



**Welcome!**

**2011 Annual Shareholders' Meeting**

# Forward Looking Statements

The Company claims the protection of the safe-harbor for forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. You can identify these statements by forward-looking words such as “expect,” “believe,” “anticipate,” “should,” “plan,” “intend,” “estimate,” “project,” “will” or similar words. In addition, statements contained within this presentation that are not historical facts are forward-looking statements, such as statements discussing among other things, expected growth, store development, CSK Auto Corporation (“CSK”) Department of Justice (“DOJ”) investigation resolution, integration 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, the Company’s increased debt levels, credit ratings on the Company’s public debt, the Company’s ability to hire and retain qualified employees, risks associated with the performance of acquired businesses such as CSK, 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 annual report on Form 10-K for the year ended December 31, 2010, for additional factors that could materially affect the Company’s financial performance.

# 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

- 18 Consecutive Years of Record Revenue, Operating Income, EBITDA and Comparable Store Sales Growth



# Company Overview

## Store Count

- 3,613 stores in 39 states as of March 31, 2011

## Distribution Centers

- 23 strategically located DCs

## Team Members

- Over 47,500

## Last-Twelve-Months Sales

- \$5.50 billion as of March 31, 2011

## Market Capitalization

- \$8.26 billion as of May 2, 2011

## Total Assets

- \$5.25 billion as of March 31, 2011

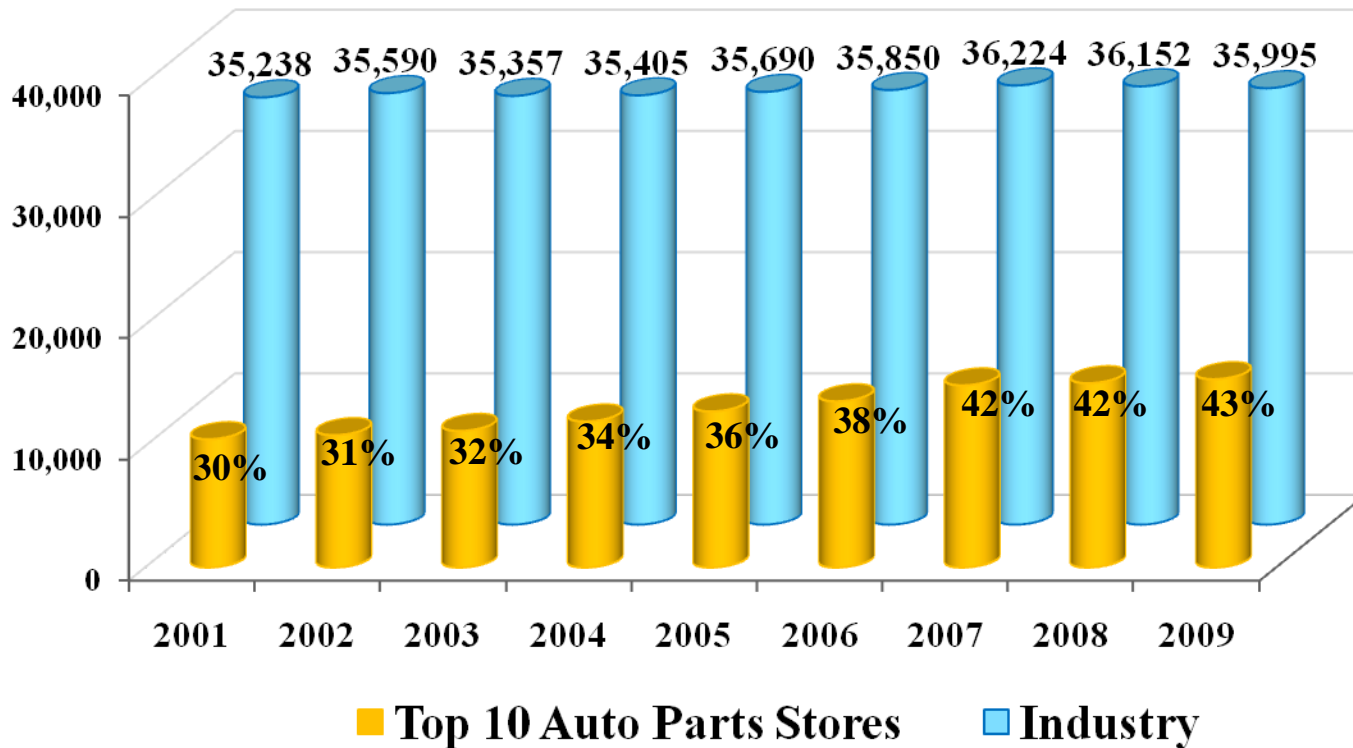
## Earnings Results

- 2010 adjusted EPS increased 37% to \$3.05
- 1<sup>st</sup> Quarter 2011 adjusted EPS increased 19% to \$0.83



