# THE <br> © <br> manorWEEKLY 

## 3-Month Price Performance



## LTM Trading Multiples (EV / LTM EBITDA)

| SUPPLIER |  |  |
| :--- | :---: | :---: |
| TRADING MULTIPLES |  |  |
|  | $11-20-20$ | 1 Year |
| NA Autos | 10.2 x | 2.8 x |
| EUR Autos | 8.8 x | 1.9 x |
| ASIA Autos | 9.7 x | 2.9 x |
| Heavy Duty | 12.4 x | 4.0 x |
| *Multiples use LTM EBITDA <br> **Source: Capital IQ |  |  |


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


Historical Gas Prices (\$ per gallon)


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

## The Motor Weekly 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

$\longrightarrow S \& P 500$
$\longrightarrow$ Vehicle Manufacturers (Global)

Suppliers' Index (S-Index)
Last Six Months


- November 23 (Automotive News) - General Motors said Monday it is reversing course and will no longer back the Trump administration's effort to bar California from setting its own emissions rules in an ongoing court fight. GM CEO Mary Barra said in a letter to environmental groups it is "immediately withdrawing from the preemption litigation and inviting other automakers to join us." The dramatic rejection of Trump came as GM sought to work with President-elect Joe Biden, who has made boosting electric vehicles a top priority. GM has laid out an ambitious strategy to boost EV sales and last week said it will increase spending on EVs and autonomous vehicles by 35 percent from previous disclosed plans. The announcement reflects corporate America's move to engage quickly with the incoming Democratic administration. Barra said she believes "the ambitious electrification goals of the presidentelect, California, and General Motors are aligned, to address climate change by drastically reducing automobile emissions." "GM's decision reinforces how shortsighted the Trump Administration's efforts to erode American ingenuity and America's defenses against the climate threat truly are," Biden said in a statement. "In addition to advancing our ambitious climate goals, this decision will have a positive ripple effect as our nation strives to outcompete our global competitors, create good-paying union jobs here at home, and reclaim our place as leaders in innovation and manufacturing -- all of which will be priorities in my administration." The White House did not immediately comment. GM shares rose 4 percent to close at $\$ 44.77$ on a day when the company also faced a recall of 7 million vehicles globally with a potential $\$ 1.2$ billion price tag. In October 2019, GM joined Toyota Motor Corp., Fiat Chrysler Automobiles and other automakers in backing the Trump administration in its bid to bar California from setting its own fuel efficiency rules or zero-emission requirements for vehicles. Toyota said in a statement Monday that the company has "long supported year-over-year improvements in fuel economy standards" that provide climate and national energy security benefits but it had backed the Trump administration plan "knowing there was a preponderance of other automakers" aligned. "Given the changing circumstances, we are assessing the situation, but remain committed to our goal of a consistent, unitary set of fuel economy standards applicable in all 50 states," the company said. There was no immediate comment from FCA. California and 22 other states and environmental groups challenged the Trump administration's determination that federal law bars California from setting stiff tailpipe emission standards and zero-emission vehicle mandates. Barra was among corporate and labor leaders that met virtually last week with Biden. Speaking on Monday, Barra said she was "confident that the Biden Administration, California, and the U.S. auto industry, which supports 10.3 million jobs, can collaboratively find the pathway that will deliver an