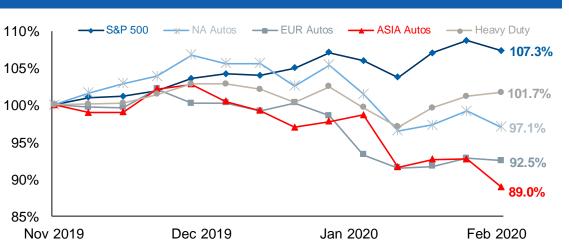


The Motor Weekly® Index: 648.15 (+68.90, +11.90%)

### 3-Month Price Performance

### **SUPPLIER EQUITY INDEX RETURNS** 1 Week 3 Months **S&P 500** (1.25%)7.31% **NA Autos** (2.16%)(2.94%)**EUR Autos** (0.35%)(7.50%)**ASIA Autos** (4.06%)(11.03%)**Heavy Duty** 0.54% 1.70%

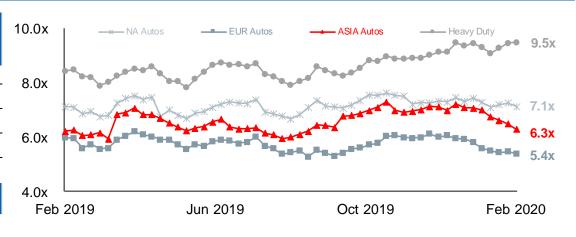
\*Represents market-weighted index \*Source: Capital IQ



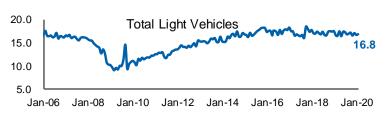
### LTM Trading Multiples (EV / LTM EBITDA)

### **SUPPLIER** TRADING MULTIPLES 2-21-20 1 Year **NA Autos** 7.1x 0.0x**EUR Autos** 5.4x (0.6x)**ASIA Autos** 6.3x 0.1x**Heavy Duty** 9.5x 1.0x

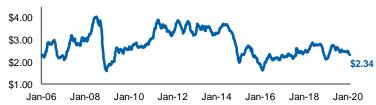
\*Multiples use LTM EBITDA
\*Source: Capital IQ



### U.S. S.A.A.R. (in millions)



### Historical Gas Prices (\$ per gallon)





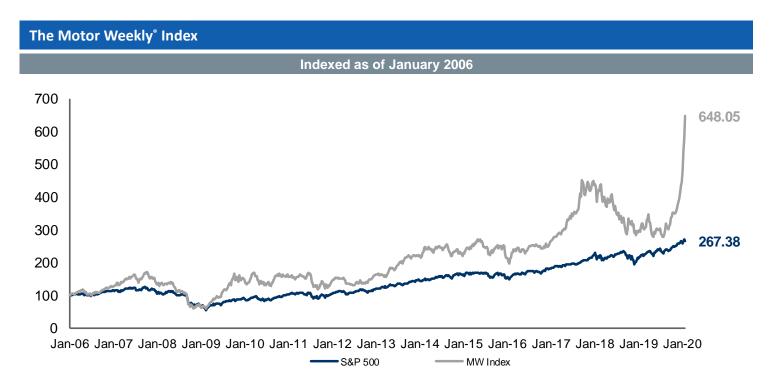
# The Motor Weekly® Index

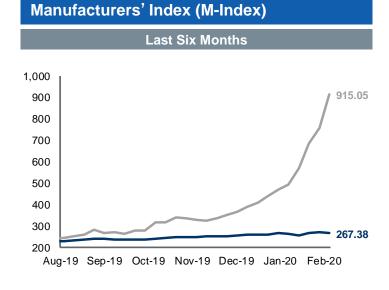


### The Motor Weekly Index Summary

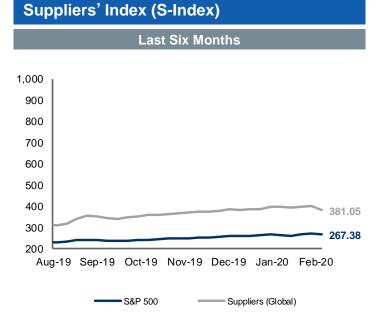
The Motor Weekly Index is the average of two sub-indices:

- 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





Vehicle Manufacturers (Global)



