

# HF&C

## UK LTD.

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## Company Presentation

**7 Stratford Place  
W1C 1AY London  
United Kingdom**

Telephone: +44 7966 137 005

Mail: [info@hf-c.co.uk](mailto:info@hf-c.co.uk)



## Who We Are

HF&C UK are a boutique management consulting with **high-level functional, technological competence** and **industry expertise**



**Our Mission** is to is to optimise business practices to **create value add** for our clients

**HF&C**  
UK LTD.

*Optimising Best Practice*

In all of our consulting projects, we orientate ourselves towards **value enhancement**, we always think and act **entrepreneurially**, with a **high level of responsibility** for future-proof solutions and **sustainable implementation**

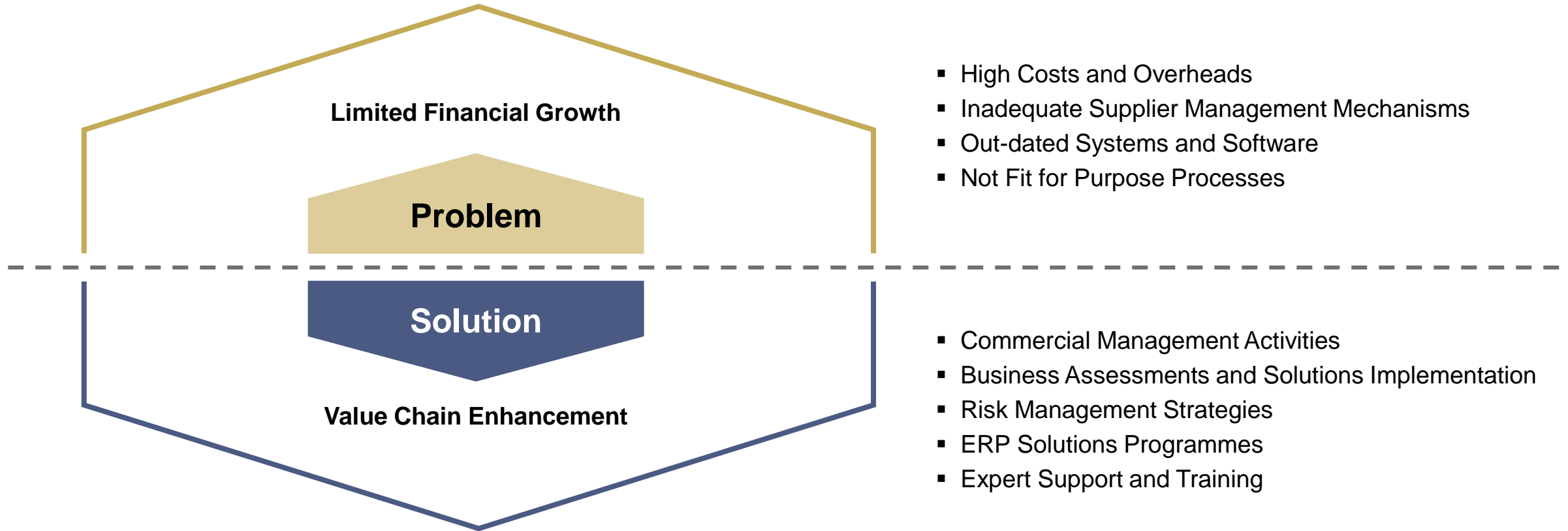


# Vision & Strategy



# Our Mission in the UK

**The UK Manufacturing Industry has Tremendous Potential for Growth, but Suffers From a Shortage of Skilled Experts, and an Underinvestment in Business Support Infrastructure**



**HF&C UK Have Made it Our Mission to Unlock the Hidden Value Across the UK Manufacturing Industries**

# Our Mission in the UK: To Unlock the Hidden Value Across the UK Manufacturing Industries

Manufacturer change	2022	2023	%
Nissan	238,329	<b>324,893</b>	<b>36.3%</b>
Jaguar Land Rover	202,788	<b>238,422</b>	<b>17.6%</b>
MINI	186,222	<b>184,996</b>	<b>-0.7%</b>
Toyota*	105,590	<b>122,193</b>	<b>15.7%</b>
Bentley	15,639	<b>12,859</b>	<b>-17.8%</b>
Others †	16,936	<b>21,754</b>	<b>28.4%</b>
<b>All makes</b>	775,014 ‡	<b>905,117</b>	<b>16.8%</b>

Source: The Society of Motor Manufacturers and Traders Limited 2023



## Established Automotive Base

- Across the UK over ¾ million cars are built annually\*, supported by dozens of engineering hubs and Design firms
- Whilst there is a clear and strong talent base, commercially, organisations are struggling to retain, attract and grow this talent, leading to a shortage in skilled labour



## Strong Opportunities for Growth

- The automotive industry contributes over £67 billion\*\* to the UK economy, providing considerable employment and much needed economic growth
- In recent years this growth has stagnated in the face of several global crises, with many businesses struggling to find a way forward



## Internationally Recognised

- Globally, the UK remains recognised as a key player in the automotive sector, with multiple luxury OEM's, and an image of quality craftsmanship
- The potential for increased sales and expansion into new markets needs to be capitalised on to further our industries' importance

