

# LIFE IN THE FAST LANE

TRUSTED ANSWERS FOR THE AUTOMOTIVE INDUSTRY



THOMSON REUTERS®



## REMEMBER WHEN THE MOST COMPLICATED PART OF THE AUTO INDUSTRY WAS THE CARS?

Success in today's automobile industry is no longer just about the cars. Increasingly, winning and losing depend on how well a company can balance the exceedingly complex demands of global trade, regulatory compliance, technological disruption, and growing cost pressures in a marketplace where the rules of the game can change seemingly overnight.

Take strategic M&A, for example. There was a time not too long ago when auto industry M&A was all about platform synergies. If you could build five models out of the same basic platform, the economies of scale were hard to ignore. The decision to spend \$1 billion to acquire an artificial intelligence startup, as Ford did last year, signals a different world indeed.

Yet these are exactly the types of decisions auto industry professionals are confronting almost daily as a confluence of new innovation, disruption of age old consumer behaviors, and entirely new visions of human mobility come into focus. From GM's partnerships with Uber and Lyft to Volvo's launch of an all-inclusive subscription service, the strategic decisions being made today make it clear that this is a new age in the auto industry.

Even once routine tasks like managing corporate tax have become enormously complicated endeavors as auto companies expand deeper into global markets, wrestle with constantly changing tax codes, and navigate labyrinthine global trade laws. Likewise, legal & compliance departments must advise the business on a dynamic regulatory landscape and mitigate the company's exposure to litigation, while simultaneously streamlining operations in a cost-effective and efficient way.

THIS is the auto industry of today. It's an environment where getting it right means so much more than having the right ergonomics, a hot engine, or the most cup holders. It's also why Thomson Reuters has assembled an Automotive Practice Group to help the industry work through these new challenges.



I'll be the first to admit that Thomson Reuters is not exactly the first name most people would think of when they think about cars. But we are one of the first names corporate professionals think of when they have a global trade management challenge, a regulatory compliance hurdle to overcome, or a strategic acquisition to vet. Truth is, virtually every new challenge automakers confront in this brave new world of operational complexity is one that Thomson Reuters has built its reputation helping its clients conquer.

In the following pages, we explain the specific services and technology solutions Thomson Reuters offers to the auto industry to help you conquer this brave new world. Today's auto industry is a place where being able to project the impact of a regulatory change or evaluate

your currency and commodity risks are just as important as building great cars. We're here to help by delivering critical insight, workflow solutions, and deep domain expertise that unlock the information automakers and suppliers need to thrive in this ultra-complex marketplace.



**Carol I. Fox**

Global Head, Automotive Practice Group  
New York, U.S.A.

[Carol.Fox@tr.com](mailto:Carol.Fox@tr.com)

## ABOUT THE AUTOMOTIVE PRACTICE GROUP

As automakers confront new challenges from the systemic disruption currently unfolding in the global trade, regulatory compliance, technology and consumer demand components of the auto industry, Thomson Reuters provides automotive decision makers with critical insight, streamlined solutions, and deep domain expertise needed to excel in today's increasingly complex business operations.

**We look forward to working with you. For the latest news and insights visit [tr.com/auto](https://tr.com/auto)**



**Christopher D'Ambola**

Market Development Lead, Tax & Accounting  
New York, U.S.A.

[Chris.Dambola@tr.com](mailto:Chris.Dambola@tr.com)



**Mark Goodner**

Global Business Manager, Tax & Accounting  
Austin, U.S.A.

[Mark.Goodner@tr.com](mailto:Mark.Goodner@tr.com)



**Mary Beth Hernandez**

Global Head of Market Development, Legal  
New York, U.S.A.

[MaryBeth.Hernandez@tr.com](mailto:MaryBeth.Hernandez@tr.com)



**Derek Kelly**

Global Business Director  
Detroit, U.S.A.

[Derek.Kelly@tr.com](mailto:Derek.Kelly@tr.com)



**Veronique Oumeddour**

Global Business Director  
Paris, France

[Veronique.Oumeddour@tr.com](mailto:Veronique.Oumeddour@tr.com)



**Shoichi Sano**

Territory Sales Director, Automotive  
Tokyo, Japan

[Shoichi.Sano@tr.com](mailto:Shoichi.Sano@tr.com)



**Jesse Shannon**

Global Business Consultant  
Detroit, U.S.A.

[Jesse.Shannon@tr.com](mailto:Jesse.Shannon@tr.com)



# Capabilities to Support Professionals in the Automotive Sector

## CORPORATE STRATEGY & DEVELOPMENT

Technology disruption and the pace of M&A require comprehensive market intelligence.

