



# Global Capability – Local Expertise, Internationally Respected.

For over a quarter of a century ARCG automotive and finance industry sourced management have worked with senior executives **providing superior strategic advice for oem & aftermarket new business development** for global markets – both through organic growth and acquisition.



LONDON : DETROIT : MELBOURNE

**What can we do for you...**

trusted.



“...we have become trusted Worldwide”

Recognised as having an exceptional level of global contacts and outstanding client relationships throughout the vehicle and components industries, and with extensive global contacts with financial institutions. ARCG develops strategic solutions for new automotive business development - focus North America, Europe, Asia – China, India, Japan, Pacific Rim – and Australasia.

“...clients Worldwide take our advice”

For over a quarter of a century ARCG automotive and finance industry sourced management have worked with clients providing strategic solutions for new business development and maximised value - both through organic growth and acquisition.



“developing superior strategies assisting clients to strengthen competitive positioning”

- Assisting competitive positioning
- New business opportunity identification
- Product, market & corporate assessment / strategy development
- Internationally recognised specialist M&A Practice

“... a team of automotive industry professionals second to none”

Founded in 1981 as ARMC and headquartered in London and opening in Detroit a year later in 1982, the Group is entirely staffed by management drawn from the automotive vehicle and components manufacturing industries, oe and aftermarket. As a result the Group possesses both exceptional vehicle and component product application and use knowledge, and a clear strategic understanding of the inter-action of markets, vehicle and component competitors. Management involved in finance come primarily from an investment banking and leasing background, and all have been involved in automotive projects at ARCG for a number of years.

ARCG automotive industry sourced senior management has been responsible for control of either vehicle or component companies, or their divisions, and are well aware of the day-to-day operational pressures that can make time scarce for developing new business development strategies. Increasingly ARCG becomes recognised as an extension of management’s arm and implementing the way forward.



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capable.



## Global capability - local expertise - internationally respected

- 40% of business is European-wide, 30% North America, 30% Asia & Australasia
- Established in London, England, in 1981, ARMC operations opened its first representative office in Detroit a year later in 1982, becoming absorbed into ARCG in 1992. To be closer to its customer connections, ARCG moved in 1997 to the current Bloomfield Hills location on West Square Lake Road.
- Work in Australasia commenced in 1984, India a year later, followed by Japan & SE Asia/China in 1994. In 2004 ARCG opened an office in Melbourne, Australia to strengthen its presence locally and support Asian business activities. ARCG has an affiliation with Australian Automotive Intelligence (Richard Johns, Principal) and co-operation with Glass's Information Services (Santo Amodio, Managing Director) based in that location.



## Serving the Global based vehicle, oe and aftermarket parts & service, retail distribution, logistics, leasing sectors and financial institutions since 1981

For over two decades ARCG has conducted extensive activities throughout global markets strategically advising companies serving the automotive, truck & bus and industrial equipment industries, component suppliers, vehicle retail distribution, and for leasing and financial institutions. From time to time ARCG has been retained as a strategic advisor to the Board of Directors of various vehicle and component supplier companies.

ARCG is also significantly involved in assisting oe and aftermarket parts suppliers build their operations successfully, both organically and through acquisition, and has been active initiating and assisting form joint-ventures and alliances.

The group has established a strong presence in a number of industry sectors and developed a respected reputation both for the high quality of its strategic advice, successful projects and transactions enacted to the highest ethical standards.



## “...respected automotive acquisition and divestiture advice through complete transactions”

From acquisition and divestiture advice, to due diligence through transaction closure - ARCG can work with a clients' advisors, banking organisations, holding companies and major investors in providing strategic counsel, and to the extent required handling the complete transaction through due diligence to completion.

*“ ... maximising value, acquiring companies for less, selling companies for more using our automotive industry expertise and contact base - we get the job done”*



worldwide.

## Global services

Specialist automotive industry corporate, product and market knowledge used to assist companies grow vehicle, components, services and financing activities

- Passenger & Commercial Vehicle Manufacturers' global operations
- Component Suppliers' national and global operations
- Passenger car, SUV, light medium & heavy duty truck, bus & coach product
- Component assemblies & individual component sectors:
  - engine & driveline
  - suspension, steering & braking
  - electronics & mechatronics
  - interior & exterior trim
  - materials and processes
  - fuels and lubricants
  - infotainment, communications & telematics
- After-sales service and parts aftermarkets
- Restructuring vehicle retail distribution
- Construction equipment, cranes & agricultural machinery
- Transportation logistics strategy related to changing manufacturing and supply footprints
- Leasing and financing operations development
- Internationally recognised M&A Practice



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### What can we do for you...

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[www.arcg.co.uk](http://www.arcg.co.uk)