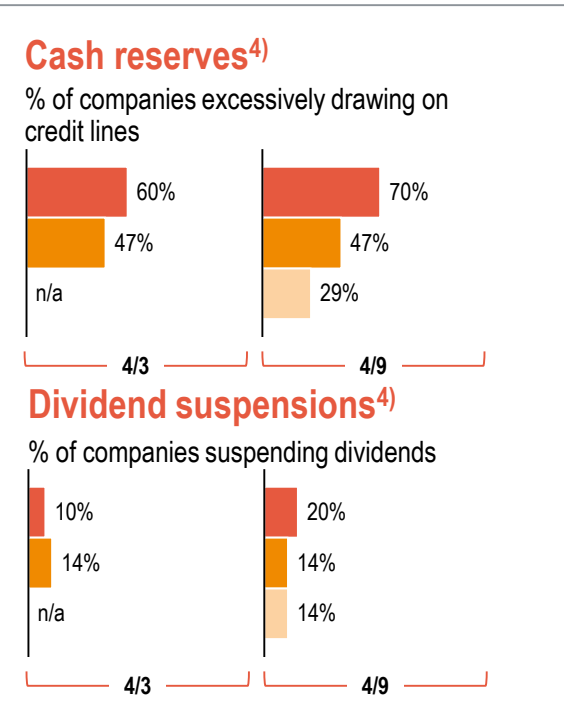
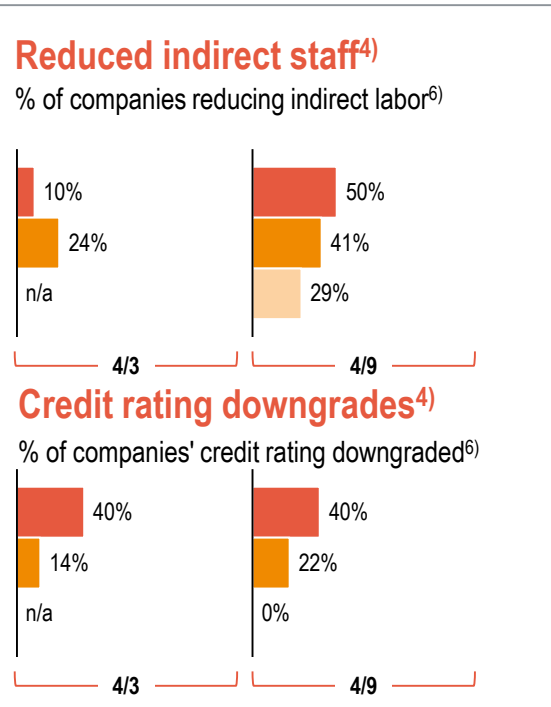
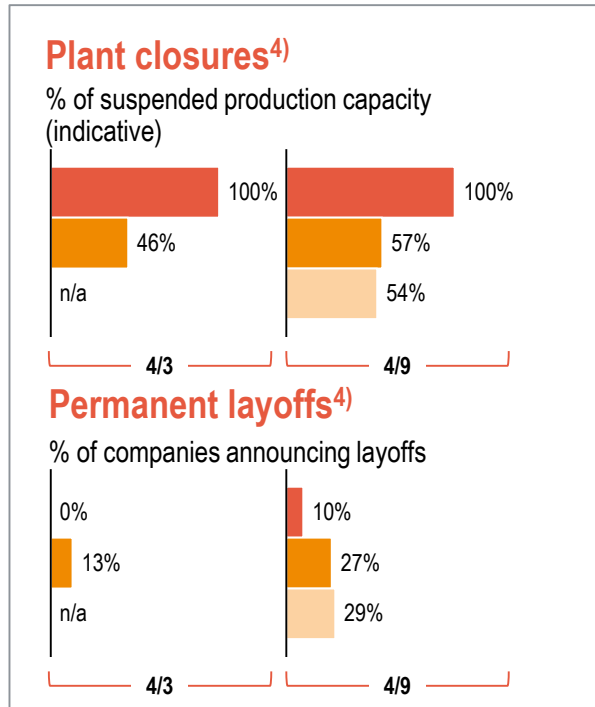
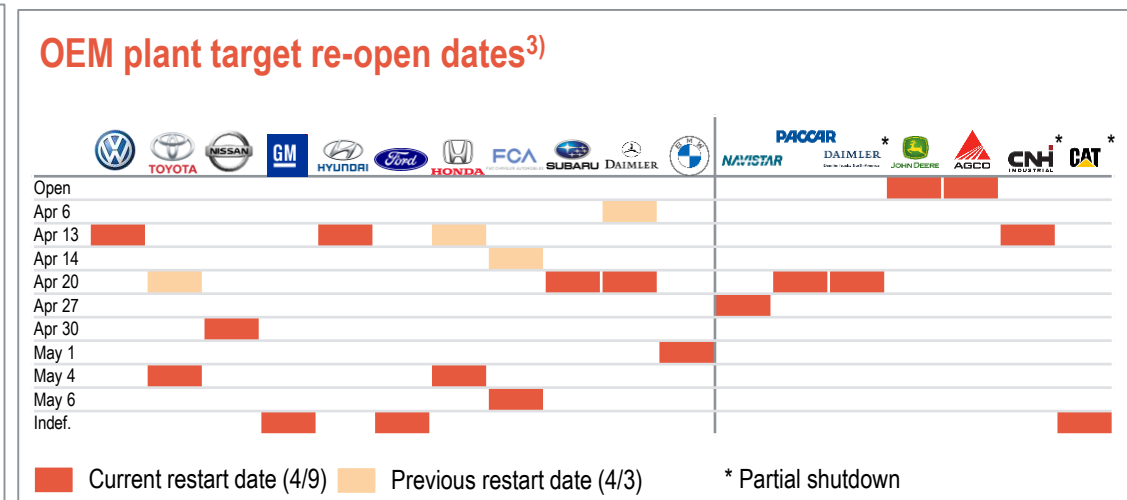
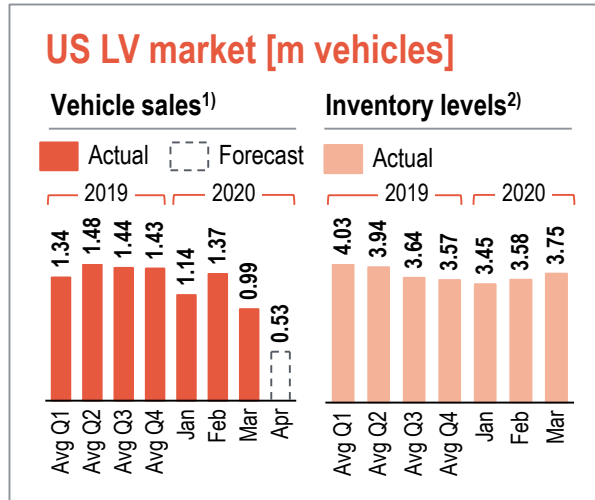


