RAYMOND JAMES
12th Annual
NORTH AMERICAN EQUITIES CONFERENCE
13 September 2016, Four Seasons Hotel London at Park Lane
©2016 Raymond James & Associates, Inc., member New York Stock Exchange/SPIC
Forward Looking Statements

Statements and information included in this presentation that are not purely 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 expectations, intentions, beliefs and strategies regarding the future and are subject to a number of risks and uncertainties. Actual results may differ materially from our forward-looking information.

All forward-looking statements we make are based on information available to us at the time the statements are made, and we assume no obligation to update any forward-looking statements, except as may be required by law. The risks and uncertainties that could cause actual results to differ from the results predicted or implied by our forward-looking statements include risks and uncertainties included 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, 2015 and in our subsequent Quarterly Reports on Form 10-Q. These reports are available on our investor relations website at lkqcorp.com and on the SEC website at sec.gov.
Mission & Strategic Initiatives

Mission Statement
To be the leading global value-added distributor of vehicle parts and accessories by offering our customers the most comprehensive, available and cost effective selection of part solutions while building strong partnerships with our employees and the communities in which we operate.

Guiding Principles
Integrity & Ethics
Customer First
Humility
Team Centric

Strategic Initiatives
- Broaden Product Offerings in each segment
- Create Pan European Platform
- Drive Productivity
- Expand E-Commerce Platforms
- Expand & integrate through Acquisition

Performance Priorities
- Organic Growth
- Margin Expansion
- Network Leverage
- One-Stop-Shop
- High Fulfilment Rates

GROW LONG TERM REVENUE 10% Annually
GROW EPS 15% Annually
ORGANIC REVENUE GROWTH (1) 6% to 8% Annually

(1) Parts & services.
LKQ’s Evolution

- Wholesale Salvage
- Self Serve
- Keystone / Paint
- Reman-US
- Europe-Benelux
- Rhiag / PGW
- Aftermarket Collision
- Refurbished Wheels
- Heavy Duty
- Europe-UK
- Keystone Specialty

2003
Total Revenue
$328M

2007
Total Revenue
$1.11B

2011
Total Revenue
$3.27B

2016*
Total Revenue
$7.95B

* TTM as of 6/30/2016

- Recycled Products
- Aftermarket NA
- Self Service-Parts
- Heavy Truck-Parts
- European Operations
- Specialty
- Glass
- Other

* TTM as of 6/30/2016
Operating Unit Overview

**North America**
- Collision
  - Aftermarket automotive products
  - Recycled & Refurbished
- Mechanical
  - Recycled engines & transmissions
  - Remanufactured Engines

**Europe**
- Mechanical
  - 175,000+ small part SKUs
  - Brakes, filters, hoses, belts, etc.
- Collision (limited)
  - Aftermarket (UK) & Recycled (Sweden)

**Specialty**
- Performance products
- Appearance & accessories
- RV, trailer & other
- Specialty wheels & tires

**Glass**
- OEM Production and fabrication
- Aftermarket glass distribution
Operating Segments
Large & Fragmented US Market

Automotive Repair Market
$213 bn

Do It For Me (DIFM)
$165 bn

DIY(1)
$48 bn

Retail Price

Parts & Labor

Collision
$40 bn

Collision Parts
$22 bn

Collision (Wholesale)
$15 bn

Markup
$7 bn

Labor
$18 bn

Mechanical
$125 bn

Mechanical Parts
$68 bn

Mechanical (Wholesale)
$46 bn

Markup
$22 bn

Labor
$57 bn

Market Opportunity – $61 billion

2014 Collision Trends.
(1) * Do It Yourself ecommerce only.
Collision Products, a $15 Billion Industry

New OEM Manufacturers 64%

Insurance Companies (Indirect Customers)

Repair Shop

Recycled OEM 12%

Aftermarket 18%

Refurbished & Optional OE Products 6%

Alternative parts = 36% of parts costs

Source: CCC Information Services - Crash Course 2015.
### Clear Value Proposition

