



Automotive Supplier

FINANCE SUMMIT

The
Pre-Summit
Workshop

October 1-3, 2008 | Detroit Marriott Troy | Troy, MI

Supplier Strategies and Options During the Crunch

October 1, 2008 ▪ 8:30 AM – 5:00 PM

Agenda

7:30 – 8:30 *Registration and Continental Breakfast*

8:30 – 8:45 Welcoming Comments by Workshop Chair

8:45 – 9:45 **Strategies for the Next 3 Years**

- Drive growth and sustainability through M&A
- Identify and capture domestic and global opportunities with an eye towards emerging markets
- Assess "going green" and its impact: opportunities, risks and rewards
- The quest for performance effectiveness: excess labor, production capacity

Paul McCarthy, *Director, US Lead, PwC Transaction Services Strategy*,
PRICEWATERHOUSECOOPERS

Anthony Pratt, *Sr. Manager of Autofacts, PwC Automotive Institute*,
PRICEWATERHOUSECOOPERS

9:45 – 10:15 *Morning Networking Break*

10:15 – 11:15 **Globalization of Production**

- Transformation of production to a global environment
- Understanding the true risks and rewards
- Assessing supplier readiness to manage the transition
- Issues to consider beyond costs
- The lessons learned from suppliers who have already moved production
- Moving production and its affects on what customers really want

Laurie A. Harbour-Felax, *President, HARBOUR-FELAX GROUP*

11:15 – 12:00 **Management Strategies During an Economic Downturn**

- The need to challenge everything about your organization
- Getting the organization focused on clearly defined and easily measured objectives
- Managing and communicating through a daily metrics reporting system
- Manage the business in a “War Room” environment
- Understanding and managing the entire supply chain

Joseph Bione, *President and Managing Partner*, WHITEHALL GROUP LLC

12:00 – 1:30 *Group Luncheon*

1:30 – 2:30 **Financing Options During a Credit Crunch**

- Outlook for corporate and debt restructuring markets
- How the credit market has changed in the past year
- Typical debt instruments
- Bank lenders vs. institutional lenders
- Use of leverage to finance acquisitions
- The core attributes lenders use to evaluate a financing
 - Necessary preparations before seeking financing in the current market

Thomas H. Gordy, *Senior Managing Director*, CM&D CAPITAL ADVISORS LLC

2:30 – 3:00 *Afternoon Break*

3:00 – 4:00 **Merger & Acquisition Strategies**

- The due diligence process – opportunities and pitfalls
- Acquisition agreements – nuts and bolts
- Significant pre-closing events (regulatory approvals, union review, etc.)
- Closing mechanics and post closing matters

Steven J. Daniels, *Partner*, SKADDEN, ARPS, SLATE, MEAGHER, & FLOM LLP

4:00 – 5:00 **Solvency Opinions**

- Forecasting cash flow availability to cover maturing debts and other obligations
- Capital adequacy of the post-transaction entity(ies)
- Identification of contingent or unrecorded liabilities
- Fair value of assets and liabilities related to conveyance

Gary Frantzen, CFA, *Senior Managing Director and Senior Vice President*, Financial Valuation Group, AMERICAN APPRAISAL ASSOCIATES

Kimberly Russell, *Director*, Financial Valuation Group, AMERICAN APPRAISAL ASSOCIATES