# THE <br> © your WEEKLY 

## 3-Month Price Performance



## LTM Trading Multiples (EV / LTM EBITDA)


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





S\&P $500 \quad$ Suppliers (Global)

- August 3 (Reuters) - U.S. new vehicle sales in July continued to show signs of recovery from the coronavirus pandemic, as Toyota Motor Corp on Monday posted its lowest sales decline since the COVID-19 outbreak slammed the sector in midMarch. The Japanese automaker said that its sales in July fell 19\% versus the same month in 2019, to 169,484 units. That was Toyota's best month since before the pandemic shuttered North American production for two months and led to closed showrooms across numerous U.S. states. The rebound in U.S. auto sales since hitting a bottom in April has seen major automakers scramble to ramp up production and boost weak inventories at dealerships, especially in states where they remained open throughout the shutdowns. The rebound in sales, though, could be threatened by spiking cases in southern and southwestern U.S. states, which have increased uncertainty over the U.S. economic recovery. Hyundai Motor Co reported a modest year-on-year 0.6\% gain in U.S. sales for July, selling 57,677 units. "Achieving an overall sales increase despite the ongoing pandemic is a tremendous accomplishment and speaks to the depth and quality of our product lineup and resiliency of our dealers," Hyundai's North American sales chief, Randy Parker, said in a statement.
- August 3 (Reuters) - After years of being part of a future that never quite arrived, the coronavirus pandemic has put U.S. online car sellers on the map. Now comes a race to spend vast sums on digital commerce platforms specifically designed to handle auto sales. Without deep pockets, many startups and others trying to join the online game will likely be left in the dust. "The big three (auto) e-commerce players will grow substantially, but it will be hard to be a new entrant," said Toby Russell, joint chief executive officer of Shift, which will go public to join rival Carvana and Vroom later this quarter. "The pay to play on this thing is in the hundreds of millions and the early journey is hard, especially building out the technology," Russell said. Online sales still only account for around $1 \%$ of the roughly $\$ 840$ billion Americans spend annually on around 40 million used cars. But after numerous U.S. states went into COVID-19 lockdowns in March, the advantage of socially-distant online sales has come squarely into focus. "With coronavirus we've seen an additional shift in desire to purchase vehicles online," said Carvana CEO Ernie Garcia, whose company has grown by triple digits for six years running. Investors are buying in. Vroom's shares are now trading at more than double their $\$ 22$ launch price on June 8. Carvana's market value is near that of No. 2 U.S. automaker Ford Motor Co, though it has yet to post a profit. In a sign of the times, an April survey by CarGurus Inc, an online marketplace for new and used cars, found $61 \%$ of people shopping for cars were open to buying online. That compares with $32 \%$ before the pandemic. Selling vehicles online with no physical showrooms requires more than just a nifty app though. The $\$ 2$ billion Carvana has spent since 2013 rolling out its digital network has included payments for technology to evaluate trade-in vehicles, financing for car loans, switching car titles across U.S. states with different rules and a logistics network to recondition, store and deliver thousands of vehicles to customers' homes. "It's expensive to build up an entirely new supply chain that's nationwide and supports tens of thousands of cars," Garcia said. Rival Vroom has spent around \$1 billion on its online platform and inventory so far. It hopes some day to also use the platform to sell auto parts or insurance, or to serve as a marketplace for smaller auto retailers, CEO Paul Hennessey said. Vroom could provide smaller dealers with reconditioning services, logistics and a vast pool of potential car buyers - for a fee. Shift's Russell, meanwhile, also hopes to host other dealer's vehicles on his company's platform. The three main online sellers say they have no interest in new car sales because they are unprofitable and dealer franchise laws make selling across state lines difficult. Of the automakers, only Tesla Inc has avoided franchises and always sold vehicles online. CarMax, the No. 1 used car retail chain, has spent over $\$ 300$ million rolling out a digital platform to accompany its 200 U.S. stores. It is still working through the logistics of serving America's vast geography. "It's not for the faint-hearted," said CarMax Chief Marketing Officer Jim Lyski. Lyski and other executives say other major brick-and-mortar auto retail chains will likely roll out online sales, but the huge investments involved will limit digital competition. "I think the largest players are the only ones that can actually afford to build that capability," Lyski said. Industry experts say Amazon.com Inc, which provides auto research for consumers but does not sell cars, has a huge potential in online vehicle sales. But the e-commerce titan, which has seen its profit surge during the pandemic, declined to comment. "This isn't something we'd speculate on," said Amazon spokeswoman Lori Torgerson. CarMax launched "contactless" curbside pickup during the pandemic, a popular choice for online customers. It also offers free home delivery up to 60 miles ( 97 km ) from a dealership, a service to available to most customers. But home delivery is cost-prohibitive in some areas, or state regulations prevent it, CarMax said. CarMax's Des Moines store, for instance, does not offer home delivery, though general manager Brandon Parram said some customers have asked about it. "I know it takes time to figure out how to make it work," Parram said, "but I'm a fan of any new way to give customers the options they want." Major automakers have been pushing for more online new vehicle sales, especially after COVID-19 shuttered many dealerships. In April, Fiat Chrysler Automobiles NV launched online shopping tools allowing U.S. customers to buy a vehicle through a franchise dealer. But automakers face a big potential challenge from dealers, a powerful lobbying group. Laws restrict direct online sales by auto manufacturers in some parts of the country with franchised dealers. "The automakers built this system and they have to live with it," said Peter Bible, a former executive at General Motors Co. "They are trying to turn a battleship on a dime and it just doesn't work that way."