# Industry Overview

## Fragmented Market:

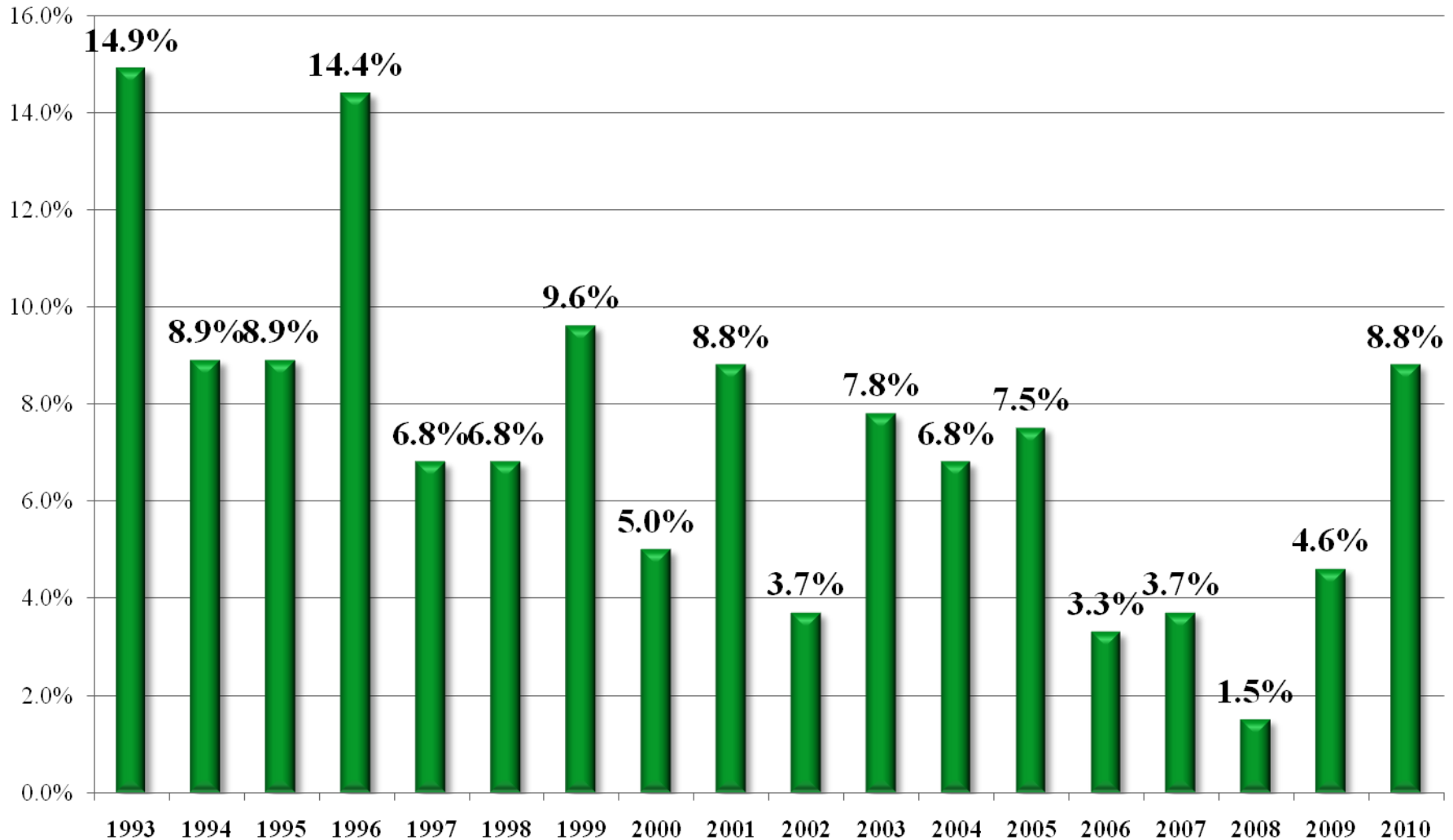


## Top Ten Auto Parts Chains

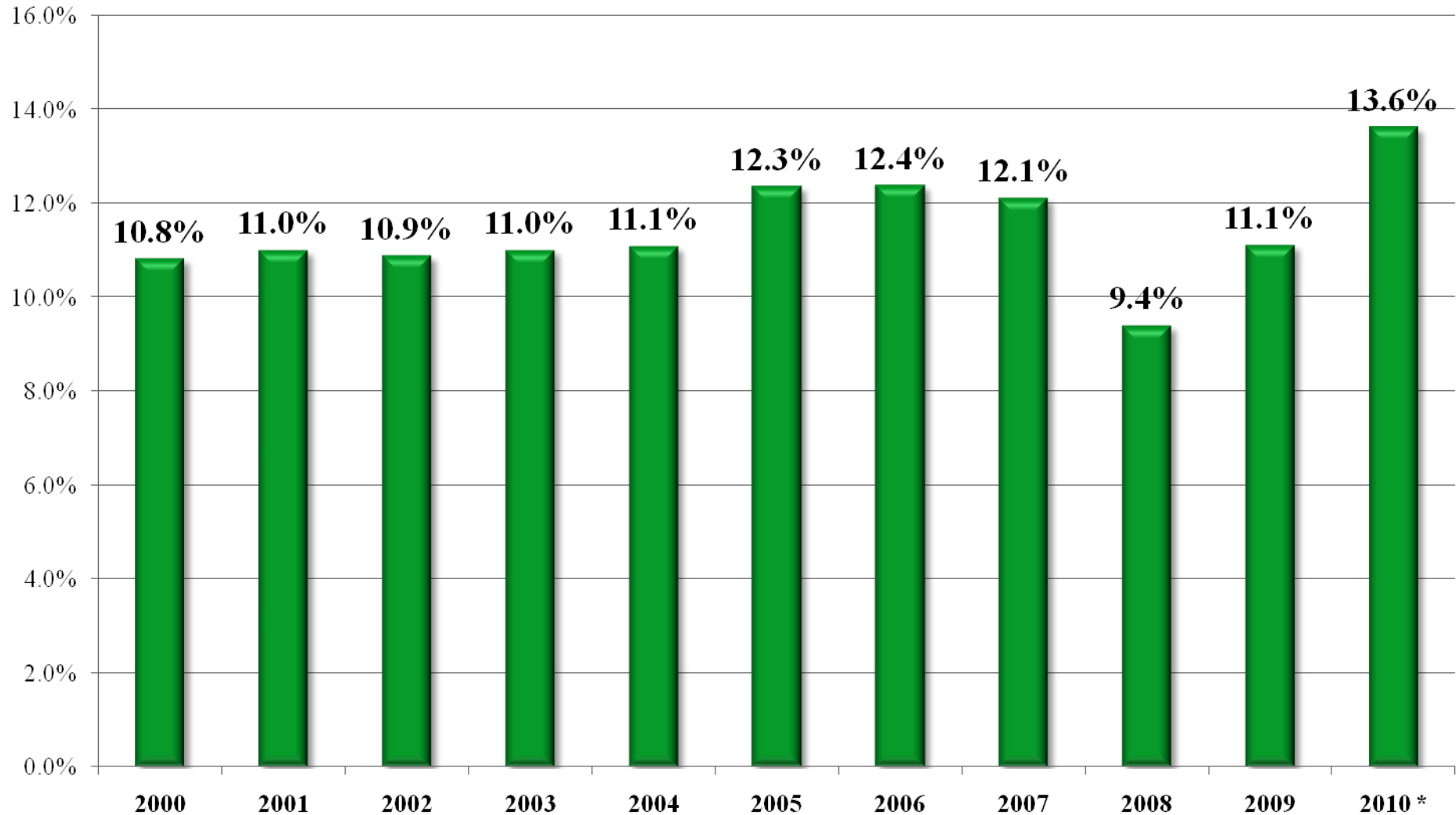
1. AutoZone Inc. (4,674)
2. O'Reilly Auto Parts (3,613)
3. Advance Auto Parts (3,563)
4. General Parts Inc./CARQUEST (1,500)
5. Genuine Parts/NAPA (1,035)
6. Pep Boys (612)
7. Fisher Auto Parts (406)
8. Uni-Select (273)
9. Replacement Parts Inc. (155)
10. Auto-Wares Group (128)