- **New OEM**
  - Wheel: $995
  - Engine: $3,499
  - Bumper Cover: $610
- **Remanufactured**
  - Wheel: $454
  - Engine: $2,454
  - Bumper Cover: $272
- **Recycled OEM**
  - Wheel: $425
  - Engine: $1,450
  - Bumper Cover: $345
- **New A/M**
  - Wheel: $354
  - Engine: N/A
  - Bumper Cover: $231

**Average Savings**
- Wheel: 55%
- Engine: 39%
- Bumper Cover: 49%

**Note:** Parts price only - excludes labor.

...and Improved Cycle Time for Repairs
Shift Toward Alternative Parts Usage

Average Parts Used Per Claim

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>OEM</td>
<td>5.8</td>
<td>6.4</td>
<td>6.4</td>
<td>8.0</td>
<td>8.0</td>
<td>8.0</td>
</tr>
<tr>
<td>Alternative Parts</td>
<td>2.1</td>
<td>2.8</td>
<td>2.8</td>
<td>3.0</td>
<td>3.0</td>
<td>3.0</td>
</tr>
<tr>
<td>Total</td>
<td>7.9</td>
<td>9.2</td>
<td>9.2</td>
<td>11.0</td>
<td>11.0</td>
<td>11.0</td>
</tr>
</tbody>
</table>

Over 20 million vehicle claims

Source: CCC Information Services Inc.
Regional Distribution Improves Fulfilment

• Highly fragmented space
• 20X size of next competitor
• Consistent nationwide coverage and warranty
• Strong management team
• Strong logistics & footprint
• Industry leading fill-rates
  – Aftermarket: 95%
  – Salvage
    • Competitor: 25%
    • LKQ Single Site: 35%
    • LKQ Region: 75%
Wholesale North America Footprint
LKQ’s “Sweet Spot” is Growing

Age & size of US Car Parc

<table>
<thead>
<tr>
<th>Year</th>
<th>New</th>
<th>3-10 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>17</td>
<td>114</td>
</tr>
<tr>
<td>2005</td>
<td>17</td>
<td>115</td>
</tr>
<tr>
<td>2006</td>
<td>17</td>
<td>117</td>
</tr>
<tr>
<td>2007</td>
<td>16</td>
<td>119</td>
</tr>
<tr>
<td>2008</td>
<td>13</td>
<td>118</td>
</tr>
<tr>
<td>2009</td>
<td>10</td>
<td>117</td>
</tr>
<tr>
<td>2010</td>
<td>12</td>
<td>113</td>
</tr>
<tr>
<td>2011</td>
<td>13</td>
<td>107</td>
</tr>
<tr>
<td>2012</td>
<td>14</td>
<td>102</td>
</tr>
<tr>
<td>2013</td>
<td>16</td>
<td>97</td>
</tr>
<tr>
<td>2014</td>
<td>16</td>
<td>95</td>
</tr>
<tr>
<td>2015</td>
<td>17</td>
<td>94</td>
</tr>
<tr>
<td>2016</td>
<td>18</td>
<td>94</td>
</tr>
<tr>
<td>2017</td>
<td>18</td>
<td>98</td>
</tr>
<tr>
<td>2018</td>
<td>18</td>
<td>106</td>
</tr>
<tr>
<td>2019</td>
<td>18</td>
<td>112</td>
</tr>
</tbody>
</table>

Sources: Sales & Production-Wards; Projections-Bank of America Merrill Lynch, 6/21/2016.
Data assumes oldest vehicles are retired first in each year (not a precise assumption).
Crash Avoidance Systems Growing...
But Impact will Be Very Slow

Source: CCC Information Services Inc.
Europe - Market Observations

- Large Car Parc
- Fragmented Industry
- “Country Champion” in Key Markets
- DIFM Focused
- Low Collision APU
- Supplier Segmentation
Large European Market

Automotive Repair Market
€198B

Do It For Me (DIFM)
€188B

DIY (1)
€10B

Collision
€30B

Collision Parts
€22B

Mechanical
€158B

Mechanical Parts
€120B

Labor
€8B

Labor
€38B

Collision (Wholesale)
€14B

Markup
€8B

Markup
€42B

Market Opportunity - €102 billion

Source: 2014 Datamonitor; Management estimates.
Note: All € in millions; Excludes VAT and sales taxes.
(1) Do It Yourself e-commerce only.
Highly Fragmented with many “Country Champions”