## North American Equity Performance

## Last 12 Months Change



## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$7 / 31 / 2020$ | $\begin{gathered} \% \text { of } \\ 52-\text { Wk } \\ \text { High } \end{gathered}$ | $\begin{aligned} & \text { Market } \\ & \text { Cap } \end{aligned}$ | TotalEnterpriseValue | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 1,430.76 | 79.7\% | \$ 276,747 | \$ 274,983 | 13.4\% | 4.5 x | NM | NM | NM | 1.0\% |
| General Motors Company | GM | 24.89 | 61.9\% | 36,693 | 40,896 | 7.2\% | 15.4x | 23.5x | 4.9x | 2.9x | (5.2\%) |
| Ford Motor Company | F | 6.61 | 68.5\% | 26,615 | 22,923 | 8.1\% | 3.6x | NM | 3.7 x | 5.1x | (3.9\%) \| |
| Fiat Chrysler Automobiles N.V. | FCA | 10.20 | 58.7\% | 16,703 | 17,303 | 7.1\% | $2.3 x$ | NM | $2.4 x$ | $2.4 x$ | (3.4\%) ${ }^{\text {I }}$ |
|  |  |  |  |  | Mean | 8.9\% | 6.5 x | 23.5x | 3.7x | 3.5x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 77.75 | 78.5\% | \$ 21,526 | \$ 23,827 | 11.2\% | 3.3 x | 11.9x | 17.2x | 17.1x | (5.5\%) |
| BorgWarner Inc. | BWA | 36.60 | 78.5\% | 7,654 | 8,775 | 16.1\% | 1.2 x | 10.5x | 5.5 x | $8.3 x$ | (4.6\%) |
| Autoliv, Inc. | ALV | 65.03 | 74.7\% | 5,863 | 7,680 | 13.1\% | 3.4 x | 40.2x | 8.2 x | 10.8x | (5.1\%) |
| Gentex Corporation | GNTX | 26.99 | 86.3\% | 6,597 | 6,195 | 27.5\% | 0.0x | 22.7x | 14.0x | 13.8x | \| $2.7 \%$ |
| Visteon Corporation | VC | 72.61 | 68.5\% | 2,106 | 2,310 | 5.7\% | 6.6x | NM | 16.3x | 15.4x | (0.5\%) |
| Gentherm Incorporated | THRM | 38.77 | 77.6\% | 1,314 | 1,291 | 14.5\% | 1.8 x | 31.3 x | 9.4 x | 16.6x | (2.0\%) \| |
| Stoneridge, Inc. | SRI | 20.72 | 61.0\% | 562 | 671 | 4.5\% | $6.0 x$ | NM | $22.0 x$ | NM | (0.4\%) |
|  |  |  |  |  | Mean | 13.2\% | 3.2x | 23.3x | 13.2x | 13.7x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 46.22 | 82.3\% | \$ 13,799 | \$ 18,089 | 9.8\% | 1.3 x | 15.6x | 4.9x | 9.1x | (3.2\%) ${ }^{\text {I }}$ |
| Goodyear Tire \& Rubber Co. | GT | 9.01 | 52.4\% | 2,050 | 9,142 | 4.8\% | 12.8x | NM | 14.9x | 19.6x | (7.0\%) |
| Lear Corporation | LEA | 110.38 | 76.9\% | 6,712 | 8,280 | 8.7\% | 2.3 x | 10.7x | 5.0x | 8.7 x | (5.3\%) |
| Tenneco Inc. | TEN | 7.41 | 45.5\% | 631 | 6,184 | 7.0\% | 5.1x | NM | 5.3 x | $8.8 x$ | (1.9\%) ] |
| Adient plc | ADNT | 16.64 | 56.8\% | 1,607 | 5,196 | 9.4\% | 8.3 x | NM | $8.8 x$ | 9.7 x | (7.0\%) |
| Dana Incorporated | DAN | 11.43 | 59.5\% | 1,740 | 4,240 | 8.6\% | 5.0x | 20.6x | $6.9 x$ | 8.2 x | (8.8\%) |
| American Axle \& Mfg. | AXL | 7.06 | 62.7\% | 779 | 4,099 | 12.2\% | 6.9x | NM | 6.7 x | 7.2x | (5.7\%) |
| Linamar Corporation | LNR | 29.87 | 80.3\% | 1,955 | 3,104 | 14.1\% | 2.0x | 7.4x | 4.5 x | 6.1 x | (0.9\%) |
| Delphi Technologies PLC | DLPH | 14.99 | 84.4\% | 1,325 | 2,908 | 10.3\% | 4.9 x | NM | 6.8 x | 10.0x | (6.3\%) |
