# THE <br> © <br> wutronWEEKLY 

## 3-Month Price Performance



## LTM Trading Multiples (EV / LTM EBITDA)

| SUPPLIER |  |  |
| :--- | :---: | :---: |
| TRADING MULTIPLES |  |  |
|  | $7-30-21$ | 1 Year |
| NA Autos | 9.6 x | $(0.9 \mathrm{x})$ |
| EUR Autos | 8.0 x | $(0.6 \mathrm{x})$ |
| ASIA Autos | 6.3 x | $(1.4 \mathrm{x})$ |
| Heavy Duty | 10.7 x | 0.0 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


- July 29 (Reuters) - The White House has told U.S. automakers it wants them to back a voluntary pledge of at least $40 \%$ of new vehicles sales being electric by 2030 as it works to reduce greenhouse gas pollution, sources briefed on the matter said. The administration is set as early as next week to roll out proposed revisions to vehicle emissions standards through 2026. Sources said a voluntary electric vehicle (EV) target could be as high as $50 \%$ but emphasized that no agreement with automakers has been reached and many details remain under discussion, including whether that pledge will include various types of gasoline-electric hybrids. United Auto Workers spokesman (UAW) Brian Rothenberg said a published report was inaccurate "that we have agreed to 40\% EVs by 2030. The UAW is still in discussions and has not reached agreement at this point." The UAW has opposed EV mandates, warning it could put some jobs at risk. This month, Stellantis, parent company of Fiat Chrysler, said it was targeting over $40 \%$ of U.S. vehicles be low emission by 2030. Stellantis declined to comment on Thursday. General Motors Co declined to comment on the talks. It has said it aspires to end sales of new U.S. gasoline-powered light duty vehicles by 2035. The White House declined to comment on the discussions. Ford Motor Co did not comment on the discussions but noted it has said it plans "at least $40 \%$ of our global vehicle volume being all-electric by 2030." The Biden administration has resisted calls from many Democrats to set a binding target for EV adoption or to follow California in setting 2035 as a date to phase out the sale of new gasoline-powered light duty vehicles. The National Highway Traffic Safety Administration (NHTSA) and Environmental Protection Agency (EPA) are reviewing former President Donald Trump's March 2020 rollback of fuel economy standards. Trump required $1.5 \%$ annual increases in efficiency through 2026, well below the 5\% yearly boosts set in 2012 by President Barack Obama's administration. Biden's proposed rules, which would cover 2023-2026, are expected to be similar in overall vehicle emissions reductions to California's 2019 deal with some automakers that aims to improve fuel economy $3.7 \%$ annually, sources told Reuters. The 2026 requirements are expected to exceed the Obama-era $5 \%$ annual improvements. In March, a group of 71 Democrats in the U.S. House of Representatives urged Biden to set tough emissions rules to ensure that $60 \%$ of new passenger cars and trucks sold are zero-emission by 2030 . The United States pledged at a global climate summit this year to reduce emissions $50 \%$ to $52 \%$ by 2030, compared with 2005 levels. In April, a dozen governors from states including California, New York and Massachusetts, urged Biden to endorse banning new passenger gasoline-powered vehicle sales by 2035.
