# THE © your WEEKLY 

## 3-Month Price Performance



## LTM Trading Multiples (EV / LTM EBITDA)

| SUPPLIER |  |  |
| :--- | :---: | :---: |
| TRADING MULTIPLES |  |  |$\frac{6-16-17}{} 12$ Year 10.

4.5x

Jun 2016
Oct 2016

Feb 2017
Jun 2017

Historical Gas Prices (\$ per gallon)


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

## The Motor Weekly ${ }^{\text {® }}$ Index Summary

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


Manufacturers' Index (M-Index)
Last Six Months

—S\&P $500 \quad$ Vehicle Manufacturers (Global)

2
Source: Capital IQ


- June 19 (Automotive News) - Auto supplier Robert Bosch GmbH will build a 1 billion-euro ( $\$ 1.1$ billion) semiconductor plant, the biggest single investment in its history, as the maker of brakes and engines prepares for a surge in demand for components used in self-driving vehicles. The factory in Dresden, Germany, will start producing chips needed for autonomous vehicles, smart homes and Internet-linked city infrastructure in 2021, the world's biggest car-parts supplier said Monday in a statement. It'll employ as many as 700 workers once construction is complete in 2019. "Expanding our production capacity will help us boost our competitive position," CEO Volkmar Denner said in the statement, noting that the use of semiconductors is growing as "connectivity and automation rise." Bosch, known as a maker of traditional car parts such as braking systems and combustion engines, is also a long-time software developer and is increasingly investing in newer technologies as the nature of driving changes. The Stuttgart, Germany-based company been making chips for a range of products like smartphones for more than four decades. Last year, every car sold globally contained an average of nine chips made by Bosch, the company said. While Bosch is focusing on technology and projects promising improved connectivity and cleaner city centers, the 130 year-old company has come under pressure about its alleged role in helping carmakers evade diesel emissions rules that have rocked the auto industry. Last month, Bosch was linked to emissions-cheating allegations against a fourth automaker, when it was named as co-defendant together with General Motors Co. in a lawsuit where owners of diesel-powered pickups accused the automaker of using illegal software. The chips made in Dresden will be added to diverse Bosch products including airbag sensors, autonomous steering, pressure gauges and communication technologies, a spokesman said.
- June 18 (The Guardian) - Jaguar Land Rover has unveiled plans to recruit 5,000 new engineers over the next year in a boost for British industry as the Brexit talks begin. The carmaker has just enjoyed a record year of sales bolstered by demand for luxury cars in China and North America, and needs thousands of new recruits, predominantly in the UK, to help develop new models, including electric cars. JLR is the country's biggest car manufacturer and has been held up by ministers as a poster child for British industry. It is also one of the UK's largest exporters, with about $80 \%$ of its $£ 24$ bn annual revenues generated from cars sold abroad. Its expansion plans will bolster hopes that the UK's export sector can help offset some of the domestic pressures on the economy in the years ahead as household budgets continue to be squeezed by weak pay growth and rising inflation on the back of the slide in sterling triggered by Brexit. The pound's weakness since the referendum has made imports to the UK more expensive, but it has also been a boon to some exporters because it makes their goods more competitive in overseas markets. The exchange-rate effect has also flattered the earnings of those companies with big overseas earnings. JLR, owned by India's Tata group, said that more than 1,000 of the new 5,000 engineering recruits would be electronic and software engineers. Faced with chronic skills shortages in the sector, the carmaker believes it has come up with an innovative way to reach candidates from a wider pool, and is working with Gorillaz to recruit people via the virtual band's app. Potential candidates will be set challenges via the app, including assembling the Jaguar I-PACE Concept, Jaguar's first all-electric five-seater sports car. There will also be code-breaking challenges to test applicants' "curiosity, persistence, lateral thinking and problem solving skills". JLR said: "The best performers will be fast-tracked through the recruitment process, helping to meet Jaguar Land Rover's ambition to employ thousands of bright new talents over the next year. It's a major change in the way the business looks for candidates, aiming to tackle the engineering