

# Newsletter

Q3 2023

## Automotive

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# Summary

## Overview of M&A Activity

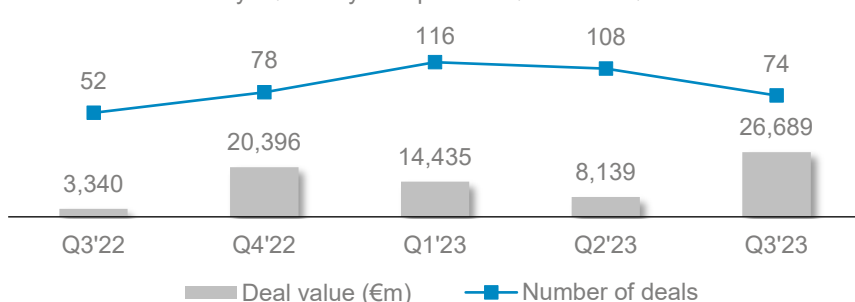
Throughout Q3 2023, European OEMs and suppliers have continued to grapple with the persistent burden of cost pressures and substantial investments, impacting profit margins and liquidity. It remains challenging to pass on increased manufacturing costs, including those related to materials and personnel, to OEMs through price increases. Simultaneously, the shift towards electromobility requires a significant level of operational liquidity.

The automotive M&A deal count significantly increased from Q3 2022 to Q3 2023 with 52 and 74 transactions, respectively. The cumulative deal value strongly increased in Q3 2023 (€26.7bn) compared to Q3 2022 (€3.3bn), largely driven by the business combination of VinFast, in the course of the Nasdaq listing (€21.7bn). M&A activity in Q3 2023 was heavily influenced by deals in new energy vehicles and related components, sensor, connectivity, and electrification solutions, as well as the disposal of non-core business units of large Tier-1s.

Across Europe, a decrease in valuation multiples from Q3 2023 compared to Q2 2023 was observed as EV/Sales, EV/EBITDA, and EV/EBIT multiples dropping by 5.1%, 3.1%, and 5.4%, respectively. The North American market demonstrated an even stronger, negative performance with EV/Sales, EV/EBITDA, and EV/EBIT multiples decreasing by 8.4%, 7.1%, and 5.7% in Q3 2023, respectively. In Asia, a similar trend was observed with EV/Sales, EV/EBITDA, and EV/EBIT multiples decreasing by 3.5%, 2.4%, and 0.8%, respectively, compared to Q2 2023.

The challenge and main task of the automotive industry will continue to be restraining cost hikes through optimisation of the entire value chain. This can be accomplished through strong collaboration between manufacturers and suppliers, with each party making their own contributions. For instance, enhanced co-operation in component development can lead to cost reductions and streamlined specifications.

M&A Activity: Quarterly Comparison Q3 2022 – Q3 2023



## Selected Recent Global Automotive Bond Issuances Q3 2023

Company	Date of Issuance	Amount (in €m)	Coupon (in %)	Yield (Latest)	Price (Latest)	Maturity Date
NTN Corporation	22.09.2023	141	0.00%	(1.31%)	103.0	19.12.2025
Toyo Tire Corporation	06.09.2023	32	1.21%	1.36%	98.6	06.09.2033
JTEKT Corporation	04.09.2023	64	1.01%	1.18%	98.4	02.09.2033
Continental AG	31.08.2023	500	4.00%	4.13%	99.5	01.03.2027
Tenneco Inc	18.08.2023	1,814	8.00%	13.70%	79.5	17.11.2028

Sources: FACTSET, MergerMarket, AlixPartners, Roland Berger, EbnerStolz

## Top M&A Deals Q3 2023

- MAHLE**, the leading international development partner and supplier to the automotive industry, sold its thermostat business to Admetos GmbH, an owner-led industrial and investment holding company for SMEs. As MAHLE is focusing on electrification and thermal management systems, as well as cost leadership in components for highly efficient, green combustion engines, the company decided to sell its thermostat product area, as this will not be a strategic business segment in the future.
- SAS Autosystemtechnik**, a Germany-based provider of assembly and logistics services for the automotive industry, was acquired by Samvardhana Motherson Automotive Systems Group, a 100% subsidiary of India-based automotive supplier Samvardhana Motherson, from Faurecia. This acquisition will enhance Samvardhana Motherson's integration in the global automotive supply chain and increase its customer proximity, while SAS will be well-positioned to benefit from the secular trend of outsourcing module assembly by OEMs to trusted suppliers.
- Envisics**, a UK-based developer of dynamic holography technologies for augmented reality and automotive sensor systems, secured Series C funding of €94.7m with M&G Investments, joining long-term investors Hyundai Mobis, GM Ventures, Tarsadia Investments, Van Tuyl Companies, and new strategic investors InMotion Ventures (Jaguar Land Rover) and Stellantis Ventures.
- VinFast Auto**, a Vietnam-based automotive manufacturer committed to creating a green future, and Black Spade Acquisition Co (NYSE: BSAQ), completed its business combination. The listed company, following the business combination, is VinFast Auto Ltd and its shares commenced trading on Nasdaq under the ticker symbol "VFS", on 15th August 2023. The consideration of the transaction was €21.2bn.
- Xtrac**, a UK-based supplier of professional motorsport and specialised automotive transmission systems, was acquired by MiddleGround Capital for a total of €233m.

