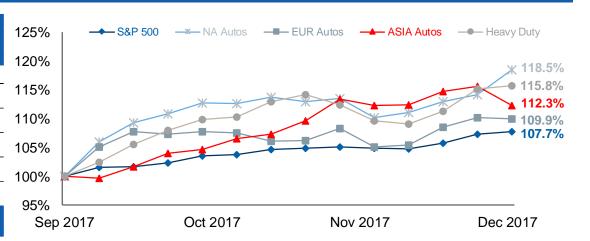


The Motor Weekly® Index: 407.88 (-20.70, -4.83%)

## **3-Month Price Performance**

#### **SUPPLIER EQUITY INDEX RETURNS** 1 Week 3 Months S&P 500 0.35% 7.72% **NA Autos** 3.74% 18.50% **EUR Autos** (0.20%)9.93% **ASIA Autos** (2.95%)12.27% **Heavy Duty** 0.47% 15.76%

\*Represents market-weighted index \*Source: Capital IQ

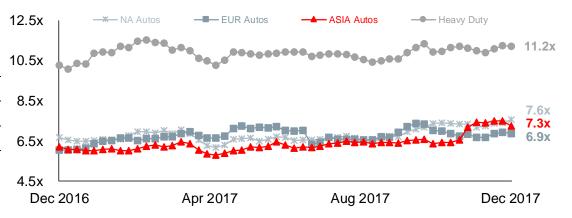


## LTM Trading Multiples (EV / LTM EBITDA)

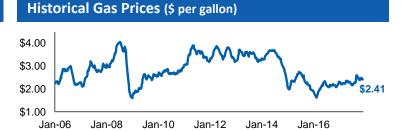
#### **SUPPLIER TRADING MULTIPLES** 12-8-17 1 Year **NA Autos** 7.6x 0.9x **EUR Autos** 6.9x 0.8x **ASIA Autos** 7.3x 1.0x **Heavy Duty** 11.2x 0.9x \*Multiples use LTM EBITDA

'Multiples use LTM EBITDA

'Source: Capital IQ



# U.S. S.A.A.R. (in millions) Total Light Vehicles 15.0 10.0 Jan-06 Jan-08 Jan-10 Jan-12 Jan-14 Jan-16





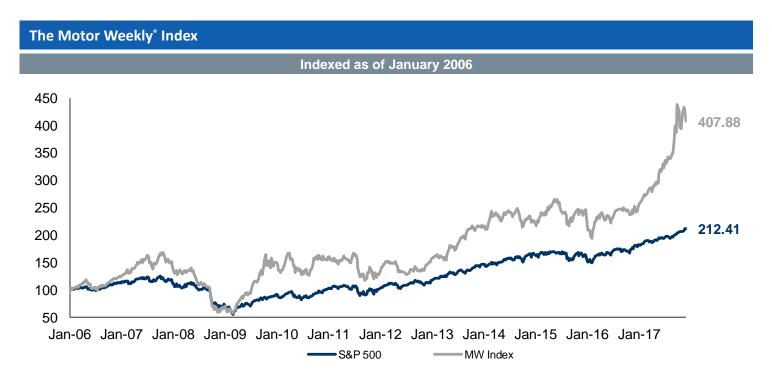
## The Motor Weekly® Index



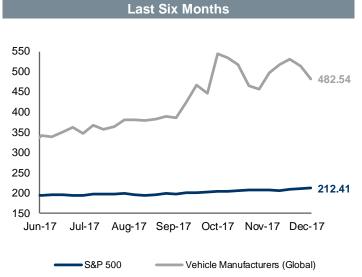
## The Motor Weekly Index Summary

The Motor Weekly Index is the average of two sub-indices:

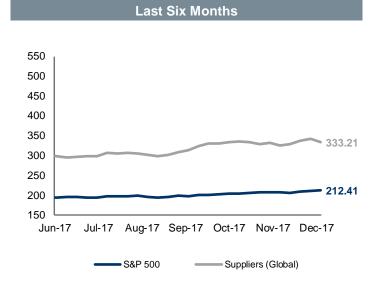
- The Manufacturers' Index (M-Index) is a market weighted average of global vehicle manufacturers
- The Suppliers' Index (S-Index) is a market weighted average of global OEM component suppliers



