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## 3-Month Price Performance



| SUPPLIER |  |  |
| :--- | :---: | :---: |
| TRADING MULTIPLES |  |  |
|  | $1-6-23$ | 1 Year |
| NA Autos | 8.3 x | $(1.7 \mathrm{x})$ |
| EUR Autos | 6.8 x | $(1.4 \mathrm{x})$ |
| ASIA Autos | 5.7 x | $(0.5 \mathrm{x})$ |
| Heavy Duty | 9.6 x | 1.2 x | | *Multiples use LTM EBITDA |
| :--- |
| *Source: Capital IQ |





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


Suppliers' Index (S-Index)
Last Six Months


- January 5 (The Detroit News) - The maker of Jeep SUVs, Ram pickup trucks and other vehicles on Thursday detailed a new business unit looking to make profits from customers' vehicle data. Stellantis NV announced Mobilisights during the CES consumer electronics trade show in Las Vegas. The independently operated data-as-a-service division will develop business-to-business products available to private firms, utilities and education and research institutions. It's one of seven independent, accretive business units the automaker announced in March as a part of its Dare Forward 2030 strategy. Mobilisights will represent a "small fraction" of Stellantis' target of $\$ 22.5$ billion (20 billion euro) - more than 50 times the amount it historically has contributed - in annual revenue from software-enabled offerings and subscriptions as the company seeks to double its total revenues by the end of the decade. From customers' preferences to travel history and more, vehicles are capable of collecting all kinds of data that Stellantis says it can anonymize and aggregate in a way that makes it valuable to other entities. Any personal information shared would be done with permission granted from the vehicle owner. Customers will be able to opt out of some or all the data being collected, used or shared, according to the company, though it could limit the use of certain features. "The vision for Mobilisights is to contribute to a smarter world, leveraging the insights that vehicle data provide to inspire innovative applications and services that can transform and dramatically improve the day-to-day lives of users and businesses," Mobilisights CEO Sanjiv Ghate said in a statement. "Harnessed effectively, sensor and other data available from connected vehicles can enable a wide range of services and applications with compelling benefits, ranging from personalized usage-based insurance to road hazard detection and traffic management." He added: "The foundation of this whole business is trust. Trust in our custodianship of data and trust that we are here to create a better world." Mobilisights has exclusive rights to license vehicle data from Stellantis brands to external customers. The company expects to have 34 million connected vehicles on the road around the world by 2030 , up from 12 million today. That scale of data offers an advantage in the marketplace, according to the company. The independent unit is a different approach from some other automakers, Ghate said during a virtual roundtable. Some include data licensing in their procurement departments. Having an independent business unit, he says, allows the brands to focus on the customer experience and offerings to customers, while Mobilisights can act more like a startup with nimbleness and flexibility. Ghate, who is based in the San Francisco Bay Area, says he expects the team's size will be in the three digits before the end of the year. Also contributing to Stellantis' software revenues will be subscriptions and other software services available to customers in their vehicles. Its independent mobility services brand Free2move also is involved in data-as-a-service with its fleet management software, some of which will move under Mobilisights. In addition to Mobilisights, Stellantis' other six accretive business units in its 2030 strategy are mobility, financial services, pre-owned cars, aftermarket, commercial vehicles and the circular economy, which it detailed in October.
