

JULY 24, 2025

Second Quarter 2025 Earnings Call Presentation



Forward Looking Statements and Non-GAAP Financial Measures

Statements and information in this presentation that are not historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and are made pursuant to the “safe harbor” provisions of such Act.

Forward-looking statements include, but are not limited to, statements regarding our outlook, guidance, expectations, beliefs, hopes, intentions and strategies. These statements are subject to a number of risks, uncertainties, assumptions and other factors that may cause our actual results, performance or achievements to be materially different. All forward-looking statements are based on information available to us at the time the statements are made. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

You should not place undue reliance on our forward-looking statements. Actual events or results may differ materially from those expressed or implied in the forward-looking statements. The risks, uncertainties, assumptions and other factors that could cause actual events or results to differ from the events or results predicted or implied by our forward-looking statements include factors discussed in our filings with the SEC, including those disclosed under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Annual Report on Form 10-K for the year ended December 31, 2024 and in our subsequent Quarterly Reports on Form 10-Q. These reports are available at the Investor Relations section on our website (www.lkqcorp.com) and on the SEC's website (www.sec.gov).

This presentation contains non-GAAP financial measures. Included with this presentation is a reconciliation of each non-GAAP financial measure with the most directly comparable financial measure calculated in accordance with GAAP.

Opening Remarks



JUSTIN JUDE

President and Chief Executive Officer

Executing on Strategic Initiatives – Making Progress

Expand Lean Operating Model Globally & Grow Organically

Continued To Drive Multi-year Transformation & Growth Plan

Achieved more than **\$125 million in cost savings** over the past 12 months through productivity and cost reduction initiatives, with an **additional \$75 million** targeted.

North America wholesale organic revenue **outperformed the market**, even as repairable claims declined approximately 9%.

Corrective actions implemented in Europe to address operational challenges impacting revenue.

Refreshed 25% of senior leadership roles over the last 12 months to strengthen execution and performance.

Formed a **new strategic partnership** to **expand salvage capabilities** in Europe.

Returning Cash To Shareholders, Maximizing TSR

Delivering Consistent Shareholder Returns

Invested **\$39 million** in 2Q 2025 to **repurchase 1.0 million shares** of common stock.

Distributed **\$78 million in cash dividends** to common stockholders.

Year-to-date, returned **\$235 million** to shareholders, including **\$79 million** in share **repurchases** and **\$156 million** in **dividends**.

\$1.6 billion remains **authorized** for **share repurchases** through **October 25, 2026**.

The Board of Directors authorized a **\$0.30 per share dividend**, payable on **August 28, 2025**, to shareholders of record as of **August 14, 2025**.

Q2 2025 Financial Performance Summary

(\$ in millions, except per share data)

Operating Performance	Q2 2025	YoY Change
Total Revenue	\$3,642	▼ (1.9)%
Organic Parts and Services Revenue Growth (Decline)		▼ (3.4)%
Segment EBITDA ⁽¹⁾	\$430	▼ (10.9)%
Segment EBITDA ⁽¹⁾ Margin	11.8%	▼ (120) bps
Diluted EPS ⁽²⁾	\$0.75	▲ 7.1%
Adjusted Diluted EPS ⁽²⁾⁽³⁾	\$0.87	▼ (11.2)%

Cash Flow Metrics	YTD 2025
Operating Cash Flow	\$293
Free Cash Flow ⁽⁴⁾	\$186
Dividends Paid	\$156
Share Repurchases	\$79

(1) Segment EBITDA for each segment is a GAAP measure; total Segment EBITDA is a non-GAAP measure. Refer to Appendix 2 and 3 for reconciliations of Segment EBITDA for each segment and total Segment EBITDA, respectively

(2) Reference to Diluted EPS and the corresponding adjusted figures reflect amounts attributable to LKQ stockholders

(3) Adjusted Diluted EPS is a non-GAAP measure. Refer to Appendix 4 for Adjusted Diluted EPS reconciliation

(4) Free Cash Flow is a non-GAAP measure. Refer to Appendix 6 for Free Cash Flow reconciliation

Q2 2025 Results



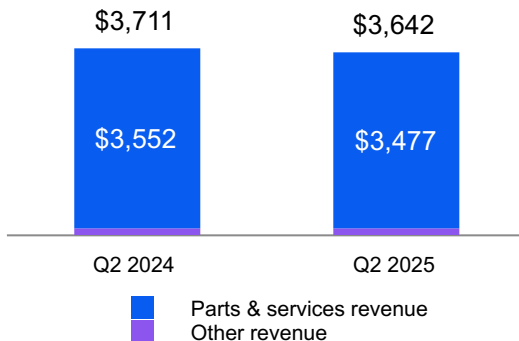
RICK GALLOWAY

Senior Vice President and Chief Financial Officer

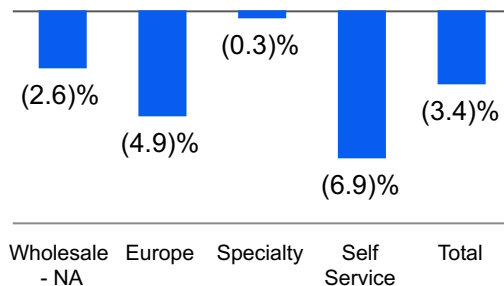
Consolidated Operating Results – Q2 2025