skills gap, inspire and attract a diverse range of talent and new thinking." The company said it would also accept applications via traditional routes such as the JLR careers website. JLR's main UK manufacturing and engineering sites are in Solihull and Castle Bromwich in Birmingham, Wolverhampton, Gaydon, Coventry and Halewood in Liverpool. The wider UK car industry had a record year in 2016, with annual sales of new vehicles at just under £2.7m. Demand has partly been driven by consumers capitalising on cheap finance deals and those seeking more fuelefficient vehicles. But industry leaders have voiced fears about the outlook for UK carmakers if Britain leaves the EU. The Society for Motor Manufacturers and Traders warned in November that car manufacturing was at risk of "death by a thousand cuts" if companies chose to invest in other countries.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$6 / 16 / 2017$ | $\begin{gathered} \text { \% of } \\ 52-\mathrm{Wk} \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise | $\begin{gathered} \text { LTM } \\ \text { EBITDA } \end{gathered}$Margin |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Value |  |  |  | LTM | 2017 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 371.40 | 96.7\% | \$ 61,006 | \$ 67,841 | 4.6\% | 26.8x | NM | NM | NM | 3.9\% |
| General Motors Company | GM | 34.29 | 88.9\% | 51,801 | 48,644 | 11.8\% | 4.3 x | 5.7 x | 2.5x | 2.7 x | (0.1\%) |
| Ford Motor Company | F | 11.22 | 79.9\% | 44,678 | 34,620 | 8.1\% | 1.4 x | 9.8 x | 2.6x | 3.2x | 0.8\% |
| Fiat Chrysler Automobiles N.V. | FCA | 10.62 | 85.1\% | 16,321 | 24,086 | 8.9\% | 2.4 x | 8.5 x | 2.3 x | $1.7 x$ | (2.3\%) |
|  |  |  |  |  | Mean | 8.4\% | 8.8x | 8.0x | 2.5x | 2.5x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Delphi Automotive PLC | DLPH | \$ 85.01 | 94.4\% | \$ 22,773 | \$ 26,595 | 18.0\% | 1.3 x | 19.8x | 8.8x | 8.9x | (0.8\%) |
| BorgWarner Inc. | BWA | 40.99 | 91.0\% | 8,699 | 10,712 | 16.7\% | 1.5 x | 61.0x | 7.0x | 7.0x | (4.6\%) |
| Autoliv, Inc. | ALV | 109.92 | 88.0\% | 9,709 | 10,276 | 12.4\% | 1.2 x | 16.8x | 8.1 x | 8.0x | (1.8\%) |
| Adient plc | ADNT | 61.87 | 81.3\% | 5,797 | 8,617 | 9.4\% | 2.3 x | NM | 8.6x | 5.8x | (8.2\%) |
| Gentex Corporation | GNTX | 18.14 | 82.0\% | 5,211 | 4,512 | 35.5\% | 0.1x | 14.6x | 7.4x | 7.0x | (3.8\%) |
| Visteon Corporation | VC | 92.37 | 86.4\% | 2,934 | 2,774 | 10.4\% | 1.2 x | 26.4 x | 8.4 x | 7.6 x | (8.5\%) |
| Gentherm Incorporated | THRM | 37.80 | 94.7\% | 1,389 | 1,418 | 16.6\% | 1.0x | 15.4x | 9.0x | 8.5 x | (4.2\%) |
| Stoneridge, Inc. | SRI | 14.62 | 70.2\% | 411 | 536 | 10.7\% | 2.0x | 5.2 x | 6.8x | 6.2 x | (4.1\%) |
|  |  |  |  |  | Mean | 16.2\% | 1.3x | 22.8x | 8.0x | 7.4x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 43.33 | 90.8\% | \$ 16,476 | \$ 19,165 | 10.8\% | 0.8x | 7.9x | 4.8x | 4.7x | (4.9\%) |
| Goodyear Tire \& Rubber Co. | GT | 33.51 | 90.1\% | 8,438 | 13,637 | 16.5\% | 2.4 x | 7.1x | 5.5x | 5.3x | (5.5\%) |
| Lear Corporation | LEA | 138.45 | 90.3\% | 9,538 | 10,363 | 10.0\% | 1.0x | 9.6 x | 5.5x | 5.1x | (4.9\%) |
| Dana Incorporated | DAN | 21.98 | 98.1\% | 3,177 | 4,708 | 11.0\% | 2.7 x | 4.8x | 7.0x | 6.4 x | (0.1\%) |
| Tenneco Inc. | TEN | 54.65 | 77.0\% | 2,954 | 4,243 | 8.8\% | 2.0x | 8.2 x | 5.5x | 4.8 x | (1.6\%) |
| Nexteer Automotive Group | 1316 | 1.54 | 90.8\% | 3,863 | 3,961 | 13.4\% | 1.1x | 13.0x | 7.7x | 6.2 x | (1.7\%) |
| Linamar Corporation | LNR | 46.31 | 94.4\% | 3,023 | 3,823 | 17.2\% | 1.4 x | 7.5 x | 4.8x | 4.8x | (0.6\%) |
| American Axle \& Mfg. | AXL | 14.55 | 68.5\% | 1,618 | 2,659 | 16.0\% | 4.0x | 4.4 x | 4.1x | 2.5 x | (10.5\%) |
| Cooper-Standard Holdings Inc. | CPS | 104.06 | 87.7\% | 1,858 | 2,241 | 12.0\% | 1.8x | 13.1x | 5.3x | 5.0x | (5.3\%) |
| Modine Manufacturing Company | MOD | 16.65 | 95.8\% | 834 | 1,313 | 8.4\% | 4.1 x | 57.0x | 10.4 x | 7.5 x | (0.3\%) |
| Martinrea International Inc. | MRE | 7.89 | 86.7\% | 683 | 1,162 | 8.7\% | 2.0x | 8.8 x | 4.5x | 4.1 x | (3.8\%) |
| Tower International, Inc. | TOWR | 21.80 | 71.5\% | 447 | 864 | 9.5\% | $2.4 x$ | 9.7 x | 4.7x | 4.1 x | (8.2\%) |
| Shiloh Industries, Inc. | SHLO | 13.63 | 81.7\% | 244 | 479 | 6.6\% | 3.6 x | 35.9x | $6.9 x$ | NM | (3.7\%) |
| Superior Industries | SUP | 19.25 | 59.9\% | 479 | 450 | 11.2\% | 0.0x | 16.3x | 5.6x | 4.5 x | (2.8\%) |
| STRATTEC Security Corp. | STRT | 33.10 | 67.7\% | 121 | 163 | 6.1\% | 1.0x | 20.1 x | 6.3 x | 5.3 x | (1.3\%) |
|  |  |  |  |  | Mean | 11.1\% | 2.0x | 14.9x | 5.9x | 5.0x |  |
|  |  |  |  |  | Mean | 12.2\% | 2.8x | 16.3x | 6.2x | 5.5x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 10.8\% | 1.8x | 9.8x | 6.0x | 5.3x | (2.99\%) |

