# THE <br> © <br> wutronWEEKLY 

## 3-Month Price Performance



## LTM Trading Multiples (EV / LTM EBITDA)

| SUPPLIER |  |  |
| :--- | :---: | :---: |
| TRADING MULTIPLES |  |  |
|  | $1-14-22$ | 1 Year |
| NA Autos | $9.3 x$ | $(0.8 \mathrm{x})$ |
| EUR Autos | 7.2 x | $(3.1 \mathrm{x})$ |
| ASIA Autos | 5.9 x | $(3.0 \mathrm{x})$ |
| Heavy Duty | 10.0 x | $(2.2 \mathrm{x})$ |


U.S. S.A.A.R. (in millions)
 Source: Capital IQ; U.S. EIA

Historical Gas Prices (\$ per gallon)


## 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



- January 11 (The Detroit News) - General Motors Co. said Tuesday it plans to launch CarBravo, a new online used-vehicle marketplace for GM-branded vehicles aimed at competing with online dealerships such as Carvana Co. and CarMax Inc. The new site is expected to launch in the spring and will include Chevrolet, Buick and GMC dealers offering GM-branded vehicles as well as used vehicles from other automakers. It also will offer used vehicles owned by the automaker, creating a national pool of cars from dealers' lots and GM's inventory. "We believe our expansive nationwide dealer network will be a key driver for our success. Our dealers are our competitive advantage," said Steve Carlisle, executive vice president and president of GM North America. "With CarBravo, we will harness the power of collectively going to market with our dealers to create a powerful customer experience." The move reflects the growing pressure on major automakers to compete with digital retailers, which are siphoning sales from dealers as customers increasingly demand the option to buy a car online. Ford Motor Co. also launched an online used-vehicle store last February dubbed Ford Blue Advantage. Around 70\% of vehicle sales are used, Carlisle said, and for the last five years the U.S. used car market has been steadily growing and is less susceptible to market shocks. Used cars are "incredibly important" for bringing customers into the GM brand, he said. "What drove this was the customers' demands for us in the marketplace," said Dan Ahearn, senior manager for CarBravo. Dealers have around 400,000 cars in inventory that could be sold through the website, Ahearn said. Around 500,000 used cars are also available annually through GM and GM Financial. Dealers would also retain the first chance at off-lease vehicles from the automaker. GM's Cadillac is also developing a program "appropriate to the brand" that will be announced in the future, Carlisle said. While the site will largely facilitate sales to dealers, GM expects to pull in "adjacent revenue" from service business and services such as OnStar and XM Satellite Radio offerings. All vehicles sold through the platform would get trials of such programs, a standard warranty, roadside assistance and more. "All of the revenue that we get on a new car post-sale, we're expecting to get that revenue through the used cars," Carlisle said. The program eventually will be opened to new car sales but is not expected to be expanded to non-GM dealers. The National Automobile Dealers Association did not immediately respond to requests for comment. Jeff Silverberg, general manager and partner of the John Elway Chevrolet dealership in Englewood, Colorado, said he hasn't committed to participating in CarBravo but that he's "very excited" GM is setting up the new platform. "These venture capitalist-funded, non-brick-and-mortar, no-skin-in-the-game Vrooms and everyone else - I'm a little bitter to them but they've done a great job. They've stolen our used car share," Silverberg said. "It's time that we do something about it, so I applaud GM. "He said the dealers' call with GM Tuesday morning left some questions unanswered - for example, how dealers should get $40 \%$ off-brand inventory GM is suggesting they carry on the site. "We don't have the ability to take those off-lease. I'm just wondering how they're going to acquire those and spread them around," he said. "So, a lot of questions to ask. But I think it's a good wake up call for Vroom and Carvana that the OGs are not going to give up this easy."
- January 11 (The Detroit News) - After a three-year hiatus, the North American International Auto Show will return to downtown Detroit this fall, the executive director of the Detroit Auto Dealers Association confirmed Tuesday. Rod Alberts made the announcement at Huntington Place, where the show will be held Sept. 1425 , during an event announcing the winners of the North American Car and Truck of the Year awards. Doug North, the chairman emeritus of events for DADA, told The Detroit News in December that organizers were targeting those dates for the show. The last downtown Detroit auto show took place in January 2019 at Huntington Place. The show was expected to come back in June 2020, but organizers canceled it because of the COVID-19 pandemic. Concerns about hosting a large indoor event during the pandemic pushed event organizers to cancel the 2021 show too. Instead, last summer a downtown concert and car crawl was held to raise money for charities, and in September organizers hosted the Motor Bella auto mobility event at M1 Concourse in Pontiac.