Situation summary

- > **Sales forecast:** March actual numbers were slightly better than recent expectations (1.0 m vs. 0.9 m) but still almost 40% below March 2019. IHS is predicting April sales to be 60% below April 2019 at ~0.5 m units. Inventories are starting to gradually climb up.
- > **OEM response:** 100% of US light vehicle assembly facilities remain closed. Re-open dates are being continuously pushed forward while some OEMs in Southern states are still planning to resume operations as early as next Monday (April 13) with new safety protocols. Only a few permanent layoffs announced (for temp workers) but the number of OEMs announcing furloughs and reducing work hours jumped 5 times over the last week. Further cost-cutting measures are being pursued incl. reduced executive pay, discretionary spending freezes, etc.
- > **CV & Off-highway player response:** Many off-highway players or individual facilities are designated as "essential businesses" (e.g., critical for the food supply chain) and thus remain open. Labor cost reduction measures are similar to the LV OEMs while some permanent layoffs have been announced as well.
- > **Supplier response:** Further supplier facilities were shut down over the past week while roughly half still remain operational (partially due to supply to the "essential businesses"). Labor cost reduction measures are being actively pursued – number of suppliers furloughing and reducing work hours as well as announcing permanent layoffs doubled over the last week.



■ Top 10 Passenger Vehicle OEMs
 ■ Top 30 Suppliers
 ■ Top 7 CV & Off-Highway OEMs

1) Source – Marklines; 2) Source – Wards Intelligence; 3) Source – Autonews; 4) Since Mar 1, 2020
 5) Incl. furloughs & reduced indirect hours 6) Moody's

There are six key priority areas for automotive executives and most already need to be addressed at this point in the crisis

Priorities

- 1 Ensure **health** of staff & identify **vulnerabilities**


 - 2 **Ramp down** or **shut down** operations



 - 3 Deploy **short term liquidity measures**

 - 4 Secure **funding** and **government aid**

 - 5 Prepare **efficient re-start** after crisis

 - 6 **Emerge stronger** by improving performance and capitalizing on strategic opportunities
-  Establish a **crisis response center** to monitor and coordinate across all priority areas

 Action already taken by most companies

Timeframe	Our service offerings
 Now	1 <i>360° Check-Up</i> <hr/> 2 <i>Effective Hibernation</i> <hr/> 3 <i>Cash Office</i> <hr/> 4 <i>Government Support</i> <hr/> 5 <i>Effective Ramp-Up</i> <hr/> 6 <i>Momentum Boost</i>
Now ← <i>Depending on financial position</i>	
Now ← <i>Depending on scenario</i>	
April/ May ←	
May+ ←	
Now	 <i>Control Room</i>