(\$ in millions, except price per share)

|  | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 6 / 16 / 2017 \end{gathered}$ | $\begin{gathered} \begin{array}{c} \% \text { of } \\ 52-W k \\ \text { High } \end{array} \end{gathered}$ | $\begin{gathered} \text { Market } \\ \text { Cap } \end{gathered}$ | Total Enterprise |  | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Company |  |  |  |  | Value |  |  |  | LTM | 2017 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 231.39 | 79.0\% | \$ 21,058 | \$ 23,008 | 22.3\% | 1.0x | 21.6x | 12.0x | 10.9x | (0.6\%) ] |
| AutoZone, Inc. | AZO | 593.81 | 72.5\% | 16,645 | 21,554 | 22.2\% | 2.2 x | 13.9x | 9.0x | 8.6x | (2.1\%) |
| Genuine Parts Company | GPC | 95.61 | 90.2\% | 14,092 | 14,953 | 7.9\% | 0.8x | 20.8x | 12.0x | 11.6x | 4.4\% |
| Advance Auto Parts, Inc. | AAP | 130.16 | 73.2\% | 9,611 | 10,559 | 11.7\% | 0.9x | 21.0x | 9.0x | $8.9 x$ | 1.4\% |
| Snap-on Incorporated | SNA | 157.96 | 86.9\% | 9,154 | 10,071 | 25.0\% | 1.1x | 17.2x | 10.8x | 9.9x | 0.3\% |
| Uni-Select Inc. | UNS | 23.58 | 84.0\% | 996 | 1,197 | 8.6\% | 1.3 x | 17.3x | 11.1x | 9.7 x | -1.5\% |
| U.S. Auto Parts Network, Inc. | PRTS | 3.10 | 69.0\% | 107 | 110 | 3.1\% | 1.1x | NM | 8.4 x | $6.8 x$ | (4.6\%) |
|  |  |  |  |  | Mean | 14.4\% | 1.2x | 18.6x | 10.3x | 9.5x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Goodyear Tire \& Rubber Co. | GT | \$ 33.51 | 90.1\% | \$ 8,438 | \$ 13,637 | 16.5\% | 2.2 x | 7.1x | 5.3x | 5.4 x | (5.5\%) |
| Axalta Coating Systems Ltd. | AXTA | 33.76 | 100.0\% | 8,173 | 11,167 | 21.1\% | 3.8 x | NM | 12.4x | 11.6x | 0.5\% |
| Dorman Products, Inc. | DORM | 79.04 | 89.3\% | 2,710 | 2,554 | 21.8\% | 0.0x | 25.7x | 14.0x | 12.5x | (3.6\%) |
| Cooper Tire \& Rubber Company | СТВ | 35.80 | 80.4\% | 1,895 | 1,898 | 20.3\% | 0.6x | 7.9x | 3.8 x | 4.1 x | (1.9\%) |
| Standard Motor Products, Inc. | SMP | 50.58 | 91.3\% | 1,154 | 1,221 | 13.2\% | 0.4 x | 19.3x | 10.0x | 9.8 x | (0.1\%) |
| Horizon Global Corporation | HZN | 14.49 | 55.0\% | 371 | 621 | 7.9\% | 6.8x | NM | 10.9x | 8.0x | (5.2\%) |
| Motorcar Parts of America, Inc. | MPAA | 27.06 | 77.9\% | 505 | 527 | 16.5\% | 0.6x | 17.6x | 6.3 x | 5.4 x | (6.5\%) |
|  |  |  |  |  | Mean | 16.8\% | 2.0x | 15.5x | 8.9x | 8.1 x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| LKQ Corporation | LKQ | \$ 32.43 | 89.2\% | \$ 9,998 | \$ 12,764 | 11.7\% | 3.3 x | 21.7x | 12.1x | 11.6x | ] $1.4 \%$ |
| KAR Auction Services, Inc. | KAR | 42.61 | 90.6\% | 5,844 | 9,296 | 23.5\% | 5.1x | 26.6x | 12.5x | 11.2x | (2.4\%) |
| Copart, Inc. | CPRT | 31.24 | 97.6\% | 7,196 | 7,573 | 35.5\% | 1.5 x | 9.5 x | 15.3 x | 13.7x | (0.4\%) |
| Boyd Group Income Fund | BYD | 74.38 | 95.3\% | 1,359 | 1,445 | 8.9\% | 1.3 x | 70.3x | 15.5x | 13.2x | (2.2\%) |
|  |  |  |  |  | Mean | 19.9\% | 2.8x | 32.0x | 13.8x | 12.4x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax Inc. | KMX | \$ 60.69 | 87.8\% | \$ 11,240 | \$ 23,369 | 7.4\% | 9.9 x | 18.6x | 19.1x | 18.2x | 1.8\% |
| AutoNation, Inc. | AN | 40.31 | 74.4\% | 4,082 | 10,440 | 4.5\% | 6.8 x | 9.7 x | 10.4x | 10.5x | (0.8\%) |
| Penske Automotive Group, Inc. | PAG | 41.34 | 73.8\% | 3,561 | 8,957 | 3.3\% | 7.8 x | 10.4x | 13.7x | 12.5x | (0.5\%) |
| Lithia Motors, Inc. | LAD | 88.57 | 84.1\% | 2,218 | 4,471 | 4.6\% | 5.9x | 11.5x | 11.3x | 10.3x | (5.2\%) |
| Group 1 Automotive, Inc. | GPI | 59.56 | 71.6\% | 1,228 | 3,925 | 3.9\% | 6.5 x | 8.9 x | 10.4x | 9.9x | (3.1\%) |
| Sonic Automotive, Inc. | SAH | 17.95 | 65.4\% | 808 | 3,198 | 3.2\% | 7.9 x | 8.8 x | 11.4 x | 10.8x | (4.8\%) |
| Asbury Automotive Group, Inc. | ABG | 54.65 | 77.0\% | 1,151 | 2,969 | 5.0\% | 5.5x | 7.4x | 9.5 x | 9.3 x | (1.3\%) |