- July 28 (The Detroit News) - The Biden Administration issued a proposed rule Wednesday that would raise the requirement for American-made parts in products purchased with taxpayer dollars to $75 \%$ by 2029 . Under the proposed rule, a product would immediately have to meet a threshold of at least $60 \%$ U.S.-made components to qualify under the existing "Buy American" law, which requires federal agencies to buy American-made products whenever possible. Currently, products must have $55 \%$ American-made parts to qualify. That threshold would be raised to $65 \%$ by 2024 and $75 \%$ by 2029 , the officials said, adding that the phased transition is intended to allow government contractors to transition their supply chain to domestic suppliers. Until 2029, products with $55 \%$ American-made parts would be able to qualify if no other U.S. supplier can meet the higher percentage requirements. "In recent years, 'Buy American' has become a hollow promise," President Joe Biden said at an event Wednesday at Mack Trucks in Macungie, Pennsylvania. "But my administration is going to make 'Buy American' a reality. I'm putting the weight of the federal government behind that commitment." The federal government spends around $\$ 600$ billion annually on contracts, according to the White House. The rule also proposes implementing higher price preferences - a percentage added to foreign contractors' offers when determining the lowest price - for critical products identified by the administration such as electric vehicle batteries and minerals, pharmaceuticals, and semiconductor chips to incentivize domestic production. Companies would also be required to report the total domestic content in products, rather than simply say whether they meet the standards, for critical products. "We saw during the early days of the pandemic that the supply chain disruptions can put Americans' lives and livelihoods at risk. When we needed them most, we were short of protective equipment, we were short on ventilators and other essential health equipment," Biden said. "We need to have a resilient supply chain of our own so that we're never again at the mercy of other countries for critical goods ever again." Biden asked the administration to identify ways to strengthen the Buy American rules earlier this year, and the proposed changes reflect the administration's professed interest in reshoring American manufacturing and jobs. Former President Donald Trump also issued executive orders that affected the act, including one that pushed to raise that threshold to $95 \%$ for iron and steel products and from $50 \%$ to $55 \%$ for other products. Tens of billions of federal dollars have gone to foreign companies, Biden said earlier this year, including $\$ 3$ billion in defense funding on foreign construction contracts in 2018 and $\$ 300$ million on foreign engines and vehicles. The proposed rule may prove complicated for many U.S. automakers. Vehicles made by U.S.-based automakers usually contain more parts made in the U.S. than automakers based in foreign countries, according to the National Highway Traffic Safety Administration. But not always -Japan-based Honda Motor Co., for example, is high on the list of automakers using U.S.