Selected Pan European Platforms
- LKQ—Central and Eastern Europe, Italy, the Netherlands and the United Kingdom
- Alliance Automotive—France, Germany and the United Kingdom
- Mekonomen—Denmark, Finland, Norway and Sweden

Source: Company filings, press releases, FactSet, Orbis and CapitalIQ.
LKQ’s European Operations

- Leading distributor of automotive aftermarket mechanical parts in the UK
- Nearly 55,000 commercial customers
- 3 National Distribution Centers totaling 1.2M square feet
- 17 regional hubs, 206 branches, 20 paint distribution locations

- Leading distributor of automotive aftermarket mechanical parts in the Benelux
- Proprietary, best-in-class online ordering technology for local distributors & repair shops
- 11 distribution centers & 87 branches

- Rhiag is the leading automotive aftermarket mechanical parts distributor in Italy, The Czech Republic & Slovakia; #2 or #3 position in 6 other countries in Central & Eastern Europe
- Italy & Switzerland distribution networks operate under a 3 step model & Eastern Europe under a 2 step model
- Rhiag utilizes a network of 11 regional HUBs and DC’s and 275 local branches, distributing product to over 57,000 professional customers.

Opportunities for Procurement & Back Office Synergies
LKQ’s European Footprint

Europe
- United Kingdom (UK)
- Norway
- Belgium
- Netherlands
- Switzerland
- Sweden
- Poland
- Czech Republic
- Slovakia
- Hungary
- Romania
- Bulgaria
- Italy
- Sweden
- Ukraine

18
Specialty Overview

- Leading distributor and marketer of specialty aftermarket equipment, accessories, and products in North America
- Critical link between 800+ suppliers and approximately 20,000 customers selling over 250,000 total SKUs supported by a highly technical sales force
- Diverse product segments: truck and off-road; speed and performance; recreational vehicle; towing; wheels, tires and performance handling; and miscellaneous accessories
- Best-in-class logistics and distribution network with approximately 1,000,000 annual deliveries and ability to serve over 97% of dealer / jobber customers next-day

Specialty Directly Addressable Market (1)

<table>
<thead>
<tr>
<th>Category</th>
<th>Market Size ($ billions)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheels, Tires &amp; Suspension</td>
<td>$2.65B</td>
<td>24%</td>
</tr>
<tr>
<td>Accessory and Appearance</td>
<td>$3.13B</td>
<td>28%</td>
</tr>
<tr>
<td>RV and Towing</td>
<td>$1.37B</td>
<td>12%</td>
</tr>
<tr>
<td>Performance Products</td>
<td>$3.99B</td>
<td>36%</td>
</tr>
</tbody>
</table>

(1) Management estimates based on AAIA Factbook, SEMA and other industry research

Truck & Off-Road
- Winches
- Toolboxes

Wheels and Tires
- Wheels
- Tires

Speed & Performance
- Air Intakes
- Superchargers

RV
- Awnings
- Satellites

Towing
- Receiver Hitches
- 5th Wheels

Accessories
- Fender Flares
- Floor Liners
Automotive Glass

Market Leading Auto Glass

- Pittsburgh Glass Works LLC ("PGW" or the "Company") is the leading North American manufacturer, supplier and distributor of automotive glass products
  - #1 in OEM with approximately 20 global customers across 78 platforms
  - #2 in aftermarket serving over 7,000 customers
- Worldwide, low-cost manufacturing footprint integrated across global supply chain
- Positioned to capitalize on increased use of innovative, high value applications
- Significant customer overlap with existing collision related activities

Global Manufacturing and Distribution Footprint

<table>
<thead>
<tr>
<th>Region</th>
<th>OEM or ARG Presence</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td></td>
</tr>
<tr>
<td>Mexico</td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td></td>
</tr>
</tbody>
</table>

Facilities in Mexico and China are partially-owned JVs.