## North American Equity Performance

Last 12 Months Change


## North American OEM Market


(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 1 / 14 / 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | Market Cap | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ | Total Debt / EBITDA | $\begin{gathered} \text { LTM } \\ \text { P/E } \end{gathered}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Tesla, Inc. | TSLA | \$ 1,049.61 | 84.4\% | \$ 1,056,348 | \$ 1,051,852 | 15.3\% | 1.4 x | NM | NM | NM | \| $2.2 \%$ |
| General Motors Company | GM | 61.10 | 90.9\% | 88,709 | 92,198 | 13.6\% | 6.2 x | 8.2 x | 5.2 x | 3.9x | (1.9\%) |
| Ford Motor Company | F | 25.19 | 97.4\% | 100,665 | 90,704 | 8.1\% | 2.3 x | 35.3x | 10.1x | $6.8 x$ | \| $3.1 \%$ |
|  |  |  |  |  | Mean | 12.3\% | 3.3x | 21.8x | 7.6x | 5.4 x |  |
| High Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Aptiv PLC | APTV | \$ 152.60 | 84.4\% | \$ 41,280 | \$ 43,148 | 13.9\% | 2.0x | 51.9x | 19.8x | 21.3x | (10.0\%) |
| BorgWarner Inc. | BWA | 49.76 | 89.6\% | 11,931 | 15,347 | 15.8\% | 1.9x | 15.5x | 6.4 x | 6.9x | \| $2.3 \%$ |
| Autoliv, Inc. | ALV | 108.03 | 97.7\% | 9,450 | 10,736 | 14.0\% | 1.8x | 18.6x | 8.9x | 10.0x | \| $2.2 \%$ |
| Gentex Corporation | GNTX | 35.63 | 94.0\% | 8,427 | 8,152 | 31.9\% | 0.0x | 20.6x | 13.9x | 15.8x | 1.3\% |
| Visteon Corporation | VC | 120.84 | 82.7\% | 3,383 | 3,588 | 6.3\% | 2.9x | NM | 20.6x | 21.0x | 5.0\% |
| Gentherm Incorporated | THRM | 98.58 | 99.6\% | 3,276 | 3,147 | 16.6\% | 0.4x | 30.7x | 17.4x | 20.5x | 14.5\% |
| Stoneridge, Inc. | SRI | 20.37 | 53.3\% | 554 | 650 | 4.7\% | 4.1x | 41.9x | 18.3x | NM | (4.1\%) |
|  |  |  |  |  | Mean | 14.7\% | 1.9x | 29.9x | 15.1x | 15.9x |  |
| Mid Multiple Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Magna International Inc. | MG | \$ 89.06 | 88.5\% | \$ 26,953 | \$ 30,166 | 11.1\% | 1.4 x | 15.1x | 7.2x | 8.9x | 1 $4.3 \%$ |
| Goodyear Tire \& Rubber Co. | GT | 24.12 | 96.9\% | 6,785 | 15,129 | 10.6\% | 5.5 x | 22.1x | $8.8 x$ | 7.8x | 10.1\% |
| Lear Corporation | LEA | 191.05 | 93.2\% | 11,390 | 13,306 | 8.6\% | 1.7 x | 20.9x | $7.9 x$ | 9.7x | 2.1\% |
| Adient plc | ADNT | 50.35 | 94.7\% | 4,752 | 7,844 | 9.4\% | 5.1x | 4.3 x | 9.9x | 12.1x | 14.3\% |
| Dana Incorporated | DAN | 25.35 | 89.1\% | 3,656 | 6,330 | 9.2\% | $3.3 x$ | 17.5x | 7.8x | 7.5x | 5.9\% |
| Tenneco Inc. | TEN | 12.97 | 57.0\% | 1,065 | 6,028 | 6.9\% | 4.1 x | 4.6 x | 4.8 x | 4.8 x | 0.9\% |
| Linamar Corporation | LNR | 63.92 | 87.0\% | 4,244 | 4,179 | 16.9\% | 0.7x | 10.9x | 4.7 x | 4.9x | \| 3.2\% |
| American Axle \& Mfg. | AXL | 9.94 | 76.1\% | 1,134 | 3,903 | 18.0\% | $3.4 x$ | 13.2x | 4.0x | 4.6x | 0.0\% |
| Nexteer Automotive Group | 1316 | 1.28 | 100.0\% | 3,192 | 3,105 | 10.5\% | 0.5x | 16.1x | 8.3 x | $6.7 x$ | 1.2\% |
| TI Fluid Systems plc | TIFS | 3.71 | 82.3\% | 1,943 | 2,875 | 7.8\% | 5.1x | 21.0x | 9.9 x | $6.9 x$ | \| $3.8 \%$ |
| Martinrea International Inc. | MRE | 9.28 | 74.7\% | 765 | 1,580 | 8.8\% | 3.6 x | 10.4x | $6.0 x$ | 6.2 x | \| 2.8\% |
| Cooper-Standard Holdings Inc. | CPS | 27.31 | 57.1\% | 464 | 1,351 | 1.8\% | 26.2x | NM | NM | NM | 8.9\% |
| Modine Manufacturing Company | MOD | 10.67 | 57.6\% | 553 | 946 | 6.9\% | 3.2 x | NM | 6.9 x | 6.8 x | 0.9\% |
| Superior Industries | SUP | 5.13 | 52.8\% | 134 | 888 | 12.7\% | 3.7 x | NM | 5.1x | 5.5 x | 4.1\% |
| STRATTEC Security Corp. | STRT | 39.52 | 58.7\% | 156 | 201 | 9.3\% | 0.5x | 10.5x | 4.7 x | 4.2 x | (4.1\%) |
|  |  |  |  |  | Mean | 9.9\% | 4.5x | 13.9x | 6.9x | 6.9x |  |
|  |  |  |  |  | Mean Median | $11.6 \%$ 10.5\% | 3.6x 2.9x | 19.5 x 16.8 x | 9.4x 7.9x | 9.2x 6.9 x | $\begin{aligned} & \text { Avg. } \Delta \\ & 2.79 \% \end{aligned}$ |


