O'Reilly 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

Source: 2009 AAIA Factbook

* Excludes tire sales
U.S. Miles Driven vs. U.S. Gas Prices

Average gas price at 5/04/2009 was $2.08

Miles Driven Source: U.S. Department of Transportation – Federal Highway Administration
Vehicle Population Growth

Source: 2007/2008 AAIA Factbook
Light Vehicle Population: Average Age & Annual Sales

Source: Average Age: 2008/2009 AAIA Factbook
Unit Sales: 2008/2009 AAIA Factbook plus J.D. Power estimates
Industry Consolidation

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

(1) Excludes Mexico
(2) Includes Puerto Rico
(3) Company-owned stores

Source: U.S. Auto Parts Stores: 2009 AAIA Factbook
2009 Aftermarket Outlook

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

Major Acquisitions
Internal Growth

Integration Strategy

Progressive conversion of CSK stores based on 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 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\textsuperscript{(1)} \textsuperscript{(2)}

\textsuperscript{(1)} Excluding one-time acquisition related charges
\textsuperscript{(2)} GAAP EPS $1.89 to $1.93

18\% CAGR

Comparable EPS for all periods presented

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

2009 Guidance
$4,700 to $4,800

($ in millions)

25% CAGR

2008 $3,577
2007 $2,522
2006 $2,283
2005 $2,045
2004 $1,721
2003 $1,512
2002 $1,313
2001 $1,092
2000 $890
1999 $754
1998 $616
1997 $316
1996 $259
1995 $202
Adjusted Net Income

($ in millions)

23% CAGR


$14 $19 $23 $31 $46 $52 $66 $82 $100 $118 $164 $178 $194 $205

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

25% CAGR

($ in millions)


$27 $37 $47 $72 $99 $119 $149 $181 $213 $252 $321 $363 $403 $466
"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!"