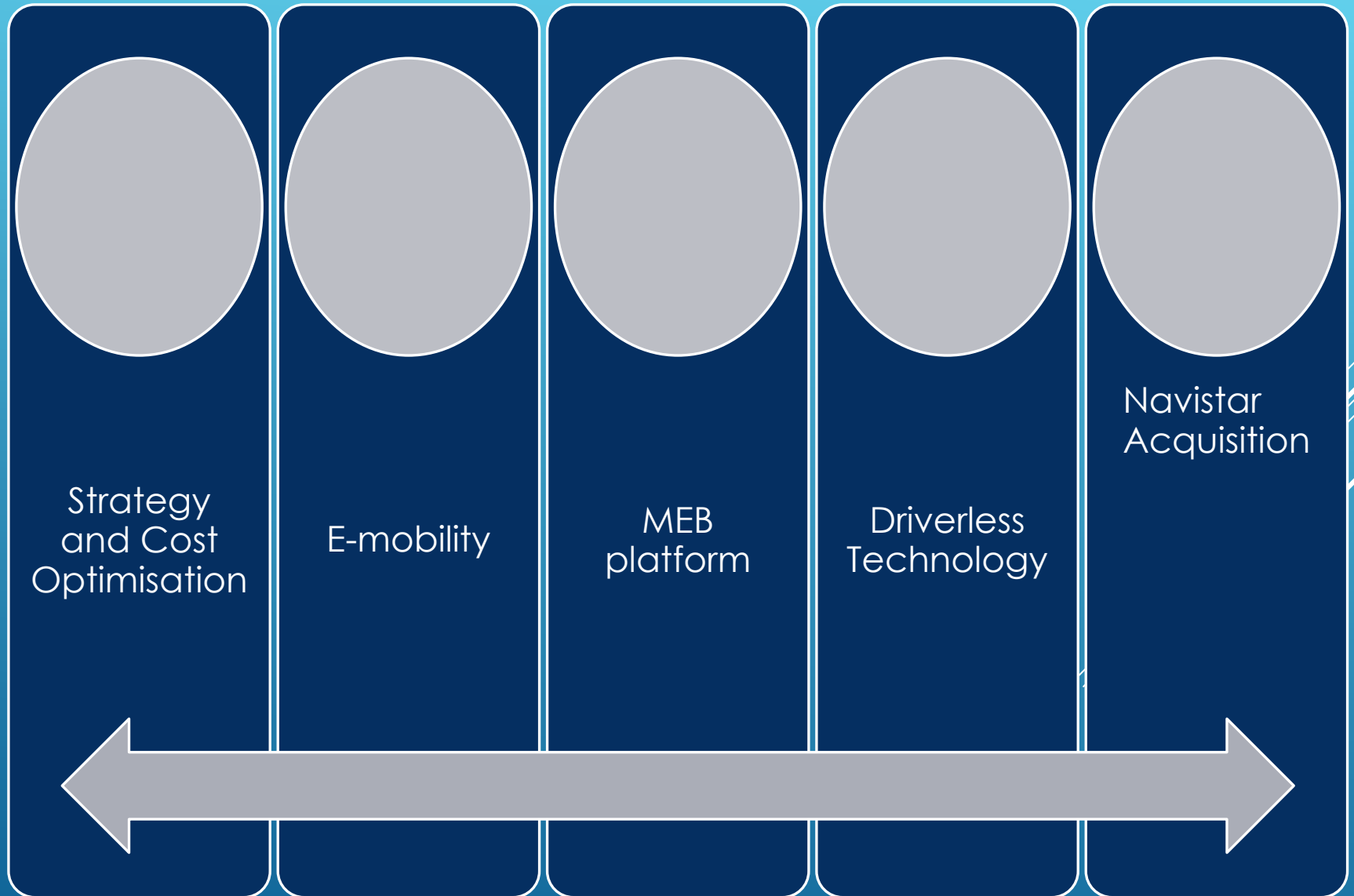


# **PRESENTATION BY TEAM PRESEC BOYS, GHANA**

**Darrell Kwei (Leader and Statistician)**  
**Gerrald Benson (Business Acumen)**  
**Jerry Paddy (Consultant)**

# PRIORITIZATION



# STRATEGY & COST OPTIMISATION

## Problems Identified:

- ❑ Deciding to fully centralise under Services Executive
- ❑ Proper handling of redundant executives
- ❑ Methods of Regulation of Management Responsibilities
- ❑ Training & Communication procedure

