# THE © 

## 3-Month Price Performance



## LTM Trading Multiples (EV / LTM EBITDA)

| SUPPLIER |  |  |
| :--- | :---: | :---: |
| TRADING MULTIPLES |  |  |
|  | $10-23-20$ | 1 Year |
| NA Autos | 10.8 x | 3.2 x |
| EUR Autos | 10.7 x | 4.0 x |
| ASIA Autos | 9.1 x | 2.2 x |
| Heavy Duty | 12.2 x | 3.8 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 ${ }^{\circledR}$ Index

## The Motor Weekly ${ }^{\circ}$ Index Summary

The Motor Weekly ${ }^{\circ}$ Index is the average of two sub-indices:

- The Manufacturers' Index (M-Index) is a market weighted average of global vehicle manufacturers
- The Suppliers' Index (S-Index) is a market weighted average of global OEM component suppliers

The Motor Weekly ${ }^{\circ}$ Index
Indexed as of January 2006


Manufacturers' Index (M-Index)
Last Six Months

——S\& $500 \quad$ Vehicle Manufacturers (Global)

Suppliers' Index (S-Index)
Last Six Months


- October 27 (Reuters) - Alphabet Inc's autonomous driving technology development unit, Waymo, and a division of Germany's luxury carmaker Daimler AG have teamed up to make heavy-duty, self-driving trucks in the United States, the companies said on Tuesday. As part of the deal, Waymo will provide its automated-driving technology to Daimler's Freightliner Cascadia brand of Class 8 trucks. The autonomous Freightliner Cascadia trucks would be available to customers in the United States in the "coming years", the companies said, adding that they plan to explore the expansion of the self-driving technology globally in the "near future".
- October 27 (Reuters) - German auto supplier Continental AG said on Tuesday it is buying a minority stake in California lidar startup Aeye Inc to strengthen its position in the market for automated driving systems. Aeye specializes in long-range laser vision sensors, or lidar, that can discern vehicles in the road up to 300 meters away, or spot a brick in the road 160 meters away. Continental can add that capability to short-range lidar, camera and radar sensor technology it already has as it competes to equip vehicles due out in the middle of the decade with systems that can automate highway driving. Continental and Aeye did not disclose the size of the stake the German supplier will acquire, or its cost. Aeye Chief Executive Officer Blair LaCorte said in an interview that the two companies will work together to compete for contracts being decided over the next year to equip vehicles that will launch in 2024 and 2025 with systems designed to automate highway driving. The cost of lidar technology is on a steep decline that makes it more realistic for consumer vehicles, LaCorte and Gunnar Juergens, head of Continental's lidar business unit, said. "We must be below $\$ 1,000$ " per vehicle, Juergens said. Continental's first priority is the premium light vehicle market, "and the next step would be to apply (technology) to commercial vehicles," Juergens said. "We will see vehicles coming in 2025." Tesla Inc Chief Executive Officer Elon Musk has said lidar is not necessary to enable automated driving. But rival automakers and major suppliers such as Continental are pushing ahead with efforts to slash the cost of laser vision sensors that can compensate when snow, fog or glaring sun blind camera sensors or radar. "You want to have lidar on board" when enabling a vehicle to drive itself on a highway, Juergens said.