Source: AAIA Factbook or latest SEC filing

# Consolidated Comparable Store Sales

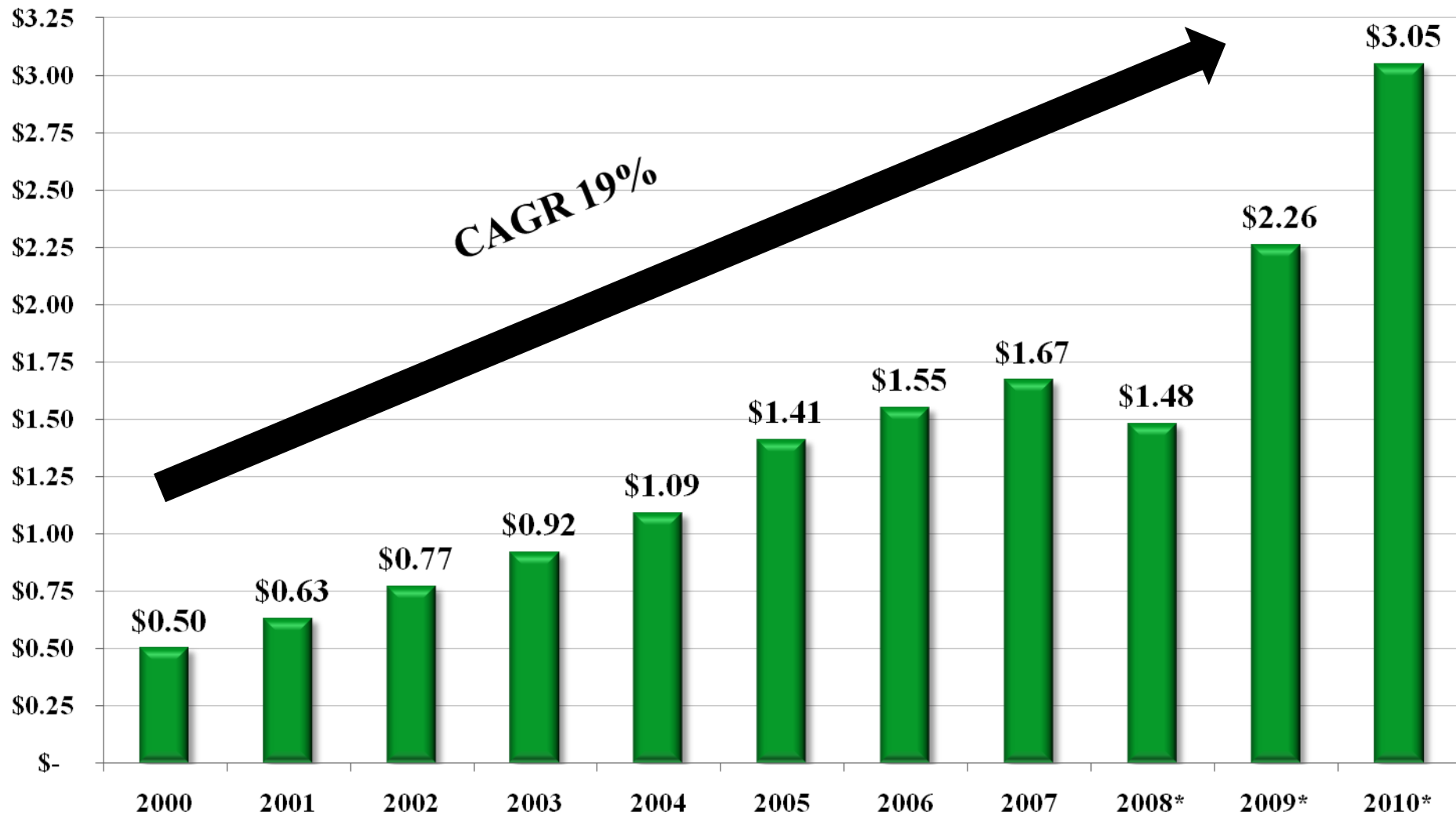


# Consolidated Operating Margin



\* Adjusted operating margin, excluding the impact of Legacy CSK DOJ Investigation Charge

# Fueling EPS Growth



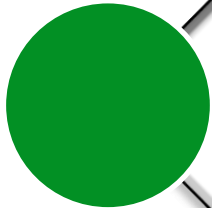
\* Adjusted diluted earnings per share, excluding the impact of CSK acquisition related charges



# 1<sup>st</sup> Quarter 2011 Highlights



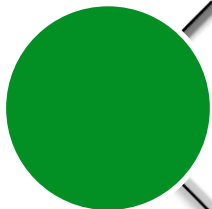
5.7% Comparable Store Sales



Record 14.2% 1<sup>st</sup> Quarter Operating Margin



Adjusted Diluted Earnings Per Share Increased 19% to \$0.83



Repurchased 2.6 Million Shares of Common Stock through March 31, 2011



# CSK Conversion Update



## Seattle

- 194 stores
- Began: Nov. 2009
- Completed: Jan. 2010



## Moreno Valley

- 240 stores