# Manufacturers' Index (M-Index)



## Suppliers' Index (S-Index)





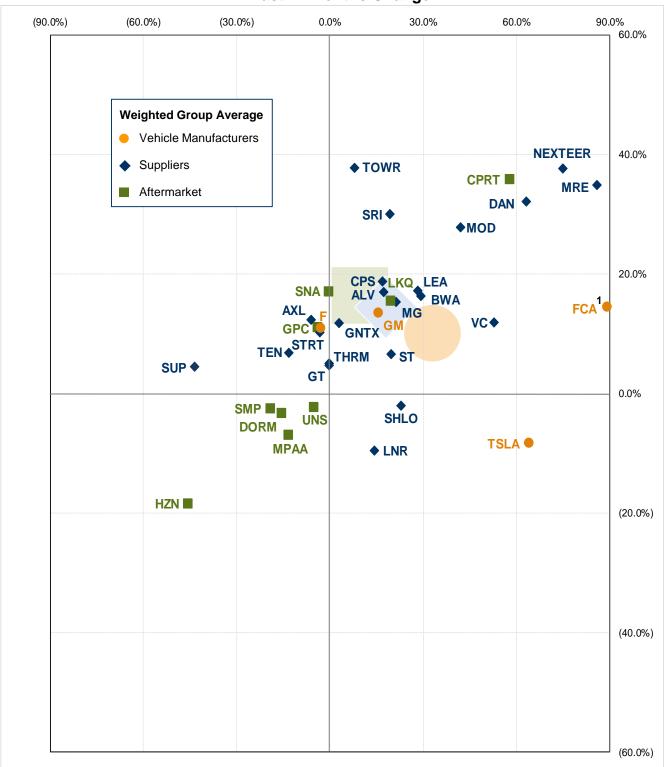


- December 11 (Automotive News) General Motors has reaped financial benefits and learnings from its \$500 million investment in the ride-hailing company Lyft Inc.; however, the long-term parameters of the relationship between the two remain uncertain. GM President Dan Ammann, a Lyft board member who was instrumental in putting together the investment, says the automaker has not yet "fully defined" the paths to plans it announced last month to launch commercial autonomous vehicles at scale beginning in 2019, including what role Lyft would play. "What we've said is, we will have probably some combination of our own full capability on the one hand, potentially supplemented with some partnerships on the other," he told Automotive News last week. Based on the outcome of a recent funding round for Lyft, Ammann figured, GM has gotten a roughly 50 percent return on its \$500 million investment, which was announced in January 2016. When the deal was struck, GM and Lyft cast it as a "long-term strategic alliance to create an integrated network of on-demand autonomous vehicles in the U.S." But the relationship between the two has grown increasingly complicated as each company has pursued other partnerships with overlapping business lines. Lyft is increasingly partnering with and being funded by companies that rival GM, such as Ford Motor Co. and an investment unit of Google parent company Alphabet Inc., which is also a partner with Fiat Chrysler Automobiles through its self-driving-car unit, Waymo, Lyft's partnership with Ford was announced in September. It involves Lyft deploying Ford self-driving vehicles into ride-hailing fleets in large numbers by 2021. Ford sees the alliance as a pillar of its strategy to commercialize self-driving technology. GM, meanwhile, has announced several initiatives that could assist but also compete against Lyft, including the acquisition of Cruise Automation as an autonomous vehicle development company, the plans announced with Cruise last month to deploy self-driving taxis in cities by 2019, the launch of the Maven brand for short-term car rentals and other mobility ventures and a brief partnership between Maven and Uber, Lyft's chief competitor. Both Lyft and GM have contended that the tie-up was never an exclusive deal. GM hasn't made any additional investments in Lyft, a company spokesman confirmed. Ammann said GM benefits considerably from having the engineering and manufacturing resources in-house to pursue its ambitions in electrified and autonomous vehicles, but partnerships such as the Lyft deal and others have given it further insights into the emerging service side of the business.
- December 4 (Reuters) Delphi Automotive Plc, which is changing its name to Aptiv Inc, wants to cut the cost of self-driving cars by more than 90 percent to around \$5,000 by 2025, according to Chief Executive Officer Kevin Clark. Aptiv, which starts trading on Tuesday under the stock symbol APTV on the New York Stock Exchange, also wants to help automakers rethink the way vehicles are engineered and built and make money on the data generated by autonomous electric vehicles. A spinout, Delphi Technologies, will continue to trade under the symbol DLPH on the New York Stock Exchange and will focus on traditional engine components. Aptiv will concentrate on self-driving and other technologies. The changes are effective after the exchange closes on Monday. While current estimates for the cost of a self-driving hardware and software package range from \$70,000 to \$150,000, "the cost of that autonomous driving stack by 2025 will come down to about \$5,000 because of technology developments and (higher) volume," Clark said in an interview. One of the biggest opportunities for cutting costs, Clark said, will come as automakers, working with companies such as Delphi/Aptiv, begin to re-engineer their basic vehicle platforms specifically to accommodate electric motors, batteries and self-driving sensors. "We're working now with our customers to optimize" existing platforms, Clark said, and redesign future vehicle platforms that will have fewer components, but much more software, better communications capability and advanced safety systems. "Looking five to 10 years out, given the amount of software going into the car, the complexity of (self-driving) systems and infotainment systems, the basic architecture of the vehicle needs to be rethought," he said. Clark said Delphi, which said in October it was buying self-driving startup noTonomy for \$450 million "is always looking at acquisition opportunities to enhance our strategic position," but has no immediate targets. The company will continue to invest in firms focused on data collection and analysis in order to help manufacturing customers "accelerate product development, reduce warranty costs and monetize data" in new ways, he said. The high cost of self-driving systems means individual customers aren't likely to see such systems installed in personal vehicles in much volume before 2025, Clark said. "You're going to see more acceptance and more deployment in the commercial market, where there's economic incentive" and where fleet operators "are in a better position to absorb that cost" than traditional automakers, he said.