| AutoCanada Inc. | ACQ | 13.44 | 63.6\% | 368 | 1,125 | 3.8\% | 8.5 x | NM | 15.9x | 14.2x | (2.4\%) |
|  |  |  |  |  | Mean | 4.5\% | 7.3x | 10.8x | 12.7x | 12.0x |  |
|  |  |  |  |  | $\begin{array}{r} \text { Mean } \\ \text { Median } \end{array}$ | $\begin{aligned} & 12.8 \% \\ & 10.3 \% \end{aligned}$ | $\begin{aligned} & 3.6 \mathrm{x} \\ & 2.2 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 17.9 x \\ & 17.3 x \end{aligned}$ | $\begin{aligned} & 11.2 \mathrm{x} \\ & 11.2 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 10.3 \mathrm{x} \\ & 10.4 \mathrm{x} \end{aligned}$ | $\begin{gathered} \text { Avg. } \Delta \\ (1.80 \%) \end{gathered}$ |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$6 / 16 / 2017$ | $\begin{gathered} \text { \% of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise | $\begin{gathered} \text { LTM } \\ \text { EBITDA } \end{gathered}$Margin | $\begin{gathered} \text { Total } \\ \text { Debt / } \\ \text { EBITDA } \end{gathered}$ |  | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Value |  |  | P/E | LTM | 2017 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen Aktiengesellschaft | VOW | \$ 146.85 | 84.0\% | \$ 74,952 | \$ 221,077 | 10.4\% | $6.9 x$ | NM | 8.9x | $6.8 x$ | (1.0\%) |
| Daimler AG | DAI | 72.98 | 89.3\% | 78,491 | 189,549 | 11.0\% | 7.0x | 8.7 x | 10.3x | $8.9 x$ | (0.4\%) |
| BMW AG | BMW | 93.46 | 91.3\% | 60,790 | 157,119 | 13.8\% | 7.2x | 7.9x | 10.8x | 10.0x | (1.2\%) |
| Renault SA | RNO | 92.85 | 91.6\% | 27,012 | 62,072 | 10.3\% | 8.7 x | 7.1x | 11.2x | 9.5 x | (1.4\%) |
| Fiat Chrysler Automobiles N.V. | FCA | 10.62 | 85.1\% | 16,321 | 24,086 | 9.5\% | 2.4 x | 8.5 x | 2.2x | 1.7 x | (2.3\%) |
| Peugeot S.A. | UG | 20.18 | 90.1\% | 18,107 | 13,296 | 8.9\% | 1.5x | 10.3x | 2.5 x | 2.2 x | 0.2\% |
|  |  |  |  |  | Mean | 10.6\% | 5.6x | 8.5x | 7.6x | 6.5 x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Continental AG | CON | \$ 220.95 | 94.2\% | \$ 44,192 | \$ 47,341 | 15.0\% | 0.8x | 14.9x | 7.4x | 6.3 x | (0.5\%) \} |
| Michelin SCA | ML | 135.33 | 98.5\% | 24,336 | 25,685 | 18.9\% | 0.8x | 14.2x | $6.2 x$ | 5.5 x | 2.5\% |
| Valeo SA | FR | 68.29 | 90.2\% | 16,445 | 17,128 | 11.1\% | 1.6x | 16.8x | $8.9 x$ | 6.4 x | (0.6\%) ${ }^{\text {I }}$ |
| Autoliv, Inc. | ALV | 109.92 | 88.0\% | 9,709 | 10,276 | 12.4\% | 1.2x | 16.8x | 8.1x | 7.9x | (1.8\%) |
| GKN plc | GKN | 4.40 | 91.1\% | 7,569 | 8,507 | 10.9\% | 1.2x | 25.5x | 7.2x | 5.9x | (0.1\%) |
| Faurecia S.A. | EO | 51.51 | 94.1\% | 7,097 | 7,694 | 7.3\% | 1.4 x | 10.5x | 5.4x | 4.0x | (1.4\%) |
| Plastic Omnium SA | POM | 36.71 | 88.9\% | 5,439 | 6,498 | 11.4\% | 2.0x | 16.6x | 9.2 x | 6.4 x | (0.9\%) |
| Brembo S.p.A. | BRE | 14.93 | 87.5\% | 4,856 | 5,138 | 17.9\% | 1.1x | 3.8 x | 11.8x | 10.1x | (0.6\%) |
| LEONI AG | LEO | 53.48 | 85.8\% | 1,747 | 2,259 | 6.4\% | 2.3 x | NM | 7.5x | 6.0x | 0.3\% |
| ElringKlinger AG | ZIL2 | 18.66 | 82.2\% | 1,182 | 1,875 | 14.7\% | 2.5 x | 14.3x | 7.7x | 6.8 x | (5.9\%) |
| Sogefi S.p.A. | So | 5.73 | 95.0\% | 669 | 1,031 | 11.6\% | 2.1x | NM | 5.1x | 5.2 x | \| $0.8 \%$ |
| Grammer AG | GMM | 56.41 | 82.0\% | 633 | 571 | 6.8\% | 2.5 x | 13.3x | 4.7x | 3.9x | (0.3\%) |
| Kongsberg Automotive ASA | KOA | 0.80 | 92.2\% | 323 | 551 | 6.1\% | 4.0x | NM | 8.7 x | 6.7 x | (0.7\%) |
| Polytec Holding AG | PYT | 19.76 | 94.7\% | 443 | 526 | 11.6\% | 2.0x | 11.3x | $6.6 x$ | 5.8 x | (1.1\%) |
|  |  |  |  |  | Mean | 11.6\% | 1.8x | 14.7x | 7.5x | 6.2 x |  |
|  |  |  |  |  | Mean | 11.3\% | 3.0x | 12.5x | 7.5x | 6.3x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 11.0\% | 2.0x | 12.3x | 7.6x | 6.3x | (0.71\%) |