all-electric future." The Trump administration in March finalized a rollback of fuel efficiency standards to require 1.5 percent annual increases in efficiency through 2026, well below the 5 percent yearly boosts in Obama administration rules it discarded. Other automakers, such as Ford Motor Co., Honda Motor Co. and Volkswagen Group, which announced a deal with California in 2019 on emissions requirements that was finalized in August, did not intervene on the administration's side in the California fight. Toyota said Monday that "given the changing circumstances, we are assessing the situation, but remain committed to our goal of a consistent, unitary set of fuel economy standards applicable in all 50 states." Other automakers backing the Trump administration include Hyundai Motor Co., Mazda, Nissan Motor Co., Kia Motors Corp. and Subaru Co. GM had drawn the ire of many California officials and environmental groups. Dan Becker, director of the Safe Climate Transport Campaign, said "GM tried to prevent California from protecting its people from tailpipe pollution. They were wrong. Now the other automakers must follow GM and withdraw support for (President Donald) Trump's attack on clean cars." In September, California Gov. Gavin Newsom said the state planned to ban the sale of new gasoline powered passenger cars and trucks starting in 2035 in a bold move to reduce greenhouse gas emissions. California is the largest U.S. auto market, accounting for about 11 percent of all U.S. vehicle sales, and many states choose to adopt its green vehicle mandates. U.S. Sen. Gary Peters, D-Mich., who won a highly contested race for a second term, praised GM's decision. "It is critical that the American auto industry wins the global race to own the 21st century car market," he said in a statement. "Today's announcement from General Motors is a welcome step towards ensuring that - working together - we can meaningfully address climate change while putting our auto industry on a path to success."
- November 18 (Reuters) - British electric van startup Arrival has agreed to merge with CIIG Merger Corp to get a U.S. listing at a market valuation of about $\$ 5.4$ billion, it said on Wednesday. CIIG is a special purpose acquisition company (SPAC) - a business that raises money on the stock market to buy an operating company. SPACs have been behind some of the most high-profile public listings of the last 12 months, including electric vehicle startup Nikola Corp and electric carmaker Fisker Inc, as investors place bets on which startup will be the next Tesla Inc. Arrival said it would receive roughly $\$ 660$ million from the deal, which is due to complete in the first quarter of 2021. This will include the $\$ 260$ million CIIG raised in its initial public offering last year, and another $\$ 400$ million raised from institutional investors, including BlackRock. BlackRock is CIIG's largest shareholder with a $7.5 \%$ stake, according to Refinitiv Eikon data. Arrival, which is developing commercial electric vehicles including delivery vans, will trade on Nasdaq under the ticker symbol "ARVL." The company said it had received approval for the deal from its shareholders, which include delivery firm UPS and Hyundai Motor Co. After the deal, CIIC will own around $12 \%$ of Arrival stock, with other investors including UPS and Hyundai owning about $88 \%$. Arrival raised $\$ 118$ million from BlackRock only last month, and prior to that was valued at $\$ 3.3$ billion by investor website PitchBook. Arrival, which is also working on self-driving technologies, has an order for 10,000 electric delivery vans from UPS, with an option for another 10,000 . It is a potential rival to U.S. startup Rivian, which is backed by Ford Motor and Amazon, among others, and is building 100,000 electric delivery vans for Amazon. Tighter emissions regulations in Europe, China and California and expected to see a surge in demand for commercial electric vehicles. Research firm IDTechEx forecasts annual global commercial electric vehicle sales will hit around 2 million units by 2030, and 7.3 million by 2041.