

Carlyle Fraser & Genuine Parts Company



- In 1928, Carlyle Fraser founded GPC with the purchase of Motor Parts Depot in Atlanta, GA for \$40,000
- One of the stated reasons for selling Motor Parts Depot: “The automobile business had reached its peak...and was on the way down hill...”

NAPA & Genuine Parts Company

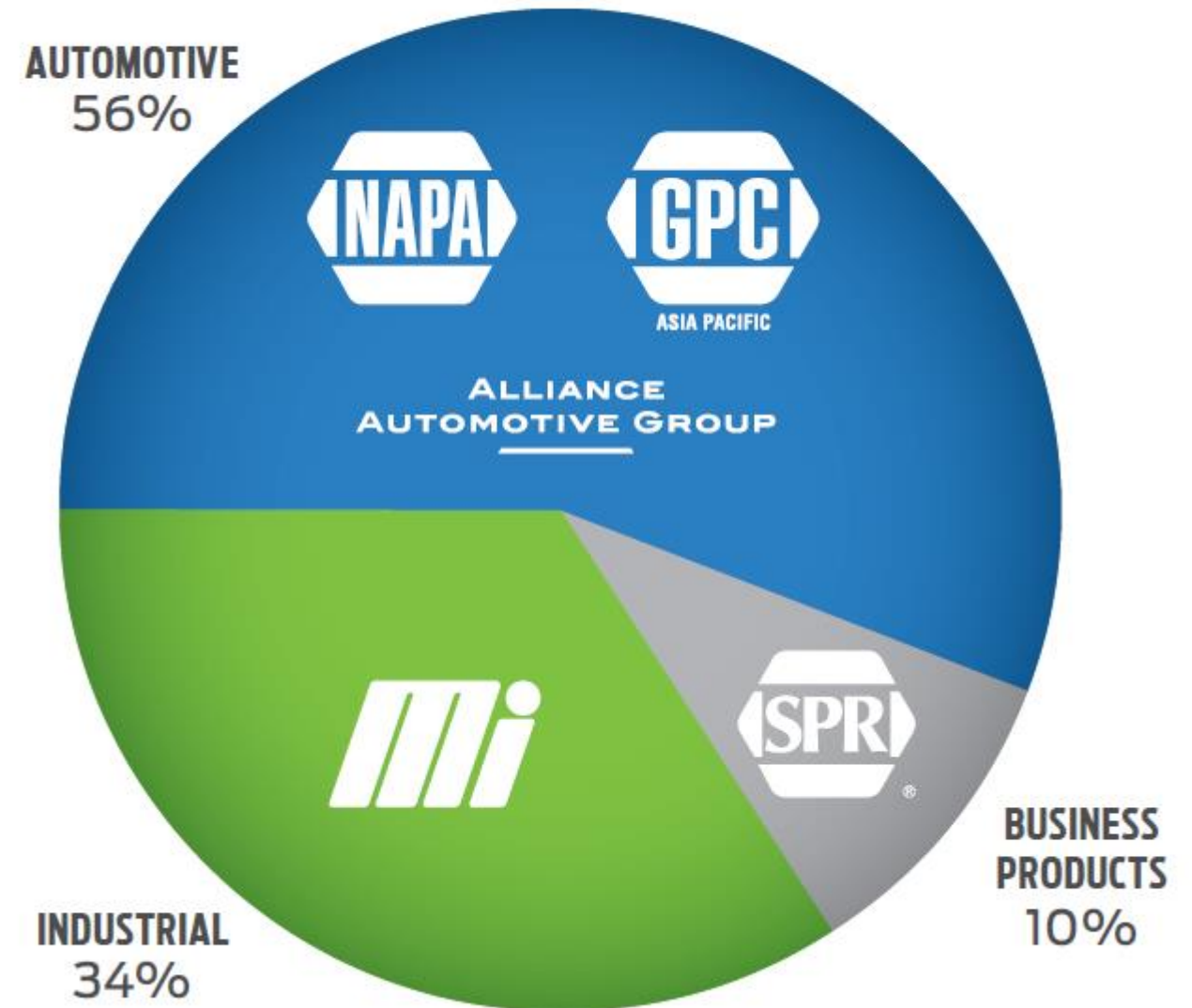
- \$18.7 billion in sales for 2018
- Founded in 1928 – profitable every year since
- 91 years of sales growth, including The Great Depression and every recession since
- 63 straight years of dividend increases to shareholders
- 3 Major Business Units
 - Automotive Parts Group
 - Industrial Parts Group
 - Business Products Group



GPC Company Overview

- **Leading distributor to three primary end-markets:**
 - Automotive Parts (APG)
 - Industrial Parts (Motion Industries, EIS)
 - Business Products (S.P. Richards)