(\$ in millions, except per share data)

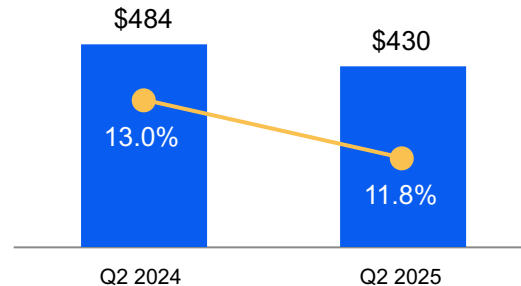
Total Revenue



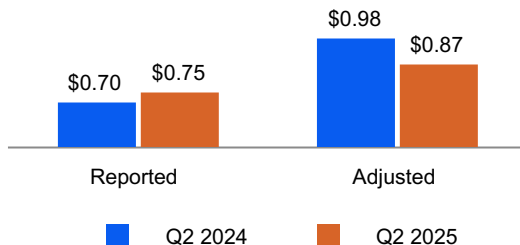
Parts & Services Organic Growth (Decline)



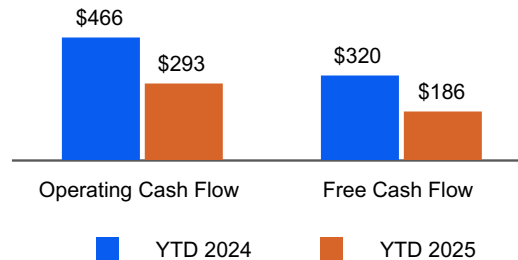
Segment EBITDA⁽¹⁾



Diluted EPS



Cash Flow⁽⁴⁾



(1) Segment EBITDA for each segment is a GAAP measure; total Segment EBITDA is a non-GAAP measure. Refer to Appendix 2 and 3 for Segment EBITDA for each segment and for total Segment EBITDA reconciliations

(2) Reference to Diluted EPS and the corresponding adjusted figures reflect amounts attributable to LKQ stockholders

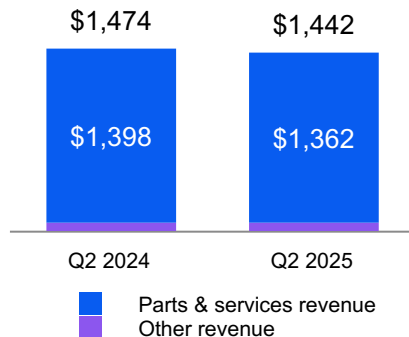
(3) Adjusted Diluted EPS is a non-GAAP measure. Refer to Appendix 4 for Adjusted Diluted EPS reconciliation

(4) Free Cash Flow is a non-GAAP measure. Refer to Appendix 6 for Free Cash Flow reconciliation

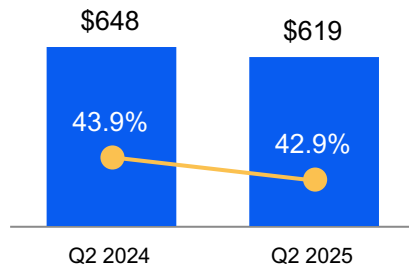
Wholesale – North America – Q2 2025

(\$ in millions)

Total Revenue



Gross Margin



Commentary

Parts and Services Revenue Change

- Organic Decline: 2.6% (2.2% decline per day)
- Acquisitions / Divestitures: 0.3%
- Foreign Exchange: (0.2)%

Organic Drivers

Repairable claims declined approximately 9%

Partially offset by pricing initiatives, market penetration and non-collision revenue

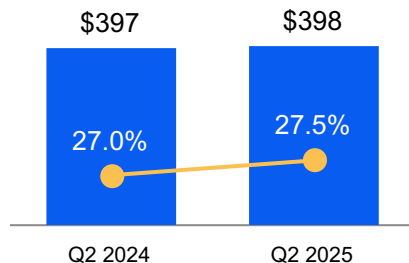
Gross Margin

Lower revenue and unfavorable customer mix partially offset by price increases

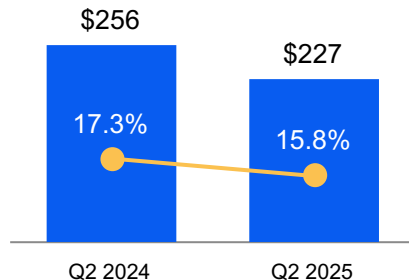
Selling, General and Administrative Expenses ("SG&A")