- Began: Jan. 2010
- Completed: Mar. 2010



## Denver

- 92 stores
- Began: Mar. 2010
- Completed: April 2010



## Salt Lake City

- 81 stores
- Began: May 2010
- Completed: Jun. 2010



## Stockton

- 278 stores
- Began: Sept. 2010
- Completed: Oct. 2010



## Phoenix


- 151 stores
- Completed Overnight November 6, 2010

**November 2009 thru fall of 2010**

# Strategic Distribution System



Distribute to stores daily via  
Company-owned fleet



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



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

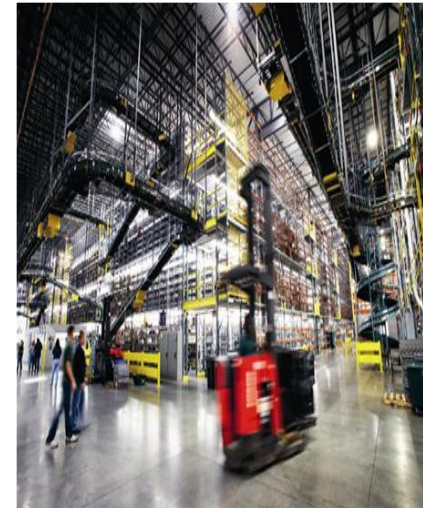


184 Master Inventory “Hub” stores

## O'Reilly Distribution Centers

- Atlanta, GA
- Belleville, MI
- Billings, MT
- Dallas, TX
- Denver, CO
- Des Moines, IA
- Greensboro, NC
- Houston, TX
- Indianapolis, IN
- Kansas City, MO
- Knoxville, TN
- Little Rock, AR