- January 5 (The Detroit News) - Sony unveiled a new high-tech prototype car it will produce in partnership with Honda at the CES tech show Wednesday. The vehicle, first announced in October, glided out on stage at the CES in Las Vegas, Nevada. It will be called the Afeela. Yasuhide Mizuno, CEO of Sony Honda Mobility, said the company expects to take pre-orders in the first half of 2025 and deliver the first cars to customers in North America in spring 2026. "As safety and security are essential to mobility, we will integrate Sony's sensors and the Honda safety along with other intelligent technologies," Mizuno said. Sony and Honda announced their 50-50 joint venture in March. It unites Honda's know-how in autos, mobility technology and sales with Sony's imaging, network, sensor and entertainment expertise. Production of the vehicle will take place at one of Honda's 12 plants in the U.S. The U.S. was chosen for the launch because electric vehicles are already popular there. Japan came second as Honda's home market, and other markets, including Europe, will follow, but no dates have been set.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 6 / 2023$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | 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 | 2022 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 113.06 | 29.4\% | \$ 378,204 | \$ 343,055 | 21.4\% | 0.4 x | 34.9x | 21.4x | 17.6x | (8.2\%) |
| General Motors Company | GM | 35.91 | 56.7\% | 51,031 | 51,140 | 12.2\% | 6.4 x | 6.1 x | 2.8x | 2.0x | - $6.7 \%$ |
| Ford Motor Company | F | 12.58 | 48.6\% | 51,020 | 33,695 | 8.1\% | $1.5 x$ | 5.6x | 2.0x | 2.0x | 8.2\% |
|  |  |  |  |  | Mean | 13.9\% | 2.7x | 15.5x | 8.8x | 7.2x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 98.31 | 58.0\% | \$ 26,548 | \$ 28,746 | 11.2\% | 3.6x | 85.5x | 15.1 x | 12.9x | -5.6\% |
| BorgWarner Inc. | BWA | 43.15 | 86.1\% | 9,891 | 13,452 | 13.7\% | 2.1 x | 12.6x | 6.4 x | $6.0 x$ | - $7.2 \%$ |
| Autoliv, Inc. | ALV | 78.49 | 72.3\% | 6,834 | 8,191 | 10.3\% | 2.1x | 18.0x | 9.2x | $8.3 x$ | \| $2.5 \%$ |
| Gentex Corporation | GNTX | 28.76 | 80.5\% | 6,653 | 6,509 | 25.0\% | 0.0x | 21.4 x | 14.1x | 13.5x | - $5.5 \%$ |
| Visteon Corporation | VC | 140.06 | 92.1\% | 4,051 | 4,147 | 8.4\% | 1.6x | 33.0x | 14.2x | 12.3x | - $7.1 \%$ |
| Gentherm Incorporated | THRM | 69.82 | 70.5\% | 2,310 | 2,444 | 9.7\% | 2.5 x | 47.8x | 22.8x | 18.6x | - $6.9 \%$ |
| Stoneridge, Inc. | SRI | 22.51 | 87.0\% | 600 | 762 | 3.2\% | 6.4 x | NM | NM | 20.6x | \| $4.4 \%$ |
|  |  |  |  |  | Mean | 11.6\% | 2.6x | 36.4x | 13.6x | 13.2x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 61.48 | 73.0\% | \$ 17,381 | \$ 21,898 | 9.0\% | $1.5 x$ | 18.8x | 6.5 x | 6.7 x | - 9.4\% |
| Tenneco Inc. | TEN | 16.74 | 90.9\% | 20,090 | 19,432 | 26.4\% | 0.4 x | 9.3x | 7.2x | 5.6x | (3.8\%) |