| TI Fluid Systems plc | TIFS | 2.29 | 62.2\% | 1,188 | 2,225 | 11.1\% | 3.5x | 7.5x | 5.2x | 7.1x | (1.7\%) \| |
| Nexteer Automotive Group | 1316 | 0.63 | 59.4\% | 1,563 | 1,395 | 11.8\% | 0.9x | 7.0x | 3.3 x | 3.3 x | 0.4\% |
| Martinrea International Inc. | MRE | 7.44 | 67.5\% | 595 | 1,293 | 11.3\% | 2.6x | 5.6x | 4.4 x | 5.8x | (1.7\%) \| |
| Cooper-Standard Holdings Inc. | CPS | 10.71 | 21.4\% | 192 | 816 | 4.7\% | 6.7 x | NM | 6.0x | NM | (10.3\%) |
| Superior Industries | SUP | 1.50 | 33.7\% | 40 | 761 | 10.8\% | 5.9x | NM | 5.4 x | 6.7 x | (2.6\%) \| |
| Modine Manufacturing Company | MOD | 5.44 | 45.2\% | 288 | 752 | 6.7\% | 4.1 x | NM | 5.7x | 6.0x | -5.6\% |
| Shiloh Industries, Inc. | SHLO | 1.42 | 27.3\% | 35 | 342 | 4.3\% | 10.1x | NM | $8.7 x$ | NM | (11.3\%) |
| STRATTEC Security Corp. | STRT | 21.61 | 77.2\% | 82 | 127 | 5.6\% | 1.2x | 28.6x | 4.8 x | 8.0x | \| 3.6\% |
|  |  |  |  |  | Mean | 8.9\% | 4.9x | 12.9x | 6.3x | 8.3x |  |
|  |  |  |  |  | Mean <br> Median | $10.0 \%$ $9.6 \%$ | 4.7x 3.9 x | 17.4 x 13.7 x | 7.8x 5.7x | 9.0x 8.3 x | $\begin{aligned} & \text { Avg. } \Delta \\ & (3.25 \%) \end{aligned}$ |

## North American Aftermarket

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$7 / 31 / 2020$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | 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 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 477.38 | 97.8\% | \$ 35,107 | \$ 40,599 | 22.7\% | 2.5 x | 23.4x | 16.7x | 15.7x | - $7.9 \%$ |
| AutoZone, Inc. | AZO | 1,207.42 | 94.7\% | 28,192 | 35,982 | 21.3\% | 3.2 x | 18.9x | 14.0x | 13.9x | \| 3.3\% |
| Genuine Parts Company | GPC | 90.15 | 83.0\% | 13,108 | 16,017 | 7.1\% | 3.0x | NM | 12.2x | 12.3x | \| 1.7\% |
| Advance Auto Parts, Inc. | AAP | 150.14 | 87.6\% | 10,500 | 13,236 | 9.3\% | 4.8x | 27.3x | 15.1x | 14.5x | \| 1.9\% |
| Snap-on Incorporated | SNA | 145.87 | 84.5\% | 7,822 | 8,777 | 24.4\% | 1.6 x | 14.1x | 9.5 x | 10.8x | \| 2.9\% |
| Uni-Select Inc. | UNS | 5.72 | 57.3\% | 242 | 776 | 4.0\% | $8.9 x$ | NM | 12.3x | 10.4x | \| 2.3\% |
| CarParts.com, Inc. | PRTS | 13.75 | 92.9\% | 547 | 554 | 0.5\% | 12.1x | NM | NM | NM | 17.1\% |
|  |  |  |  |  | Mean | 12.8\% | 5.2x | 20.9x | 13.3x | 12.9x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Goodyear Tire \& Rubber Co. | GT | \$ 9.01 | 52.4\% | \$ 2,050 | \$ 9,142 | 4.8\% | 12.8x | NM | 14.9x | 19.6x | (7.0\%) |
| Axalta Coating Systems Ltd. | AXTA | 22.20 | 68.9\% | 5,253 | 8,244 | 17.0\% | $6.3 x$ | 68.0x | 12.6x | 13.3x | (2.4\%) \| |
| Dorman Products, Inc. | DORM | 81.75 | 97.1\% | 2,639 | 2,413 | 14.7\% | 1.0x | 35.2x | 16.6x | 16.7x | 10.8\% |