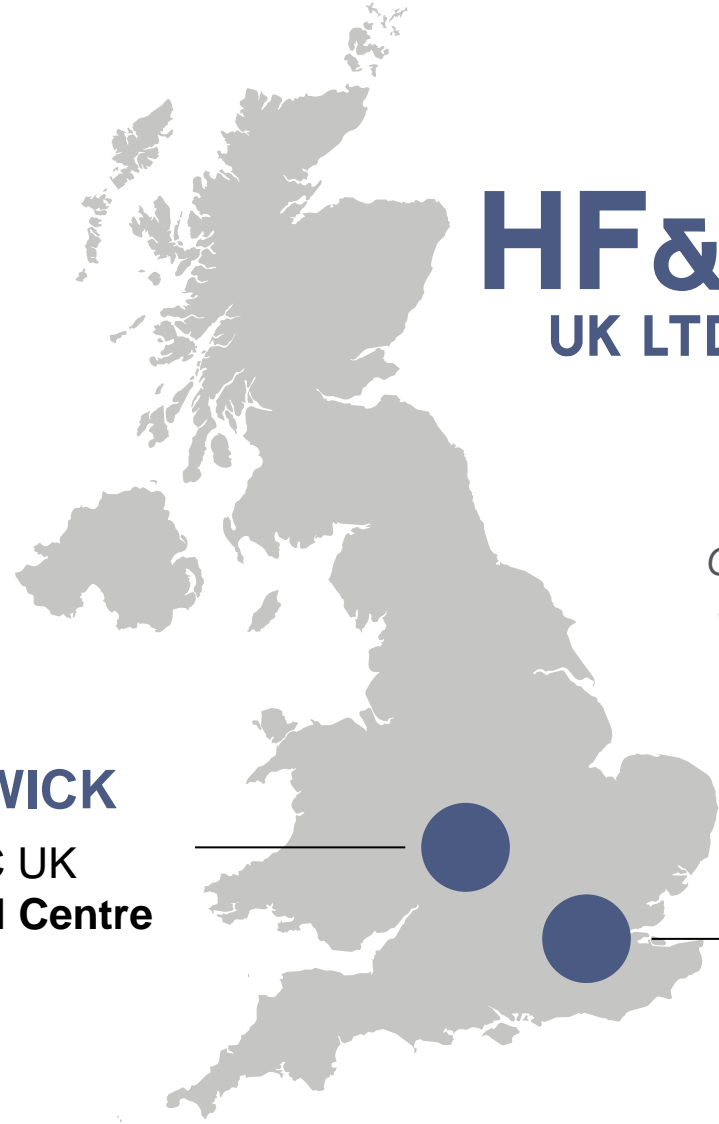
# UK Global Presence: Close to Customers

*The West Midlands is the hub for UK automotive, with several major OEM's and Tier 1's based here*

*Our Warwick Office provides us with a local operations Centre to support our clients' interests*



**WARWICK**  
HF&C UK  
Technical Centre



**HF&C**  
UK LTD.

*Our Headquarters in Bond Street are at the heart of Central London, with short communication lines easily connecting us to our global clients*

**LONDON**  
HF&C UK  
Headquarters



# The HF&C and HCIE Group – A Strong European Presence

 **HF&C UK Ltd**  
*London*

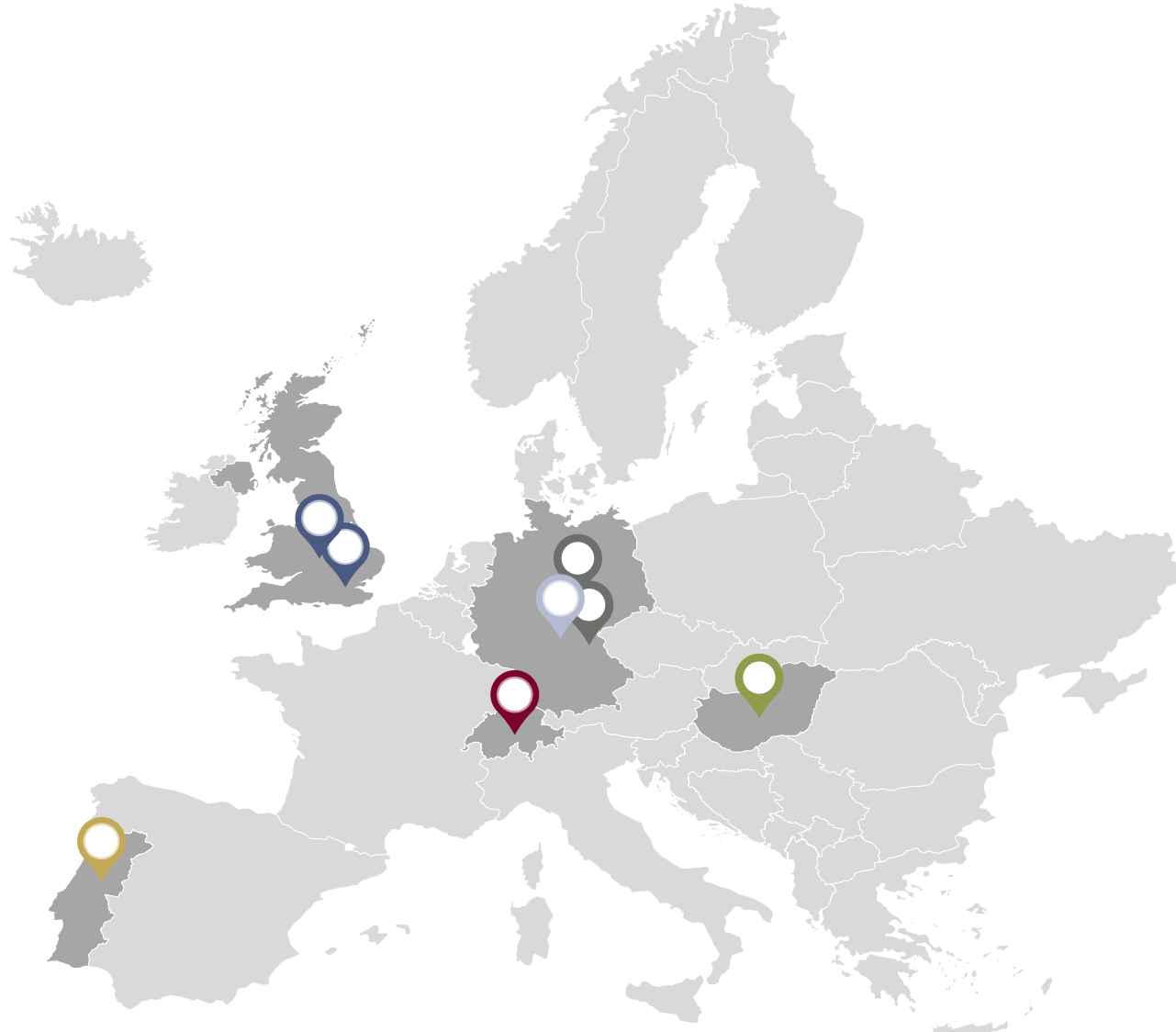
 **HF&C UK Ltd**  
*Warwick*

 **HCIE GmbH**  
*Stuttgart*


 **HCIE Hungary**  
*Budapest*

 **Portugal**  
*Lisbon (2024)*

 **Switzerland**  
*Zurich (2024)*



## Sister Companies

 **HumanExx**  
*Stuttgart*

 **CarByte**  
*Stuttgart*

*A medium-sized management consultancy with a focus on the topics of **human resources and transformation***

*At CarByte, we focus our work on the automotive and mobility industries to deliver **transformation and digitalisation***

