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## 3-Month Price Performance



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


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

[^0]Suppliers' Index (S-Index)
Last Six Months

——S\&P 500
-Suppliers (Global)

- 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.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$2 / 21 / 2020$ | $\begin{gathered} \text { \% of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | LTM | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Value |  |  | P/E | LTM | 2019 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 901.00 | 93.0\% | \$ 165,776 | \$ 175,697 | 8.9\% | $6.7 x$ | NM | NM | NM | 12.6\% |
| General Motors Company | GM | 34.65 | 82.7\% | 49,515 | 48,022 | 9.3\% | $8.2 x$ | 7.6x | 3.8x | 2.3x | (0.3\%) |
| Ford Motor Company | F | 7.89 | 74.7\% | 31,283 | 22,713 | 8.1\% | $1.3 x$ | NM | 2.0x | 2.2x | (2.6\%) |
| Fiat Chrysler Automobiles N.V. | FCA | 13.12 | 81.1\% | 20,569 | 19,366 | 8.7\% | 1.6 x | 3.0x | 1.9x | 1.4 x | (1.3\%) |
|  |  |  |  |  | Mean | 8.8\% | 4.4x | 5.3x | 2.6x | 2.0x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 90.07 | 90.9\% | \$ 22,994 | \$ 27,561 | 14.7\% | 2.3x | 23.4x | 13.0x | 12.2x | 2.0\% |
| BorgWarner Inc. | BWA | 33.98 | 72.9\% | 7,014 | 8,365 | 16.2\% | 1.2 x | 9.4 x | 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\%) |
| Gentex Corporation | GNTX | 30.59 | 97.8\% | 7,738 | 7,302 | 32.0\% | 0.0x | 18.4x | 12.3x | 12.3x | 0.6\% |
| Visteon Corporation | VC | 76.05 | 71.8\% | 2,131 | 2,334 | 6.8\% | 2.8x | 30.6x | 11.6x | 9.8 x | (9.1\%) |
| Gentherm 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 | 9.5 x | 10.2x | (0.7\%) |
|  |  |  |  |  | Mean | 15.5\% | 1.5x | 21.6x | 10.1x | 9.9x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 51.64 | 89.6\% | \$ 15,659 | \$ 19,603 | 9.4\% | 1.3x | $9.2 x$ | 5.3x | 5.1x | 0.7\% |
| Lear Corporation | LEA | 119.31 | 75.0\% | 7,215 | 8,843 | 8.9\% | 1.6 x | 9.4 x | 5.0x | 4.9x | (2.8\%) |
| Goodyear Tire \& Rubber Co. | GT | 10.85 | 52.4\% | 2,523 | 8,339 | 10.1\% | 4.4 x | NM | 5.6x | 5.1x | (2.3\%) |
| Tenneco Inc. | TEN | 10.63 | 28.5\% | 860 | 6,242 | 6.3\% | 5.1x | NM | 5.7x | 4.4x | 1.5\% |
| Adient plc | ADNT | 26.97 | 92.1\% | 2,530 | 6,064 | 9.4\% | 8.1x | NM | 11.9x | 7.4 x | (2.5\%) |
| Dana Incorporated | DAN | 17.32 | 82.6\% | 2,493 | 4,851 | 10.9\% | 2.8 x | 11.1x | 5.2 x | 4.8 x | (1.4\%) |