| Cooper Tire \& Rubber Company | СTB | 31.06 | 89.2\% | 1,749 | 1,803 | 11.7\% | 2.2 x | 24.8x | $6.2 x$ | 7.6x | 0.6\% |
| Standard Motor Products, Inc. | SMP | 45.48 | 81.4\% | 1,034 | 1,119 | 9.6\% | 1.2 x | 22.5x | 11.1x | 10.0x | 17.1\% |
| Motorcar Parts of America, Inc. | MPAA | 16.65 | 67.7\% | 324 | 515 | 4.9\% | 9.5 x | NM | 19.6x | 7.2x | 2.7\% |
| Horizon Global Corporation | HZN | 4.11 | 84.0\% | 112 | 367 | NM | NM | 1.2x | NM | NM | (7.2\%) |
|  |  |  |  |  | Mean | 10.5\% | 5.5x | 30.4x | 13.5x | 12.4x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| Copart, Inc. | CPRT | \$ 93.25 | 88.9\% | \$ 21,902 | \$ 22,103 | 40.1\% | 0.6x | 32.4x | 24.8x | NM | \| 4.2\% |
| LKQ Corporation | LKQ | 28.19 | 77.0\% | 8,714 | 12,727 | 10.4\% | 3.7 x | 15.5x | 10.4x | 10.9x | 0.8\% |
| IAA, Inc. | IAA | 43.35 | 83.8\% | 5,837 | 7,838 | 28.0\% | 5.2x | 31.9x | 19.4x | 23.4x | 7.7\% |
| KAR Auction Services, Inc. | KAR | 15.13 | 52.9\% | 1,959 | 5,277 | 17.1\% | 7.7x | 17.4x | 11.3x | 15.3x | 7.9\% |
| Boyd Group Services Inc. | BYD | 146.04 | 84.5\% | 3,136 | 3,845 | 9.2\% | 7.0x | $66.5 x$ | NM | 20.7x | 0.1\% |
|  |  |  |  |  | Mean | 21.0\% | 4.9x | 32.7x | 16.5x | 17.5x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax, Inc. | KMX | \$ 96.97 | 94.0\% | \$ 15,884 | \$ 30,566 | 5.6\% | 14.2x | 25.6x | NM | NM | (0.5\%) |
| Penske Automotive Group, Inc. | PAG | 44.82 | 83.3\% | 3,596 | 11,183 | 3.0\% | 12.6x | 11.5x | 18.3x | 16.2x | (4.2\%) |
| Carvana Co. | CVNA | 154.95 | 95.6\% | 11,030 | 12,473 | NM | NM | NM | NM | NM | (6.1\%) |
| AutoNation, Inc. | AN | 51.34 | 89.9\% | 4,615 | 9,149 | 4.7\% | 5.2 x | 15.1x | 9.7 x | 9.0x | (6.1\%) |
| Lithia Motors, Inc. | LAD | 229.15 | 94.7\% | 5,363 | 8,235 | 4.9\% | 5.3x | 19.4x | 13.9x | 14.2x | 0.2\% |
| Vroom, Inc. | VRM | 59.19 | 94.7\% | 6,847 | 7,735 | NM | NM | NM | NM | NM | 20.8\% |
| Group 1 Automotive, Inc. | GPI | 84.02 | 76.3\% | 1,551 | 4,154 | 4.2\% | 5.9x | 10.7x | 8.9 x | 9.3 x | (1.4\%) \| |
| Sonic Automotive, Inc. | SAH | 38.12 | 87.6\% | 1,697 | 3,797 | 3.7\% | 6.4 x | NM | 10.3x | 11.0x | (8.1\%) |
| Asbury Automotive Group, Inc. | ABG | 100.15 | 81.1\% | 1,944 | 3,250 | 5.2\% | 5.4x | 12.3x | 9.1 x | 8.9 x | (4.2\%) \} |
| AutoCanada Inc. | ACQ | 10.49 | 90.9\% | 288 | 1,429 | 2.8\% | 16.1x | NM | 21.0x | 24.9x | (0.2\%) ] |
|  |  |  |  |  | Mean | 4.3\% | 8.9x | 15.8x | 13.0x | 13.4x |  |
|  |  |  |  |  | Mean | 11.2\% | 6.3x | 24.7x | 13.8x | 13.7x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.1\% | 5.4x | 20.9x | 12.6x | 13.3x | 2.16\% |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 7 / 31 / 2020 \\ \hline \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \end{aligned}$Margin |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | Vow | \$ 147.88 | 67.1\% | \$ 79,878 | \$ 277,438 | 7.0\% | 13.8x | 12.5x | 15.8x | 10.5x | (10.5\%) |
