



AVANTALION

CONSULTING GROUP

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

Setting up Captive Auto Finance Companies in Emerging Markets

Our Value Proposition

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WWW.AVANTALION.DE

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Our Value Proposition

Proven & Unbeatable Experience in Auto Finance Setup



You seek an experienced partner with a proven track record who provides an unmatched level of comfort and security to help implement your automotive finance business model.

We will allow you to:

- Start-off running in one of the world's most explosive growth markets.
- Implement your specific business model in a new market.
- Focus your resources and efforts on the truly critical activities while avoiding the pitfalls that others have encountered.
- Exploit fully your in-house know-how and resources to maximize their impact in the market.
- Get the most out of your vendors and know that the vendors are adding maximal value to achieve your goals.

What Our Clients Can Expect From Us

Best Practices Combined with Local Insight



We have successfully implemented banks in China and Russia and supported the establishment of financial services companies in Eastern Europe and the Middle East.

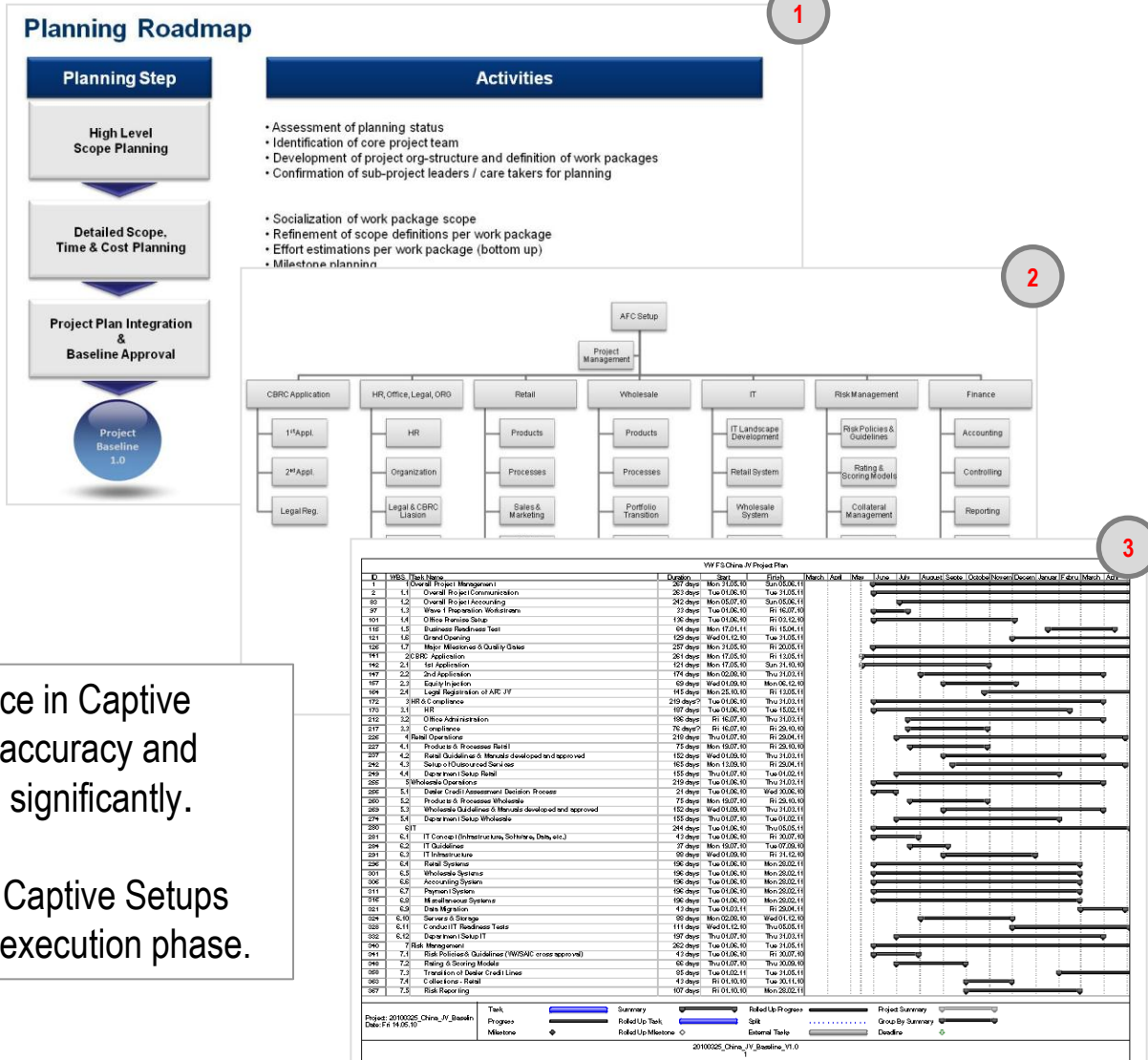
We will offer you:

- A customized and proven roadmap for the project setup and execution that gives you a laser- focus on your resource- planning, scope definition and market entry strategy.
- Strategic insights into the project dynamics within a bank start-up project.
- A sensitivity for the cultural and human-resource factors that can be critical to allow your team to gel and excel.
- An understanding of the market and economic trends.
- Knowledge of the regulatory and legal environment.
- An intimate grasp of the existing IT ecosystem – the market players for software providers and vendors, along with the infrastructure and hosting challenges

What Our Clients Can Expect From Us

Best Practices Combined with Local Insight

- (1) Our customized planning roadmap will guide you smoothly through the planning process.
- (2) Our experience will help you choose the right project structure and include the complete scope.
- (3) Our proven Project Plan Blueprint will increase accuracy and reliability of your planning.



- Capitalizing on our vast experience in Captive Setups you can increase speed, accuracy and reliability of your project planning significantly.
- Our full-lifecycle experience with Captive Setups will help guiding you through the execution phase.