(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 14 / 2022$ | $\begin{gathered} \text { \% of } \\ 52-\mathrm{Wk} \\ \text { High } \end{gathered}$ | 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 | 2021 |  |  |
| Retailers \& Distributors |  |  |  |  |  |  |  |  |  |  |  |  |
| O'Reilly Automotive, Inc. | ORLY | \$ 678.87 | 95.5\% | \$ 45,741 | \$ 51,184 | 24.1\% | 1.9x | 23.6x | 16.5 x | 16.3x | (0.5\%) |  |
| AutoZone, Inc. | AZO | 2,033.48 | 96.4\% | 41,960 | 49,042 | 23.4\% | 2.3 x | 19.8x | 13.8x | 14.5x |  | 0.9\% |
| Genuine Parts Company | GPC | 138.11 | 96.6\% | 19,670 | 21,978 | 8.0\% | 2.2x | 24.6x | 14.9x | 13.6x | (0.6\%) |  |
| Advance Auto Parts, Inc. | AAP | 239.60 | 98.0\% | 14,811 | 17,851 | 10.9\% | 3.0x | 24.4x | 14.9x | 13.8x |  | 0.6\% |
| Snap-on Incorporated | SNA | 220.13 | 84.7\% | 11,785 | 12,334 | 26.8\% | 1.0x | 15.0x | 10.1x | 10.3x |  | 0.5\% |
| Uni-Select Inc. | UNS | 18.73 | 88.1\% | 823 | 1,216 | 5.1\% | 5.2 x | NM | 15.1x | 8.9x | (0.8\%) |  |
| CarParts.com, Inc. | PRTS | 10.02 | 43.1\% | 526 | 542 | 0.3\% | 19.5x | NM | NM | NM | (10.9\%) |  |
|  |  |  |  |  | Mean | 14.1\% | 5.0x | 21.5x | 14.2x | 12.9x |  |  |
| Aftermarket Suppliers |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodyear Tire \& Rubber Co. | GT | \$ 24.12 | 96.9\% | \$ 6,785 | \$ 15,129 | 10.6\% | 5.5 x | 22.1x | 8.8x | 7.8x |  | 10.1\% |
| Axalta Coating Systems Ltd. | AXTA | 32.74 | 95.7\% | 7,476 | 10,776 | 20.8\% | 4.3 x | 27.3x | 11.9x | 12.3x |  | 0.7\% |
| Dorman Products, Inc. | DORM | 105.95 | 86.2\% | 3,351 | 3,595 | 16.4\% | 1.5 x | 25.5x | 17.6x | 15.7x | (2.0\%) \| |  |
| Standard Motor Products, Inc. | SMP | 52.02 | 94.4\% | 1,144 | 1,298 | 12.9\% | 1.1x | 14.5x | 7.9x | 8.5 x | (1.0\%) |  |
| Motorcar Parts of America, Inc. | MPAA | 17.88 | 67.7\% | 343 | 558 | 8.4\% | 4.5 x | 25.2x | 10.8x | 6.2 x |  | 1.1\% |
| Horizon Global Corporation | HZN | 8.31 | 70.5\% | 227 | 519 | 5.9\% | 6.8 x | NM | 11.1x | NM | (3.5\%) |  |
|  |  |  |  |  | Mean | 12.5\% | 3.9x | 22.9x | 11.4x | 10.1x |  |  |