## Sustainably Focused

*At HF&C UK we Believe that Every One of Us has our Own Part to Play in Creating a More Sustainable World for the Future*


- We are committed to delivering Sustainable business practices and encouraging the adoption of ESG principles into our clients' operations
- Our business is aligned to the ISO20400 principles of sustainable procurement, and we are proud to be champions of embedding ESG principles into our working practices

ISO20400  
Compliant

Our experts can support your business achieve rapid success and create an ESG Transformation Programme for your organisation, aligned to recognised global standards



# Customer Profile – A Strong and Growing European Presence

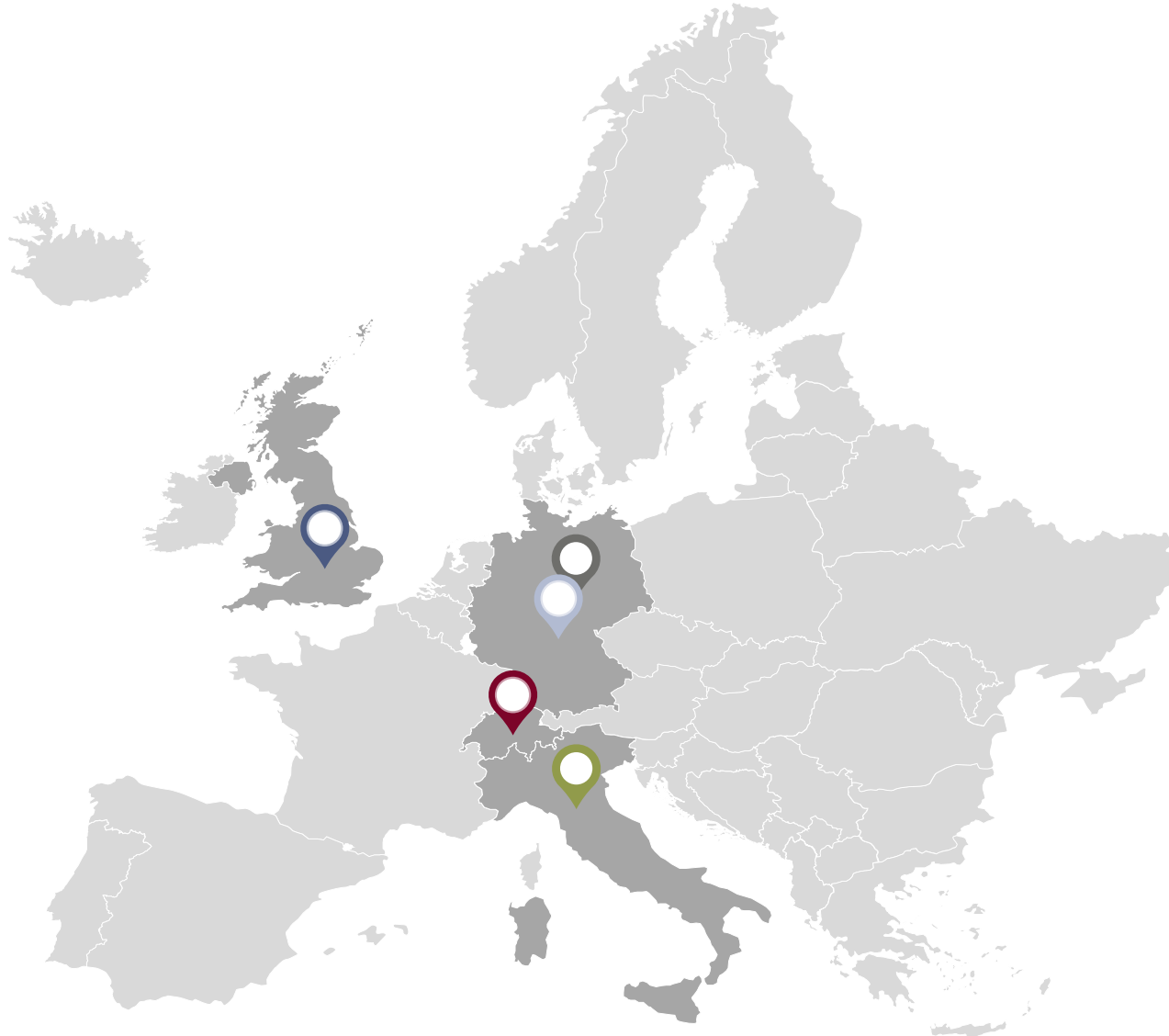
 Tier 1 Exhaust Systems Specialist

 Tier 1 Injection Mouldings

 Luxury EV OEM

 Tier 1 Carbon Manufacturer

 Tier 1 Motor Manufacturer



*Our client base has been firmly established within the automotive and manufacturing sector, with further growth planned*

*We have supported, and continue to support businesses of all technical specialties achieve operational and commercial excellence*

*Our growing business presence across Europe helps us easily connect with our clients to develop their businesses into world leading innovators*

# OUR TEAM

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# The HF&C UK Team is Led By Highly Talented Industry Experts, with Robust Technical Knowledge and Hands on Experience

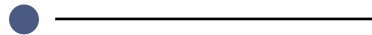


## AURÉLIEN FAUCHEUX

MBA Finance from UNF – USA  
Insead / Cedep Executive - France  
Engineer, Graduate in Industrial Engineering (Dipl.-Wirtsch.-Ing.)  
**SMMT UK** - Member since 2015



2000 – 2003

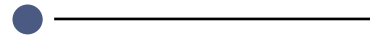


**Thomson**

Industrial Placement /  
Graduate



2003 – 2013

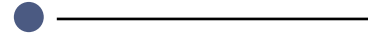


**Valeo**

Project / Production/  
Program Procurement  
Director



2013 – 2015



**Tereos – Food  
Industry**

Industrial Procurement  
Director



RENAULT NISSAN MITSUBISHI

2015 – 2021



**Renault – Nissan  
UK/Spain**

Deputy Vice President  
Procurement Europe



ASTON MARTIN

2021 – 2023



**Aston Martin**

Chief Procurement  
Officer

# The HF&C UK Team is Led By Highly Talented Industry Experts, with Robust Technical Knowledge and Hands on Experience



**Executive  
Business  
Leader and  
Strategy  
Advisor**

## Procurement

- Deputy VP of Nissan Procurement for 6 years and AML for 3 as CPO, gained extensive first hand industry knowledge and experience of the challenges facing UK procurement teams.
- Successfully managed departments of 100+ strong, improving D&I, Compliance Reporting, and delivering annual cost reductions in excess of £10 million

