

Seamless solutions: From location strategy to success

Your Path to the Best Fit Solution

Objectives

Companies continuously face the urgency in redesign their global footprint and supply chains for today's market dynamics. Therefore, clients seek advice on:

- ✓ Redesigning and transform global supply chain, manufacturing, and R&D footprints
- ✓ Forming location strategy, conducting site selection, and assessments
- ✓ Structuring and negotiating MoU's including incentives and infrastructure requirements for best-value deals

Key deliverables

- 1 Define investment strategy and infrastructure requirements as part of investment strategy
- 2 Conduct location search, site competition and economic feasibility analysis
- 3 Negotiate MoU's including incentives and infrastructure commitments with authorities
- 4 Sign MoU / LOI to close the deal

Why PwC?

- **Vast experience** delivering large-scale investment projects.
- Global coverage with **on-the-ground** experts.
- **Proven toolkit** for site selection, infrastructure and incentive negotiations.
- **Strong partnerships** with leading Investment Promotion Agencies (IPAs).

Benefits

- **Accelerated decisions:** proven tools and experts for a fact-based site selection that aligns with strategic goals
- **Stronger negotiating leverage:** market benchmarks and optioned shortlists secure best-value terms.
- **Lower execution risk:** boots-on-the-ground validation of labour, utilities, logistics, permitting and other factors.
- **Board-ready case:** fact-based comparisons, sensitivities, and a clear audit trail for approval.
- **MoU** on all support commitments from public authorities

General approach



PwC expert team



Jan Philipp Otter Jan Pasemann



Kerstin Rohde

Steffen Sühnel

Yexin Qi

Our experience (selection)

- Auto – Battery plant – KR > CEE
- Auto – Chemicals plant – BE > CEE
- Auto – Battery plant – CN > DE
- IPS – Brakes services plant – DE > PL
- R&C – Heat pump plant – SE > PL
- TMT – Fab investment – US > DE
- TMT – Fab investment – CN > DE
- H&P – HQ and plant relocation – JP > DE
- A&D – MRO shop investment – DE > IN
- ...