

SE Support to Strategic Investors

Advanced Mobility, Transport and Automotive

We are an international management consulting company focused on mobility

SE

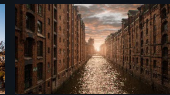


- Focused on mobility and the automotive industry
- Technology-driven mindset shared by a unique team of consultants
- Award-winning consulting approach and experience

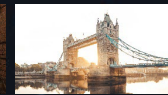
Global presence with offices in



Munich



Hamburg



London



Detroit



Shanghai

For 8 years straight, our team has been awarded “Best Consultants” in Germany

Successful delivery

325

Projects successfully delivered since 2010

From

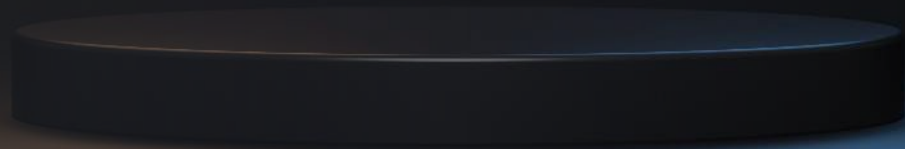
Global programme lead for 14 new electric vehicles from a Chinese newcomer OEM

To

Global technology and market study for electric supercharging systems



Academic background of SE consultants



We provide a unique combination of technical industry knowledge and pragmatic collaboration methods

SE

SE

Trusted advisors

Industry expertise, relationships and insights to provide the right direction and guidance

SE

AVL

Pragmatic approach

Tried and tested, collaboration-based consulting approach to ensure alignment and feasibility

AVL

Technical capability

Deep engineering experience combined with the support of a global engineering consultancy*

Your trusted advisor in the transport, clean energy & mobility industries - delivering real implementable solutions

*Strategy Engineers is part of the AVL Group of companies

Our competences cover the key sectors impacting the adoption of advanced and clean mobility and energy; the hydrogen ecosystem is a clear area of focus

Key areas of opportunity in advanced mobility

Electrification

- Powertrain transition to increasingly electrified propulsion from hybrids to battery electric vehicles
- Range of applications from micromobility through to commercial vehicles

Hydrogen and alternative fuels

- Low-carbon applications requiring fast refuelling times provide a major opportunity for hydrogen
- Near-term decarbonisation can be achieved with ICE through alternative fuels

Future Infrastructure

- Hydrogen refuelling station rollout will need significant ramp up to support adoption
- Smart city development needed for future mobility e.g. inductive charging and active traffic management

Mobility as a service

- Major growth seen in the uptake of shared services provides potential profit pool in mid-term horizon
- Mapping fast changing user preferences to emerging technologies is essential

Connectivity

- Increasing levels of connectivity allow seamless transition between multi-modal journeys
- Differentiation often led by those able to achieve best-in-class connected features and services

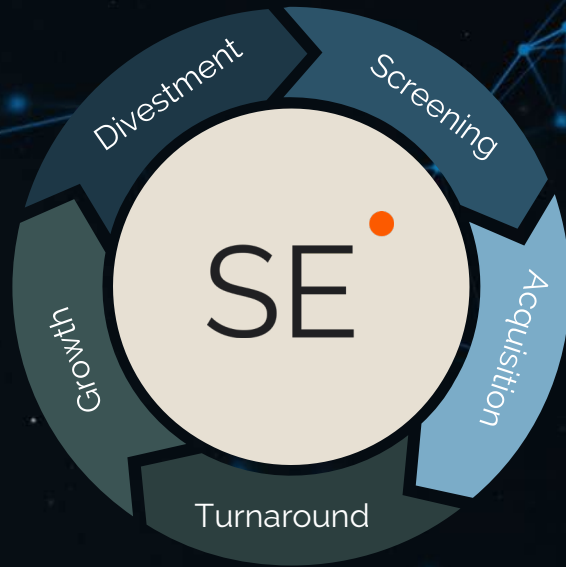
Data & downstream business models

- Abundance of data generated across the mobility space provides large potential for monetisation
- Value is shifting from upstream to downstream business models offering higher margins

We understand the investment community and can “translate” technical and engineering insights into actionable language to support investors

SE

Value creation cycle: Overview



Our end-to-end capabilities

- SE supports investors through all phases of the value creation cycle from screening through to divestment
- Areas of expertise
 - Screening: Finding the right targets in the market place
 - Acquisition: Completing due diligence to support evaluation
 - Turnaround: Managing organisational transformation
 - Growth: Driving growth of the business
 - Divestment: Planning and prioritising exit strategies
- Our experience with the investment community allows us to provide actionable insights to drive successful decision in complex and evolving markets

We offer end-to-end investor support for all merger and acquisition requirements

Our screening and acquisition process provides an in-depth analysis of the risks and opportunities allowing certainty in the final investment decision

SE approach to screening and acquisition



1) Potential extension to support quantification of return on investment

Are you ready for the next step?



Let's talk about your project!

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