



## **BUSINESS CHALLENGES**

1

Dealing with
Worldwide
Harmonized Light
Vehicles Test
Procedure (WLTP)

2

Responding to developments in technology

3

Dealing with supply chain disruptions



## **OUR APPROACHES**



Market research



Market scanning and monitoring



Consumer research



Competitive intelligence

## RESULTS OBTAINED





EM DEUTSCHEN VOLKE

Acquired more than 20% of the German automotive market share

Devised a market entry strategy to enter the German automotive market

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