# THE (B) your WEEKLY 

## 3-Month Price Performance



## SUPPLIER TRADING MULTIPLES

|  | $3-16-18$ | 1 Year |
| :--- | :---: | :---: |
| NA Autos | $7.2 x$ | 0.5 x |
| EUR Autos | 7.3 x | 0.5 x |
| ASIA Autos | 7.1 x | 0.6 x |
| Heavy Duty | 10.2 x | $(0.9 \mathrm{x})$ |

*Multiples use LTM EBITDA
*Source: Capital IQ
 Jul 2017

Nov 2017
Mar 2018

Historical Gas Prices (\$ per gallon)


## The Motor Weekly ${ }^{\circledR}$ Index

The Motor Weekly ${ }^{\circ}$ Index Summary
The Motor Weekly ${ }^{\circ}$ Index is the average of two sub-indices:

- The Manufacturers' Index (M-Index) is a market weighted average of global vehicle manufacturers
- The Suppliers' Index (S-Index) is a market weighted average of global OEM component suppliers

The Motor Weekly ${ }^{\circ}$ Index
Indexed as of January 2006


## Manufacturers' Index (M-Index)

Last Six Months

——S\&P 500
——ehicle Manufacturers (Global)

Suppliers' Index (S-Index)
Last Six Months


- March 16 (Automotive News) - President Donald Trump is negotiating with a number of countries over the possibility of providing exemptions to new U.S. tariffs on steel and aluminum imports, the White House said on Friday. Trump imposed tariffs of 25 percent on imports of steel and 10 percent for aluminum on March 8, but the tariffs will not go into effect until March 23. While only Canada and Mexico are currently exempted from the tariffs, the White House has said other countries could also seek exemptions. The administration has not outlined any specifics on how it will determine which countries will get relief from the trade measures. Japan and the European Union have urged the United States to grant them exemptions, arguing that their exports were not a threat to U.S. national security. If the European Union is not exempted, the European Commission has said that it should impose duties of 25 percent on a range of U.S. products.
- March 15 (Reuters) - Uber Technologies is discussing the possibility of installing its self-driving system in Toyota Motor Co vehicles as the U.S. ride-hailing firm seeks to sell its autonomous driving technology to outside companies, the Nikkei reported on Friday. Without citing sources, the Japanese business daily said that the firms are negotiating a possible deal for Toyota to use Uber's automated driving technology in one of the automaker's minivan models, and that Uber CEO Dara Khosrowshahi had met with Toyota executives in the United States this week. Toyota, which is developing its own automated driving functions, has said it is open to collaborating with other firms to quickly bring new mobility technologies to market. It already has partnerships with Uber on ride-hailing and development of self-driving systems. Global automakers and tech companies are racing to develop self-driving cars as the rise of autonomous, ondemand vehicle services upends the traditional business model of personal transportation that is largely based on individual car ownership. As it battles with Alphabet Inc's Waymo to develop self-driving car services, Uber has been testing autonomous vehicles in the United States, and has been working with Volvo Cars and Daimler AG on driverless cars.
- March 13 (Bloomberg Markets) - Volkswagen AG secured 20 billion euros ( $\$ 25$ billion) in battery supplies to underpin an aggressive push into electric cars in the coming years, ramping up pressure on Tesla Inc. as it struggles with production issues for the mainstream Model 3. The world's largest carmaker will equip 16 factories to produce electric vehicles by the end of 2022, compared with three currently, Volkswagen said Tuesday in Berlin. The German manufacturer's plans to build as many as 3 million of the cars a year by 2025 is backstopped by deals with suppliers including Samsung SDI Co., LG Chem Ltd. and Contemporary Amperex Technology Ltd. for batteries in Europe and China. With the powerpack deliveries secured for its two biggest markets, a deal for North America will follow shortly, Volkswagen said. In total, the Wolfsburgbased automaker has said it plans to purchase about 50 billion euros in batteries as part of its electric-car push, which includes three new models in 2018 with dozens more following. Volkswagen's battery plans compare to Tesla's $\$ 17.5$ billion worth of purchase obligations as of last year, including $\$ 15.4$ billion in deals through 2022, primarily related to buying lithium-ion cells from Panasonic, according to a recent filing. Volkswagen called its battery tender one of the biggest purchasing initiatives in the auto industry. As of next year, the 12-brand group will roll out a new battery-powered model "virtually every month," Chief Executive Officer Matthias Mueller said at the company's annual press conference. "This is how we intend to offer the largest fleet of electric vehicles in the world." Pressure has intensified on Volkswagen to overhaul its lineup. Its diesel-cheating scandal, which erupted in September 2015, sparked a backlash over the technology, including potential urban driving bans. Diesel is key to efforts to meet tighter environmental targets because of its fuel efficiency, even though it emits smog-causing nitrogen oxides. The German automaker reaffirmed its backing for the technology, with Mueller calling it "part of the solution," even as Toyota Motor Corp. pulls diesel cars from its lineup in Europe, the main market for the vehicles.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)