-made parts. And many American automakers use a significant percentage of parts sourced from other countries. The National Association of Manufacturers, Ford Motor Co. and General Motors Co. praised the administration's efforts to bolster American manufacturing by reviewing Buy American rules in January. Biden has "made good on his promise" to strengthen Buy American standards, United Auto Workers President Ray Curry said in a statement Wednesday. "Joe Biden understands what it means to prevent companies from off-shoring those jobs and making sure that we reverse the trend, and that American taxpayer money is used to leverage the jobs that feed American families and communities for decades to come," Curry said. Michigan Sens. Debbie Stabenow, D-Lansing, and Gary Peters, D-Bloomfield Township, proposed legislation earlier this year that would similarly raise American-made requirements, which was included in a larger package aimed at increasing U.S. competitiveness with China that was approved by the Senate in June. Once the rule is published in the Federal Register, the public will be able to submit comments on it for 60 days before the administration moves to finalize the requirements.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of7/30/2021 | $\begin{gathered} \text { \% of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{gathered} \text { LTM } \\ \text { EBITDA } \end{gathered}$Margin | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 687.20 | 76.3\% | \$ 702,584 | \$ 676,725 | 13.7\% | 1.9x | NM | NM | NM | - $6.8 \%$ |
| General Motors Company | GM | 56.84 | 88.4\% | 82,732 | 85,243 | 13.0\% | 7.0x | 9.2x | 5.4x | 3.4 x | \| $3.5 \%$ |
| Ford Motor Company | F | 13.95 | 84.8\% | 55,567 | 46,682 | 8.1\% | 2.2x | 16.3x | 4.4x | $3.7 x$ | 0.9\% |
|  |  |  |  |  | Mean | 11.6\% | 3.7x | 12.7x | 4.9x | 3.6x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 166.85 | 98.2\% | \$ 45,346 | \$ 46,894 | 13.0\% | 2.4x | 93.6x | NM | 19.2x | -6.0\% |
| BorgWarner Inc. | BWA | 48.98 | 88.2\% | 11,702 | 14,264 | 15.1\% | 2.2 x | 25.0x | 7.9x | 6.1 x | \| $4.2 \%$ |
| Autoliv, Inc. | ALV | 100.88 | 92.8\% | 8,667 | 10,154 | 14.8\% | 1.7x | 16.1x | 7.8x | 8.2x | 17.6\% |
| Gentex Corporation | GNTX | 34.03 | 90.1\% | 8,162 | 7,853 | 33.3\% | 0.0x | 18.0x | 12.3x | 12.7x | 15.1\% |
| Visteon Corporation | VC | 114.05 | 77.3\% | 3,197 | 3,337 | 7.6\% | $2.4 x$ | NM | 15.2x | 14.0x | - $5.0 \%$ |
| Gentherm Incorporated | THRM | 82.93 | 96.9\% | 2,785 | 2,635 | 18.0\% | 0.4x | 23.9x | 13.3x | 13.9x | - $15.2 \%$ |
| Stoneridge, Inc. | SRI | 28.95 | 75.8\% | 774 | 900 | 5.0\% | 5.3x | NM | NM | 15.8x | \| $4.1 \%$ |
|  |  |  |  |  | Mean | 15.3\% | 2.0x | 35.3x | 11.3x | 12.8x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 83.88 | 83.0\% | \$ 25,218 | \$ 28,082 | 10.1\% | 1.7 x | 22.7x | 8.1 x | $6.2 x$ | \| $3.7 \%$ |
| Lear Corporation | LEA | 174.98 | 85.4\% | 10,370 | 12,151 | 7.2\% | 2.2x | 37.0x | 9.4x | 6.7 x | \| $4.8 \%$ |
| Goodyear Tire \& Rubber Co. | GT | 15.71 | 75.9\% | 3,663 | 9,607 | 6.3\% | 8.7 x | NM | 11.9x | 5.5 x | 1.0\% |
| Adient plc | ADNT | 42.13 | 79.2\% | 3,894 | 7,392 | 9.4\% | 8.1x | NM | 14.9x | 6.7 x | \| $4.8 \%$ |
| Tenneco Inc. | TEN | 17.41 | 76.5\% | 1,470 | 6,482 | 6.4\% | 5.0x | NM | 6.2 x | 4.5 x | \| $2.2 \%$ |