SG&A dollars relatively flat due to effective cost management offsetting inflationary increases

SG&A



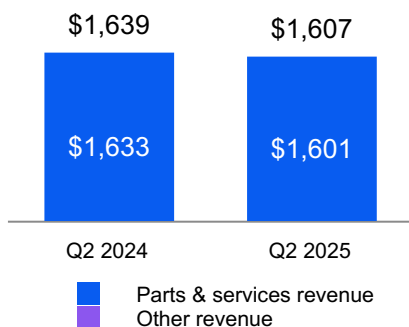
Segment EBITDA



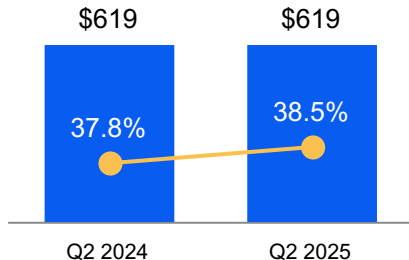
Europe – Q2 2025

(\$ in millions)

Total Revenue



Gross Margin



Commentary

Parts and Services Revenue Change

- Organic Decline: 4.9% (3.8% decline per day)
- Acquisitions / Divestitures: (2.2)%
- Foreign Exchange: 5.2%

Organic Drivers

Lower volumes equally weighted to temporary operational challenges and ongoing market conditions

Acquisitions / Divestitures Drivers

Divestitures of certain operations in Poland, Slovenia and Bosnia in 2024 reflect \$36 million decrease

Gross Margin

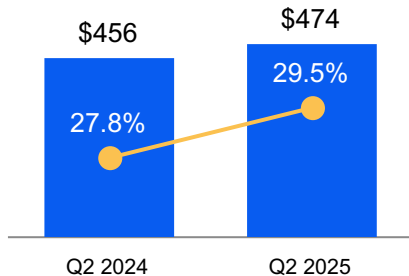
Gross margin percentage increased due to net procurement savings

Selling, General and Administrative Expenses ("SG&A")

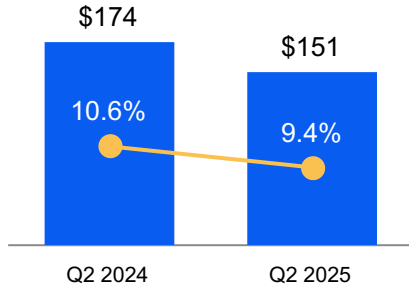
\$25 million unfavorable foreign exchange impact and \$12 million from a non-recurring prior year benefit from a reduction in union related personnel accruals

Partially offset by divestitures and other factors including cost savings from restructuring and productivity initiatives

SG&A



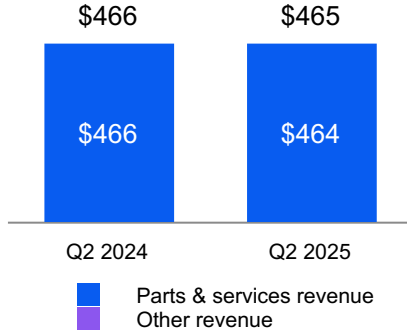
Segment EBITDA



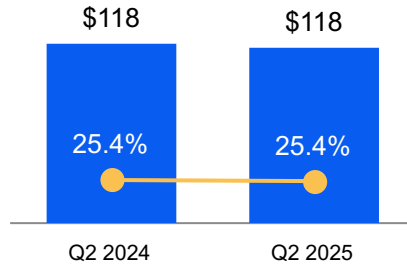
Specialty – Q2 2025

(\$ in millions)

Total Revenue



Gross Margin



Commentary

Parts and Services Revenue Change

- Organic Decline: 0.3%

Organic Drivers

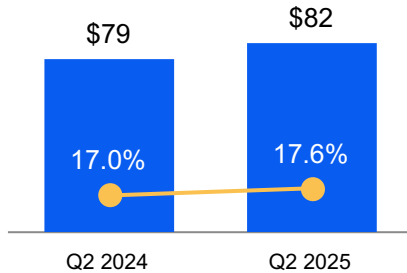
Revenue largely flat as demand softness in the recreational vehicle product lines was partially offset by growth in marine product lines

Highest organic revenue performance since Q4 2021 as markets are starting to indicate signs of stabilizing

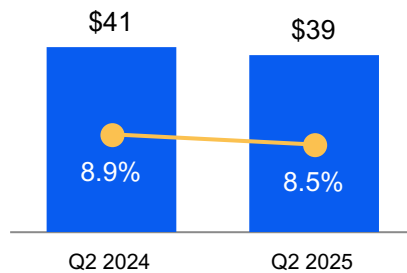
Segment EBITDA

Held margins in a competitive environment with rising tariff costs and flat market growth

