

Overview of Alvarez & Marsal

Alvarez & Marsal is a global professional services firm which has set the standard for helping organisations tackle complex business issues, boost operating performance and maximise stakeholder value.

11,000+
Professionals

5
Continents

40
Countries

90
Offices



Industry Expertise

- Automotive
- Consumer Products
- Energy
- Financial Services
- Healthcare
- High Tech
- Manufacturing
- Public Sector
- Real Estate
- Retail
- Transportation and Logistics

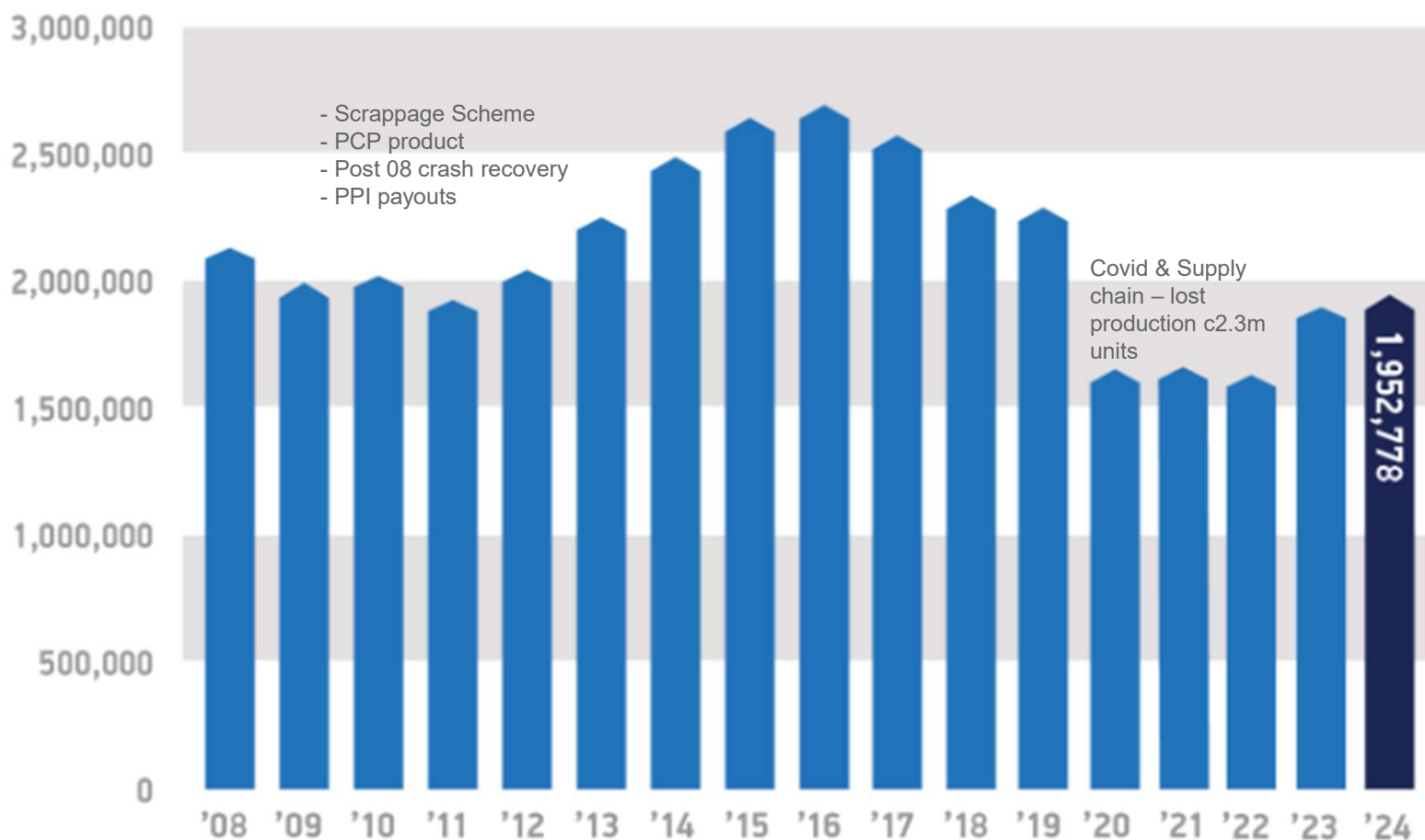
A&M Global Services and Expertise

Restructuring & Turnaround	Private Equity Services	Corporate Performance Improvement	Tax	Disputes & Investigations	Valuation	Regulatory & Risk Advisory
<ul style="list-style-type: none"> ▪ Interim & Crisis Management ▪ Restructuring Advisory ▪ Corporate Finance ▪ Creditor Advisory ▪ Debt Advisory ▪ Insolvency ▪ Claims Management Services 	<ul style="list-style-type: none"> ▪ Buy side Integrated Due Diligence ▪ Divestiture Services ▪ Portfolio Operations Improvement ▪ Interim Management ▪ Merger Integration and Carve-out Services 	<ul style="list-style-type: none"> ▪ Corporate Transformation ▪ Human Capital ▪ Growth ▪ Merger, Acquisition & Divestiture ▪ Supply Chain Services ▪ Technology Services 	<ul style="list-style-type: none"> ▪ Global Transaction Tax Advisory ▪ Merger Integration ▪ Private Client Services ▪ Compensation & Benefits ▪ Transfer Pricing 	<ul style="list-style-type: none"> ▪ Advanced Data Analytics ▪ Business Intelligence ▪ Compliance & Anti-Corruption ▪ Cyber Solutions ▪ Disputes & Investigations 	<ul style="list-style-type: none"> ▪ Complex Financial Instruments ▪ Financial & Tax Reporting Valuation ▪ Litigation & Dispute Valuation ▪ Portfolio Valuation & Advisory Services 	<ul style="list-style-type: none"> ▪ Banking ▪ Corporate Risk Management ▪ Diversified Financials ▪ Global Cyber Risk Services ▪ Insurance Regulatory

Systemic factors impacting many sectors

Since Covid, many sectors have suffered from over-gearing, erratic volumes / customer demand and margin pressures.

ANNUAL NEW CAR REGISTRATIONS 2008 to 2024



Specific headwinds to the automotive retail sector

New car registrations in the UK are seeing minimal growth, private sales are in decline. EV has not yet captured the public imagination but new entrants are bringing lower priced models to market, testing traditional brand loyalties.

Vehicle supply

- OEMs driving new registrations again
- Used cars still in short supply and selling fast
- EV demand still not there

Cost to change

- Expiry of PCP/HP terms
- Discounting/list prices
- Residual values of EV

Margin pressure

- Finance commission
- Stock funding cost
- Remarketing costs

Business models

- ZEV Mandate
- Agency, parked for many
- New entrants

Client observations

- Management information
- Poor used car preparation
- Short term viewpoint
- Diversity
- Sales processes
- Transaction activity

Further down the road

Automotive retail will continue to face challenges during the next twelve months although opportunities are presenting themselves for some businesses to take advantage.

Supreme Court ruling

“potential to cause considerable economic harm and could impact the availability and cost of motor finance for consumers.” *UK Treasury*

“If motor finance customers have lost out from widespread failings, we are likely to consult on a redress scheme.” *FCA*

Artificial Intelligence

“The remarketing sector is on the cusp of a transformative era as artificial intelligence (AI) integrates into processes like vehicle health assessments, movement logistics and optimising stock selection” *VRA*

Access to funding

“Private Equity builds \$722 billion war chest in hunt for deals” *Bloomberg UK*