Select Automotive Glass Capabilities

Windshields  Sidelites  Backlites  Roof Panels

North American Automotive Glass Competitive Landscape

<table>
<thead>
<tr>
<th>Market</th>
<th>OEM</th>
<th>Aftermarket</th>
</tr>
</thead>
<tbody>
<tr>
<td>OEM Market</td>
<td>~25%</td>
<td>~22%</td>
</tr>
<tr>
<td>Aftermarket</td>
<td>~75%</td>
<td>~78%</td>
</tr>
</tbody>
</table>

Market Size: $2.3 billion  Market Size: $1.2 billion

Management’s estimates.  U.S. distributed share.
Consistent Business Model and Strategy

- Niche and Fragmented Markets
- Industry Leading Management
- Attractive Adjacent Markets
- High Fulfillment Rates
- Synergy and Leverage Opportunities
- Sustainable Growth and Margin Expansion
- Attractive Adjacent Markets
Financial Overview
History of Strong Organic Growth

Organic Revenue Growth Rates

(1) Parts and services only.
LKQ’s Acquisition Philosophies

- Markets where we can be #1 or #2
- Strong and experienced management
- Opportunities for growth & synergies
- Financial returns
  - IRR (mid-teens over 10 years)
  - ROIC (10 years’ average >10%)
- Integrity
- Criteria in new markets
  - Among the leaders in the market
  - High fulfillment rates
  - Consistent with LKQ culture
  - Excellent management team that will stay post closing
- Criteria in existing markets
  - “Tuck in” companies
  - High synergies
  - Additional capacity
- Substantial experience integrating acquisitions
Historical Financial Performance

**Revenue**

- **Revenue** (
  - $2,470 in 2010
  - $3,270 in 2011
  - $4,123 in 2012
  - $5,063 in 2013
  - $6,740 in 2014
  - $7,193 in 2015
  - **$9,230** Pro Forma 2015

**Adjusted EBITDA**

- **Adjusted EBITDA** (1)(2)(3)
  - **$341** in 2010
  - **$424** in 2011
  - **$515** in 2012
  - **$629** in 2013
  - **$791** in 2014
  - **$855** in 2015
  - **$1,066** Pro Forma 2015

**Cash Flow/Capex**

- **Cash Flow/Capex** (1)
  - **$159** in 2010
  - **$61** in 2011
  - **$86** in 2012
  - **$88** in 2013
  - **$90** in 2014
  - **$141** in 2015
  - **$530** Pro Forma 2015

- **Capital Spending**
  - **$341** in 2010
  - **$424** in 2011
  - **$515** in 2012
  - **$629** in 2013
  - **$791** in 2014
  - **$855** in 2015
  - **$1,066** Pro Forma 2015

- **Operating Cash Flow**
  - **$159** in 2010
  - **$61** in 2011
  - **$86** in 2012
  - **$88** in 2013
  - **$90** in 2014
  - **$141** in 2015
  - **$530** Pro Forma 2015

**Leverage**

- **Leverage** (4)
  - **1.8x** in 2010
  - **2.3x** in 2011
  - **2.2x** in 2012
  - **2.1x** in 2013
  - **2.4x** in 2014
  - **1.9x** in 2015
  - **3.2x** Pro Forma 2015

---

(1) $ in millions
(2) Pro Forma 2015 reflects a full year impact of Rhiag and PGW acquisitions. Financial information reflects FY 2015 for LKQ, LTM 9/30/2015 for Rhiag and LTM 10/31/2015 for PGW.
(3) Represents (i) LKQ Segment EBITDA and (ii) Adjusted EBITDA as defined by Rhiag and PGW with LTM results further adjusted by LKQ.
(4) Debt/Adjusted EBITDA on a reported basis for 2010-2015 and a Pro Forma Basis for 2015 (see footnote 2)
Consolidated Results

Q2 2016

- Organic growth of parts and services revenue of 5.4%
- Net income $140.7 million Q2 2016 vs. $119.7 million Q2 2015
- Segment EBITDA Margin** 13.0% Q2 2016 vs. 12.7% Q2 2015

YTD 2016

- Organic growth of parts and services revenue of 5.8%
- Net income $248.5 million YTD 2016 vs. $226.8 million YTD 2015
- Segment EBITDA Margin** 12.7% YTD 2016 vs. 12.6% YTD 2015

