



The current situation in the car trade shows an acute need for action – transparency as a prerequisite for allocation of funds

Core challenges

One of the biggest challenges the car trade is currently encountering is securing the cash for business continuity and to finance the recovery.

Our analyses

- Simulations of scenario-based processes for assessing financial risks
- KPI-based review of compliance with rules on the extension of credit
- Forecasting from an investor perspective to show liquidity and credit standing

Short-term measures

- Liquidity check and future planning in probable scenarios
- Estimate of current and future capital requirements
- Cash flow calculation
- Measures to optimize working capital and cash positions

Medium-term measures

- Long-term improvement in liquidity and revenue by simplifying processes, through automation, and by making greater use of digital technologies (reduction of complexity)

- Crisis-proof positioning to cope with future challenges by making improvements in all key areas:
 - **Strategic/operational refocusing**
RPA, digitalization, reduction of complexity, and workflow optimization
 - **Improvements in sales and service**
KPI analysis, process adaptation, and targeted training (e.g., scenarios, videos), as well as performance evaluation through test purchases
 - **Tax optimization**
Regulatory navigation and tax legislation
 - **Risk management systems**
Compliance with regulations, contractual risks, and monitoring through audits
 - **Financial restructuring**
Financing structure, cash flow optimization, and cost-cutting

How we can support you

- Deployment of cross-functional Deloitte teams comprised of car trade, restructuring, tax, and legal experts
- Comprehensive restructuring support
- Robotic process automation
- Stakeholder communication
- Digitalization

- Strategy development
- Tax advice
- M&A
- Internationalization
- Integrated financial planning

Our objective

Our goal is to help our customers from the auto industry to emerge from the crisis stronger than before. This requires an efficient organization on a solid financial footing.

We are happy to help:



+49 (0)151 5807 7153



tstoeppel@deloitte.de

This presentation contains general information only, and none of Deloitte GmbH Wirtschaftsprüfungsgesellschaft or Deloitte Touche Tohmatsu Limited ("DTTL"), any of DTTL's member firms, or any of the foregoing's affiliates (collectively, the "Deloitte Network") are, by means of this presentation, rendering professional advice or services. In particular this presentation cannot be used as a substitute for such professional advice. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this presentation. This presentation is to be treated confidential. Any disclosure to third parties – in whole or in part – is subject to our prior written consent.

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as "Deloitte Global") does not provide services to clients. Please see www.deloitte.com/de/UeberUns for a more detailed description of DTTL and its member firms.