| Collision |  |  |  |  |  |  |  |  |  |  |  |  |
| Copart, Inc. | CPRT | \$ 136.71 | 84.8\% | \$ 32,426 | \$ 31,661 | 45.8\% | 0.4x | 32.9x | 23.7x | 22.2x |  | 0.2\% |
| LKQ Corporation | LKQ | 56.68 | 93.8\% | 16,522 | 19,937 | 13.9\% | 2.1x | 16.5x | 11.2x | 11.0x | (2.7\%) \| |  |
| IAA, Inc. | IAA | 47.13 | 72.0\% | 6,355 | 8,248 | 30.7\% | 4.2 x | 22.4 x | 16.0x | 15.0x | (4.7\%) |  |
| KAR Auction Services, Inc. | KAR | 16.33 | 81.4\% | 1,978 | 5,519 | 16.7\% | 9.6 x | NM | 14.8x | 13.3x | (2.2\%) \| |  |
| Boyd Group Services Inc. | BYD | 149.80 | 70.2\% | 3,240 | 4,120 | 8.0\% | 6.2 x | 88.8x | NM | 18.8x | (2.7\%) |  |
|  |  |  |  |  | Mean | 23.0\% | 4.5x | 40.2x | 16.4x | 16.1x |  |  |
| Dealerships |  |  |  |  |  |  |  |  |  |  |  |  |
| CarMax, Inc. | KMX | \$ 113.40 | 72.7\% | \$ 18,334 | \$ 37,000 | 6.2\% | 9.9x | 15.6x | 19.6x | 19.4x | (6.3\%) |  |
| Carvana Co. | CVNA | 156.39 | 41.5\% | 13,385 | 17,050 | NM | NM | NM | NM | NM | (15.3\%) |  |
| Penske Automotive Group, Inc. | PAG | 104.40 | 91.3\% | 8,174 | 13,976 | 5.2\% | 4.5 x | 7.8x | 10.8x | 7.8x | (2.4\%) |  |
| Lithia Motors, Inc. | LAD | 306.98 | 73.4\% | 9,295 | 13,348 | 7.5\% | 2.7x | 9.0x | 8.7 x | 7.6x |  | 2.9\% |
| AutoNation, Inc. | AN | 109.90 | 82.3\% | 7,203 | 11,321 | 7.4\% | 2.2x | 7.8x | 6.1 x | 5.6x | (2.4\%) |  |
| Asbury Automotive Group, Inc. | ABG | 167.21 | 72.4\% | 3,869 | 5,404 | 7.7\% | 2.6x | $6.8 x$ | 7.4x | 6.8 x | (4.5\%) |  |
| Group 1 Automotive, Inc. | GPI | 183.58 | 86.5\% | 3,209 | 4,822 | 6.9\% | 2.1x | 6.0x | 5.3x | 5.1x | (4.0\%) |  |
| Sonic Automotive, Inc. | SAH | 48.19 | 83.1\% | 1,988 | 3,668 | 4.8\% | 3.5 x | 6.7 x | 6.4 x | 6.1 x | (3.1\%) |  |
| AutoCanada Inc. | ACQ | 31.09 | 65.7\% | 862 | 1,664 | 4.5\% | 6.2 x | 9.6 x | 10.7x | 9.3 x | (1.6\%) ! |  |
| Vroom, Inc. | VRM | 8.02 | 15.0\% | 1,098 | 841 | NM | NM | NM | NM | NM | (17.6\%) |  |
|  |  |  |  |  | Mean | 6.3\% | 4.2x | 8.7x | 9.4x | 8.5x |  |  |
|  |  |  |  |  | Mean | 13.0\% | 4.4x | 20.5x | 12.3x | 11.5x |  |  |
|  |  |  |  |  | Median | 8.2\% | 3.3x | 18.2x | 11.2x | 10.7x | (2.57 |  |