* Revenue in millions
** Refer to Segment EBITDA reconciliation on page 31
## Q2 2016 Revenue Growth

### Revenue Changes by Source:

<table>
<thead>
<tr>
<th></th>
<th>Organic</th>
<th>Acquisition</th>
<th>Foreign Exchange</th>
<th>Total(^{(1)})</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>3.1%</td>
<td>2.8%</td>
<td>(0.3)%</td>
<td>5.6%</td>
</tr>
<tr>
<td>Europe</td>
<td>8.0%</td>
<td>57.5%</td>
<td>(3.7)%</td>
<td>61.8%</td>
</tr>
<tr>
<td>Specialty</td>
<td>8.0%</td>
<td>11.1%</td>
<td>(0.5)%</td>
<td>18.5%</td>
</tr>
<tr>
<td>Glass</td>
<td>nm</td>
<td>nm</td>
<td>nm</td>
<td>nm</td>
</tr>
<tr>
<td>Parts and Services</td>
<td>5.4%</td>
<td>32.8%</td>
<td>(1.4)%</td>
<td>36.8%</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>(16.2)%</td>
<td>5.2%</td>
<td>(0.2)%</td>
<td>(11.2)%</td>
</tr>
<tr>
<td>Total</td>
<td>3.8%</td>
<td>30.8%</td>
<td>(1.3)%</td>
<td>33.3%</td>
</tr>
</tbody>
</table>

- Organic growth in parts and services revenue was predominantly attributable to pricing in our wholesale operations and higher volume in our salvage operations partially offset by a negative mix impact as we saw a smaller percentage of sales from high value salvage part types in 2016.
- ECP organic revenue growth for parts and services was 9.6%. Revenue growth for branches open more than 12 months was 7.8% and collision parts revenue growth was 18.2%.
- Sator organic revenue growth for parts and services was 4.4%.
- Unfavorable F/X impact on European revenue of $19 million; European constant currency parts and services revenue growth of 65.5%\(^{(2)}\).
- European acquisition growth represented $292 million, of which $284 million was generated by Rhiag-Inter Auto Parts Italia S.p.A. ("Rhiag") (acquired March 18, 2016).
- Through our acquisition of Pittsburgh Glass Works ("PGW") in Q2 2016, the Glass segment was added with Q2 revenue of $210 million.
- Specialty acquisition growth reflects Q3 2015 acquisition of The Coast Distribution System, Inc. ("Coast").
- Decrease in Other Revenue primarily attributable to lower volume due to the sale of one of our metals processing businesses at the end of Q2 2015 and lower precious metals pricing. Scrap steel was flat quarter over quarter.

\(^{(1)}\) The sum of the individual revenue change components may not equal the total percentage due to rounding.

\(^{(2)}\) Refer to constant currency reconciliation on page 30.
• Operating cash flows:
  - $360M of cash earnings\(^{(1)}\) in YTD 2016 compared to $299M in YTD 2015
  - $5M cash outflow from operating assets and liabilities due mainly to an $83M increase in receivables (seasonal build in Q2) and $43M reduction of inventory

• Acquisitions and other investing activities include $1.8B of cash used to acquire Rhiag and PGW, including $0.5B of Rhiag debt paid off after closing

• Financing activities include borrowings on our revolving credit facility to fund acquisitions and proceeds from the issuance of our senior notes

\(^{(1)}\) Cash earnings from the cash flow statement equals Net Income plus Depreciation and Amortization plus Stock-based Compensation Expense plus Deferred Income Tax plus Excess Tax Benefit from Stock-based Payments plus Costs Associated with Early Debt Termination plus Gain on Foreign Exchange Contract plus Other
Effective borrowing rate for Q2 2016 was 3.1%

(1) Revolver availability includes our term loans and revolving credit facilities

(*) Net leverage per bank covenants is defined as Net Debt/EBITDA. See the definitions of Net Debt and EBITDA in the credit agreement filed with the SEC for further details.
Key Return Metrics

Return on Equity

Return on Invested Capital*

(*) Amortization of intangibles has been excluded from the calculation of Return of Invested Capital
Appendix - Non-GAAP Financial Measures

