



AUTO PARTS[®]
PROFESSIONAL PARTS PEOPLE

O'Reilly Analyst Day

May 12, 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.

Management Team

Greg Henslee, CEO and Co-President

Ted Wise, COO and Co-President

Tom McFall, CFO and Executive VP of Finance

Jeff Shaw, Senior VP of Store Operations and Sales

Mike Swearingin, Senior VP of Merchandise

Greg Johnson, Senior VP of Distribution Operations



O'Reilly Analyst Day Agenda

- ☘ 8:00 to 8:30 am: Light Breakfast and Meet & Greet with Management Team
- ☘ 8:30 to 11:30 am: Presentation and Question & Answer Session
- ☘ 11:30 am (**sharp**): First shuttle leaves for airport

OR

- ☘ 11:30 am to 12:15 pm: Distribution Center presentation by Greg Johnson (SVP of Distribution Operations)
- ☘ 12:30 pm: Shuttle leaves for store
- ☘ 1:00 pm: Shuttle returns to Headquarters for Distribution Center tour and then leaves immediately for airport (final shuttle to airport)

Greg Henslee

Chief Executive Officer and Co-President

Highlights

- Acquisition of CSK Automotive, Inc. – added 1,342 stores, three distribution centers and 12 new states

- Net Income of \$186.2 million

- Total assets of \$4.2 billion

- Over 40,000 Team Members

- First quarter 2009 adjusted EPS of \$0.47 versus EPS of \$0.40 for the same in 2008



♣ **Pressure on Miles Driven:**

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

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

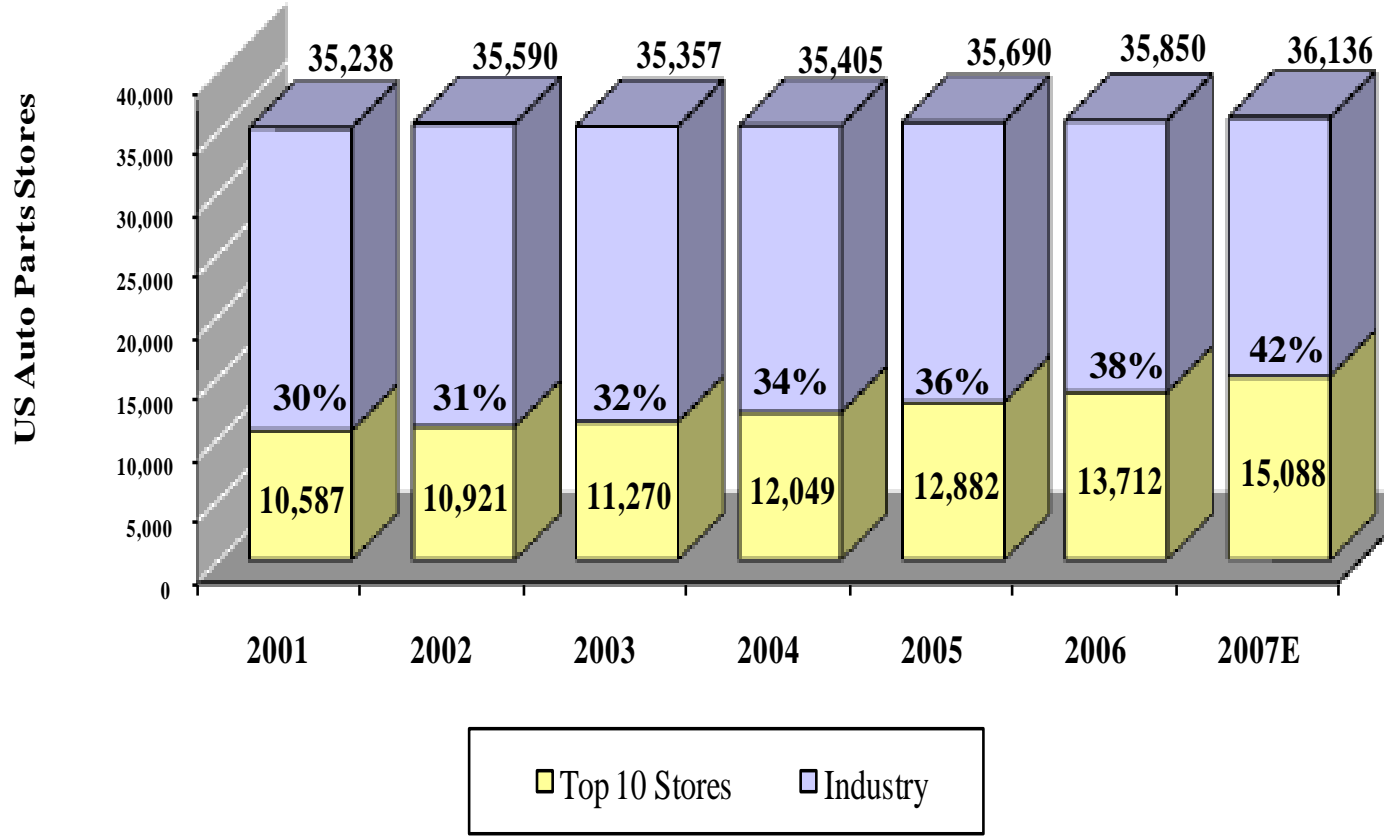
- Falling new car sales: 2005 @ 17 million and 2009 Forecast @ 10.4 million
- Tight consumer spending leads to investing in currently owned autos