| American Axle \& Mfg. | AXL | 8.00 | 47.0\% | 900 | 4,163 | 14.8\% | 3.9x | NM | 4.3 x | 4.3 x | (8.8\%) |
| Linamar Corporation | LNR | 31.12 | 76.7\% | 2,030 | 3,501 | 14.4\% | 2.2 x | 5.4x | 4.3 x | 4.3 x | (3.4\%) |
| Delphi Technologies PLC | DLPH | 15.00 | 55.9\% | 1,291 | 2,850 | 10.5\% | 3.5 x | 78.9x | 6.3 x | 5.4x | (0.8\%) |
| TI Fluid Systems plc | TIFS | 3.01 | 82.4\% | 1,568 | 2,760 | 10.8\% | 3.5 x | 11.4x | $6.6 x$ | 5.3x | (1.5\%) |
| Nexteer Automotive Group | 1316 | 0.83 | 49.8\% | 2,074 | 1,932 | 12.4\% | 0.9x | 6.9 x | 4.2 x | 3.6x | (6.5\%) |
| Martinrea International Inc. | MRE | 9.62 | 86.2\% | 772 | 1,455 | 12.0\% | 2.2 x | $6.4 x$ | 4.1 x | 3.8 x | (3.3\%) |
| Cooper-Standard Holdings Inc. | CPS | 20.56 | 32.2\% | 346 | 937 | 7.0\% | 3.9x | 3.4 x | 4.1x | 3.6x | (13.6\%) |
| Modine Manufacturing Company | MOD | 8.82 | 52.9\% | 448 | 929 | 6.8\% | 3.7 x | 41.9x | $6.7 x$ | 5.1x | 2.3\% |
| Superior Industries | SUP | 3.10 | 42.5\% | 78 | 836 | 11.9\% | 3.8x | NM | $4.9 x$ | 5.0x | 1.6\% |
| Shiloh Industries, Inc. | SHLO | 3.37 | 49.8\% | 82 | 319 | 5.9\% | 4.0x | NM | 5.1x | 4.3x | 1.5\% |
| STRATTEC Security Corp. | STRT | 24.83 | 79.2\% | 93 | 145 | 4.9\% | 1.5 x | 58.8x | 6.1 x | 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 | Avg. $\Delta$ |
|  |  |  |  |  | Median | 10.3\% | 2.5x | 11.3x | 5.3x | 5.0x | (1.71\%) |

## North American Aftermarket

(\$ in millions, except price per share)


## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 2 / 21 / 2020 \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | 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 | 2019 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | vow | \$ 180.34 | 88.4\% | \$ 91,086 | \$ 264,756 | 10.8\% | 7.6x | 6.2x | 9.1 x | 6.6x | (2.4\%) |
| Daimler AG | DAI | 46.27 | 71.0\% | 49,500 | 197,783 | 6.9\% | 13.7x | 18.6x | 14.9x | 14.3x | (0.9\%) |
| BMW AG | BMW | 69.92 | 82.5\% | 45,293 | 153,956 | 11.0\% | 10.6x | NM | 12.8x | 10.6x | (2.2\%) |
| Renault SA | RNO | 34.42 | 49.4\% | 9,309 | 56,505 | 9.2\% | 11.5x | NM | 9.8x | 9.2 x | (8.0\%) |
| Fiat Chrysler Automobiles N.V. | FCA | 13.12 | 81.1\% | 20,569 | 19,366 | 8.7\% | 1.6x | 3.0x | 1.9x | 1.4 x | (1.3\%) |
| Peugeot S.A. | UG | 20.79 | 70.7\% | 18,605 | 13,882 | 10.7\% | 1.3x | 5.4 x | 1.6x | 1.4 x | (1.0\%) |