| Goodyear Tire \& Rubber Co. | GT | 10.97 | 45.4\% | 3,145 | 11,687 | 10.2\% | 4.6x | 3.7x | 5.6x | 5.6x | - $8.1 \%$ |
| Lear Corporation | LEA | 131.00 | 67.4\% | 7,756 | 10,266 | 6.4\% | 2.5 x | 34.0x | 7.8x | 7.0x | - $5.6 \%$ |
| Adient plc | ADNT | 38.34 | 75.2\% | 3,856 | 5,882 | 9.4\% | 4.8 x | NM | 10.0x | 8.1 x | - $10.5 \%$ |
| Dana Incorporated | DAN | 17.07 | 66.9\% | 2,420 | 5,125 | 6.0\% | 4.8 x | NM | 8.7 x | 7.2x | - 12.8\% |
| American Axle \& Mfg. | AXL | 8.64 | 72.2\% | 986 | 3,621 | 13.3\% | 4.2x | NM | 4.8x | 4.8 x | - $10.5 \%$ |
| Linamar Corporation | LNR | 47.15 | 77.6\% | 2,891 | 3,235 | 12.3\% | $1.4 x$ | 10.9x | 4.9x | 4.3 x | \| $4.1 \%$ |
| Nexteer Automotive Group | 1316 | 0.72 | 67.6\% | 1,875 | 1,711 | 5.0\% | 1.0x | 75.1x | 10.0x | 4.4 x | - $10.4 \%$ |
| TI Fluid Systems plc | TIFS | 1.64 | 47.8\% | 858 | 1,687 | 6.4\% | 6.6 x | NM | 8.5 x | 4.6 x | \| $2.1 \%$ |
| Martinrea International Inc. | MRE | 8.61 | 91.8\% | 699 | 1,567 | 7.9\% | 3.8 x | 12.3x | 6.1 x | 4.3 x | \| 3.5\% |
| Modine Manufacturing Company | MOD | 21.35 | 93.5\% | 1,167 | 1,472 | 8.4\% | 2.3 x | 9.2 x | 8.0x | 7.4 x | - $7.5 \%$ |
| Cooper-Standard Holdings Inc. | CPS | 11.34 | 41.5\% | 201 | 1,084 | 0.7\% | NM | NM | NM | 22.8x | - $25.2 \%$ |
| Superior Industries | SUP | 4.75 | 78.4\% | 129 | 802 | 10.2\% | 3.5x | NM | 4.9x | 4.5 x | - 12.6\% |
| STRATTEC Security Corp. | STRT | 20.78 | 46.9\% | 90 | 118 | 5.6\% | 0.6x | 11.6x | $4.4 x$ | 5.0x | 1.1\% |
|  |  |  |  |  | Mean | 9.1\% | 3.0x | 20.6x | 7.0x | 6.8 x |  |
|  |  |  |  |  | Mean | 10.4\% | 2.8x | 25.0x | 8.9x | 8.6x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.4\% | 2.4x | 15.3x | 7.8x | 6.7 x | 6.71\% |

## North American Aftermarket


(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 1 / 6 / 2023 \\ \hline \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | LTMEBITDA Margin | $\begin{gathered} \text { Total } \\ \text { Debt / } \\ \text { EBITDA } \end{gathered}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2022 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 842.52 | 96.7\% | \$ 51,857 | \$ 59,149 | 23.5\% | 2.0x | 25.8x | 17.9x | 18.1x | (0.2\%) |
| AutoZone, Inc. | AZO | 2,486.64 | 95.3\% | 45,821 | 55,729 | 22.3\% | 2.6x | 20.9x | 15.1x | 15.2x | 0.8\% |
| Genuine Parts Company | GPC | 170.84 | 91.0\% | 24,055 | 27,543 | 9.8\% | 1.9x | 20.5x | 13.1x | 14.0x | (1.5\%) |
| Snap-on Incorporated | SNA | 237.41 | 96.7\% | 12,778 | 13,142 | 27.5\% | 1.0x | 14.4x | 10.0x | 10.0x | \| 3.9\% |
| Advance Auto Parts, Inc. | AAP | 154.02 | 63.1\% | 8,951 | 12,950 | 10.6\% | 3.5 x | 19.0x | 11.1x | 9.5 x | \| $4.8 \%$ |
| Uni-Select Inc. | UNS | 32.07 | 93.2\% | 1,355 | 1,746 | 7.3\% | 3.0x | 24.8x | 14.0x | 9.6 x | 1.3\% |
| CarParts.com, Inc. | PRTS | 6.51 | 57.3\% | 367 | 391 | 2.2\% | 3.7 x | NM | NM | 15.5x | \| 4.0\% |