S&P 500





- February 21 (Automotive News Europe) China car sales plunged 92 percent during the first two weeks of February as the coronavirus outbreak kept buyers away from showrooms. It was even worse in the first week, when nationwide sales tumbled 96 percent to a daily average of only 811 units, the China Passenger Car Association said in a report released earlier this week. Deliveries this month may slide by about 70 percent, resulting in a roughly 40 percent drop in the first two months of 2020, the association said. The figures exclude minivans. "There was barely anybody at car dealers in the first week of February as most people stayed at home," PCA Secretary General Cui Dongshu wrote in the report. Dealers gradually restarted operations in the second week of February, when daily sales of passenger cars stood at 4,098 units, still a decline of 89 percent from a year earlier, he said. The situation is expected to improve in the third week of February, Cui said in an interview Friday. The numbers underscore the extent by which sales have been affected in the world's largest market for automobiles. Even before the outbreak, auto sales in China were heading for an unprecedented third straight annual decline because of a slowing economy and trade tensions with the U.S. China's commerce ministry said Thursday it will work with other government departments on more measures to stabilize auto sales and reduce the impact of the epidemic on demand. Separately, Chinese policy makers have been discussing extending subsidies for electric-vehicle purchases beyond this year to revive sales, people familiar with the matter have said.
- February 20 (Automotive News China) China may extend subsidies for EV purchases beyond this year in an effort to revive sales in the world's biggest market, people familiar with the matter told Bloomberg. Policy makers have been discussing the possibility after China's first annual decline in sales of new energy vehicles, according to the people, who asked not to be identified because the talks are private. The falloff in demand came after the government trimmed subsidies for buyers last July to help streamline the industry and make it less reliant on state support. Though the talks predate the emergence of the coronavirus as a global threat, the outbreak has piled more pressure on the auto industry by causing production halts and keeping people away from showrooms. Talks are at a preliminary stage and there is no guarantee the subsidies will be extended, the people said. As things stand, they are still set to be phased out at the end of 2020. Prolonging the handouts would be beneficial to local EV makers such as BYD Co., BAIC BluePark New Energy Technology Co. and NIO Inc. as well as the likes of Tesla Inc., which last month started deliveries from its new Shanghai factory, its first outside the U.S. Sales of new energy vehicles including electric cars, plug-in hybrids and fuel-cell cars tumbled 54 percent in January from a year earlier and the wider auto market also shrank, according to China Association of Automobile Manufacturers. Those figures were largely before the coronavirus outbreak took hold and led to citywide lockdowns and production halts. China introduced EV subsidies a decade ago and they played a key role in turning the country into the top market globally. They initially lopped as much as 60,000 yuan (\$8,700) from a vehicle's price tag, not including any extra sometimes provided by municipal governments. Subsidies now lower a vehicle's cost by as much as 25,000 yuan, depending on the driving range. The government set a timetable about four years ago to phase out subsidies by the end of this year. It also introduced a credit system that essentially required all carmakers -- international and domestic -- to produce at least some EVs. NEV sales accounted for about 8 percent of Zhejiang Geely Holding Group Co.'s total last year. It is unclear when the subsidies will be rolled back if they are extended beyond this year, the people said. The Ministry of Industry and Information Technology didn't respond to a fax seeking comment, instead referring to remarks by Minister Miao Wei last month, when he said the government will study and review the policy. He didn't elaborate. The National Development and Reform Commission, China's top economic planner, referred queries to the Ministry of Finance, which didn't immediately respond to a request for comment. The coronavirus has exacerbated the most severe downturn on record for EVs in China, which in turn has dragged down the global market as the country accounts for about half of the world's annual sales of more than 2 million units. China Passenger Car Association said people are also shunning vehicle-sharing services, which is undermining demand from car-hailing providers, major users of EVs. Sales data will likely only turn more grim as the impact of the outbreak is more fully reflected this month.