| Daimler AG | DAI | 44.24 | 69.1\% | 49,081 | 206,861 | 4.5\% | 22.3 x | NM | NM | 19.5x | (4.8\%) |
| BMW AG | BMW | 64.25 | 71.0\% | 42,716 | 163,929 | 11.5\% | 9.9x | NM | 12.4x | 14.1x | (8.6\%) |
| Renault SA | RNO | 23.73 | 34.8\% | 6,639 | 57,787 | 5.2\% | 0.0x | NM | 21.6x | 19.9x | (19.2\%) |
| Fiat Chrysler Automobiles N.V. | FCA | 10.20 | 58.7\% | 16,703 | 17,303 | 7.1\% | 2.3 x | NM | 2.4 x | $2.4 x$ | (3.4\%) |
| Peugeot S.A. | UG | 16.14 | 50.8\% | 14,682 | 14,998 | 8.9\% | 2.6 x | 6.9 x | 2.4 x | 2.0x | (6.5\%) |
|  |  |  |  |  | Mean | 7.3\% | 8.5x | 9.7 x | 10.9x | 11.4x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Continental AG | CON | \$ 96.18 | 61.6\% | \$ 20,127 | \$ 25,040 | 7.2\% | 2.2 x | NM | 7.4x | 6.3 x | (8.4\%) |
| Michelin SCA | ML | 104.51 | 74.5\% | 18,957 | 23,989 | 15.8\% | 2.6 x | 22.1 x | 6.2 x | 6.5 x | (2.7\%) |
| Valeo SA | FR | 25.72 | 59.1\% | 6,145 | 12,296 | 5.3\% | 7.4 x | NM | 12.4x | 8.6 x | (2.5\%) |
| Faurecia S.E. | EO | 38.91 | 62.5\% | 5,404 | 10,484 | 6.8\% | 6.5 x | NM | 9.2 x | $6.7 x$ | (3.7\%) |
| Autoliv, Inc. | ALV | 65.03 | 74.7\% | 5,863 | 7,680 | 13.1\% | 3.4 x | 40.2x | 8.2 x | 10.8x | (5.1\%) |
| Plastic Omnium SA | POM | 20.19 | 62.5\% | 2,964 | 4,783 | 4.5\% | $6.6 x$ | NM | 13.2x | 6.1 x | (5.1\%) |
| Brembo S.p.A. | BRE | 9.04 | 66.5\% | 2,868 | 3,673 | 15.2\% | 3.0x | 20.4 x | 9.5 x | $8.7 x$ | (5.0\%) |
| LEONI AG | LEO | 8.31 | 50.7\% | 275 | 1,701 | NM | NM | NM | NM | NM | (3.5\%) |
| ElringKlinger AG | ZIL2 | 6.12 | 55.1\% | 409 | 1,155 | 9.4\% | 4.5 x | 46.6x | 6.7 x | 8.1 x | (6.3\%) |
| Grammer AG | GMM | 21.12 | 47.7\% | 239 | 747 | 6.1\% | 4.4 x | 10.6x | 5.6x | 9.8 x | (1.3\%) \| |
| Sogefi S.p.A. | SO | 1.04 | 50.0\% | 123 | 601 | 9.0\% | 5.1x | NM | 4.7 x | 4.4 x | 1.7\% |
| Polytec Holding AG | PYT | 5.96 | 52.9\% | 130 | 318 | 7.9\% | 4.4 x | 6.6 x | $6.0 x$ | $8.8 x$ | 1.3\% |
|  |  |  |  |  | Mean | 9.1\% | 4.5x | 28.0x | 8.1x | 7.7x |  |
|  |  |  |  |  | Mean Median | 8.5\% 7.2\% | 5.9x | 20.7x 16.4 x | $\begin{aligned} & 9.0 x \\ & 7.8 \mathrm{x} \end{aligned}$ | 9.0x 8.6 x | Avg. $\Delta$ (4.84\%) |

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$7 / 31 / 2020$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Marain } \end{aligned}$Margin | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 58.83 | 77.8\% | \$ 164,931 | \$ 329,032 | 13.5\% | 5.3x | $8.7 x$ | 8.8 x | 19.2x | (7.5\%) |
| Honda Motor Co., Ltd. | 7267 | 23.88 | 77.8\% | 42,432 | 90,552 | 8.9\% | 5.8x | 9.9x | 7.3x | 10.4x | (8.8\%) |
| Hyundai Motor Company | A005380 | 106.04 | 92.1\% | 22,613 | 79,403 | 5.7\% | 14.1x | 13.0x | 15.7x | 12.1x | \| 4.1\% |