- October 27 (Reuters) - South Korea's National Pension Service (NPS) will oppose LG Chem's plan to separate its battery business into a new company, the NPS said on Tuesday. It cited concerns about damage to shareholder value, including the possibility of diluting the equity value. LG Chem said in a statement that it very much regrets that NPS opposes the plan when most domestic and foreign proxy advisers including Institutional Shareholder Services back it, adding it will actively communicate with shareholders. "Although NPS is the second-largest shareholder of LG Chem...it is likely that dissenting votes would have little impact as most proxy advisers have recommended endorsement of LG Chem's split-off plan," Hwang Yu-sik, an analyst at NH Investment \& Securities told Reuters. LG Chem, an electric car battery supplier for Tesla Inc and GM, said last month it plans to separate the business as the electric vehicle market takes off. The unit will first become a wholly-owned subsidiary tentatively named LG Energy Solutions and then up to $30 \%$ of the company may be listed in an initial offering in about a year. Chief Executive Officer Hak Cheol Shin said during an interview with Reuters that the plan to separate the battery business is necessary to fund large-scale investments in factory expansion. NPS, the world's third-largest pension fund with 777 trillion won ( $\$ 689.31$ billion) in assets, was the second-largest shareholder of LG Chem with a $9.96 \%$ stake as of end-June, after LG Corp's $33.34 \%$ stake, a company filing showed. The shareholder meeting to decide the issue will be held on Oct. 30.
- October 20 (Reuters) - Volkswagen Group is hosting preliminary talks with potential bidders for its Ducati brand to gauge potential interest in the motorcycle maker ahead of a November planning round, three people familiar with the matter told Reuters. During the five-year planning round, VW will review the future of its Ducati brand as well as of its super sports car brands Lamborghini and Bugatti, they said. Volkswagen is analyzing the future of Lamborghini, Bugatti and Ducati as part of broader quest for more economies of scale as it shifts to mass producing electric cars and as the company tries to more than double its value to 200 billion euros. The review could result in technology partnerships for the high-performance sports car and superbike brands, restructuring, or other options up to and including a listing or sale, the people said. Whether Volkswagen agrees to kick off a formal sales process at that meeting is still uncertain, but for a sale to be possible early next year, investors and bankers need to gauge price expectations and potential strategic fit, a second person familiar with the discussions said. "There is some movement here," one of these sources said, commenting on the potential kick-off of a Ducati auction. No decision has been taken yet, the source added. Two other people close to the matter said that Volkswagen is expected to launch the sales process in early 2021 and may mandate a sellside advisor before Christmas. Volkswagen declined to comment. Volkswagen attempted to sell Ducati in 2017, when peer Bajaj Auto BAJA.NS in a tie-up with KTM, as well as Polaris and private equity groups Bain, PAI and Investindustrial expressed interest in buying the Italian motorbike brand. A sale met opposition from labour leaders and was shelved. As part of its next strategy review Volkswagen is also drawing up plans to carve out Lamborghini and has sounded out bankers and potential investors about listing the Italian sports car maker on the stock market, sources told Reuters. A listing could be attempted in 2021, a source familiar with the matter told Reuters on Tuesday. Italian supercar rival Ferrari saw its valuation more than treble since Fiat Chrysler listed it in 2016 though shares in rival Aston Martin have slumped since its IPO in 2018.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 10 / 23 / 2020 \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 420.63 | 83.7\% | \$ 391,621 | \$ 392,618 | 14.5\% | $3.4 x$ | NM | NM | NM | (4.3\%) 【 |