# Last 3 Months Change

# **North American Equity Performance**







# **North American OEM Market**

		Price as of	% of 52-Wk	Market	Total Enterprise	LTM EBITDA	Total Debt /	LTM -	TEV/EB	ITDA	Weekly Stock Price	
Company	Ticker	2/21/2020	High	Cap	Value	Margin	EBITDA	P/E	LTM	2019		mance
Vehicle Manufacturers												
Fesla, Inc.	TSLA	\$ 901.00	93.0%	\$ 165,776	\$ 175,697	8.9%	6.7x	NM	NM	NM	-	12.69
General Motors Company	GM	34.65	82.7%	49,515	48,022	9.3%	8.2x	7.6x	3.8x	2.3x	(0.3%)	12.07
Ford Motor Company	F	7.89	74.7%	31,283	22,713	8.1%	1.3x	NM	2.0x	2.2x	(2.6%)	
Fiat Chrysler Automobiles N.V.	FCA	13.12	81.1%	20,569	19,366	8.7%	1.6x	3.0x	1.9x	1.4x	(1.3%)	
, , , , , , , , , , , , , , , , , , , ,				-,	.,						(1.576)	
					Mean	8.8%	4.4x	5.3x	2.6x	2.0x	-	
ligh Multiple Suppliers											-	
ptiv PLC	APTV	\$ 90.07	90.9%	\$ 22,994	\$ 27,561	14.7%	2.3x	23.4x	13.0x	12.2x	-	2.0%
orgWarner Inc.	BWA	33.98	72.9%	7,014	8,365	16.2%	1.2x	9.4x	5.1x	5.1x	(0.5%)	
autoliv, Inc.	ALV	73.57	84.6%	6,419	8,239	13.1%	2.0x	13.9x	7.4x	7.4x	(4.8%)	
Sentex Corporation	GNTX	30.59	97.8%	7,738	7,302	32.0%	0.0x	18.4x	12.3x	12.3x	<del>-</del>	0.6%
isteon Corporation	VC	76.05	71.8%	2,131	2,334	6.8%	2.8x	30.6x	11.6x	9.8x	(9.1%)	
Sentherm Incorporated	THRM	48.36	96.8%	1,586	1,628	14.6%	0.7x	42.8x	11.5x	12.2x	-	1.8%
Stoneridge, Inc.	SRI	29.62	86.0%	812	889	10.9%	1.4x	12.5x	9.5x	10.2x	(0.7%)	
					Mean	15.5%	1.5x	21.6x	10.1x	9.9x	-	
lid Multiple Suppliers					1115	101010				0.1011	-	
lagna International Inc.	MG	\$ 51.64	89.6%	\$ 15,659	\$ 19,603	9.4%	1.3x	9.2x	5.3x	5.1x	-	0.7%
ear Corporation	LEA	119.31	75.0%	7,215	8,843	8.9%	1.6x	9.4x	5.0x	4.9x	(2.8%)	
Goodyear Tire & Rubber Co.	GT	10.85	52.4%	2,523	8,339	10.1%	4.4x	NM	5.6x	5.1x	(2.3%)	
enneco Inc.	TEN	10.63	28.5%	860	6,242	6.3%	5.1x	NM	5.7x	4.4x	-	1.5%
dient plc	ADNT	26.97	92.1%	2,530	6,064	9.4%	8.1x	NM	11.9x	7.4x	(2.5%)	
ana Incorporated	DAN	17.32	82.6%	2,493	4,851	10.9%	2.8x	11.1x	5.2x	4.8x	(1.4%)	
merican Axle & Mfg.	AXL	8.00	47.0%	900	4,163	14.8%	3.9x	NM	4.3x	4.3x	(8.8%)	
inamar Corporation	LNR	31.12	76.7%	2,030	3,501	14.4%	2.2x	5.4x	4.3x	4.3x	(3.4%)	
Pelphi Technologies PLC	DLPH	15.00	55.9%	1,291	2,850	10.5%	3.5x	78.9x	6.3x	5.4x	(0.8%)	
T Fluid Systems plc	TIFS	3.01	82.4%	1,568	2,760	10.8%	3.5x	11.4x	6.6x	5.3x	(1.5%)	
lexteer Automotive Group	1316	0.83	49.8%	2,074	1,932	12.4%	0.9x	6.9x	4.2x	3.6x	(6.5%)	
fartinrea International Inc.	MRE	9.62	86.2%	772	1,455	12.0%	2.2x	6.4x	4.1x	3.8x	(3.3%)	
cooper-Standard Holdings Inc.	CPS	20.56	32.2%	346	937	7.0%	3.9x	3.4x	4.1x	3.6x	(13.6%)	
lodine Manufacturing Company	MOD	8.82	52.9%	448	929	6.8%	3.7x	41.9x	6.7x	5.1x	-	2.3%
uperior Industries	SUP	3.10	42.5%	78	836	11.9%	3.8x	NM	4.9x	5.0x	-	1.6%
hiloh Industries, Inc.	SHLO	3.37	49.8%	82	319	5.9%	4.0x	NM	5.1x	4.3x	=	1.5%
TRATTEC Security Corp.	STRT	24.83	79.2%	93	145	4.9%	1.5x	58.8x	6.1x	NM	(3.8%)	
					Mean	9.8%	3.3x	22.1x	5.6x	4.8x		
					Mean	11.1%	3.0x	20.2x	6.4x	5.8x	_Av	g. Δ
					Median	10.3%		11.3x	5.3x	5.0x		g. ⊒ 71%)