2018 NET SALES BY SEGMENT



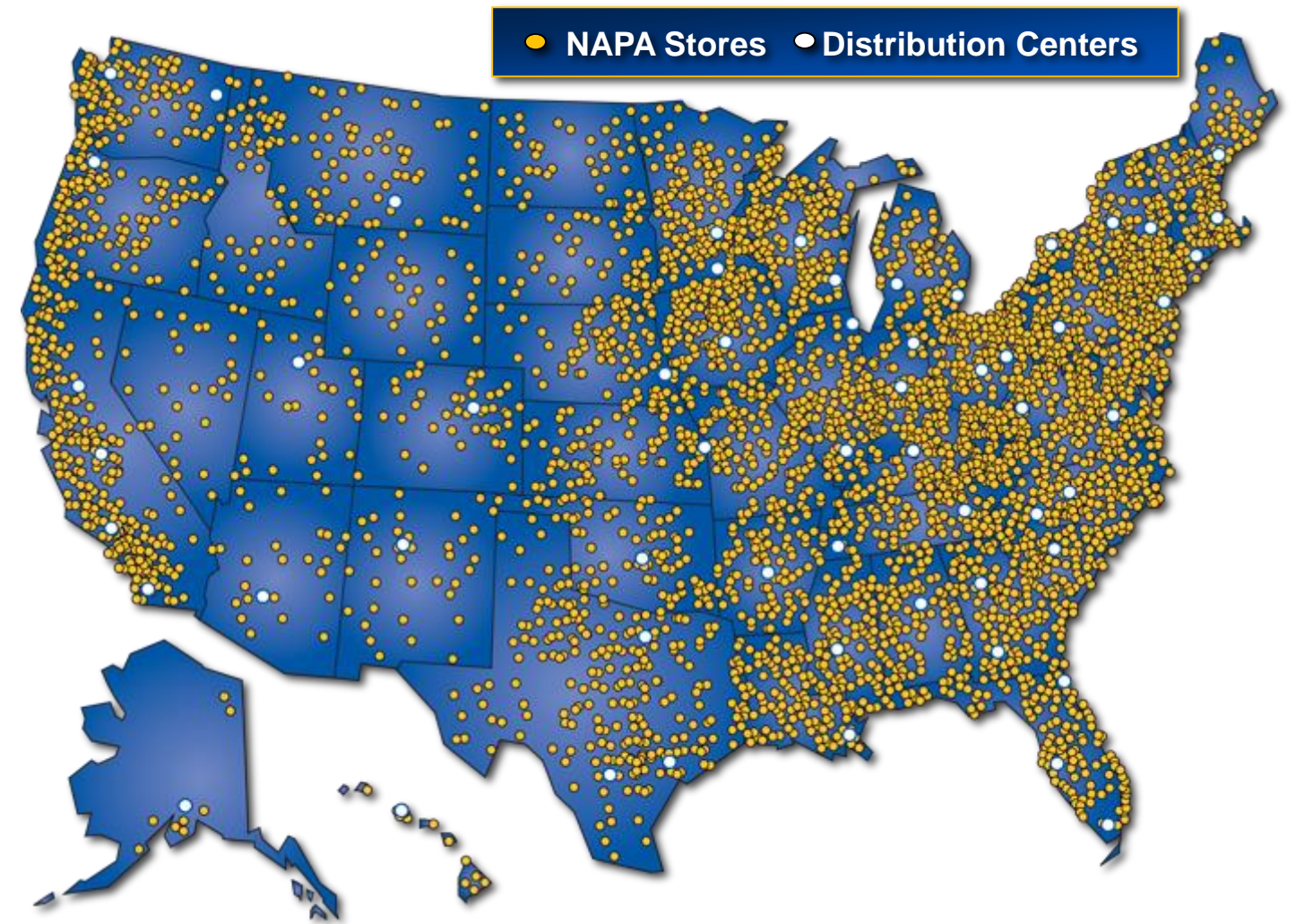
NAPA “National Automotive Parts Association”

- Today, there are 57 NAPA Distribution Centers servicing more than 6,000 stores
- The NAPA brand is #1 in the wholesale market and recognized by 97% of DIY consumers and 96% of wholesale consumers
- NAPA: 90 years of history



Unmatched Parts Availability

- **Best Selection**
 - More than 550,000 parts
- **Specialty Markets**
 - Heavy Duty, T&E, Paint
 - Marine, Farm & Ag
 - Industrial
 - Import Nameplate Parts
 - Hydraulics & more



We Have Competitive Advantages

- **The NAPA Brand**
- **Unmatched Parts Availability**
- **Training & Support**
- **Commercial Sales Specialists**
- **Technology**
- **Local Ownership**



Distribution Center Support

- **High Point Distribution Center Representatives**
 - General Manager
 - Sales Manager
 - + Territory Sales Manager
 - Operations Manager
 - Wholesale Manager
 - Commercial Sale Manger



Product Sales Support

- More Than 700 Commercial Sales Specialist
- NAPA Import Products
- Electrical Sales Group
- NAPA Filters
- NAPA Heating & Cooling
- Heavy Duty
- Martin Senour Paints
- Retail Sales Group
- Tools & Equipment
- Under Hood
- Under Car



Financial Support



- Bank of America
- SunTrust Bank
- Atlantic Capital Bank
- Commodore Financial
- Lease Financing
- FPO Solutions
- Tax and Consulting Services
- Specialized Accounting Services (SAS)
- NAPA Insurance Center