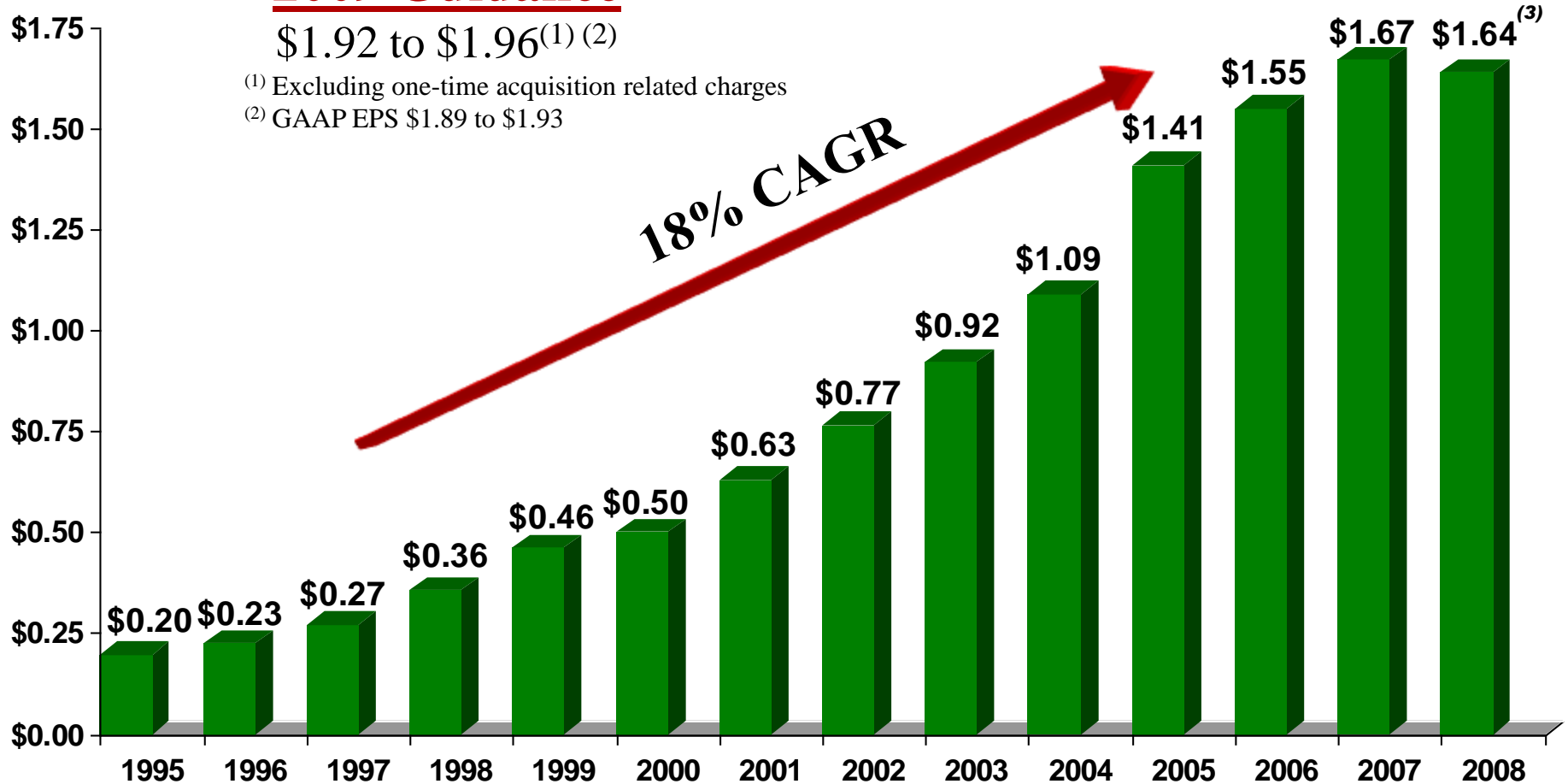
Adjusted EPS Growth

2009 Guidance

\$1.92 to \$1.96^{(1) (2)}

⁽¹⁾ Excluding one-time acquisition related charges

⁽²⁾ GAAP EPS \$1.89 to \$1.93



