

January 2023

Vehicle Aftermarket Year-in-Review



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Year In Review: Piper Sandler Vehicle Aftermarket Group














Active First Full Year as a Vehicle Aftermarket Practice

- 
8 Transactions Announced and/or Completed in 2022
- 
\$1.7 Billion in Aggregate M&A Deal Value
- 
8 Conferences Attended

A Year Defined By Firsts

- 
 Hosted our inaugural Piper Sandler Automotive Services Symposium in September in New York, NY, the first ever Wall Street investor and executive conference focused specifically on automotive services
- 
 Launched our automotive Services Quarterly to a distribution of over 5,000 industry participants and investors
- 
 Added Jim Reilly to the group to co-head our efforts across the sector
- 
 Announced the first capital structure advisory transaction (K&N Engineering)

2022 Closed and Announced Transactions

<p>January 2023</p>  <p>Announced</p> <p>Chapter 11 Reorganization</p>	<p>November 2022</p>  <p>has acquired</p>  <p>Automotive Restoration & Performance Parts</p>	<p>November 2022</p>  <p>has been acquired by</p> 
<p>August 2022</p>  <p>has been acquired by</p> 	<p>August 2022</p> <p>Undisclosed</p> <p>Buy-side advisor to an investor group in the acquisition of a regional tire retail and services chain</p>	
<p>May 2022</p>  <p>has acquired</p> 	<p>April 2022</p>  <p>has been acquired by</p> 	<p>January 2022</p>  <p>has been acquired by</p> 

Our Activity in The Industry

Industry First Event — Piper Sandler Automotive Service Symposium

PIPER | SANDLER


Automotive Service Symposium

September 29, 2022 | New York, NY







You are invited

We are pleased to welcome you to join Piper Sandler and Schwartz Advisors for our inaugural investor conference exclusively focused on automotive services, September 29, 2022, in New York.

Date and Location
Thursday, September 29, 2022
The Pierre New York, a Taj Hotel
2 E. 61st Street at 5th Avenue | New York, NY 10065

The Pierre Hotel
For hotel reservations, please contact The Pierre New York, a Taj Hotel at +1 212 838-8000 or +1 800 743-7734 and reference "Piper Sandler Automotive Symposium" for a reduced conference rate. You may also [book reservations online](#). Reservations are based on availability until the cut-off date of Wednesday, August 24, 2022. We recommend making reservations early due to strong demand.

Registration
Confirm your attendance below.









Register Now
Add To Calendar

- Piper Sandler hosted our inaugural Automotive Services Symposium in September 2022
- The event included a host of services-oriented content and company presentations from industry executives and experts from across the automotive services landscape
- We will be announcing the details for the 2023 Piper Sandler Automotive Services Symposium in the coming weeks

Presenting Companies



Other Events We Attended in 2022

 January	 January	 March	 May
 August	 September	 September	 November

Team Publications

In 2022, we launched out quarterly Automotive Services update that provides recent services market news, interesting developments, and perspectives from industry thought leaders



September Automotive Services Quarterly
[Read the Update](#)



December Automotive Services Quarterly
[Read the Update](#)

Piper Sandler Vehicle Aftermarket Team

Our Team



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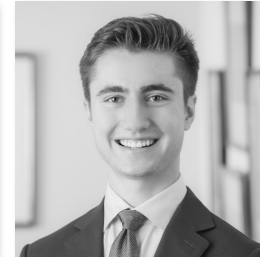
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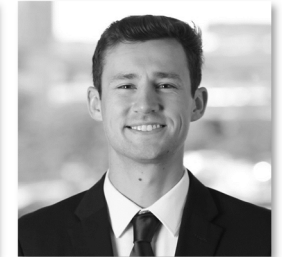
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Jim Reilly Joined in 2022 to Co-Lead Our Team



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- Jim joined Piper Sandler from Lazard where he built and led the efforts in the Vehicle Aftermarket Sector
- Jim has over a decade of transaction experience advising public and private companies on a variety of strategic alternatives including M&A, divestitures, leveraged buyouts, and capital raises
- Jim has a BA from Hamilton College and an MBA from The Carlson School of Management at the University of Minnesota

Our Coverage Universe — Spanning Vehicle Types and Business Models

End-to-end coverage of the aftermarket value chain for the full vehicle parc, including light-, medium-, and heavy-duty vehicles as well as powersports and recreational vehicles



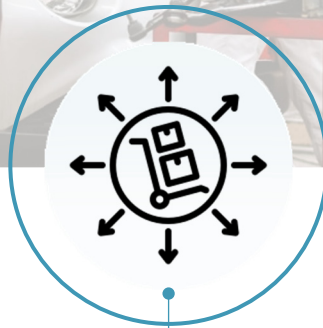
Dealerships & Dealer Services

- Independent Dealerships
- Franchise Dealerships
- Used Car Dealerships
- Tech-Enabled Dealer Services



Parts Suppliers

- Traditional Hard Parts
- Consumables, Chemicals and Lubricants
- Performance Parts and Accessories
- Traditional Accessories & Appearance Products
- Remanufacturers
- Tools and Equipment



Distributors, Retailers and E-Commerce

- Warehouse Distributors and Jobbers
- Specialty Distributors
- Collision Parts & Paint, Body & Equipment (PB&E) Distributors
- Performance and Specialty Distributors
- E-Commerce Retailers



Vehicle Service Providers

- General Repair and Maintenance
- Tire Retail and Installation
- Car Wash
- Collision and Glass Repair
- Quick Lube
- Vehicle Upfitters
- Fleet Service



End of Ownership and/or End of Life

- Whole Car Auctions
- Salvage Auctions
- Recyclers
- Used Vehicle Marketplaces

Piper Sandler Disclosures

Research Independence

- Our research analysts are independent from our investment bankers and develop their opinions based on the results and merits of a covered company
- Our research analysts, together with research management, make their own coverage decisions, including decisions to initiate or terminate coverage. Our investment bankers do not have any input into company-specific coverage decisions
- Piper Sandler does not offer favorable research or specific ratings or price targets in consideration of, or as an inducement for, investment banking business
- Our research analysts do not participate in efforts to solicit investment banking business

General

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