# Market performance

## Automotive Supplier Composite – Equity Market Performance Metrics By Segment

Company	EV	EV/Sales		EV/EBITDA		EV/EBIT		Gross Margin		EBITDA Margin		EBIT Margin		Net Debt/ EBITDA
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	
<b>Chassis/Underbody</b>														
Aisin	13,664	0.45x	0.43x	4.5x	4.3x	10.1x	9.0x	11.7%	12.1%	9.9%	10.1%	4.4%	4.8%	1.0x
American Axle	3,050	0.54x	0.52x	4.5x	4.2x	14.5x	11.7x	11.0%	11.6%	12.1%	12.5%	3.7%	4.5%	3.0x
Dana	4,407	0.44x	0.42x	5.6x	5.0x	10.9x	9.0x	9.0%	9.9%	7.9%	8.4%	4.0%	4.7%	2.3x
Georg Fischer AG	4,485	1.09x	1.02x	8.7x	7.8x	11.5x	10.3x	54.9%	53.1%	12.5%	13.0%	9.5%	9.9%	n/m
JOST Werke	860	0.65x	0.65x	5.3x	5.5x	6.8x	7.0x	27.1%	27.2%	12.3%	11.9%	9.6%	9.3%	1.3x
Martinrea	1,514	0.43x	0.41x	3.5x	3.3x	7.0x	6.0x	15.8%	16.4%	12.1%	12.6%	6.1%	6.8%	1.6x
NHK Spring	1,444	0.31x	0.29x	3.9x	3.1x	7.5x	5.6x	n/a	n/a	7.9%	9.3%	4.1%	5.2%	0.0x
NSK Ltd.	3,076	0.61x	0.57x	5.2x	4.5x	13.0x	9.7x	25.5%	26.2%	11.9%	12.7%	4.7%	5.9%	1.4x
<b>Mean</b>		<b>0.57x</b>	<b>0.54x</b>	<b>5.2x</b>	<b>4.7x</b>	<b>10.2x</b>	<b>8.5x</b>	<b>22.2%</b>	<b>22.4%</b>	<b>10.8%</b>	<b>11.3%</b>	<b>5.8%</b>	<b>6.4%</b>	<b>1.5x</b>
<b>Controls/Electronics</b>														
Aptiv	31,514	1.66x	1.51x	12.0x	10.1x	15.8x	12.7x	17.2%	19.0%	13.8%	15.1%	10.5%	11.9%	1.6x
Autoliv	9,097	0.93x	0.88x	7.4x	5.9x	10.8x	8.0x	17.8%	19.7%	12.5%	14.8%	8.7%	11.0%	1.1x
Gentherm	1,774	1.25x	1.13x	10.1x	8.1x	15.0x	11.7x	24.4%	26.3%	12.3%	14.0%	8.3%	9.7%	0.5x
HELLA	7,892	0.96x	0.90x	7.2x	6.3x	13.7x	11.2x	n/a	n/a	13.4%	14.2%	7.0%	8.0%	0.1x
Koito Manufacturing	3,199	0.52x	0.50x	4.5x	4.1x	7.2x	6.3x	12.7%	13.5%	11.6%	12.0%	7.3%	7.9%	n/m
Stanley Electric Co., Ltd.	1,748	0.58x	0.54x	3.9x	3.2x	8.0x	6.0x	17.3%	19.4%	15.0%	17.0%	7.2%	9.1%	n/m
Stoneridge	619	0.67x	0.64x	14.5x	10.0x	n/m	18.3x	20.9%	22.5%	4.6%	6.4%	1.8%	3.5%	n/a
