

Real Challenges. Real Solutions.

Getzler Henrich: Helping Clients Navigate the Evolving Automotive Industry

Supply chain issues, the transition to electric vehicles, production challenges, and rising input costs: the automotive industry is experiencing rapid change. Automotive manufacturers need to adapt and pivot with the evolving industry, and Getzler Henrich's team of industry experts is here to help. In addition to operational improvement and turnarounds, Getzler Henrich provides the following specialized services to assist our automotive clients:

- Support for renegotiations of contract terms and surcharge requests
- Liquidity enhancements and support options
- Recovery of PPAP and tooling costs
- Negotiations with Customers/Organized Customer Groups
- Accommodations agreements
- Consensual resourcing and bank builds

Our Process Creates Real Value:

We combine best-in-class financial advisory practices with real-world operational experience, resulting in a better outcome.



Diagnostic Phase

Rapid & Pragmatic

Our experts evaluate your unique situation & develop a solution custom-fit for your needs



Realistic Action Plan

Efficient & Effective

Our plans are based on sound business practices & backed up by real-world experience



Measurable Achievable Results

Agile Leadership

Our team's focus is on achieving timely results with honesty and integrity

Our Range of Services

Operational Improvements

- Supply Chain optimization
- Purchasing controls, forecasts
- Working capital/inventory management
- Lean and Six Sigma process improvements
- Customer order management, production scheduling
- Manufacturing and overhead cost reductions

Turnaround and Restructuring

- 13-week cash flow forecasting, variance analyses
- Business plan and financial statement projections
- Lender and forbearance agreement negotiations
Refinancing and debt restructuring
- Interim CEO, CFO, COO, CRO, and Board Director
- Bankruptcy Advisory
- Wind down and liquidation management

Getzler Henrich's comprehensive suite of services is structured to assist stakeholders involved in stressed and distressed situations across a variety of asset classes. Our professionals have deep experience in the automotive industry and have assisted numerous automotive suppliers through difficult situations with their customers, vendors, and senior lenders.

This vast and deep experience enables us to develop and execute solutions with speed, competence, and integrity.

Representative Engagements



Chief Restructuring Officer for Fuel Components Manufacturer

Chief Restructuring Officer for a \$400 million Tier 1 manufacturer and supplier of fuel delivery and routing components and fluid handling systems for light truck and passenger vehicles. Led the reorganization and sales processes for the company's two primary business lines as going concerns to strategic buyers. Transactions were awarded the Global M&A Network's Atlas award for Special Situation M&A Deal of the Year (\$100MM plus).



Interim CFO at Automotive Metal Stamper

Interim CFO of a \$200 million metal stamper. Implemented new manufacturing procedures at two plants, negotiated better buying procedures from a smaller group of steel providers with extended payment terms, refinanced the loan facility, conducted a sale of two unrelated businesses, and wound down a real estate subsidiary. As a result, the company improved from a net loss of over \$6 million to a profit of \$2 million.



Independent Board Director for Tier 1 Supplier

Appointed as Independent Board Director for a \$400 million Tier 1 manufacturer, engineering, and design firm of lightweight aluminum components for automotive, commercial, industrial, and agricultural vehicles. Liquidity and supply chain issues with operational problems resulted in an inability to meet customer order timelines. Defaulting on revolver and term loans, the company entered into customer funding and accommodation agreements. GH was appointed as Independent Board Director to the Special Sales Committee to initiate and oversee the sale, find a buyer, and direct the investment banker.



Financial Advisor to Secured Lender Tier 2 Manufacturer

Advised the senior secured lender for a \$175 million Tier 2 manufacturer of formed, precision machined, and cast metals for the automotive, industrial, and transportation markets. Advised the revolver lender through several forbearance periods, including negotiations with the company and its term loan lender on a restructuring plan and with the borrower's customers on long-term supply agreements.

Contact Our Experts for an In-depth View

We're committed to tailoring the right team with the right skills and track record for each client. Contact one of our senior-level consultants to demonstrate the breadth of our expertise.

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