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$6 / 16 / 2017$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2017 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 52.32 | 80.7\% | \$ 154,713 | \$ 291,468 | 13.1\% | $5.3 x$ | 9.7 x | 9.0x | 10.6x | (0.9\%) |
| Nissan Motor Co., Ltd. | 7201 | 9.77 | 89.1\% | 37,686 | 99,856 | 9.7\% | 6.8 x | 6.6x | 9.8 x | 7.9x | 0.3\% |
| Honda Motor Co., Ltd. | 7267 | 27.78 | 84.1\% | 49,661 | 93,667 | 10.8\% | 4.5 x | 9.1 x | 6.9x | 7.9x | (0.1\%) |
| Hyundai Motor Company | A005380 | 145.58 | 95.5\% | 30,479 | 72,641 | 7.8\% | 9.4 x | 8.9x | 11.0x | 9.0x | 2.3\% |
| BYD Company Limited | 1211 | 6.34 | 86.4\% | 19,411 | 25,944 | 14.8\% | 3.3 x | 25.2x | 11.6x | 11.5x | 5.5\% |
| Suzuki Motor Corporation | 7269 | 46.98 | 94.0\% | 20,604 | 19,592 | 13.6\% | 1.5 x | 14.5x | 5.1x | 4.7 x | (2.9\%) |
| Mahindra \& Mahindra Limited | 500520 | 21.53 | 92.0\% | 12,888 | 18,572 | 12.4\% | 4.6 x | 20.5x | 11.1x | 21.2x | (2.9\%) |
| Geely Automobile Holdings Limited | 175 | 1.81 | 89.6\% | 16,790 | 14,394 | 10.2\% | 0.4 x | 22.0x | 18.3x | 8.8 x | (8.7\%) |
| Kia Motors Corporation | A000270 | 35.07 | 87.4\% | 14,021 | 13,478 | 7.5\% | 2.3 x | 6.1 x | 3.8 x | 3.8 x | 1.1\% |
| Yamaha Motor Co., Ltd. | 7272 | 25.72 | 94.8\% | 9,014 | 11,575 | 10.4\% | 2.5 x | 13.5x | 8.3 x | 7.3 x | (4.3\%) |
| Isuzu Motors Limited | 7202 | 12.21 | 82.6\% | 9,622 | 10,659 | 10.8\% | 1.2x | 11.4x | 5.6x | 5.3x | 1.0\% |
| Dongfeng Motor Group Co. | 489 | 1.27 | 96.7\% | 11,035 | 9,396 | 1.9\% | 6.1 x | 5.7x | NM | 17.2x | 5.1\% |
| Mazda Motor Corporation | 7261 | 13.66 | 73.6\% | 8,027 | 8,065 | 6.5\% | 2.4 x | 9.7x | 4.3x | 3.9x | (1.3\%) |
| Mitsubishi Motors Co. | 7211 | 6.46 | 92.0\% | 9,722 | 4,868 | 2.7\% | 0.3 x | NM | 10.5x | 4.7 x | (3.0\%) |
| Faw Car Co., Ltd. | 000800 | 1.46 | 78.6\% | 2,394 | 2,464 | 2.5\% | 1.6 x | NM | NM | 11.5x | 1.8\% |
|  |  |  |  |  | Mean | 9.0\% | 3.5x | 12.5x | 8.9x | 9.0x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Bridgestone Corporation | A012330 | \$ 42.65 | 96.7\% | \$ 33,067 | \$ 31,550 | 18.7\% | 0.4 x | 13.9x | 5.6x | 5.3x | (2.2\%) |
| DENSO Corporation | 6902 | 41.81 | 87.4\% | 32,452 | 29,808 | 12.6\% | 0.6x | 14.3x | 5.8x | 5.6x | (4.0\%) |
| Aisin Seiki Co., Ltd. | 7259 | 50.20 | 94.5\% | 14,010 | 18,744 | 12.0\% | 1.1x | 12.6x | 4.9x | 4.4 x | (1.4\%) |
| Hyundai Mobis Co.,Ltd | 5108 | 232.04 | 89.7\% | 21,755 | 17,421 | 9.3\% | 0.9x | 8.2x | 5.5x | 5.4 x | (1.4\%) |
| Asahi Glass Co., Ltd. | 5201 | 8.42 | 92.9\% | 9,454 | 14,768 | 16.7\% | 2.6 x | 18.6x | 7.5x | 6.9 x | 1.0\% |
