Certain statements in this presentation constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “believe,” “demonstrate,” “expect,” “estimate,” “forecast,” “anticipate,” “should” and “likely” and similar expressions identify forward-looking statements. In addition, statements that are not historical should also be considered forward-looking statements. Readers are cautioned not to place undue reliance on those forward-looking statements, which speak only as of the date the statement was made. Such forward-looking statements are based on current expectations that involve a number of known and unknown risks, uncertainties and other factors which may cause actual events to be materially different from those expressed or implied by such forward-looking statements. These factors include, but are not limited to, competition in the automotive aftermarket industry, concentration of the Company’s sales and accounts receivable among a small number of customers, the impact of consolidation in the automotive aftermarket industry, foreign currency fluctuations, dependence on senior management and other risks detailed in the Company’s filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the fiscal year ended December 27, 2014. The Company undertakes no obligation to update this information, including any forward looking statements, to reflect subsequently occurring events or circumstances.
Dorman Snapshot
Industry Dynamics
Growth Strategy
Financial Results
Summary
Dorman History

- Founded in 1978
  - NASDAQ Listed Since 1991: DORM
  - Founding Family = 24% Ownership
- Leading Aftermarket Supplier of Dealer Exclusive Parts
- Net Sales of $772 Million on Trailing 12 Months
  - 3% net sales growth on trailing 12 month basis
  - 5 year CAGR of 13% through Q3 2015 — All Organic

Dorman Offers Over 150 Categories with
> 140,000 SKUs and >57,000 Unique Parts
Dorman’s Core Automotive Competencies

Unique Business Model: “New-to-the-Aftermarket”

- Broad Distribution
  - U.S. Traditional: 45%
  - Other: 6%

- Global Design, Development and Sourcing Capabilities

- Virtually no Manufacturing Assets

Broad Product Portfolio
Focuses on ‘Niche’ Offerings

- Hardware: 8%
- Auto Body: 29%
- Chassis: 26%
- Powertrain: 37%

Note: Distribution and Product data as of December 2014
New Products Driving Growth

- Growth Rates Outpace the Broader Aftermarket
- New Product Revenues Creates Growth
  - Items Previously Only Available at the OE Dealer or Salvage Yard
  - New Products = Comp Store Sales Growth for Customers

![Graph showing Aftermarket Growth and Dorman Growth](image)
## New-to-the-Aftermarket Products

### New Product Sales Opportunities for Our Customers:

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>YTD Q3 15</th>
<th>LTM Q3 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>New to the Aftermarket</td>
<td>804</td>
<td>873</td>
<td>1,266</td>
<td>1,142</td>
<td>1,329</td>
</tr>
<tr>
<td>Line Extensions (many of which are exclusive items)</td>
<td>1,911</td>
<td>2,587</td>
<td>2,476</td>
<td>2,326</td>
<td>2,889</td>
</tr>
<tr>
<td>Total unique parts introduced</td>
<td>2,715</td>
<td>3,460</td>
<td>3,742</td>
<td>3,468</td>
<td>4,218</td>
</tr>
</tbody>
</table>

### OE Dealer Exclusives
- Variable Valve Timing Solenoids
- Quality Assurance: 3-D Coordinate Measuring

### Job Replacement Kits
- EGR Cooler Kits
- Quality Assurance: Hardness Testing

### Replace the Piece, Not the Assembly
- Door Handle Replacement Kit
- Quality Assurance: Motor Dyno Testing

### Underserved Competitive
- Control Arms
- Quality Assurance: Cycle Testing
Unique Installer Relationships and Feedback Network to Identify Failure-prone OEM Parts
- Products introduced in last two years generated 20% of sales in first nine months of 2015

Culture of Contribution Drives Innovation
- 360+ product personnel in 16 co-located teams in US and Asia
- Emphasis on speed to market and quality with 150+ Engineering and Quality Team members
- Clear decision making model

Manufacturing Base of Several Hundred Suppliers
- ~75% sourced internationally
- No manufacturer >10% of purchases

R&D Investments (in $millions)

- 2010: $4.6
- 2011: $8.6
- 2012: $10.5
- 2013: $13.4
- 2014: $15.8
How we drive awareness:

**Drive awareness** for Dorman’s products and brands

**Accelerate the placement of NEW** to be first to market

**Communicate the Dorman Advantage** to differentiate our added value

**Provide product knowledge training** to our Sales Team and Customers

---

**Web**

DormanProducts.com
Central hub for all product information, averaging over 1 million visits each month

**Email Marketing**

BE THE FIRST TO KNOW!
About formerly “Dealer Only” parts
New Product Alerts
Delivered monthly to 70,000+ participants

**Advertising**

Google AdWords
Focused Category Sites
Digital & Print
Targeted audience messaging

**Social Media**

Increased customer engagement across a variety of media outlets

**Product Training**

DormanUniversity.com
Web-based training platform, new training modules added monthly

**Service Dealer Guides**

“The best of Dorman’s New Parts”
3 million copies distributed annually

---

“NEW PRODUCTS • NEW SOLUTIONS • NEW OPPORTUNITIES”
**Market Expansion**

- US and Canadian Light Duty Automotive Markets
- Medium & Heavy Duty Aftermarket
  - Currently ~1% of Sales
- Mexico

**Opportunistic Acquisitions**

- Expertise in Automotive
- Heavy Duty Distribution
- New North American Market Distribution
Consistent track record of organic revenue and EPS growth
• 5 year sales CAGR of 16% through 2014
• 5 year EPS CAGR of 27% through 2014