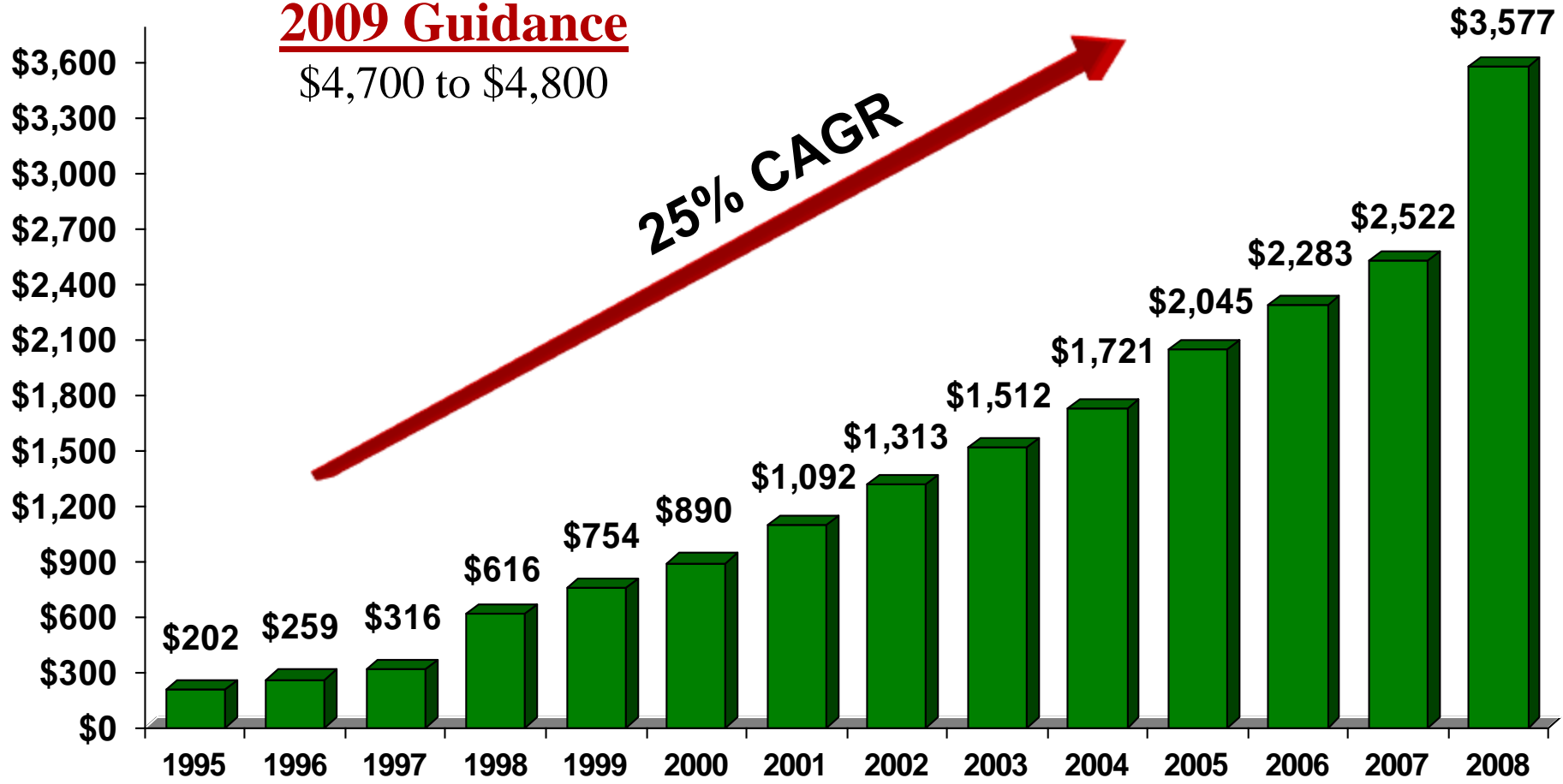
Comparable EPS for all periods presented

⁽³⁾ 2008 adjusted EPS excludes one-time charges of \$19.2 million. GAAP EPS of \$1.48 for 2008.