♣ **Industry consolidation:**

- Big and small
- Lack of available credit



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)

As of 3-31-09

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

Current Trends

- **Core O'Reilly**
- **CSK Integration**

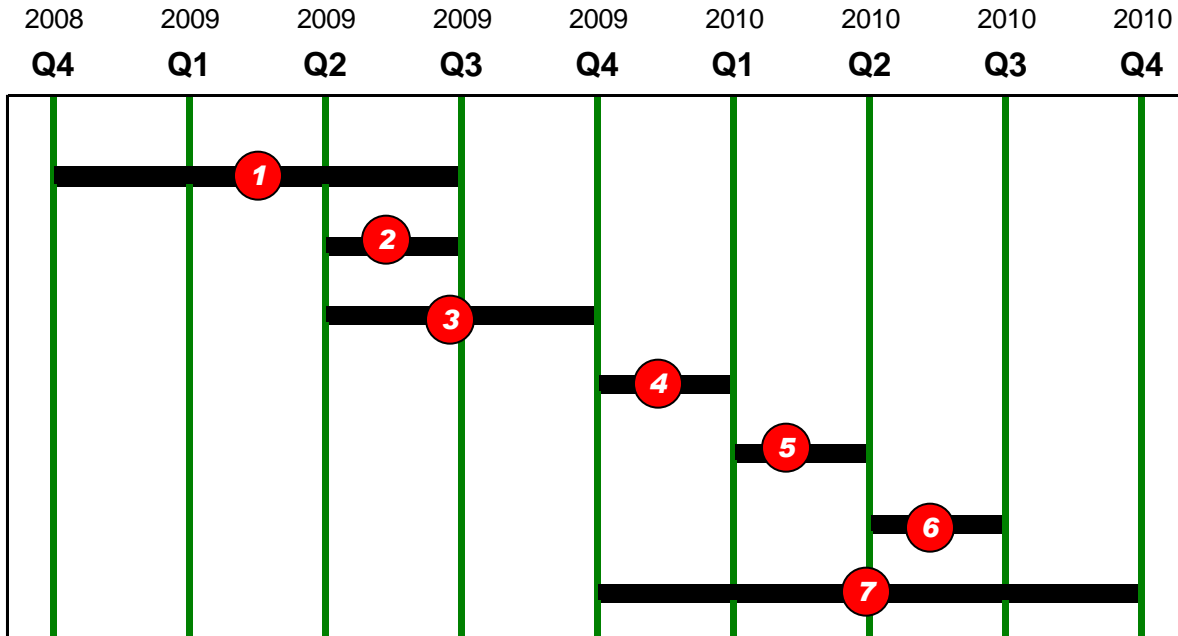


Ted Wise

Chief Operating Officer and Co-President

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

Before and After



Before and After