## North American Aftermarket

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$3 / 16 / 2018$ | $\begin{gathered} \text { \% of } \\ 52-W k \end{gathered}$High | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2018 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 251.16 | 89.9\% | \$ 21,015 | \$ 23,947 | 21.8\% | 1.5x | 19.8x | 12.2x | 11.7x | 0.3\% |
| AutoZone, Inc. | AZO | 648.49 | 81.3\% | 17,672 | 22,427 | 21.9\% | 2.1x | 13.7x | 9.2x | 9.1x | (1.7\%) |
| Genuine Parts Company | GPC | 90.78 | 84.3\% | 13,321 | 16,358 | 7.6\% | 2.7x | 21.7x | 13.2x | 11.3x | (2.0\%) |
| Snap-on Incorporated | SNA | 152.90 | 82.4\% | 8,671 | 9,802 | 25.2\% | 1.2x | 16.1x | 9.7x | 9.1 x | (0.3\%) |
| Advance Auto Parts, Inc. | AAP | 116.63 | 75.6\% | 8,628 | 9,126 | 9.7\% | 1.1x | 18.2x | 10.0x | $9.6 x$ | (1.9\%) |
| Uni-Select Inc. | UNS | 16.75 | 59.2\% | 708 | 1,089 | 7.9\% | 3.9x | 16.0x | 9.5 x | 8.0x | (1.9\%) |
| U.S. Auto Parts Network, Inc. | PRTS | 2.14 | 51.8\% | 75 | 81 | 2.8\% | 1.1x | 2.8 x | 9.4 x | 5.5 x | (2.3\%) |
|  |  |  |  |  | Mean | 13.8\% | 2.0x | 15.5x | 10.5x | 9.2x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Goodyear Tire \& Rubber Co. | GT | \$ 28.51 | 77.3\% | \$ 6,856 | \$ 11,789 | 13.9\% | 2.7x | 20.8x | 5.5x | 4.8x | (0.8\%) |
| Axalta Coating Systems Ltd. | AXTA | 30.99 | 81.1\% | 7,596 | 10,876 | 19.2\% | 4.7x | NM | 12.9x | 11.3x | (5.6\%) |
| Dorman Products, Inc. | DORM | 70.66 | 79.8\% | 2,361 | 2,290 | 22.2\% | 0.0x | 22.6x | 11.4x | 10.9x | (2.6\%) |
| Cooper Tire \& Rubber Company | СТВ | 30.35 | 68.2\% | 1,542 | 1,566 | 15.1\% | 0.8x | 16.8x | 3.6x | 4.0x | (5.2\%) |
| Standard Motor Products, Inc. | SMP | 48.35 | 88.3\% | 1,094 | 1,138 | 13.4\% | $0.4 x$ | 29.5x | 7.6x | 9.4 x | 0.1\% |
| Motorcar Parts of America, Inc. | MPAA | 23.38 | 74.1\% | 446 | 487 | 14.2\% | 0.9x | 26.8x | 8.1 x | 5.5x | 7.7\% |