|  |  |  |  |  | Mean | 14.8\% | 2.5x | 20.9x | 13.5x | 13.1x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Goodyear Tire \& Rubber Co. | GT | \$ 10.97 | 45.4\% | \$ 3,145 | \$ 11,687 | 10.2\% | 4.6x | $3.7 x$ | 5.6x | 5.6x | 8.1\% |
| Axalta Coating Systems Ltd. | AXTA | 26.53 | 79.4\% | 5,873 | 9,104 | 15.5\% | 5.0x | 29.5x | 12.2x | 11.5x | \| $4.2 \%$ |
| Dorman Products, Inc. | DORM | 84.50 | 71.0\% | 2,647 | 2,934 | 14.8\% | 1.3 x | 19.3x | 12.2x | 11.8x | \| $4.5 \%$ |
| Standard Motor Products, Inc. | SMP | 36.14 | 69.0\% | 777 | 1,091 | 12.0\% | 1.9x | 12.2x | 6.6x | 8.1x | \| 3.9\% |
| Motorcar Parts of America, Inc. | MPAA | 12.62 | 63.3\% | 247 | 504 | 6.3\% | 6.4 x | NM | 12.1x | 6.6x | 6.4\% |
| Horizon Global Corporation | HZN | 1.73 | 20.0\% | 48 | 400 | NM | NM | NM | NM | NM | - $345.0 \%$ |
|  |  |  |  |  | Mean | 11.8\% | 3.9x | 16.2x | 9.8x | 8.7x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| Copart, Inc. | CPRT | \$ 62.39 | 88.0\% | \$ 29,740 | \$ 28,293 | 41.6\% | 0.1 x | 28.0x | 19.0x | 18.6x | 2.5\% |
| LKQ Corporation | LKQ | 55.33 | 94.4\% | 14,847 | 18,240 | 12.9\% | 2.2 x | 13.1x | 10.9x | 10.6x | \| $3.6 \%$ |
| IAA, Inc. | IAA | 39.39 | 79.6\% | 5,202 | 7,446 | 25.3\% | 4.3 x | 18.4x | 13.9x | 14.1x | (1.5\%) |
| Boyd Group Services Inc. | BYD | 157.46 | 94.5\% | 3,390 | 4,340 | 6.6\% | $6.2 x$ | NM | NM | 15.8x | 1.9\% |
| KAR Auction Services, Inc. | KAR | 13.84 | 62.6\% | 1,368 | 4,238 | 16.3\% | 6.0x | 10.2x | 11.3x | 17.3x | 16.1\% |
|  |  |  |  |  | Mean | 20.6\% | 3.8x | 17.4x | 13.7x | 15.3x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax, Inc. | KMX | \$ 65.78 | 54.6\% | \$ 10,598 | \$ 28,674 | 3.5\% | 16.6x | 18.4x | NM | 24.2x | 8.0\% |
| Penske Automotive Group, Inc. | PAG | 117.50 | 89.3\% | 8,228 | 14,948 | 6.0\% | 4.1 x | 6.4 x | 9.1 x | 7.2 x | 2.2\% |
| Lithia Motors, Inc. | LAD | 211.83 | 60.6\% | 5,981 | 12,939 | 8.1\% | 3.3 x | 4.7 x | 5.8 x | 6.2 x | 13.4\% |
| AutoNation, Inc. | AN | 111.00 | 81.9\% | 5,477 | 10,511 | 8.5\% | 2.4 x | 4.6x | 4.6x | 4.7x | \| $3.4 \%$ |
| Carvana Co. | CVNA | 4.41 | 2.3\% | 470 | 7,974 | NM | NM | NM | NM | NM | (7.0\%) |
| Asbury Automotive Group, Inc. | ABG | 184.23 | 90.3\% | 4,078 | 7,675 | 8.8\% | 2.9x | 5.2x | 6.0x | 5.8x | \| $2.8 \%$ |
| Group 1 Automotive, Inc. | GPI | 185.72 | 92.5\% | 2,555 | 5,538 | 7.5\% | 2.5 x | 4.6 x | 4.7 x | 5.0x | 13.0\% |
| Sonic Automotive, Inc. | SAH | 48.52 | 82.0\% | 1,797 | 4,700 | 5.4\% | 4.2x | 5.3 x | $6.4 x$ | 6.5 x |  |
| AutoCanada Inc. | ACQ | 17.66 | 56.6\% | 413 | 1,749 | 4.8\% | 6.7 x | 4.9x | 8.5 x | 8.5 x | 2.6\% |
| Vroom, Inc. | VRM | 1.04 | 10.5\% | 142 | 782 | NM | NM | NM | NM | NM | 2.0\% |
|  |  |  |  |  | Mean | 6.6\% | 5.3x | 6.8 x | 6.5 x | 8.5x |  |