| Koito Manufacturing Co., Ltd. | 7276 | 51.20 | 89.1\% | 8,261 | 7,079 | 14.8\% | 0.3x | 16.2x | 6.4 x | $6.0 x$ | (3.4\%) |
| JTEKT Corporation | 6473 | 14.31 | 79.6\% | 4,907 | 6,179 | 10.1\% | $1.4 x$ | 11.5x | 5.2x | 5.0x | (3.6\%) |
| NSK Ltd. | 6471 | 12.48 | 79.8\% | 6,615 | 5,547 | 10.9\% | 0.0x | 16.2x | 6.0x | 4.8 x | (0.0\%) |
| NTN Corporation | 6472 | 4.45 | 82.0\% | 2,379 | 4,678 | 10.7\% | 4.4 x | NM | 7.1x | $6.7 x$ | (4.6\%) |
| Stanley Electric Co. Ltd. | 6923 | 29.80 | 95.3\% | 4,914 | 4,463 | 19.1\% | 0.3x | 19.3x | 6.7 x | 6.1 x | (2.0\%) |
| Toyoda Gosei Co., Ltd. | 7282 | 24.09 | 89.4\% | 3,133 | 3,263 | 10.8\% | 1.1x | 21.4x | 4.5 x | 4.2 x | (2.9\%) |
| Toyota Boshoku Corporation | 3116 | 18.64 | 74.2\% | 3,461 | 3,258 | 8.0\% | 0.9x | 8.5x | 3.3 x | 3.4 x | (5.3\%) |
| NHK Spring Co., Ltd. | 5991 | 10.55 | 88.1\% | 2,504 | 2,314 | 10.2\% | 0.8x | 11.8x | 4.0x | 4.0x | (2.1\%) |
| Sanden Holdings Corporation | 6444 | 2.63 | 72.7\% | 362 | 1,511 | 4.9\% | 9.8x | NM | 12.2x | NM | (1.5\%) |
| Akebono Brake Industry Co., Ltd. | 7238 | 3.12 | 83.7\% | 417 | 1,395 | 6.0\% | 7.6x | NM | 9.8x | 7.8x | (3.2\%) |
| TS TECH Co., Ltd. | 7313 | 29.53 | 95.9\% | 2,026 | 1,320 | 10.6\% | 0.0x | 11.4x | 3.3 x | 3.0x | (0.1\%) |
| Tokai Rika Co., Ltd. | 6995 | 17.78 | 78.8\% | 1,640 | 1,176 | 11.1\% | 0.0x | NM | 2.6x | 2.6 x | (3.6\%) |
| Halla Holdings Corp. | A060980 | 58.94 | 84.2\% | 618 | 1,155 | 13.2\% | 4.9x | 9.2x | 9.3x | 9.5 x | 5.5\% |
| Clarion Co., Ltd. | 6796 | 3.68 | 86.3\% | 1,046 | 1,148 | 11.7\% | 1.4 x | 15.0x | 5.6x | 5.7x | 2.4\% |
| SGA Group Co. | 600303 | 1.51 | 65.2\% | 1,053 | 1,146 | 6.0\% | 11.9x | 15.5x | NM | NM | 0.2\% |
| F-Tech Inc. | 7212 | 12.97 | 97.0\% | 215 | 838 | 9.3\% | 3.2 x | 6.7 x | 5.1x | NM | 2.1\% |
| SHOWA Corporation | 7274 | 9.49 | 92.2\% | 720 | 716 | 2.4\% | 2.7x | NM | 12.9x | 3.4 x | (1.1\%) |
| Alpine Electronics, Inc. | 6816 | 13.52 | 83.5\% | 936 | 467 | 4.9\% | 0.0x | 13.4x | 4.3x | 3.8 x | (3.5\%) |
| Takata Corporation | 7312 | 4.37 | 39.4\% | 302 | 443 | 9.1\% | 1.4 x | NM | 0.8x | NM | 1.6\% |
| Futaba Corporation | TSE:6986 | 17.45 | 91.8\% | 746 | 312 | 4.5\% | 0.0x | NM | 12.0x | 7.9x | (1.1\%) |
| China Automotive Systems, Inc. | CAAS | 4.81 | 60.4\% | 152 | 168 | 8.1\% | $1.8 x$ | 6.9x | 4.5 x | 3.9x | (3.0\%) |
|  |  |  |  |  | Mean | 10.2\% | 2.3x | 13.2x | 6.2x | 5.2 x |  |
|  |  |  |  |  | Mean | 9.5\% | 2.8x | 12.9x | 7.2x | 6.8x | Avg. $\triangle$ |
|  |  |  |  |  | Median | 10.2\% | 1.5x | 11.8x | 6.0x | 5.6x | (1.01\%) |