| Horizon Global Corporation | HZN | 9.45 | 49.1\% | 236 | 481 | 7.0\% | 4.4 x | NM | 7.6x | 6.1 x | (4.4\%) |
|  |  |  |  |  | Mean | 15.0\% | 2.0x | 23.3x | 8.1x | 7.4x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| LKQ Corporation | LKQ | \$ 39.55 | 90.2\% | \$ 12,244 | \$ 15,438 | 11.3\% | 3.1x | 23.0x | 14.0x | 12.4x | (0.2\%) |
| Copart, Inc. | CPRT | 51.04 | 99.1\% | 11,841 | 12,159 | NM | 0.8x | 35.9x | 18.5x | 17.1x | 1.9\% |
| KAR Auction Services, Inc. | KAR | 55.87 | 98.4\% | 7,509 | 11,230 | 24.0\% | 4.9x | 21.3x | 13.5x | 12.3x | (1.4\%) |
| Boyd Group Income Fund | BYD | 82.64 | 96.6\% | 1,642 | 1,843 | 9.0\% | 2.2 x | 51.7x | 17.0x | 13.4x | (3.5\%) |
|  |  |  |  |  | Mean | 14.8\% | 2.8x | 33.0x | 15.8x | 13.8x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax Inc. | KMX | \$ 62.87 | 81.0\% | \$ 11,370 | \$ 24,347 | 7.5\% | $9.7 x$ | 16.8x | 18.2x | 17.4x | 0.7\% |
| AutoNation, Inc. | AN | 50.57 | 81.5\% | 4,644 | 11,085 | 4.4\% | 6.9x | 11.4 x | 11.7x | 11.6x | (1.8\%) |
| Penske Automotive Group, Inc. | PAG | 46.13 | 84.1\% | 3,957 | 9,869 | 3.3\% | 8.4 x | 6.5 x | 14.0x | 13.0x | (2.8\%) |
| Lithia Motors, Inc. | LAD | 106.19 | 83.0\% | 2,657 | 5,566 | 4.7\% | 6.3 x | 10.9x | 11.8x | 11.3x | (0.7\%) |
| Group 1 Automotive, Inc. | GPI | 72.85 | 86.2\% | 1,472 | 4,379 | 3.8\% | 6.9 x | 7.2 x | 10.3 x | 11.2x | (2.2\%) |
| Sonic Automotive, Inc. | SAH | 19.70 | 86.6\% | 836 | 3,368 | 3.2\% | 7.5 x | 9.4 x | 10.6x | 11.4 x | (2.7\%) |
| Asbury Automotive Group, Inc. | ABG | 69.05 | 90.4\% | 1,444 | 3,134 | 5.1\% | 5.1x | 10.4x | 9.5 x | 10.0x | (0.9\%) |
| AutoCanada Inc. | ACQ | 15.77 | 79.1\% | 432 | 1,135 | 4.0\% | 8.1x | 10.0x | 11.9x | 12.8x | (2.2\%) |
|  |  |  |  |  | Mean | 4.5\% | 7.4x | 10.3x | 12.2x | 12.3x |  |
|  |  |  |  |  | Mean | 11.3\% | 3.7x | 18.3x | 11.2x | 10.4x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.0\% | 2.9x | 16.8x | 11.0x | 11.2x | (1.47\%) |

