



# INDUSTRY UPDATE

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AUTOMOTIVE  
Q3 2019

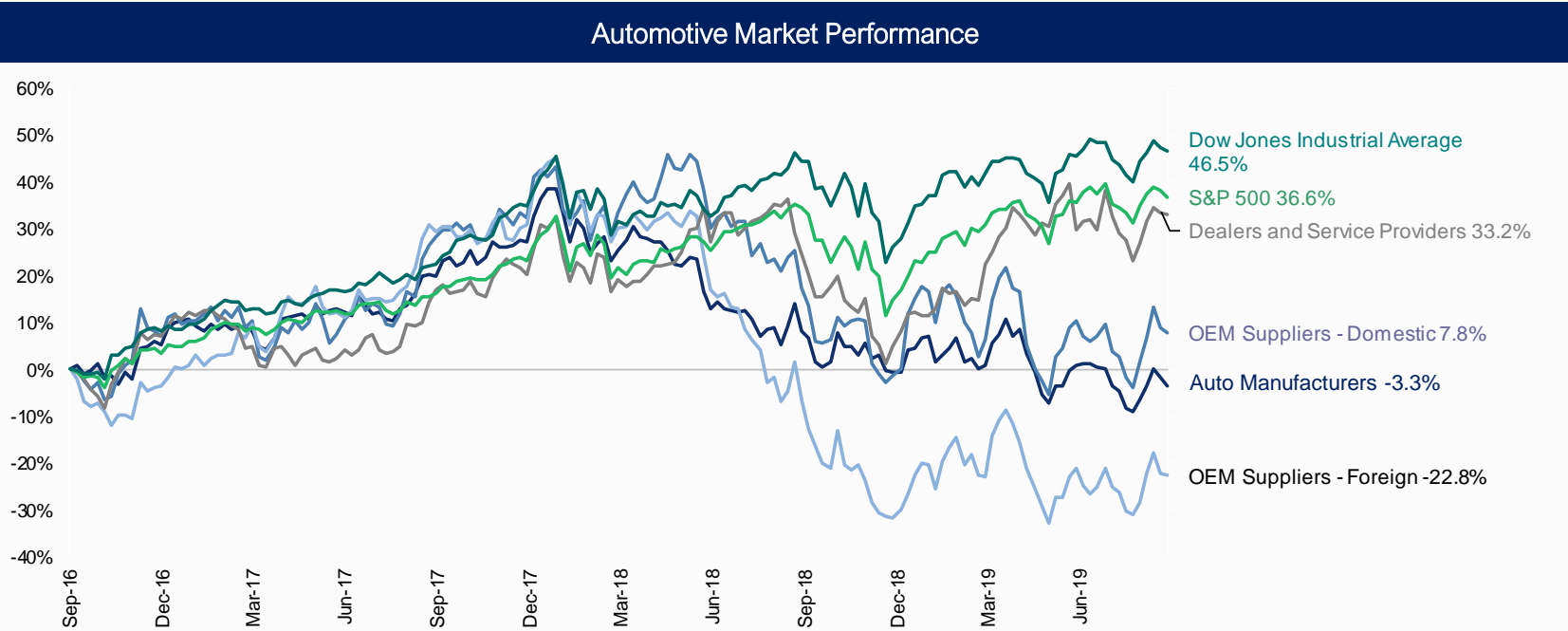


GREENWICH  
CAPITAL GROUP

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## Public Market Performance

The U.S. equity market maintained strong overall performance in Q3 2019. On a trailing 3-year period ending September 30, 2019, the S&P 500 and DJI indices were up 36.6% and 46.5%, respectively. The Automotive industry underperformed the broader market across all segments. The industry was led by the Dealers and Service Providers segment with gains of 33.2% over the 3-year period. North America-based OEM Suppliers have also shown strength, unlike their foreign counterparts, which have continued to underperform since the segment's peak in Q1 2018.