## European OEM Market

(\$ in millions, except price per share)

| Company | Ticker | $\begin{gathered} \text { Price } \\ \text { as of } \\ 1 / 14 / 2022 \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | $\begin{gathered} \text { Market } \\ \text { Cap } \end{gathered}$ | 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 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Volkswagen AG | vow | \$ 220.56 | 76.7\% | \$ 137,538 | \$ 329,507 | 11.2\% | 7.2x | 5.4 x | 10.0x | 8.0x | \| $3.6 \%$ |
| Daimler AG | DAI | 85.43 | 81.7\% | 90,630 | 217,921 | 11.9\% | 6.5 x | 5.7x | 9.4 x | 8.9 x | \| $2.4 \%$ |
| BMW AG | BMW | 113.82 | 99.3\% | 73,457 | 177,629 | 14.4\% | $6.4 x$ | NM | 9.4 x | 7.7x | 4.8\% |
| Renault SA | RNO | 38.32 | 81.1\% | 10,555 | 58,195 | 7.9\% | 16.4x | NM | 12.9x | 10.0x | (1.3\%) |
| Stellantis N.V. | STLA | 21.67 | 98.3\% | 68,403 | 56,579 | 12.3\% | 2.2 x | 4.5 x | 3.4 x | 2.4 x | - $6.2 \%$ |
|  |  |  |  |  | Mean | 11.6\% | 7.8x | 5.2x | 9.0x | 7.4x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Michelin SCA | ML | \$ 176.81 | 99.5\% | \$ 31,395 | \$ 35,824 | 19.8\% | 1.8x | 15.0x | $6.8 x$ | $6.7 x$ | 1.6\% |
| Continental AG | CON | 110.34 | 73.0\% | 22,186 | 27,449 | 13.9\% | 1.2 x | 12.6x | 4.3 x | 6.2 x | 0.8\% |
| Valeo SE | FR | 31.08 | 80.9\% | 7,629 | 12,330 | 10.1\% | 3.1 x | 29.3x | 5.6x | 4.7 x | (0.8\%) |
| Faurecia S.E. | EO | 50.10 | 86.5\% | 6,910 | 10,935 | 9.0\% | 4.3 x | 28.9x | 6.3 x | 4.7x | 0.3\% |
| Autoliv, Inc. | ALV | 108.03 | 97.7\% | 9,450 | 10,736 | 14.0\% | 1.8x | 18.6x | $8.9 x$ | 10.0x | \| $2.2 \%$ |
| Brembo S.p.A. | BRE | 14.41 | 93.5\% | 4,637 | 5,259 | 16.5\% | 2.0x | 17.2x | 10.1x | 9.3 x | (2.1\%) \| |
| Plastic Omnium SA | POM | 27.41 | 69.3\% | 3,993 | 5,161 | 3.8\% | 5.3x | 11.4x | 14.5x | 6.0x | 1.7\% |
| LEONI AG | LEO | 12.23 | 58.4\% | 404 | 2,250 | 3.8\% | 9.1x | NM | 10.1x | 5.9x | (0.3\%) |
| ElringKlinger AG | ZIL2 | 14.33 | 69.1\% | 915 | 1,428 | 14.3\% | 2.1x | 17.8x | 5.2 x | 5.8x | (3.7\%) |
| Grammer AG | GMM | 21.82 | 67.1\% | 330 | 832 | 5.3\% | 5.0x | 37.6x | 7.0x | 6.9 x | \| $4.0 \%$ |
| Sogefi S.p.A. | SO | 1.47 | 81.0\% | 170 | 582 | 12.5\% | 2.7 x | NM | 2.9x | 2.7x | 15.8\% |
| Polytec Holding AG | PYT | 9.18 | 63.2\% | 206 | 376 | 5.7\% | 5.4 x | 8.6 x | 10.1x | 7.5x | -10.9\% |
|  |  |  |  |  | Mean | 10.7\% | 3.7x | 20.9x | 7.7x | 6.4x |  |
|  |  |  |  |  | Mean | 11.0\% | 4.9x | 16.4x | 8.1x | 6.7 x | Avg. $\Delta$ |
|  |  |  |  |  | Median | 11.9\% | 4.3x | 15.0x | 8.9x | 6.7 x | 2.12\% |