| Dana Incorporated | DAN | 24.16 | 85.0\% | 3,426 | 6,026 | 9.4\% | 3.4 x | 16.8x | 7.5x | 6.3 x | - $6.0 \%$ |
| Linamar Corporation | LNR | 59.20 | 80.3\% | 3,874 | 4,122 | 16.5\% | 1.0x | 13.8x | 5.2x | 4.4 x | \| 3.0\% |
| American Axle \& Mfg. | AXL | 9.69 | 74.2\% | 1,109 | 3,959 | 18.8\% | 3.3 x | 5.4 x | 3.8x | 4.3 x | \| 3.4\% |
| TI Fluid Systems plc | TIFS | 4.31 | 93.8\% | 2,224 | 3,199 | 7.1\% | 6.2 x | NM | 13.2x | 6.3 x | - $6.2 \%$ |
| Nexteer Automotive Group | 1316 | 1.25 | 100.0\% | 3,144 | 2,916 | 9.5\% | 1.1x | 26.7x | 10.1x | 5.4x | (1.5\%) |
| Martinrea International Inc. | MRE | 10.15 | 77.8\% | 816 | 1,561 | 9.0\% | 3.4 x | NM | 6.2 x | 3.9x | \| $2.8 \%$ |
| Modine Manufacturing Company | MOD | 16.73 | 90.2\% | 852 | 1,220 | 8.6\% | 2.5 x | NM | 7.9x | 7.2x | \| $5.0 \%$ |
| Cooper-Standard Holdings Inc. | CPS | 26.05 | 54.4\% | 438 | 1,195 | 2.7\% | 17.3x | NM | 18.2x | 9.6 x | - $6.1 \%$ |
| Superior Industries | SUP | 8.50 | 87.4\% | 227 | 893 | 11.7\% | 4.7x | NM | 6.6x | 5.0x | \| $2.4 \%$ |
| STRATTEC Security Corp. | STRT | 41.18 | 61.2\% | 157 | 195 | 7.9\% | 0.6x | 17.2x | 5.9x | 3.9x | \| 2.7\% |
|  |  |  |  |  | Mean | 9.4\% | 4.6x | 19.9x | 9.0x | 5.7 x |  |
|  |  |  |  |  | Mean | 11.3\% | 3.8x | 24.4x | 9.2x | 7.6x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.4\% | 2.4x | 17.6x | 7.9x | 6.2x | 4.46\% |

## North American Aftermarket

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$7 / 30 / 2021$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 603.84 | 97.1\% | \$ 41,558 | \$ 47,019 | 24.4\% | 1.9x | 21.7x | 15.3x | 15.7x | (2.8\%) \} |
| AutoZone, Inc. | AZO | 1,623.57 | 99.1\% | 35,204 | 41,996 | 23.7\% | 2.4 x | 17.8x | 12.4x | 13.1x | (0.5\%) |
| Genuine Parts Company | GPC | 126.92 | 93.4\% | 18,111 | 20,520 | 8.3\% | 2.2x | 22.7x | 13.8x | 13.3x | (1.7\%) \| |
| Advance Auto Parts, Inc. | AAP | 212.06 | 97.4\% | 13,805 | 16,377 | 11.5\% | 2.8 x | 22.8x | 13.2x | 13.2x | (1.3\%) |
| Snap-on Incorporated | SNA | 217.98 | 83.8\% | 11,831 | 12,334 | 26.9\% | 1.3 x | 15.2x | 10.3x | 10.5x | (2.9\%) \| |
| Uni-Select Inc. | UNS | 12.39 | 91.5\% | 525 | 1,002 | 4.9\% | 7.2 x | NM | 14.2x | 8.2 x | 11.6\% |
| CarParts.com, Inc. | PRTS | 17.61 | 75.7\% | 832 | 833 | 1.3\% | 5.0x | NM | NM | NM | (5.6\%) |
|  |  |  |  |  | Mean | 14.4\% | 3.3x | 20.0x | 13.2x | 12.3x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Axalta Coating Systems Ltd. | AXTA | \$ 30.10 | 88.0\% | \$ 6,898 | \$ 9,644 | 22.3\% | 4.1x | 24.1x | 10.1x | 10.3 x | \| $3.9 \%$ |
| Goodyear Tire \& Rubber Co. | GT | 15.71 | 75.9\% | 3,663 | 9,607 | 6.3\% | 8.7 x | NM | 11.9x | 5.5x | 1.0\% |
| Dorman Products, Inc. | DORM | 101.15 | 89.4\% | 3,198 | 3,100 | 17.2\% | 0.2x | 24.3x | 15.0x | 14.0x | (3.6\%) \} |
| Standard Motor Products, Inc. | SMP | 41.76 | 75.5\% | 932 | 985 | 13.3\% | 0.5x | 13.7x | 6.4 x | 7.4 x | (0.2\%) |
| Motorcar Parts of America, Inc. | MPAA | 22.24 | 84.2\% | 423 | 595 | 9.2\% | 3.8 x | 20.0x | 12.0x | 6.8 x | (4.7\%) \} |
| Horizon Global Corporation | HZN | 8.90 | 75.6\% | 244 | 509 | 4.3\% | 9.9x | NM | 16.9x | NM | (1.9\%) \| |
|  |  |  |  |  | Mean | 12.1\% | 4.5x | 20.5x | 12.1x | 8.8x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| Copart, Inc. | CPRT | \$ 147.00 | 99.1\% | \$ 34,550 | \$ 34,395 | 46.6\% | 0.5 x | 41.7x | NM | NM | 0.2\% |