| General Motors Company | GM | 36.83 | 94.5\% | 51,262 | 57,983 | 7.2\% | 15.4x | 34.8x | 7.0x | 4.0x | 10.1\% |
| Ford Motor Company | F | 8.16 | 85.2\% | 31,946 | 29,099 | 8.1\% | 3.6 x | NM | 4.8 x | 7.0x | - $6.4 \%$ |
| Fiat Chrysler Automobiles N.V. | FCA | 13.14 | 75.2\% | 20,798 | 27,616 | 6.9\% | 3.3 x | NM | 4.0x | 3.4 x | \| 4.0\% |
|  |  |  |  |  | Mean | 9.2\% | 6.4 x | 34.8x | 5.2x | 4.8x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 100.29 | 98.2\% | \$ 26,514 | \$ 29,914 | 11.4\% | 3.2 x | 15.4 x | 21.3x | 20.8x | \| 2.1\% |
| BorgWarner Inc. | BWA | 39.75 | 85.3\% | 7,975 | 9,446 | 15.0\% | 2.3 x | 18.4x | 7.2 x | 7.3x | \| $2.7 \%$ |
| Autoliv, Inc. | ALV | 84.94 | 97.6\% | 7,234 | 9,126 | 13.5\% | 3.3 x | 48.1x | 9.5 x | 11.6x | \| $2.2 \%$ |
| Gentex Corporation | GNTX | 29.44 | 94.1\% | 7,066 | 6,783 | 28.4\% | 0.0x | 24.3x | 14.9x | 13.8x | \| $6.9 \%$ |
| Visteon Corporation | VC | 89.35 | 91.6\% | 2,448 | 2,775 | 5.7\% | 6.6x | NM | 19.5x | 17.8x | \| $4.6 \%$ |
| Gentherm Incorporated | THRM | 47.00 | 94.1\% | 1,513 | 1,540 | 12.4\% | 2.1x | 55.1x | 14.9x | 15.3x | \| 1.6\% |
| Stoneridge, Inc. | SRI | 23.30 | 68.9\% | 616 | 741 | 4.5\% | 6.0x | NM | 24.3x | NM | \| 3.7\% |
|  |  |  |  |  | Mean | 13.0\% | 3.4x | 32.3x | 15.9x | 14.4x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 54.73 | 96.1\% | \$ 15,913 | \$ 22,188 | 7.6\% | 2.5 x | NM | 9.2 x | 9.4 x | \| $2.4 \%$ |
| Lear Corporation | LEA | 134.51 | 93.7\% | 7,854 | 10,345 | 6.7\% | 3.5 x | 53.0x | 9.3 x | 9.9x | \| 2.9\% |
| Goodyear Tire \& Rubber Co. | GT | 11.00 | 64.0\% | 2,412 | 9,608 | 4.8\% | 12.8x | NM | 15.6x | 18.5x | $\square 12.6 \%$ |
| Tenneco Inc. | TEN | 9.21 | 56.6\% | 742 | 6,591 | 5.4\% | $8.5 x$ | NM | 8.2 x | 8.2x | \| $5.1 \%$ |
| Adient plc | ADNT | 24.10 | 82.3\% | 2,142 | 6,448 | 9.4\% | 16.9x | NM | 22.5x | 12.1x | 11.9\% |
| Dana Incorporated | DAN | 15.84 | 82.5\% | 2,192 | 4,878 | 8.6\% | 5.0x | 28.6x | 7.9x | 8.8x | -5.9\% |
| American Axle \& Mfg. | AXL | 7.36 | 65.4\% | 814 | 4,133 | 12.2\% | $6.9 x$ | NM | 6.8 x | 7.1x | 8.7\% |
| Linamar Corporation | LNR | 35.85 | 95.1\% | 2,294 | 3,368 | 12.9\% | 2.3x | 16.9x | 6.1x | 6.1 x | \| 4.2\% |
| TI Fluid Systems plc | TIFS | 2.58 | 70.4\% | 1,357 | 2,413 | 7.0\% | 7.0x | NM | 10.6x | 7.2x | \| $5.3 \%$ |
| Nexteer Automotive Group | 1316 | 0.94 | 88.0\% | 2,320 | 2,379 | 8.9\% | 1.4 x | 24.2x | 9.1x | $6.7 x$ | 13.7\% |
| Martinrea International Inc. | MRE | 8.15 | 73.1\% | 650 | 1,412 | 8.3\% | 4.2x | NM | 7.2x | 5.6x | 0.8\% |
| Cooper-Standard Holdings Inc. | CPS | 18.23 | 46.4\% | 289 | 1,085 | NM | NM | NM | NM | NM | - 17.2\% |
| Modine Manufacturing Company | MOD | 7.17 | 59.6\% | 349 | 846 | 6.3\% | 4.9x | NM | 7.5x | 7.1x | 0.6\% |
| Superior Industries | SUP | 1.46 | 32.8\% | 35 | 818 | 8.8\% | 7.6x | NM | $8.4 x$ | 7.4x | - $8.1 \%$ |
| STRATTEC Security Corp. | STRT | 28.76 | 95.9\% | 112 | 154 | 4.8\% | 1.6 x | NM | $8.3 x$ | 5.6x | 27.5\% |
|  |  |  |  |  | Mean | 8.0\% | 6.1x | 30.7x | 9.8 x | 8.5x |  |
|  |  |  |  |  | Mean | 9.6\% | 5.4x | 31.9x | 11.0x | 9.6 x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.3\% | 3.6x | 26.4x | 8.7x | 7.4x | 6.31\% |