|  |  |  |  |  | Mean | 9.5\% | 7.7x | 8.3x | 8.3x | 7.3x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Continental AG | CON | \$ 121.38 | 71.0\% | \$ 24,307 | \$ 30,843 | 9.1\% | 1.9x | NM | 7.0x | 4.9x | 0.9\% |
| Michelin SCA | ML | 119.00 | 91.7\% | 21,250 | 27,157 | 18.4\% | 1.6x | 11.0x | 5.5x | 5.1x | 0.9\% |
| Valeo SA | FR | 28.50 | 70.9\% | 6,813 | 11,175 | 9.8\% | 2.6 x | 19.4x | 5.2x | 4.1x | (3.4\%) |
| Faurecia S.E. | EO | 48.82 | 84.8\% | 6,682 | 9,781 | 9.8\% | 2.8x | 10.1x | 5.0x | 3.9x | 4.7\% |
| Autoliv, Inc. | ALV | 73.57 | 84.6\% | 6,419 | 8,239 | 13.1\% | 2.0x | 13.9x | 7.4x | $7.4 x$ | (4.8\%) |
| Plastic Omnium SA | POM | 24.86 | 78.1\% | 3,635 | 4,642 | 8.6\% | 2.8x | 12.6x | 5.6x | 4.6x | (1.6\%) |
| Brembo S.p.A. | BRE | 11.26 | 87.3\% | 3,663 | 4,169 | 17.8\% | 1.5x | 14.5x | 7.7x | 7.3x | (0.2\%) |
| LEONI AG | LEO | 12.87 | 47.4\% | 421 | 1,718 | NM | NM | NM | NM | NM | 9.4\% |
| ElringKlinger AG | ZIL2 | 7.44 | 72.5\% | 475 | 1,257 | 6.7\% | 6.8 x | NM | 9.9x | 6.2 x | 0.2\% |
| Grammer AG | GMM | 33.02 | 77.0\% | 403 | 861 | 7.9\% | 3.2 x | 10.1x | 4.9x | 4.7x | (0.3\%) |
| Kongsberg Automotive ASA | KOA | 0.54 | 58.7\% | 240 | 623 | 8.2\% | 4.0x | 7.5x | 6.0x | NM | (3.4\%) |
| Sogefi S.p.A. | SO | 1.40 | 71.9\% | 165 | 551 | 10.3\% | 2.9x | NM | 3.1 x | 2.8 x | (1.0\%) |
| Polytec Holding AG | PYT | 8.14 | 70.0\% | 179 | 365 | 8.9\% | 3.7 x | 7.7x | 6.0x | 4.7 x | (3.4\%) |
|  |  |  |  |  | Mean | 10.7\% | 3.0x | 12.4x | 6.1 x | 5.1x |  |
|  |  |  |  |  | Mean Median | 10.3\% 9.5\% | 4.6x 2.8x | 10.8 x 10.1 x | 6.8 x 6.0 x | 5.8x 4.9 x | Avg. $\Delta$ (0.81\%) |

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 2 / 21 / 2020 \\ \hline \end{gathered}$ | $\begin{gathered} \text { \% of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Value |  |  |  | LTM | 2019 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 70.16 | 97.6\% | \$ 194,588 | \$ 337,425 | 13.9\% | 5.0x | 8.8 x | 8.6 x | 9.4 x | (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\% |
| Nissan Motor Co., Ltd. | 7201 | 4.51 | 52.0\% | 17,661 | 79,305 | 4.0\% | 18.7x | 46.0x | 20.3 x | 17.9x | (3.6\%) |
| Hyundai 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 | 19.8\% |
| 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\%) |
| Geely Automobile Holdings Ltd. | 175 | 1.94 | 78.9\% | 17,846 | 16,375 | 11.0\% | 0.3x | 12.3x | 10.2x | 8.9 x | 4.0\% |
| Kia Motors Corporation | A000270 | 33.14 | 85.4\% | 13,287 | 11,387 | 7.0\% | 1.7x | 10.1x | 3.5 x | 3.2x | (5.8\%) |