Greg Johnson

Senior Vice President of Distribution

Strategic Distribution System

Existing O'Reilly Distribution Centers

Acquired CSK Distribution Centers

Future Distribution Centers

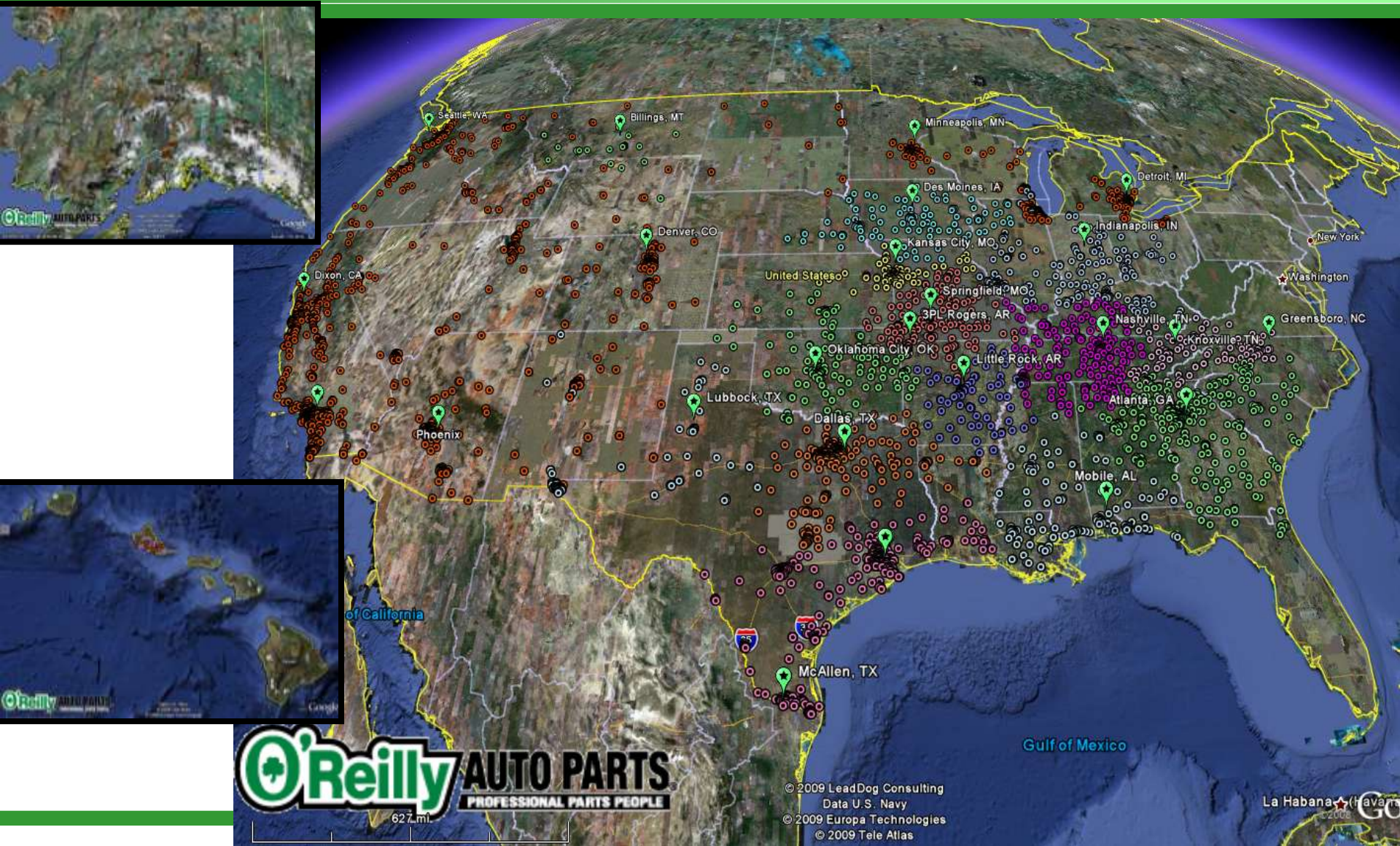
- Atlanta, GA
- Billings, MT
- Brooklyn Park, MN
- Dallas, TX
- Des Moines, IA
- Houston, TX
- Indianapolis, IN
- Knoxville, TN
- Little Rock, AR
- Lubbock, TX
- Mobile, AL
- Nashville, TN
- Oklahoma City, OK
- Springfield, MO