Source: S&P Capital IQ  
 Note: All values based on publicly available data as of 9/30/2019



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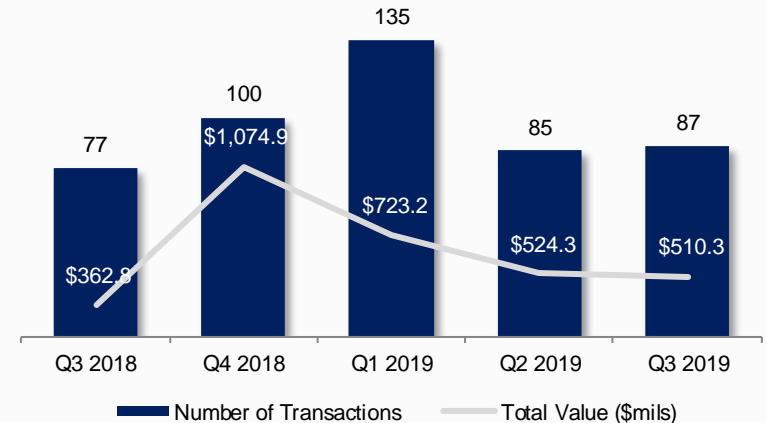
## Middle-Market M&A Activity

In Q3 2019, middle-market M&A activity within the Automotive sector experienced year-over-year increases of approximately 13% and 40% in deal volume and value, respectively. The average deal value reached a high for the year of \$73 million.

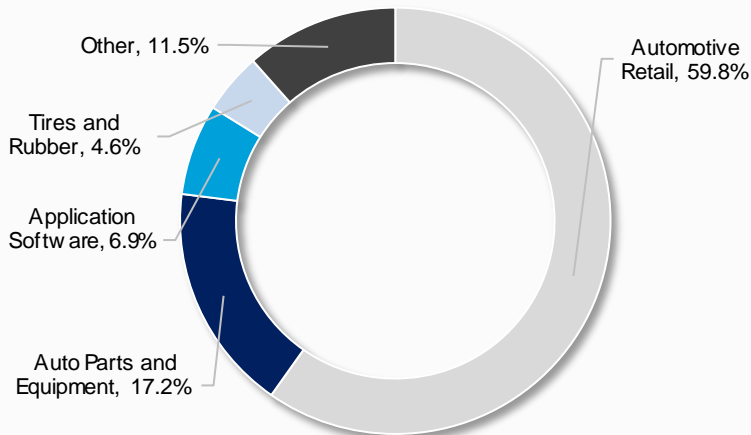
Strategic buyers continue to drive overall deal activity, although financial buyers are gaining share and reached a high for the year, accounting for 12.6% of deal flow.

Automotive Retail remains the most active sector, accounting for nearly 60% of total automotive transaction volume. This can be attributed to the ongoing consolidation among dealership groups. Auto Parts and Equipment exhibited continued strength as well, however, the segment's share of deal flow dipped from 32% in Q2 2019 to 17% in Q3.