| LKQ Corporation | LKQ | 50.75 | 95.8\% | 15,114 | 18,616 | 13.6\% | 2.3 x | 16.3x | 10.8x | 10.4 x | (0.0\%) |
| IAA, Inc. | IAA | 60.48 | 90.5\% | 8,215 | 10,017 | 29.5\% | 5.1x | 36.7x | 23.6x | 19.5x | (0.5\%) |
| KAR Auction Services, Inc. | KAR | 16.48 | 79.0\% | 2,071 | 5,332 | 17.3\% | 9.5 x | NM | 14.6x | 10.8x | 1.0\% |
| Boyd Group Services Inc. | BYD | 195.96 | 98.4\% | 4,208 | 4,752 | 8.8\% | 4.2 x | NM | NM | 18.8x | \| 1.9\% |
|  |  |  |  |  | Mean | 23.1\% | 4.3x | 31.6x | 16.3x | 14.9x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax, Inc. | KMX | \$ 133.95 | 96.5\% | \$ 22,241 | \$ 37,731 | 7.6\% | $8.8 x$ | 18.8x | 20.3x | 19.8x | (0.7\%) |
| Carvana Co. | CVNA | 337.56 | 98.0\% | 27,041 | 29,755 | NM | NM | NM | NM | NM | (0.4\%) |
| Lithia Motors, Inc. | LAD | 377.22 | 90.2\% | 11,334 | 15,133 | 7.1\% | 3.5 x | 12.3x | 11.8x | 10.0x | \| 3.9\% |
| Penske Automotive Group, Inc. | PAG | 88.60 | 94.8\% | 7,216 | 13,530 | 4.9\% | 5.5 x | 7.4 x | 11.3 x | 9.0x | 8.8\% |
| AutoNation, Inc. | AN | 121.33 | 96.9\% | 8,608 | 12,475 | 6.9\% | 2.3 x | 10.8x | 7.5 x | 6.8 x | \| 3.9\% |
| Asbury Automotive Group, Inc. | ABG | 205.46 | 94.7\% | 3,951 | 5,846 | 7.3\% | 3.1x | 9.3 x | 9.1 x | 8.1 x | \| $4.6 \%$ |
| Group 1 Automotive, Inc. | GPI | 173.74 | 95.5\% | 3,007 | 5,498 | 6.6\% | 3.0x | 6.2 x | 6.5 x | 6.4 x | \| 3.0\% |
| Vroom, Inc. | VRM | 37.04 | 49.1\% | 5,079 | 4,387 | NM | NM | NM | NM | NM | (4.0\%) |
| Sonic Automotive, Inc. | SAH | 54.55 | 94.1\% | 2,343 | 4,133 | 4.8\% | 4.0x | 8.2 x | 7.6x | 6.8 x | 11.4\% |
| AutoCanada Inc. | ACQ | 40.70 | 92.6\% | 1,103 | 2,212 | 2.9\% | 14.1x | 23.7x | NM | 14.4x | -8.0\% |
|  |  |  |  |  | Mean | 6.0\% | 5.5x | 12.1x | 10.6x | 10.2x |  |
|  |  |  |  |  | Mean | 13.0\% | 4.5x | 18.7x | 12.5x | 11.2x | Avg. $\triangle$ |
|  |  |  |  |  | Median | 8.6\% | 3.7x | 18.3x | 12.0x | 10.4x | 1.15\% |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{array}{\|c\|} \hline \text { Price } \\ \text { as of } \\ 7 / 30 / 2021 \end{array}$ | $\begin{gathered} \text { \% of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{gathered} \text { LTM } \\ \text { EBITDA } \end{gathered}$Margin |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | Vow | \$ 243.77 | 81.3\% | \$ 149,676 | \$ 338,246 | 14.1\% | 5.7x | 5.8x | 7.9x | 7.4x | (0.7\%) |
| Daimler AG | DAI | 89.30 | 93.4\% | 97,193 | 233,761 | 13.0\% | $6.4 x$ | 6.0x | $8.9 x$ | 7.5 x | 0.9\% |
| BMW AG | BMW | 99.69 | 87.1\% | 65,762 | 172,265 | 10.2\% | 10.3 x | NM | 14.0x | $8.8 x$ | (1.0\%) |
| Renault SA | RNO | 37.99 | 77.2\% | 10,581 | 59,948 | 7.9\% | 16.4 x | NM | 13.3x | $9.4 x$ | \| 3.5\% |
| Stellantis N.V. | STLA | 19.21 | 92.0\% | 60,921 | 52,315 | 9.4\% | 2.4 x | 6.7 x | 7.5 x | 2.3 x | \| 3.6\% |
|  |  |  |  |  | Mean | 10.9\% | 8.2x | 6.2 x | 10.3x | 7.1x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Michelin SCA | ML | \$ 163.35 | 98.5\% | \$ 29,389 | \$ 33,554 | 20.3\% | 1.8x | 13.9x | $6.2 x$ | 6.1 x | 0.6\% |
| Continental AG | CON | 135.66 | 86.1\% | 27,389 | 32,090 | 9.7\% | 1.8x | NM | 7.4 x | 5.2 x | (2.1\%) \| |
| Valeo SE | FR | 28.92 | 71.5\% | 7,012 | 11,969 | 10.1\% | 3.1 x | 27.2x | 5.5 x | 4.1 x | 1.8\% |