## Commercial Vehicle Market

(\$ in millions, except price per share)

|  |  |  | $\% \text { of }$ |  | Total | LTM | Total |  | TEV / E | ITDA | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Company | Ticker | 6/16/2017 | High | Cap | Value | Margin | EBITDA | P/E | LTM | 2017 |  |
| Commercial Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 72.98 | 89.3\% | \$ 78,491 | \$ 189,549 | 11.0\% | 7.0x | $8.7 x$ | 10.7x | 9.1 x | (0.4\%) ] |
| AB Volvo (publ) | VOLV-B | 16.74 | 97.5\% | 34,293 | 46,766 | 9.2\% | 5.1x | 23.5x | 15.3x | 11.3x | (1.1\%) ${ }^{\text {] }}$ |
| PACCAR Inc | PCAR | 65.21 | 93.0\% | 22,907 | 28,428 | 14.3\% | 3.5 x | 44.1x | 11.7x | 15.2x | -1.9\% |
| MAN SE | MAN | 105.45 | 96.2\% | 15,505 | 17,853 | 5.2\% | 4.2x | NM | 23.8x | 14.9x | (0.2\%) |
| Isuzu Motors Limited | 7202 | 12.21 | 82.6\% | 9,622 | 10,659 | 11.8\% | 1.1x | 10.9x | 5.6x | 4.9 x | \| 1.0\% |
| Navistar International Corporation | NAV | 26.55 | 79.3\% | 2,606 | 6,759 | 3.9\% | 15.5x | NM | 21.6 x | 11.6x | 1.0\% |
|  |  |  |  |  | Mean | 9.2\% | 6.1x | 21.8x | 14.8x | 11.2x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Caterpillar Inc. | CAT | \$ 107.60 | 99.7\% | \$ 63,386 | \$ 93,518 | 13.9\% | 7.1x | NM | 17.3x | 16.9x | 1.6\% |
| Deere \& Company | DE | 127.90 | 99.8\% | 40,910 | 72,838 | 14.9\% | $8.9 x$ | 23.0x | 18.3x | 17.1x | -1.5\% |
| Thor Industries, Inc. | THO | 105.13 | 90.8\% | 5,528 | 5,634 | 9.1\% | 0.5x | 16.4x | 9.4 x | 8.5 x | 2.7\% |
| Oshkosh Corporation | OSK | 67.73 | 90.3\% | 5,066 | 5,480 | 8.4\% | 1.6x | 24.3x | 10.3x | 9.5 x | (1.1\%) ${ }^{1.1 \%}$ |
| Wabash National Corporation | WNC | 20.87 | 86.4\% | 1,255 | 1,282 | 12.6\% | 1.1 x | 12.1x | 5.8x | 6.5 x |  |
| Winnebago Industries, Inc. | WGO | 28.95 | 73.7\% | 914 | 1,234 | 7.5\% | 3.8 x | 15.0x | 14.3x | 8.9 x | - $2.3 \%$ |
| Blue Bird Corporation | BLBD | 17.75 | 90.6\% | 421 | 587 | 5.2\% | 3.1 x | NM | 11.9x | 7.6x | (0.8\%) |
| Spartan Motors, Inc. | SPAR | 8.50 | 81.0\% | 299 | 295 | 2.9\% | 1.8 x | 42.2x | 16.0x | 10.9x | (2.3\%) |
