

## Johannes Messer – Consulting GmbH



### Foundry “Corona-Roadmap”

#### The Crisis in the Crisis

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With the onset of the global corona crisis, the critical situation of the foundries has become even worse. The crisis arose in the crisis. In contrast to similar situations in the past, it cannot be assumed this time, that the boom will start after the crisis as after the crises 94/95 and 08/09. Regarding the main sales market for foundries, the automotive industry, it can be assumed that future production figures will not reach the peak values of recent years so quickly. Even if the market is expected to consolidate, the foundries should set their production figures for the next few years realistically and not optimistically.

The complex starting point makes it clear that the classic crisis levers will not be enough this time. In addition, it is expected that it will also come with the end of Corona pandemic to changes in our industry. In addition, even after Corona, the challenges that existed before are not solved.

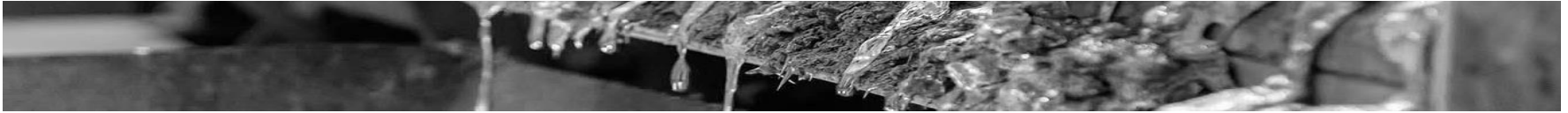
In order to solve the complex tasks, the foundry “Corona Roadmap” was created.

WE will be glad to help you, to find the right solutions for your company.  
(We are available for telephone and video conferences)

## The Crisis in the Crisis



<u>Phases</u>	Diagnosis: Crisis	Stand - by	Restart
<u>Indicator</u>	Early Warning Systems	Crisis Rader Chart	KPI'S
<u>To Do's</u>	<p><b>Crisis Management</b> Team: All Stakeholder</p> <p><b>1.Liquidity</b></p> <ul style="list-style-type: none"> <li>Working Capital</li> <li>Financing</li> <li>Personnel costs</li> <li>Stop of expenditures</li> </ul>	<p><b>2.Strategy, the foundry after Corona</b></p> <ul style="list-style-type: none"> <li>Customer loyalty</li> <li>Find partners</li> <li>Build flexibility</li> <li>Employee</li> <li>Sales</li> <li>Liquidity</li> <li>Opportunities / Risks</li> </ul>	<p><b>3. Business Excellence</b></p> <ul style="list-style-type: none"> <li>Operative performance</li> <li>Value chain</li> <li>Flexibility (production)</li> <li>Technology roadmap</li> </ul>
<u>Target</u>	Secure survival Avert damage	Minimize risks Develop the future (opportunities)	Strengthen quality of results
<u>Status</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/> In progress	<input type="checkbox"/> Planned



... we help you with the answers, and with the implementation.



**"It is not the strongest or the most intelligent who will survive but those who can best manage change."**

Charles Darwin



STRATEGY DEVELOPMENT



MANAGEMENT CONSULTING  
INTERIM MANAGEMENT



NETWORKING



COMPANY ANALYSIS