### Automotive M&A Activity



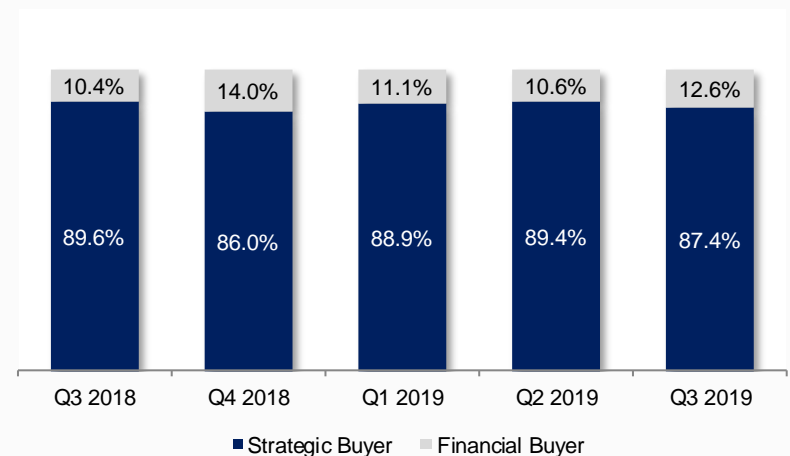
### Q3 2019 M&A Activity by Sector



Source: S&P Capital IQ

Note: All values based on publicly available data as of 9/30/2019

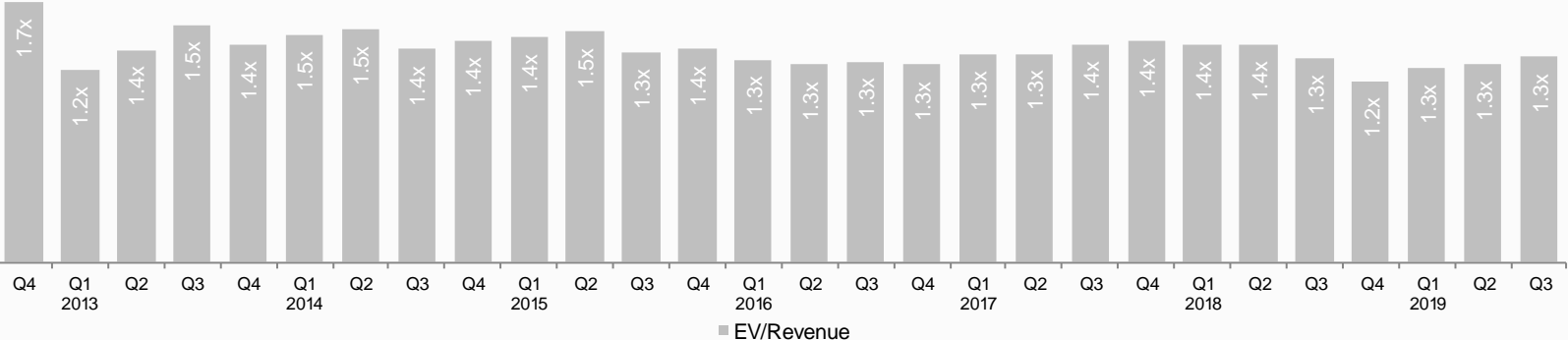
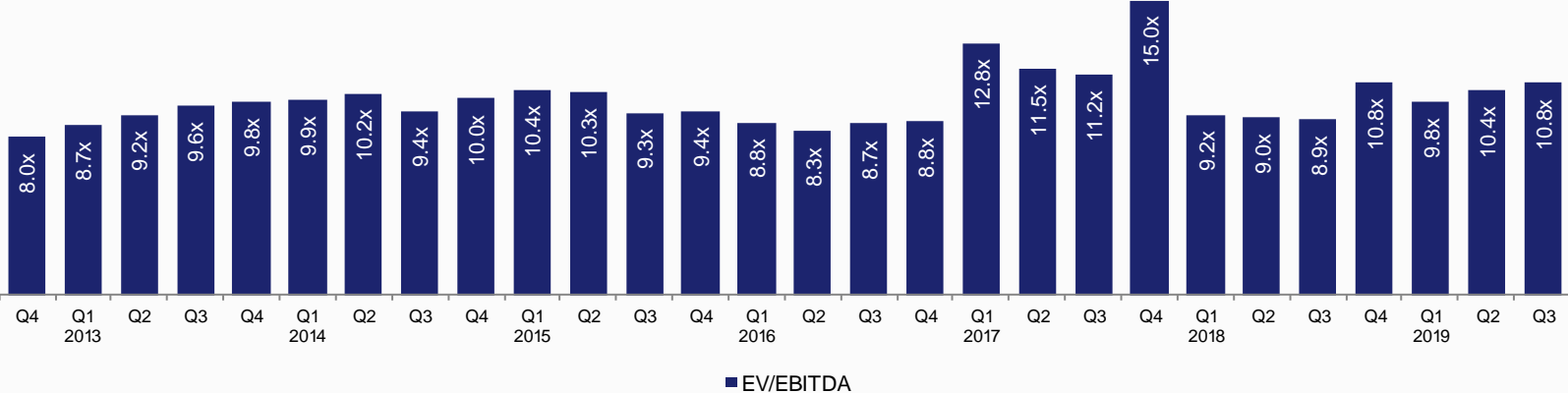
### M&A Activity by Buyer Type



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## Public Company Trading Multiples

Select publicly traded companies representing the key sectors across the Automotive industry traded at an average multiple of 10.8x EBITDA and 1.3x revenue. Trading multiples varied significantly across and within the four categories with the strongest multiples observed in the Dealers and Service Providers segment.