## Asian OEM Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 14 / 2022$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | $\begin{gathered} \text { Market } \\ \text { Cap } \end{gathered}$ | Total Enterprise Value | $\begin{aligned} & \text { LTM } \\ & \text { EBITDA } \\ & \text { Margin } \end{aligned}$ |  | $\begin{aligned} & \text { LTM } \\ & \text { P/E } \end{aligned}$ | TEV / EBITDA |  | Weekly Stock Price Performance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | LTM | 2021 |  |
| Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Toyota Motor Corporation | 7203 | \$ 20.99 | 98.5\% | \$ 292,209 | \$ 445,215 | 15.4\% | 5.1x | 10.5x | 10.3x | 12.7x | \| $5.2 \%$ |
| BYD Company Limited | 1211 | 33.88 | 100.0\% | 113,905 | 111,959 | 9.2\% | 2.4x | NM | NM | NM | - $6.9 \%$ |
| Hyundai Motor Company | A005380 | 175.63 | 75.6\% | 36,418 | 107,531 | 8.1\% | 11.6x | 9.9x | 13.6x | 11.2x | (1.7\%) \| |
| Honda Motor Co., Ltd. | 7267 | 30.51 | 95.1\% | 52,895 | 97,570 | 15.0\% | 3.6 x | 6.6x | 5.0x | $8.8 x$ | \| 2.9\% |
| Nissan Motor Co., Ltd. | 7201 | 5.48 | 94.5\% | 21,842 | 74,368 | 4.4\% | 18.5x | 48.0x | 21.5x | 22.1x | 0.8\% |
| NIO Inc. | NIO | 30.95 | 47.9\% | 49,228 | 45,992 | NM | NM | NM | NM | NM | \| $5.6 \%$ |
| Geely Automobile Holdings Ltd. | 175 | 2.57 | 100.0\% | 24,950 | 23,373 | 6.1\% | 0.6x | 30.3 x | 24.7x | 11.8x | \| 3.1\% |
| Mahindra \& Mahindra Limited | NSEI: M\&M | 11.89 | 90.2\% | 13,442 | 22,550 | 12.4\% | 4.6x | 23.7x | 13.9x | 24.1x | -6.5\% |
| Kia Corporation | A000270 | 70.42 | 82.3\% | 27,823 | 20,923 | 10.7\% | 1.3x | 7.5x | 3.3 x | 3.2 x | (2.3\%) |
| Suzuki Motor Corporation | 7269 | 42.13 | 87.4\% | 20,737 | 19,876 | 10.1\% | 2.0x | 11.8x | 6.2 x | 6.8 x | \| $5.1 \%$ |
| Isuzu Motors Limited | 7202 | 13.25 | 89.7\% | 10,276 | 13,352 | 11.8\% | 2.1x | 9.7 x | 5.6x | 5.9x | \| 3.8\% |
| Yamaha Motor Co., Ltd. | 7272 | 25.03 | 84.9\% | 8,729 | 10,229 | 13.0\% | 2.0x | $6.5 x$ | 5.0x | 5.1x | (2.2\%) |
| Dongfeng Motor Group Co. | 489 | 0.92 | 75.4\% | 7,885 | 7,203 | 2.6\% | 16.5x | 3.2x | 14.1x | 9.0x | \| 4.1\% |
| Mazda Motor Corporation | 7261 | 8.60 | 88.3\% | 5,469 | 5,941 | 5.8\% | 4.5 x | 7.1x | 3.5x | 4.1x | 1.5\% |
| Mitsubishi Motors Co. | 7211 | 2.91 | 78.2\% | 4,376 | 5,224 | 4.1\% | 6.2 x | NM | 7.9x | 6.2x | 0.4\% |
| FAW Jiefang Group Co., Ltd | 000800 | 1.61 | 79.8\% | 7,487 | 2,170 | 2.3\% | 0.0x | 13.4x | 5.8 x | 3.1 x | (0.3\%) |
|  |  |  |  |  | Mean | 8.7\% | 5.4x | 14.5x | 10.0x | 9.6x |  |
| Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| DENSO Corporation | 6902 | \$ 85.64 | 96.3\% | \$ 66,103 | \$ 66,929 | 13.4\% | 1.2 x | 24.0x | 10.2x | 10.7x | (1.5\%) |