## North American Aftermarket

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 10 / 23 / 2020 \end{gathered}$ | $\begin{gathered} \begin{array}{c} \% \text { of } \\ \text { 52-Wk } \\ \text { High } \end{array} \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 466.43 | 95.6\% | \$ 33,771 | \$ 39,739 | 22.7\% | 2.5 x | 22.9x | 16.4 x | 15.2x | (0.1\%) |
| AutoZone, Inc. | AZO | 1,183.16 | 92.8\% | 26,929 | 33,898 | 22.7\% | 2.8x | 16.4x | 11.8 x | 11.7x | (0.9\%) |
| Genuine Parts Company | GPC | 98.78 | 91.0\% | 13,767 | 17,058 | 7.4\% | 2.7x | NM | 12.5x | 12.8x | (2.1\%) ! |
| Advance Auto Parts, Inc. | AAP | 154.72 | 90.3\% | 10,385 | 13,197 | 9.9\% | 3.9x | 23.8x | 13.9x | 12.4x | (0.2\%) |
| Snap-on Incorporated | SNA | 169.39 | 98.1\% | 8,905 | 9,931 | 24.8\% | 1.6x | 15.8x | 10.5x | 10.7x | - $6.4 \%$ |
| Uni-Select Inc. | UNS | 5.25 | 51.9\% | 211 | 766 | 4.0\% | 8.9 x | NM | 12.1x | 10.4x | 11.1\% |
| CarParts.com, Inc. | PRTS | 13.31 | 81.0\% | 621 | 628 | 1.5\% | 4.5 x | NM | NM | NM | - $7.2 \%$ |
|  |  |  |  |  | Mean | 13.3\% | 3.9x | 19.8x | 12.9x | 12.2x |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Goodyear Tire \& Rubber Co. | GT | \$ 11.00 | 64.0\% | \$ 2,412 | \$ 9,608 | 4.8\% | 12.8x | NM | 15.6x | 18.5x | - 12.6\% |
| Axalta Coating Systems Ltd. | AXTA | 26.77 | 85.6\% | 6,168 | 9,068 | 17.1\% | 6.3 x | 67.2x | 14.1x | 12.3x | \| $4.4 \%$ |
| Dorman Products, Inc. | DORM | 90.67 | 93.1\% | 2,898 | 2,700 | 15.2\% | 0.9x | 39.1x | 18.0x | 18.7x | (0.5\%) |
| Cooper Tire \& Rubber Company | СТВ | 37.65 | 98.2\% | 1,898 | 2,018 | 11.7\% | 2.2x | 30.1x | 7.0x | 7.0x | \| 4.9\% |
| Standard Motor Products, Inc. | SMP | 46.58 | 83.4\% | 1,045 | 1,143 | 9.6\% | 1.2x | 23.1x | 11.4x | 10.1x | (0.8\%) |
| Motorcar Parts of America, Inc. | MPAA | 15.20 | 61.8\% | 282 | 483 | 5.7\% | 7.4x | NM | 16.1x | 7.1x | (2.8\%) \| |
| Horizon Global Corporation | HZN | 5.94 | 85.5\% | 150 | 421 | NM | NM | 1.9x | NM | NM | \| $4.4 \%$ |
|  |  |  |  |  | Mean | 10.7\% | 5.2x | 32.3x | 13.7x | 12.3x |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |
| Copart, Inc. | CPRT | \$ 114.29 | 96.4\% | \$ 26,424 | \$ 27,010 | 41.1\% | 0.6x | 39.0x | NM | NM | (2.5\%) \| |
| LKQ Corporation | LKQ | 32.88 | 89.8\% | 9,652 | 14,189 | 10.4\% | 3.8 x | 18.1x | 11.6x | 11.8x | \| 3.1\% |
| IAA, Inc. | IAA | 56.79 | 95.8\% | 7,503 | 9,556 | 27.3\% | 5.7x | 46.2x | NM | NM | (2.4\%) \} |
| KAR Auction Services, Inc. | KAR | 15.19 | 57.1\% | 1,866 | 4,520 | 16.6\% | 7.4x | 83.8x | 11.1x | 10.9x | (10.4\%) |
| Boyd Group Services Inc. | BYD | 149.01 | 85.1\% | 3,171 | 3,739 | 8.5\% | 6.5 x | $96.6 x$ | NM | 17.8x | (7.9\%) |
|  |  |  |  |  | Mean | 20.8\% | 4.8x | 56.7x | 11.4x | 13.5x |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |
| CarMax, Inc. | KMX | \$ 90.95 | 83.2\% | \$ 14,569 | \$ 30,044 | 6.0\% | 13.5x | 21.8x | NM | 23.9x | (3.0\%) \} |
| Carvana Co. | CVNA | 202.64 | 83.7\% | 13,983 | 15,479 | NM | NM | NM | NM | NM | (8.4\%) |
| Penske Automotive Group, Inc. | PAG | 55.13 | 94.9\% | 4,346 | 11,488 | 3.6\% | 9.8x | 10.0x | 15.8x | 13.2x | (2.6\%) \} |
| Lithia Motors, Inc. | LAD | 250.34 | 86.8\% | 6,400 | 10,293 | 5.5\% | 5.4x | 16.6x | 15.0x | 13.7x | (8.9\%) |
| AutoNation, Inc. | AN | 60.65 | 87.5\% | 5,362 | 9,682 | 5.3\% | 4.4x | 14.0x | 9.1 x | 8.6x | (2.6\%) \} |
| Vroom, Inc. | VRM | 46.10 | 61.1\% | 5,535 | 5,474 | NM | NM | NM | NM | NM | (4.7\%) |
| Group 1 Automotive, Inc. | GPI | 122.27 | 89.7\% | 2,062 | 4,837 | 4.2\% | 6.0x | 15.5x | 10.5x | 9.3 x | (2.6\%) \| |