# **North American Aftermarket**

		Price	% of	Market Cap	Total	LTM	Total	1.734	TEV / EBITDA		Weekly
Company	Ticker	as of 2/21/2020	52-Wk High		Enterprise Value	EBITDA Margin	Debt / EBITDA	LTM P/E	LTM	2019	Stock Price Performance
Retailers & Distributors			<u> </u>			- v					
O'Reilly Automotive, Inc.	ORLY	\$ 391.50	86.2%	\$ 29,526	\$ 35,348	21.6%	2.7x	21.9x	16.1x	16.0x	0.2%
AutoZone, Inc.	AZO	1,068.03	83.8%	25,198	33,210	21.7%	3.2x	16.6x	12.7x	12.9x	1.4%
Genuine Parts Company	GPC	96.21	83.5%	13,987	18,278	7.2%	3.3x	22.7x	13.1x	12.7x	(0.3%)
Advance Auto Parts, Inc.	AAP	140.61	77.0%	9,671	12,495	10.2%	3.3x	20.6x	12.6x	12.4x	5.3%
Snap-on Incorporated	SNA	160.07	92.0%	8,749	9,806	25.6%	1.2x	12.9x	9.4x	9.3x	2.4%
Uni-Select Inc.	UNS	8.95	74.1%	379	884	5.5%	5.9x	NM	9.2x	6.8x	(7.5%)
U.S. Auto Parts Network, Inc.	PRTS	2.76	92.7%	99	114	NM	NM	NM	NM	NM	1.1%
					Mean	15.3%	3.2x	18.9x	12.2x	11.7x	]
Aftermarket Suppliers					moun	10.070	U.Z.X	10.0%	ILILA	11111	-
Axalta Coating Systems Ltd.	AXTA	\$ 29.02	90.1%	\$ 6,821	\$ 9,824	19.9%	4.4x	27.4x	11.0x	10.4x	(2.9%)
Goodyear Tire & Rubber Co.	GT	10.85	52.4%	2,523	8,339	10.1%	4.4x	NM	5.6x	5.1x	(2.3%)
Dorman Products, Inc.	DORM	76.69	80.1%	2,499	2,482	17.8%	0.2x	25.0x	13.7x	17.0x	5.6%
Cooper Tire & Rubber Company	CTB	26.82	79.7%	1,346	1,668	12.3%	1.2x	30.2x	4.9x	5.3x	(1.0%)
Standard Motor Products, Inc.	SMP	50.65	90.7%	1,138	1,222	10.8%	0.8x	19.9x	10.0x	10.0x	0.5%
Motorcar Parts of America, Inc.	MPAA	19.51	79.3%	370	586	9.7%	4.5x	NM	11.7x	7.2x	4.8%
Horizon Global Corporation	HZN	3.44	59.4%	87	333	1.1%	30.7x	1.3x	NM	17.2x	0.0%
					Mean	11.7%	6.6x	20.8x	9.5x	10.3x	-
Collision											1
Copart, Inc.	CPRT	\$ 95.25	90.8%	\$ 22,141	\$ 22,567	40.4%	0.6x	31.0x	NM	24.9x	(7.7%)
LKQ Corporation	LKQ	33.04	90.2%	10,134	15,076	10.5%	4.1x	19.0x	11.5x	11.5x	(0.5%)
IAA, Inc.	IAA	48.96	94.6%	6,537	8,521	28.9%	5.0x	33.7x	20.8x	20.8x	(2.7%)
KAR Auction Services, Inc.	KAR	22.25	35.2%	2,867	6,131	18.1%	7.5x	15.6x	12.2x	12.0x	(1.0%)
Boyd Group Services Inc.	BYD	168.21	96.0%	3,368	4,045	9.6%	4.5x	58.8x	NM	16.6x	(2.0%)
					Mean	21.5%	4.3x	31.6x	14.8x	17.1x	-
<u>Dealerships</u>											
CarMax, Inc.	KMX	\$ 101.21	98.1%	\$ 16,536	\$ 32,052	6.8%	11.0x	19.6x	22.6x	22.2x	2.4%
Penske Automotive Group, Inc.	PAG	52.82	98.2%	4,297	13,046	3.3%	11.5x	10.0x	17.1x	15.9x	1.9%
AutoNation, Inc.	AN	48.65	91.5%	4,353	10,337	4.5%	6.3x	9.8x	10.7x	10.6x	2.4%
Carvana Co.	CVNA	110.09	95.5%	5,538	6,753	NM	NM	NM	NM	NM	24.2%
Lithia Motors, Inc.	LAD	129.39	78.3%	3,018	6,735	4.6%	6.5x	11.2x	11.6x	13.2x	(1.2%)
Group 1 Automotive, Inc.	GPI	106.15	96.4%	1,879	5,193	3.9%	7.0x	11.4x	10.9x	12.9x	7.7%
Asbury Automotive Group, Inc.	ABG	99.49	80.6%	1,925	3,866	5.1%	5.3x	10.4x	10.5x	11.8x	4.0%
Sonic Automotive, Inc.	SAH	28.10	79.4%	1,196	3,798	4.1%	6.1x	8.5x	8.9x	12.6x	(11.6%)
AutoCanada Inc.	ACQ	9.35	80.0%	256	1,288	2.6%	15.1x	NM	18.7x	16.9x	(9.1%)
					Mean	4.4%	8.6x	11.6x	13.9x	14.5x	
					Mean	12.2%	6.0x	19.9x	12.4x	13.2x	Avg. $\Delta$
					Median	9.9%	4.5x	19.3x	11.6x	12.7x	0.87%