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$3 / 16 / 2018$ | $\begin{gathered} \text { \% of } \\ 52-W k \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | LTMP/E | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2018 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen Aktiengesellschaft | vow | \$ 199.19 | 84.2\% | \$ 101,005 | \$ 263,897 | 12.0\% | 5.8x | 12.2x | 8.1 x | 6.2 x | 1.0\% |
| Daimler AG | DAI | 84.99 | 90.4\% | 90,921 | 226,081 | 10.5\% | 7.3x | 7.2x | 10.9x | 9.0x | \| $1.6 \%$ |
| BMW AG | BMW | 105.92 | 88.8\% | 68,660 | 166,962 | 13.5\% | 7.1x | 7.8x | 10.8x | 9.3 x | 0.7\% |
| Renault SA | RNO | 116.98 | 94.5\% | 31,416 | 74,886 | 10.2\% | $8.4 x$ | 5.2x | 10.4x | 8.8 x | (0.0\%) |
| Fiat Chrysler Automobiles N.V. | FCA | 21.12 | 85.1\% | 32,531 | 39,282 | 10.4\% | 1.6x | 7.9x | 2.8 x | 2.2 x | (0.2\%) |
| Peugeot S.A. | UG | 23.34 | 90.4\% | 20,904 | 18,226 | 8.7\% | 0.0x | 9.5 x | 2.7 x | 2.2 x | (1.7\%) |
|  |  |  |  |  | Mean | 10.9\% | 5.0x | 8.3x | 7.6x | 6.3 x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Continental AG | CON | \$ 274.48 | 87.1\% | \$ 54,898 | \$ 57,528 | 15.4\% | 0.7x | 15.4x | 7.3x | 6.3 x | 0.8\% |
| Michelin SCA | ML | 156.16 | 97.1\% | 28,036 | 29,192 | 18.1\% | 0.7x | 13.9x | 6.1 x | 5.5x | \| 1.5\% |
| Valeo SA | FR | 68.44 | 82.2\% | 16,233 | 18,021 | 10.5\% | 0.0x | 15.3x | 7.7x | 5.7x | \| 1.1\% |
| Autoliv, Inc. | ALV | 150.09 | 98.4\% | 13,071 | 13,587 | 12.3\% | 1.0x | 30.8x | 10.6x | 9.3 x | (0.7\%) |
| Faurecia S.A. | EO | 82.64 | 90.3\% | 11,340 | 12,241 | 7.9\% | 1.3 x | 15.5x | 6.4x | 5.0x | 0.9\% |
| GKN plc | GKN | 5.95 | 95.0\% | 10,205 | 11,497 | 8.5\% | 1.6 x | 15.1x | 10.3x | 8.1 x | (1.5\%) |
| Plastic Omnium SA | POM | 48.15 | 93.4\% | 7,091 | 7,991 | 11.4\% | 2.2 x | 14.0x | 8.7 x | $6.7 x$ | 1.0\% |
| Brembo S.p.A. | BRE | 15.80 | 84.2\% | 5,138 | 5,478 | 18.2\% | 1.3 x | 17.4x | 10.4x | $8.9 x$ | (0.1\%) |
| LEONI AG | LEO | 68.26 | 84.0\% | 2,230 | 2,769 | 7.0\% | 1.7 x | 15.8x | 7.1x | 5.6x | 2.5\% |
| ElringKlinger AG | ZIL2 | 20.04 | 80.2\% | 1,270 | 2,106 | 14.9\% | 2.8 x | 13.6x | 7.3x | 6.3 x | 5.3\% |
| Sogefi S.p.A. | SO | 3.73 | 56.2\% | 437 | 786 | 11.3\% | 2.0x | NM | 3.5 x | 3.7x | (3.0\%) |
| Kongsberg Automotive ASA | KOA | 1.16 | 75.2\% | 470 | 753 | 6.5\% | 3.7 x | NM | 9.1x | 4.8 x | (4.4\%) |
| Grammer AG | GMM | 60.77 | 80.3\% | 746 | 710 | 6.1\% | 2.2 x | 13.4x | 5.5x | 4.2x | 0.4\% |
| Polytec Holding AG | PYT | 19.83 | 71.4\% | 436 | 552 | 12.8\% | 1.6 x | $8.3 x$ | 5.4x | 5.2 x | (2.3\%) |
|  |  |  |  |  | Mean | 11.5\% | 1.6x | 16.4x | 7.5x | 6.1 x |  |
|  |  |  |  |  | Mean | 11.3\% | 2.7x | 13.2x | 7.6x | 6.1x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 10.9\% | 1.7x | 13.7x | 7.5x | 5.9x | 0.21\% |