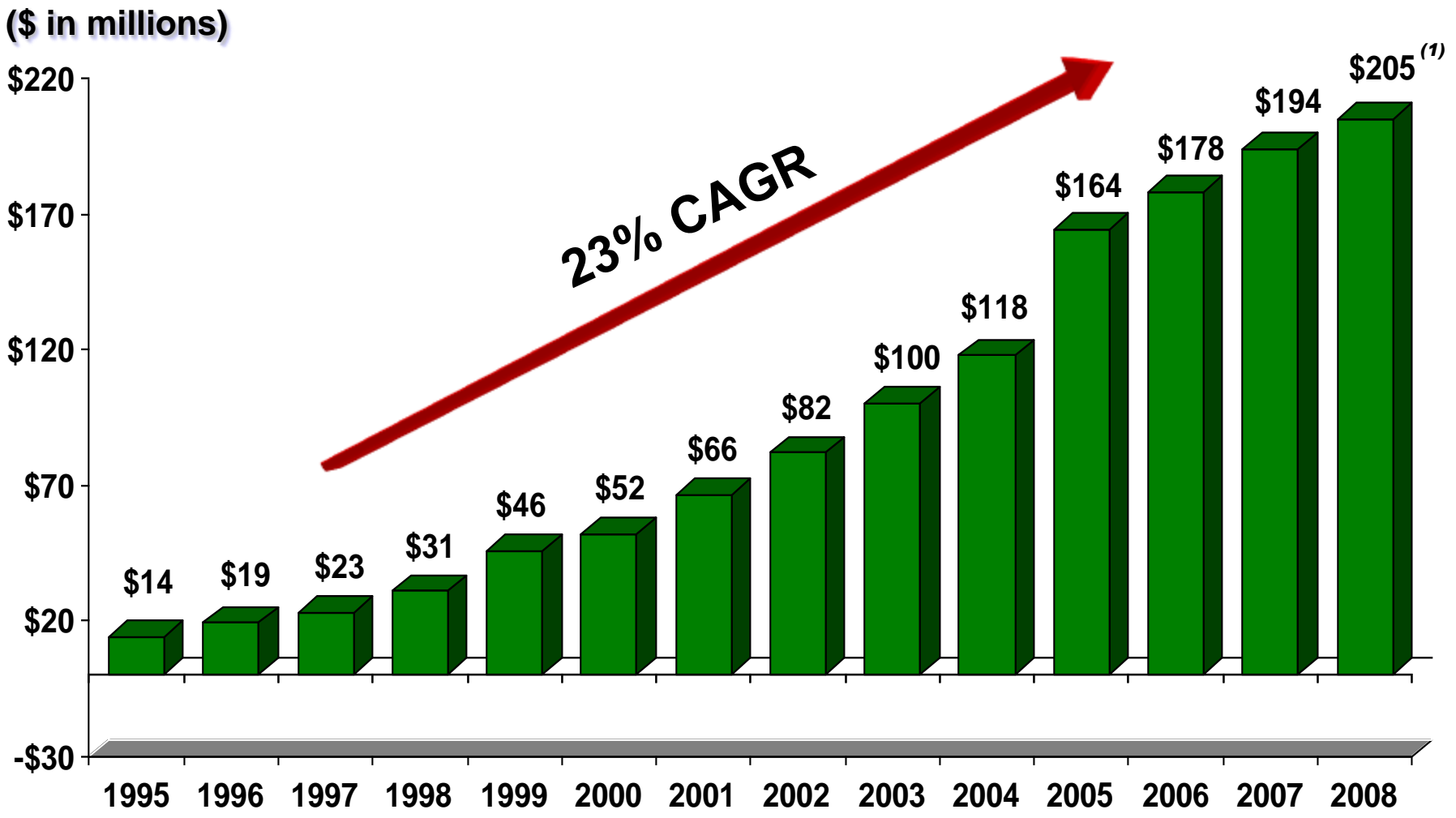
Product Sales

(\$ in millions)