# **European OEM Market**

		Price	% of	Market Cap	Total	LTM EBITDA Margin	Total Debt / EBITDA		TEV / EE	BITDA	Weekly Stock Price Performance	
ompany	Ticker	as of 2/21/2020	52-Wk High		Enterprise Value			LTM - P/E	LTM	2019		
ehicle Manufacturers												
olkswagen AG	VOW	\$ 180.34	88.4%	\$ 91,086	\$ 264,756	10.8%	7.6x	6.2x	9.1x	6.6x	(2.4%)	
aimler AG	DAI	46.27	71.0%	49,500	197,783	6.9%	13.7x	18.6x	14.9x	14.3x	(0.9%)	
MW AG	BMW	69.92	82.5%	45,293	153,956	11.0%	10.6x	NM	12.8x	10.6x	(2.2%)	
enault SA	RNO	34.42	49.4%	9,309	56,505	9.2%	11.5x	NM	9.8x	9.2x	(8.0%)	
at Chrysler Automobiles N.V.	FCA	13.12	81.1%	20,569	19,366	8.7%	1.6x	3.0x	1.9x	1.4x	(1.3%)	
Peugeot S.A.	UG	20.79	70.7%	18,605	13,882	10.7%	1.3x	5.4x	1.6x	1.4x	(1.0%)	
					Mean	9.5%	7.7x	8.3x	8.3x	7.3x	-	
<u>uppliers</u>											]	
ontinental AG	CON	\$ 121.38	71.0%	\$ 24,307	\$ 30,843	9.1%	1.9x	NM	7.0x	4.9x	0.9%	
ichelin SCA	ML	119.00	91.7%	21,250	27,157	18.4%	1.6x	11.0x	5.5x	5.1x	0.9%	
aleo SA	FR	28.50	70.9%	6,813	11,175	9.8%	2.6x	19.4x	5.2x	4.1x	(3.4%)	
aurecia S.E.	EO	48.82	84.8%	6,682	9,781	9.8%	2.8x	10.1x	5.0x	3.9x	4.7%	
utoliv, Inc.	ALV	73.57	84.6%	6,419	8,239	13.1%	2.0x	13.9x	7.4x	7.4x	(4.8%)	
astic Omnium SA	POM	24.86	78.1%	3,635	4,642	8.6%	2.8x	12.6x	5.6x	4.6x	(1.6%)	
rembo S.p.A.	BRE	11.26	87.3%	3,663	4,169	17.8%	1.5x	14.5x	7.7x	7.3x	(0.2%)	
EONI AG	LEO	12.87	47.4%	421	1,718	NM	NM	NM	NM	NM	9.4%	
ringKlinger AG	ZIL2	7.44	72.5%	475	1,257	6.7%	6.8x	NM	9.9x	6.2x	0.2%	
rammer AG	GMM	33.02	77.0%	403	861	7.9%	3.2x	10.1x	4.9x	4.7x	(0.3%)	
ongsberg Automotive ASA	KOA	0.54	58.7%	240	623	8.2%	4.0x	7.5x	6.0x	NM	(3.4%)	
ogefi S.p.A.	SO	1.40	71.9%	165	551	10.3%	2.9x	NM	3.1x	2.8x	(1.0%)	
olytec Holding AG	PYT	8.14	70.0%	179	365	8.9%	3.7x	7.7x	6.0x	4.7x	(3.4%)	
					Mean	10.7%	3.0x	12.4x	6.1x	5.1x		
					Mean	10.3%	4.6x	10.8x	6.8x	5.8x	Avg. $\Delta$	
					Median	9.5%	2.8x	10.0x	6.0x	4.9x	(0.81%)	