## Our Recommendations

- ✓ Partial Centralization under Services Executive
- ✓ Relocation of Redundant employees to Emerging markets
- ✓ Tighten conditions regarding extension of authorities
- ✓ Training should be more practical

# E-MOBILITY

## Problems Identified:

- ❑ Traffic in charging systems in the near future
- ❑ Limited sources of electricity
- ❑ Deciding the best recall strategy should the need arise

## Solutions/ our Recommendations:

- ✓ Creation of VW exclusive charging points
- ✓ High investment into alternative sources of energy
- ✓ Creation of reserves in case of partial recall as well as compensations.


<b>Volkswagen Group 2019</b>			
<b>Reserves for Unplanned Misfortunes</b>			
Reserve for:	Amount (€million)		
Voluntary Partial Recall	750		
Compensation	250		
<b>Total reserves</b>	<b>1000</b>		

# MEB PLATFORM

Problems identified:

- ❑ Whether or not to deal with BYD
- ❑ How to grow VWs EV Chinese market share

Recommendations:


- ✓ Accept Alliance with BYD
  - ✓ Centre sales efforts in USA, Germany and other geographic regions
- 

# DRIVERLESS TECHNOLOGY

## Problems Identified:

- ❑ Ensuring the customers trust in VWs driverless cars
- ❑ Ensuring VW makes the best of the deal with Ford.

## Our Recommendations:

- ✓ Emphasize VWs efforts on systems such as breaking and steering responses to avoid accidents
  - ✓ Making known VWs driverless vehicle intentions to ensure maximization of benefits of deal.
- 
- A decorative graphic consisting of several parallel white lines of varying lengths and orientations, located in the bottom right corner of the slide.

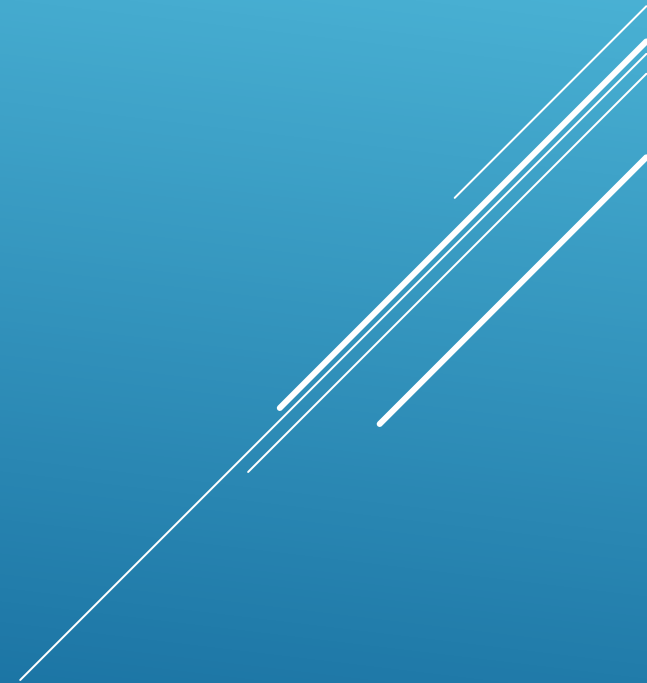
# Navistar Acquisition

## Problems Identified:

- Whether to fund acquisition of Navistar by:
  - Cash offer
  - Share-for-share exchange

## Our Recommendations:

- ✓ Fund acquisition by cash offer



# SUMMARY OF OUR RECOMMENDATIONS

## Strategy & Cost Optimisation

Centralise partially

Relocate managers

## MEB platform

Engage with BYD

Centre efforts in most developed markets

## E-Mobility

Creation of VW charging points

Investigation into alternative sources of energy

Creation of reserves for recalls

## Driverless Technology

Emphasize on safety

Make known driverless car plans

## Navistar Acquisition

Fund by Cash offer