| Nissan Motor Co., Ltd. | 7201 | 3.42 | 50.3\% | 13,664 | 77,919 | 1.7\% | NM | NM | NM | NM | (14.8\%) |
| BYD Company Limited | 1211 | 9.55 | 82.3\% | 31,194 | 40,907 | 11.6\% | 5.7x | NM | 21.4x | 16.9x | 2.2\% |
| Mahindra \& Mahindra Limited | NSEI: M\&M | 8.09 | 97.3\% | 8,802 | 19,051 | 12.4\% | 4.6x | NM | 12.5x | NM | 1.1\% |
| Geely Automobile Holdings Ltd. | 175 | 2.10 | 84.2\% | 21,018 | 18,534 | 9.1\% | 0.5x | 16.5x | 14.6x | 10.6x | 2.7\% |
| Suzuki Motor Corporation | 7269 | 32.86 | 64.9\% | 16,878 | 16,947 | 10.6\% | 2.6 x | 17.6x | 5.7x | 6.4 x | (6.8\%) |
| NIO Limited | NIO | 11.94 | 72.6\% | 16,070 | 15,886 | NM | NM | NM | NM | NM | 1.0\% |
| Kia Motors Corporation | A000270 | 33.87 | 86.3\% | 13,325 | 11,972 | 6.7\% | 1.8x | 11.4x | 3.6x | 3.6x | -10.4\% |
| Yamaha Motor Co., Ltd. | 7272 | 14.53 | 65.5\% | 5,207 | 8,817 | 9.5\% | 3.3 x | 9.6 x | 6.1x | 11.7x | (8.2\%) |
| Isuzu Motors Limited | 7202 | 8.13 | 58.9\% | 6,204 | 7,851 | 10.5\% | 1.5x | 7.9x | 3.9x | $6.6 x$ | (6.7\%) |
| Dongfeng Motor Group Co. | 489 | 0.72 | 65.1\% | 6,170 | 6,318 | 1.4\% | 33.0x | 3.3 x | NM | 9.5x | -9.5\% |
| Mazda Motor Corporation | 7261 | 5.59 | 56.1\% | 3,417 | 5,769 | 2.8\% | 11.9x | NM | 7.4x | 15.4x | (15.2\%) |
| FAW Jiefang Group Co., Ltd | 000800 | 1.94 | 88.9\% | 9,212 | 5,725 | NM | 0.0x | NM | NM | 8.7 x | (2.1\%) \| |
| Mitsubishi Motors Co. | 7211 | 1.95 | 38.8\% | 2,930 | 3,796 | 1.7\% | 15.3x | NM | 12.2x | NM | (25.8\%) |
|  |  |  |  |  | Mean | 7.6\% | 7.5x | 10.9x | 9.9x | 10.9x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 36.60 | 75.1\% | \$ 28,049 | \$ 29,862 | 4.5\% | 5.1x | NM | 15.6x | 17.1x | (5.7\%) |
| Bridgestone Corporation | A012330 | 29.28 | 65.7\% | 20,539 | 25,506 | 15.7\% | 1.6x | 8.9x | 5.1x | 6.1 x | (9.4\%) |
| Aisin Seiki Co., Ltd. | 7259 | 28.58 | 66.3\% | 7,882 | 15,057 | 7.3\% | 4.4 x | NM | 6.6 x | 11.5x | (4.1\%) |
| AGC Inc. | 5201 | 27.99 | 72.0\% | 6,248 | 12,193 | 15.9\% | 3.9x | 28.4x | 5.8x | 6.3 x | (8.3\%) |
| Hyundai Mobis Co.,Ltd | 5108 | 172.27 | 76.6\% | 16,113 | 9,588 | 8.1\% | 1.1x | 9.2x | 3.8x | 4.5x | 1.8\% |
| NSK Ltd. | 6471 | 6.62 | 63.0\% | 3,428 | 4,907 | 9.2\% | 3.6 x | 21.0x | 6.9x | $8.6 x$ | (11.4\%) |
| JTEKT Corporation | 6473 | 6.62 | 47.3\% | 2,281 | 4,598 | 4.9\% | 6.4 x | NM | 8.1x | NM | (14.5\%) |
| Koito Manufacturing Co., Ltd. | 7276 | 39.03 | 67.5\% | 6,427 | 4,281 | 13.0\% | 0.2x | 17.3x | 5.0x | 5.1x | (8.3\%) |
| NTN Corporation | 6472 | 1.72 | 49.2\% | 896 | 3,906 | 5.4\% | 12.8x | NM | 13.7x | NM | (15.2\%) |
| Stanley Electric Co., Ltd. | 6923 | 23.81 | 78.1\% | 3,904 | 3,155 | 12.2\% | 0.3x | 53.0x | 8.0x | 5.5 x | (4.3\%) |
| Toyoda Gosei Co., Ltd. | 7282 | 19.34 | 72.6\% | 2,424 | 2,905 | 8.3\% | 3.0x | 84.5 x | 5.3 x | 5.5 x | (2.6\%) \} |