**Eikon Research and Advisory** to keep current on news and research, M&A and VC deals and company financials

**Broker Research** to deep dive in sectors, companies and top trends of the automotive industry

**TR Knowledge Direct** to empower the broader organization with leading news and data



M&A activity in the auto industry is about expansion into new technologies and business models. We provide the most comprehensive coverage of M&A deals in the industry.



Spotting future business opportunities requires a more granular view of mobility markets than ever before. We have a long history of news gathering in Brazil, Russia, China, India, the Middle East and Africa via 28 in-country bureaus and more than 535 local editorial staff.





## SUPPLY CHAIN RISK MANAGEMENT

Growing regulatory and public pressure to ensure supply chains are free from unethical practices and restricted parties.

**World-Check, Screening Resolution Services** and **CLEAR** to screen suppliers and customers to ensure regulatory compliance and avoid financial loss and reputational damage

**Enhanced Due Diligence** to dive deeper and uncover hidden risk

**Compliance Learning** to ensure employees and 3rd parties are knowledgeable in policies/practices

**Connected Risk** to navigate Audit and ERM workflow

**ONESOURCE Global Trade Management** platform to manage import/export functions and FTA compliance with confidence



Thomson Reuters estimates that organizations lose \$200 billion annually in their supply chains by not managing risks effectively. We help you identify risks with solutions that systematically screen third-party relationships, including those hidden deep within your supply chain.

## CROSS BORDER TAX MANAGEMENT & GLOBAL TRADE

Global tax departments need to streamline and automate trade and tax compliance, ensuring accuracy and efficiency.

### ONESOURCE Product Suite

**Global Trade Management** to assist with import/export laws, freight classification and utilization of available free trade agreements

**Indirect Tax** to ensure compliance with sales, use and value-added tax laws

**Operational Transfer Pricing** to forecast, plan and actively manage transfer pricing on a monthly/quarterly basis

**Workflow Manager** for document and data management across departments and regions

**Compliance and Reporting** to simplify the tax reporting process and generate reports

**BEPS Action Manager** for a standardized and sustainable worldwide compliance process

9  
OUT OF  
10

9 out of 10 leading OEMs use  
Thomson Reuters ONESOURCE  
tax product suite



## LEGAL & COMPLIANCE

Addressing auto loan delinquencies, regulatory enforcement and exposure to litigation necessitate operational efficiency and enhanced productivity of legal and compliance departments.

**Legal Managed Services** and **Contract Express** to reduce document review, contract lifecycle management and due diligence costs. Additionally, reduce risk of penalties for non-compliance to key regulatory requirements (GDPR, etc.)

**CLEAR** for advanced investigative needs; making it easier to locate people, assets, businesses, affiliations, and other critical facts

**Tracker** to streamline the process of auditing and approving invoices from outside counsel and manage matters

**Practical Law** to help in-house counsel work faster by providing know-how, practice checklists, precedent contract templates, current market analysis and workflow tools

**Westlaw** for online legal research with global authoritative content, attorney-editor expertise and industry-defining technology

**ESG (via Eikon platform)** to manage corporate environmental, social and governance responsibilities



Corporations have redirected more than \$4 billion of legal work from outside law firms to in-house legal departments. We partner with auto companies to help drive efficiencies and free up staff for higher-value work.



57% of general counsels point to regulatory compliance as their #1 concern. Our third-party risk solutions help ensure supply chains are free from bribery, corruption, slavery, and financial crime.



15 major global OEMs subscribe to Practical Law for legal know-how, precedent contract templates and workflow tools.

## TREASURY

Global OEMs and suppliers have sophisticated treasury and financial management requirements.