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$3 / 16 / 2018$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | $\begin{gathered} \text { Market } \\ \text { Cap } \end{gathered}$ | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2018 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 64.88 | 88.2\% | \$ 188,783 | \$ 332,591 | 13.4\% | 5.2 x | 9.1 x | 9.5 x | 10.9x | - $2.2 \%$ |
| Nissan Motor Co., Ltd. | 7201 | 10.59 | 93.9\% | 41,405 | 115,825 | 8.3\% | 8.8 x | 5.6x | 13.1x | 9.5 x | 1.8\% |
| Honda Motor Co., Ltd. | 7267 | 34.66 | 88.6\% | 61,642 | 108,749 | 9.3\% | 5.0x | 6.7 x | 8.6x | 8.0x | 2.3\% |
| Hyundai Motor Company | A005380 | 147.41 | 91.0\% | 30,522 | 76,043 | 7.0\% | 0.0x | NM | 12.0x | 9.6 x | 2.1\% |
| BYD Company Limited | 1211 | 9.47 | 88.8\% | 27,064 | 35,065 | 11.8\% | 4.5x | 44.0x | 18.3x | 11.2 x | (0.0\%) |
| Geely Automobile Holdings Ltd. | 175 | 3.37 | 88.8\% | 30,259 | 27,548 | 11.4\% | 0.2x | 27.5x | 21.9x | 10.2x | - $2.2 \%$ |
| Suzuki Motor Corporation | 7269 | 53.72 | 83.7\% | 23,703 | 23,048 | 14.3\% | 1.3x | 14.4x | 5.0x | 4.4 x | 0.3\% |
| Mahindra \& Mahindra Limited | 500520 | 11.40 | 92.4\% | 12,051 | 19,053 | 12.4\% | 4.6 x | 11.0x | 10.8x | 17.7x | 1.7\% |
| Isuzu Motors Limited | 7202 | 15.54 | 82.3\% | 12,239 | 13,475 | 11.0\% | 1.2 x | 12.7x | 6.7 x | 5.9x | 2.8\% |
| Yamaha Motor Co., Ltd. | 7272 | 30.16 | 81.3\% | 10,532 | 12,788 | 11.7\% | 1.8x | 11.7x | 7.4x | 6.3 x | 0.6\% |
| Kia Motors Corporation | A000270 | 30.47 | 80.2\% | 12,191 | 11,381 | 4.7\% | 3.5 x | 13.5x | 4.8x | 3.4 x | (1.3\%) |
| Dongfeng Motor Group Co. | 489 | 1.25 | 85.6\% | 10,776 | 9,751 | 1.8\% | 6.2 x | 5.4x | NM | 18.1x | (0.6\%) |
| Mazda Motor Corporation | 7261 | 13.33 | 79.3\% | 8,395 | 8,117 | 6.4\% | 2.4 x | 9.2 x | 4.2 x | 3.7 x | 3.5\% |
| Mitsubishi Motors Co. | 7211 | 7.09 | 79.8\% | 10,561 | 6,000 | 6.3\% | 0.3x | 14.0x | 5.2x | 3.9x | \| 0.9\% |
| Faw Car Co., Ltd. | 000800 | 1.75 | 73.2\% | 2,843 | 2,834 | 4.3\% | 0.7x | NM | 15.9x | 9.9x | 1.9\% |
|  |  |  |  |  | Mean | 8.9\% | 3.0x | 14.2x | 10.2x | 8.8x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 56.61 | 83.2\% | \$ 44,143 | \$ 42,485 | 13.5\% | $0.7 x$ | 15.7x | 7.2x | 6.2 x | 2.2\% |