|  |  |  |  |  | Mean | 12.7\% | 3.9x | 14.3x | 10.5x | 11.2x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.8\% | 3.3x | 13.8x | 11.0x | 10.0x | 14.78\% |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 6 / 2023$ | $\begin{gathered} \% \text { of } \\ 52-W k \end{gathered}$High | Market Cap | Total Enterprise Value | $\begin{gathered} \text { LTM } \\ \text { EBITDA } \end{gathered}$ Margin | $\begin{gathered} \text { Total } \\ \text { Debt / } \\ \text { EBITDA } \end{gathered}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2022 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | VOW | \$ 136.02 | 64.9\% | \$ 79,428 | \$ 261,568 | 11.3\% | 6.7 x | 4.3 x | 8.8 x | $6.0 x$ | 9.3\% |
| Mercedes-Benz Group AG | DAI | 70.54 | 84.3\% | 77,401 | 179,717 | 14.8\% | 5.3x | 3.3 x | $8.6 x$ | 6.5 x | 7.5\% |
| BMW AG | BMW | 94.99 | 88.0\% | 62,015 | 157,101 | 14.5\% | 5.5x | 3.5x | $8.4 x$ | $6.8 x$ | -6.6\% |
| Renault SA | RNO | 38.36 | 93.8\% | 10,221 | 53,426 | 10.2\% | 12.8x | NM | 10.9x | 8.2x | 14.8\% |
| Stellantis N.V. | STLA | 15.33 | 73.7\% | 50,260 | 29,370 | 14.2\% | 1.2 x | 3.0x | 1.2x | 1.0x | 8.2\% |
|  |  |  |  |  | Mean | 13.0\% | 6.3 x | 3.5x | 7.6x | 5.7x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Michelin SCA | ML | \$ 30.69 | 73.4\% | \$ 22,437 | \$ 27,851 | 17.7\% | $1.6 x$ | 12.8x | 5.8x | 5.0x | 10.5\% |
| Continental AG | CON | 66.97 | 63.9\% | 13,830 | 20,612 | 2.3\% | 9.9x | NM | 24.4x | 4.9x | -11.2\% |
| Faurecia S.E. | EO | 18.06 | 37.2\% | 3,724 | 14,321 | 7.3\% | 8.9 x | NM | 9.6 x | 4.7 x | 19.6\% |
| Valeo SE | FR | 20.11 | 66.6\% | 4,998 | 9,443 | 8.4\% | 4.5 x | NM | 6.1 x | 3.8 x | 12.7\% |
| Autoliv, Inc. | ALV | 78.49 | 72.3\% | 6,834 | 8,191 | 10.3\% | 2.1x | 18.0x | 9.2x | 8.3 x | \| $2.5 \%$ |
| Brembo S.p.A. | BRE | 11.62 | 81.6\% | 3,850 | 4,506 | 15.4\% | 1.8 x | 13.5x | 8.5 x | 6.5 x | \| $4.1 \%$ |
| Plastic Omnium SA | POM | 16.43 | 62.8\% | 2,445 | 3,435 | 5.9\% | $4.4 x$ | 25.9x | 7.5x | 3.9x | 13.2\% |
| LEONI AG | LEO | 6.03 | 50.2\% | 204 | 1,644 | 3.0\% | 10.3x | NM | 11.1 x | 8.8 x | 2.4\% |
| ElringKlinger AG | ZIL2 | 8.20 | 58.7\% | 535 | 1,034 | 6.2\% | 5.2 x | NM | 9.8 x | 13.7x | 11.5\% |
| Grammer AG | GMM | 11.14 | 53.0\% | 172 | 689 | 3.2\% | 8.3 x | NM | 10.4 x | 6.2 x | 0.7\% |
| Sogefi S.p.A. | SO | 1.01 | 71.5\% | 126 | 460 | 10.3\% | 2.9x | NM | 3.0x | 2.2x | 1.6\% |
| Polytec Holding AG | PYT | 5.09 | 54.5\% | 118 | 271 | 6.4\% | 4.8 x | 69.7 x | 7.6x | $6.7 x$ | \| $3.6 \%$ |
|  |  |  |  |  | Mean | 8.0\% | 5.4x | 17.5x | 9.4x | 6.2 x |  |
|  |  |  |  |  | Mean | 9.5\% | 5.7x | 17.1x | 8.9x | 6.1 x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 10.2\% | 5.2x | 12.8x | 8.6x | 6.2x | 8.23\% |

