

Automotive Supplier FINANCE SUMMIT

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

Summit Agenda

October 1, 2008 *Pre-Summit Workshop*

October 2, 2008

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

8:30 – 8:45 Welcoming Comments by the Summit Co-Chairs

John Wm. (“Jack”) Butler, Jr., *Partner and Co-Practice Leader, SKADDEN, ARPS, SLATE, MEAGHER & FLOM, LLP*

Judy A. O’Neil, *Partner & Vice Chair of the firm’s national Bankruptcy & Business Reorganizations Practice. She is also the chief strategic development partner for the Bankruptcy and Business Reorganizations Practice, FOLEY & LARDNER LLP*

8:45 – 9:30 **Keynote Address**

Robert S. (“Steve”) Miller, *Executive Chairman, DELPHI CORPORATION*

9:30 – 10:00 *Morning Networking Break*

10:00 – 11:15 **Auto Suppliers’ Perspective on the Market**

- What fundamental shifts will be needed to support real value creation?
- Will overseas opportunities alter the industry’s strategies?
- What type of relationships are being sought with the financial community?
- What financial options are being sought from the financial community?
- What relationship changes are being sought with OEMs?

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Capital Markets



Moderator:

John Wm. (“Jack”) Butler, Jr., *Partner and Co-Practice Leader*,
SKADDEN, ARPS, SLATE, MEAGHER & FLOM, LLP

Panelists:

Joe Leon, *Co-President*, AGS AUTOMOTIVE SYSTEMS

Gary Riley, *Chief Executive Officer*, ENERGY CONVERSION SYSTEMS

Steven Zerio, *Chief Financial Officer*, ANCHOR DANLY

11:15 – 12:00 **Case Study 1: Restructuring**

Presentation

This presentation will focus on a specific automotive supplier restructuring and will discuss the issues that were faced and how these issues were resolved in a successful restructuring.

Speaker:

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

12:00 – 1:30 *Group Luncheon*

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1:30 – 2:45 **Experiences in Financial Restructuring**

- What are the noteworthy elements of recent restructurings?
- What separates a worthy restructuring cause from a complete liquidation?
- What lessons should suppliers have learned from past restructuring, but typically haven't?
- How has the recent credit crunch affected restructuring efforts?

Moderator:

Judy A. O'Neil, *Partner*, FOLEY & LARDNER LLP

Panelists:

Michael D. Benson, *Managing Director, Head of Automotive Investment Banking*, STOUT RISIUS ROSS ADVISORS, LLC

Jack Falcon, *Chairman, President & CEO*, JL FRENCH AUTOMOTIVE CASTINGS INC.

Thomas A. Morrow, *Managing Director*, ALIXPARTNERS LLP

J. Scott Victor, *Senior Managing Director, Co-Head Special Situations Group*, NATIONAL CITY INVESTMENT BANKING

David Woodward, *Senior Managing Director*, FTI CONSULTING, INC.

2:45 – 3:15 *Afternoon Break*

3:15 – 4:00 **Case Study 2: Acquisition** **Presentation**

This presentation will provide in-depth insight into the acquisition of an automotive supplier and what lessons were learned from the process.

Speakers:

Sherman Edmiston III, *Managing Director*, HURON CONSULTING GROUP
Thomas E. Evans, *Managing Director*, HURON CONSULTING GROUP

4:00 – 5:00 **Private Equities' Perspective on the Market**

- What type of assets are equity investors seeking?
- What is the investment period investors are most comfortable with?
- What type of partnerships with suppliers are best fits?
- How has the credit market altered investment strategies?

Moderator:

Eric L. Cochran, *Partner*, SKADDEN, ARPS, SLATE, MEAGHER, & FLOM LLP

Panelists:

Joyce Johnson-Miller, *Senior Managing Director*, RELATIVITY CAPITAL
David Shapiro, *Co-Founder and Managing Partner*, KPS CAPITAL PARTNERS, LP
Wray Thorn, *Managing Director Private Equity*, MARATHON ASSET MANAGEMENT, LLC

5:00 – 6:30 *Summit Reception*

October 3, 2008

8:30 – 8:45 Welcoming Comments

8:45 – 9:30 **Auto Supplier Market Outlook** **Presentation**

This presentation will discuss the outlook of industry acquisitions & divestitures, the market for new orders, the projected size of the market and what likely market shifts can be expected in the coming 1 to 2 years.

Speakers:

Paul Elie, *Partner*, PRICEWATERHOUSECOOPERS
Paul McCarthy, *Director*, PRICEWATERHOUSECOOPERS

9:30 – 10:00 *Morning Break*

10:00 – 11:00 **Lenders' Perspectives on Growth & Restructuring**

- What terms are available for investment financings and/or restructurings?
- In what way are lenders prepared to act as partners in a financing?
- What should borrowers know before seeking capital?
- What terms can be expected in a financing?

Moderator:

Charles M. Moore, *Senior Managing Director*, CONWAY MACKENZIE & DUNLEAVY

Panelists:

Brian Banning, *1st Vice President*, CITIZENS BANK BUSINESS FINANCE

Chris Fowler, *Senior Vice President*, GE CAPITAL

Michael McCormick, *Senior Vice President*, BANK OF AMERICA
BUSINESS CAPITAL

Mike Petix, *Senior Vice President*, CIT CORPORATE FINANCE

Scott Terryn, *Vice President*, WELLS FARGO BUSINESS CREDIT

11:00 – 12:00 **Perspectives on the M&A Market**

- What opportunities present themselves to investors in the current market?
- How are portfolio strategies driving the market?
- What types of players are best positioned to make a deal?
- What determines the right time to make an acquisition?

Moderator:

Steven H. Hilfinger, *Partner and Automotive Industry Team Co-Chair*, FOLEY & LARDNER LLP

Panelists:

Michael Macakanja, *Director*, LAZARD FRÈRES & Co. LLC

William G. Peluchowski, *Managing Director*, HOULIHAN LOKEY HOWARD AND ZUKIN, INC.

James C. Penman, *Managing Director*, DONNELLY PENMAN & PARTNERS

Durc Savini, *Managing Director*, MILLER BUCKFIRE & Co., LLC

12:00 Summit Adjourns