- Belleville, MI (converted)
- Dixon, CA
- Phoenix, AZ

- Kansas City, MO (relocation): Aug '09
- Greensboro, NC: mid-May '09
- Seattle, WA: Nov '09
- Southern California: Jan '10
- Denver, CO: Mar '10
- Salt Lake City, UT: May '10

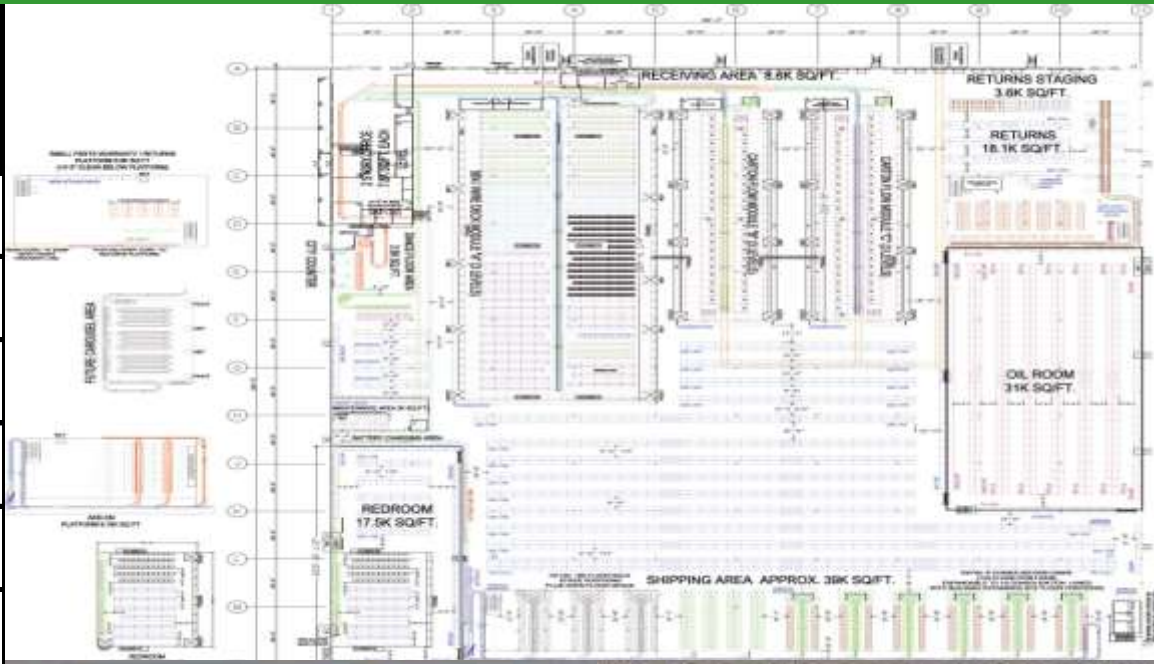


Distribution Reach



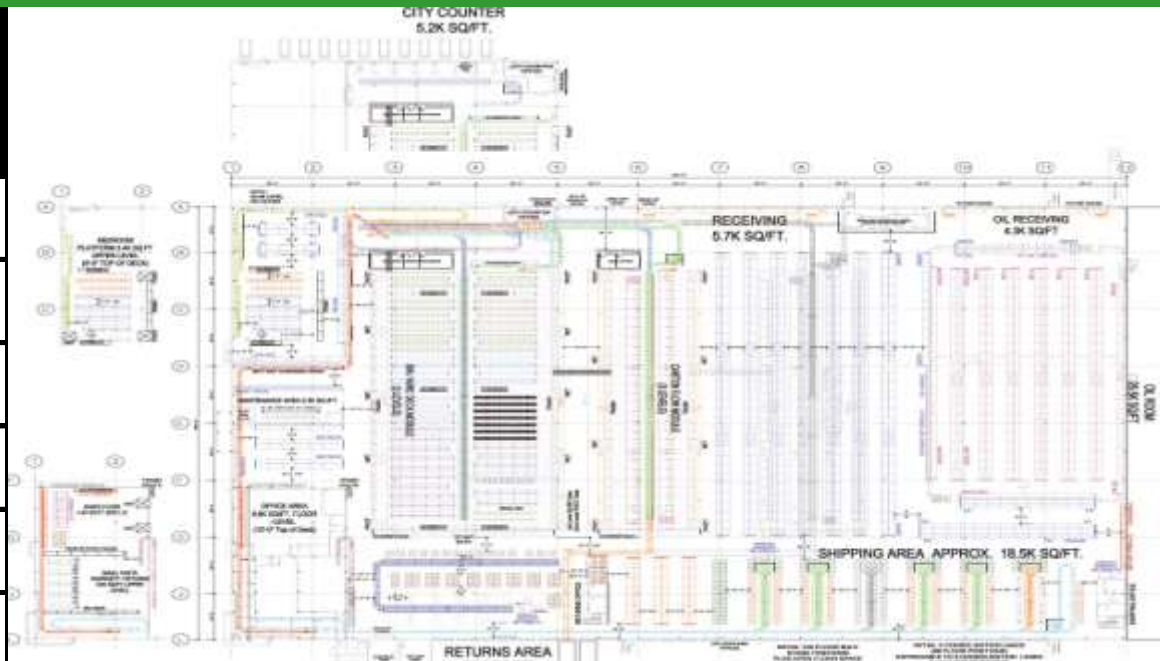
Greensboro, North Carolina

DC Name	Greensboro
