

You focus on your business, CSM Worldwide will help you focus its future

Focusing on the decisions that affect the long-term survival of your company can be tough when managing in today's hyper-competitive automotive environment. CSM Worldwide delivers industry intelligence, competitive insight and market understanding to **make your planning and decision-making process easier and more accurate.** CSM Worldwide puts at your fingertips:

- The most diverse set of key industry relationships
- Seasoned economic and automotive analysts
- Unsurpassed, ground-breaking market intelligence
- The most powerful, dynamic global data infrastructure
- Market-validated methodologies and practices
- The largest, independent pure-play automotive analysis and consulting team



decision-making

"CSM Worldwide has been very responsive to our needs, and their production and sales forecasts have been very accurate. We truly value the working relationship with CSM, which goes well beyond just receiving a sales or production forecast."

– Toyota

csm | worldwide™

automotive
market
foresight

Today, you can begin planning a successful tomorrow.

There is a CSM Worldwide location near you ready to bring the planning power of CSM Worldwide services and solutions to your fingertips.

Detroit Office - Global Headquarters
21500 Haggerty Road, Suite 300
Northville, MI 48167 USA
Phone: +1 248 380 9000 • Fax: +1 284 380 9009

Grand Rapids Office
2851 Charlevoix Drive SE, Suite 301
Grand Rapids, Michigan 49546 USA
Tel: +1 616 464 4224 • Fax: +1 616 464 4225

Frankfurt Office
Gartenstrasse 27
61352 Bad Homburg Germany
Tel: +49 6172 66263 0 • Fax: +49 6172 66263 29

London Office
Suite 1b, Cobb House
Oyster Lane
Byfleet
Surrey KT14 7DU United Kingdom
Tel: +44 1932 349661 • Fax: +44 1932 349991

Paris Office
Batiment D
79, avenue Edouard Vaillant
92100 Boulogne France
Tel: +33 1 46 10 65 77 • Fax: +33 1 46 10 65 78

Shanghai Office
22 B, PuFa Tower
588 South Pudong Road
Pudong, Shanghai 200120 China
Tel: 0086-21-68889599 • Fax: 0086-21-68889598

Tokyo Office
Takamatsu Bldg. 3F
2-7-6 Misaki-cho
Chiyoda-ku, Tokyo
101-0061, Japan
Tel: +81 3 5212 3091 • Fax: +81 3 5212 3094

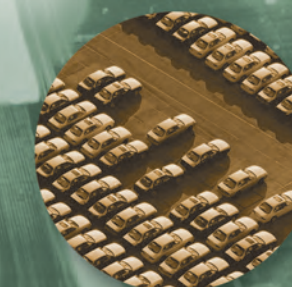
São Paulo Office
Av. José de Souza Campos, 243 - Sala 11
13025-320 - Cambuí
Campinas - SP - Brasil
Tel: + 55 19 3295 8740 • Fax: +55 19 3254 9215

CSM Worldwide also has affiliate offices around the world; please contact our global headquarters for additional information.

csm | worldwide™

Will your business be competitive tomorrow, based on the decisions you make today?

Put the future at your fingertips.



OEM



SUPPLIER



FINANCIAL

Today, you can secure your future by...

- Understanding your competitive position
- Evaluating the impact of market trends
- Knowing which suppliers are being sourced
- Strategically targeting new programs
- Identifying realistic goals



and by making timely, well-informed planning decisions that...

- Optimize your capacity
- Leverage your competitive advantage
- Reduce your costs and risks
- Make you less vulnerable to market forces
- Help assure your continued success

Make better strategic business decisions
that point you to the highest return at the least risk.

Are you ready for tomorrow?

"I find that of all the other services, CSM's information is the most current and accurate. It is comforting to know that they have people all over the globe who understand that the integrity of the information is paramount."

– Johnson Controls

Safeguard your future with the planning services and solutions from CSM Worldwide

Competition will get tougher, the market more competitive, some players will disappear, and factors that influence your business will become increasingly complex. CSM Worldwide knows there are **no simple answers**, so we continue to enhance our portfolio of **definitive planning services and solutions** to help you come up with **smart answers**.

SYNDICATED FORECASTING SERVICES

PRODUCTION

There is one global standard for automotive forecasting and analysis that should drive your planning: the **CSM Worldwide Vehicle Production Forecast Service**, which includes:

- Future model lifecycle plans and forecast volumes
- Detailed regional economic and sales analysis
- Competitive positioning
- Manufacturing strategies
- Consumer and demographic trends
- Export potential
- Global product interactions

SALES

The most accurate vehicle intelligence in the business is the foundation of the **CSM Worldwide Vehicle Sales Forecast Service**. Easily access insightful sales information compiled from a careful analysis of:

- Macro-econometrics and statistical analysis
- Segment trends
- Brand strategies
- Model life cycles
- Consumer lifestyles and behaviors
- The industry's most accurate body of vehicle intelligence

POWERTRAIN

For the authority on engine and transmission intelligence, powertrain experts rely on the **CSM Worldwide Powertrain Forecast Service**. Complete and trustworthy, each forecast provides:

- Detailed analysis by engine platform
- Product features
- New technologies
- Exhaustive examination of regional, segmental, vehicle, engine and transmission demand

SUPPLY CHAIN & TECHNOLOGY

For the most comprehensive forecast on OEM component sourcing, turn with confidence to the **CSM Worldwide Supply Chain & Technology Forecast Service**, which covers:

- All major systems
- Modules
- More than 40 components
- Market and technology trend analysis
- Component supplier identification
- Installation volumes by vehicle program and nameplate

STRATEGIC ADVISORY SOLUTIONS

When the challenges of the auto industry require you to look beyond forecasting services, CSM Worldwide brings its portfolio of advisory services and solutions to your planning table.

OEM SOLUTIONS

CSM Worldwide leverages its unique market intelligence and syndicated forecasts to develop custom planning solutions that allow OEMs to better:

- Identify high-margin market-segment gaps
- Evaluate the effects of new technologies
- Maximize performance through offensive power plays
- Identify and pre-qualify low-cost-country sourcing
- Identify multi-million-dollar cost savings, and more

SUPPLIER SOLUTIONS

Wading through all the factors that influence success can be daunting; CSM Worldwide responds by developing custom solutions for automotive suppliers that:

- Set methods to prioritize business opportunities
- Evaluate the effects of top technologies
- Maximize performance through strategic power plays
- Optimize capacity
- Assess resource deployment
- Evaluate future vehicle pursuits
- Actively manage margin across your business portfolio, and more

FINANCIAL SERVICE FIRM SOLUTIONS

CSM Worldwide supports the investment and banking community with manufacturer and supplier assessment solutions that include:

- Strength-and-weakness assessment of a supplier's book of business
- Due diligence validation
- Red light/green light analysis
- Business portfolio evaluation
- Customer strategy analysis, and more

"CSM Worldwide turned our four-month business planning process into a two-week process with more accurate results. We now make decisions in real time."

– Lydall, Inc.