| Bridgestone Corporation | A012330 | 43.67 | 82.7\% | 30,579 | 28,528 | 17.1\% | $0.7 x$ | 13.1x | 5.1x | 4.5 x | 1.8\% |
| Aisin Seiki Co., Ltd. | 7259 | 54.10 | 83.9\% | 14,642 | 20,578 | 11.9\% | 1.1x | 13.1x | 5.1x | 4.2 x | (0.8\%) |
| Hyundai Mobis Co.,Ltd | 5108 | 216.67 | 80.0\% | 20,489 | 14,955 | 7.8\% | 1.1x | 14.0x | 5.8x | 4.7x | 4.3\% |
| Asahi Glass Co., Ltd. | 5201 | 40.43 | 84.3\% | 9,136 | 14,755 | 16.4\% | 2.6x | 15.1x | 6.9x | 5.9x | 0.8\% |
| Koito Manufacturing Co., Ltd. | 7276 | 70.31 | 89.0\% | 11,301 | 9,754 | 15.5\% | 0.2x | 19.8x | 8.1x | 7.2 x | 3.1\% |
| NSK Ltd. | 6471 | 13.95 | 77.2\% | 7,371 | 8,851 | 13.0\% | 2.1x | 13.1x | 7.6x | 6.3 x | (1.6\%) |
| JTEKT Corporation | 6473 | 14.69 | 73.8\% | 5,039 | 6,818 | 9.7\% | 2.0x | 8.8 x | 5.6x | 4.9 x | (0.7\%) |
| Stanley Electric Co., Ltd. | 6923 | 38.03 | 84.5\% | 6,268 | 5,618 | 19.9\% | 0.2x | 20.3x | 7.3x | $6.4 x$ | 3.2\% |
| NTN Corporation | 6472 | 4.25 | 74.7\% | 2,257 | 4,693 | 10.3\% | 4.3x | 36.9x | 7.0x | 6.1x | 0.1\% |
| Toyota Boshoku Corporation | 3116 | 20.18 | 79.7\% | 3,747 | 3,384 | 7.4\% | 1.1x | 9.1x | 3.7 x | 3.3 x | \| 1.0\% |
| Toyoda Gosei Co., Ltd. | 7282 | 22.52 | 78.4\% | 2,916 | 3,237 | 9.6\% | 1.3 x | 18.6x | 4.8x | 3.8 x | \| 0.9\% |
| NHK Spring Co., Ltd. | 5991 | 10.36 | 81.2\% | 2,456 | 2,233 | 9.4\% | 1.0x | 11.6x | 4.1x | 3.7 x | - $2.5 \%$ |
| TS TECH Co., Ltd. | 7313 | 39.68 | 83.7\% | 2,698 | 1,850 | 12.2\% | 0.0x | 12.0x | 3.7x | 3.4 x | 1.9\% |
| Sanden Holdings Corporation | 6444 | 14.68 | 60.4\% | 406 | 1,663 | 5.3\% | 9.9x | NM | 12.3x | NM | 1.5\% |
| Tokai Rika Co., Ltd. | 6995 | 20.24 | 84.9\% | 1,847 | 1,446 | 10.4\% | 0.2x | NM | 3.3 x | 2.9x | 1.1\% |
| Akebono Brake Industry Co., Ltd. | 7238 | 2.66 | 68.1\% | 354 | 1,321 | 8.0\% | 5.2 x | 7.5x | 6.9x | 6.0x | 2.2\% |
| SHOWA Corporation | 7274 | 17.13 | 98.5\% | 1,302 | 1,155 | 13.0\% | 0.2x | 9.3 x | 3.4 x | 3.1 x | 7.3\% |
| Clarion Co., Ltd. | 6796 | 3.15 | 70.3\% | 887 | 964 | 10.4\% | 1.6x | 22.1x | 5.6x | 5.3 x | 5.5\% |
| Halla Holdings Corp. | A060980 | 48.48 | 73.1\% | 514 | 943 | 10.1\% | 5.7x | 8.7 x | 9.8x | 8.0x | (0.0\%) |
| SGA Group Co. | 600303 | 1.30 | 66.7\% | 878 | 934 | 7.0\% | 7.3x | 12.5x | 21.5x | NM | 3.4\% |
| F-Tech Inc. | 7212 | 12.11 | 66.1\% | 226 | 914 | 8.2\% | 3.5 x | 5.0x | 5.7x | 4.7x | 4.3\% |