| Bridgestone Corporation | A012330 | 44.61 | 93.5\% | 31,805 | 31,409 | 20.2\% | 1.2 x | 8.3 x | 5.3 x | 5.8x | 1.5\% |
| AGC Inc. | 5201 | 45.68 | 86.7\% | 10,186 | 17,196 | 23.8\% | 2.3x | 7.6x | 4.9x | 5.4 x | (1.4\%) |
| Aisin Corporation | 7259 | 42.03 | 95.2\% | 11,408 | 17,088 | 13.2\% | 1.9x | 6.7 x | 3.7 x | 3.9x | \| $2.9 \%$ |
| Hyundai Mobis Co.,Ltd | 5108 | 214.71 | 69.5\% | 19,139 | 13,437 | 7.5\% | 1.1x | 9.9x | 5.2x | 5.4 x | (4.1\%) \| |
| Koito Manufacturing Co., Ltd. | 7276 | 55.95 | 77.2\% | 9,132 | 6,623 | 14.3\% | 0.2x | 21.3x | 6.7 x | 7.5x | 1.3\% |
| NSK Ltd. | 6471 | 7.15 | 68.2\% | 3,648 | 5,512 | 9.9\% | 3.9x | 19.9x | 7.3 x | 7.0x | 1.6\% |
| JTEKT Corporation | 6473 | 9.39 | 84.7\% | 3,242 | 4,695 | 8.2\% | 2.6x | 11.4x | 4.6 x | 5.4 x | 1.6\% |
| NTN Corporation | 6472 | 2.21 | 71.4\% | 1,177 | 3,685 | 7.6\% | 8.5 x | 76.1x | 8.6 x | 9.6 x | 1.2\% |
| Toyoda Gosei Co., Ltd. | 7282 | 23.87 | 87.8\% | 3,106 | 3,516 | 11.1\% | 1.7x | 8.4 x | 4.4 x | 4.9x | \| $4.1 \%$ |
| Toyota Boshoku Corporation | 3116 | 21.22 | 98.4\% | 4,018 | 3,468 | 8.7\% | 1.1x | 8.3x | 3.2x | 3.6x | \| $2.4 \%$ |
| Stanley Electric Co., Ltd. | 6923 | 25.83 | 80.0\% | 4,195 | 3,414 | 19.6\% | 0.2x | 16.3x | 5.1x | 5.4 x | \| 3.3\% |
| NHK Spring Co., Ltd. | 5991 | 8.77 | 94.5\% | 2,018 | 2,004 | 9.4\% | 1.2x | 8.7 x | 3.8 x | 4.7x | \| 3.3\% |
| Halla Holdings Corp. | A060980 | 38.57 | 78.3\% | 384 | 955 | 20.5\% | 4.3x | 3.5x | 5.5x | $6.1 x$ | 0.5\% |
| Tokai Rika Co., Ltd. | 6995 | 14.22 | 80.9\% | 1,304 | 909 | 9.0\% | 0.2x | 7.3 x | 2.3 x | 3.1x | 2.3\% |
| F-Tech Inc. | 7212 | 5.25 | 61.9\% | 99 | 640 | 6.8\% | 4.0x | NM | 5.3x | NM | 0.1\% |
| TS TECH Co., Ltd. | 7313 | 13.15 | 84.1\% | 1,785 | 572 | 10.2\% | 0.0x | 8.9x | 1.7 x | 1.7 x | 1.7\% |
| SGA Group Co. | 600303 | 0.82 | 92.8\% | 553 | 559 | NM | NM | NM | NM | NM | 10.6\% |
| Akebono Brake Industry Co., Ltd. | 7238 | 1.64 | 72.1\% | 219 | 430 | 8.1\% | 4.3x | NM | 4.2x | NM | (0.5\%) |
| Sanden Holdings Corporation | 6444 | 1.87 | 42.3\% | 199 | 372 | NM | NM | NM | NM | NM | (3.8\%) \| |
| China Automotive Systems, Inc. | CAAS | 2.67 | 30.5\% | 82 | 62 | 5.3\% | 1.7x | 28.6x | 2.3 x | 1.9x | 0.8\% |
| Futaba Corporation | TSE:6986 | 6.12 | 67.6\% | 256 | 12 | NM | NM | NM | NM | NM | \| 2.3\% |
|  |  |  |  |  | Mean | 11.9\% | 2.2x | 16.2x | 5.0x | 5.4 x |  |
|  |  |  |  |  | Mean | 10.4\% | 3.7x | 15.2x | 7.0x | 7.2x | Avg. $\triangle$ |
|  |  |  |  |  | Median | 9.4\% | 2.1x | 9.7 x | 5.3x | 5.6x | 1.84\% |