## Asian OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 6 / 2023$ | $\begin{gathered} \% \text { of } \\ \text { 52-Wk } \end{gathered}$ <br> High | Market Cap | Total Enterprise Value | LTMEBITDA Margin |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2022 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 13.77 | 73.7\% | \$ 187,827 | \$ 351,666 | 11.9\% | 7.4x | 11.0x | 12.7x | 12.8x | 0.2\% |
| Hyundai Motor Company | A005380 | 126.93 | 72.9\% | 30,436 | 106,714 | 9.5\% | 9.5x | 7.6x | 11.9x | 9.6x | 0.0\% |
| BYD Company Limited | 1211 | 25.92 | 100.0\% | 98,613 | 97,248 | 7.7\% | 1.0x | 53.9x | NM | 19.1x | \| $4.9 \%$ |
| Honda Motor Co., Ltd. | 7267 | 23.57 | 83.2\% | 39,854 | 73,029 | 13.9\% | 3.8x | 8.9x | 4.8x | 6.3 x | \| $2.5 \%$ |
| Nissan Motor Co., Ltd. | 7201 | 3.22 | 65.6\% | 12,612 | 59,198 | 6.4\% | 12.4x | 16.4x | 14.7x | 12.4x | \| $1.6 \%$ |
| Mahindra \& Mahindra Limited | NSEI:M\&M | 15.35 | 92.2\% | 17,746 | 25,645 | 12.4\% | 4.6x | 15.2x | 11.9x | 22.3x | \| $1.7 \%$ |
| Suzuki Motor Corporation | 7269 | 32.14 | 75.1\% | 15,605 | 15,421 | 10.5\% | 1.7x | 12.9x | 5.2x | 4.4x | (0.8\%) |
| NIO Inc. | NIO | 10.37 | 32.5\% | 17,780 | 15,157 | NM | NM | NM | NM | NM | - $6.4 \%$ |
| Geely Automobile Holdings Ltd. | 175 | 1.53 | 61.2\% | 15,025 | 12,065 | 2.4\% | 5.0x | 26.2x | NM | 7.2x | \| $4.6 \%$ |
| Isuzu Motors Limited | 7202 | 11.40 | 81.4\% | 8,840 | 11,773 | 10.8\% | 1.8x | 10.0x | 5.5x | 4.9x | (2.8\%) ] |
| Kia Corporation | A000270 | 48.94 | 69.2\% | 20,812 | 10,198 | 10.1\% | 1.1 x | 6.1 x | 1.8 x | 1.4 x | 0.0\% |
| Yamaha Motor Co., Ltd. | 7272 | 22.55 | 83.6\% | 7,627 | 10,032 | 12.2\% | 2.4 x | 7.4x | 5.6x | 4.7x | (1.2\%) |
| Mitsubishi Motors Co. | 7211 | 3.72 | 74.1\% | 5,538 | 4,662 | 8.9\% | 1.9x | 5.9x | 3.3 x | 2.7x | (3.8\%) \] |
| Mazda Motor Corporation | 7261 | 7.57 | 79.0\% | 4,769 | 4,512 | 6.7\% | 3.3 x | 4.8x | 3.0x | $2.3 x$ | (0.7\%) ${ }^{-}$ |
| FAW Jiefang Group Co., Ltd | 000800 | 1.14 | 64.2\% | 5,392 | 1,536 | NM | NM | NM | NM | 4.4 x | \| $2.1 \%$ |
| Dongfeng Motor Group Co. | 489 | 0.58 | 60.8\% | 5,041 | 1,342 | NM | NM | 4.1 x | NM | 2.9x | 1.6\% |
|  |  |  |  |  | Mean | 9.5\% | 4.3x | 13.6x | 7.3x | 7.8x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 49.43 | 64.4\% | \$ 37,012 | \$ 39,685 | 11.9\% | 1.4 x | 21.3x | 8.1 x | 7.1x | (0.3\%) |
| Bridgestone Corporation | A012330 | 35.41 | 85.2\% | 24,520 | 26,784 | 18.6\% | 1.1x | 22.4x | 5.5 x | 4.8x | (0.5\%) |
| AGC Inc. | 5201 | 34.11 | 78.9\% | 7,562 | 13,785 | 18.6\% | 2.4 x | 11.8 x | 5.5x | 4.8x | \| $2.4 \%$ |
| Aisin Corporation | 7259 | 26.60 | 71.8\% | 7,170 | 13,291 | 9.4\% | 2.5 x | 9.3 x | 4.9x | 4.2 x | (0.6\%) |
| Hyundai Mobis Co.,Ltd | 5108 | 170.30 | 77.0\% | 16,237 | 10,508 | 5.7\% | 1.6x | 9.3 x | $5.4 x$ | 4.5 x | 0.0\% |
| NSK Ltd. | 6471 | 5.28 | 83.5\% | 2,711 | 4,429 | 8.8\% | 4.6x | 26.5 x | 8.0x | 6.1 x | (0.6\%) |
| JTEKT Corporation | 6473 | 6.91 | 81.3\% | 2,371 | 3,747 | 7.2\% | 2.3x | 13.1x | 4.8 x | 4.1x | (1.9\%) I |