| Dongfeng Motor Group Co. | 489 | 0.86 | 75.8\% | 7,380 | 9,815 | 0.7\% | 49.0x | 3.8 x | NM | 21.9x | 4.4\% |
| Isuzu Motors Limited | 7202 | 10.20 | 69.7\% | 7,524 | 9,535 | 10.7\% | 1.5 x | 9.4 x | 4.7x | 4.8x | (1.6\%) |
| Yamaha Motor Co., Ltd. | 7272 | 17.30 | 77.1\% | 6,042 | 8,611 | 9.9\% | 2.2 x | 8.7 x | 5.7x | 5.5x | (2.8\%) |
| Mazda Motor Corporation | 7261 | 8.03 | 65.5\% | 5,058 | 6,062 | 4.2\% | 4.4x | 9.3 x | 4.5x | 4.3x | (0.8\%) |
| NIO Limited | NIO | 4.08 | 38.3\% | 4,295 | 5,795 | NM | NM | NM | NM | NM | 8.2\% |
| Mitsubishi Motors Co. | 7211 | 3.62 | 62.2\% | 5,383 | 4,432 | 4.2\% | 2.5 x | 11.3x | 4.8x | 3.9x | (3.9\%) |
| Faw Car Co., Ltd. | 000800 | 1.47 | 78.7\% | 2,397 | 2,385 | 0.2\% | 8.3 x | NM | NM | NM | 0.9\% |
|  |  |  |  |  | Mean | 7.7\% | 8.3x | 17.4x | 9.0x | 10.1x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 39.86 | 85.2\% | \$ 30,885 | \$ 30,338 | 10.4\% | 0.9x | 16.9x | $6.0 x$ | 5.6x | (2.4\%) |
| Bridgestone Corporation | A012330 | 35.40 | 83.5\% | 24,923 | 25,574 | 15.8\% | 1.1x | 9.5x | 5.0x | 5.0x | (0.1\%) |
| Aisin Seiki Co., Ltd. | 7259 | 35.27 | 79.8\% | 9,506 | 17,350 | 9.5\% | 2.0x | 14.0x | 5.1x | 4.4 x | 4.5\% |
| AGC Inc. | 5201 | 31.07 | 84.0\% | 6,883 | 13,646 | 14.4\% | 3.4 x | 16.9x | 6.8 x | 6.1 x | (2.6\%) |
| Hyundai Mobis Co.,Ltd | 5108 | 189.08 | 85.1\% | 17,902 | 11,170 | 8.3\% | 1.0x | 10.1x | 4.3 x | 4.1 x | (5.6\%) |
| NSK Ltd. | 6471 | 8.07 | 74.6\% | 4,131 | 5,792 | 10.0\% | 3.4 x | 17.8x | 7.2 x | 6.7 x | (3.6\%) |
| JTEKT Corporation | 6473 | 10.35 | 76.3\% | 3,550 | 5,329 | 8.2\% | 2.6x | 65.2x | 4.8 x | 5.2 x | (3.3\%) |
| Koito Manufacturing Co., Ltd. | 7276 | 41.54 | 66.6\% | 6,677 | 4,785 | 15.2\% | 0.2x | 11.1x | 4.1x | 4.2 x | (4.4\%) |
| NTN Corporation | 6472 | 2.61 | 75.6\% | 1,384 | 4,111 | 7.2\% | 7.6x | NM | 9.1 x | 8.7 x | (4.3\%) |
| Stanley Electric Co., Ltd. | 6923 | 25.97 | 84.0\% | 4,204 | 3,458 | 19.2\% | 0.2x | 13.7x | 4.8x | 4.8 x | (2.5\%) |
| Toyoda Gosei Co., Ltd. | 7282 | 22.70 | 89.6\% | 2,938 | 3,374 | 6.7\% | 2.4 x | 17.7x | 6.5 x | 6.3 x | 0.1\% |
| Toyota Boshoku Corporation | 3116 | 14.58 | 86.6\% | 2,723 | 2,657 | 6.6\% | 1.3 x | 10.5x | 3.1 x | 3.2 x | (1.3\%) |
| NHK Spring Co., Ltd. | 5991 | 8.10 | 83.5\% | 1,921 | 1,889 | 6.2\% | 1.5 x | NM | 5.0x | 4.4 x | (3.8\%) |
| SHOWA Corporation | 7274 | 20.47 | 97.6\% | 1,555 | 1,343 | 13.3\% | 0.2x | 10.0x | 4.0x | NM | (1.8\%) |