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## Public Comparable Companies

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mils)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
<b>Auto Manufacturers</b>								
AUDI AG	\$21,850	\$870.13	(3.7%)	(4.0%)	15.2%	12.8%	0.3x	2.6x
BMW	\$151,348	\$70.61	(4.3%)	(21.7%)	16.1%	10.4%	1.4x	13.1x
Daimler AG	\$202,634	\$49.74	(10.6%)	(21.2%)	16.2%	6.1%	1.1x	17.7x
Fiat Chrysler Automobiles N.V.	\$19,432	\$12.95	(6.3%)	(26.0%)	13.8%	8.0%	0.2x	2.0x
Ford Motor Company	\$169,467	\$9.16	(10.5%)	(1.0%)	8.9%	7.4%	1.1x	14.6x
General Motors Company	\$145,257	\$37.48	(2.7%)	11.3%	10.9%	10.5%	1.0x	9.6x
Honda Motor Co., Ltd.	\$90,856	\$26.08	0.9%	(13.3%)	21.0%	7.8%	0.6x	8.0x
Hyundai Motor Company	\$71,008	\$111.79	(7.6%)	(4.2%)	15.2%	5.3%	0.8x	15.7x
Kia Motors Corporation	\$14,307	\$38.04	0.0%	20.3%	15.5%	6.7%	0.3x	4.5x
Nissan Motor Co., Ltd.	\$88,133	\$6.24	(12.9%)	(33.5%)	16.0%	5.2%	0.8x	16.2x
Renault SA	\$60,527	\$57.42	(8.7%)	(33.7%)	20.8%	10.2%	1.0x	9.4x
Tesla, Inc.	\$53,948	\$240.87	7.8%	(9.0%)	16.9%	9.1%	2.2x	24.4x
Toyota Motor Corporation	\$321,834	\$134.49	8.5%	8.2%	18.0%	14.1%	1.1x	8.1x
Volkswagen AG	\$262,129	\$170.17	0.9%	(3.4%)	18.4%	10.9%	1.0x	8.8x
Mean	\$119,481	\$131.08	(3.5%)	(9.4%)	15.9%	8.9%	0.9x	11.0x
Median	\$89,495	\$53.58	(4.0%)	(6.6%)	16.0%	8.5%	1.0x	9.5x

Source: S&P Capital IQ

Note: All values based on publicly available data as of 9/30/2019



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## Public Comparable Companies (Cont'd)

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mils)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
<b>OEM Suppliers - Domestic</b>								
American Axle & Manufacturing	\$4,488	\$8.22	(35.6%)	(52.9%)	13.9%	14.9%	0.6x	4.3x
BorgWarner Inc.	\$9,166	\$36.68	(12.6%)	(14.3%)	20.6%	15.8%	0.9x	5.7x
Gentex Corporation	\$6,566	\$27.54	11.9%	28.3%	37.4%	32.1%	3.5x	10.9x
Lear Corporation	\$9,016	\$117.90	(15.3%)	(18.7%)	10.6%	9.9%	0.5x	4.6x
Magna International Inc.	\$21,616	\$53.34	7.1%	1.6%	13.9%	10.2%	0.5x	5.2x
Tenneco Inc.	\$6,998	\$12.52	12.9%	(70.3%)	15.7%	8.0%	0.4x	5.6x
Mean	\$9,641	\$42.70	(5.3%)	(21.0%)	18.7%	15.2%	1.1x	6.1x
Median	\$8,007	\$32.11	(2.8%)	(16.5%)	14.8%	12.6%	0.6x	5.4x
<b>OEM Suppliers - Foreign</b>								
Adient plc	\$5,292	\$22.96	(5.4%)	(41.6%)	4.6%	3.2%	0.3x	10.0x
Aptiv PLC	\$27,200	\$87.42	8.2%	4.2%	18.2%	15.0%	1.9x	12.7x
Autoliv, Inc.	\$8,871	\$78.88	11.9%	(9.0%)	18.5%	12.5%	1.0x	8.3x
CIE Automotive, S.A.	\$5,545	\$25.08	(13.4%)	(19.9%)	37.8%	17.7%	1.5x	8.7x
Continental Aktiengesellschaft	\$32,449	\$128.67	(11.9%)	(25.9%)	24.4%	9.3%	0.6x	6.9x
Faurecia S.E.	\$9,491	\$47.45	2.2%	(21.2%)	13.4%	9.8%	0.5x	4.9x
Schaeffler AG	\$8,756	\$7.70	3.1%	(40.0%)	25.0%	14.3%	0.5x	3.8x
Valeo SA	\$12,102	\$32.44	(0.3%)	(25.3%)	18.0%	9.5%	0.6x	5.9x
Mean	\$13,713	\$53.82	(0.7%)	(22.3%)	20.0%	11.4%	0.9x	7.6x
Median	\$9,181	\$39.95	0.9%	(23.3%)	18.4%	11.2%	0.6x	7.6x