| Sonic Automotive, Inc. | SAH | 39.48 | 84.3\% | 1,658 | 3,843 | 3.7\% | 6.4 x | NM | 10.4x | 11.2x | (0.3\%) |
| Asbury Automotive Group, Inc. | ABG | 118.94 | 95.2\% | 2,249 | 3,612 | 5.2\% | 5.4x | 14.6x | 10.1x | 9.1 x | \| 3.9\% |
| AutoCanada Inc. | ACQ | 16.99 | 97.3\% | 463 | 1,440 | 2.4\% | 17.4x | NM | NM | 24.4x | 12.0\% |
|  |  |  |  |  | Mean | 4.5\% | 8.5x | 15.4x | 11.8x | 14.2x |  |
|  |  |  |  |  | $\begin{array}{r} \text { Mean } \\ \text { Median } \end{array}$ | $\begin{array}{r} 11.4 \% \\ 7.9 \% \\ \hline \end{array}$ | $\begin{aligned} & 5.8 \mathrm{x} \\ & 5.4 \mathrm{x} \\ & \hline \end{aligned}$ | $\begin{aligned} & 30.8 \mathrm{x} \\ & 22.4 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 12.6 \mathrm{x} \\ & 12.0 \mathrm{x} \end{aligned}$ | $\begin{aligned} & 13.1 \mathrm{x} \\ & 11.8 \mathrm{x} \end{aligned}$ | $\begin{aligned} & \text { Avg. } \Delta \\ & 0.21 \% \end{aligned}$ |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$10 / 23 / 2020$ | $\begin{gathered} \% \text { of } \\ 52-\text { Wk } \end{gathered}$ | 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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | High |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | Vow | \$ 164.61 | 74.2\% | \$ 83,025 | \$ 286,064 | 7.0\% | 13.8x | 13.9x | 16.2x | 9.9x | 1.6\% |
| Daimler AG | DAI | 57.29 | 89.0\% | 60,641 | 208,808 | 4.6\% | 21.2x | NM | 24.7x | 13.2x | (1.0\%) |
| BMW AG | BMW | 75.57 | 83.0\% | 48,207 | 165,342 | 9.3\% | 12.7x | 13.7x | 15.9x | 13.7x | \| $2.3 \%$ |
| Renault SA | RNO | 29.32 | 49.3\% | 7,747 | 62,124 | 5.3\% | 25.0x | NM | 22.8x | 18.2x | \| $4.9 \%$ |
| Fiat Chrysler Automobiles N.V. | FCA | 13.14 | 75.2\% | 20,798 | 27,616 | 6.9\% | 3.3 x | NM | 4.0x | 3.4 x | \| $4.0 \%$ |
| Peugeot S.A. | UG | 19.53 | 61.1\% | 17,370 | 17,848 | 8.9\% | 2.6 x | 8.4 x | 2.9x | 2.4 x | \| 3.9\% |
|  |  |  |  |  | Mean | 7.0\% | 13.1x | 12.0x | 14.4x | 10.1x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Continental AG | CON | \$ 119.50 | 76.1\% | \$ 23,182 | \$ 31,625 | 4.2\% | 5.3 x | NM | 17.2x | 8.0x | 0.4\% |
| Michelin SCA | ML | 116.22 | 82.3\% | 20,108 | 25,979 | 15.8\% | 2.6x | 24.5x | 6.7 x | 6.7 x | \| $5.9 \%$ |
| Valeo SA | FR | 33.16 | 75.8\% | 7,853 | 14,080 | 5.3\% | 7.4x | NM | 14.2x | 8.7 x | \| $2.4 \%$ |
| Faurecia S.E. | EO | 44.84 | 71.6\% | 6,061 | 11,299 | 6.8\% | $6.5 x$ | NM | 9.9 x | $6.8 x$ | 0.2\% |
| Autoliv, Inc. | ALV | 84.94 | 97.6\% | 7,234 | 9,126 | 13.5\% | 3.3 x | 48.1x | 9.5 x | 11.6x | \| $2.2 \%$ |
| Plastic Omnium SA | POM | 24.86 | 77.3\% | 3,544 | 5,463 | 4.5\% | 6.6x | NM | 15.1x | 6.9 x | (9.3\%) |
| Brembo S.p.A. | BRE | 11.54 | 84.3\% | 3,644 | 4,482 | 15.2\% | 3.0x | 26.0x | 11.6x | 10.6x | 11.1\% |
| LEONI AG | LEO | 5.92 | 36.5\% | 195 | 1,967 | NM | NM | NM | NM | 18.8x | 0.6\% |
| ElringKlinger AG | ZIL2 | 9.35 | 79.7\% | 566 | 1,317 | 7.8\% | 6.3 x | NM | 10.0x | $8.6 x$ | (17.2\%) |
| Grammer AG | GMM | 20.89 | 51.8\% | 252 | 809 | 2.4\% | 13.4x | NM | 17.4x | 18.8x | 1.0\% |
| Sogefi S.p.A. | SO | 1.15 | 55.1\% | 131 | 602 | 9.7\% | 5.0x | NM | 4.3 x | 3.9x | - $6.5 \%$ |
| Polytec Holding AG | PYT | 6.63 | 58.4\% | 146 | 337 | 5.5\% | 7.3x | 43.3 x | 9.9x | $8.3 x$ | (0.7\%) |
|  |  |  |  |  | Mean | 8.2\% | 6.0x | 32.9x | 11.4x | 9.8 x |  |
|  |  |  |  |  | Mean | 7.8\% | 8.5 x | 25.4x | 12.5x | 9.9x | Avg. $\triangle$ |
|  |  |  |  |  | Median | 6.9\% | 6.5 x | 24.5x | 11.6x | 8.6x | 0.83\% |