The financial data contained in the presentation materials includes earnings before interest, taxes, depreciation and amortization ("EBITDA") and provides a reconciliation of net income to EBITDA. The financial data contained in the presentation materials also includes adjusted net income and adjusted diluted earnings per share ("EPS") and provides a reconciliation of net income and diluted EPS to adjusted net income and adjusted diluted EPS. The Company defines adjusted net income and adjusted diluted EPS as net income and diluted EPS adjusted to eliminate the impact of restructuring and acquisition related expenses, loss on debt extinguishment, amortization expense related to acquired intangibles, the change in fair value of contingent consideration liabilities, other acquisition related gains and losses and the tax effect of these adjustments. EBITDA, adjusted net income and adjusted diluted EPS are not measures of financial performance under generally accepted accounting principles in the United States.

We have presented EBITDA, adjusted net income and adjusted diluted EPS information solely as supplemental disclosures because we believe they offer investors, securities analysts and other interested parties useful information regarding our results of operations because they assist in analyzing our performance and the value of our business. EBITDA provides insight into our profitability trends, and allows management and investors to analyze our operating results with and without the impact of depreciation, amortization, interest and income tax expense. We believe EBITDA is used by securities analysts, investors and other interested parties in evaluating companies, many of which present EBITDA when reporting their results. EBITDA should not be construed as an alternative to operating income, net income or net cash provided by (used in) operating activities, as determined in accordance with accounting principles generally accepted in the United States. Adjusted net income and adjusted diluted EPS are presented as supplemental measures of our performance that management believes are useful for evaluating and comparing our operating activities across reporting periods. Adjusted net income and adjusted diluted EPS should not be construed as alternatives to net income or diluted EPS as determined in accordance with accounting principles generally accepted in the United States. Not all companies that report EBITDA, adjusted net income and adjusted diluted EPS information calculate these 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 1- Constant Currency Reconciliation

- The following unaudited table reconciles revenue growth for Parts and Services to constant currency revenue growth for the same measure:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Consolidated</td>
<td>Europe</td>
</tr>
<tr>
<td>Parts and Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue Growth as reported</td>
<td>36.8%</td>
<td>61.8%</td>
</tr>
<tr>
<td>Less: Currency impact</td>
<td>(1.4%)</td>
<td>(3.7%)</td>
</tr>
<tr>
<td>Revenue growth at constant</td>
<td>38.2%</td>
<td>65.5%</td>
</tr>
<tr>
<td>currency</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- We evaluate growth and profitability in our operations on both an as reported and a constant currency basis. The constant currency presentation, which is a non-GAAP measure, excludes the impact of fluctuations in foreign currency exchange rates. We believe providing constant currency information provides valuable supplemental information regarding our growth and profitability, consistent with how we evaluate our performance, as this statistic removes the translation impact of exchange rate fluctuations, which is non-operational. Constant currency Segment EBITDA results are calculated by translating prior year Segment EBITDA in local currency using the current year’s currency conversion rate. This non-GAAP measure has important limitations as an analytical tool and should not be considered in isolation or as a substitute for an analysis of our results as reported under GAAP. Our use of this term may vary from the use of similarly-titled measures by other companies due to the potential inconsistencies in the method of calculation and differences due to items subject to interpretation.
## Appendix 2 - EBITDA and Segment EBITDA Reconciliation