## **North American Equity Performance**









## **North American OEM Market**

		Price as of	% of 52-Wk	Market	Total Enterprise	LTM EBITDA	Total Debt /	LTM -	TEV / E	BITDA	Weekly Stock Price	
Company	Ticker	12/8/2017	High	Сар	Value	Margin	EBITDA	P/E	LTM	2017	Perform	
/ehicle Manufacturers												
Tesla, Inc.	TSLA	\$ 315.13	80.9%	\$ 52,963	\$ 62,619	2.4%	NM	NM	NM	NM	ì	2.8%
General Motors Company	GM	42.02	89.9%	59,686	57,868	12.7%	4.4x	20.5x	2.8x	2.8x	(1.8%)	
ord Motor Company	F	12.61	95.0%	50,091	43,359	8.1%	1.5x	11.5x	2.8x	4.9x		.2%
iat Chrysler Automobiles N.V.	FCA	17.51	93.8%	26,960	34,725	10.3%	1.6x	7.3x	2.6x	2.2x		3.8%
					Mean	8.4%	2.5x	13.1x	2.7x	3.3x	-	
ligh Multiple Suppliers											1	
ptiv PLC	APTV	\$ 85.22	81.2%	\$ 22,655	\$ 27,408	17.9%	1.6x	16.6x	8.9x	12.4x	(17.7%)	
BorgWarner Inc.	BWA	53.76	96.2%	11,335	13,406	16.7%	1.5x	38.8x	8.5x	8.2x	(2.3%)	
utoliv, Inc.	ALV	128.65	99.1%	11,187	11,984	12.4%	1.2x	22.1x	9.5x	9.3x	(0.7%)	
dient plc	ADNT	78.88	91.3%	7,344	10,454	9.4%	2.3x	8.4x	8.8x	6.5x	<b>1</b> c	0.6%
Sentex Corporation	GNTX	20.44	92.4%	5,803	5,063	34.9%	0.0x	16.2x	8.3x	8.1x	(0.7%)	
isteon Corporation	VC	128.68	96.7%	4,002	3,779	10.9%	1.1x	27.4x	11.0x	10.3x	(1.7%)	
Sentherm Incorporated	THRM	33.40	81.9%	1,225	1,223	15.3%	1.0x	18.5x	8.3x	8.4x	(5.9%)	
toneridge, Inc.	SRI	21.60	92.0%	608	693	11.4%	1.5x	8.3x	7.7x	7.1x	(1.3%)	
					Mean	16.1%	1.3x	19.5x	8.9x	8.8x	-	
Iid Multiple Suppliers											1	
lagna International Inc.	MG	\$ 56.09	99.5%	\$ 20,140	\$ 23,471	10.7%	0.9x	10.0x	5.8x	5.6x	(0.3%)	
oodyear Tire & Rubber Co.	GT	31.75	85.3%	7,821	13,629	14.3%	3.0x	8.1x	6.3x	6.3x	(1.2%)	
ear Corporation	LEA	177.07	97.6%	11,963	12,936	10.4%	1.0x	11.1x	6.3x	6.1x	(0.7%)	
ana Incorporated	DAN	32.02	95.7%	4,639	5,990	11.0%	2.4x	6.7x	8.0x	7.2x	(2.0%)	
exteer Automotive Group	1316	2.26	97.7%	5,698	5,718	13.9%	1.0x	17.4x	10.6x	8.7x	<u> </u>	6.19
merican Axle & Mfg.	AXL	16.80	79.1%	1,870	5,502	17.5%	4.4x	5.8x	5.7x	5.0x	(4.4%)	
elphi Technologies PLC	GT	51.00	89.1%	4,519	5,387	16.8%	1.0x	NM	6.8x	7.0x	1	
enneco Inc.	TEN	57.64	81.2%	2,974	4,449	6.9%	2.7x	17.5x	7.2x	5.1x	(1.4%)	
inamar Corporation	LNR	52.63	84.0%	3,439	4,175	16.1%	1.4x	8.2x	5.1x	5.1x	(1.2%)	
cooper-Standard Holdings Inc.	CPS	117.98	91.8%	2,068	2,480	11.8%	1.8x	16.1x	5.9x	5.5x	(4.6%)	
lodine Manufacturing Company	MOD	21.15	88.3%	1,065	1,527	9.2%	2.9x	24.7x	8.9x	8.2x	(6.4%)	
fartinrea International Inc.	MRE	12.04	98.5%	1,042	1,512	9.7%	1.8x	8.2x	5.1x	5.0x	(1.1%)	
uperior Industries	SUP	15.25	55.6%	380	1,226	10.4%	7.0x	NM	12.6x	8.7x	(8.1%)	
ower International, Inc.	TOWR	30.65	91.1%	629	1,001	9.7%	2.2x	9.3x	5.4x	4.8x	(5.1%)	
hiloh Industries, Inc.	SHLO	8.74	52.4%	202	369	6.8%	2.5x	28.7x	5.1x	4.7x	(1.2%)	
TRATTEC Security Corp.	STRT	41.00	83.3%	151	202	6.0%	1.6x	18.6x	8.0x	NM	(6.7%)	
					Mean	11.3%	2.3x	13.6x	7.1x	6.2x		
					Mean	12.3%	2.0x	15.4x	7.1x	6.7x	Avg.	Δ
					Median	10.9%	1.6x	16.1x	7.2x	6.4x	(2.15	