# MOTOR WEEKLY

# **Asian OEM Market**

amaany		as of						LTM P/E			Weekly Stock Price	
ompany	Ticker	2/21/2020	High	52-Wk Market High Cap	Enterprise Value	EBITDA Margin	Debt / EBITDA		LTM	2019	Performance	
/ehicle Manufacturers			, i			, i						
Toyota Motor Corporation	7203	\$ 70.16	97.6%	\$ 194,588	\$ 337,425	13.9%	5.0x	8.8x	8.6x	9.4x	(0.3%)	
Honda Motor Co., Ltd.	7267	27.21	93.2%	47,399	93,760	8.1%	5.8x	11.0x	8.1x	7.7x	0.9%	
lissan Motor Co., Ltd.	7201	4.51	52.0%	17,661	79,305	4.0%	18.7x	46.0x	20.3x	17.9x	(3.6%)	
lyundai Motor Company	A005380	105.92	89.2%	22,807	73,609	5.2%	15.0x	16.4x	16.4x	11.4x	(6.1%)	
BYD Company Limited	1211	6.86	88.9%	23,687	34,223	12.6%	4.7x	51.4x	14.4x	15.4x	19	
Suzuki Motor Corporation	7269	43.29	82.7%	21,009	21,088	10.9%	1.0x	19.0x	5.7x	5.7x	(5.7%)	
Mahindra & Mahindra Limited	500520	7.31	74.3%	7,941	18,828	12.4%	4.6x	26.7x	10.7x	21.0x	(0.1%)	
Seely Automobile Holdings Ltd.	175	1.94	78.9%	17,846	16,375	11.0%	0.3x	12.3x	10.2x	8.9x	4.0%	
(ia Motors Corporation	A000270	33.14	85.4%	13,287	11,387	7.0%	1.7x	10.1x	3.5x	3.2x	(5.8%)	
Oongfeng Motor Group Co.	489	0.86	75.8%	7,380	9,815	0.7%	49.0x	3.8x	NM	21.9x	4.4%	
suzu Motors Limited	7202	10.20	69.7%	7,524	9,535	10.7%	1.5x	9.4x	4.7x	4.8x	(1.6%)	
amaha Motor Co., Ltd.	7272	17.30	77.1%	6,042	8,611	9.9%	2.2x	8.7x	5.7x	5.5x	(2.8%)	
lazda Motor Corporation	7261	8.03	65.5%	5,058	6,062	4.2%	4.4x	9.3x	4.5x	4.3x	(0.8%)	
IIO Limited	NIO	4.08	38.3%	4,295	5,795	4.2 % NM	NM	NM	NM	NM	8.2%	
Mitsubishi Motors Co.	7211	3.62	62.2%	5,383	4,432	4.2%	2.5x	11.3x	4.8x	3.9x	(3.9%)	
Faw Car Co., Ltd.	000800	1.47	78.7%	2,397	2,385	0.2%	8.3x	NM	NM	NM	(3.9%)	
aw Cai Co., Liu.	000800	1.47	10.170	2,391	2,363	0.276	0.31	INIVI	INIVI	INIVI	0.9%	
					Mean	7.7%	8.3x	17.4x	9.0x	10.1x	+	
uppliers					Weari	7.1 /0	0.51	17.44	3.01	10.12	+	
ENSO Corporation	6902	\$ 39.86	85.2%	\$ 30,885	\$ 30,338	10.4%	0.9x	16.9x	6.0x	5.6x	(2.4%)	