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$11 / 20 / 2020$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | $\begin{aligned} & \text { Market } \\ & \text { Cap } \end{aligned}$ | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 489.61 | 93.1\% | \$ 494,662 | \$ 466,203 | 14.3\% | 3.8x | NM | NM | NM | 19.9\% |
| General Motors Company | GM | 43.04 | 95.3\% | 64,080 | 60,396 | 8.2\% | 12.5x | 19.3x | 6.4 x | 2.8 x | \| 4.5\% |
| Ford Motor Company | F | 8.74 | 91.3\% | 35,249 | 24,754 | 8.1\% | 2.1 x | NM | 3.5 x | 4.3x | \| $2.3 \%$ |
| Fiat Chrysler Automobiles N.V. | FCA | 15.28 | 93.4\% | 23,901 | 23,836 | 8.0\% | 3.8 x | NM | $2.9 x$ | 2.4 x | - 5.8\% |
|  |  |  |  |  | Mean | 9.6\% | 5.5x | 19.3x | 4.3x | 3.2x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 114.32 | 97.4\% | \$ 31,485 | \$ 33,362 | 11.4\% | 3.1 x | 17.4x | 23.6x | 21.7x | \| 4.0\% |
| BorgWarner Inc. | BWA | 37.56 | 82.8\% | 9,551 | 10,060 | 15.3\% | 2.1 x | 21.3x | $7.5 x$ | 7.3x | (0.3\%) |
| Autoliv, Inc. | ALV | 88.55 | 96.8\% | 7,840 | 9,441 | 13.5\% | 3.3 x | 50.2x | 9.8 x | 11.7x | 1.4\% |
| Gentex Corporation | GNTX | 31.88 | 95.4\% | 7,910 | 7,387 | 28.5\% | 0.1 x | 26.2x | 16.2x | 15.2x | 0.1\% |
| Visteon Corporation | VC | 114.91 | 94.8\% | 3,349 | 3,408 | 6.5\% | 3.2 x | NM | 20.8x | 17.6x | - 9.3\% |
| Gentherm Incorporated | THRM | 52.53 | 94.4\% | 1,804 | 1,707 | 13.2\% | 1.9x | 47.7x | 15.2x | 13.7x | 1.0\% |
| Stoneridge, Inc. | SRI | 26.58 | 82.4\% | 729 | 818 | 4.8\% | 5.4 x | NM | NM | 23.6x | - $6.4 \%$ |
|  |  |  |  |  | Mean | 13.3\% | 2.7x | 32.6x | 15.5x | 15.8x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 59.87 | 96.2\% | \$ 18,282 | \$ 22,449 | 8.3\% | 2.2x | 39.3x | $8.6 x$ | 8.3 x | 0.7\% |
| Lear Corporation | LEA | 139.18 | 96.2\% | 8,617 | 10,193 | 6.9\% | 2.5x | 77.0x | 8.9x | 9.2x | 0.9\% |
| Goodyear Tire \& Rubber Co. | GT | 10.36 | 62.3\% | 2,492 | 9,065 | 3.8\% | 15.8x | NM | 19.0x | 16.5x | \| 3.7\% |
| Adient plc | ADNT | 27.44 | 92.3\% | 2,776 | 6,761 | 9.4\% | 16.9x | NM | 23.6x | 11.5x | 1.3\% |
| Tenneco Inc. | TEN | 10.28 | 69.2\% | 870 | 6,251 | 5.5\% | 7.0x | NM | $7.6 x$ | 6.4 x | 20.9\% |
| Dana Incorporated | DAN | 16.27 | 84.7\% | 2,507 | 4,756 | 8.1\% | 5.5x | NM | 8.4 x | 8.2 x | (1.1\%) |
| American Axle \& Mfg. | AXL | 7.99 | 71.0\% | 937 | 4,003 | 13.4\% | 5.8x | NM | 6.4 x | 5.9x | \| 3.9\% |
| Linamar Corporation | LNR | 46.05 | 97.6\% | 2,996 | 3,685 | 14.2\% | 1.8x | 18.6x | 6.0x | 5.7x | \| 4.2\% |
| Nexteer Automotive Group | 1316 | 1.12 | 100.0\% | 2,717 | 2,831 | 8.9\% | 1.4 x | 28.8x | 10.8x | 8.0x | -10.3\% |
| TI Fluid Systems plc | TIFS | 2.90 | 77.5\% | 1,545 | 2,600 | 7.0\% | 7.0x | NM | 11.4x | 7.3 x | 0.2\% |
| Martinrea International Inc. | MRE | 10.22 | 90.7\% | 826 | 1,508 | 8.4\% | 4.1x | NM | 7.4 x | 5.5 x | \| 4.8\% |
| Cooper-Standard Holdings Inc. | CPS | 36.06 | 86.2\% | 608 | 1,313 | 0.1\% | NM | NM | NM | NM | \| $5.4 \%$ |
| Modine Manufacturing Company | MOD | 10.84 | 90.6\% | 588 | 967 | 8.0\% | 3.3 x | NM | 6.9x | 5.8x | \| $2.4 \%$ |
| Superior Industries | SUP | 4.91 | 93.3\% | 109 | 834 | 9.8\% | 6.1 x | NM | 7.9x | $6.6 x$ | 59.9\% |
| STRATTEC Security Corp. | STRT | 36.41 | 95.8\% | 146 | 187 | 4.8\% | 1.8 x | NM | 10.1x | $6.8 x$ | ] $7.7 \%$ |
|  |  |  |  |  | Mean | 7.8\% | 5.8x | 40.9x | 10.2x | 8.0x |  |
|  |  |  |  |  | Mean | 9.6\% | 4.9x | 34.6x | 10.8x | 9.7x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.2\% | 3.3x | 27.5x | 8.6x | 7.7x | 6.65\% |