| Faurecia S.E. | EO | 44.64 | 74.0\% | 6,054 | 10,361 | 9.0\% | 4.3 x | 25.8x | 6.0x | $3.7 x$ | (4.1\%) |
| Autoliv, Inc. | ALV | 100.88 | 92.8\% | 8,667 | 10,154 | 14.8\% | 1.7 x | 16.1x | 7.8x | 8.2 x | 7.6\% |
| Plastic Omnium SA | POM | 31.74 | 77.1\% | 4,647 | 5,842 | 3.8\% | 5.3x | 13.2x | 16.4x | 5.3 x | \| 3.6\% |
| Brembo S.p.A. | BRE | 13.99 | 96.9\% | 4,569 | 5,156 | 17.4\% | 2.1x | 15.5x | 9.4 x | 8.2 x | 10.2\% |
| LEONI AG | LEO | 17.46 | 84.9\% | 565 | 2,308 | 0.3\% | NM | NM | NM | 8.6 x | \| 3.1\% |
| ElringKlinger AG | ZIL2 | 16.41 | 75.9\% | 1,044 | 1,614 | 12.0\% | 3.2 x | NM | 7.6x | 5.9x | \| 1.7\% |
| Grammer AG | GMM | 28.71 | 84.8\% | 425 | 875 | 3.1\% | 8.0x | NM | 13.6x | 4.9x | 0.8\% |
| Sogefi S.p.A. | SO | 1.62 | 85.9\% | 191 | 603 | 12.8\% | 2.8 x | NM | 2.9x | 2.7 x | 6.9\% |
| Polytec Holding AG | PYT | 11.96 | 79.0\% | 261 | 409 | 5.1\% | 7.4 x | 23.1x | 13.2x | 5.5 x | 0.0\% |
|  |  |  |  |  | Mean | 9.9\% | 3.8x | 18.6x | 8.7x | 5.7 x |  |
|  |  |  |  |  | Mean | 10.2\% | 5.2x | 15.3x | 9.2x | 6.1x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 10.1\% | 3.7x | 14.7x | 7.8x | 5.9x | 2.15\% |

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$7 / 30 / 2021$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | $\begin{gathered} \text { Total } \\ \text { Debt / } \\ \text { EBITDA } \end{gathered}$ | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 89.33 | 94.5\% | \$ 256,551 | \$ 409,483 | 13.0\% | 7.4 x | 12.4x | 12.8x | 11.4x | 1.5\% |
| BYD Company Limited | 1211 | 30.75 | 100.0\% | 116,516 | 111,098 | 12.6\% | 2.3 x | NM | NM | NM | \| 5.2\% |
| Honda Motor Co., Ltd. | 7267 | 31.82 | 94.9\% | 56,689 | 103,015 | 14.2\% | 4.3 x | 9.2x | 6.1 x | 9.1 x | \| $2.9 \%$ |
| Hyundai Motor Company | A005380 | 189.24 | 75.3\% | 40,468 | 100,397 | 6.4\% | 0.0x | 13.2x | 15.4x | 9.7 x | (3.1\%) \| |
| Nissan Motor Co., Ltd. | 7201 | 5.75 | 94.5\% | 22,510 | 75,721 | 4.0\% | 21.1 x | NM | 24.2x | 19.7x | -14.4\% |
| NIO Inc. | NIO | 44.68 | 66.7\% | 75,126 | 68,897 | NM | NM | NM | NM | NM | 1.6\% |
| Geely Automobile Holdings Ltd. | 175 | 3.34 | 100.0\% | 33,798 | 30,582 | 6.6\% | 0.6x | 38.9x | NM | 14.1x | -9.5\% |
| Kia Corporation | A000270 | 72.57 | 81.9\% | 29,518 | 24,011 | 8.1\% | 2.2 x | 14.5x | 5.5x | 3.6x | (3.1\%) \} |
| Mahindra \& Mahindra Limited | NSEI: M\&M | 9.99 | 78.1\% | 11,351 | 20,010 | 12.4\% | 4.6x | 45.3x | 11.2x | 18.6x | (2.6\%) \| |
| Suzuki Motor Corporation | 7269 | 40.36 | 75.8\% | 19,961 | 18,587 | 10.4\% | 2.3 x | 14.8x | 6.2 x | 5.9x | (1.7\%) \| |
| Isuzu Motors Limited | 7202 | 13.21 | 90.1\% | 10,353 | 11,125 | 9.4\% | 1.8x | 25.2x | $6.8 x$ | 5.0x | \| 3.6\% |
| Yamaha Motor Co., Ltd. | 7272 | 24.82 | 80.2\% | 8,861 | 11,030 | 10.1\% | 3.2x | 11.3x | 8.0x | 6.3 x | \| $2.2 \%$ |
| Mazda Motor Corporation | 7261 | 9.77 | 95.6\% | 5,830 | 6,552 | 5.1\% | 5.1x | 14.7x | 4.3 x | 3.7 x | 17.5\% |
| Dongfeng Motor Group Co. | 489 | 0.89 | 68.1\% | 7,804 | 6,328 | 2.1\% | 27.4x | 4.6x | 18.1x | $6.6 x$ | (0.2\%) |
| Mitsubishi Motors Co. | 7211 | 2.79 | 87.5\% | 4,128 | 4,807 | 1.9\% | 13.7x | NM | 16.5x | 6.8 x | -10.4\% |
| FAW Jiefang Group Co., Ltd | 000800 | 1.71 | 71.9\% | 8,111 | 4,434 | 3.1\% | 0.0x | 12.0x | 7.3x | 6.0x | 0.7\% |