(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 10 / 23 / 2020 \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | TotalDebt /EBITDA | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 66.55 | 87.0\% | \$ 185,589 | \$ 339,197 | 12.3\% | 7.3x | 13.1x | 11.0x | NM | \| $2.7 \%$ |
| Honda Motor Co., Ltd. | 7267 | 24.62 | 79.2\% | 41,835 | 94,199 | 7.3\% | $8.1 x$ | 22.9x | 10.7x | 19.5x | \| $2.6 \%$ |
| Hyundai Motor Company | A005380 | 147.76 | 87.4\% | 32,130 | 92,344 | 4.6\% | 0.0x | 52.7x | 22.8x | 15.1x | (1.9\%) \| |
| Nissan Motor Co., Ltd. | 7201 | 3.70 | 54.3\% | 14,355 | 79,591 | 1.8\% | NM | NM | NM | NM | \| 4.9\% |
| BYD Company Limited | 1211 | 17.54 | 100.0\% | 54,589 | 62,412 | 12.1\% | 4.5 x | NM | NM | 20.9x | \| 4.9\% |
| NIO Limited | NIO | 27.16 | 92.4\% | 35,359 | 38,199 | NM | NM | NM | NM | NM | (4.6\%) \} |
| Suzuki Motor Corporation | 7269 | 44.21 | 86.2\% | 21,151 | 23,313 | 10.3\% | 2.7x | 23.7x | 8.1 x | 8.5 x | 1.0\% |
| Mahindra \& Mahindra Limited | NSEI: M\&M | 8.47 | 93.9\% | 8,676 | 19,325 | 12.4\% | 4.6 x | NM | 14.9x | NM | 2.5\% |
| Geely Automobile Holdings Ltd. | 175 | 2.10 | 84.1\% | 20,487 | 18,469 | 8.0\% | 0.6x | 21.3x | 18.8x | 10.8x | (0.6\%) |
| Kia Motors Corporation | A000270 | 40.92 | 87.5\% | 18,717 | 14,894 | 6.4\% | 2.9x | 18.5x | 4.9 x | 4.1x | (0.9\%) |
| Yamaha Motor Co., Ltd. | 7272 | 15.00 | 66.8\% | 5,201 | 8,686 | 7.6\% | 6.3 x | 26.9x | 8.2 x | 12.5x | \| 5.0\% |
| Isuzu Motors Limited | 7202 | 8.76 | 62.7\% | 6,266 | 8,549 | 9.3\% | 2.0x | 15.8x | 5.2 x | 6.3 x | 0.9\% |
| Dongfeng Motor Group Co. | 489 | 0.74 | 70.2\% | 6,192 | 6,885 | 1.4\% | 42.1x | 6.1 x | NM | 7.1x | \| 3.1\% |
| Mazda Motor Corporation | 7261 | 5.90 | 58.4\% | 3,615 | 5,980 | 2.8\% | 11.9x | NM | 7.7x | 12.1x | 2.8\% |
| Mitsubishi Motors Co. | 7211 | 2.05 | 40.3\% | 2,952 | 3,956 | 1.7\% | 15.3x | NM | 12.7x | NM | \| $2.5 \%$ |
| FAW Jiefang Group Co., Ltd | 000800 | 1.80 | 78.8\% | 8,235 | 3,721 | 1.7\% | 0.0x | 54.9x | NM | 4.6x | \| 2.5\% |
|  |  |  |  |  | Mean | 6.7\% | 7.7x | 25.6x | 11.4x | 11.0x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 47.10 | 95.5\% | \$ 36,006 | \$ 38,008 | 4.5\% | 5.1x | NM | 19.8x | 16.8x | \| 3.7\% |
| Bridgestone Corporation | A012330 | 34.53 | 76.5\% | 23,587 | 29,016 | 14.0\% | 2.5 x | 17.3x | 7.1x | 7.3 x | - $9.5 \%$ |
| Aisin Seiki Co., Ltd. | 7259 | 33.50 | 76.8\% | 8,918 | 16,446 | 7.3\% | 4.4 x | NM | 7.2x | 6.8 x | \| 5.9\% |
| AGC Inc. | 5201 | 31.11 | 79.0\% | 6,774 | 14,495 | 15.6\% | 4.7x | 31.6x | 7.0x | 7.7x | 2.0\% |
| Hyundai Mobis Co.,Ltd | 5108 | 207.48 | 87.6\% | 20,161 | 12,845 | 7.3\% | 1.2 x | 13.4x | 5.9x | 5.8x | \| 3.5\% |
| NSK Ltd. | 6471 | 8.67 | 81.4\% | 4,268 | 6,218 | 7.3\% | 6.6 x | NM | 12.4x | 11.2x | 12.6\% |
| Koito Manufacturing Co., Ltd. | 7276 | 50.11 | 85.6\% | 7,801 | 6,043 | 13.0\% | 0.2x | 22.2x | 7.0x | 6.9 x | \| 3.4\% |