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$11 / 20 / 2020$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | TotalDebt / EBITDA | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 446.78 | 91.6\% | \$ 32,029 | \$ 37,287 | 23.4\% | 2.5 x | 20.0x | 14.2x | 13.6x | (3.2\%) \} |
| AutoZone, Inc. | AZO | 1,114.20 | 87.4\% | 25,804 | 32,386 | 23.0\% | 2.9x | 15.5x | 11.2x | 11.2x | (3.6\%) \} |
| Genuine Parts Company | GPC | 96.96 | 90.5\% | 14,011 | 16,795 | 7.4\% | 2.7x | NM | 12.3x | 12.6x | (2.1\%) \| |
| Advance Auto Parts, Inc. | AAP | 144.33 | 84.7\% | 9,810 | 12,149 | 10.3\% | $3.4 x$ | 21.0x | 11.9x | 11.2x | (6.3\%) |
| Snap-on Incorporated | SNA | 172.92 | 96.8\% | 9,543 | 10,122 | 24.8\% | 1.6x | 16.2x | 10.7x | 10.9x | 0.9\% |
| Uni-Select Inc. | UNS | 6.80 | 66.6\% | 288 | 778 | 4.0\% | 8.3 x | NM | 12.9x | 9.3 x | 25.3\% |
| CarParts.com, Inc. | PRTS | 13.74 | 83.6\% | 647 | 629 | 2.2\% | 3.5 x | NM | NM | NM | 22.1\% |
|  |  |  |  |  | Mean | 13.6\% | 3.6x | 18.2x | 12.2x | 11.5x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Axalta Coating Systems Ltd. | AXTA | \$ 28.14 | 90.0\% | \$ 6,709 | \$ 9,458 | 18.4\% | 6.0x | 70.6x | 13.6x | 13.0x | 1.2\% |
| Goodyear Tire \& Rubber Co. | GT | 10.36 | 62.3\% | 2,492 | 9,065 | 3.8\% | 15.8x | NM | 19.0x | 16.5x | \| $3.7 \%$ |
| Dorman Products, Inc. | DORM | 94.50 | 94.5\% | 3,000 | 2,895 | 15.8\% | 0.2x | 34.6x | 17.7x | 17.7x | (0.3\%) |
| Cooper Tire \& Rubber Company | СТВ | 39.91 | 94.9\% | 2,089 | 1,957 | 14.7\% | 1.1x | 12.9x | 5.2x | 5.0x | (0.8\%) |
| Standard Motor Products, Inc. | SMP | 46.35 | 85.5\% | 1,042 | 1,068 | 11.3\% | $0.4 x$ | 17.7x | 8.7x | $8.4 x$ | (1.4\%) |
| Motorcar Parts of America, Inc. | MPAA | 18.88 | 80.3\% | 371 | 540 | 6.1\% | 6.3 x | 75.6x | 16.8x | 7.1x | \| 3.1\% |
| Horizon Global Corporation | HZN | 7.07 | 95.4\% | 193 | 445 | NM | NM | NM | NM | NM | \| 3.7\% |
|  |  |  |  |  | Mean | 11.7\% | 5.0x | 42.3x | 13.5x | 11.3x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| Copart, Inc. | CPRT | \$ 114.47 | 87.4\% | \$ 26,718 | \$ 26,945 | 42.6\% | 0.6x | 40.2x | NM | NM | (2.8\%) \} |
| LKQ Corporation | LKQ | 35.08 | 91.4\% | 10,911 | 14,799 | 11.0\% | 3.5 x | 17.9x | 11.5x | 11.3x | (2.7\%) I |
| IAA, Inc. | IAA | 60.10 | 92.5\% | 8,071 | 10,012 | 28.2\% | 5.6x | 45.9x | NM | NM | (2.8\%) ] |
| KAR Auction Services, Inc. | KAR | 17.34 | 71.9\% | 2,279 | 4,864 | 17.1\% | 8.5 x | 89.8x | 12.2x | 11.3x | (4.0\%) |
| Boyd Group Services Inc. | BYD | 164.84 | 93.2\% | 3,501 | 4,054 | 9.0\% | 4.2 x | 93.9x | NM | 18.1x | 0.4\% |
|  |  |  |  |  | Mean | 21.6\% | 4.5x | 57.5x | 11.9x | 13.5x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax, Inc. | KMX | \$ 94.55 | 86.5\% | \$ 15,825 | \$ 30,634 | 6.0\% | 13.5x | 22.7x | NM | 24.5x | (1.0\%) |
| Carvana Co. | CVNA | 234.30 | 95.8\% | 16,945 | 18,196 | NM | NM | NM | NM | NM | 11.0\% |
| Penske Automotive Group, Inc. | PAG | 56.83 | 90.6\% | 4,733 | 11,733 | 3.2\% | 10.9x | 10.3x | 17.6x | 13.3x | (0.8\%) |
| Lithia Motors, Inc. | LAD | 281.64 | 94.8\% | 7,773 | 11,123 | 5.5\% | 5.4 x | 18.7x | 16.2x | 14.7x | \| $5.9 \%$ |
| AutoNation, Inc. | AN | 60.45 | 87.3\% | 5,449 | 9,664 | 5.3\% | 4.4 x | 13.9x | 9.1 x | 8.6 x | (0.8\%) |
| Group 1 Automotive, Inc. | GPI | 120.89 | 88.7\% | 2,201 | 4,806 | 5.0\% | 5.0x | 9.6 x | 8.8 x | 8.5 x | \| $2.8 \%$ |