|  |  |  |  |  | Mean | 8.0\% | 6.4x | 18.0x | 10.9x | 9.0x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 68.17 | 93.4\% | \$ 55,769 | \$ 53,524 | 12.9\% | 1.2x | 19.3x | $8.3 x$ | 7.6x | \| 4.2\% |
| Bridgestone Corporation | A012330 | 43.73 | 91.3\% | 31,331 | 29,648 | 16.0\% | 2.1x | 14.0x | $6.8 x$ | 5.6x | 2.5\% |
| AGC Inc. | 5201 | 42.50 | 88.8\% | 10,021 | 17,321 | 19.4\% | 2.5 x | 12.3x | 6.3 x | 5.6x | 2.3\% |
| Aisin Corporation | 7259 | 40.22 | 86.8\% | 11,301 | 16,370 | 13.6\% | 1.8x | 6.0x | 3.4 x | 3.4 x | (5.7\%) |
| Hyundai Mobis Co.,Ltd | 5108 | 231.35 | 65.7\% | 21,705 | 13,981 | 7.4\% | 1.1x | 13.6x | 5.6x | 4.8 x | (4.5\%) 【 |
| Koito Manufacturing Co., Ltd. | 7276 | 60.68 | 79.8\% | 10,375 | 7,323 | 15.0\% | 0.2x | 20.4x | $6.9 x$ | $6.7 x$ | 1.5\% |
| NSK Ltd. | 6471 | 8.19 | 74.4\% | 4,147 | 5,943 | 9.5\% | 4.3 x | 31.4x | 8.4 x | 7.0x | (2.0\%) \| |
| JTEKT Corporation | 6473 | 9.40 | 80.9\% | 3,269 | 4,668 | 8.0\% | 2.5 x | 11.3x | $4.6 x$ | 4.4 x | (6.9\%) |
| Stanley Electric Co., Ltd. | 6923 | 25.88 | 76.4\% | 4,324 | 3,388 | 19.9\% | 0.2x | 15.3 x | 4.8 x | 4.6x | (6.2\%) |
| Toyoda Gosei Co., Ltd. | 7282 | 23.35 | 81.9\% | 3,102 | 3,320 | 12.3\% | 1.5x | 6.9 x | 3.7 x | 4.4 x | (1.6\%) |
| Toyota Boshoku Corporation | 3116 | 20.04 | 92.3\% | 3,817 | 3,276 | 9.2\% | 1.1x | $6.7 x$ | 2.8 x | 3.2x | (1.5\%) |
| NTN Corporation | 6472 | 2.54 | 78.2\% | 2 | 2,531 | 7.1\% | 9.2 x | 89.8x | 6.3 x | 5.7x | (1.1\%) |
| NHK Spring Co., Ltd. | 5991 | 7.67 | 85.0\% | 1,848 | 1,831 | 6.6\% | 1.9x | 21.0x | 5.3 x | 4.0x | (0.4\%) |
| Sanden Holdings Corporation | 6444 | 2.85 | 61.4\% | 323 | 1,153 | NM | NM | NM | NM | NM | (1.8\%) \| |
| Tokai Rika Co., Ltd. | 6995 | 15.47 | 83.9\% | 1,458 | 952 | 9.8\% | 0.2x | 5.7x | 2.2x | 2.5 x | (2.1\%) \| |
| Halla Holdings Corp. | A060980 | 39.93 | 89.7\% | 413 | 927 | 17.8\% | $6.4 x$ | 7.2x | 7.5x | 6.3 x | 0.6\% |
| TS TECH Co., Ltd. | 7313 | 14.76 | 89.9\% | 2,038 | 712 | 11.5\% | 0.0x | 8.0x | 1.8x | 1.6 x | (1.1\%) |
| F-Tech Inc. | 7212 | 6.79 | 76.2\% | 128 | 678 | 7.1\% | 3.8 x | NM | 5.7x | NM | (2.8\%) \} |
| Akebono Brake Industry Co., Ltd. | 7238 | 1.55 | 79.4\% | 215 | 434 | 4.1\% | 9.0x | NM | 8.8 x | NM | 3.1\% |
| SGA Group Co. | 600303 | 0.56 | 68.1\% | 392 | 325 | NM | NM | 45.5x | NM | NM | (6.0\%) |
| China Automotive Systems, Inc. | CAAS | 4.21 | 30.7\% | 128 | 106 | 3.9\% | 2.7 x | NM | 5.7x | 2.8 x | (0.5\%) |
| Futaba Corporation | TSE:6986 | 7.26 | 75.0\% | 314 | 37 | NM | NM | NM | NM | NM | \| 2.4\% |
|  |  |  |  |  | Mean | 11.1\% | 2.7x | 19.7x | 5.5x | 4.7x |  |
|  |  |  |  |  | Mean | 9.6\% | 4.4x | 19.0x | 7.7x | 6.6x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.4\% | 2.3x | 13.4x | 6.3x | 5.7x | 0.54\% |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of7/30/2021 | $\begin{gathered} \begin{array}{c} \% \text { of } \\ \text { 52-Wk } \\ \text { High } \end{array} \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Marain } \end{aligned}$ |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 89.30 | 93.4\% | \$ 97,193 | \$ 233,761 | 13.0\% | $6.4 x$ | 6.0x | $8.9 x$ | 7.5 x | 0.9\% |
| AB Volvo (publ) | VOLV-B | 23.57 | 84.0\% | 48,645 | 57,534 | 13.4\% | 3.0x | 12.6x | 10.3x | 8.4 x | (2.1\%) \| |
| PACCAR Inc | PCAR | 82.99 | 80.4\% | 28,502 | 36,354 | 11.7\% | 4.6x | 16.5x | 14.0x | 14.4x | (5.2\%) |