Sumitomo Electric	13,534	0.51x	0.49x	5.6x	5.2x	11.5x	9.9x	16.3%	16.8%	9.1%	9.5%	4.4%	5.0%	1.7x
TOKAI RIKA	963	0.25x	0.24x	3.4x	3.1x	6.2x	5.6x	12.8%	12.8%	7.4%	8.0%	4.1%	4.4%	n/m
<b>Mean</b>		<b>0.81x</b>	<b>0.76x</b>	<b>7.6x</b>	<b>6.2x</b>	<b>11.0x</b>	<b>10.0x</b>	<b>17.4%</b>	<b>18.8%</b>	<b>11.1%</b>	<b>12.3%</b>	<b>6.6%</b>	<b>7.8%</b>	<b>1.0x</b>
<b>Diversified Suppliers</b>														
CIE Automotive	4,710	1.17x	1.13x	6.7x	6.2x	9.2x	8.5x	38.9%	39.9%	17.6%	18.1%	12.8%	13.3%	1.6x
Continental	19,882	0.47x	0.45x	4.1x	3.6x	8.1x	6.7x	23.5%	24.8%	11.3%	12.4%	5.8%	6.7%	0.9x
DENSO	45,525	1.02x	0.97x	7.1x	6.6x	11.2x	10.1x	16.6%	17.2%	14.3%	14.7%	9.1%	9.6%	0.0x
Johnson Controls	44,053	1.73x	1.65x	11.3x	10.4x	14.2x	13.0x	34.1%	34.4%	15.4%	15.8%	12.2%	12.7%	1.9x
Magna International	20,593	0.51x	0.49x	6.1x	5.2x	10.3x	8.4x	12.7%	13.6%	8.5%	9.4%	5.0%	5.8%	1.3x
Ningbo Joyson Electronic	5,929	0.83x	0.75x	10.6x	9.2x	n/m	24.3x	13.8%	15.0%	7.9%	8.2%	2.5%	3.1%	2.4x
Toyoda Gosei Co., Ltd.	2,870	0.44x	0.42x	4.3x	4.0x	7.8x	7.0x	13.9%	14.3%	10.2%	10.4%	5.6%	6.0%	0.2x
Visteon	3,631	0.94x	0.86x	9.0x	7.3x	13.3x	10.0x	11.9%	13.7%	10.4%	11.7%	7.0%	8.6%	n/m
Valeo	8,788	0.39x	0.37x	3.3x	2.9x	10.8x	7.8x	17.4%	19.0%	11.9%	12.7%	3.6%	4.7%	1.4x
<b>Mean</b>		<b>0.83x</b>	<b>0.79x</b>	<b>6.9x</b>	<b>6.2x</b>	<b>10.6x</b>	<b>10.6x</b>	<b>20.3%</b>	<b>21.3%</b>	<b>11.9%</b>	<b>12.6%</b>	<b>7.1%</b>	<b>7.8%</b>	<b>1.2x</b>
<b>Engine/Under-the-Hood</b>														
BorgWarner	12,409	0.90x	0.84x	6.6x	6.1x	9.5x	8.3x	19.2%	19.4%	13.6%	13.9%	9.4%	10.1%	1.4x
ElingKlinger	823	0.43x	0.42x	4.0x	3.7x	9.0x	8.0x	21.6%	20.7%	10.8%	11.3%	4.7%	5.2%	1.9x
EXEDY	662	0.34x	0.33x	3.1x	2.9x	7.2x	6.0x	n/a	n/a	10.9%	11.4%	4.7%	5.4%	n/m
JTEKT	3,876	0.33x	0.32x	4.1x	3.8x	7.4x	6.5x	17.5%	17.5%	8.0%	8.4%	4.4%	4.9%	1.1x
Linamar Corporation	3,131	0.48x	0.44x	3.6x	3.2x	5.9x	5.1x	16.6%	17.0%	13.2%	13.4%	8.1%	8.6%	0.6x