| NTN Corporation | 6472 | 1.92 | 83.3\% | 1,022 | 3,151 | 7.0\% | 7.7x | 21.9x | 9.2x | 7.0x | (3.9\%) |
| Koito Manufacturing Co., Ltd. | 7276 | 15.65 | 62.3\% | 5,030 | 3,070 | 10.6\% | 0.2 x | 24.8x | 5.1x | 4.3 x | \| $3.8 \%$ |
| Toyoda Gosei Co., Ltd. | 7282 | 15.31 | 72.8\% | 1,983 | 2,769 | 8.6\% | 2.2 x | 12.7x | 5.2 x | 4.3 x | (1.6\%) \| |
| Stanley Electric Co., Ltd. | 6923 | 19.03 | 81.4\% | 3,045 | 2,282 | 16.4\% | 0.2x | 19.7x | 4.8 x | 4.0x | (0.7\%) |
| Toyota Boshoku Corporation | 3116 | 13.42 | 71.5\% | 2,508 | 2,012 | 6.2\% | $1.7 x$ | 13.4 x | 3.1 x | 2.8 x | 0.2\% |
| NHK Spring Co., Ltd. | 5991 | 6.38 | 82.0\% | 1,454 | 1,238 | 8.8\% | 0.6x | 4.8 x | 3.2x | 2.6x | (0.6\%) |
| HL Holdings Corporation | A060980 | 23.95 | 63.6\% | 242 | 784 | 13.4\% | $5.2 x$ | 7.1x | 6.8 x | 5.7x | 0.0\% |
| Tokai Rika Co., Ltd. | 6995 | 10.54 | 84.3\% | 962 | 735 | 4.8\% | 0.4x | 21.6x | 4.2 x | 3.0x | (1.7\%) ! |
| F-Tech Inc. | 7212 | 3.83 | 80.2\% | 71 | 724 | 5.7\% | 6.0x | 3.2 x | 8.2x | NM | (0.3\%) |
| SGA Group Co. | 600303 | 0.94 | 66.0\% | 626 | 695 | NM | NM | NM | NM | NM | - $5.8 \%$ |
| TS TECH Co., Ltd. | 7313 | 11.34 | 87.6\% | 1,445 | 489 | 7.2\% | 0.0x | 26.7x | 2.6x | 2.0x | (1.3\%) \| |
| Sanden Corporation | 6444 | 1.45 | 63.0\% | 162 | 438 | NM | NM | NM | NM | NM | (2.0\%) |
| Akebono Brake Industry Co., Ltd. | 7238 | 1.13 | 76.5\% | 151 | 387 | 4.9\% | 7.4x | 12.2x | 8.2 x | NM | (0.5\%) |
| China Automotive Systems, Inc. | CAAS | 5.73 | 70.5\% | 190 | 133 | 6.7\% | 1.2 x | 8.1 x | 3.6x | 3.6x | (1.2\%) |
| Futaba Corporation | TSE:6986 | 3.92 | 72.9\% | 166 | 26 | NM | NM | NM | NM | NM | (2.7\%) \ |
|  |  |  |  |  | Mean | 9.5\% | 2.6x | 15.3x | 5.6x | 4.4x |  |
|  |  |  |  |  | Mean <br> Median | $\begin{aligned} & 9.4 \% \\ & 8.8 \% \end{aligned}$ | $3.3 x$ | $\begin{aligned} & 14.3 \mathrm{x} \\ & 12.0 \mathrm{x} \end{aligned}$ | $6.2 x$ | $\begin{aligned} & 6.0 x \\ & 4.4 x \end{aligned}$ | Avg. $\Delta$ \#VALUE! |
|  |  |  |  |  | Median | 8.8\% | 2.3x | 12.0x | 5.2x | 4.4x | \#VALUE! |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 6 / 2023$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | 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 | 2022 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| AB Volvo (publ) | VOLV-B | \$ 18.26 | 84.6\% | \$ 39,155 | \$ 51,099 | 11.2\% | 4.3 x | 12.1x | 11.5x | 7.8 x | 1.0\% |
| Daimler Truck Holding AG | DAI | 32.10 | 83.5\% | 27,015 | 42,358 | 7.8\% | 5.7x | 12.0x | 11.7x | 7.8x | \| $3.8 \%$ |
| PACCAR Inc | PCAR | 100.32 | 93.6\% | 34,704 | 40,566 | 13.0\% | 2.9x | 13.5x | 11.4x | $12.5 x$ | 1.4\% |
| Isuzu Motors Limited | 7202 | 11.40 | 81.4\% | 8,840 | 11,773 | NM | NM | 10.0x | 5.5 x | 4.9x | (2.8\%) |
| Nikola Corporation | NKLA | 2.13 | 17.9\% | 1,169 | 1,075 | NM | NM | NM | NM | NM | (1.4\%) |