## **North American Aftermarket**

		Price as of	% of 52-Wk	Markot	Total Enterprise	LTM EBITDA	Total Debt /	LTM -	TEV / E	BITDA	Weekly Stock Price
Company	Ticker	12/8/2017	High	Market Cap	Value	Margin	EBITDA	P/E	LTM	2017	Performance
Retailers & Distributors											
AutoZone, Inc.	AZO	\$ 721.89	89.2%	\$ 19,680	\$ 24,405	22.0%	2.1x	16.1x	10.2x	NM	6.4%
O'Reilly Automotive, Inc.	ORLY	251.07	87.6%	21,348	24,211	22.1%	1.5x	21.4x	12.7x	12.4x	7.19
Genuine Parts Company	GPC	94.85	94.0%	13,906	14,853	7.6%	1.0x	21.2x	12.0x	11.9x	2.1%
Snap-on Incorporated	SNA	172.19	94.8%	9,816	10,949	25.3%	1.2x	17.7x	11.7x	10.9x	2.3%
Advance Auto Parts, Inc.	AAP	100.31	56.5%	7,409	8,090	9.7%	1.1x	21.1x	6.9x	8.9x	1.0%
Jni-Select Inc.	UNS	21.21	73.7%	897	1,323	8.4%	4.5x	18.6x	12.3x	10.9x	0.9%
J.S. Auto Parts Network, Inc.	PRTS	2.08	50.4%	74	77	2.8%	1.1x	2.7x	5.9x	5.6x	(5.0%)
					Mean	14.0%	1.8x	17.0x	10.2x	10.1x	-
ftermarket Suppliers											1
Goodyear Tire & Rubber Co.	GT	\$ 31.75	85.3%	\$ 7,821	\$ 13,629	14.3%	3.0x	8.1x	5.3x	6.3x	(1.2%)
Axalta Coating Systems Ltd.	AXTA	32.41	84.8%	7,896	11,339	19.5%	4.7x	NM	12.5x	13.0x	4.4%
Dorman Products, Inc.	DORM	65.56	74.1%	2,200	2,084	22.1%	0.0x	19.8x	11.4x	10.4x	(2.3%)
Cooper Tire & Rubber Company	СТВ	35.15	79.0%	1,802	1,936	16.9%	0.7x	9.1x	3.9x	4.6x	(3.3%)
Standard Motor Products, Inc.	SMP	44.00	79.5%	995	1,043	13.0%	0.5x	18.6x	8.6x	NM	(1.0%)
Iorizon Global Corporation	HZN	13.74	52.1%	343	600	7.9%	4.0x	NM	10.5x	7.6x	(0.9%)
Notorcar Parts of America, Inc.	MPAA	24.48	77.5%	467	504	17.2%	0.7x	13.7x	0.0x	6.2x	(3.5%)
					Mean	15.9%	1.9x	13.9x	7.5x	8.0x	1
Collision											]
KQ Corporation	LKQ	\$ 40.22	99.9%	\$ 12,430	\$ 15,355	11.4%	3.0x	25.2x	14.6x	13.8x	2.3%
Copart, Inc.	CPRT	43.96	99.5%	10,168	10,528	38.5%	1.0x	34.4x	0.0x	17.8x	2.2%
(AR Auction Services, Inc.	KAR	51.25	99.9%	6,932	10,447	24.1%	4.8x	30.2x	14.0x	12.4x	2.1%
oyd Group Income Fund	BYD	78.77	98.3%	1,553	1,758	9.0%	2.2x	49.2x	18.9x	15.8x	2.2%
					Mean	20.7%	2.8x	34.8x	11.9x	14.9x	1
<u>ealerships</u>											
CarMax Inc.	KMX	\$ 67.48	86.9%	\$ 12,304	\$ 24,878	7.6%	9.5x	18.6x	0.0x	18.4x	(1.3%)
autoNation, Inc.	AN	55.59	96.1%	5,072	11,507	4.3%	7.1x	14.0x	11.4x	12.3x	1.0%
Penske Automotive Group, Inc.	PAG	48.24	86.7%	4,137	9,982	3.3%	8.4x	11.3x	15.3x	14.0x	(0.9%)
ithia Motors, Inc.	LAD	120.38	97.5%	3,004	5,688	4.6%	6.1x	14.6x	14.4x	12.7x	2.4%
Group 1 Automotive, Inc.	GPI	81.08	96.0%	1,634	4,367	3.8%	6.8x	12.9x	11.6x	11.7x	0.1%
Sonic Automotive, Inc.	SAH	21.60	78.7%	933	3,317	3.1%	7.9x	14.0x	11.9x	11.6x	0.9%
Asbury Automotive Group, Inc.	ABG	67.75	95.4%	1,410	3,095	5.0%	5.2x	8.8x	9.9x	10.1x	2.3%
AutoCanada Inc.	ACQ	18.50	85.2%	507	1,222	4.0%	8.1x	11.7x	17.3x	15.7x	(1.4%)
					Mean	4.5%	7.4x	13.2x	11.5x	13.3x	
					Mean	12.6%	3.7x	18.0x	10.1x	11.5x	Avg. $\Delta$
					Median	9.3%	3.0x	16.9x	11.5x	11.8x	0.72%