SG&A



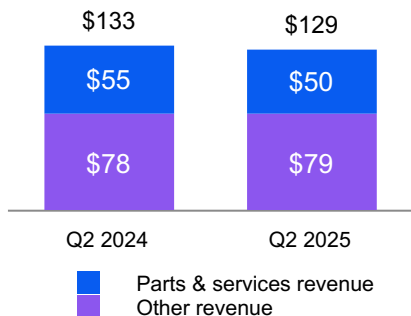
Segment EBITDA



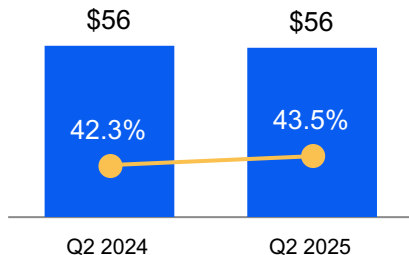
Self Service – Q2 2025

(\$ in millions)

Total Revenue



Gross Margin



Commentary

Parts and Services Revenue Change

- Organic Decline: 6.9% (5.9% decline per day)

Organic Drivers

Lower parts volumes from a reduced number of customer admissions

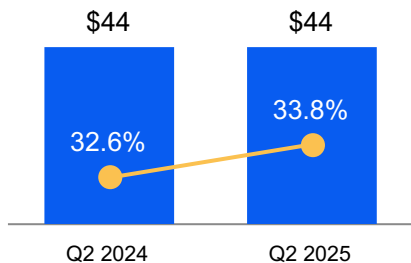
Gross Margin

Flat dollars as favorable movements in commodity prices were offset by lower volumes

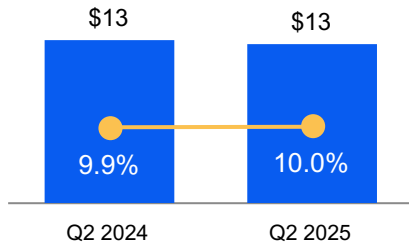
Segment EBITDA

Disciplined vehicle procurement and effective cost controls combined with favorable movements in commodity prices helped maintain Segment EBITDA dollars and margin

SG&A

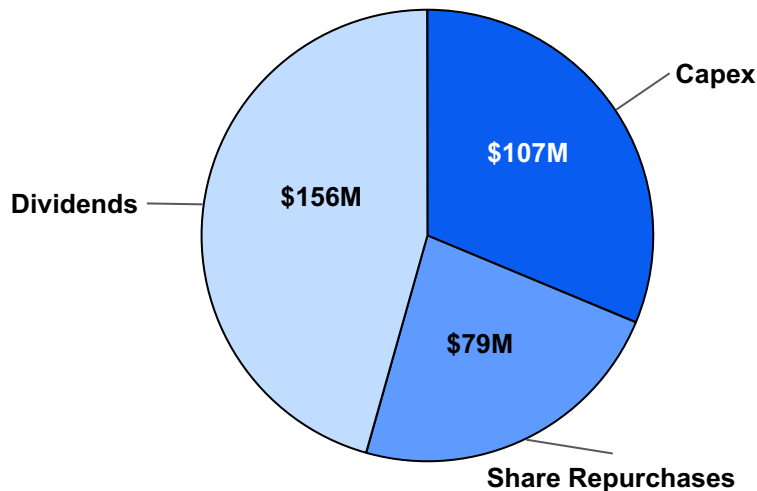


Segment EBITDA



Capital Allocation, Leverage & Liquidity

YTD 2025 Capital Deployment



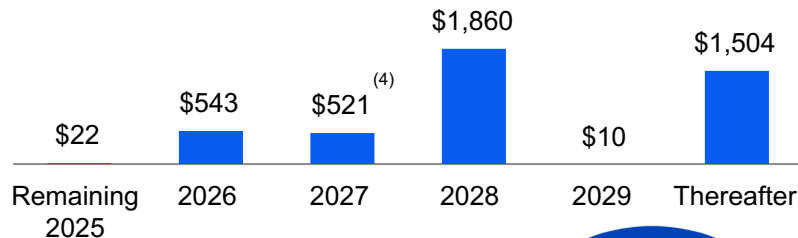
Total shareholder return \$235 million YTD
On track with our 2024 Investor Day commitment

Key Metrics as of June 30, 2025

(\$ and shares in millions)

Cash	\$289
Total Debt ⁽¹⁾	\$4,460
Effective Interest Rate ⁽²⁾	5.2%
Total Leverage Ratio ⁽³⁾	2.6x
Available Liquidity	\$1,425
Share Repurchase Program Capacity Remaining	\$1,636
Total Shares Purchased since 2018	66.5

Debt Maturity (\$ in millions)



(1) Including our interest rate swaps, approximately 75% of our borrowings at June 30, 2025 are effectively at fixed interest rates

(2) Weighted average interest rate on borrowings outstanding under our Senior Unsecured Credit Agreement, CAD Note and senior notes, including the effects of our interest rate swaps