| Alpine Electronics, Inc. | 6816 | 19.64 | 74.2\% | 1,354 | 874 | 6.1\% | 0.0x | 27.6x | 6.1 x | 5.0x | 7.4\% |
| Futaba Corporation | TSE:6986 | 21.52 | 85.9\% | 913 | 515 | 4.4\% | 0.3x | NM | 19.2x | 9.4 x | 3.0\% |
| China Automotive Systems, Inc. | CAAS | 4.61 | 78.1\% | 146 | 146 | 7.9\% | 1.8x | 5.8x | 3.7 x | 3.1x | (3.4\%) |
|  |  |  |  |  | Mean | 10.6\% | 2.2x | 14.5x | 7.2x | 5.1 x |  |
|  |  |  |  |  | Mean | 9.9\% | 2.5x | 14.4x | 8.3x | 6.6x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.7\% | 1.6x | 12.6x | 6.8x | 5.9x | 1.66\% |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$3 / 16 / 2018$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2018 |  |
| Commercial Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 83.69 | 88.9\% | \$ 89,990 | \$ 225,074 | 10.5\% | 7.3x | 7.1x | 10.8x | 9.0x | ] $0.9 \%$ |
| AB Volvo (publ) | VOLV-B | 18.58 | 89.5\% | 37,415 | 49,096 | 10.6\% | 3.6 x | 14.7x | 11.4x | $8.3 x$ | 2.6\% |
| PACCAR Inc | PCAR | 69.07 | 86.7\% | 24,319 | 29,674 | 13.7\% | 3.4 x | 14.5x | 11.1x | 11.8x | 2.8\% |
| MAN SE | MAN | 116.99 | 96.8\% | 17,195 | 19,741 | 5.2\% | 4.1x | NM | 23.6x | 11.2x | 1.9\% |
| Isuzu Motors Limited | 7202 | 15.11 | 80.4\% | 12,319 | 13,129 | 11.0\% | 1.2 x | 12.3x | $6.5 x$ | 5.7x | (1.6\%) |
| Navistar International Corporation | NAV | 37.34 | 78.2\% | 3,685 | 7,837 | 6.0\% | 9.8 x | NM | 15.2x | 9.9x | 3.5\% |
|  |  |  |  |  | Mean | 9.5\% | 4.9x | 12.2x | 13.1x | 9.3x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Caterpillar Inc. | CAT | \$ 158.25 | 91.3\% | \$ 94,574 | \$ 122,142 | 18.6\% | 4.1x | NM | 14.4x | 12.4x | 8.1\% |
| Deere \& Company | DE | 167.93 | 95.8\% | 54,374 | 92,507 | 16.7\% | 8.0x | 38.2x | 18.2x | 17.6x | 9.5\% |
| Thor Industries, Inc. | THO | 126.95 | 78.6\% | 6,690 | 6,660 | 9.3\% | 0.1x | 15.8x | 9.2 x | 7.8 x | 5.4\% |
| Oshkosh Corporation | OSK | 81.25 | 81.0\% | 6,065 | 6,519 | 9.4\% | 1.2 x | 19.1x | 9.6 x | 9.2 x | 5.1\% |
| Wabash National Corporation | WNC | 22.15 | 83.5\% | 1,277 | 1,637 | 9.9\% | 3.2 x | 12.4x | 9.4 x | 7.0x | 3.6\% |
| Winnebago Industries, Inc. | WGO | 44.55 | 76.0\% | 1,410 | 1,627 | 9.1\% | 1.7 x | 18.2x | 10.2x | 8.7 x | 5.7\% |