|  |  |  |  |  | Mean | 10.7\% | 4.3x | 11.9x | 10.0x | 8.3x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Deere \& Company | DE | \$ 426.47 | 95.1\% | \$ 127,705 | \$ 176,471 | 20.6\% | 4.9x | 18.3x | 16.3x | 15.2x | (0.5\%) |
| Caterpillar Inc. | CAT | 248.86 | 99.2\% | 128,343 | 158,641 | 19.7\% | 3.3x | 18.1x | 14.2x | 15.7x | \| $3.9 \%$ |
| Oshkosh Corporation | OSK | 92.61 | 74.0\% | 5,975 | 6,186 | NM | NM | NM | NM | 12.6x | -5.0\% |
| THOR Industries, Inc. | THO | 83.22 | 78.0\% | 4,811 | 5,944 | 11.0\% | 1.0x | 4.4 x | 3.5 x | 4.1 x | 10.2\% |
| Winnebago Industries, Inc. | WGO | 57.06 | 73.3\% | 1,857 | 2,101 | 12.1\% | 1.1 x | 5.4x | 3.7 x | 3.6x | 8.3\% |
| Wabash National Corporation | WNC | 23.76 | 90.7\% | 1,152 | 1,526 | 6.0\% | 3.3 x | 26.0x | 10.9x | 7.0x | -5.1\% |
| The Shyft Group, Inc. | SHYF | 28.06 | 57.8\% | 994 | 1,126 | 5.6\% | 2.6x | 25.3x | 20.0x | 16.8x | 12.9\% |
| Blue Bird Corporation | BLBD | 13.10 | 59.3\% | 445 | 588 | NM | NM | NM | NM | NM | 22.3\% |
|  |  |  |  |  | Mean | 12.5\% | 2.7x | 29.6x | 11.4x | 10.7x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 161.10 | 93.5\% | \$ 63,982 | \$ 73,041 | 18.8\% | 2.5 x | 28.2x | 19.3x | 17.4x | 2.6\% |
| Cummins Inc. | CMI | 243.90 | 96.0\% | 34,450 | 41,409 | 12.2\% | 2.7 x | 18.2x | 12.9x | 10.4 x | 0.7\% |
| Ingersoll Rand Inc. | IR | 55.12 | 90.9\% | 22,587 | 23,685 | 20.8\% | 2.3 x | 33.2 x | 19.9x | 16.8x | -5.5\% |
| Westinghouse Air Brake | WAB | 101.54 | 96.2\% | 18,352 | 22,384 | 18.4\% | 2.9x | 28.2x | 15.0x | $14.4 x$ | 1.7\% |
| Allison Transmission Holdings, Inı | ALSN | 42.25 | 93.2\% | 3,907 | 6,223 | 34.5\% | 2.7 x | 8.2x | 6.7 x | 6.7 x | 1.6\% |
| Dana Incorporated | DAN | 17.07 | 66.9\% | 2,420 | 5,125 | 6.0\% | 4.8x | NM | 8.7 x | 7.2 x | 12.8\% |
| LCI Industries | LCII | 101.51 | 66.9\% | 2,682 | 3,826 | 14.8\% | 1.5 x | 5.2 x | $4.7 x$ | 5.1x | 9.8\% |
| Modine Manufacturing Company | MOD | 21.35 | 93.5\% | 1,167 | 1,472 | 8.4\% | 2.3 x | 9.2 x | 8.0x | 7.4 x | 7.5\% |
| Douglas Dynamics, Inc. | PLOW | 37.88 | 95.8\% | 863 | 1,173 | 12.7\% | 4.0x | 25.1x | 15.2x | 13.3x | - $4.8 \%$ |
| Stoneridge, Inc. | SRI | 22.51 | 87.0\% | 600 | 762 | 3.2\% | 6.4 x | NM | NM | 20.6x | 14.4\% |
| Commercial Vehicle Group, Inc. | CVGI | 7.06 | 77.5\% | 237 | 409 | 5.5\% | 4.0x | 18.5x | 7.6x | 7.4 x | \| $3.7 \%$ |
|  |  |  |  |  | Mean | 14.1\% | 3.3x | 19.3x | 11.8x | 11.5x |  |
|  |  |  |  |  | Mean <br> Median | $\begin{aligned} & 13.1 \% \\ & 12.1 \% \\ & \hline \end{aligned}$ | 3.3 x 2.9x | $\begin{aligned} & 16.8 \mathrm{x} \\ & 18.1 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 11.3 x \\ & 11.4 x \end{aligned}$ | $\begin{array}{r} 10.7 x \\ 9.1 x \end{array}$ | $\begin{aligned} & \text { Avg. } \Delta \\ & 4.30 \% \end{aligned}$ |



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

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