



	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	© VALUE LINE PUB. LLC	15-17
Price	12.30	13.83	15.54	18.20	20.04	21.88	26.53	35.26	38.27	45.52	49.50	54.40	Sales per sh	68.80
High	1.11	1.30	1.55	1.93	2.13	2.37	2.32	3.28	4.20	5.41	5.90	6.55	"Cash Flow" per sh	8.10
Low	.77	.92	1.06	1.41	1.55	1.67	1.64	2.23	3.06	3.81	4.50	5.10	Earnings per sh A	6.45
Options	--	--	--	--	--	--	--	--	--	--	Nil	Nil	Div'ds Decl'd per sh	Nil
to Buy	6.09	7.17	8.56	10.19	11.97	13.82	16.93	19.54	22.76	22.37	26.45	30.35	Book Value per sh	45.30
to Sell	106.74	109.33	110.75	112.39	113.93	115.26	134.83	137.47	141.03	127.18	126.00	123.00	Common Shs Outst'g B	125.00
Options	19.4	18.2	19.6	19.6	21.0	20.4	16.4	16.2	15.9	16.8	Bold figures are Value Line estimates		Avg Ann'l P/E Ratio	19.00
to Buy	1.06	1.04	1.04	1.04	1.13	1.08	.99	1.08	1.01	1.06			Relative P/E Ratio	1.35
to Sell	--	--	--	--	--	--	--	--	--	--			Avg Ann'l Div'd Yield	Nil
Hld's(000)	124457	115604	114875										Sales (\$mill)	8255
													Gross Margin	51.5%
													Operating Margin	18.0%
													Number of Stores	4350
													Net Profit Margin	9.5%
													Working Cap'l (\$mill)	3125
													Long-Term Debt (\$mill)	900
													Shr. Equity (\$mill)	5660
													Return on Total Cap'l	12.0%
													Return on Shr. Equity	14.0%
													Retained to Com Eq	14.0%
													All Div'ds to Net Prof	Nil

O'Reilly Automotive, Inc. commenced operations in November 1957. The company's initial public offering was made on April 23, 1993, consisting of 4,666,666 common shares at a price of \$2.19. The offering was underwritten by Donaldson, Lufkin & Jenrette and George Baum. A second public offering was made in March of 1999. The two aforementioned underwriters, in addition to William Blair, offered 13,360,000 shares at \$9.37. All figures are adjusted for three 2-for-1 stock splits, which occurred in September, 1997 and November, 1999.

CAPITAL STRUCTURE as of 12/31/11
 Total Debt \$797.6 mill. Due in 5 Yrs \$1.4 mill.
 LT Debt \$796.9 mill. LT Interest \$28.2 mill. (22% of Cap'l)

Leases, Uncapitalized None
No Defined Benefit Pension Plan

Pfd Stock None
Common Stock 127,315,291 shs. as of 2/20/12
MARKET CAP: \$12.1 billion (Large Cap)

CURRENT POSITION (\$MILL.)	2009	2010	12/31/11
Cash Assets	26.9	29.7	361.6
Receivables	107.9	121.8	135.2
Inventory (LIFO)	1913.2	2023.5	1985.8
Other	178.7	126.3	125.0
Current Assets	2226.7	2301.3	2607.6
Accts Payable	818.2	895.7	1279.3
Debt Due	106.7	1.4	.7
Other	306.5	331.9	300.0
Current Liab.	1231.4	1229.0	1580.0

ANNUAL RATES	Past 10 Yrs.	Past 5 Yrs.	Est'd '09-'11 of change (per sh)
Sales	16.5%	17.0%	8.5%
"Cash Flow"	19.0%	18.0%	9.0%
Earnings	19.0%	18.0%	11.0%
Dividends	--	--	Nil
Book Value	17.0%	16.0%	13.0%

Cal-endar	QUARTERLY SALES (\$mill.)				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2009	1163.7	1251.4	1258.2	1173.8	4847.1
2010	1280.1	1381.2	1425.9	1310.3	5397.5
2011	1382.7	1479.3	1535.5	1391.3	5788.8
2012	1495	1590	1645	1510	6240
2013	1605	1700	1755	1630	6690

Cal-endar	EARNINGS PER SHARE A				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2009	.46	.62	.63	.52	2.23
2010	.70	.81	.86	.69	3.06
2011	.83	.96	1.10	.93	3.81
2012	1.00	1.15	1.25	1.10	4.50
2013	1.15	1.30	1.40	1.25	5.10

Cal-endar	QUARTERLY DIVIDENDS PAID				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2008					
2009					
2010					
2011					
2012					

BUSINESS: O'Reilly Automotive, Inc. supplies automotive aftermarket parts, tools, equipment, and accessories to both "do-it-yourself" customers and professional mechanics or service technicians. Operates stores in Texas, Missouri, Oklahoma, Kansas, Iowa, Arkansas, Louisiana, Nebraska, and Illinois. Acquired Hi-Lo Automotive, 1/98; CSK, 7/08. Has 3,740 stores (12/11), about

O'Reilly Automotive came into 2012 with solid momentum. Indeed, the company logged a nice mid-single-digit sales increase of 7.2% last year. This stemmed from a rise in comparable-store sales of 4.6%. Meanwhile, on the profitability front, cost of goods sold and operating expenses declined by 40 basis points and 90 basis points, respectively, as a percentage of the top line. Combined, these factors helped to boost the bottom line by 24.5%, to \$3.81, last year. Consequently, **We have raised our 2012 share-net estimate by \$0.30, to \$4.50.** This ought to be supported by increased purchases of auto parts and higher utilization of mechanics as many consumers opt to repair their current automobiles, rather than to purchase new ones, given the uneven economy. These trends are highlighted in industry-specific factors, such as the age of vehicles on the road. Additionally, the company plans to open another 180 locations this year. And existing stores are anticipated to log a rise in comparable sales of 3%-6% for the year. **The balance sheet is in good shape and improving.** Over the course of 2011,

the company's cash reserves increased more than twelve-fold (at the end of the December quarter, the last period for which data is available). At the same time, the long-term debt load increased more than two-fold, but still represents a relatively modest portion of the capital structure. What's more, the board of directors recently raised the existing share-repurchase program by \$500 million, bringing that total authorization to \$1.5 billion. O'Reilly bought back 15.9 million shares last year, and further repurchases should continue to bolster share net. **We have introduced 2013 top- and bottom-line estimates of \$6.69 billion and \$5.10 a share, respectively.** Demand from do-it-yourself customers and store openings should maintain healthy sales and earnings growth for the foreseeable future. Still, **At the moment, these neutrally ranked shares are not overly compelling.** After advancing almost 18% in price since our February review, the stock offers subpar capital appreciation potential for the pull to 2015-2017. *Bryan J. Fong* *May 4, 2012*

(A) Next earnings report due late July. Earnings may not sum due to rounding. Excludes nonrecurring charge of \$0.14 a share in 2010; \$0.11 in 2011. (B) In millions, adjusted for stock splits.

Company's Financial Strength	A
Stock's Price Stability	85
Price Growth Persistence	100
Earnings Predictability	90