- Lubbock, TX
- Mobile, AL
- Moreno Valley, CA
- Nashville, TN
- Oklahoma City, OK
- Phoenix, AZ
- Salt Lake City, UT
- Seattle, WA
- Springfield, MO
- Stockton, CA
- St. Paul, MN



# 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



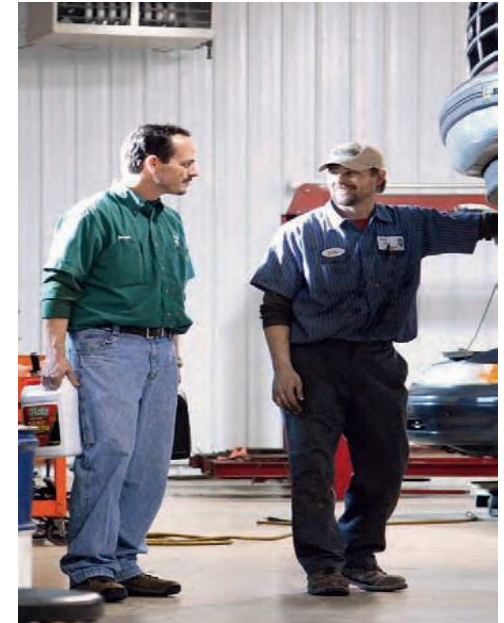
Can profitably operate in large and small markets



Enhances service levels offered to our DIY customers



Significant barriers to success in DIFM market





# 2011 2<sup>nd</sup> QTR and Full Year Guidance



2<sup>nd</sup> Qtr Comparable Store Sales of 3% to 5%



2<sup>nd</sup> Qtr EPS of \$0.92 to \$0.96



2011 Comparable Store Sales of 3% to 6%



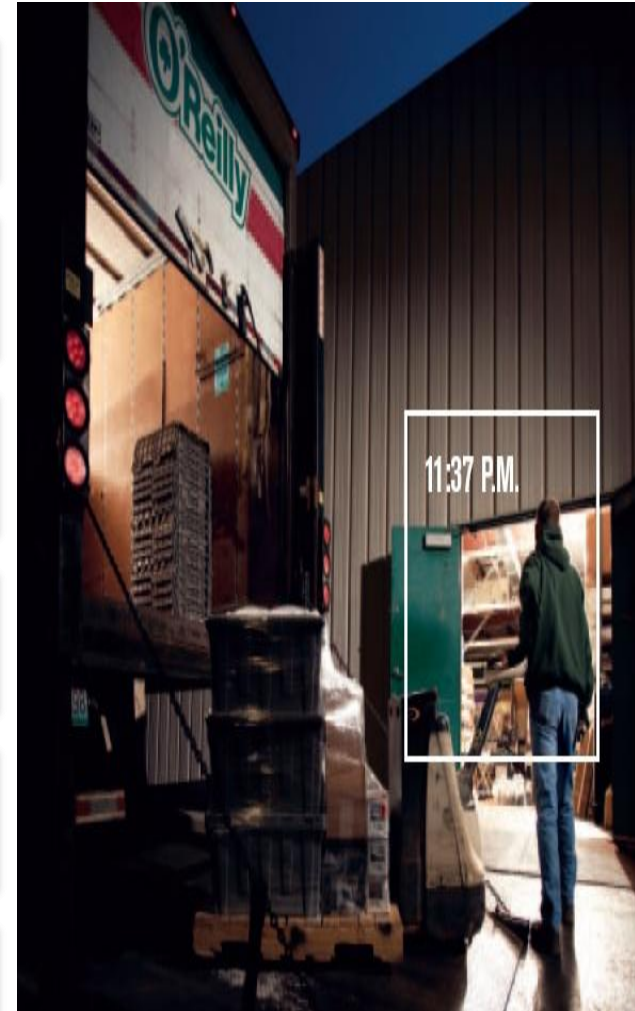
2011 Operating Margin of 14.1% to 14.6%



2011 Adjusted EPS of \$3.49 to \$3.59



2011 Free Cash Flow of \$360 to \$400 Million



# Questions?

## 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!"**