***Significantly improved financial performance and results of multiple global organisations***

## Transformation

- Championed a department wide transformation programme at Aston Martin to deliver multiple new vehicle programmes, as part of a company reorganisation
- Re-aligned department practices and cross-functional work programmes to become efficient and agile in responsiveness

***Improved process and turnaround time for individual projects, increasing output***

## Leadership

- Led strategic resourcing initiatives across all elements of spend and commodity divisions, to manage supply risks, optimise cost profiles, and improve business profitability
- Encouraged an adoption of best practice solutions amongst the senior leadership team, to embed the right culture and ways of working

***Facilitated a dynamic shift in working methodologies, focused on results***

## Supplier Management

- Developed an extensive and strong network across UK and EU automotive firms to stabilise security of supply, minimise on-costs, and manage financial risks against challenging macro-economic conditions
- Established monthly supplier conferences, designed annual awards programme and recognition scheme to strengthen relationships

***Improved engagement and collaboration from the Supply Base across commodities***

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## JOCHEN HANSELMANN

PhD in Engineering  
(Ing.), Graduate in Industrial Engineering (Dipl. Wirtsch. Ing.)  
University of Stuttgart



1995 - 2000

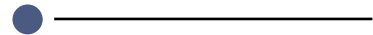


**Fraunhofer IPA**

Project Leader



2000 – 2002



**Arthur D. Little**

Project Leader  
Automotive Practices



2002 – 2007



**TMG Consultants**

Automotive Director



2017 - Present



**Hanselmann & Co.**

Managing Partner and  
CEO



2023 – Present



**HF&C UK Ltd.**

Co-Founder

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**Executive  
Business  
Leader and  
Strategy  
Advisor**

## Consultancy

- Highly experienced in providing expert consulting services to the automotive sector across Europe, having held several senior positions advising C-suite executives on the business growth plans.
- Founded a top management consultancy for technology and strategy development, R&D, supply chain & production optimisation.



***Supported multiple businesses achieve their strategic goals, and continued success***

## Manufacturing

- As the sole shareholder of a Tier 2 automotive supplier, we regularly demonstrate the implementation in a reference factory for proof of concept.
- We are implementing current challenges such as digital transformation, restructuring or electrification of the automotive sector in a forward-looking manner.



***Able to trial and demonstrate improved working practices in test environments***

## Partnerships

- Worked closely with suppliers, both on behalf of clients, as well as Hanselmann und Compagnie, to establish robust, beneficial commercial agreements
- Highly influential with a people orientated approach, have continually supported business growth through supplier collaboration and active engagement with the market



***Developed comprehensive supplier contracts to support clients***

## Business Growth

- Developed Hanselmann und Compagnie for over 16 years to become an established and reliable provider of expert support with repeat client business
- Won multiple business awards for employee excellence, including the "Top Consultant" award for 7 consecutive years
- Co-founded UK firm HF&C, to expand into new markets and service provision



***Continued success in managing businesses, with sustainable growth***

# The HF&C UK Team is Led By Highly Talented Industry Experts, with Robust Technical Knowledge and Hands on Experience



## ADAM GIBBS

BSc (2:1 Honours) Transport Management  
Diploma in Industrial Studies  
Loughborough University



2016 – 2018



### DHL Supply Chain

First Line Manager  
Operational Excellence  
Champion  
Process Design Engineer  
Reporting Lead



ASTON MARTIN

2018 – 2022



### Aston Martin

Governance and Risk  
Manager  
Chief of Staff to CPO  
ESG Expert  
Finance and Audit Controller



2022 – 2023



### National Gas

Strategy and Planning  
Manager  
Transformation Lead for  
business divestment  
Strategic Advisor to CPO



2023 – Present



### HF&C UK Ltd.

Senior Project Manager  
ESG Expert  
Governance and Reporting  
Specialist  
Transformation Professional

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**Governance  
Strategist  
and  
Sustainability  
Expert**

## Sustainability

- Led the development and launch of the Annual Sustainability Report for Aston Martin, winning awards and outstanding ratings in minimal time.
- Working cross functionally with multiple departments, AML launched the Responsible Procurement Policy and accompanying practices, which were externally rated as A+, going above and beyond industry standard.

***In less than 3 months, AML became an industry leader for Sustainability***

## Strategy

- Re-designed the Procurement Operating Model and Strategy for National Gas following their divestment sale.
- This included re-scoping the roles and responsibilities of a newly formed procurement team, implementing controls and measures for C-Suite reporting, and the introduction of strategic objectives to deliver value add for the organisation.

***The Procurement Team was completely re-designed and made fit for purpose***

## Governance

- Working at DHL, successfully launched the Data Control Centre at JLR, which set out standardised metrics and practices in line with all UK operations.
- This consistency provided accurate and clear reports for the Senior Leadership, whilst implementing best practice learnings from each site, increasing production capabilities and reducing costs.

***Within 6 months, the metrics were aligned with the company's national operations***

## Risk & Compliance

- Designed and implemented a global procurement risk management strategy, with controls, metrics and action plans to stabilise the supply chain during the post-covid recovery era.
- Introduced new compliance standards for ethical best practices across Aston Martin, including gift controls and modern slavery reporting.

***Overcame semi-conductor and material shortage, stabilising production capabilities***



# The HF&C UK Team is Led By Highly Talented Industry Experts, with Robust Technical Knowledge and Hands on Experience



## HARRY ADAMS

BA (2:1) Business, Management and Communication  
Oxford Brookes



2008 – 2015



### IAC Group

Programme and  
Commodity Buyer  
Cost Reduction Champion  
Process Engineering  
Software Development Lead



PLASTIC OMNIUM

2015 – 2018



### Plastic Omnium

Supply Project Manager  
Project Management Expert  
Supply Chain Manager  
Manufacturing Development  
and Optimisation Lead



ASTON MARTIN

2018 – 2023



### Aston Martin

BIW Senior Manager  
Commodity Leader  
Risk Management Expert  
Strategy and Product  
Development Professional



UK LTD.