| Asbury Automotive Group, Inc. | ABG | 117.04 | 90.2\% | 2,341 | 4,601 | 5.8\% | 5.9x | 10.8x | 11.6x | 11.2x | (2.4\%) \| |
| Vroom, Inc. | VRM | 36.48 | 48.3\% | 4,848 | 3,854 | NM | NM | NM | NM | NM | 0.7\% |
| Sonic Automotive, Inc. | SAH | 40.29 | 86.0\% | 1,790 | 3,782 | 4.1\% | 5.7x | NM | 9.4 x | 10.4 x | 0.0\% |
| AutoCanada Inc. | ACQ | 22.20 | 94.8\% | 590 | 1,463 | 3.1\% | 11.9x | NM | 19.0x | 15.8x | -12.0\% |
|  |  |  |  |  | Mean | 4.8\% | 7.9x | 14.3x | 13.1x | 13.4x |  |
|  |  |  |  |  | Mean <br> Median | $\begin{array}{r} 12.0 \% \\ 8.2 \% \end{array}$ | $\begin{aligned} & 5.4 x \\ & 4.7 x \end{aligned}$ | $\begin{aligned} & 32.9 \mathrm{x} \\ & 19.4 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 12.8 \mathrm{x} \\ & 12.2 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 12.4 \mathrm{x} \\ & 11.3 \mathrm{x} \end{aligned}$ | $\begin{aligned} & \text { Avg. } \Delta \\ & 1.99 \% \end{aligned}$ |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$11 / 20 / 2020$ | $\begin{gathered} \text { \% of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | 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 | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | Vow | \$ 180.43 | 81.4\% | \$ 92,689 | 289,254 | 5.4\% | 17.7x | 19.0x | 20.7x | 11.8x | \| 1.6\% |
| Daimler AG | DAI | 65.84 | 98.0\% | 70,775 | 218,238 | 4.6\% | 21.2x | NM | NM | 14.0x | \| $6.1 \%$ |
| BMW AG | BMW | 87.81 | 96.5\% | 56,239 | 166,620 | 10.3\% | 11.0x | NM | 13.9x | 13.4x | \| 5.1\% |
| Renault SA | RNO | 36.59 | 68.7\% | 10,231 | 64,183 | 5.3\% | 25.0x | NM | 23.6x | 18.8x | - $6.6 \%$ |
| Fiat Chrysler Automobiles N.V. | FCA | 15.28 | 93.4\% | 23,901 | 23,836 | 8.0\% | 3.8 x | NM | 2.9x | 2.4 x | \| 5.8\% |
| Peugeot S.A. | UG | 23.00 | 84.2\% | 20,209 | 20,922 | 8.9\% | 2.6 x | 9.8 x | 3.4 x | 2.6 x | \| $6.3 \%$ |
|  |  |  |  |  | Mean | 7.1\% | 13.5x | 14.4x | 12.9x | 10.5x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Continental AG | CON | \$ 130.87 | 89.4\% | \$ 26,545 | \$ 32,644 | 13.8\% | 1.5 x | NM | 5.3x | 8.3 x | \| 3.6\% |
| Michelin SCA | ML | 127.55 | 95.0\% | 22,295 | 28,001 | 15.8\% | 2.6 x | 26.9x | 7.3x | 7.2 x | \| $5.1 \%$ |
| Valeo SA | FR | 36.76 | 84.1\% | 8,939 | 14,956 | 5.3\% | 7.4 x | NM | 15.1x | 9.5 x | \| 3.4\% |
| Faurecia S.E. | EO | 46.85 | 74.8\% | 6,453 | 11,583 | 6.8\% | 6.5 x | NM | 10.1x | 7.1x | \| 3.9\% |
| Autoliv, Inc. | ALV | 88.55 | 96.8\% | 7,840 | 9,441 | 13.5\% | 3.3 x | 50.2 x | 9.8x | 11.7x | 1.4\% |
| Plastic Omnium SA | POM | 28.61 | 89.0\% | 4,234 | 6,011 | 4.5\% | $6.6 x$ | NM | 16.6x | 7.5 x | \| $2.5 \%$ |
| Brembo S.p.A. | BRE | 13.10 | 95.8\% | 4,274 | 4,881 | 15.6\% | 3.1 x | 28.5x | 12.1x | 10.8x | - 9.0\% |
| LEONI AG | LEO | 7.90 | 52.1\% | 248 | 1,981 | NM | NM | NM | NM | 18.9x | 1.5\% |
| ElringKlinger AG | ZIL2 | 13.85 | 92.8\% | 913 | 1,530 | 8.0\% | 5.7x | NM | 11.2x | $8.3 x$ | 8.7\% |
| Grammer AG | GMM | 20.22 | 50.2\% | 297 | 842 | 2.1\% | 15.2x | NM | 20.2 x | 20.9x | (1.7\%) |
| Sogefi S.p.A. | SO | 1.35 | 64.5\% | 161 | 627 | 9.7\% | 5.0x | NM | 4.5 x | 3.9x | -7.9\% |
| Polytec Holding AG | PYT | 7.93 | 70.7\% | 175 | 371 | 4.7\% | 8.7 x | NM | 12.6x | 7.3x | \| $6.3 \%$ |
|  |  |  |  |  | Mean | 9.1\% | 6.0x | 35.2x | 11.3x | 10.1x |  |
|  |  |  |  |  | Mean | 8.4\% | 8.6x | 26.9x | 11.8x | 10.3x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.0\% | 6.5 x | 26.9x | 11.6x | 8.9x | 4.25\% |