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## Public Comparable Companies (Cont'd)

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mils)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
<b>Dealers and Service Providers</b>								
Asbury Automotive Group, Inc.	\$3,973	\$102.33	21.3%	48.8%	16.2%	5.1%	0.6x	11.0x
AutoCanada Inc.	\$1,215	\$6.04	(31.2%)	(42.8%)	16.3%	2.2%	0.5x	21.5x
AutoNation, Inc.	\$10,986	\$50.70	20.9%	22.0%	16.4%	4.3%	0.5x	12.0x
CarMax, Inc.	\$29,767	\$88.00	1.3%	17.9%	15.1%	7.1%	1.5x	20.8x
Cars.com Inc.	\$1,311	\$8.98	(54.5%)	(67.5%)	73.5%	22.8%	2.1x	9.1x
CDK Global, Inc.	\$8,462	\$48.09	(2.7%)	(23.1%)	54.1%	36.4%	4.4x	12.1x
Copart, Inc.	\$18,872	\$80.33	7.5%	55.9%	45.6%	38.9%	9.2x	23.8x
Group 1 Automotive, Inc.	\$4,760	\$92.31	12.7%	42.2%	15.1%	3.9%	0.4x	10.3x
KAR Auction Services, Inc.	\$6,374	\$24.55	(1.8%)	(58.9%)	41.8%	22.5%	1.6x	7.2x
Lithia Motors, Inc.	\$6,768	\$132.38	11.4%	62.1%	15.3%	4.6%	0.5x	12.0x
Monro, Inc.	\$3,252	\$79.01	(7.4%)	13.5%	38.6%	15.7%	2.6x	16.8x
Penske Automotive Group, Inc.	\$12,287	\$47.28	(0.0%)	(0.2%)	14.9%	3.3%	0.5x	16.5x
Sonic Automotive, Inc.	\$4,024	\$31.41	34.5%	62.3%	14.6%	3.5%	0.4x	11.3x
Mean	\$8,619	\$60.88	0.9%	10.2%	29.0%	13.1%	1.9x	14.2x
Median	\$6,374	\$50.70	1.3%	17.9%	16.3%	5.1%	0.6x	12.0x
<b>Automotive Mean</b>	<b>\$47,618</b>	<b>\$80.81</b>	<b>(1.8%)</b>	<b>(7.4%)</b>	<b>21.3%</b>	<b>11.6%</b>	<b>1.2x</b>	<b>10.6x</b>
<b>Automotive Median</b>	<b>\$12,102</b>	<b>\$48.09</b>	<b>(0.3%)</b>	<b>(9.0%)</b>	<b>16.2%</b>	<b>9.8%</b>	<b>0.8x</b>	<b>9.6x</b>

Source: S&P Capital IQ

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## Automotive Expertise

Over the past 30 years, GCG's automotive-focused bankers have worked with many of the largest public companies and advised some of the most prominent private companies in the sector. Within such a rapidly changing and cyclical industry, the experience our team brings to clients has time and again been a differentiator in the market. Our professionals have seen the best and worst of times in the automotive industry and have been on the forefront of the many changes that have occurred in the industry over the last several decades.

Our team's experience is broad and comprehensive. We have worked with numerous OEMs and advised companies supplying components throughout the automotive ecosystem, including powertrain, engine, wheels, seating, interiors, class A components, fuel and exhaust systems, electronics, as well as distributors, aftermarket suppliers, dealerships, technology and service providers.

## More about Greenwich Capital Group

Greenwich Capital Group ("GCG") is a middle market focused advisory firm offering a range of investment banking and consulting services to private companies, public companies and private equity investors. For additional perspective or to discuss M&A related opportunities in the automotive sector, please reach out to GCG's Automotive practice leader, Ellen Clark. For more information, please visit [www.greenwichgp.com](http://www.greenwichgp.com).

Data Sources: We have based our findings on data provided by industry recognized sources. Data and information for this publication was collated from the S&P Capital IQ database. For more information on this or anything else related to our research, please email [info@greenwichgp.com](mailto:info@greenwichgp.com).

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