|  |  |  |  |  | Mean | 9.3\% | 3.5x | 19.9x | 12.9x | 10.7x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 76.80 | 96.8\% | \$ 34,353 | \$ 42,096 | 16.2\% | 2.6 x | 17.9x | 13.1x | 12.2x | 1.4\% |
| Cummins Inc. | CMI | 161.56 | 98.9\% | 27,042 | 27,831 | 13.2\% | 0.8x | 18.5x | 11.8x | 9.9x | 1.5\% |
| Ingersoll-Rand Plc | IR | 92.34 | 100.0\% | 23,641 | 26,461 | 14.2\% | 2.1x | 16.8x | 13.7x | 12.6x | 4.8\% |
| Westinghouse Air Brake Technologic | WAB | 88.92 | 99.7\% | 8,533 | 10,140 | 18.2\% | 3.3 x | 28.8x | 18.1x | 14.7x |  |
| Allison Transmission Holdings, Inc. | ALSN | 37.15 | 92.8\% | 5,647 | 7,954 | 35.3\% | 3.7x | 24.7x | 12.0x | 11.1x | (1.9\%) $3.3 \%$ |
| WABCO Holdings Inc. | WBC | 121.36 | 96.3\% | 6,566 | 6,750 | 16.5\% | 2.0x | 21.2x | 14.3x | 12.7x | $\begin{aligned} & (1.9 \%) \\ & (2.3 \%) \end{aligned}$ |
| Dana Incorporated | DAN | 21.98 | 98.1\% | 3,177 | 4,708 | 11.0\% | 2.7x | 4.8 x | 7.0x | $6.4 x$ | $\left.\begin{array}{c} (2.3 \%) \\ (0.1 \%) \end{array}\right]$ |
| LCI Industries | LCII | 98.35 | 84.0\% | 2,449 | 2,435 | 14.5\% | 0.2x | 18.0x | 9.6 x | 8.9x | ${ }^{(0.1 \%)}$ - ${ }_{3.4 \%}$ |
| Meritor, Inc. | MTOR | 15.93 | 87.1\% | 1,411 | 2,300 | 8.1\% | 4.0x | 2.6 x | 9.3 x | 7.1x | (1.8\%) ${ }^{3.4 \%}$ |
| Modine Manufacturing Company | MOD | 16.65 | 95.8\% | 834 | 1,313 | 8.4\% | 4.1x | 57.0x | 10.4x | 7.5x | (0.3\%) \| |
| Douglas Dynamics, Inc. | PLOW | 30.50 | 85.0\% | 689 | 999 | 20.1\% | 3.6x | 23.0x | 11.3x | 10.8x | $\begin{array}{r} (0.3 \% \\ (4.7 \%) \end{array}$ |
| Saf-Holland S.A. | DB:SFQ | 17.24 | 91.9\% | 782 | 919 | 10.3\% | 4.0x | 19.0x | 7.8 x | 7.8x | (0.3\%) |
| Haldex AB (publ) | HLDX | 13.62 | 92.1\% | 591 | 615 | 8.9\% | 1.0x | 79.1x | 13.9x | 13.1x | 2.6\% |
| Stoneridge, Inc. | SRI | 14.62 | 70.2\% | 411 | 536 | 10.9\% | 1.9x | 5.2 x | 6.7 x | 6.2 x | (4.1\%) |
| Commercial Vehicle Group, Inc. | CVGI | 7.63 | 79.3\% | 235 | 350 | 6.4\% | 5.6x | 47.6x | 8.4 x | 7.6x | (8.9\%) |
|  |  |  |  |  | Mean | 14.1\% | 2.8x | 25.6x | 11.2x | 9.9x |  |
|  |  |  |  |  | Mean | 11.8\% | 3.7x | 24.2x | 12.4x | 10.4x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 11.0\% | 3.3x | 19.0x | 11.8x | 9.9x | 0.06\% |

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