DC Number	19
Main Facility	300,000
Off Site Storage Square Footage	
Total Sq Ft	300,000
OPF - Operating Sq Ft	300,000
Ceiling Height	
Avg Inv Value	\$ -
Store Capacity	250
O'Reilly Stores Serviced	0
Jobbers Serviced	0
DC Inventory Value Stores Serviced	\$ -
DC SqFt Per Store(Concrete) *	1,200



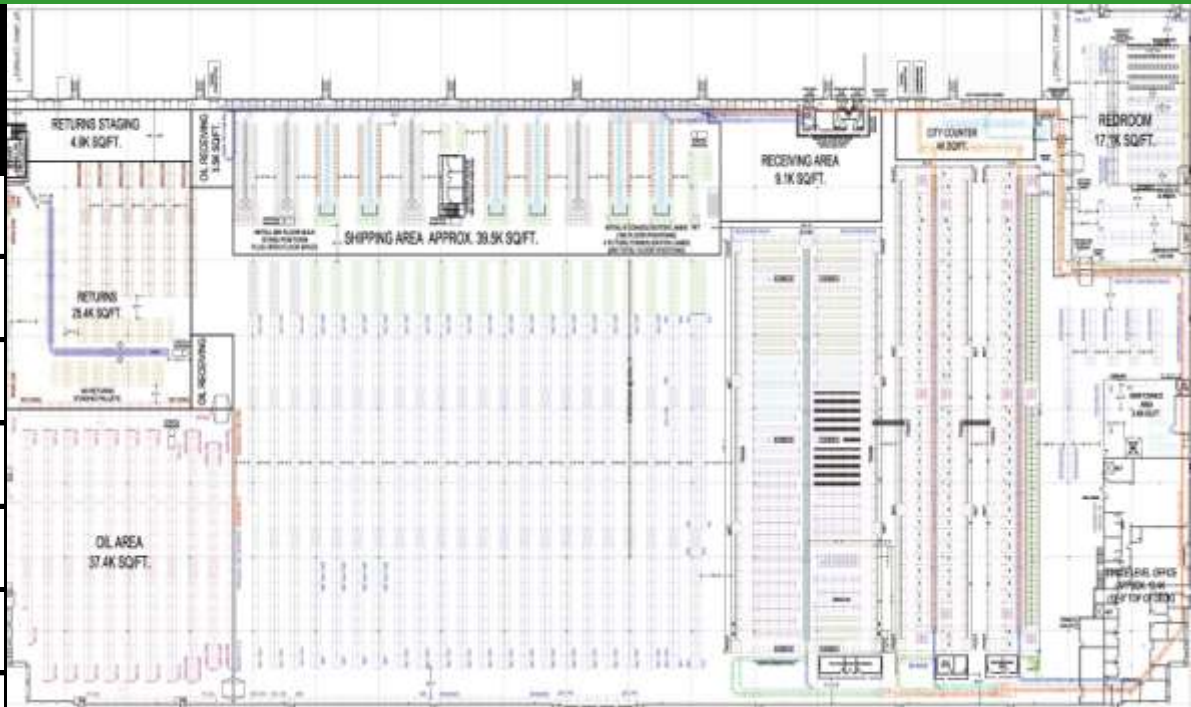
Kansas City, Missouri (relo)