(\$ in millions, except price per share)

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 70.82 | 92.2\% | \$ 198,007 | \$ 348,875 | 12.2\% | 7.4x | 14.7x | 11.6x | NM | 1.3\% |
| Honda Motor Co., Ltd. | 7267 | 28.68 | 92.0\% | 49,532 | 99,700 | 7.7\% | 8.0x | 21.3x | 10.6x | 13.6x | \| 3.0\% |
| Hyundai Motor Company | A005380 | 158.79 | 92.5\% | 33,870 | 95,189 | 4.9\% | 18.4x | 57.2x | 22.2x | 15.0x | (0.7\%) |
| BYD Company Limited | 1211 | 23.54 | 100.0\% | 74,159 | 78,303 | 13.9\% | 3.1x | NM | NM | NM | 0.3\% |
| Nissan Motor Co., Ltd. | 7201 | 4.68 | 70.9\% | 18,311 | 77,742 | 1.1\% | NM | NM | NM | NM | - $10.1 \%$ |
| NIO Limited | NIO | 49.25 | 88.4\% | 75,287 | 66,046 | NM | NM | NM | NM | NM | - $10.5 \%$ |
| Geely Automobile Holdings Ltd. | 175 | 2.98 | 100.0\% | 29,623 | 27,070 | 8.0\% | 0.6x | 30.2x | NM | 15.5x | 11.6\% |
| Suzuki Motor Corporation | 7269 | 52.45 | 99.3\% | 25,457 | 26,079 | 10.6\% | 2.5 x | 24.3x | 8.7 x | 8.7 x | \| $6.1 \%$ |
| Mahindra \& Mahindra Limited | NSEI: M\&M | 9.65 | 98.1\% | 10,448 | 20,338 | 12.4\% | 4.6x | NM | 14.6x | NM | 14.3\% |
| Kia Motors Corporation | A000270 | 52.12 | 94.1\% | 21,302 | 17,122 | 6.1\% | 3.3 x | 27.9x | 5.6x | 4.7x | (2.3\%) \| |
| Dongfeng Motor Group Co. | 489 | 1.10 | 92.7\% | 9,526 | 10,006 | 1.4\% | 42.1x | 9.1x | NM | 9.2 x | 11.8\% |
| Isuzu Motors Limited | 7202 | 9.66 | 68.9\% | 7,126 | 9,186 | 9.0\% | 1.8x | 19.0x | 5.8x | $6.6 x$ | \| 5.9\% |
| Yamaha Motor Co., Ltd. | 7272 | 18.93 | 84.1\% | 6,614 | 9,020 | 8.2\% | 5.3 x | 17.4x | 7.9x | 10.4 x | \| $2.7 \%$ |
| Mazda Motor Corporation | 7261 | 6.13 | 62.2\% | 3,858 | 5,281 | 2.0\% | 16.8x | NM | 9.8x | 9.6 x | \| 4.1\% |
| FAW Jiefang Group Co., Ltd | 000800 | 2.00 | 85.7\% | 9,193 | 3,944 | 2.8\% | 0.0x | 25.9x | 21.8x | 4.7x | \| $6.5 \%$ |
| Mitsubishi Motors Co. | 7211 | 1.86 | 38.9\% | 2,767 | 3,392 | NM | NM | NM | NM | NM |  |
|  |  |  |  |  | Mean | 7.2\% | 8.8x | 24.7x | 11.8x | 9.8 x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 49.52 | 97.0\% | \$ 38,373 | \$ 40,586 | 4.0\% | 6.4 x | NM | 22.9x | 17.9x | 0.8\% |
| Bridgestone Corporation | A012330 | 36.07 | 85.0\% | 25,400 | 29,434 | 13.0\% | 2.6 x | 42.5x | 7.9x | 7.0x | \| 5.8\% |
| Aisin Seiki Co., Ltd. | 7259 | 30.73 | 74.4\% | 8,282 | 15,991 | 7.8\% | 4.1x | NM | $6.5 x$ | 7.0x | 1.1\% |
| AGC Inc. | 5201 | 33.81 | 85.6\% | 7,493 | 15,620 | 16.1\% | 4.6x | 27.3x | 7.3x | $8.0 x$ | 2.3\% |
| Hyundai Mobis Co.,Ltd | 5108 | 215.75 | 89.7\% | 20,720 | 13,527 | 7.3\% | 1.2 x | 13.9x | $6.2 x$ | 5.8x | (0.2\%) |
| Koito Manufacturing Co., Ltd. | 7276 | 63.19 | 100.0\% | 10,157 | 8,132 | 12.4\% | 0.3x | 30.3x | 10.0x | 9.0x | 15.6\% |
| NSK Ltd. | 6471 | 8.54 | 80.7\% | 4,383 | 6,246 | 7.1\% | 7.1x | NM | 12.9x | 11.1x | 0.8\% |
| JTEKT Corporation | 6473 | 8.33 | 61.7\% | 2,858 | 5,375 | 4.6\% | 6.7 x | NM | 10.2x | NM | 1.7\% |