**Eikon** for desktop financial analysis (FX, rates, commodities)

**Elektron** for real-time market data to feed Treasury Management Systems

**Datascope Select** for snap shot market and pricing data

**FXall** for electronic FX trading with multiple dealers

**Best Execution** for execution cost reporting

**Benchmark** data to feed financial reporting

**KYC (OrgID)** to manage and distribute KYC documents

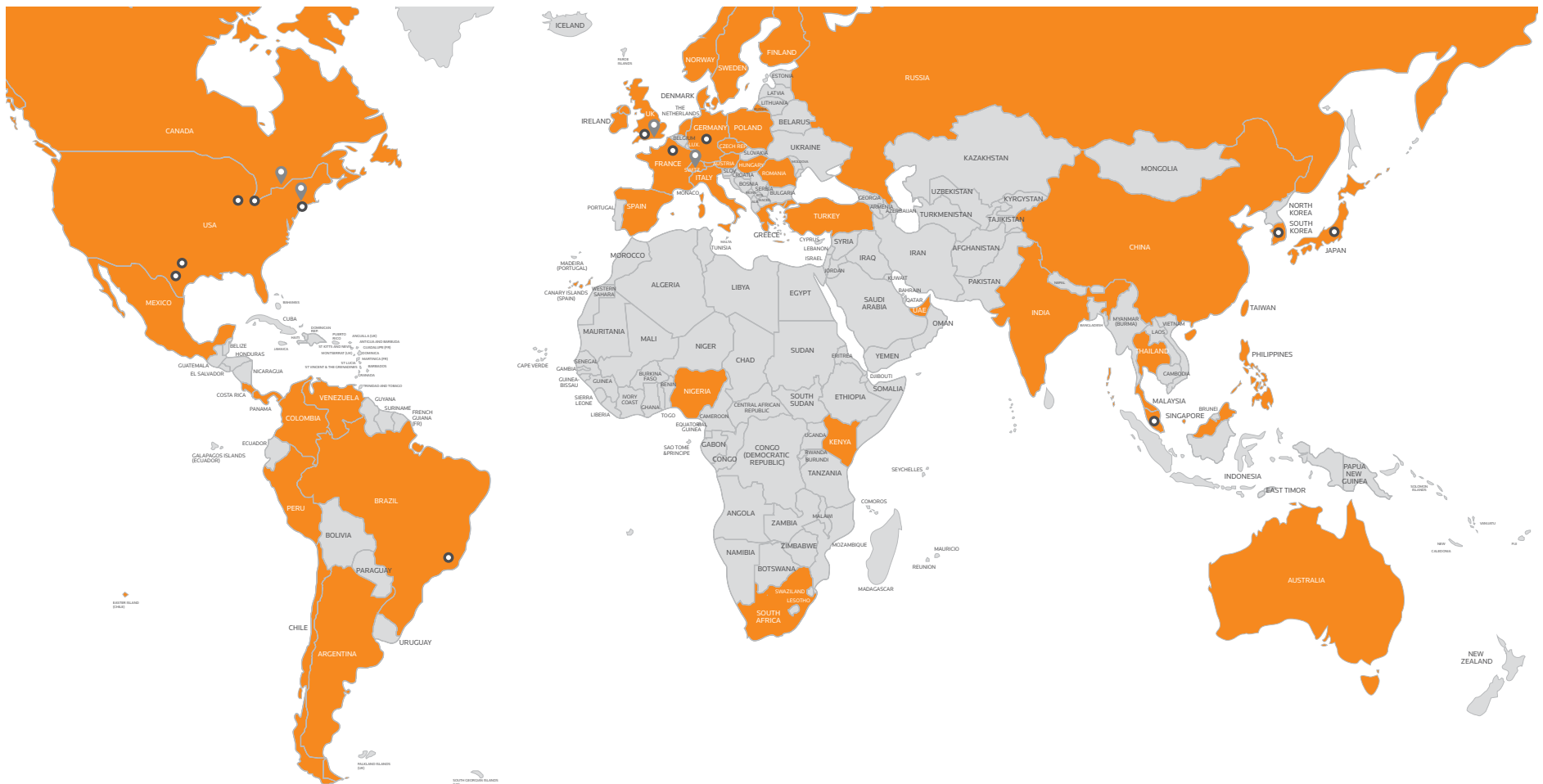


Our content, real-time and non-real-time feeds and leading FX trading venue integrate seamlessly with your existing Treasury Management System, driving efficiency and accuracy.

Thomson Reuters provides professionals with the intelligence, technology and human expertise they need to find trusted answers.

We enable professionals in the automotive industry to make the decisions that matter most, all powered by the world's most trusted news organization.

# THOMSON REUTERS GLOBAL NETWORK OF AUTOMOTIVE PROFESSIONALS



## ● Cities with Thomson Reuters Automotive Professionals

New York, U.S.A.  
 Detroit, U.S.A.  
 Chicago, U.S.A.  
 Dallas, U.S.A.  
 Austin, U.S.A.  
 London, U.K.

Frankfurt, Germany  
 Paris, France  
 Tokyo, Japan  
 Seoul, Korea  
 Singapore  
 Sao Paulo, Brazil

## 📍 Regional Headquarters

Toronto, Canada  
 New York, U.S.A.  
 London, U.K.  
 Baar, Switzerland

## ■ Countries with a Thomson Reuters Office

For the latest news and insights visit  
[tr.com/auto](https://tr.com/auto)



THOMSON REUTERS