2023 – Present



### HF&C UK Ltd.

Senior Project Manager  
Cost Optimisation Leader  
Commodity Technical Expert  
Strategy Deployment Lead

# The HF&C UK Team is Led By Highly Talented Industry Experts, with Robust Technical Knowledge and Hands on Experience



**Procurement  
Expert and  
Project  
Management  
Lead**

## Procurement

- Led the Aston Martin BiW & special vehicle Procurement division as the Senior Manager.
- Highly experienced in managing Carbon Fibre, structures, seating, and plastics commodities.
- Worked cross functionally with engineering, logistics, quality and finance departments to meet strategic deliverables, ensuring vehicle programmes were on time

***Led procurement and cross functional teams across multiple development projects***

## Project Management

- Worked with suppliers to manage and launch the industrialisation of a new injection moulding, assembly, and painting facility to support the business growth targets.
- Launched multiple JLR bumper and tailgate resourcing projects within the same plant, managing all direct and indirect spend in preparation for Job 1.

***Successful facility industrialisation and project launch inside a 12-month window***

## Negotiation

- Managed a team of 10+ in negotiating and mitigating the post-COVID material, energy, and inflation increases to minimise financial impact to the business.
- Implemented index-based material cost trackers with supporting contracts, and on-site validation studies.
- Leveraged new sourcing and long-term agreements to offset justified economical increases.

***Significantly reduced the overall commercial impact of the 2022 economic crisis***

## Contracts

- Led contract development projects to enhance the effectiveness of commercial agreements at Aston Martin.
- This covered terms and conditions, nomination letters, material escalators, and bailment agreements.
- Overhauled and implemented all target contracts within 6 months, with cross-functional approval.

***Renewed AML contract documentation to enhance overall protection***

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## CHARLOTTE WILLIUS

M. Eng. Industrial Engineering  
B. Sc. International Management  
VDA 6.3, IATF 16949  
ASpice, Game Theory




2010 – 2011 

### Robert Bosch S.A.

Logistics – Overcoming  
Supply Chain  
Bottlenecks in the ECU  
Production



2015 – 2019 

### Mercedes-AMG

Strategic Purchasing –  
Chassis Components  
and Systems




2017 

### Mercedes-AMG

NVH – Tire requirements  
that influence NVH




2019 – 2021 

### Mercedes-AMG

Quality Project Lead  
AMG ONE  
Supplier Quality



2022 – 2023 

### Knorr-Bremse

Global Supplier  
Development Manager  
Electronics

# The HF&C UK Team is Led By Highly Talented Industry Experts, with Robust Technical Knowledge and Hands on Experience



**Quality Assurance and Manufacturing Expert**

## Quality Management

- Managed the introduction of an issue management process, to determine the status of production vehicles, with documentation, and ensured all identified issues were directly registered, supported by an action plan.
- This strategy significantly increased the issue detection rate, improving quality control and preventative risk manage

***Managed all project-side quality issues and introduction of issue management controls***

## Strategic Sourcing

- Created a new business wide tendering process with increased controls and improved standards.
- Developed early review requirements to assess supplier performance and financial evaluation, ensuring nominated candidates were fit-for-purpose.
- Assessed cost reduction opportunities within spend profile to optimise commercial performance.

***Overhauled and re-defined the tendering process to deliver improved performance***

## Capacity Management

- Conducted root cause analysis, planning and implementation of solutions to address supply bottlenecks and minimise disruption.
- Launched new best practice solutions to increase production capacity, alongside the introduction of advanced manufacturing techniques to improve overall throughput rates.

***Significantly optimised the production facility output, enhancing capabilities***

## Supplier Development

- Worked in conjunction with the supply base to establish an interactive lean workshop, discussing and identifying cost optimisation opportunities.
- Through active engagement in commercial and technical discussions, generated an efficiency improvement for the suppliers' production, and received significant cost savings for the business

***Delivered cost savings of 4% through supplier development activities***

# OUR SERVICES AND SOLUTIONS

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# 9 Areas of Expertise

*We cover a range of expertise areas to support our clients, providing end to end value and delivering tangible results*

- From system selection to implementation
- Processes improvement
- Infor, Pro-Alpha, SAP

- Creation/Optimization of organizations
- People focused
- Development / Career plan
- Recruitment support
- UK-EU scope

- Governance & compliance
- Board level
- Diversity & inclusion

- External risk mitigation
- From reactive to pro-active
- Semi-conductors, raw material
- Energy hedging & green

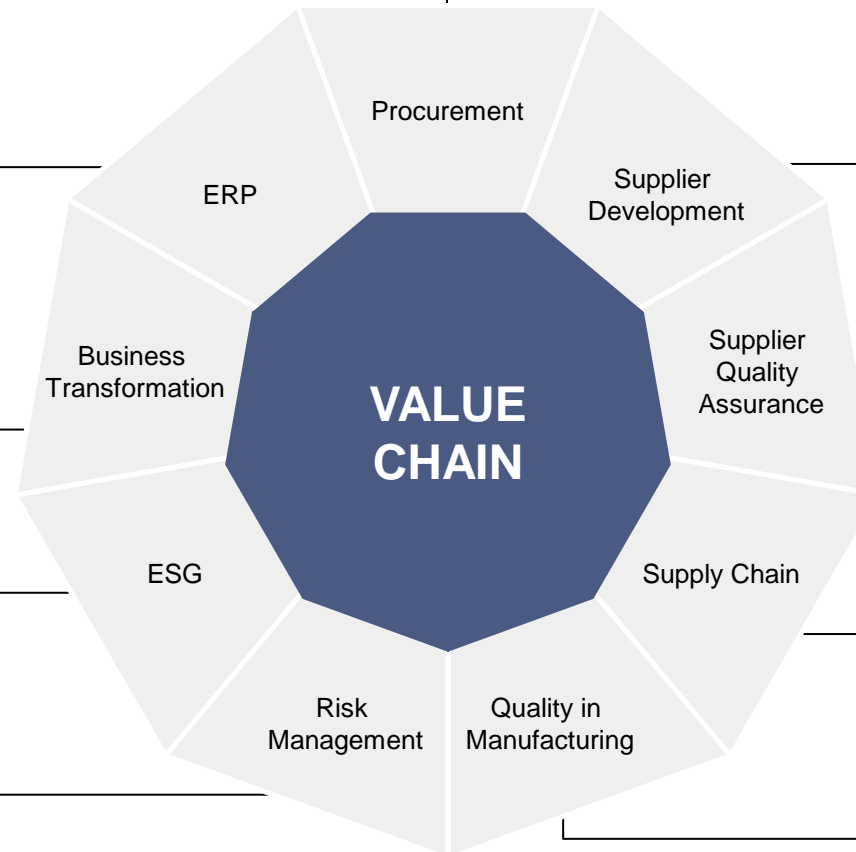
- Commodity approach
- Cost Reduction / Total Delivered Cost
- Commodity strategy
- E-procurement / SRM

