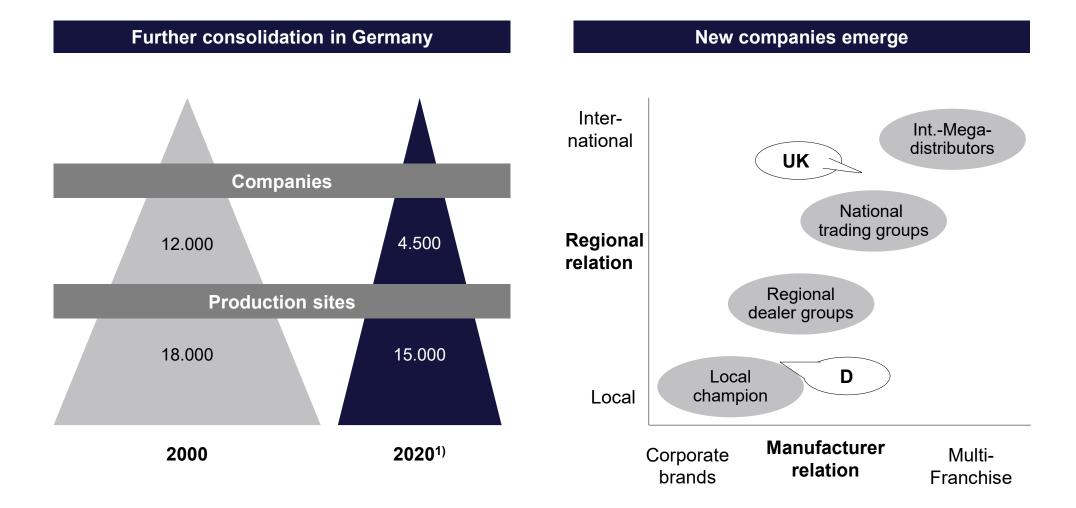




# TRANSACTIONS IN THE AUTOMOTIVE TRADE

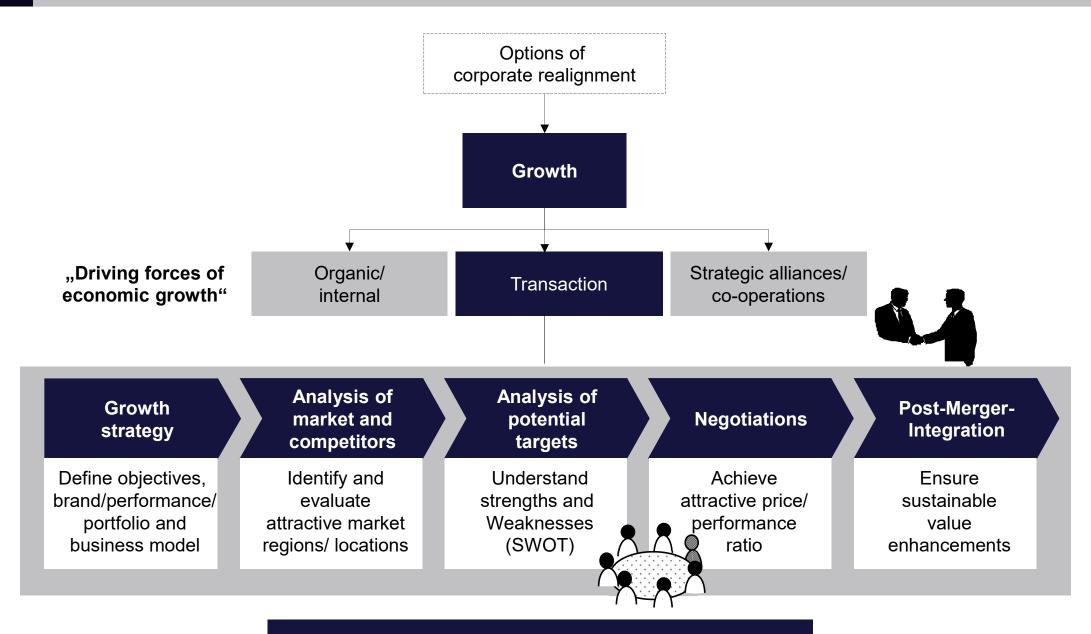
To use consolidation to your own benefit

## Consolidation in retail trade will gain more momentum



- Structure of trade network to be redefined consolidation of German trading companies
- Internationalisation of trading companies Top 100 dealers UK with multi-brand structure

#### Use transactions as an accelerator of growth



ADMETAM can support the entire process

Source: Admetam

## Manage various challenges to increasing the value correctly

M&A- strategy	Strategic Fit- analysis	Pre-Merger assessment	Evaluation	Financial engineering	Due diligence	Post Merger management
Vision Group strategy SGF- strategy M&A-strategy Barriers and limits Financials	Search fields Rough ranking Synergies: - costs - growth - sales Appreciation Best Owner	Benchmarking Best Practice Optimisation potentials Conditions implementation Operative risks Blueprint/ business plan	Company valuation Valuation scenarios Premiums Up-/ downside potentials Risks Info Memo	Acquisition financing Balance measures Tax optimisation Business-plan Goodwill	Balance risks Asset qualities Inherited debts Contracts Recoverability "Intangibles" Management quality	Process management Business development Business models Realisation synergies Implementation controlling
"Develop the right idea"	"Find the right partner"	"Plan the right <b>steps</b> "	" <b>Determine</b> the right <b>price</b> "	"Work out the right financing"	"Ask the right questions"	"Promote implementatio

"Win or lose" – every step is crucial

## "Objective" support over the entire process of acquisition

#### **Process M&A Contents/ objectives** Potential value contribution S<sub>amples</sub> Determine objectives, brand- and Strategy-workshops performance portfolio and **Growth strategy** Sectors scenario business model Strategy detailing Identify and evaluate attractive Market strategies (possibly outside G) Market- and competition market areas/ locations Targeted contacting dealers analysis Use network support Win clear picture of strengths and Acquisition-concept External : Analysis potential weaknesses and the Due diligence takeover candidate opportunities and risks Company valuation Achieve attractive Purchase price argumentation Negotiation/ price/performance ratio Financial engineering (Business plan) purchase Risk scenarios Ensure sustainable value creation Realisation synergies/ potentials Post-merger-Start-up support/ Interim-Manageintegration ment, implementation controlling

Source: Admetam

ADMETAM-Publications					
We would like to have a formal presentation of the subject "Transactions in the automotive trade "					
We are interested in other ADMETAM topics:					
Market-oriented restructuring					
Strategic realignment					
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