| NTN Corporation | 6472 | 2.18 | 61.7\% | 1,156 | 4,264 | 4.7\% | 15.0x | NM | 17.0x | 15.0x | \| 3.1\% |
| Toyoda Gosei Co., Ltd. | 7282 | 27.56 | 98.3\% | 3,568 | 4,042 | 8.9\% | 2.7 x | NM | 6.9 x | 7.3x | 1.3\% |
| Stanley Electric Co., Ltd. | 6923 | 28.99 | 93.0\% | 4,670 | 3,991 | 12.7\% | 0.3 x | 74.3x | 9.7 x | 6.5 x | \| 4.4\% |
| Toyota Boshoku Corporation | 3116 | 13.80 | 77.4\% | 2,579 | 2,645 | 5.4\% | 2.4 x | 60.7x | 4.3 x | 3.6x | (3.2\%) \} |
| NHK Spring Co., Ltd. | 5991 | 6.34 | 63.9\% | 1,480 | 1,657 | 5.7\% | 2.8x | NM | 5.3 x | 5.1x | \| 6.5\% |
| Tokai Rika Co., Ltd. | 6995 | 15.98 | 73.4\% | 1,459 | 999 | 5.4\% | $0.4 x$ | 46.7x | 4.6 x | 3.5 x | 0.9\% |
| Sanden Holdings Corporation | 6444 | 3.39 | 37.6\% | 94 | 990 | NM | NM | NM | NM | NM | (1.4\%) |
| Halla Holdings Corp. | A060980 | 33.64 | 76.3\% | 352 | 886 | 9.7\% | 11.1x | 26.4x | 15.6x | 14.4x | \| 5.3\% |
| TS TECH Co., Ltd. | 7313 | 30.58 | 86.7\% | 2,080 | 850 | 9.4\% | 0.0x | 27.0x | 2.9x | 2.4 x | \| $6.2 \%$ |
| F-Tech Inc. | 7212 | 5.59 | 69.1\% | 104 | 659 | 6.0\% | $4.7 x$ | NM | 6.5 x | NM | (0.1\%) |
| Akebono Brake Industry Co., Ltd. | 7238 | 1.35 | 53.8\% | 180 | 493 | 3.7\% | 9.1 x | 4.0x | 9.2x | NM | 1.5\% |
| SGA Group Co. | 600303 | 0.71 | 92.5\% | 488 | 474 | NM | NM | 32.1 x | NM | NM | \| 4.2\% |
| China Automotive Systems, Inc. | CAAS | 3.38 | 67.9\% | 146 | 93 | 3.6\% | 3.6x | NM | 6.6 x | 5.6x | \| $7.0 \%$ |
| Futaba Corporation | TSE:6986 | 8.52 | 62.0\% | 361 | 49 | NM | NM | NM | NM | NM | \| 4.0\% |
|  |  |  |  |  | Mean | 7.8\% | 4.5x | 35.0x | 9.1x | 8.1x |  |
|  |  |  |  |  | Mean | 7.6\% | 6.2x | 30.1x | 9.6x | 8.4x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 7.5\% | 3.6x | 27.0x | 8.3x | 7.3x | 4.02\% |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$11 / 20 / 2020$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | $\begin{gathered} \text { Total } \\ \text { Debt / } \\ \text { EBITDA } \end{gathered}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 65.84 | 98.0\% | \$ 70,775 | \$ 218,238 | 4.6\% | 21.2x | NM | NM | 14.0x | -6.1\% |
| AB Volvo (publ) | VOLV-B | 23.32 | 99.6\% | 46,871 | 57,708 | 7.4\% | 6.6 x | 25.3x | 20.0x | 11.9x | \| 4.5\% |
| PACCAR Inc | PCAR | 88.78 | 92.7\% | 31,027 | 36,798 | 11.4\% | 4.8 x | 21.7x | 16.8x | 22.2 x | (1.3\%) |
| MAN SE | MAN | 53.13 | 84.2\% | 7,821 | 10,984 | 0.6\% | NM | NM | NM | 5.0x | \| 4.5\% |
| Nikola Corporation | NKLA | 26.38 | 28.1\% | 11,296 | 9,230 | NM | NM | NM | NM | NM | 24.6\% |
| Isuzu Motors Limited | 7202 | 9.66 | 68.9\% | 7,126 | 9,186 | NM | NM | 19.0x | 5.8x | 6.6x | -5.9\% |
| Navistar International Corporation | NAV | 43.98 | 97.2\% | 4,378 | 8,454 | 5.0\% | 13.9x | NM | 20.7x | 19.6x | 0.0\% |