(3) Total leverage ratio as defined in the Senior Unsecured Credit Agreement filed January 6, 2023

(4) On May 2, 2025, we entered into Amendment No. 2 to the Senior Unsecured Credit Agreement which extended the maturity date of the unsecured term loan facility from January 5, 2026 to January 5, 2027

Outlook 2025⁽¹⁾

(effective only on the date issued: July 24, 2025)

2025 Full Year Outlook

Organic P&S Revenue Growth	(3.5%) to (1.5%)
<i>Prior Outlook⁽⁵⁾</i>	<i>0% to 2%</i>
Diluted EPS:	
GAAP ⁽²⁾	\$2.47 to \$2.77
<i>Prior Outlook⁽⁵⁾</i>	<i>\$2.91 to \$3.21</i>
Adjusted ⁽²⁾⁽³⁾	\$3.00 to \$3.30
<i>Prior Outlook⁽⁵⁾</i>	<i>\$3.40 to \$3.70</i>
Cash Flow:	
Operating Cash Flow	\$0.875 to \$1.075 billion
<i>Prior Outlook⁽⁵⁾</i>	<i>\$1.075 to \$1.275 billion</i>
Free Cash Flow ⁽⁴⁾	\$0.60 to \$0.75 billion
<i>Prior Outlook⁽⁵⁾</i>	<i>\$0.75 to \$0.90 billion</i>

2H 2025 Headwinds Included in Outlook

North America

- Economic conditions delay recovery in repairable claims
- Current estimated tariff impact
- Competitive market dynamics

Europe

- Persistent market softness
- Uncertain economic environments:
 - Geopolitical unrest
 - Ongoing US trade negotiations

(1) Our outlook for the full year 2025 is based on current conditions, recent trends and our expectations. Outlook includes estimated impacts from the U.S. and retaliatory tariffs in effect as of July 15, 2025. Assumptions used - Tax Rate: 27.2%; Fx Rates: \$1.13 EUR, \$1.35 GBP, \$0.72 CAD; Scrap & Precious Metals Prices: Near Q2 average. Changes in these conditions may impact our ability to achieve the estimates.

(2) Actuals and outlook figures are for continuing operations attributable to LKQ stockholders

(3) Adjusted Diluted EPS is a non-GAAP measure. Refer to Appendix 4 for the definition of Adjusted Diluted EPS and Appendix 5 for reconciliation of forecasted Adjusted Diluted EPS

(4) Free Cash Flow is a non-GAAP measure. Refer to Appendix 5 for forecasted Free Cash Flow reconciliation

(5) Previous guidance issued on April 24, 2025

Closing Remarks

JUSTIN JUDE

President and Chief Executive Officer

Key Strategic Priorities



Operational Excellence

- ✓ Simplify Business Portfolio and Operations
- ✓ Expand lean operating model globally
- ✓ Grow organically

Enhance Margins

Drive Cash Flow



Maximize TSR

- ✓ Invest in organic growth
- ✓ Execute high synergy tuck-in acquisitions
- ✓ Return cash to shareholders, while maintaining investment grade

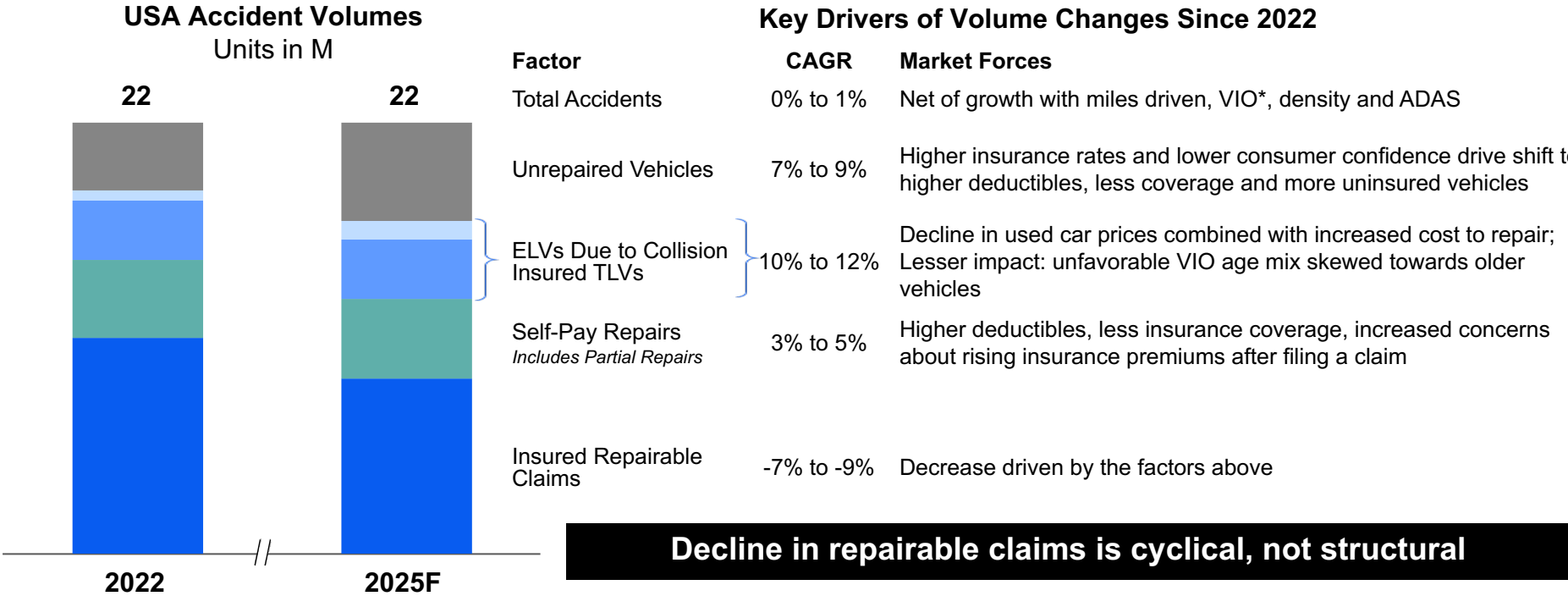
Develop Talent and Embed these Priorities into our Global Culture