## Commercial Vehicle Market

(\$ in millions, except price per share)

| Company | Ticker | Priceas of$1 / 14 / 2022$ | $\begin{gathered} \text { \% of } \\ \text { 52-Wk } \\ \text { High } \end{gathered}$ | $\begin{gathered} \text { Market } \\ \text { Cap } \end{gathered}$ | 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 | 2021 |  |
| Commerical Vehicle Manufacturers |  |  |  |  |  |  |  |  |  |  |  |
| Daimler AG | DAI | \$ 85.43 | 81.7\% | \$ 90,630 | \$ 217,921 | 11.9\% | 6.5 x | 5.7x | 9.4x | $8.9 x$ | \| $2.4 \%$ |
| AB Volvo (publ) | VOLV-B | 24.56 | 91.9\% | 49,805 | 62,063 | 13.7\% | 2.8 x | 12.8x | 10.8x | 9.6 x | \| $2.1 \%$ |
| PACCAR Inc | PCAR | 96.50 | 93.5\% | 33,503 | 39,764 | 11.5\% | 3.8x | 19.2x | 15.4x | 18.6x | \| $3.3 \%$ |
| Isuzu Motors Limited | 7202 | 13.25 | 89.7\% | 10,276 | 13,352 | NM | NM | 9.7 x | 5.6x | 5.9x | \| $3.8 \%$ |
| Nikola Corporation | NKLA | 10.08 | 33.2\% | 4,076 | 3,515 | NM | NM | NM | NM | NM | (5.1\%) |
|  |  |  |  |  | Mean | 12.4\% | 4.4x | 11.9x | 10.3x | 10.7x |  |
| Off-Highway, Specialty Vehicles and Trailers |  |  |  |  |  |  |  |  |  |  |  |
| Deere \& Company | DE | \$ 379.56 | 94.8\% | \$ 116,979 | \$ 158,372 | 20.6\% | 5.4x | 20.0x | 17.5x | 19.0x | 0.2\% |
| Caterpillar Inc. | CAT | 228.94 | 92.8\% | 123,843 | 152,111 | 19.3\% | 3.9x | 24.5x | 16.3 x | 17.8x | 2.1\% |
| Oshkosh Corporation | OSK | 124.13 | 90.3\% | 8,542 | 8,207 | 8.3\% | 1.6 x | 18.2x | 12.8x | 13.5x | (11.2\%) |
| Thor Industries, Inc. | THO | 99.97 | 65.7\% | 5,560 | 7,551 | 9.5\% | 1.8x | 7.1x | 5.8x | 5.4 x | (6.1\%) |
| Winnebago Industries, Inc. | WGO | 75.62 | 86.4\% | 2,522 | 2,869 | 12.7\% | 1.1x | 8.0x | 5.7x | 6.1 x | (2.4\%) |
| The Shytt Group, Inc. | SHYF | 47.00 | 86.2\% | 1,661 | 1,698 | 9.9\% | 0.6x | 30.2x | 19.4x | 15.7x | (2.9\%) |
| Wabash National Corporation | WNC | 21.63 | 100.0\% | 1,070 | 1,452 | 6.2\% | 4.0x | 35.4x | 13.5x | 12.1x | - $5.8 \%$ |
| Blue Bird Corporation | BLBD | 15.85 | 54.8\% | 507 | 719 | 3.6\% | 9.2 x | NM | NM | NM | 1.6\% |
|  |  |  |  |  | Mean | 11.2\% | 3.5x | 29.6x | 13.0x | 12.8x |  |
| Commercial Vehicle and Off-Highway Suppliers |  |  |  |  |  |  |  |  |  |  |  |
| Eaton Corporation plc | ETN | \$ 170.92 | 97.3\% | \$ 68,129 | \$ 76,988 | 17.0\% | 2.9x | 33.2x | 23.2x | 20.9x | 1.8\% |
| Cummins Inc. | CMI | 237.54 | 85.7\% | 33,976 | 36,280 | 12.9\% | 1.4 x | 15.6x | 11.7x | 10.0x | 1.4\% |
| Ingersoll Rand Inc. | IR | 59.36 | 94.8\% | 24,194 | 25,729 | 19.8\% | 3.0x | 60.2 x | 22.1x | 21.6x | 0.1\% |
| Westinghouse Air Brake | WAB | 95.70 | 96.5\% | 17,879 | 21,891 | 17.3\% | 3.3 x | 39.7x | 16.3x | 15.0x | 0.6\% |
| Allison Transmission Holdings, Inc. | ALSN | 41.10 | 88.6\% | 4,285 | 6,593 | 34.5\% | 3.3 x | 11.8x | 8.3 x | 8.1 x | 8.1\% |
| Dana Incorporated | DAN | 25.35 | 89.1\% | 3,656 | 6,330 | 9.2\% | 3.3x | 17.5x | 7.8x | 7.5x | 5.9\% |
| LCI Industries | LCII | 144.43 | 88.4\% | 3,650 | 4,836 | 11.2\% | 2.8 x | 14.4x | 10.7x | 10.7x | (5.2\%) |
| Meritor, Inc. | MTOR | 27.20 | 81.0\% | 1,906 | 2,939 | 8.1\% | 3.5 x | 10.0x | 9.5x | 7.1x | 4.0\% |
| Douglas Dynamics, Inc. | PLOW | 38.34 | 74.5\% | 881 | 1,167 | 16.1\% | 3.3 x | 22.5 x | 13.3x | 14.3x | (2.6\%) |
| Modine Manufacturing Company | MOD | 10.67 | 57.6\% | 553 | 946 | 6.9\% | 3.2 x | NM | 6.9x | 6.8 x | 0.9\% |
| Stoneridge, Inc. | SRI | 20.37 | 53.3\% | 554 | 650 | 4.7\% | 4.1 x | 41.9x | 18.3x | NM | (4.1\%) |
| Commercial Vehicle Group, Inc. | CVGI | 8.46 | 62.2\% | 279 | 455 | 7.0\% | 3.1 x | 16.2x | 6.8x | 6.1 x | - $4.4 \%$ |
| Haldex AB (publ) | HLDX | 5.88 | 82.3\% | 284 | 401 | 11.4\% | 2.8 x | 18.1x | 7.0x | 5.8x | (7.0\%) |
|  |  |  |  |  | Mean | 13.5\% | 3.1x | 25.1x | 12.5x | 11.2 x |  |
|  |  |  |  |  | Mean | 12.6\% | 3.4x | 21.4x | 12.2x | 11.6x | Avg. $\triangle$ |
|  |  |  |  |  | Median | 11.5\% | 3.2x | 18.1x | 11.2x | 10.0x | 0.01\% |



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

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