| MAN SE | MAN | 87.31 | 98.9\% | 12,861 | 15,636 | NM | NM | NM | NM | NM | 0.8\% |
| Isuzu Motors Limited | 7202 | 13.21 | 90.1\% | 10,353 | 11,125 | NM | NM | 25.2x | 6.8 x | 5.0x | \| 3.6\% |
| Nikola Corporation | NKLA | 11.87 | 21.8\% | 4,438 | 3,963 | NM | NM | NM | NM | NM | (15.2\%) |
|  |  |  |  |  | Mean | 12.7\% | 4.7x | 15.1x | 10.0x | 8.8x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Deere \& Company | DE | \$ 361.59 | 90.3\% | \$ 111,036 | \$ 153,965 | 20.0\% | 6.0x | 24.9x | 19.4x | 17.8x | 1.9\% |
| Caterpillar Inc. | CAT | 206.75 | 83.8\% | 112,384 | 140,859 | 19.0\% | 4.3 x | 26.0x | 16.1x | 16.0x | (1.3\%) \| |
| Thor Industries, Inc. | THO | 118.36 | 77.8\% | 6,544 | 8,059 | 8.9\% | 1.8x | 12.0x | $8.2 x$ | 7.3x | (7.2\%) |
| Oshkosh Corporation | OSK | 119.55 | 87.0\% | 8,067 | 7,858 | 8.8\% | 1.2 x | 17.1x | 12.0x | 10.5x | (0.3\%) |
| Winnebago Industries, Inc. | WGO | 71.87 | 82.1\% | 2,446 | 2,559 | 11.8\% | 1.4 x | 10.1x | 6.5 x | 6.0x | - $4.5 \%$ |
| The Shyft Group, Inc. | SHYF | 39.44 | 90.2\% | 1,377 | 1,474 | 8.9\% | 1.5 x | 39.1x | 23.8x | 15.1x | \| 1.9\% |
| Wabash National Corporation | WNC | 14.64 | 71.2\% | 732 | 1,028 | 6.2\% | 4.3 x | 31.7x | 10.4x | 8.2 x | 1.4\% |
| Blue Bird Corporation | BLBD | 25.00 | 86.5\% | 665 | 838 | 4.8\% | 4.8 x | $61.5 x$ | 22.7x | 14.3x | 0.4\% |
|  |  |  |  |  | Mean | 11.1\% | 3.2x | 29.6x | 14.9x | 11.9x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 158.05 | 98.8\% | \$ 62,361 | \$ 72,240 | 15.4\% | 3.9x | 44.5x | NM | 20.3x | 0.8\% |
| Cummins Inc. | CMI | 232.10 | 83.8\% | 33,489 | 36,060 | 13.1\% | 1.7x | 18.3x | 13.2x | 9.4 x | (2.2\%) \} |
| Ingersoll Rand Inc. | IR | 48.87 | 93.8\% | 20,323 | 20,836 | 19.6\% | 3.5 x | 64.1 x | 18.7x | 17.6x | 0.5\% |
| Westinghouse Air Brake Technologie | WAB | 84.87 | 97.2\% | 15,799 | 20,006 | 17.1\% | 3.3x | 35.7x | 15.2x | 14.0x | \| 3.7\% |
| Allison Transmission Holdings, Inc. | ALSN | 39.91 | 86.0\% | 4,209 | 6,558 | 34.1\% | 3.3x | 12.2x | 8.5 x | 7.7x | 0.1\% |
| Dana Incorporated | DAN | 24.16 | 85.0\% | 3,426 | 6,026 | 9.4\% | 3.4 x | 16.8x | 7.5 x | $6.3 x$ | 6.0\% |
| LCI Industries | LCII | 145.82 | 93.1\% | 3,682 | 4,540 | 12.0\% | 2.4 x | 18.1x | 12.0x | 10.3x | \| $2.1 \%$ |
| Meritor, Inc. | MTOR | 24.33 | 72.5\% | 1,729 | 2,684 | 7.4\% | 5.2 x | 29.6x | 11.5x | 6.2 x | \| 3.9\% |
| Modine Manufacturing Company | MOD | 16.73 | 90.2\% | 852 | 1,220 | 8.6\% | 2.5x | NM | 7.9x | 7.2x | -5.0\% |
| Douglas Dynamics, Inc. | PLOW | 39.90 | 77.6\% | 904 | 1,142 | 16.8\% | 2.7x | 22.0x | 12.3x | 12.6x | \| 3.6\% |
| Stoneridge, Inc. | SRI | 28.95 | 75.8\% | 774 | 900 | 5.0\% | 5.3x | NM | NM | 15.8x | \| $4.1 \%$ |
| Commercial Vehicle Group, Inc. | CVGI | 9.14 | 67.2\% | 297 | 449 | 5.4\% | 4.4 x | NM | 10.7x | 5.7x | (1.1\%) \| |
| Haldex AB (publ) | HLDX | 6.15 | 82.0\% | 294 | 414 | 11.2\% | $2.8 x$ | NM | 7.6x | 5.7x | \\| $4.1 \%$ |
|  |  |  |  |  | Mean | 13.5\% | 3.4x | 29.0x | 11.4x | 10.7x |  |
|  |  |  |  |  | Mean | 12.6\% | 3.5x | 25.9x | 12.4x | 10.8x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 11.8\% | 3.3x | 22.0x | 11.5x | 9.4 x | 0.55\% |



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

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