Appendix

Appendix 1

Collision Trends in Wholesale - North America

Collision volumes remain steady while increased self-pays, unrepaired vehicles and TLVs/ELVs* reduced repairable claims from 2022 to present



*Total Loss Vehicle ("TLV"), End of Life Vehicle ("ELV"), Vehicles in Operation ("VIO")
Sources: National Safety Council, NHTSA, CCC and internal proprietary data

Appendix 2

Revenue and Segment EBITDA by segment

(in millions)	Three Months Ended June 30			
	2025	% of revenue	2024	% of revenue
Revenue				
Wholesale - North America	\$1,442		\$1,474	
Europe	1,607		1,639	
Specialty	465		466	
Self Service	129		133	
Eliminations	(1)		(1)	
Total Revenue	\$3,642		\$3,711	
Segment EBITDA				
Wholesale - North America	\$227	15.8%	\$256	17.3%
Europe	151	9.4%	174	10.6%
Specialty	39	8.5%	41	8.9%
Self Service	13	10.0%	13	9.9%
Total Segment EBITDA	\$430	11.8%	\$484	13.0%

We have presented Segment EBITDA solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our segment profit and loss and underlying trends in our ongoing operations. We calculate Segment EBITDA as Net Income excluding net income and loss attributable to noncontrolling interest; income and loss from discontinued operations; depreciation; amortization; interest; gains and losses on debt extinguishment; income tax expense; restructuring and transaction related expenses; change in fair value of contingent consideration liabilities; other gains and losses related to acquisitions, equity method investments, or divestitures; equity in losses and earnings of unconsolidated subsidiaries; equity investment fair value adjustments; impairment charges; and direct impacts of the Ukraine/Russia conflict. Our chief operating decision maker ("CODM"), who is our Chief Executive Officer, uses Segment EBITDA as the key measure of our segment profit or loss. The CODM uses Segment EBITDA to compare profitability among our segments and evaluate business strategies. This financial measure is included in the metrics used to determine incentive compensation for our senior management. We also consider Segment EBITDA to be a useful financial measure in evaluating our operating performance, as it provides investors, securities analysts and other interested parties with supplemental information regarding the underlying trends in our ongoing operations. Segment EBITDA includes revenue and expenses that are controllable by the segment. Corporate general and administrative expenses are allocated to the segments based on usage, with shared expenses apportioned based on the segment's percentage of consolidated revenue. Refer to the table on the following page for a reconciliation of net income to Segment EBITDA.

Appendix 3

Reconciliation of Net Income to Segment EBITDA

(in millions)	Three Months Ended June 30	
	2025	2024
Net income	\$193	\$186
Less: net income attributable to noncontrolling interest	1	1
Net income attributable to LKQ stockholders	\$192	\$185
Adjustments:		
Depreciation and amortization	105	100
Interest expense, net of interest income	58	62
Provision for income taxes	68	82
Equity in (earnings) losses of unconsolidated subsidiaries	(1)	(2)
Equity investment fair value adjustments	—	2
Restructuring and transaction related expenses	8	49
Restructuring expenses - cost of goods sold	—	6
Segment EBITDA	\$430	\$484
Net income attributable to LKQ stockholders as a percentage of revenue	5.3%	5.0%
Segment EBITDA as a percentage of revenue	11.8%	13.0%

We have presented Segment EBITDA solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our segment profit and loss and underlying trends in our ongoing operations. Refer to paragraph in Appendix 2 for details on the calculation of Segment EBITDA.