DC Name	Kansas City - Relo
DC Number	20
Main Facility	210,000
Off Site Storage Square Footage	
Total Sq Ft	210,000
OPF - Operating Sq Ft	
Ceiling Height	
Avg Inv Value	\$ 9,752,451
Store Capacity	125
O'Reilly Stores Serviced	79
Jobbers Serviced	4
DC Inventory Value Stores Serviced	\$ 123,449
DC SqFt Per Store(Concrete) *	1,680



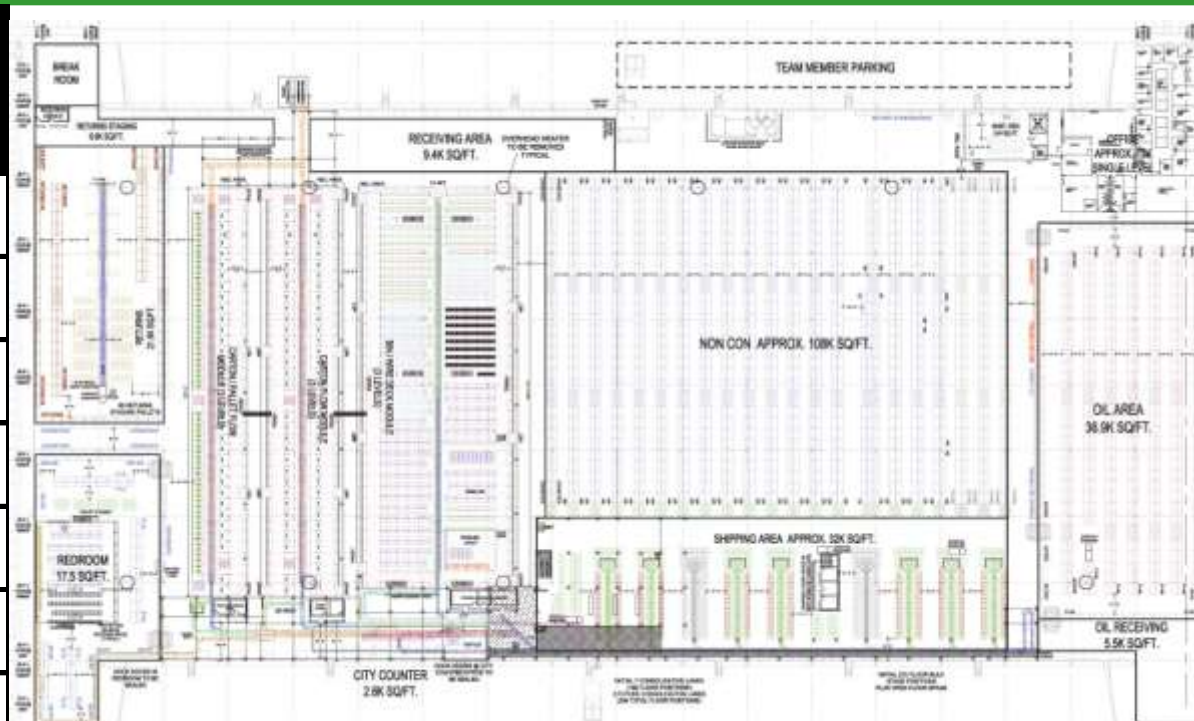
Moreno Valley, California

DC Name	MVL
DC Number	25
Main Facility	408,000
Off Site Storage Square Footage	
Total Sq Ft	408,000
OPF - Operating Sq Ft	408,000
Ceiling Height	
Avg Inv Value	\$ -
Store Capacity	275
O'Reilly Stores Serviced	0
Jobbers Serviced	0
DC Inventory Value Stores Serviced	\$ -
DC SqFt Per Store(Concrete) *	1,484