| Blue Bird Corporation | BLBD | 24.00 | 99.6\% | 577 | 743 | 5.6\% | 2.6 x | 31.3 x | 12.9x | 8.9x | 2.3\% |
| Spartan Motors, Inc. | SPAR | 17.45 | 95.1\% | 612 | 596 | 3.8\% | 0.7x | 38.3 x | 21.9x | 14.7x | 4.5\% |
|  |  |  |  |  | Mean | 10.3\% | 2.7 x | 18.8x | 13.2x | 10.8x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 83.14 | 92.5\% | \$ 36,598 | \$ 43,307 | 16.7\% | 2.3x | 12.4x | 12.7x | 11.3x | 4.3\% |
| Cummins Inc. | CMI | 162.37 | 83.6\% | 26,820 | 28,164 | 12.6\% | 0.8x | 27.2x | 10.9x | 8.1 x | 2.2\% |
| Ingersoll-Rand Plc | IR | 89.63 | 91.8\% | 22,398 | 24,979 | 14.5\% | 2.0x | 17.8x | 12.2x | 11.0x | 3.9\% |
| Westinghouse Air Brake Technologie | WAB | 83.59 | 89.1\% | 8,032 | 9,689 | 13.8\% | 3.5 x | 30.7x | 18.1x | 14.7x | 2.9\% |
| WABCO Holdings Inc. | WBC | 143.02 | 88.2\% | 7,685 | 8,033 | 15.9\% | 2.7 x | 19.1x | 15.3x | 11.9x | 5.1\% |
| Allison Transmission Holdings, Inc. | ALSN | 39.48 | 86.4\% | 5,530 | 7,877 | 37.8\% | 3.0x | 11.8x | 9.2 x | 8.6x | 3.1\% |
| Dana Incorporated | DAN | 27.14 | 76.9\% | 3,942 | 5,423 | 10.9\% | 2.5 x | 38.2x | 6.9 x | 5.8x | 5.4\% |
| LCI Industries | LCII | 111.35 | 83.9\% | 2,783 | 2,807 | 12.7\% | 0.2x | 21.3x | 10.3x | 8.9 x | 5.3\% |
| Meritor, Inc. | MTOR | 23.10 | 78.2\% | 2,060 | 2,790 | 10.1\% | 2.3x | 7.7x | 7.8x | 6.3 x | 0.4\% |
| Modine Manufacturing Company | MOD | 23.30 | 90.5\% | 1,176 | 1,622 | 9.4\% | 2.6 x | NM | 8.5 x | 7.6x | 5.0\% |
| Douglas Dynamics, Inc. | PLOW | 46.30 | 99.8\% | 1,046 | 1,327 | 18.4\% | 3.6 x | 19.3x | 15.2x | 13.3x | 7.8\% |
| Saf-Holland S.A. | DB:SFQ | 20.87 | 84.6\% | 947 | 1,109 | 10.0\% | 4.0x | 23.5x | 8.4 x | 7.4x | (2.8\%) |
| Stoneridge, Inc. | SRI | 25.30 | 95.6\% | 713 | 776 | 10.6\% | 1.5 x | 16.1x | 8.9 x | 7.1x | 9.1\% |
| Haldex AB (publ) | HLDX | 10.52 | 71.0\% | 470 | 485 | 9.5\% | 0.8x | 51.5x | 9.4 x | 8.3 x | 2.9\% |
| Commercial Vehicle Group, Inc. | CVGI | 11.01 | 79.2\% | 338 | 456 | 6.7\% | 3.5 x | 57.7x | 9.5 x | 5.2 x | 4.0\% |
|  |  |  |  |  | Mean | 14.0\% | 2.3x | 25.3x | 10.9x | 9.0x |  |
|  |  |  |  |  | Mean | 12.0\% | 3.0x | 23.1x | 12.0x | 9.6x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 10.6\% | 2.6x | 19.1x | 10.8x | 8.9x | 3.54\% |

# KENSINGTON 

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