Modine	2,701	1.14x	1.07x	9.9x	8.7x	12.7x	11.0x	19.2%	19.9%	11.6%	12.3%	8.9%	9.7%	0.7x
Park-Ohio	885	0.58x	0.55x	7.5x	6.6x	10.8x	9.6x	16.1%	16.0%	7.7%	8.2%	5.3%	5.7%	n/a
Vitesco Technologies	2,803	0.30x	0.29x	3.3x	2.6x	9.7x	5.7x	15.4%	18.5%	8.8%	10.9%	3.1%	5.0%	n/m
<b>Mean</b>		<b>0.56x</b>	<b>0.53x</b>	<b>5.2x</b>	<b>4.7x</b>	<b>9.0x</b>	<b>7.5x</b>	<b>17.9%</b>	<b>18.5%</b>	<b>10.6%</b>	<b>11.2%</b>	<b>6.1%</b>	<b>6.8%</b>	<b>1.1x</b>
<b>Interior/Exteriors</b>														
Autoneum Holding	1,449	0.59x	0.53x	5.0x	4.9x	11.7x	10.1x	55.8%	56.7%	11.7%	10.7%	5.0%	5.2%	1.9x
Toyota Boshoku Corp.	2,539	0.21x	0.21x	3.0x	2.8x	4.8x	4.4x	10.7%	10.8%	7.1%	7.4%	4.5%	4.7%	n/m
Forvia	13,300	0.49x	0.46x	4.1x	3.7x	9.2x	7.6x	14.1%	14.9%	11.9%	12.5%	5.3%	6.1%	2.1x
Grammer	579	0.26x	0.25x	3.6x	3.1x	8.3x	6.4x	n/a	n/a	7.3%	8.0%	3.2%	3.9%	2.5x
Plastic Omnium	3,750	0.36x	0.35x	4.1x	3.7x	8.9x	7.2x	13.0%	14.3%	8.8%	9.6%	4.1%	4.9%	1.6x
Polytec	218	0.33x	0.32x	6.3x	4.1x	n/m	10.5x	46.5%	46.3%	5.3%	7.8%	0.3%	3.0%	3.4x
Rieter Holding	695	0.45x	0.60x	5.1x	6.3x	9.1x	12.2x	25.7%	29.0%	8.9%	9.6%	5.0%	5.0%	1.6x
<b>Mean</b>		<b>0.39x</b>	<b>0.39x</b>	<b>4.5x</b>	<b>4.1x</b>	<b>8.7x</b>	<b>8.3x</b>	<b>27.6%</b>	<b>28.7%</b>	<b>8.7%</b>	<b>9.4%</b>	<b>3.9%</b>	<b>4.7%</b>	<b>2.2x</b>
<b>Engineering</b>														
Bertrandt	568	0.50x	0.46x	5.3x	4.3x	11.1x	11.1x	87.4%	87.9%	9.3%	10.7%	4.5%	6.0%	1.4x
EDAG	532	0.63x	0.60x	5.6x	5.1x	10.4x	8.9x	87.9%	88.0%	11.2%	11.9%	6.1%	6.8%	2.6x
Ricardo	432	0.84x	0.80x	7.7x	7.1x	11.0x	9.4x	28.3%	34.4%	10.9%	11.3%	7.6%	8.5%	1.3x
<b>Mean</b>		<b>0.66x</b>	<b>0.62x</b>	<b>6.2x</b>	<b>5.5x</b>	<b>10.8x</b>	<b>9.8x</b>	<b>67.9%</b>	<b>70.1%</b>	<b>10.5%</b>	<b>11.3%</b>	<b>6.1%</b>	<b>7.1%</b>	<b>1.8x</b>
<b>Total Mean</b>		<b>0.65x</b>	<b>0.62x</b>	<b>6.0x</b>	<b>5.3x</b>	<b>10.0x</b>	<b>9.1x</b>	<b>24.3%</b>	<b>25.2%</b>	<b>10.7%</b>	<b>11.5%</b>	<b>6.0%</b>	<b>6.8%</b>	<b>1.5x</b>