Segment EBITDA should not be construed as an alternative to operating income, net income or net cash provided by operating activities, as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report Segment EBITDA information calculate Segment EBITDA in the same manner as we do and, accordingly, our calculation is not necessarily comparable to similarly-named measures of other companies and may not be an appropriate measure for performance relative to other companies.

Appendix 4

Reconciliation of Net Income and Diluted EPS to Adjusted Net Income and Adjusted Diluted EPS

(in millions, except per share data)	Three Months Ended June 30	
	2025	2024
Net income	\$193	\$186
Less: net income attributable to noncontrolling interest	1	1
Net income attributable to LKQ stockholders	\$192	\$185
Adjustments:		
Amortization of acquired intangibles	36	36
Restructuring and transaction related expenses	8	49
Restructuring expenses - cost of goods sold	—	6
Tax effect of adjustments	(11)	(15)
Adjusted net income	\$225	\$261
Weighted average diluted common shares outstanding	258.3	265.6
Diluted earnings per share:		
Reported	\$0.75	\$0.70
Adjusted	\$0.87	\$0.98

Appendix 4

Reconciliation of Net Income and Diluted EPS to Adjusted Net Income and Adjusted Diluted EPS

We have presented Adjusted Net Income and Adjusted Diluted Earnings per Share as we believe these measures are useful for evaluating the core operating performance of our continuing business across reporting periods and in analyzing our historical operating results. We define Adjusted Net Income and Adjusted Diluted Earnings per Share as Net Income and Diluted Earnings per Share adjusted to eliminate the impact of net income and loss attributable to noncontrolling interest, income and loss from discontinued operations, restructuring and transaction related expenses, amortization expense related to all acquired intangible assets, gains and losses on debt extinguishment, changes in fair value of contingent consideration liabilities, other gains and losses related to acquisitions, equity method investments, or divestitures, impairment charges, direct impacts of the Ukraine/Russia conflict, excess tax benefits and deficiencies from stock-based payments and any tax effect of these adjustments. The tax effect of these adjustments is calculated using the effective tax rate for the applicable period or for certain discrete items the specific tax expense or benefit for the adjustment. Given the variability and volatility of the amount of related transactions in a particular period, management believes that these costs are not core operating expenses and should be adjusted in our calculation of Adjusted Net Income. Our adjustment of the amortization of all acquisition-related intangible assets does not exclude the amortization of other assets, which represents expense that is directly attributable to ongoing operations. Management believes that the adjustment relating to amortization of acquisition-related intangible assets supplements the GAAP information with a measure that can be used to assess the comparability of operating performance. The acquired intangible assets were recorded as part of purchase accounting and contribute to revenue generation. Amortization of intangible assets that relate to past acquisitions will recur in future periods until such intangible assets have been fully amortized. Any future acquisitions may result in the amortization of additional intangible assets. These financial measures are used by management in its decision making and overall evaluation of our operating performance and are included in the metrics used to determine incentive compensation for our senior management. Adjusted Net Income and Adjusted Diluted Earnings per Share should not be construed as alternatives to Net Income or Diluted Earnings per Share as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report measures similar to Adjusted Net Income and Adjusted Diluted Earnings per Share calculate such measures in the same manner as we do and, accordingly, our calculations are not necessarily comparable to similarly-named measures of other companies and may not be appropriate measures for performance relative to other companies.

Appendix 5

Forecasted EPS and Free Cash Flow Reconciliation

(in millions, except per share data)

Net income⁽¹⁾

Adjustments:

Amortization of acquired intangibles

Restructuring and transaction related expenses

Other adjustments

Tax effect of adjustments

Adjusted net income⁽¹⁾

Weighted average diluted common shares outstanding

Diluted EPS:

Reported⁽¹⁾

Adjusted⁽¹⁾

Forecasted Fiscal Year 2025

Minimum Outlook

Maximum Outlook

\$639

\$717

142

142

42

42

2

2

(50)

(50)

\$775

\$853

258.4

258.4

\$2.47

\$2.77

\$3.00

\$3.30

(1) Actuals and outlook figures are for continuing operations attributable to LKQ stockholders

We have presented forecasted Adjusted Net Income and forecasted Adjusted Diluted Earnings per Share in our financial outlook. Refer to the discussion of Adjusted Net Income and Adjusted Diluted Earnings per Share for details on the calculation of these non-GAAP financial measures. In the calculation of forecasted Adjusted Net Income and forecasted Adjusted Diluted Earnings per Share, we included estimates of net income, amortization of acquired intangibles for the full fiscal year 2025, restructuring expenses under previously announced plans, and the related tax effect; we included for all other components the amounts incurred through June 30, 2025.

(in millions)

Net cash provided by operating activities

Less: purchases of property, plant and equipment

Free cash flow

Forecasted Fiscal Year 2025

Minimum Outlook

Maximum Outlook

\$875

\$1,075

275

325

\$600

\$750

We have presented forecasted free cash flow in our financial outlook. Refer to Appendix 6 for details on the calculation of free cash flow.