ridgestone Corporation	A012330	35.40	83.5%	24,923	25,574	15.8%	1.1x	9.5x	5.0x	5.0x	(0.1%)	
isin Seiki Co., Ltd.	7259	35.40	79.8%	9,506	17,350	9.5%	2.0x	14.0x	5.0x 5.1x	4.4x	4.5%	
GC Inc.	7259 5201	31.07	79.8% 84.0%	6,883	13,646	14.4%	3.4x	14.0x 16.9x	6.8x	4.4x 6.1x	(2.6%)	
lyundai Mobis Co.,Ltd	5108	189.08	85.1%	17,902	11,170	8.3%	1.0x	10.9x	4.3x	4.1x	(5.6%)	
SK Ltd.											· · · · · ·	
	6471	8.07	74.6%	4,131	5,792	10.0%	3.4x	17.8x	7.2x	6.7x	(3.6%)	
TEKT Corporation	6473	10.35	76.3%	3,550	5,329	8.2%	2.6x	65.2x	4.8x	5.2x	(3.3%)	
oito Manufacturing Co., Ltd.	7276	41.54	66.6%	6,677	4,785	15.2%	0.2x	11.1x	4.1x	4.2x	(4.4%)	
TN Corporation	6472	2.61	75.6%	1,384	4,111	7.2%	7.6x	NM	9.1x	8.7x	(4.3%)	
tanley Electric Co., Ltd.	6923	25.97	84.0%	4,204	3,458	19.2%	0.2x	13.7x	4.8x	4.8x	(2.5%)	
oyoda Gosei Co., Ltd.	7282	22.70	89.6%	2,938	3,374	6.7%	2.4x	17.7x	6.5x	6.3x	0.1%	
oyota Boshoku Corporation	3116	14.58	86.6%	2,723	2,657	6.6%	1.3x	10.5x	3.1x	3.2x	(1.3%)	
IHK Spring Co., Ltd.	5991	8.10	83.5%	1,921	1,889	6.2%	1.5x	NM	5.0x	4.4x	(3.8%)	
SHOWA Corporation	7274	20.47	97.6%	1,555	1,343	13.3%	0.2x	10.0x	4.0x	NM	(1.8%)	
okai Rika Co., Ltd.	6995	16.20	79.5%	1,479	1,062	9.4%	0.2x	7.9x	2.4x	2.4x	(4.1%)	
anden Holdings Corporation	6444	5.73	67.9%	159	951	4.5%	11.3x	NM	9.7x	NM	(0.6%)	
S TECH Co., Ltd.	7313	27.80	84.3%	1,890	837	12.1%	0.0x	9.6x	1.9x	2.0x	(2.8%)	
alla Holdings Corp.	A060980	30.37	74.6%	318	755	8.3%	10.5x	NM	13.9x	9.0x	(10.0%)	
-Tech Inc.	7212	6.71	74.8%	125	612	7.4%	3.0x	NM	4.0x	NM	1.4%	
kebono Brake Industry Co., Ltd.	7238	2.10	83.3%	281	541	4.8%	5.7x	2.3x	5.9x	NM	(1.3%)	
GA Group Co.	600303	0.50	59.7%	337	394	6.3%	5.9x	NM	16.5x	NM	10.4%	
utaba Corporation	TSE:6986	10.43	63.4%	442	142	4.0%	0.3x	NM	6.3x	NM	(7.3%)	
China Automotive Systems, Inc.	CAAS	2.15	43.0%	68	77	3.2%	5.2x	13.4x	5.5x	2.9x	(10.8%)	
					Mean	9.2%	3.0x	15.4x	6.2x	5.0x		
					March	.0.50	F.0-	400	7.0	7.0	A	
					Mean	8.5%	5.2x	16.3x	7.2x	7.3x	Avg. ∆	