2009 Guidance
\$4,700 to \$4,800



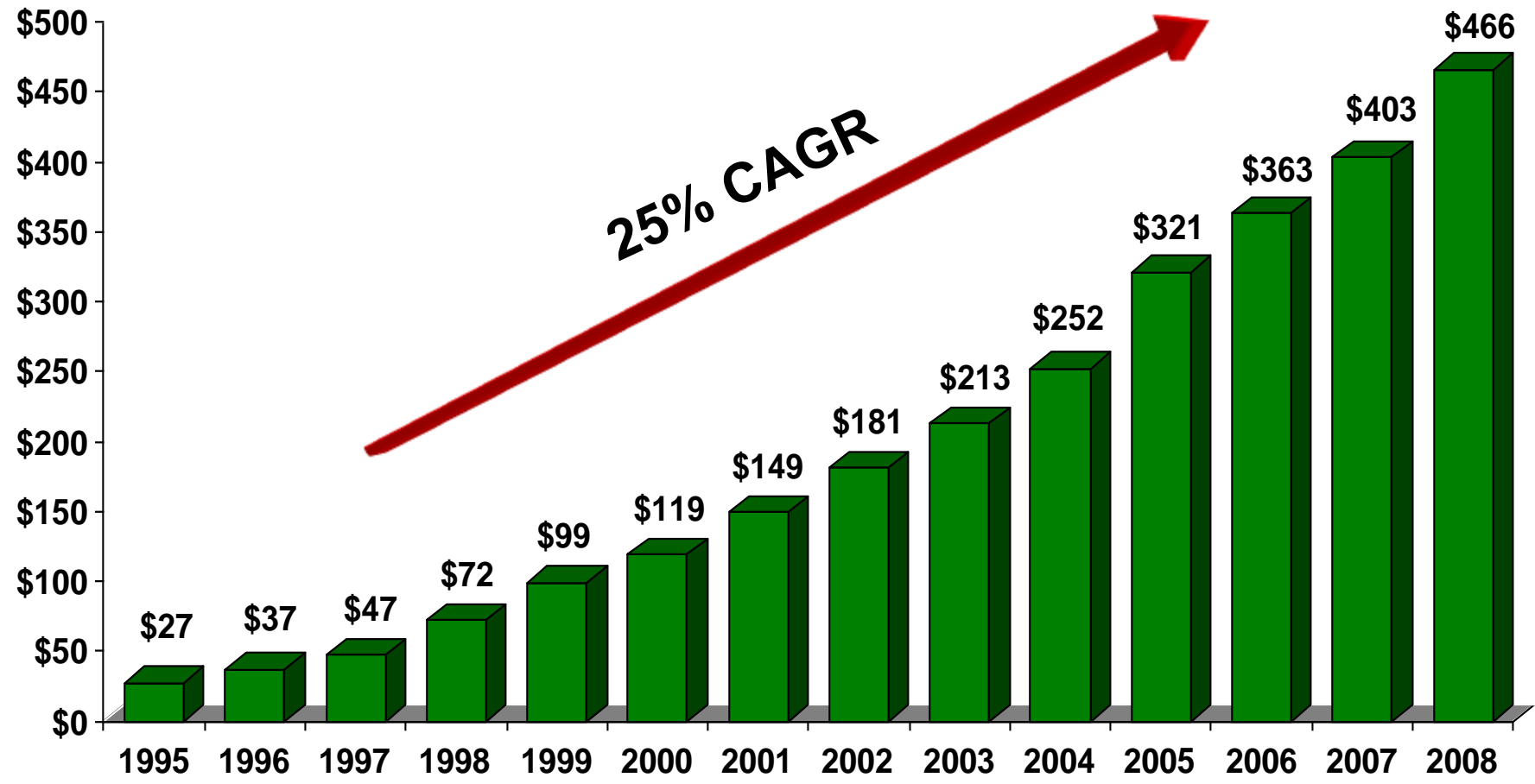
Adjusted Net Income



⁽¹⁾ 2008 adjusted net income excludes one-time charges of \$19.2 million. GAAP net income of \$186 million for 2008.

EBITDA

(\$ in millions)



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!"