Source: FACTSET as of 09.10.2023; n/m = EV/Sales > 5x, EV/EBITDA > 20x or negative, EV/EBIT > 25x or negative; n/a = not available

Note: All financials calendarised to December year end

EV= Enterprise value (i.e., market capitalisation + net debt); Net debt= Interest-bearing liabilities – cash

# Market performance

## Automotive Supplier Composite – Equity Market Performance Metrics By Region

Company	EV	EV/Sales		EV/EBITDA		EV/EBIT		Gross Margin		EBITDA Margin		EBIT Margin		Net Debt/ EBITDA
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	
<b>Europe</b>														
Aptiv	31,514	1.66x	1.51x	12.0x	10.1x	15.8x	12.7x	17.2%	19.0%	13.8%	15.1%	10.5%	11.9%	1.6x
Autoliv	9,097	0.93x	0.88x	7.4x	5.9x	10.8x	8.0x	17.8%	19.7%	12.5%	14.8%	8.7%	11.0%	1.1x
Autoneum Holding	1,449	0.59x	0.53x	5.0x	4.9x	11.7x	10.1x	55.8%	56.7%	11.7%	10.7%	5.0%	5.2%	1.9x
Bertrand	568	0.50x	0.46x	5.3x	4.3x	11.1x	11.1x	87.4%	87.9%	9.3%	10.7%	4.5%	6.0%	1.4x
CIE Automotive	4,710	1.17x	1.13x	6.7x	6.2x	9.2x	8.5x	38.9%	39.9%	17.6%	18.1%	12.8%	13.3%	1.6x
Continental	19,882	0.47x	0.45x	4.1x	3.6x	8.1x	6.7x	23.5%	24.8%	11.3%	12.4%	5.8%	6.7%	0.9x
EDAG	532	0.63x	0.60x	5.6x	5.1x	10.4x	8.9x	87.9%	88.0%	11.2%	11.9%	6.1%	6.8%	2.6x
ElringKlinger	823	0.43x	0.42x	4.0x	3.7x	9.0x	8.0x	21.6%	20.7%	10.8%	11.3%	4.7%	5.2%	1.9x
Forvia	13,300	0.49x	0.46x	4.1x	3.7x	9.2x	7.6x	14.1%	14.9%	11.9%	12.5%	5.3%	6.1%	2.1x
Georg Fischer AG	4,485	1.09x	1.02x	8.7x	7.8x	11.5x	10.3x	54.9%	53.1%	12.5%	13.0%	9.5%	9.9%	n/m
Grammer	579	0.26x	0.25x	3.6x	3.1x	8.3x	6.4x	n/a	n/a	7.3%	8.0%	3.2%	3.9%	2.5x
HELLA	7,892	0.96x	0.90x	7.2x	6.3x	13.7x	11.2x	n/a	n/a	13.4%	14.2%	7.0%	8.0%	0.1x
JOST Werke	860	0.65x	0.65x	5.3x	5.5x	6.8x	7.0x	27.1%	27.2%	12.3%	11.9%	9.6%	9.3%	1.3x
Plastic Omnium	3,750	0.36x	0.35x	4.1x	3.7x	8.9x	7.2x	13.0%	14.3%	8.8%	9.6%	4.1%	4.9%	1.6x
Polytec	218	0.33x	0.32x	6.3x	4.1x	n/m	10.5x	46.5%	46.3%	5.3%	7.8%	0.3%	3.0%	3.4x
Ricardo	432	0.84x	0.80x	7.7x	7.1x	11.0x	9.4x	28.3%	34.4%	10.9%	11.3%	7.6%	8.5%	1.3x
Rieter Holding	695	0.45x	0.60x	5.1x	6.3x	9.1x	12.2x	25.7%	29.0%	8.9%	9.6%	5.0%	5.0%	1.6x
Valeo	8,788	0.39x	0.37x	3.3x	2.9x	10.8x	7.8x	17.4%	19.0%	11.9%	12.7%	3.6%	4.7%	1.4x
Vitesco Technologies	2,803	0.30x	0.29x	3.3x	2.6x	9.7x	5.7x	15.4%	18.5%	8.8%	10.9%	3.1%	5.0%	n/m
<b>Mean</b>		<b>0.66x</b>	<b>0.63x</b>	<b>5.7x</b>	<b>5.1x</b>	<b>10.3x</b>	<b>8.9x</b>	<b>34.9%</b>	<b>36.1%</b>	<b>11.1%</b>	<b>11.9%</b>	<b>6.1%</b>	<b>7.1%</b>	<b>1.7x</b>
<b>North America</b>														
American Axle	3,050	0.54x	0.52x	4.5x	4.2x	14.5x	11.7x	11.0%	11.6%	12.1%	12.5%	3.7%	4.5%	3.0x
Gentherm	1,774	1.25x	1.13x	10.1x	8.1x	15.0x	11.7x	24.4%	26.3%	12.3%	14.0%	8.3%	9.7%	0.5x