# **Commercial Vehicle Market**

		Price as of	% of 52-Wk	Morket	Total Enterprise	LTM EBITDA	Total Debt /	LTM -	TEV / EE	BITDA	Weekly Stock Price	
Company	Ticker	2/21/2020	High	Market Cap	Value	Margin	EBITDA	P/E	LTM	2019	Performance	
Commerical Vehicle Manufacture	ers											
Daimler AG	DAI	\$ 46.27	71.0%	\$ 49,500	\$ 197,783	6.9%	13.7x	18.6x	14.9x	14.3x	(0.9%)	
AB Volvo (publ)	VOLV-B	17.56	97.5%	35,694	45,893	13.0%	2.8x	9.3x	7.6x	6.7x	(1.6%)	
PACCAR Inc	PCAR	75.36	90.3%	26,101	32,224	13.7%	3.2x	11.0x	9.2x	10.6x	0.8%	
suzu Motors Limited	7202	10.20	69.7%	7,524	9,535	NM	NM	9.4x	4.7x	4.8x	(1.6%)	
MAN SE	MAN	44.06	44.9%	6,489	9,408	5.5%	5.7x	8.1x	12.1x	4.4x	(2.1%)	
Navistar International Corporation	NAV	37.36	94.5%	3,708	7,573	7.1%	6.5x	16.8x	9.5x	9.7x	0.2%	
					Mean	9.2%	6.4x	12.2x	9.7x	8.4x	-	
ff-Highway, Specialty Vehicles	and Trailers										]	
aterpillar Inc.	CAT	\$ 137.21	91.1%	\$ 75,477	\$ 106,535	19.9%	3.6x	12.8x	10.0x	10.7x	(0.6%)	
eere & Company	DE	177.43	97.5%	55,856	97,907	15.7%	7.4x	17.3x	16.0x	18.8x	5.6%	
Shkosh Corporation	OSK	84.69	88.6%	5,785	6,514	10.3%	1.2x	10.8x	7.6x	7.5x	0.7%	
hor Industries, Inc.	THO	85.98	96.1%	4,746	6,362	7.3%	3.0x	27.5x	10.6x	9.6x	(0.8%)	
/innebago Industries, Inc.	WGO	61.27	96.6%	2,064	2,462	8.8%	2.7x	18.8x	13.4x	13.6x	2.0%	
Vabash National Corporation	WNC	12.44	74.5%	665	981	8.0%	2.5x	7.7x	5.3x	5.2x	(0.2%)	
partan Motors, Inc.	SPAR	18.51	89.4%	643	791	3.2%	5.1x	38.2x	24.7x	15.1x	(8.4%)	
lue Bird Corporation	BLBD	19.35	80.7%	519	733	6.3%	3.5x	20.9x	11.5x	9.1x	(2.9%)	
					Mean	9.9%	3.6x	19.0x	12.4x	11.2x	j	
ommercial Vehicle and Off-High	hway Supplie	ers										
aton Corporation plc	ETN	\$ 104.93	99.2%	\$ 43,378	\$ 51,491	17.5%	2.3x	20.0x	13.7x	13.1x	1.3%	
gersoll-Rand Plc	IR	145.64	99.2%	34,721	39,602	15.4%	2.4x	25.2x	15.5x	15.0x	(0.6%)	
Cummins Inc.	CMI	167.46	89.7%	25,164	27,520	13.8%	0.9x	11.6x	8.5x	7.4x	0.4%	
Vabtec Corporation	WAB	78.50	96.0%	15,047	18,814	13.7%	3.9x	42.7x	16.7x	12.0x	1.9%	
Illison Transmission Holdings, Inc.	ALSN	44.55	84.6%	5,312	7,638	39.2%	2.4x	9.1x	7.2x	7.2x	0.7%	
VABCO Holdings Inc.	WBC	135.96	92.7%	6,969	7,036	13.2%	2.1x	28.4x	15.6x	13.5x	(0.0%)	
ana Incorporated	DAN	17.32	82.6%	2,493	4,851	10.9%	2.8x	11.1x	5.2x	4.8x	(1.4%)	
CI Industries	LCII	112.60	96.6%	2,818	3,515	11.6%	2.7x	19.3x	12.8x	13.0x	0.9%	
leritor, Inc.	MTOR	25.68	94.5%	1,898	2,979	10.2%	2.7x	9.1x	6.9x	6.0x	0.3%	
ouglas Dynamics, Inc.	PLOW	52.31	92.0%	1,192	1,540	18.5%	3.4x	23.4x	14.8x	14.3x	(3.3%)	
lodine Manufacturing Company	MOD	8.82	52.9%	448	929	6.8%	3.7x	41.9x	6.7x	5.1x	2.3%	
Stoneridge, Inc.	SRI	29.62	86.0%	812	889	10.9%	1.4x	12.5x	9.5x	10.2x	(0.7%)	
AF-Holland S.A.	DB:SFQ	6.85	54.0%	314	623	8.2%	3.7x	11.6x	5.3x	5.9x	(5.6%)	
aldex AB (publ)	HLDX	5.56	73.7%	246	340	7.0%	3.3x	NM	8.8x	7.7x	2.6%	
commercial Vehicle Group, Inc.	CVGI	4.96	50.8%	155	302	7.9%	2.5x	4.3x	4.1x	3.9x	3.1%	
					Mean	13.6%	2.7x	19.3x	10.1x	9.3x		
					Mean	11.8%	3.6x	17.8x	10.6x	9.6x	Avg. $\Delta$	
					Median	10.6%	2.9x	14.8x	9.5x	9.6x	0.11%	



Justin E. Mirro
Founder
Kensington Capital Partners LLC
jmirro@kensington-cap.com
646.382.5153
www.TheMotorWeekly.com



The Motor Weekly® is interested to share the views and perspectives from its readership

Please contact us at <u>www.kensington-cap.com</u> to inquire about having your company's message delivered to over 10,000 accounts each month

Scan here to download the most recent newsletter