- Supplier Relations
- Strategic Partnerships
- Optimization along the Supply Chain

- Preventive Actions to reduce correction costs
- Focus on safety relevance
- Failure Management

- E2E approach
- Inventory & DSO improvement
- Connected Supply Chain

- Defining quality gates
- Fulfillment of requirements according to VDA / IATF
- Implementing Test Points



# Area of expertise - Procurement



TdC Approach



## What Does This Include?

- Comprehensive Cost Reduction Program
- Commodity Strategy Deployment
- Quick Wins Identification and Implementation
- Long-term Partnerships with Suppliers
- Total Delivered Cost Approach
- Team Management and Governance Mechanisms
- Training: Negotiation, Risk Management, ABC Classification, CVA Analysis
- Design To Cost Principles



## How To Get There

- Interim Management at OEMs and Tier 1s
- Partnership for UK Missions
- Clear Internal Communication and Objectives
- Data Integrity and Reporting
- Leadership Coaching and Entrepreneurial Mindset

# Area of expertise – Supplier Development



Form Short To Long Term Relations



## What Does This Include?

- Developing and Implementing Policies and Programs for Strategic Supplier Development
- Creation of a Supplier Database and the Launch of Suitable KPIs
- Support in Establishing Supplier Partnerships (Technological Leadership, Cost Advantages, Reduce Supply Chain Risks)
- Setting Up a Supplier Selection Process as Part of the Sourcing Process
- Lean Management, Lessons Learned Approach



## How To Get There

- Status Quo Analysis and Identification of Concern Points
- Lean Management and Lessons Learned Workshops
- Evaluation of Relevant Supplier Information and Derivation of Action Plans



# Area of expertise – Supplier Quality Assurance



From Reactive To Preventive



## What Does This Include?

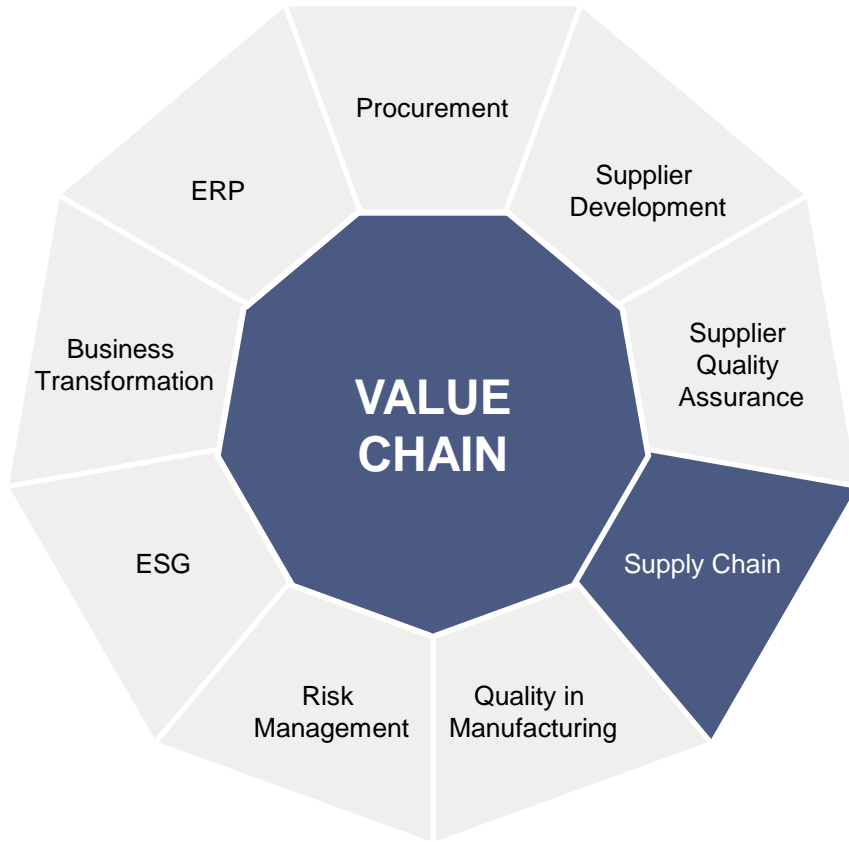
- Support in Setting Up a Quality Management System
- Maturity Planning, PPAP Requirements
- Process Validation, Process Release
- Failure Management Implementation
- Risk Analysis, Change Management Support
- Production Process Development and Optimisation
- Reporting/ Controlling KPIs



## How To Get There

- Analysis of the Current State Based on VDA6.3 / IATF 16949
- Implementation of Appropriate Tools
- Identify Interfaces and Set Up Collaboration Model

# Area of expertise - Supply Chain



End to End



## What Does This Include?

- Optimisation of Supply Chain
- Consignment Stock
- Picking and Kitting Implementation
- Prevention of Risks
- Inventory Optimisation
- Customs Compliance Solutions
- Reporting/Controlling KPIs



## How To Get There

- Benchmark in Transport
- Analysis of Manufacturing Environment and the Best Fit Solutions
- Rules of Origin Analysis

# Area of expertise – Quality in Manufacturing



From Planning to Approval



## What Does This Include?

- Defining Quality Gates In The Manufacturing Process
- Fulfillment Of Requirements According To VDA / IATF
- Implementing Test Points
- Issue Management



## How To Get There

- Requirements Analysis
- ABC Assessment

# Area of expertise - Risk Management



From reactive to Pro-active



## What Does This Include?

- External Factors Identification
- Raw Material : Assessment, Action Plan, Execution
- Semi Conductors : Assessment, Action Plan, Execution
- Energy : Assessment, Action Plan, Execution, Hedging Strategy Proposal
- Others Risk Factors



## How To Get There

- Specific Skills Assessment and Training
- Risk Assessment Tool
- Supplier Risk Management Tools

# Area of expertise - ESG



## What Does This Include?

- Development of the ESG Strategy
- ESG Reporting and KPI Creation
- C02: Assessment, Tracking, Action Plan for Reduction
- Proposal for Recycling Strategy
- Support for Corporate ESG Report

End to End



## How To Get There

- Hands On Experience with Proven Track Record
- Tools: C02 Software, Industry Benchmarked Reporting
- Forward Planning and Product Cycle Management

# Area of expertise - Business Transformation



## What Does This Include?

- Assessment of Organisation
- Assessment of Technical Competencies
- Development and Career Planning
- Retention Action Plan
- Outsourcing and Subcontracting Assessment
- Specific Training and Support for Concern Areas

