



AVANTALION

CONSULTING GROUP

YOUR PARTNER FOR
FINANCIAL SERVICES & BANKING PROJECTS
IN ASIA & EASTERN EUROPE

Setting up Captive Auto Finance Companies in Emerging Markets

Project References & Business
Cases

April 2012

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Our Services

SCOPE OF PLANNING ACTIVITIES:

- Identify, integrate and consolidate project plan, major milestones, budget and staffing requirements.
- Develop project organization chart and work package descriptions.
- Task responsibilities for immediate, mid-term and long-term deliverables.
- Clarify dependencies, critical path and hand-off points within teams.
- Implement mitigation plans for project risks & threats.
- Facilitate project communication & meeting plans to ensure stakeholders and contributors networked-in.

MAIN FEATURES OF PROJECT MANAGEMENT ACTIVITIES:

- Strategic insights into the project dynamics in a bank start-up project.
- Independent monitoring of the project progress.
- Preparation and facilitation of weekly project status meetings.
- Evaluation and Processing of Change Requests, Quality Reviews and Risk Reviews.
- Supervision of the IT efforts for infrastructure and software implementation.
- Consulting on local auto-finance specific challenges.
- Coaching and supporting the local Project Leader and Headquarters Executives.







Our Services by Client

Client	Location	PMO	Project Planning	Project Setup	Project Ramp-Up	Project Execution	Post Go-Live
Daimler-Chrysler Auto Finance China	Beijing						
Mercedes-Benz Bank Russia	Moscow						
VW Bank Russia	Moscow						
VW-SAIC Financial Services JV China	Beijing	Pending			Pending	Pending	
VW FS Korea	Seoul						
Hyundai BAIC JV China	Beijing	Pending			Pending	Pending	

Client Objectives & Special Challenges

Client	Location	Retail	Wholesale	Leasing	New Office Premises	Joint Venture	Regulatory Challenges
Daimler-Chrysler Auto Finance China	Beijing						
Mercedes-Benz Bank Russia	Moscow						
VW Bank Russia	Moscow						
VW-SAIC Financial Services JV China	Beijing						
VW FS Korea	Seoul						
Hyundai BAIC JV China	Beijing						

Project Outcomes & Value Added

Client	Location	PMO Days	% of Budget	ON Time	ON Budget	Cost per Month of Delay	IT Savings*
Daimler-Chrysler Auto Finance China	Beijing	Ca. 320	8%			500k€	
Mercedes-Benz Bank Russia	Moscow	Ca. 250	15%			250k€	200k€
VW Bank Russia	Moscow	450+	10%			10-15% of total budget	270k€
VW-SAIC Financial Services JV China	Beijing	30 person days		In Progress	In Progress	Planning time & effort reduced 4-6 weeks.	
VW FS Korea	Seoul	In Progress		In Progress	In Progress		280k€
Hyundai BAIC JV China	Beijing			In Progress	In Progress		

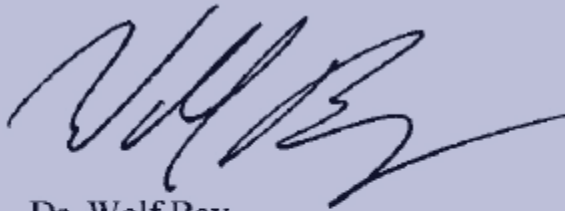
* Due to contract and vendor negotiations support.

Client Contacts

Client	Location	Contact 1	Contact 2
Daimler-Chrysler Auto Finance China	Beijing	Dr. Wolf Bay President and CEO Mercedes-Benz Auto Finance (China) Ltd.	Hermann Hauser Director of Operations & Risk Mercedes-Benz Auto Finance (China) Ltd.
Mercedes-Benz Bank Russia	Moscow	Frank Hieke Managing Director Mercedes-Benz Finance Russia (2005 – 2009) Now: General Manager ASKK Russia	Dr. Ralf Ewald Head of Eastern European Markets Daimler Financial Services AG
VW Bank Russia	Moscow	Norbert Dorn Head of Sales Europe East VW Financial Services AG	Simon Schreyer Project Leader / VW Bank Russia Project VW Financial Services AG
VW-SAIC Financial Services JV China	Beijing	Frank Schirmer Deputy Regional Manager Asia-Pacific VW Financial Services AG	Gabriele de Neidels Head of M&A Department VW Financial Services AG
VW FS Korea	Seoul	KB Lee Country Manager VW Financial Services Korea	Henning Brauer Project Leader / VW FS Korea Project VW Financial Services AG
Hyundai BAIC JV China	Beijing	Dong-Lim Shin Project Leader / General Manager China Representative Office Hyundai Capital	Sam Suh Vice-President / Head of Overseas Business Department Hyundai Capital

Quote from DCAFC* Reference Letter

Due to the competent, professional and dedicated project management, the project “Establishing DCAFC” was not only finished successful in time, scope and budget with the new company starting its operations in September 2005 but also became one of the benchmark projects within DCFS. Mr. Khashabian’s achievements are thus highly valued by the project team and are fully commendable.



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* DCAFC: since 2008 - Mercedes-Benz Auto Finance (China) Ltd.

Our Value Proposition

- We want you to be fully satisfied with our performance and delivery.
- We strongly believe that the services we offer will bring your business forward.
- Our primary concern is to add value and to help you achieve your objectives.

WE GROW BUSINESS



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Bijan Khashabian

Bijan Khashabian brings over 16 years of experience in senior management positions in a variety of industries internationally. He has supported major corporations as program / project manager and consultant in Germany, Thailand, China, Russia, and other countries.



Mr. Khashabian obtained a Master Degree in Business Management at the University of Frankfurt, Germany. After seven years in senior management positions he went on to obtain a second MBA in International Consulting from the University of Pforzheim in Germany.

During his five years at Daimler Financial Services, Mr. Khashabian was first responsible for establishing worldwide process management standards, before he was assigned to the project manager role in China, where he successfully helped to start up the Financial Services operations of Daimler. Later in his role as head of the worldwide project management department in Berlin, he was instrumental for the successful bank start-up in Russia. Mr. Khashabian later set up & headed the global program office of a multi-year, 500M€ global IT consolidation program.

Since 2009 Mr. Khashabian has been involved in auto finance projects in Russia, China, India and Korea.

Mr. Khashabian is Managing Director of Avantalion International Consulting and Member of the Board of Directors of the Avantalion Consulting Group.

Bruce Pon

Bruce Pon brings 12 years of experience delivering project management and consulting to Fortune 500 companies in Europe, Asia and the Americas.

Mr. Pon obtained a Bachelor of Science Degree in Engineering from the University of Saskatchewan in Canada.

Mr. Pon worked 5 years at Accenture where he helped to roll-out the first nationwide mobile service in America, devoted 3 years to reform the 6B\$ welfare system in Ontario through the implementation of new Case Management software & processes, and implemented a global Siebel CRM system for a major chemicals company.

At Daimler Financial Services, Mr. Pon helped to start-up 4 banks and financial services companies in China, Russia, Romania and the UAE, with China being cited as a “Best Practice” example for project management and execution. Mr. Pon also delivered on regional and global process and IT system consolidation efforts for Daimler Financial Services.

Since 2009 Mr. Pon has been involved bank setup activities for auto captives in Russia, Korea and China.

Mr. Pon is a Partner and Consultant at Avantalion International Consulting.



Contact

Our Locations



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