Appendix 6

Reconciliations of Net Cash Provided by Operating Activities to Free Cash Flow and Net Income to Adjusted EBITDA

(in millions)	Six Months Ended June 30	
	2025	2024
Net cash provided by operating activities	\$293	\$466
Less: purchases of property, plant and equipment	107	146
Free cash flow	\$186	\$320
Net income	\$362	\$344
Less: net income attributable to noncontrolling interest	1	1
Net income attributable to LKQ stockholders	\$361	\$343
Adjustments:		
Depreciation and amortization	205	200
Interest expense, net of interest income	115	123
Provision for income taxes	134	153
Adjusted EBITDA	\$815	\$819

We have presented free cash flow solely as a supplemental disclosure that offers investors, securities analysts and other interested parties useful information to evaluate our liquidity. We calculate free cash flow as net cash provided by operating activities, less purchases of property, plant and equipment. We believe free cash flow provides insight into our liquidity and provides useful information to management and investors concerning our cash flow available to meet future debt service obligations and working capital requirements, make strategic acquisitions, pay dividends and repurchase stock. We believe free cash flow is used by investors, securities analysts and other interested parties in evaluating the liquidity of other companies, many of which present free cash flow when reporting their results. This financial measure is included in the metrics used to determine incentive compensation for our senior management.

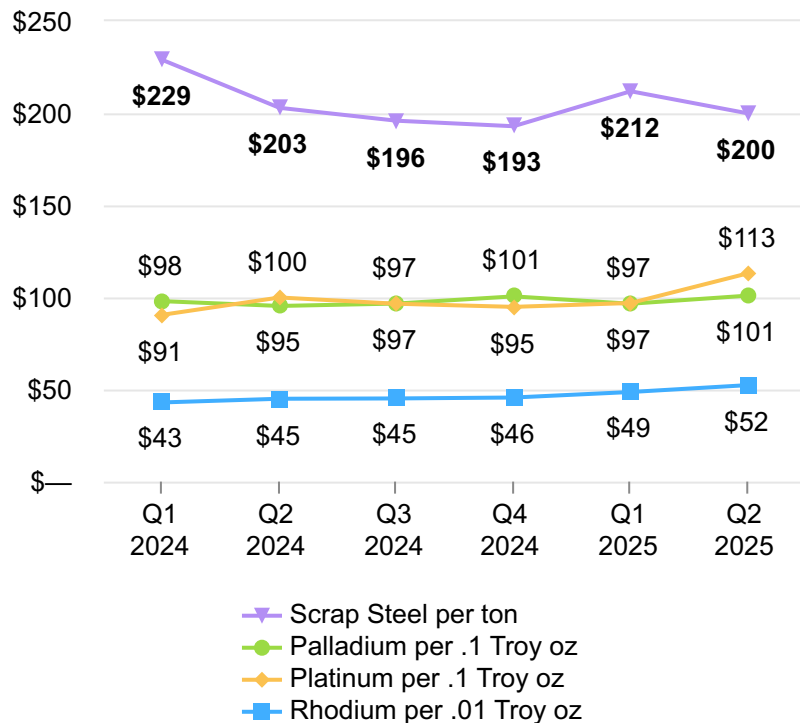
We also evaluate our free cash flow by measuring the conversion of Adjusted EBITDA into free cash flow. For the denominator of our conversion ratio, we calculate Adjusted EBITDA as Net Income excluding net income and loss attributable to noncontrolling interest, income and loss from discontinued operations, depreciation, amortization, interest, gains and losses on debt extinguishment, income tax expense, gains and losses on the disposal of businesses, and other unusual income and expense items that affect investing or financing cash flows. We exclude gains and losses on the disposal of businesses as the proceeds are included in investing cash flows, which is outside of free cash flow.

Free cash flow should not be construed as an alternative to net cash provided by operating activities and Adjusted EBITDA should not be construed as an alternative to operating income, net income or net cash provided by operating activities, as determined in accordance with accounting principles generally accepted in the United States. In addition, not all companies that report Adjusted EBITDA or free cash flow information calculate these metrics in the same manner as we do and, accordingly, our calculations are not necessarily comparable to similarly-named measures of other companies and may not be appropriate measures for performance relative to other companies.

Appendix 7

Metals Prices & Foreign Exchange

Average Metals Prices



Q2 2025 vs Q2 2024 Segment EBITDA Impact

(\$ in millions)	Self Service	Wholesale - North America	Total
Scrap Steel	\$3	\$—	\$3
Precious Metals	\$1	\$1	\$2
Total	\$4	\$1	\$5

Foreign Exchange

	YoY Impact	Q2 2025	Q2 2024
GBP	5.8%	1.34	1.26
EUR	5.3%	1.13	1.08
CAD	(1.1)%	0.72	0.73
		Q2 2025	
GAAP EPS Impact		\$0.03	
Adjusted EPS Impact		\$0.03	