ADVANCE AUTO PARTS

Q3 PERFORMANCE 2024

CORPORATE PROFILE

Advance Auto Parts, Inc. is a leading automotive aftermarket parts provider that serves both professional installer and do-it-yourself customers.

As of
OCTOBER, 5 2024

4,781
ADVANCE AND CARQUEST STORES

1,125
INDEPENDENTS

> **We are charting a clear path forward and introducing a new three-year financial plan, with a focus on executing core retail fundamentals to improve the productivity of all our assets and create shareholder value.**
>
> **– Shane O'Kelly, President and CEO**

FINANCIAL HIGHLIGHTS[1]

-2.3% COMPARABLE STORE SALES[2]

DIY[3] ↓

PRO ↓

42.3% GROSS MARGIN

0.8% ADJ. OPERATING MARGIN[4]

-$0.04 ADJ. DILUTED LOSS PER SHARE[4]

[1] On August 22, 2024, the company entered into a definitive purchase agreement to sell its Worldpac Inc. business ("Worldpac"), which reflects a strategic shift in its business. The sale was completed on November 1, 2024. As a result, the company has classified the results of operations and cash flows of the Worldpac business as discontinued operations in its consolidated statements of operations and consolidated statements of cash flows for all periods presented. The related assets and liabilities associated with the discontinued operations are classified as held for sale in the consolidated balance sheets. Unless otherwise noted, the discussion presented herein relates to the company's continuing operations.

[2] The company calculates comparable store sales based on the change in store or branch sales starting once a location has been open for approximately one year and by including e-commerce sales and excluding sales fulfilled by distribution centers to independently owned Carquest locations. Acquired stores are included in the company's comparable store sales one year after acquisition. The company includes sales from relocated stores in comparable store sales from the original date of opening.

[3] DIY includes stores and ecommerce

[4] Adjusted Operating Income Margin and Adjusted Diluted Loss Per Share are non-GAAP measures. For a better understanding of the company's non-GAAP adjustments, refer to the reconciliation of non-GAAP financial measures in the accompanying financial tables.

CATEGORY STRENGTH

BATTERIES

FILTERS

ENGINE MANAGEMENT

DRIVERS OF OUR TURNAROUND

01
ADVANCE OPERATES IN AN ATTRACTIVE INDUSTRY WITH STRONG DEMAND DRIVERS

02
WE ARE GETTING BACK TO FUNDAMENTALS OF SELLING AUTO PARTS WITH A FOCUS ON THE BLENDED BOX

03
OUR EXECUTION IS SUPPORTED BY EXPERIENCED LEADERSHIP AND IMPROVED LIQUIDITY

04
OPERATIONAL PRODUCTIVITY REVIEW IDENTIFIED OPPORTUNITIES TO IMPROVE PROFITABILITY

05
TARGETING TO ACHIEVE APPROX. 7% ADJUSTED OPERATING INCOME MARGIN BY FY27

1 2 3 4 5

FY27 OBJECTIVES

~$9B
NET SALES

Low Single Digit %
COMPARABLE SALES GROWTH

~7%
ADJUSTED OPERATING INCOME MARGIN

~2.5x
LEVERAGE RATIO (ADJUSTED DEBT/ ADJUSTED EBITDAR)