BorgWarner	12,409	0.90x	0.84x	6.6x	6.1x	9.5x	8.3x	19.2%	19.4%	13.6%	13.9%	9.4%	10.1%	1.4x
Dana	4,407	0.44x	0.42x	5.6x	5.0x	10.9x	9.0x	9.0%	9.9%	7.9%	8.4%	4.0%	4.7%	2.3x
Jonson Controls	44,053	1.73x	1.65x	11.3x	10.4x	14.2x	13.0x	34.1%	34.4%	15.4%	15.8%	12.2%	12.7%	1.9x
Linamar Corporation	3,131	0.48x	0.44x	3.6x	3.2x	5.9x	5.1x	16.6%	17.0%	13.2%	13.4%	8.1%	8.6%	0.6x
Magna International	20,593	0.51x	0.49x	6.1x	5.2x	10.3x	8.4x	12.7%	13.6%	8.5%	9.4%	5.0%	5.8%	1.3x
Martinrea	1,514	0.43x	0.41x	3.5x	3.3x	7.0x	6.0x	15.8%	16.4%	12.1%	12.6%	6.1%	6.8%	1.6x
Modine	2,701	1.14x	1.07x	9.9x	8.7x	12.7x	11.0x	19.2%	19.9%	11.6%	12.3%	8.9%	9.7%	0.7x
Park-Ohio	885	0.58x	0.55x	7.5x	6.6x	10.8x	9.6x	16.1%	16.0%	7.7%	8.2%	5.3%	5.7%	n/a
Stoneridge	619	0.67x	0.64x	14.5x	10.0x	n/m	18.3x	20.9%	22.5%	4.6%	6.4%	1.8%	3.5%	n/a
Visteon	3,631	0.94x	0.86x	9.0x	7.3x	13.3x	10.0x	11.9%	13.7%	10.4%	11.7%	7.0%	8.6%	n/m
<b>Mean</b>		<b>0.80x</b>	<b>0.75x</b>	<b>7.7x</b>	<b>6.5x</b>	<b>11.3x</b>	<b>10.2x</b>	<b>17.6%</b>	<b>18.4%</b>	<b>10.8%</b>	<b>11.6%</b>	<b>6.7%</b>	<b>7.5%</b>	<b>1.5x</b>
<b>Asia</b>														
Aisin	13,664	0.45x	0.43x	4.5x	4.3x	10.1x	9.0x	11.7%	12.1%	9.9%	10.1%	4.4%	4.8%	1.0x
DENSO	45,525	1.02x	0.97x	7.1x	6.6x	11.2x	10.1x	16.6%	17.2%	14.3%	14.7%	9.1%	9.6%	0.0x
EXEDY	662	0.34x	0.33x	3.1x	2.9x	7.2x	6.0x	n/a	n/a	10.9%	11.4%	4.7%	5.4%	n/m
JTEKT	3,876	0.33x	0.32x	4.1x	3.8x	7.4x	6.5x	17.5%	17.5%	8.0%	8.4%	4.4%	4.9%	1.1x
Koito Manufacturing	3,199	0.52x	0.50x	4.5x	4.1x	7.2x	6.3x	12.7%	13.5%	11.6%	12.0%	7.3%	7.9%	n/m
NHK Spring	1,444	0.31x	0.29x	3.9x	3.1x	7.5x	5.6x	n/a	n/a	7.9%	9.3%	4.1%	5.2%	0.0x
Ningbo Joyson Electronic	5,929	0.83x	0.75x	10.6x	9.2x	n/m	24.3x	13.8%	15.0%	7.9%	8.2%	2.5%	3.1%	2.4x
NSK Ltd.	3,076	0.61x	0.57x	5.2x	4.5x	13.0x	9.7x	25.5%	26.2%	11.9%	12.7%	4.7%	5.9%	1.4x
Stanley Electric Co., Ltd.	1,748	0.58x	0.54x	3.9x	3.2x	8.0x	6.0x	17.3%	19.4%	15.0%	17.0%	7.2%	9.1%	n/m
Sumitomo Electric Inds	13,534	0.51x	0.49x	5.6x	5.2x	11.5x	9.9x	16.3%	16.8%	9.1%	9.5%	4.4%	5.0%	1.7x
TOKAI RIKA	963	0.25x	0.24x	3.4x	3.1x	6.2x	5.6x	12.8%	12.8%	7.4%	8.0%	4.1%	4.4%	n/m
Toyota Gosei Co., Ltd.	2,870	0.44x	0.42x	4.3x	4.0x	7.8x	7.0x	13.9%	14.3%	10.2%	10.4%	5.6%	6.0%	0.2x
Toyota Boshoku Corp.	2,539	0.21x	0.21x	3.0x	2.8x	4.8x	4.4x	10.7%	10.8%	7.1%	7.4%	4.5%	4.7%	n/m
<b>Mean</b>		<b>0.49x</b>	<b>0.47x</b>	<b>4.9x</b>	<b>4.4x</b>	<b>8.5x</b>	<b>8.5x</b>	<b>15.4%</b>	<b>16.0%</b>	<b>10.1%</b>	<b>10.7%</b>	<b>5.2%</b>	<b>5.9%</b>	<b>1.0x</b>
<b>Total Mean</b>		<b>0.65x</b>	<b>0.62x</b>	<b>6.0x</b>	<b>5.3x</b>	<b>10.0x</b>	<b>9.1x</b>	<b>24.3%</b>	<b>25.2%</b>	<b>10.7%</b>	<b>11.5%</b>	<b>6.0%</b>	<b>6.8%</b>	<b>1.5x</b>