<table>
<thead>
<tr>
<th>(in millions)</th>
<th>QTD**</th>
<th>YTD**</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q2 2016 (QTD)</td>
<td>Q2 2015 (QTD)</td>
</tr>
<tr>
<td>Segment EBITDA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>North America</td>
<td>$163.8 (15.2%)</td>
<td>$138.9 (13.3%)</td>
</tr>
<tr>
<td>Europe</td>
<td>90.0 (10.9%)</td>
<td>53.9 (10.6%)</td>
</tr>
<tr>
<td>Specialty</td>
<td>41.8 (12.4%)</td>
<td>40.2 (14.1%)</td>
</tr>
<tr>
<td>Glass</td>
<td>23.3 (11.1%)</td>
<td>— (nm)</td>
</tr>
<tr>
<td>Total Segment EBITDA</td>
<td>$318.9 (13.0%)</td>
<td>$233.0 (12.7%)</td>
</tr>
<tr>
<td>Deduct:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring and acquisition related expenses</td>
<td>9.1 (1.7%)</td>
<td>23.9 (8.2%)</td>
</tr>
<tr>
<td>Inventory step-up adjustment - acquisition related expenses</td>
<td>10.2</td>
<td>— (—)</td>
</tr>
<tr>
<td>Change in fair value of contingent consideration liabilities</td>
<td>— (—)</td>
<td>0.1 (0.3)</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity in earnings of unconsolidated subsidiaries</td>
<td>0.1 (—)</td>
<td>(1.2) (—)</td>
</tr>
<tr>
<td>Gains on foreign exchange contracts - acquisition related</td>
<td>— (—)</td>
<td>18.3 (—)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$299.7 (12.2%)</td>
<td>$230.1 (12.5%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>57.7</td>
<td>31.0</td>
</tr>
<tr>
<td>Interest Expense, Net</td>
<td>26.4</td>
<td>14.6</td>
</tr>
<tr>
<td>Loss on debt extinguishment*</td>
<td>— (—)</td>
<td>— (—)</td>
</tr>
<tr>
<td>Provision for Income Taxes</td>
<td>74.9</td>
<td>64.7</td>
</tr>
<tr>
<td>Net Income</td>
<td>$140.7</td>
<td>$119.7</td>
</tr>
</tbody>
</table>

* Loss on debt extinguishment is considered a component of interest in calculating EBITDA
** The sum of the individual components may not equal the total due to rounding.
## Appendix 3- Adjusted Net Income and EPS Reconciliation*

<table>
<thead>
<tr>
<th>(in millions, except per share data)</th>
<th>Q2 2016*</th>
<th>Q2 2015*</th>
<th>Q2 2016*</th>
<th>Q2 2015*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Income</strong></td>
<td>$140.7</td>
<td>$119.7</td>
<td>$248.5</td>
<td>$226.8</td>
</tr>
<tr>
<td><strong>Adjustments:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring and acquisition related expenses</td>
<td>9.1</td>
<td>1.7</td>
<td>23.9</td>
<td>8.2</td>
</tr>
<tr>
<td>Loss of debt extinguishment</td>
<td>—</td>
<td>—</td>
<td>26.7</td>
<td>—</td>
</tr>
<tr>
<td>Amortization of acquired intangibles</td>
<td>24.3</td>
<td>8.2</td>
<td>33.2</td>
<td>16.5</td>
</tr>
<tr>
<td>Inventory step-up adjustment- acquisition related</td>
<td>10.2</td>
<td>—</td>
<td>10.2</td>
<td>—</td>
</tr>
<tr>
<td>Change in fair value of contingent consideration liabilities</td>
<td>—</td>
<td>0.1</td>
<td>0.1</td>
<td>0.3</td>
</tr>
<tr>
<td>Gains on foreign exchange contracts- acquisition related</td>
<td>—</td>
<td>—</td>
<td>(18.3)</td>
<td>—</td>
</tr>
<tr>
<td>Tax effect of adjustments</td>
<td>(15.1)</td>
<td>(3.5)</td>
<td>(26.3)</td>
<td>(8.7)</td>
</tr>
<tr>
<td><strong>Adjusted net income</strong></td>
<td>$169.2</td>
<td>$126.3</td>
<td>$297.9</td>
<td>$243.1</td>
</tr>
</tbody>
</table>

*The sum of the individual components may not equal the total due to rounding.*
# Appendix 4- Adjusted Net Income and EPS Reconciliation*

*Reflects the revision to Adjusted EPS to exclude amortization of acquired intangibles. Prior years information is presented for comparability.