| JTEKT Corporation | 6473 | 8.60 | 60.6\% | 2,839 | 5,295 | 4.8\% | $6.4 x$ | NM | $9.4 x$ | NM | 10.3\% |
| Stanley Electric Co., Ltd. | 6923 | 30.30 | 97.5\% | 4,868 | 4,194 | 12.2\% | 0.3x | 67.4 x | 10.6x | 7.0x | -7.1\% |
| NTN Corporation | 6472 | 2.04 | 57.6\% | 1,053 | 4,101 | 5.4\% | 12.8x | NM | 14.4x | 17.8x | - $9.3 \%$ |
| Toyoda Gosei Co., Ltd. | 7282 | 25.12 | 93.2\% | 3,235 | 3,656 | 8.3\% | 3.0x | NM | 6.7 x | 7.0x | - $9.7 \%$ |
| Toyota Boshoku Corporation | 3116 | 15.04 | 84.7\% | 2,754 | 2,822 | 4.7\% | 2.7 x | NM | 5.2x | 4.4 x | \| 5.4\% |
| NHK Spring Co., Ltd. | 5991 | 6.50 | 65.7\% | 1,490 | 1,626 | 5.7\% | $2.8 x$ | NM | 5.1x | 5.1x | \| 5.4\% |
| SHOWA Corporation | 7274 | 21.87 | 97.9\% | 1,661 | 1,501 | 10.1\% | 0.3x | 29.7x | 7.1x | NM | 0.3\% |
| Tokai Rika Co., Ltd. | 6995 | 16.89 | 77.8\% | 1,494 | 1,159 | 5.6\% | 0.4 x | NM | 5.0x | 3.8x | 11.5\% |
| Sanden Holdings Corporation | 6444 | 3.36 | 37.4\% | 101 | 936 | 0.6\% | NM | NM | NM | 10.4 x | 15.4\% |
| TS TECH Co., Ltd. | 7313 | 29.20 | 83.1\% | 1,937 | 841 | 8.4\% | 0.0x | 43.5x | 3.4 x | $2.4 x$ | \| $6.8 \%$ |
| Halla Holdings Corp. | A060980 | 28.62 | 65.9\% | 299 | 826 | 9.7\% | 11.1x | 22.4x | 14.6x | 12.0x | 1.5\% |
| F-Tech Inc. | 7212 | 5.17 | 64.2\% | 97 | 638 | 6.3\% | 4.3 x | NM | 5.9x | NM | \| 4.1\% |
| SGA Group Co. | 600303 | 0.64 | 84.1\% | 420 | 466 | 2.8\% | 11.5x | 21.3x | NM | NM | (6.0\%) |
| Akebono Brake Industry Co., Ltd. | 7238 | 1.38 | 51.5\% | 185 | 453 | 5.5\% | 5.2x | 1.3 x | 5.0x | NM | \| 2.7\% |
| China Automotive Systems, Inc. | CAAS | 3.21 | 77.2\% | 94 | 100 | 4.5\% | 3.7 x | 52.4 x | 6.0x | 5.3x | \| 4.6\% |
| Futaba Corporation | TSE:6986 | 8.69 | 62.6\% | 377 | 55 | NM | NM | NM | NM | NM | \| $2.2 \%$ |
|  |  |  |  |  | Mean | 7.4\% | 4.2x | 29.3x | 8.2x | 8.1x |  |
|  |  |  |  |  | Mean | 7.2\% | 5.7x | 27.5x | 9.0x | 9.0x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 7.3\% | 4.0x | 22.4x | 7.2x | 7.1x | 4.05\% |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$10 / 23 / 2020$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | $\begin{aligned} & \text { Total } \\ & \text { Debt / } \\ & \text { EBITDA } \end{aligned}$ | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2020 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 57.29 | 89.0\% | \$ 60,641 | \$ 208,808 | 4.6\% | 21.2x | NM | 24.7x | 13.2x | (1.0\%) |
| AB Volvo (publ) | VOLV-B | 20.91 | 96.9\% | 41,142 | 52,634 | 7.4\% | 6.6x | 22.7x | 18.3x | 10.9x | \| 1.2\% |
| PACCAR Inc | PCAR | 92.64 | 99.7\% | 31,351 | 39,432 | 11.6\% | 5.3 x | 22.6 x | 17.6x | 23.9x | \| 3.0\% |
| MAN SE | MAN | 47.82 | 75.8\% | 6,949 | 10,139 | 0.6\% | NM | NM | NM | 4.6 x | \| $2.4 \%$ |
| Isuzu Motors Limited | 7202 | 8.76 | 62.7\% | 6,266 | 8,549 | NM | NM | 15.8x | 5.2x | 6.3 x | 0.9\% |
| Navistar International Corporation | NAV | 42.76 | 94.5\% | 4,260 | 8,330 | 5.0\% | 13.9x | NM | 20.4x | 18.9x | (1.7\%) \| |
| Nikola Corporation | NKLA | 22.54 | 24.0\% | 7,924 | 7,849 | NM | NM | NM | NM | NM | 15.3\% |