Source: FACTSET as of 09.10.2023; n/m = EV/Sales > 5x, EV/EBITDA > 20x or negative, EV/EBIT > 25x or negative; n/a = not available

Note: All financials calendarised to December year end

EV= Enterprise value (i.e., market capitalisation + net debt); Net debt= Interest-bearing liabilities - cash

# Market transactions

## Global Automotive Supplier Industry – Selected Market Transactions In Q3 2023<sup>1)</sup>

Date	Target	Country	Target Description	Buyer	Seller	EV (€m)
20.09.2023	Harbinger Motors Inc (Financing round)	USA	Manufacturer of medium-duty commercial electric vehicles	THOR Industries, Ridgeline and others	Consortium of shareholders	n/a
07.09.2023	Jason Automotive Technology Co Ltd (Financing round)	China	Developer of high-voltage safety systems and key components for new energy vehicles	CMB International Capital, Beijing Angel Plus and others	Consortium of shareholders	n/a
06.09.2023	Walter Mauser GmbH (100% Stake)	Austria	Manufacturer of safety cabins for vehicles and material handling equipment	Fortaco Group Oy	Consortium of shareholders	n/a
05.09.2023	Envisics Ltd (Financing round)	United Kingdom	Developer of holographic technologies for augmented reality head-up displays and automotive sensor systems	M&G Investment Management Ltd, Hyundai Mobis Co Ltd and others	Consortium of shareholders	500
04.09.2023	Selzer Fertigungstechnik GmbH & Co. KG (100% Stake)	Germany	Developer and manufacturer of metal components and subassemblies for gearboxes, engines, braking systems and professional electrical power tools	Mutares SE & Co KGaA	INDUS Holding AG	n/a
22.08.2023	Industria Diseñadora de Autopartes SA de CV (100% Stake)	Mexico	Auto-parts manufacturer and distributor for truck, Jeep and SUV applications	RealTruck Inc	Family shareholders	n/a
18.08.2023	MT Technologies GmbH (100% Stake)	Germany	Company engaged in engineering, design, model making, tooling, special plant construction through to series production	Callista Private Equity GmbH & Co. KG	Ayala Corp	n/a
18.08.2023	MAHLE GmbH (Thermostat business) (100% Stake)	Germany	Thermostat business of MAHLE, supplying components that regulate the cooling water temperature of combustion engines	Admetos GmbH	MAHLE Behr GmbH & Co. KG	Conf.
17.08.2023	Electric GT Inc (100% Stake)	USA	Supplier of conversion systems designed to transform Internal Combustion Engine Vehicles (ICE) into Battery Electric Vehicles (BEV)	Grupo Kuo SAB de CV, TREMEC Corp	Consortium of shareholders	n/a
16.08.2023	East Manufacturing Corp (100% Stake)	USA	Manufacturer of aluminum flatbed, drop deck, dump, round bottom and refuse trailers as well as steel dump trailers and aluminum truck bodies	Fultra, SAPI de CV	Consortium of shareholders	n/a
14.08.2023	VinFast Auto Ltd (Business combination, Nasdaq listing)	Vietnam	Manufacturer of electrical SUVs, e-scooters and e-buses	Black Spade Acquisitions Co	Consortium of shareholders	21,170
01.08.2023	Stanadyne LLC (100% Stake)	USA	Manufacturer of pumps, injectors and filtration systems for diesel engines	Cerberus Capital Management LP	Kohlberg & Company LLC	n/a
01.08.2023	Emitec Gesellschaft für Emissionstechnologie mbH (100% Stake)	Germany	Manufacturer of metallic catalytic converter substrates	Deutsche Unternehmensbeteiligungen AG	Vitesco Technologies GmbH	n/a
01.08.2023	H2X Global Ltd (Financing round)	Australia	Developer of hydrogen-driven vehicles	Verde Mobility Inc	Consortium of shareholders	n/a
01.08.2023	SAS Autosystemtechnik GmbH & Co. KG (100% Stake)	Germany	Provider of assembly and logistics services for the automotive industry	Samvardhana Motherson International Ltd	Faurecia SE	540
31.07.2023	Xtrac Ltd (100% Stake)	United Kingdom	Supplier of professional motorsport and specialised automotive transmission systems across internal combustion engine, hybrid, and electric vehicles	MiddleGround Capital LLC	Inflexion Private Equity Partners LLP	233
21.07.2023	Aludyne Componentes Automotivos do Brasil Ltda (100% Stake)	Brazil	Manufacturer of automotive parts including motor vehicle steering and suspension components	Metalsider Ltda	Aludyne International Inc	n/a
20.07.2023	CARDONE Industries Inc (100% Stake)	USA	Manufacturer of automotive replacement parts	First Brands Group LLC	Brookfield Asset Management Ltd	n/a
11.07.2023	Fastco Canada (100% Stake)	Canada	Manufacturing and distribution of alloy wheel design	Groupe Touchette Inc	Consortium of shareholders	n/a
11.07.2023	GDW NV (34% Stake)	Belgium	Manufacturer of tow bars for the automotive sector	ING Groep NV, ING Belgium SA/NV	Family Neiryck	n/a
07.07.2023	Italmotori Srl (100% Stake)	Italy	Manufacturer of mechanical components for industrial and railway engines	Cogeninfra SpA	Consortium of shareholders	n/a
05.07.2023	Gordon Murray Technologies Ltd (controlling Stake)	United Kingdom	Provider of vehicle development, design and manufacturing for automotive companies	CYVN Holdings LLC	Gordon Murray Group Ltd	n/a
03.07.2023	PHINIA Inc (100% Stake)	USA	Manufacturer of fuel systems, starters, alternators and aftermarket distribution products	Existing shareholders	BorgWagner Inc	158
03.07.2023	Prettl SWH GmbH (100% Stake)	Germany	Developer and manufacturer of sensor, connectivity, and electrification solutions	Foxconn Interconnect Technology Ltd	Prettl Produktions Holding GmbH	192