**The sum of the individual components may not equal the total due to rounding.

<table>
<thead>
<tr>
<th>(in millions, except per share data)</th>
<th>2015**</th>
<th>2014**</th>
<th>2013**</th>
<th>2012**</th>
<th>2011**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$423.2</td>
<td>$381.5</td>
<td>$311.6</td>
<td>$261.2</td>
<td>$210.3</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring and acquisition related expenses</td>
<td>19.5</td>
<td>14.8</td>
<td>10.2</td>
<td>2.8</td>
<td>7.6</td>
</tr>
<tr>
<td>Loss on debt extinguishment</td>
<td>—</td>
<td>0.3</td>
<td>2.8</td>
<td>—</td>
<td>5.3</td>
</tr>
<tr>
<td>Change in fair value of contingent consideration liabilities</td>
<td>0.5</td>
<td>(1.9)</td>
<td>2.5</td>
<td>1.6</td>
<td>(1.4)</td>
</tr>
<tr>
<td>Amortization of acquired intangibles</td>
<td>33.8</td>
<td>34.5</td>
<td>13.8</td>
<td>9.5</td>
<td>7.9</td>
</tr>
<tr>
<td>Tax effect of adjustments</td>
<td>(18.4)</td>
<td>(17.2)</td>
<td>(9.4)</td>
<td>(4.5)</td>
<td>(7.8)</td>
</tr>
<tr>
<td><strong>Adjusted net income</strong></td>
<td>$458.6</td>
<td>$412.0</td>
<td>$331.5</td>
<td>$270.7</td>
<td>$221.9</td>
</tr>
</tbody>
</table>

Weighted average diluted common shares outstanding | 307,496 | 306,045 | 304,131 | 300,693 | 296,750 |

Diluted earnings per share | $1.38 | $1.25 | $1.02 | $0.87 | $0.71 |

Adjusted diluted earnings per share | $1.49 | $1.35 | $1.09 | $0.90 | $0.75 |
## Appendix 5- 2015 Quarterly Adjusted Net Income and EPS Reconciliation*

(in millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>Q4**</th>
<th>Q3**</th>
<th>Q2**</th>
<th>Q1**</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Income</strong></td>
<td>$95.1</td>
<td>$101.3</td>
<td>$119.7</td>
<td>$107.1</td>
</tr>
<tr>
<td><strong>Adjustments:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring and acquisition related expenses</td>
<td>6.8</td>
<td>4.6</td>
<td>1.7</td>
<td>6.5</td>
</tr>
<tr>
<td>Change in fair value of contingent consideration liabilities</td>
<td>0.1</td>
<td>0.1</td>
<td>0.1</td>
<td>0.2</td>
</tr>
<tr>
<td>Amortization of acquired intangibles</td>
<td>9.1</td>
<td>8.2</td>
<td>8.2</td>
<td>8.2</td>
</tr>
<tr>
<td>Tax effect of adjustments</td>
<td>(5.4)</td>
<td>(4.4)</td>
<td>(3.5)</td>
<td>(5.2)</td>
</tr>
<tr>
<td><strong>Adjusted net income</strong></td>
<td>$105.6</td>
<td>$109.9</td>
<td>$126.3</td>
<td>$116.8</td>
</tr>
</tbody>
</table>

### Weighted average diluted common shares outstanding

<table>
<thead>
<tr>
<th></th>
<th>Q4**</th>
<th>Q3**</th>
<th>Q2**</th>
<th>Q1**</th>
</tr>
</thead>
<tbody>
<tr>
<td>308,028</td>
<td>307,728</td>
<td>307,247</td>
<td>306,691</td>
<td></td>
</tr>
</tbody>
</table>

### Diluted earnings per share

<table>
<thead>
<tr>
<th></th>
<th>Q4**</th>
<th>Q3**</th>
<th>Q2**</th>
<th>Q1**</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.31</td>
<td>$0.33</td>
<td>$0.39</td>
<td>$0.35</td>
<td></td>
</tr>
</tbody>
</table>

### Adjusted diluted earnings per share

<table>
<thead>
<tr>
<th></th>
<th>Q4**</th>
<th>Q3**</th>
<th>Q2**</th>
<th>Q1**</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.34</td>
<td>$0.36</td>
<td>$0.41</td>
<td>$0.38</td>
<td></td>
</tr>
</tbody>
</table>

*Reflects the revision to Adjusted EPS to exclude amortization of acquired intangibles.

**The sum of the individual components may not equal the total due to rounding.