|  |  |  |  |  | Mean | 5.8\% | 11.8x | 20.4x | 17.3x | 13.0x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Caterpillar Inc. | CAT | \$ 168.59 | 98.4\% | \$ 88,374 | \$ 121,955 | 18.4\% | 4.5x | 22.5x | 14.2x | 20.3x | (0.1\%) |
| Deere \& Company | DE | 239.53 | 98.4\% | 73,408 | 115,620 | 16.7\% | 8.2 x | 27.9x | 19.5x | 21.7x | (0.2\%) |
| Thor Industries, Inc. | THO | 88.23 | 72.7\% | 4,842 | 6,063 | 7.1\% | 2.9x | 21.9x | 10.4x | 9.4 x | 11.7\% |
| Oshkosh Corporation | OSK | 78.42 | 82.0\% | 5,182 | 5,993 | 9.3\% | 1.5x | 14.5x | 8.9x | 10.9x | (2.0\%) \| |
| Winnebago Industries, Inc. | WGO | 48.34 | 66.5\% | 1,633 | 1,887 | 6.9\% | 3.4 x | 26.3 x | 11.6x | 10.2x | (12.4\%) |
| Wabash National Corporation | WNC | 14.78 | 91.3\% | 786 | 1,116 | 6.0\% | 4.1x | NM | 9.8 x | 21.5x | \| 3.6\% |
| The Shytt Group, Inc. | SHYF | 21.02 | 95.7\% | 748 | 815 | 8.9\% | $1.5 x$ | NM | 12.9x | 12.3x | 0.2\% |
| Blue Bird Corporation | BLBD | 12.01 | 50.1\% | 316 | 544 | 5.4\% | 4.6x | 27.2x | 10.7x | 11.0x | \| 2.7\% |
|  |  |  |  |  | Mean | 9.8\% | 3.8x | 23.4x | 12.3x | 14.6x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 109.81 | 98.4\% | \$ 42,979 | \$ 52,247 | 14.8\% | 3.1x | 29.4x | 18.4x | 19.3x | 0.5\% |
| Cummins Inc. | CMI | 226.28 | 99.5\% | 32,567 | 36,646 | 12.7\% | 1.7 x | 20.1x | 14.3x | 13.9x | \| 1.6\% |
| Ingersoll Rand Inc. | IR | 38.27 | 98.2\% | 15,248 | 18,885 | 15.6\% | 7.9x | NM | NM | 19.8x | 2.8\% |
| Wabtec Corporation | WAB | 62.06 | 75.9\% | 11,469 | 15,976 | 15.2\% | 3.9x | 28.0x | 13.1x | 11.9x | (2.0\%) \| |
| Allison Transmission Holdings, Inc. | ALSN | 38.67 | 77.8\% | 4,294 | 6,824 | 36.9\% | 3.4 x | 10.9x | 8.0x | 9.9x | (7.4\%) |
| Dana Incorporated | DAN | 15.84 | 82.5\% | 2,192 | 4,878 | 8.6\% | 5.0x | 28.6x | 7.9x | 8.8x | -5.9\% |
| LCI Industries | LCII | 112.35 | 85.3\% | 2,783 | 3,568 | 10.4\% | 3.3 x | 26.7x | 14.7x | 11.8x | (4.3\%) |
| Meritor, Inc. | MTOR | 26.16 | 96.2\% | 1,865 | 2,945 | 8.9\% | 4.4 x | 7.1x | 10.0x | 13.5x | 0.4\% |
| Douglas Dynamics, Inc. | PLOW | 36.10 | 63.5\% | 820 | 1,103 | 12.7\% | 5.0x | NM | 17.7x | 16.2x | \| 1.2\% |
| Modine Manufacturing Company | MOD | 7.17 | 59.6\% | 349 | 846 | 6.3\% | 4.9x | NM | 7.5 x | 7.1x | 0.6\% |
| Stoneridge, Inc. | SRI | 23.30 | 68.9\% | 616 | 741 | 4.5\% | 6.0x | NM | 24.3x | NM | \| $3.7 \%$ |
| Commercial Vehicle Group, Inc. | CVGI | 5.98 | 76.3\% | 180 | 338 | 3.0\% | 9.6x | NM | 15.7x | 14.2x | \| 3.8\% |
| Haldex AB (publ) | HLDX | 4.57 | 71.2\% | 219 | 316 | 7.4\% | 4.1 x | NM | 9.2 x | 16.7x | (5.7\%) |
|  |  |  |  |  | Mean | 12.1\% | 4.8x | 21.5x | 13.4x | 13.6x |  |
|  |  |  |  |  | Mean | 10.2\% | 5.6x | 22.0x | 13.8x | 13.8x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 8.8\% | 4.5x | 22.7x | 13.1x | 12.7x | 0.24\% |



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

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