## **European OEM Market**

		Price	% of	Market Cap	Total	LTM	Total		TEV / E	BITDA	Weekly	
Company	Ticker	as of 12/8/2017	52-Wk High		Enterprise Value	EBITDA Margin	Debt / EBITDA	LTM - P/E	LTM	2017	Stock Price Performance	
Vehicle Manufacturers												
Volkswagen Aktiengesellschaft	VOW	\$ 202.39	95.6%	\$ 101,280	\$ 253,652	12.0%	5.8x	12.4x	10.2x	7.8x	(2.2%)	
Daimler AG	DAI	82.65	95.1%	88,647	207,764	10.8%	7.1x	7.9x	11.3x	9.8x	1.4%	
BMW AG	BMW	100.64	93.0%	65,341	159,401	13.5%	7.1x	7.4x	10.9x	10.2x	0.5%	
Renault SA	RNO	99.24	92.1%	26,792	67,367	10.1%	8.7x	5.5x	12.2x	10.3x	(0.0%)	
Fiat Chrysler Automobiles N.V.	FCA	17.51	93.8%	26,960	34,725	10.3%	1.6x	7.3x	3.1x	2.5x	3.8%	
Peugeot S.A.	UG	19.88	80.2%	17,807	11,784	9.3%	1.5x	9.0x	2.2x	1.9x	(1.4%)	
					Mean	11.0%	5.3x	8.3x	8.3x	7.1x	-	
Suppliers											]	
Continental AG	CON	\$ 264.11	99.3%	\$ 52,823	\$ 56,734	15.4%	0.7x	14.9x	8.0x	7.0x	0.2%	
Michelin SCA	ML	146.54	96.7%	26,312	28,435	18.2%	0.8x	13.4x	6.3x	5.7x	1.3%	
Valeo SA	FR	70.20	87.7%	16,651	18,361	11.1%	1.7x	14.7x	8.1x	6.3x	(0.8%)	
Autoliv, Inc.	ALV	128.65	99.1%	11,187	11,984	12.4%	1.2x	22.1x	9.4x	9.4x	(0.7%)	
Faurecia S.A.	EO	75.31	97.5%	10,263	11,043	7.6%	1.3x	12.8x	6.5x	5.3x	(0.4%)	
GKN plc	GKN	4.00	78.9%	6,936	7,598	11.0%	1.1x	10.6x	5.6x	5.5x	(2.8%)	
Plastic Omnium SA	POM	41.96	96.2%	6,180	7,083	11.4%	2.2x	15.0x	8.2x	6.5x	(2.1%)	
Brembo S.p.A.	BRE	14.98	83.1%	4,871	5,196	18.2%	1.3x	16.5x	10.3x	9.2x	(1.9%)	
LEONI AG	LEO	71.54	94.9%	2,337	2,853	7.0%	1.7x	16.5x	7.9x	6.7x	(3.1%)	
ElringKlinger AG	ZIL2	18.45	76.8%	1,169	1,969	14.9%	2.8x	12.5x	7.2x	6.6x	(2.7%)	
Sogefi S.p.A.	SO	5.03	79.0%	589	926	9.9%	2.3x	NM	5.3x	4.5x	(0.4%)	
Kongsberg Automotive ASA	KOA	1.25	93.8%	506	748	7.0%	3.3x	NM	9.7x	10.1x	(1.9%)	
Grammer AG	GMM	60.76	83.6%	746	711	6.1%	2.2x	13.4x	5.5x	4.7x	0.2%	
Polytec Holding AG	PYT	22.83	85.6%	504	613	12.8%	1.6x	9.5x	6.1x	6.2x	1.2%	
					Mean	11.6%	1.7x	14.8x	7.4x	6.7x		
					Mean	11.4%	2.8x	12.3x	7.7x	6.8x	Avg. ∆	
					Median	11.1%	1.7x	12.7x	8.0x	6.5x	(0.51%)	



