

ProfitFocus™ – Unlocking the Opportunity

Deloitte Motor Industry Services



Welcome to Deloitte Motor Industry Services

At Deloitte, we leverage over **25 years of expertise** in the automotive industry
to empower our clients.

Our robust data-driven solutions and comprehensive advisory services are designed to drive profitability, enhance customer experience, and foster sustainable growth.

From market intelligence to

performance tuning, our team of former

retailers, owners, OEM executives, and

best-in-class advisors bring a wealth of

knowledge and experience to

support your business.

Unlocking the Opportunity with ProfitFocus™

Deloitte has been working with the Automotive Industry for 25 years. Using the latest technology and expertise, we use our insights to tell the story of the automotive industry, enabling our clients to unlock their full potential and become market leaders.

ProfitFocus™ allows us to provide a unique commentary on the state of our industry, distil complexity, identify business risk and enable better, bolder decision making.

How ProfitFocus™ works

3 Performance Custom Data Collection Benefits Tracking Reporting Monthly data from Integrated tools Tailored reporting Proven track dealerships across flagging financial focusing on record helping Australia and New data anomalies dealership, **OEMs and Dealers** Zealand is and enabling network and achieve their standardised to reliable industry strategic initiatives enable common comparisons to performance. Live and enhance language of determined and dynamic customer performance. benchmarks. within platform. experience

- **Benefits**
- 1. Enhanced decision-making with data-driven insights.
- 2. Improved financial and operational performance.
- 3. Standardised benchmarks for consistent performance tracking.
- 4. Customisable reports to meet specific business needs.





Navigating the Future of the Automotive Industry

The automotive landscape is rapidly evolving with significant changes in market dynamics, distribution models, and technological advancements. As commerce intensifies, production becomes more complex and technology takes center stage, data driven insights have become critical to success.

Key industry trends include:

Electronic Vehicles (EVs)	Increasing demand and supply shifts towards EVs.
New Entrants	Contending with new market entrants in an already saturated market
Digital Transformation	Integration of advanced technologies to streamline operations and enhance customer experiences.
Future Outlook	As the industry adapts to these changes, it is crucial for dealerships to stay ahead by leveraging data-driven insights and adopting innovative practices. Deloitte's ProfitFocus™ platform provides the necessary tools to navigate these complexities, enabling sustained growth and competitive advantage.





Contact Us

Ready to Drive Your Business Forward?

We're here to help you thrive. Connect with us to unlock the full potential of your dealership.

Visit us at the Deloitte ProfitFocus website.

Join us in transforming the automotive industry and achieving excellence through data-driven insights and strategic advisory.

Lee Peters

Motor Industry Services Partner

lepeters@deloitte.com.au



Dale McCauley

Motor Industry Services Partner

dmccauley@deloitte.com.au

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms, and their related entities (collectively, the "Deloitte organisation"). DTTL (also referred to as "Deloitte Global") and each of its member firms and related entities are legally separate and independent entities, which cannot obligate or bind each other in respect of third parties. DTTL and each DTTL member firm and related entity is liable only for its own acts and omissions, and not those of each other. DTTL does not provide services to clients. Please see www.deloitte.com/about to learn more.

Deloitte Asia Pacific Limited is a company limited by guarantee and a member firm of DTTL. Members of Deloitte Asia Pacific Limited and their related entities, each of which are separate and independent legal entities, provide services from more than 100 cities across the region, including Auckland, Bangkok, Beijing, Bengaluru, Hanoi, Hong Kong, Jakarta, Kuala Lumpur, Manila, Melbourne, Mumbai, New Delhi, Osaka, Seoul, Shanghai, Singapore, Sydney, Taipei and Tokyo.

Liability limited by a scheme approved under Professional Standards Legislation.

Member of Deloitte Asia Pacific Limited and the Deloitte organisation.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms or their related entities (collectively, the "Deloitte organisation") is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser.

No representations, warranties or undertakings (express or implied) are given as to the accuracy or completeness of the information in this communication, and none of DTTL, its member firms, related entities, employees or agents shall be liable or responsible for any loss or damage whatsoever arising directly or indirectly in connection with any person relying on this communication.