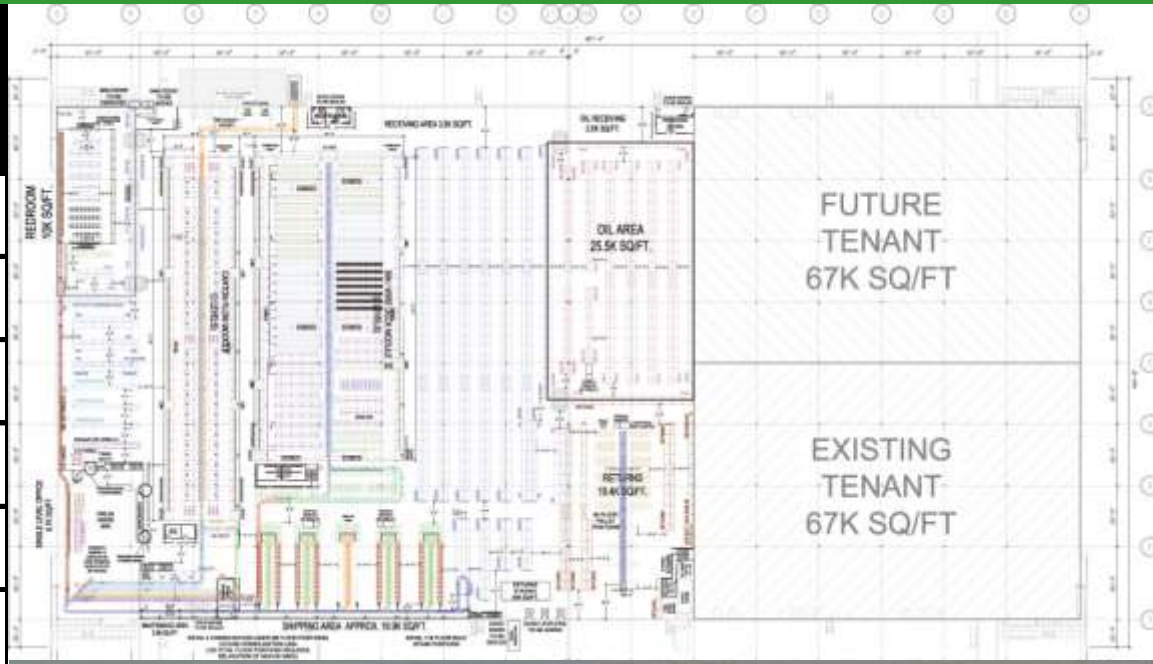
Seattle, Washington

DC Name	SEA
DC Number	26
Main Facility	388,000
Off Site Storage Square Footage	
Total Sq Ft	388,000
OPF - Operating Sq Ft	388,000
Ceiling Height	
Avg Inv Value	\$2,231,269
Store Capacity	260
O'Reilly Stores Serviced	0
Jobbers Serviced	0
DC Inventory Value Stores Serviced	\$ -
DC SqFt Per Store(Concrete) *	1,492



Denver, Colorado

DC Name	DEN
DC Number	27
Main Facility	225,000
Off Site Storage Square Footage	
Total Sq Ft	225,000
OPF - Operating Sq Ft	225,000
Ceiling Height	
Avg Inv Value	\$870,622
Store Capacity	150
O'Reilly Stores Serviced	0
Jobbers Serviced	0
DC Inventory Value Stores Serviced	\$ -
DC SqFt Per Store(Concrete) *	1,500



Jeff Shaw

Senior Vice President of Store Operations and Sales







CSK Field Management Structure

Goal – To replicate O’Reilly “hands-on” management approach to facilitate developing/training the team and our grow business

- Formed Two New Divisions – Northwest and Southwest (approx 525 stores each)
- Reduced average RM store count from approx 160 down to approx 125
- Reduced average DM store count from approx 17 down to approx 12
- Replaced “office based” CSK VP of Sales with two “field based” Divisional Sales Managers
- Restructured CSK’s RSM to O’Reilly RFSM position and reduced store count
- Restructured CSK’s DSM to O’Reilly TSM position to increase accountability and productivity
- Most promotions were transfers from various field support positions and all were from within



Critical to have a management team in place with commitment & capacity to execute our Dual Market business model