## **Asian OEM Market**

		Price	% of	Market Cap	Total Enterprise Value	LTM EBITDA Margin	Total		TEV / EE	BITDA	Weekly Stock Price	
ompany	Ticker	as of 12/8/2017	52-Wk High				Debt / EBITDA	LTM P/E	LTM	2017	Performance	
ehicle Manufacturers												
oyota Motor Corporation	7203	\$ 61.80	95.8%	\$ 181,329	\$ 309,553	12.7%	5.4x	10.8x	9.5x	10.3x	(2.2%)	
onda Motor Co., Ltd.	7267	33.23	97.5%	58,878	102,243	9.0%	5.3x	10.4x	8.7x	7.9x	(1.8%)	
ssan Motor Co., Ltd.	7201	9.56	88.9%	37,724	102,113	9.0%	7.6x	6.4x	10.7x	9.7x	(2.1%)	
rundai Motor Company	A005380	145.18	91.2%	28,586	77,337	7.4%	10.3x	12.5x	12.3x	9.9x	(2.7%)	
D Company Limited	1211	8.29	77.3%	24,952	31,809	14.8%	3.6x	38.0x	13.7x	13.6x	(6.1%)	
ely Automobile Holdings Ltd.	175	3.29	86.3%	29,934	26,811	11.4%	0.2x	26.8x	21.3x	13.7x	(6.5%)	
zuki Motor Corporation	7269	57.38	99.4%	25,186	24,079	13.8%	1.3x	17.4x	5.6x	5.2x	3.7	%
hindra & Mahindra Limited	500520	21.54	95.0%	11,653	18,450	12.4%	4.6x	20.5x	11.3x	20.2x	(1.4%)	
zu Motors Limited	7202	15.61	98.4%	12,356	13,230	10.8%	1.2x	12.8x	6.8x	6.7x	(1.3%)	
naha Motor Co., Ltd.	7272	31.05	94.4%	11,042	12,810	11.4%	1.8x	11.7x	7.8x	7.4x	(1.3%)	
Motors Corporation	A000270	30.23	79.2%	11,952	10,191	5.1%	3.2x	11.7x	4.3x	4.1x	(1.3%)	
ngfeng Motor Group Co.	489	1.19	81.3%	10,386	9,258	1.8%	6.2x	5.1x	NM	21.2x	(4.5%)	
zda Motor Corporation	7261	13.04	71.5%	8,334	7,917	6.0%	2.5x	8.7x	4.5x	4.0x	(3.1%)	
subishi Motors Co.	7211	7.06	85.0%	10,697	6,331	6.4%	0.2x	16.8x	5.6x	4.9x	(1.1%)	
w Car Co., Ltd.	000800	1.60	70.1%	2,651	2,594	4.3%	0.2x 0.7x	NM	14.5x	11.6x	(2.8%)	
r Gai Go., Liu.	000000	1.00	70.170	2,001	2,004	7.5/0	0.7 A	INIVI	14.58	11.00	(2.070)	
					Mean	9.1%	3.6x	15.0x	9.8x	10.0x	-	
opliers											1	
NSO Corporation	6902	\$ 54.58	92.4%	\$ 43,083	\$ 41,780	13.8%	0.7x	15.3x	7.2x	7.1x	(3.2%)	
Igestone Corporation	A012330	44.74	90.5%	34,268	32,968	16.8%	0.8x	13.9x	6.2x	5.9x	(2.5%)	
n Seiki Co., Ltd.	7259	53.99	97.5%	14,660	20,044	11.9%	1.1x	13.3x	5.1x	5.0x	0.5%	