| Toyota Boshoku Corporation | 3116 | 11.62 | 66.2\% | 2,265 | 2,183 | 4.8\% | 2.7x | NM | 4.0x | 3.6x | (13.5\%) |
| SHOWA Corporation | 7274 | 21.06 | 95.4\% | 1,595 | 1,441 | 10.1\% | 0.3x | 28.6x | 6.8 x | NM | (0.6\%) |
| NHK Spring Co., Ltd. | 5991 | 5.55 | 56.9\% | 1,336 | 1,283 | 7.1\% | 1.2 x | 30.7x | 2.9x | 4.0x | (13.7\%) |
| Sanden Holdings Corporation | 6444 | 2.43 | 27.4\% | 71 | 881 | 3.3\% | 16.5x | 3.2 x | 14.2x | 9.9x | (9.4\%) |
| Tokai Rika Co., Ltd. | 6995 | 12.41 | 57.9\% | 1,153 | 752 | 5.6\% | 0.4 x | NM | 3.3 x | 2.8 x | (14.2\%) |
| Halla Holdings Corp. | A060980 | 24.44 | 59.3\% | 247 | 702 | 12.8\% | 7.0x | 6.6 x | 8.5 x | 11.2x | \| 6.7\% |
| F-Tech Inc. | 7212 | 4.05 | 50.9\% | 78 | 611 | 6.8\% | 3.4 x | 24.8x | 4.4 x | NM | (10.9\%) |
| TS TECH Co., Ltd. | 7313 | 25.24 | 72.7\% | 1,783 | 581 | 8.4\% | 0.0x | 37.6x | 2.4 x | 1.6x | (8.9\%) |
| Akebono Brake Industry Co., Ltd. | 7238 | 1.44 | 54.1\% | 200 | 447 | 6.4\% | 4.4 x | 1.7x | 3.9x | NM | (12.0\%) |
| SGA Group Co. | 600303 | 0.51 | 78.5\% | 355 | 368 | 3.2\% | 15.5x | 44.9x | NM | NM | \| 4.4\% |
| China Automotive Systems, Inc. | CAAS | 2.73 | 65.6\% | 82 | 54 | 6.2\% | 2.4 x | 10.0x | 2.2x | 2.4 x | 1.5\% |
| Futaba Corporation | TSE:6986 | 7.86 | 57.3\% | 353 | 23 | NM | NM | NM | NM | NM | (14.2\%) |
|  |  |  |  |  | Mean | 8.1\% | 4.4x | 25.7x | 6.5 x | 6.6x |  |
|  |  |  |  |  | Mean | 8.0\% | 5.6x | 20.3x | 7.5x | 8.1x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.1\% | 3.4x | 13.0x | 6.4x | 6.6x | (5.93\%) |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 7 / 31 / 2020 \\ \hline \end{gathered}$ | $\begin{gathered} \begin{array}{c} \% \text { of } \\ 52-W k \\ \text { High } \end{array} \end{gathered}$ | Market Cap | Total Enterprise Value | LTMEBITDA Margin | Total Debt / EBITDA | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 44.24 | 69.1\% | \$ 49,081 | \$ 206,861 | 4.5\% | 22.3 x | NM | NM | 19.5x | (4.8\%) |
| AB Volvo (publ) | VOLV-B | 17.27 | 86.5\% | 36,007 | 47,203 | 8.0\% | 5.9x | 17.7x | 14.9x | 11.2x | (3.1\%) \} |
| PACCAR Inc | PCAR | 85.08 | 97.5\% | 29,598 | 36,907 | 12.2\% | 4.6 x | 17.9x | 14.7x | NM | (0.8\%) |
| MAN SE | MAN | 56.37 | 93.7\% | 8,497 | 11,229 | 5.6\% | 5.2 x | 10.4x | 14.1x | 5.1x | (1.1\%) |
| Nikola Corporation | NKLA | 30.00 | 31.9\% | 13,169 | 11,171 | NM | NM | NM | NM | NM | 0.3\% |
| Isuzu Motors Limited | 7202 | 8.13 | 58.9\% | 6,204 | 7,851 | NM | NM | 7.9x | 3.9x | 6.6x | (6.7\%) |
| Navistar International Corporation | NAV | 32.03 | 84.3\% | 3,210 | 7,247 | 5.8\% | 10.0x | 17.4x | 13.0x | 17.9x | \| $4.0 \%$ |
|  |  |  |  |  | Mean | 7.2\% | 9.6x | 14.3x | 12.1x | 12.1x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Caterpillar Inc. | CAT | \$ 132.88 | 88.3\% | \$ 71,325 | \$ 102,555 | 17.7\% | 4.7 x | 17.7x | 12.5x | 17.1x | (3.4\%) \} |