Stable gross and operating margin trends

SG&A leverage despite higher product development investments

Operating margin expansion

Strong balance sheet with no debt

Stable working capital trends
Strong Organic Sales and Earnings Growth

Sales (in millions) – 5 year CAGR 16%

- 2010: $438
- 2011: $513
- 2012: $570
- 2013: $664
- 2014: $751 (+13%)

EPS – 5 year CAGR 27%

- 2010: $1.33
- 2011: $1.55
- 2012: $1.82
- 2013: $2.24
- 2014: $2.49 (+11%)

Third Quarter YTD

Sales growth - 2 year CAGR of 10%

- 2013: $494.7 (17%)
- 2014: $577.5
- 2015: $598.1

Earnings Per Share

- 2013: $1.67
- 2014: $1.96 (17%)
- 2015: $1.98 (1%)

ERP transition costs in 2015:
- $2.7 million ($0.05 per share) in non-recurring distribution expenses
- $2.7 million ($0.05 per share) in recurring support and depreciation

NEW PRODUCTS • NEW SOLUTIONS • NEW OPPORTUNITIES

13
## Summary Income Statement

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>$577,495</td>
<td>$598,123</td>
<td>$664,466</td>
<td>$751,476</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>220,484</td>
<td>230,257</td>
<td>260,968</td>
<td>287,201</td>
</tr>
<tr>
<td><strong>Margin</strong></td>
<td><strong>38.2%</strong></td>
<td><strong>38.5%</strong></td>
<td><strong>39.3%</strong></td>
<td><strong>38.2%</strong></td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>108,361</td>
<td>118,470</td>
<td>133,029</td>
<td>146,467</td>
</tr>
<tr>
<td><strong>Margin</strong></td>
<td><strong>19.4%</strong></td>
<td><strong>18.7%</strong></td>
<td><strong>19.3%</strong></td>
<td><strong>18.7%</strong></td>
</tr>
<tr>
<td>Int. and Other</td>
<td>160</td>
<td>152</td>
<td>189</td>
<td>204</td>
</tr>
<tr>
<td>Income Taxes</td>
<td>40,632</td>
<td>41,093</td>
<td>45,830</td>
<td>50,543</td>
</tr>
<tr>
<td>Net Income</td>
<td>$71,331</td>
<td>$70,542</td>
<td>$81,920</td>
<td>$89,987</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$1.96</td>
<td>$1.98</td>
<td>$2.24</td>
<td>$2.49</td>
</tr>
<tr>
<td></td>
<td>December 2014</td>
<td>September 2015</td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>---------------</td>
<td>---------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$47,656</td>
<td>$79,321</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AR</td>
<td>206,035</td>
<td>199,257</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventory</td>
<td>173,523</td>
<td>195,250</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other current assets</td>
<td>28,250</td>
<td>29,958</td>
<td></td>
<td></td>
</tr>
<tr>
<td>P,P &amp; E, net</td>
<td>82,270</td>
<td>86,308</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goodwill and other assets</td>
<td>42,634</td>
<td>49,211</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$580,368</strong></td>
<td><strong>$639,305</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debt</td>
<td>$-</td>
<td>$-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities</td>
<td>90,833</td>
<td>87,029</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long term liabilities</td>
<td>27,474</td>
<td>26,207</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td>462,061</td>
<td>526,069</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Liab and Equity</strong></td>
<td><strong>$580,368</strong></td>
<td><strong>$639,305</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net Working Capital</strong></td>
<td><strong>$364,631</strong></td>
<td><strong>$416,757</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Summary Cash Flows

<table>
<thead>
<tr>
<th></th>
<th>Nine Months</th>
<th>Fiscal Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2014</td>
<td>2015</td>
</tr>
<tr>
<td>Net Income</td>
<td>$71,331</td>
<td>$70,542</td>
</tr>
<tr>
<td>Dep'n and Amort'n</td>
<td>9,001</td>
<td>11,739</td>
</tr>
<tr>
<td>Change in AR</td>
<td>(8,662)</td>
<td>6,693</td>
</tr>
<tr>
<td>Change in Inventory</td>
<td>(12,051)</td>
<td>(21,727)</td>
</tr>
<tr>
<td>Change in AP</td>
<td>(9,168)</td>
<td>377</td>
</tr>
<tr>
<td>Other W/C Items</td>
<td>(3,045)</td>
<td>(10,141)</td>
</tr>
<tr>
<td><strong>Operating C/F</strong></td>
<td>47,406</td>
<td>57,483</td>
</tr>
<tr>
<td>Capital Spending</td>
<td>(22,992)</td>
<td>(16,534)</td>
</tr>
<tr>
<td>Acquisition</td>
<td>-</td>
<td>(2,000)</td>
</tr>
<tr>
<td>Share repurchases</td>
<td>(41,341)</td>
<td>(7,334)</td>
</tr>
<tr>
<td>Other Changes</td>
<td>544</td>
<td>50</td>
</tr>
<tr>
<td><strong>Net Change in Cash</strong></td>
<td>$(16,383)</td>
<td>$31,665</td>
</tr>
<tr>
<td><strong>Free Cash Flow</strong></td>
<td>$24,414</td>
<td>$40,949</td>
</tr>
</tbody>
</table>

- Historical cap ex 2-2.5% of sales excluding one-time projects
- $150 million share repurchase program through Dec 2016
  - $103.7 million remains at September 2015
Recap

- Dominant New-to-the-Aftermarket Parts Supplier
- Strong Growth Opportunities
- Long Track Record of Revenue and Cash Flow Growth
- Solid Balance sheet
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