People Focus



## How To Get There

- 360 Assessment Tool and Action Plan
- Active Team Management Support
- Establishing Sufficient Controls and Governance

# Area of expertise - ERP



## What Does This Include?

- Market Intelligence
- RFQ Process
- Sourcing Process
- Project Management : Planning, Reporting
- Execution and Implementation



## How To Get There

- Focus on Infor
- Back-Office Support for Pro-Alpha
- Focus on SAP


From RFQ to Implementation

# CASE STUDIES

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# Customer Profile – A Strong and Growing European Presence

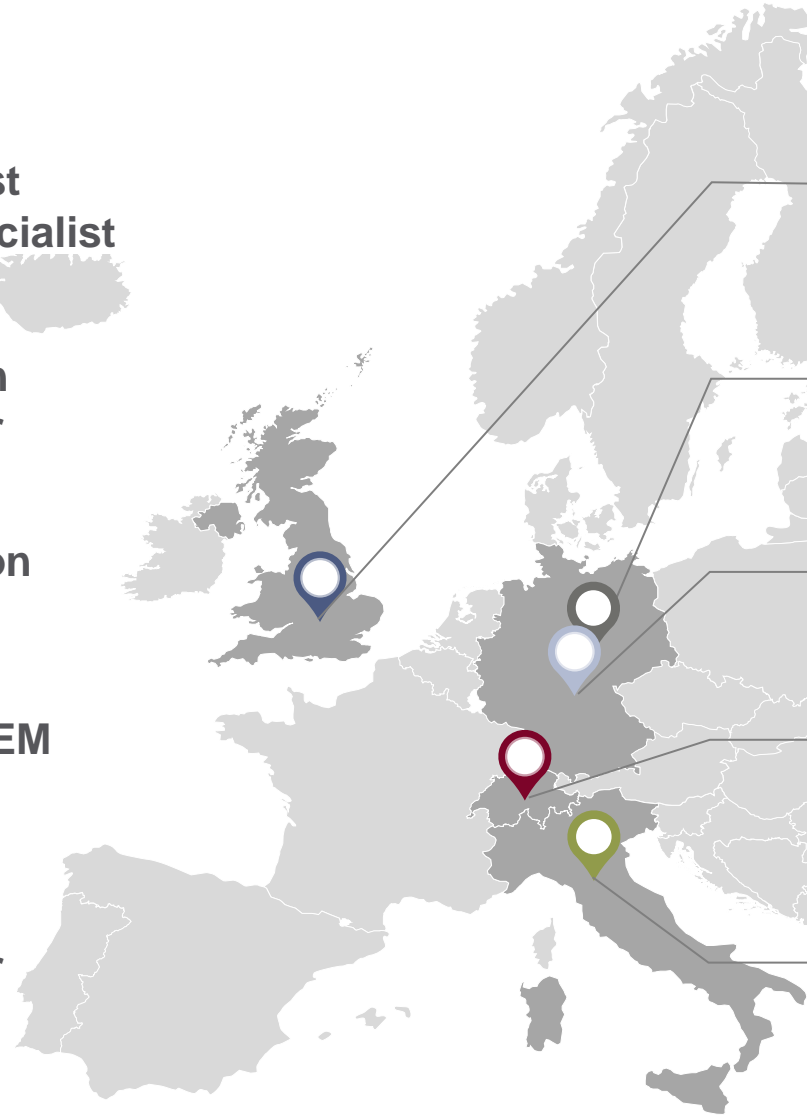
 **Tier 1 Exhaust Systems Specialist**

 **Tier 1 Carbon Manufacturer**

 **Tier 1 Injection Mouldings**

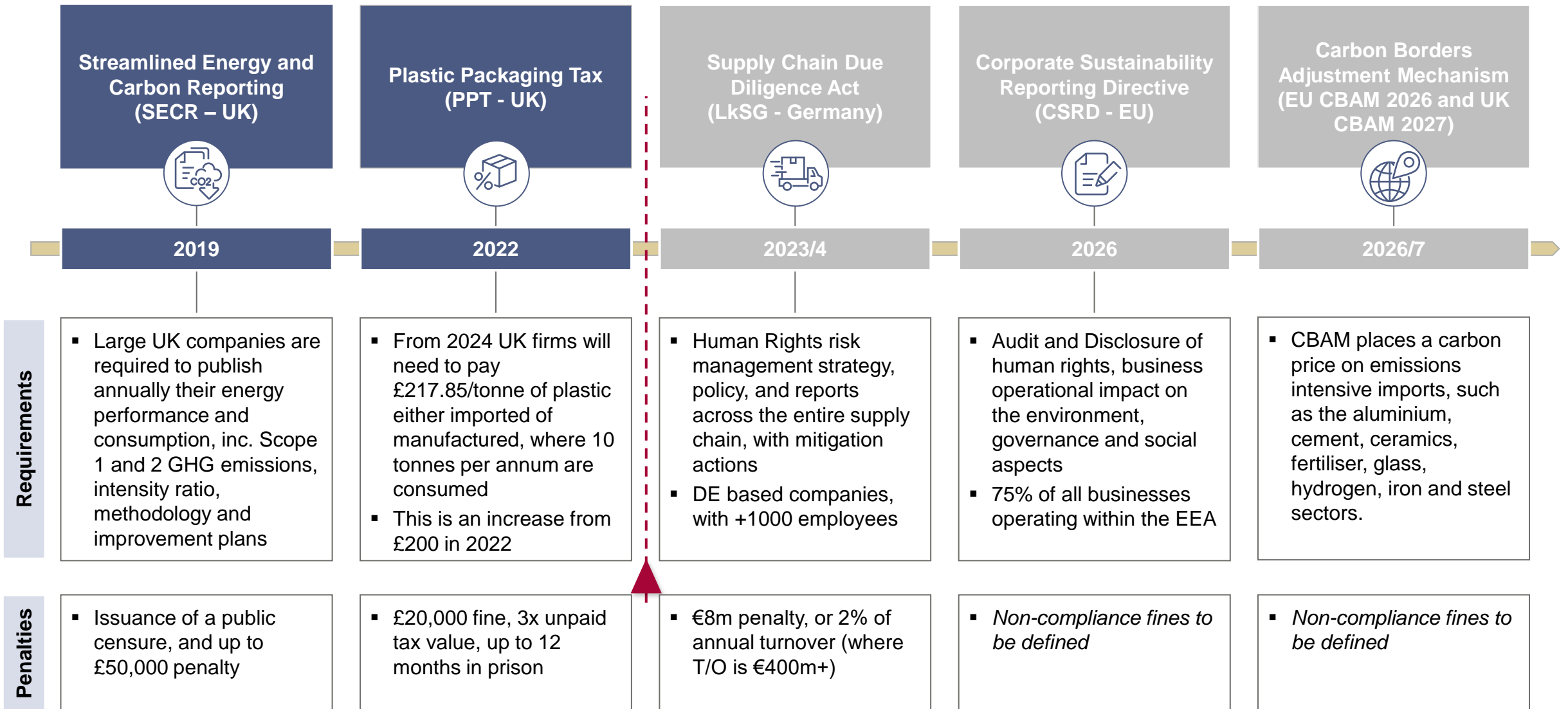
 **Luxury EV OEM**

 **Tier 1 Motor Manufacturer**



Roles	Responsibilities
<i>Head of Business Development</i>	Worked as the Business Development lead for UK, expanding sales opportunities and improving revenue workstreams Established the product strategy definition, with a full assessment to support the ICE to EV transition in line with industry trends
<i>Head of Strategy</i>	Defined product & customer strategy to support the clients' expansion into new industries (from automotive into defence and aerospace) Supported business development activities to improve customer profile across the UK and EU