| Tokai Rika Co., Ltd. | 6995 | 16.20 | 79.5\% | 1,479 | 1,062 | 9.4\% | 0.2x | 7.9x | 2.4 x | 2.4 x | (4.1\%) |
| Sanden Holdings Corporation | 6444 | 5.73 | 67.9\% | 159 | 951 | 4.5\% | 11.3x | NM | 9.7 x | NM | (0.6\%) |
| TS TECH Co., Ltd. | 7313 | 27.80 | 84.3\% | 1,890 | 837 | 12.1\% | 0.0x | 9.6x | 1.9x | 2.0x | (2.8\%) |
| Halla Holdings Corp. | A060980 | 30.37 | 74.6\% | 318 | 755 | 8.3\% | 10.5x | NM | 13.9x | 9.0x | (10.0\%) |
| F-Tech Inc. | 7212 | 6.71 | 74.8\% | 125 | 612 | 7.4\% | 3.0x | NM | 4.0x | NM | 1.4\% |
| Akebono Brake Industry Co., Ltd. | 7238 | 2.10 | 83.3\% | 281 | 541 | 4.8\% | 5.7x | 2.3 x | 5.9x | NM | (1.3\%) |
| SGA Group Co. | 600303 | 0.50 | 59.7\% | 337 | 394 | 6.3\% | 5.9x | NM | 16.5x | NM | 10.4\% |
| Futaba Corporation | TSE:6986 | 10.43 | 63.4\% | 442 | 142 | 4.0\% | $0.3 x$ | NM | 6.3 x | NM | (7.3\%) |
| China Automotive Systems, Inc. | CAAS | 2.15 | 43.0\% | 68 | 77 | 3.2\% | $5.2 x$ | 13.4x | 5.5 x | 2.9x | (10.8\%) |
|  |  |  |  |  | Mean | 9.2\% | 3.0x | 15.4x | 6.2x | 5.0x |  |
|  |  |  |  |  | Mean | 8.5\% | 5.2x | 16.3x | 7.2x | 7.3x | Avg. $\triangle$ |
|  |  |  |  |  | Median | 8.2\% | 2.6x | 11.1x | 5.7x | 5.3x |  |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 2 / 21 / 2020 \end{gathered}$ | $\begin{gathered} \begin{array}{c} \% \text { of } \\ 52-W k \\ \text { High } \end{array} \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBTTDA } \\ & \text { Marain } \end{aligned}$ |  | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2019 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| 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\% | 2.8 x | 9.3 x | 7.6x | 6.7 x | (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\% |
| Isuzu Motors Limited | 7202 | 10.20 | 69.7\% | 7,524 | 9,535 | NM | NM | 9.4 x | 4.7 x | 4.8x | (1.6\%) |
| MAN SE | MAN | 44.06 | 44.9\% | 6,489 | 9,408 | 5.5\% | 5.7x | 8.1x | 12.1x | 4.4 x | (2.1\%) |
| Navistar International Corporation | NAV | 37.36 | 94.5\% | 3,708 | 7,573 | 7.1\% | 6.5 x | 16.8x | 9.5 x | 9.7 x | 0.2\% |
|  |  |  |  |  | Mean | 9.2\% | 6.4 x | 12.2x | 9.7 x | 8.4 x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Caterpillar Inc. | CAT | \$ 137.21 | 91.1\% | \$ 75,477 | \$ 106,535 | 19.9\% | 3.6x | 12.8x | 10.0x | 10.7x | (0.6\%) |
| Deere \& Company | DE | 177.43 | 97.5\% | 55,856 | 97,907 | 15.7\% | 7.4x | 17.3x | 16.0x | 18.8x | 5.6\% |