ındai Mobis Co.,Ltd	5108	239.99	90.1%	22,368	17,696	8.4%	1.1x	10.7x	6.6x	6.1x	(3.4%)	
hi Glass Co., Ltd.	5201	41.44	93.0%	9,660	14,664	17.8%	2.4x	14.4x	6.6x	6.7x	(1.1%)	
to Manufacturing Co., Ltd.	7276	67.73	93.0%	11,142	9,418	15.0%	0.2x	19.5x	7.8x	8.0x	(2.3%)	
K Ltd.	6471	14.51	93.0%	7,774	8,878	12.2%	2.2x	16.0x	8.3x	7.7x	(4.6%)	
EKT Corporation	6473	16.72	89.7%	5,774	7,078	9.9%	1.7x	10.2x	5.9x	5.8x	(4.0%)	
nley Electric Co., Ltd.	6923	38.89	94.9%	6,527	5,818	19.6%	0.2x	21.8x	8.0x	7.9x	(3.7%)	
N Corporation	6472	4.69	88.1%	2,520	4,706	10.4%	4.3x	55.2x	7.1x	7.0x	(5.8%)	
ota Boshoku Corporation	3116	19.95	80.9%	3,777	3,423	7.6%	0.8x	8.1x	3.7x	3.7x	(3.3%)	
oda Gosei Co., Ltd.	7282	24.05	90.9%	3,203	3,331	10.7%	1.1x	18.6x	4.5x	4.4x	(3.5%)	
K Spring Co., Ltd.	5991	10.93	91.6%	2,599	2,398	9.8%	0.9x	11.1x	4.3x	4.3x	(2.2%)	
TECH Co., Ltd.	7313	40.38	98.3%	2,750	1,990	12.0%	0.0x	12.6x	4.2x	4.2x	(1.0%)	
nden Holdings Corporation	6444	18.51	81.4%	522	1,683	5.1%	10.3x	NM	12.9x	NM	(3.0%)	
ai Rika Co., Ltd.	6995	19.73	89.1%	1,841	1,439	10.5%	0.2x	NM	3.3x	3.2x	(5.3%)	
ebono Brake Industry Co., Ltd.	7238	2.90	79.4%	392	1,274	7.4%	5.7x	9.9x	7.2x	7.2x	(4.1%)	
rion Co., Ltd.	6796	3.74	89.4%	1,061	1,105	11.4%	1.4x	17.2x	5.7x	5.6x	(3.1%)	
la Holdings Corp.	A060980	58.71	90.0%	619	1,103	10.1%	5.7x	10.5x	10.8x	12.0x	(4.0%)	
ine Electronics, Inc.	6816	20.50	82.7%	1,435	1,042	5.8%	0.0x	13.0x	7.8x	7.9x	(10.0%)	
A Group Co.	600303	1.40	74.9%	964	997	7.0%	7.3x	13.5x	22.9x	NM	(4.0%)	
ech Inc.	7212	15.34	89.5%	284	911	9.2%	7.3x 3.1x	6.1x	5.2x	NM		
	7274				785		0.2x		2.4x		(7.0%)	
OWA Corporation		12.14 20.29	91.9%	928	785 505	13.4% 5.0%		5.9x		3.5x	(0.2%)	
aba Corporation ina Automotive Systems, Inc.	TSE:6986 CAAS	20.29 4.91	86.6% 67.2%	863 155	505 156	5.0% 7.9%	0.1x 1.8x	NM 6.1x	17.3x 3.9x	14.0x 3.4x	(3.3%)	
na Automotive Systems, Inc.	CAAS	4.91	01.270	155	100	1.9%	1.0X	0.1%	3.98	J.4X	(3.5%)	
					Mean	10.8%	2.1x	14.7x	7.4x	6.4x		
					Mean	10.0%	2.7x	14.8x	8.3x	7.9x	Avg. ∆	