Our Service Offerings



Project Planning

- Experience from various Bank Setups in Eastern Europe, Asia and the Middle East
- Detailed Project Plan including Budget, Resources and Dependencies

- Use our proven Project Plan Blueprint
- Reduce planning time by 4-6 weeks
- Increase accuracy and reliability of your planning



Ongoing Project Management

- Ongoing Professional Project Management
- Experienced Project Managers with Captive Background
- Coaching and supplementing the local Project Management Team

- Increase transparency and predictability during project execution
- Gain Strategic insights into the project dynamics within a bank start-up project



IT Project Management

- Ongoing IT Project Management
- Experienced IT Project Managers
- IT Vendor Management & Controlling
- Evaluation and Processing of IT Change Requests, Quality Reviews and Risk Reviews

- Know the local IT ecosystem – the market players for software, hosting and infrastructure.

Additional Business & IT Consulting Offerings



Business Requirement Documentation

- Comprehensive Captive Process Library as starting point
- Hand-picked auto finance experts to capture the business requirements with the client
- Capturing activities, responsibilities, IT systems and documents on the process flow
- Description of functional requirements based on streamlined target processes capturing specifics of the local market
- Description of non-functional system requirements



Vendor Selection & Contract Negotiations

- Shortcutting the vendor selection process based on proven market experience, leap-frogging the long-listing process and directly starting with the 2-3 main local market leaders
- Structuring the RfP process and analyzing the vendor responses
- Definition of selection criteria, design of the decision making process and consolidating the project team's evaluation results
- Structuring the contract negotiation process in favor of the client, definition of negotiation goals and facilitation of the contract negotiations with the chosen vendor

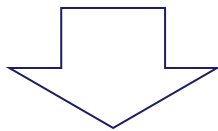
Why is Project Management Crucial?

- The range of possible outcomes in bank setup projects is broad
- There are numerous planning choices
- There are many execution challenges ahead

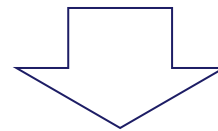


AVANTALION's Project Management employs a structured methodology that forces you to:

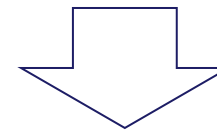
1. Plan realistically,
2. Choose the most suitable approach and,
3. Monitor the progress and master the challenges



Efficiency

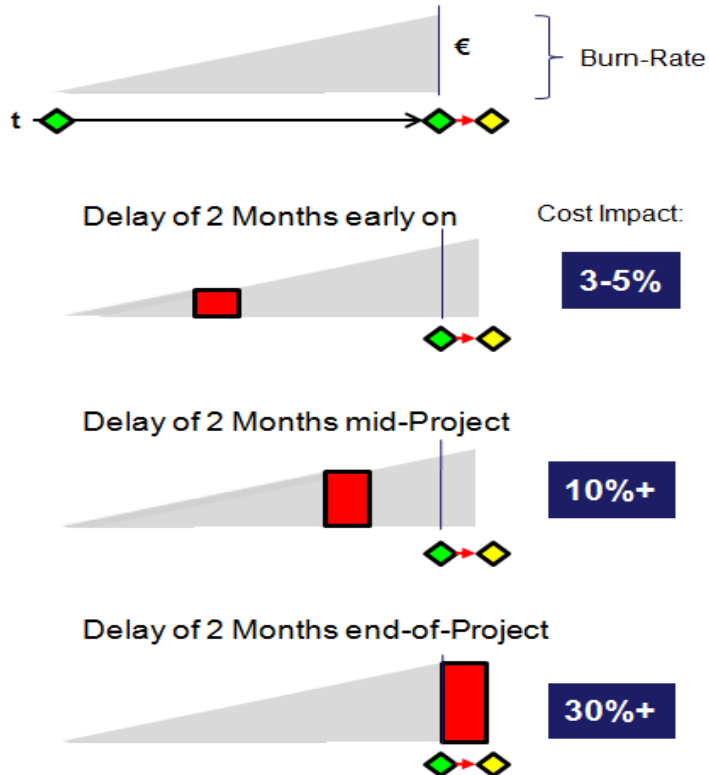


Transparency



Predictability

Cost Driver #1 – Execution Delays



- Monthly Burn-Rate peaks just prior to Go-Live.
- The Cost Impact of a Delay depends on *when* it occurs.
- A delay of 1 month will cost up to 10x more in the last 3 months of the project compared to the first 3 months.

Wouldn't you rather invest now in professional project management than paying for a large budget overrun later, due to delays?

Relevant Project References

Process Management



- As-is analysis and modelling current processes (core and support processes) at Fuso / Fuso Financial
- Harmonisation of core processes and publishing of process information

Project Management



- IT Software Vendor Selections in Russia & Korea
- Gap Analysis & Implementation Planning
- Contract Negotiations

Market Expansion



- Establishment of Automotive Bank of Volkswagen Financial Services in Russia
- Acquisition of banking license, setup of operations and implementation of all IT systems
- Project Planning for Market Entries in China, Korea & India

Process Management



- Process Documentation for Retail Finance Processes in Russia
- Business Requirement Documentation for Software Implementation Project

Project Management



- Project Planning for the Setup of an Auto Finance Joint Venture setup in China
- Project Plan Development incl. Resource Planning, Budget Planning, Communication Planning

Market Expansion



- Organizing market entries of Daimler Financial Services in Russia, China, Romania and Dubai
- Project Management, IT-Project Management, Coaching, Business Readiness Tests, Project Audits

Past & Current Clients

DAIMLER

VOLKSWAGEN FINANCIAL SERVICES
ARTIENGESELLSCHAFT



IBM®

SIEMENS



AREVA



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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