|  |  |  |  |  | Mean | 5.8\% | 11.6x | 22.0x | 15.8x | 13.2x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Caterpillar Inc. | CAT | \$ 172.23 | 97.7\% | \$ 94,951 | \$ 123,236 | 17.3\% | 5.0x | 28.6x | 16.3x | 20.4x | 0.3\% |
| Deere \& Company | DE | 258.56 | 97.3\% | 81,825 | 121,583 | 16.7\% | 8.2 x | 30.1x | 20.5x | 23.9x | \| 2.7\% |
| Thor Industries, Inc. | THO | 93.24 | 76.8\% | 5,385 | 6,355 | 7.1\% | 2.9x | 23.2x | 10.9x | 9.8 x | 22.6\% |
| Oshkosh Corporation | OSK | 80.55 | 84.2\% | 5,772 | 5,899 | 9.1\% | 1.6x | 17.1x | 9.5x | 10.5x | - $6.6 \%$ |
| Winnebago Industries, Inc. | WGO | 50.24 | 69.2\% | 1,793 | 1,951 | 6.9\% | 3.4 x | 27.3x | 11.9x | 10.6x | \| 1.7\% |
| Wabash National Corporation | WNC | 17.43 | 97.2\% | 940 | 1,179 | 5.2\% | 5.5x | NM | 13.7x | 17.9x | \| 4.4\% |
| The Shytt Group, Inc. | SHYF | 25.41 | 95.5\% | 908 | 958 | 11.1\% | 1.3 x | NM | 12.6x | 12.9x | - $8.8 \%$ |
| Blue Bird Corporation | BLBD | 15.91 | 66.3\% | 443 | 649 | 5.4\% | 4.6 x | 36.0x | 12.8x | 13.1x | 9.1\% |
|  |  |  |  |  | Mean | 9.8\% | 4.1x | 23.4x | 13.5x | 14.9x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 117.40 | 97.6\% | \$ 48,140 | \$ 54,941 | 14.4\% | 3.3 x | 34.5x | 20.7x | 19.5x | \| $2.6 \%$ |
| Cummins Inc. | CMI | 230.65 | 94.3\% | 34,814 | 36,415 | 12.6\% | 1.9x | 21.7x | 14.7x | 12.2x | (2.5\%) \| |
| Ingersoll Rand Inc. | IR | 44.26 | 97.2\% | 18,577 | 21,270 | 15.9\% | 6.3 x | NM | NM | 20.8x | \| 3.5\% |
| Wabtec Corporation | WAB | 70.98 | 86.8\% | 13,999 | 17,496 | 15.2\% | 3.8 x | 29.4x | 14.6x | 12.2x | 2.0\% |
| Allison Transmission Holdings, Inc. | ALSN | 39.74 | 79.9\% | 4,629 | 6,828 | 34.6\% | 3.5 x | 13.3x | 9.1 x | 9.6 x | (1.7\%) \} |
| Dana Incorporated | DAN | 16.27 | 84.7\% | 2,507 | 4,756 | 8.1\% | 5.5x | NM | 8.4 x | 8.2 x | (1.1\%) |
| LCI Industries | LCII | 127.03 | 96.4\% | 3,277 | 3,864 | 11.4\% | 2.5 x | 23.1x | 13.1x | 12.6x | 6.6\% |
| Meritor, Inc. | MTOR | 25.48 | 88.3\% | 1,916 | 2,862 | 6.9\% | 6.2 x | 7.9x | 13.6x | 11.6x | (3.9\%) \} |
| Douglas Dynamics, Inc. | PLOW | 37.90 | 66.6\% | 912 | 1,180 | 12.5\% | 5.4 x | NM | 19.5x | 17.0x | 1.5\% |
| Modine Manufacturing Company | MOD | 10.84 | 90.6\% | 588 | 967 | 8.0\% | 3.3 x | NM | 6.9 x | 5.8x | \| 2.4\% |
| Stoneridge, Inc. | SRI | 26.58 | 82.4\% | 729 | 818 | 4.8\% | 5.4x | NM | NM | 23.6x | - $6.4 \%$ |
| Commercial Vehicle Group, Inc. | CVGI | 6.97 | 90.9\% | 233 | 360 | 3.2\% | $8.5 x$ | NM | 16.4x | 9.1 x | (4.8\%) |
| Haldex AB (publ) | HLDX | 4.66 | 71.9\% | 224 | 322 | 7.4\% | 4.1 x | NM | 9.4 x | 16.8x | \| $4.6 \%$ |
|  |  |  |  |  | Mean | 11.9\% | 4.6x | 21.7x | 13.3x | 13.8x |  |
|  |  |  |  |  | Mean | 10.1\% | 5.5x | 23.9x | 13.8x | 14.0x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.1\% | 4.8x | 23.2x | 13.6x | 12.6x | 3.82\% |



> The Motor Weekly ${ }^{\circledR}$ is interested to share the views and perspectives from its readership

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