| Deere \& Company | DE | 176.31 | 96.9\% | 55,570 | 97,426 | 15.4\% | 8.9x | 20.0x | 17.2x | 24.3x | 0.5\% |
| Thor Industries, Inc. | THO | 113.99 | 94.0\% | 6,665 | 7,686 | 6.7\% | 3.7 x | 32.1x | 14.0x | 12.6x | (4.7\%) |
| Oshkosh Corporation | OSK | 78.72 | 82.3\% | 5,437 | 6,014 | 9.3\% | 1.5 x | 14.5x | $8.9 x$ | 10.8x | 0.1\% |
| Winnebago Industries, Inc. | WGO | 60.41 | 83.2\% | 2,111 | 2,384 | 6.7\% | 3.5 x | 39.2x | 16.6x | 14.5x | (2.5\%) \} |
| Wabash National Corporation | WNC | 11.39 | 70.4\% | 615 | 936 | 6.0\% | 4.1 x | NM | 8.2 x | 18.9x | (1.7\%) |
| The Shyft Group, Inc. | SHYF | 18.88 | 91.2\% | 666 | 737 | 9.1\% | 1.7 x | NM | 10.7x | 11.6x | 6.5\% |
| Blue Bird Corporation | BLBD | 12.53 | 52.2\% | 346 | 523 | 6.3\% | 3.3 x | 13.5x | 7.8x | 9.0x | (2.3\%) \| |
|  |  |  |  |  | Mean | 9.6\% | 3.9x | 19.0x | 12.0x | 14.9x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 93.13 | 88.0\% | \$ 37,957 | \$ 45,573 | 14.8\% | 3.1 x | 24.9x | 16.1x | 16.3x | (0.5\%) |
| Cummins Inc. | CMI | 193.26 | 94.3\% | 28,823 | 31,773 | 12.7\% | 1.7x | 17.1x | 12.4x | 12.4x | \| $2.7 \%$ |
| Ingersoll Rand Inc. | IR | 31.59 | 81.1\% | 13,593 | 16,312 | 11.6\% | 10.1x | NM | NM | 19.0x | (0.0\%) |
| Wabtec Corporation | WAB | 62.19 | 76.1\% | 11,698 | 16,001 | 15.2\% | 3.9x | 28.1x | 13.1x | 12.0x | 0.5\% |
| Allison Transmission Holdings, Inc. | ALSN | 37.36 | 75.1\% | 4,314 | 6,717 | 39.1\% | 2.5 x | 7.8x | 6.5 x | 10.5x | (1.8\%) |
| Dana Incorporated | DAN | 11.43 | 59.5\% | 1,740 | 4,240 | 8.6\% | 5.0x | 20.6x | 6.9 x | $8.2 x$ | (8.8\%) |
| LCI Industries | LCII | 125.80 | 96.0\% | 3,286 | 3,938 | 11.6\% | 3.1x | 22.5x | 13.9x | 16.9x | 7.5\% |
| Meritor, Inc. | MTOR | 22.75 | 83.7\% | 1,678 | 2,699 | 8.9\% | 4.4 x | 6.2 x | 9.1x | 12.9x | (3.2\%) \} |
| Douglas Dynamics, Inc. | PLOW | 35.35 | 62.1\% | 840 | 1,079 | 13.0\% | 4.7 x | NM | 16.9x | 15.3x | (3.5\%) \} |
| Modine Manufacturing Company | MOD | 5.44 | 45.2\% | 288 | 752 | 6.7\% | 4.1 x | NM | 5.7x | 6.0x | -5.6\% |
| Stoneridge, Inc. | SRI | 20.72 | 61.0\% | 562 | 671 | 4.5\% | 6.0x | NM | 22.0x | NM | (0.4\%) |
| Haldex AB (publ) | HLDX | 3.66 | 50.1\% | 184 | 295 | 9.8\% | 2.8 x | NM | $6.2 x$ | 10.1x | (5.2\%) |
| Commercial Vehicle Group, Inc. | CVGI | 2.34 | 28.9\% | 79 | 225 | 4.6\% | 5.4 x | NM | 5.8x | 22.4 x | (0.4\%) |
|  |  |  |  |  | Mean | 12.4\% | 4.4x | 18.2x | 11.2x | 13.5x |  |
|  |  |  |  |  | Mean | 10.5\% | 5.2x | 18.7x | 11.7x | 13.7x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 9.0\% | 4.3x | 17.7x | 12.5x | 12.6x | (1.03\%) |



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

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