## **Commercial Vehicle Market**

		Price as of	% of 52-Wk	Market	Total Enterprise	LTM EBITDA	Total Debt /	LTM -	TEV / EE	BITDA	Weekly Stock Price
Company	Ticker	12/8/2017	High	магкет Сар	Value	Margin	EBITDA	P/E	LTM	2017	Performance
ommercial Vehicle Manufacturer	<u>'s</u>										
Daimler AG	DAI	\$ 81.48	92.7%	\$ 87,169	\$ 208,297	10.8%	7.1x	7.8x	11.7x	10.1x	(2.5%)
B Volvo (publ)	VOLV-B	18.76	91.5%	38,092	50,244	11.0%	3.6x	14.9x	16.4x	12.2x	(3.5%)
ACCAR Inc	PCAR	69.65	92.0%	24,490	29,992	13.6%	3.6x	17.9x	12.3x	16.1x	4.0%
IAN SE	MAN	112.70	96.2%	16,565	19,030	5.2%	4.1x	NM	NM	15.9x	(0.7%)
suzu Motors Limited	7202	15.81	98.0%	12,225	13,402	10.8%	1.2x	13.0x	7.0x	6.1x	(0.9%)
avistar International Corporation	NAV	40.13	88.3%	3,940	8,241	3.3%	19.6x	NM	NM	14.1x	4.0%
					Mean	9.1%	6.5x	13.4x	11.9x	12.4x	-
ff-Highway, Specialty Vehicles ar											1
aterpillar Inc.	CAT	\$ 141.52	99.4%	\$ 84,195	\$ 111,454	15.9%	5.4x	NM	16.6x	15.0x	3.0%
eere & Company	DE	149.94	99.5%	48,175	80,049	16.1%	8.5x	22.4x	16.9x	15.5x	3.1%
nor Industries, Inc.	THO	151.59	96.6%	7,988	7,926	9.3%	0.1x	18.9x	11.0x	10.4x	10.69
shkosh Corporation	OSK	88.89	94.4%	6,682	7,066	9.3%	1.3x	23.6x	11.1x	10.6x	2.9%
/innebago Industries, Inc.	WGO	54.00	96.6%	1,718	1,957	9.0%	2.0x	23.3x	14.1x	12.4x	4.4%
abash National Corporation	WNC	19.89	82.3%	1,173	1,572	10.6%	3.1x	14.7x	8.8x	8.8x	4.1%
lue Bird Corporation	BLBD	19.35	88.4%	469	622	6.2%	2.6x	22.1x	10.4x	8.5x	2.7%
partan Motors, Inc.	SPAR	16.15	93.9%	567	567	3.6%	0.9x	38.9x	23.3x	19.2x	7.3%
					Mean	10.0%	3.0x	18.8x	14.0x	12.6x	-
commercial Vehicle and Off-Highy		_									_
aton Corporation plc	ETN	\$ 77.70	94.4%	\$ 34,235	\$ 41,421	16.3%	2.7x	12.2x	12.6x	11.5x	2.3%
ummins Inc.	CMI	165.01	90.8%	27,387	29,130	12.7%	0.9x	16.8x	11.8x	9.6x	2.7%
gersoll-Rand Plc	IR	86.21	89.6%	21,541	24,413	14.2%	2.1x	21.6x	12.3x	11.7x	2.4%
estinghouse Air Brake Technologie		76.30	81.3%	7,325	8,989	16.1%	3.3x	28.8x	15.6x	14.8x	4.3%
llison Transmission Holdings, Inc.	ALSN	40.97	89.7%	5,808	8,165	37.5%	3.2x	18.2x	10.2x	9.4x	5.0%
/ABCO Holdings Inc.	WBC	147.53	94.5%	7,915	8,113	15.9%	2.4x	26.7x	16.6x	14.3x	1.2%
ana Incorporated	DAN	32.67	97.7%	4,733	6,084	11.0%	2.4x	6.8x	8.1x	7.3x	3.1%
CI Industries	LCII	129.95	98.5%	3,241	3,271	13.2%	0.2x	23.1x	12.3x	12.3x	4.8%
eritor, Inc.	MTOR	24.79	88.7%	2,196	3,175	9.5%	3.3x	6.9x	10.0x	8.6x	2.2%
odine Manufacturing Company	MOD	22.60	94.4%	1,138	1,600	9.2%	2.9x	26.4x	9.3x	8.6x	(1.7%)
ouglas Dynamics, Inc.	PLOW	39.85	93.5%	900	1,239	18.3%	4.0x	29.7x	14.5x	13.8x	(1.8%)
	DB:SFQ	19.87	94.8%	901	1,059	10.0%	4.0x	22.4x	8.0x	8.5x	(0.6%)
oneridge, Inc.	SRI	21.88	93.2%	616	701	11.4%	1.5x	8.4x	7.8x	7.2x	(2.6%)
aldex AB (publ)	HLDX	10.23	69.9%	452	475	8.4%	1.1x	NM	10.4x	10.2x	(4.6%)
ommercial Vehicle Group, Inc.	CVGI	10.98	92.7%	337	455	6.7%	3.5x	57.5x	9.5x	8.6x	(1.3%)
					Mean	14.0%	2.5x	21.8x	11.3x	10.4x	
					Mean	11.9%	3.5x	20.9x	12.2x	11.4x	Avg. ∆
					Median	10.8%	2.9x	21.6x	11.7x	10.6x	1.37%



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