

ANNUAL RATES Past Past Est'd '20-'22 to '26-'28 10 Yrs. of change (per sh) 5 Yrs. 16.0% 21.0% 16.0% 21.0% 11.0% 9.5% Sales "Cash Flow" 22.0% Earnings Dividends 11.0% Nil NMF Book Value

QUARTERLY SALES (\$ mill.) Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 Year endar 2020 3092 3208 11605 2021 3091 3466 3480 3291 13328 2022 3296 3671 3799 3644 14410 4203 3820 15800 2023 3708 4069 2024 3930 4315 4455 4050 16750 EARNINGS PER SHARE A Full Cal-Mar.31 Jun.30 Sep.30 Dec.31 Year endar 2020 3.97 7.10 7.07 5.40 23.53 2021 7.06 8.33 8.07 7.64 31.10 2022 7.17 8.78 9.17 8.37 33.44 2023 8.28 10.22 10.72 9.08 38.30 2024 11.40 42.70 11.95 10.10 **QUARTERLY DIVIDENDS PAID** Cal-Full Year endar Mar.31 Jun.30 Sep.30 Dec.31 2020 NO CASH DIVIDENDS 2021 2022 **BEING PAID** 2023 2024

into Canada. Indeed, on December 18th, the Missouri-based retailer and distributor of autoparts announced an agreement to acquire Montreal's Groupe Del Vasto for an undisclosed sum. The target company, which does business as Vast-Auto Distribution, recently operated two distribution centers and six satellite warehouses that together supplied not only Del Vasto's own network of 23 stores, but also hundreds of independent repair shops throughout eastern Canada.

At first glance, we like the move. In and of itself, Vast-Auto will probably add relatively little to O'Reilly's near-term results. Still, it represents the company's first foray north of the border and a likely springboard for additional expansion within a country that recently boasted the world's 12th-largest vehicle population (30.8 million as of December 31, 2022).

Management raised its 2023 outlook for O'Reilly in late October. If leadership has it right, comparable-store sales rose 7%-8% last year, slightly above 2022's 6.4% advance and up from the 5%–7% growth it was previously targeting.

professional parts business.

The market backdrop should remain largely positive in 2024 and beyond. With the average age of cars on America's roads now over 12 years, demand for aftermarket parts and services should stay healthy for the foreseeable future. What's more, the high price of a new car is liable to be a powerful incentive for budgetconstrained households to keep their existing vehicles in good running order. That said, less-essential repair work may take a back seat, as those same households continue to grapple with higher prices for everything from food to rent.

O'Reilly shares are now ranked 3 (Average) for relative year-ahead price performance, having slipped a notch on Value Line's Timeliness scale since our previous report in late October. And, with the stock recently trading 35% above its levels two years ago, long-term appreciation potential doesn't stand out, either. We continue to like the story here, but recommend that investors wait for a more compelling entry point. Nils C. Van Liew January 19, 2024

(A) Next earnings report due late Feb. Earnings may not sum due to rounding. Excludes nonrecurring charges: '10, \$0.14; '11, \$0.11. (B) In millions.

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