| Oshkosh Corporation | OSK | 84.69 | 88.6\% | 5,785 | 6,514 | 10.3\% | 1.2 x | 10.8x | 7.6x | 7.5 x | 0.7\% |
| Thor Industries, Inc. | THO | 85.98 | 96.1\% | 4,746 | 6,362 | 7.3\% | 3.0x | 27.5x | 10.6x | 9.6 x | (0.8\%) |
| Winnebago Industries, Inc. | WGO | 61.27 | 96.6\% | 2,064 | 2,462 | 8.8\% | 2.7x | 18.8x | 13.4x | 13.6x | 2.0\% |
| Wabash National Corporation | WNC | 12.44 | 74.5\% | 665 | 981 | 8.0\% | 2.5 x | 7.7x | 5.3x | 5.2x | (0.2\%) |
| Spartan Motors, Inc. | SPAR | 18.51 | 89.4\% | 643 | 791 | 3.2\% | 5.1x | 38.2x | 24.7x | 15.1x | (8.4\%) |
| Blue Bird Corporation | BLBD | 19.35 | 80.7\% | 519 | 733 | 6.3\% | 3.5 x | 20.9x | 11.5x | 9.1 x | (2.9\%) |
|  |  |  |  |  | Mean | 9.9\% | 3.6x | 19.0x | 12.4x | 11.2x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 104.93 | 99.2\% | \$ 43,378 | \$ 51,491 | 17.5\% | 2.3x | 20.0x | 13.7x | 13.1x | 1.3\% |
| Ingersoll-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 | 8.5 x | 7.4x | 0.4\% |
| Wabtec Corporation | WAB | 78.50 | 96.0\% | 15,047 | 18,814 | 13.7\% | 3.9x | 42.7x | 16.7x | 12.0x | 1.9\% |
| Allison Transmission Holdings, Inc. | ALSN | 44.55 | 84.6\% | 5,312 | 7,638 | 39.2\% | 2.4x | 9.1x | 7.2x | 7.2x | 0.7\% |
| WABCO Holdings Inc. | WBC | 135.96 | 92.7\% | 6,969 | 7,036 | 13.2\% | 2.1x | 28.4x | 15.6x | 13.5x | (0.0\%) |
| Dana Incorporated | DAN | 17.32 | 82.6\% | 2,493 | 4,851 | 10.9\% | 2.8 x | 11.1x | 5.2 x | 4.8x | (1.4\%) |
| LCI Industries | LCII | 112.60 | 96.6\% | 2,818 | 3,515 | 11.6\% | 2.7x | 19.3x | 12.8x | 13.0x | 0.9\% |
| Meritor, Inc. | MTOR | 25.68 | 94.5\% | 1,898 | 2,979 | 10.2\% | 2.7 x | 9.1x | $6.9 x$ | 6.0x | 0.3\% |
| Douglas Dynamics, Inc. | PLOW | 52.31 | 92.0\% | 1,192 | 1,540 | 18.5\% | 3.4 x | 23.4x | 14.8x | 14.3x | (3.3\%) |
| Modine Manufacturing Company | MOD | 8.82 | 52.9\% | 448 | 929 | 6.8\% | 3.7 x | 41.9x | $6.7 x$ | 5.1x | 2.3\% |
| Stoneridge, Inc. | SRI | 29.62 | 86.0\% | 812 | 889 | 10.9\% | 1.4 x | 12.5x | 9.5 x | 10.2x | (0.7\%) |
| SAF-Holland S.A. | DB:SFQ | 6.85 | 54.0\% | 314 | 623 | 8.2\% | 3.7 x | 11.6x | 5.3 x | 5.9x | (5.6\%) |
| Haldex AB (publ) | HLDX | 5.56 | 73.7\% | 246 | 340 | 7.0\% | 3.3 x | NM | 8.8 x | $7.7 x$ | 2.6\% |
| Commercial Vehicle Group, Inc. | CVGI | 4.96 | 50.8\% | 155 | 302 | 7.9\% | 2.5 x | 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 | 9.5 x | 9.6 x | 0.11\% |



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