-  **Solid team at the DVP, DSM, RM level, and the majority at the DM level... great attitudes, professionalism, and capacity**
-  **Very Experienced Field Management Team**
-  **DVP's have an average of 32 years auto parts experience...majority with CSK**
-  **DSM's have an average 22 years auto parts experience...all with CSK**
-  **RM's have an average 21 years auto parts experience... with the exception of 1 RM, all with CSK**
-  **DM's have varying degrees of tenure... majority are long term CSK TM, almost all promoted from within**

Evaluate by market retail/commercial entitlement and establish a short-term and long-term action plan

Conducted Extensive Field Training

Transferred Keith Childers as VP of CSK Integration to support the CSK team
Held Philosophy/Culture/Training meetings with RM's and RFSM's
Conducted several rounds of DM/SM meetings in the field

Tasked mgmt team with performing entitlement surveys in every market to understand potential

By Store Evaluation of:

Entitlement

Competition

Store inventory level

Store leadership

CAM Manager

Retail/Commercial staffing

Delivery truck productivity

Location/Facility/Signage

Evaluate by market retail/commercial entitlement and establish a short-term and long-term action plan



Initiatives Completed or In Progress:

- Refocused teams on “fundamentals of the business” and customer service
- Increase expectation of the business based on entitlement
- Implemented Customer Service Huddles and DM driven N & W phone shops
- Challenged RM/DM to analyze and address individual TM Productivity and ROI
- Converted CSK depots/added strategic hubs to improve “same day” availability
- Eliminated contract delivery and replaced with in-house delivery
- Held Sales Specialist training in all markets and implemented SS program
- Conducting ISS workshops focused on customer service/programs/product knowledge

Results to Date:

- Overall... Good morale and positive attitudes in stores
- Excited about actually having hard parts to sell at competitive prices
- Appreciative of corporate support
- Two quarters of positive comps in CSK stores



Mike Swearingin

Senior Vice President of Merchandise

Milestone Re-Cap:

- Inventory “beef-up” program in 120 CSK locations from September 2008 thru December 2008
- Conversion of Midwest Checker and Murray’s locations from October 2008 thru March 2009
- Addition of O’Reilly branded chemicals and commodities along with O’Reilly proprietary private label products from October 2008 thru April 2009
- First major change over and new line update (Wagner TQ friction, Moog chassis, BrakeBest Select friction) from December 2008 thru February 2009

Major Changeover Categories/Lines by Quarter:

- First Quarter 2009: brakes, chassis, gaskets, private label bearings/seals, private label ignition, and temperature control. Approximately 20% of the volume.
- Second Quarter 2009: addition of new lines – Delphi, Micro-Gard filters and Wix filters. Changeover of batteries, belts & hoses, ignition wire, clutches, rotating electrical, filters, lighting, wipers, caps & stats, performance accessories. Approximately 60 to 65% of the volume.
- Third Quarter 2009 thru Opening of Seattle DC: engine management, belt and hose continuation, interior accessories, exterior accessories, tools, and electrical. Approximately 75 to 80% of the volume.



• Co-Branding



• Retail Initiatives



• Installer Initiatives

• Promotions and Traffic Building

Tom McFall

Chief Financial Officer and Executive Vice
President of Finance

Capitalization

(\$ in millions)

	12/31/05	12/31/06	12/31/07	12/31/08
Total Debt	\$101	\$111	\$101	\$733
Shareholders Equity	\$1,146	\$1,364	\$1,593	\$2,282
Total Capitalization	\$1,247	\$1,475	\$1,693	\$3,015
Credit Ratios:				
Total Debt/Capitalization	8.1%	7.5%	5.9%	24.3%
Total Debt/EBITDA (LTM)	0.3x	0.3x	0.3x	1.6x
Total Debt to Equity	8.8%	8.1%	6.3%	32.1%

Total borrowings as of March 31, 2009:

- ☘ \$791 million (an increase of \$58 million since December 31, 2008)

ABL outstanding balance as of March 31, 2009:

- ☘ \$675 million (an increase of \$61 million since December 31, 2008)
- ☘ Increase in borrowings expected – invested in additional inventory for CSK stores and purchased three DC properties.

ABL availability as of March 31, 2009:

- ☘ \$395 million

Borrowing projection December 31, 2008 to December 31, 2009:

- ☘ An additional \$80 to \$120 million

Question and Answer Session