Note: 1) This overview only considers completed transactions, with the exception of the MAHLE / Admetos transaction, which is expected to be completed in early 2024

# Our deal experience




**MAHLE**<sup>®</sup>  
sold its thermostat  
business to

**ADMETOS**

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Sell-side  
Undisclosed







**nazca**  
acquired

**DOGA**

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Buy-side  
Undisclosed







**DRIVE  
SYSTEM  
DESIGN**  
sold to

**HINDUJA TECH**  
ENGINEERING MOBILITY

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Sell-side  
Undisclosed






The shareholders of  
Allgaier Werke GmbH  
sold a majority stake in


**ALLGAIER** | GROUP  
to

**WESTON  
AUTOMOTIVE**

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Sell-side  
Undisclosed






Chinese state-controlled  
company  
sold


**ISH**  
IMPULSE IN AUTOMOTIV  
to

**MUTARES**

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Sell-side  
Undisclosed







**K  
KOPERNIKUS  
AUTOMOTIVE**  
received investment from

**Continental**

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Sell-side  
Undisclosed







**c2 CapitalPartners**  
invested in

**GRUPO  
Simoldes**

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Buy-side  
Undisclosed






**HEITKAMP & THUMANN  
GROUP**  
sold

**WESTFALIA  
Metal Components**  
to

**Vollmann  
Group**

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Sell-side  
Undisclosed






**MAHLE**  
corporate family rating  
assigned by

**MOODY'S**

---

Rating advisory  
Undisclosed






**ROLEC**  
sold to

**SDIPTech**

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Sell-side  
Undisclosed






**finindus** **PMV**  
DOL- EN DOURBEDRIJ  
sold


**borit**  
to

**WEIFU GROUP**

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Sell-side  
€42.7m







**BWI GROUP**  
received investment  
from a consortium led  
by

**WALDEN  
INTERNATIONAL**

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Sell-side  
€315m







**HGI  
GRUPO  
HISPAMOLDES**  
sold to

**QUARZA  
INVERSIONES**

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Sell-side  
Undisclosed






**kap**  
sold


**SEGER  
ERFORSCHUNGSTECHNOLOGIE**  
to

Zhejiang Tieliu  
Clutch Co., Ltd

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Sell-side  
Undisclosed






**BENTELER**  
sold


**BENTELER  
Automotive  
Finland**  
to

**chassix**

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Sell-side  
Undisclosed






**faurecia**  
acquired

**Coagent  
好帮手电子**

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Buy-side  
Undisclosed



# International automotive team

**#1** Worldwide automotive M&A adviser by deal count



Cross-border deals within the last 5 years

**70%**

**347**

Completed automotive deals



High-profile senior advisers, all former top tier executives



Completed automotive transactions since 2020



**30+**

Dedicated automotive sector team members worldwide

**€20.8bn**

Aggregate deal value



**20+**



Completed deals with Asian buyers or targets within the last 5 years

## About Clearwater International

Coordinating as a single team, our 375+ experienced professionals have been responsible for the successful completion of 2,400+ deals worth in excess of €139.2bn.

Working alongside directors, shareholders and investors we advise on all aspects of corporate finance from mergers and acquisitions (M&A) and company sales through to management buy-outs (MBOs) and fundraising transactions.


Our independence from any larger financial institution or consulting firm ensures that we give truly objective advice and guide clients through the challenges they face. All projects are partner-led, offering high levels of personal service, and laying the groundwork for lasting relationships. Many of our clients return to us for advice on multiple occasions.

With 17 offices around the world and deals completed in 37 countries, our team makes us a natural choice for transactions requiring knowledge of, and access to global markets.



Clearwater International Office Partner Office


## Our international automotive team



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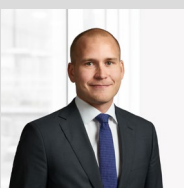
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