<i>Head of Supply Chain Transformation</i>	Delivered logistics optimisation and increased efficiency across the supply chain Overhauled inventory management practices, working processes, and implemented quality optimisation principles
<i>Chief Procurement Officer</i> <i>Chief Supply Chain Officer</i> <i>Head of Sustainability</i> <i>Head of Project Management</i>	Creation of a PMO function from the ground up to support business programmes Led the financial management of company budgets Creation of Sustainability documents and policies Lead for sourcing activities and supplier negotiations Developed Supplier Quality Assurance methodology
<i>Chief Transformation Officer</i> <i>Head of Project Management</i>	Developed company wide transformation strategy and implementation plan Designed and implemented a new corporate structure to support growth ambitions and drive efficiency Supported business development to increase customer base

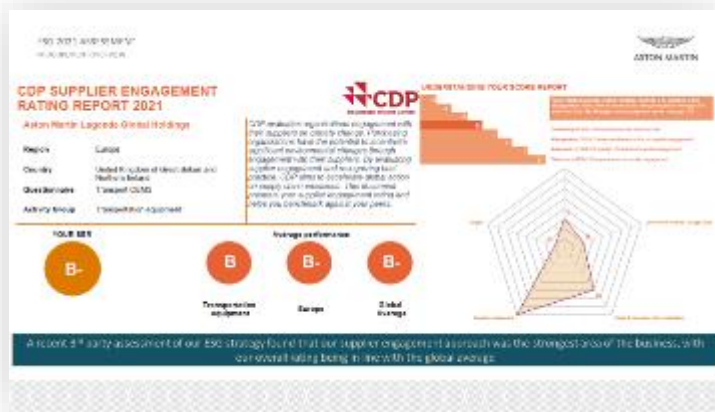
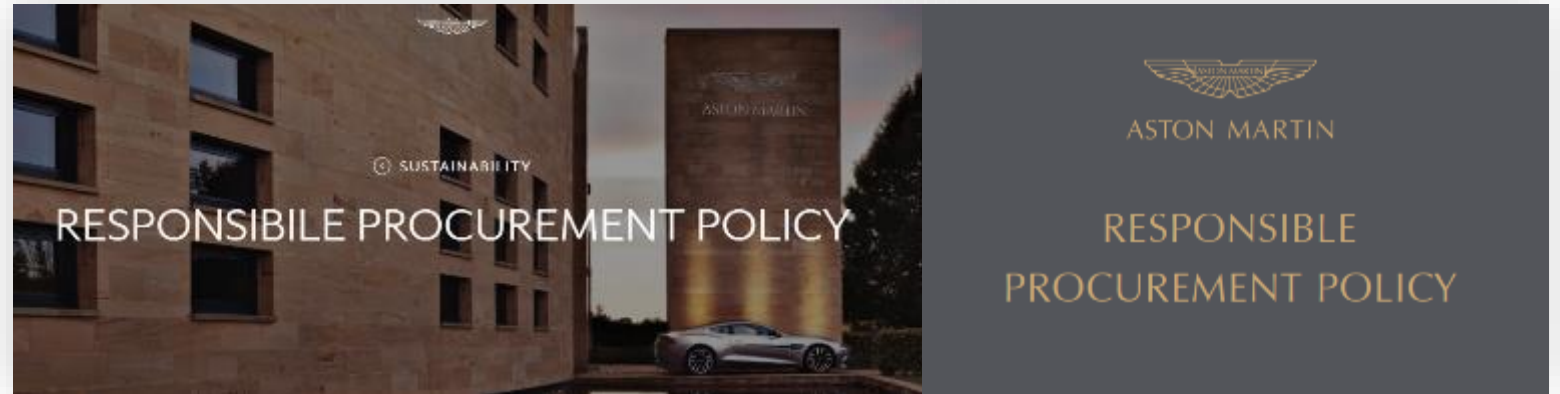
# Sustainability and Increasing Regulation: Is your Business at Risk?



# Case Study: Aston Martin

*In previous roles at Aston Martin, the leadership team created and launch the Responsible Procurement Policy*

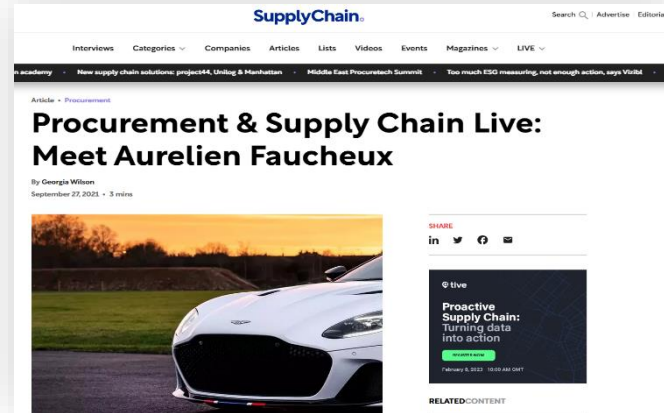
*This Policy and the accompanying procedures went on to win Sustainability Awards, and generated top results in reports*



# Publications & Conferences



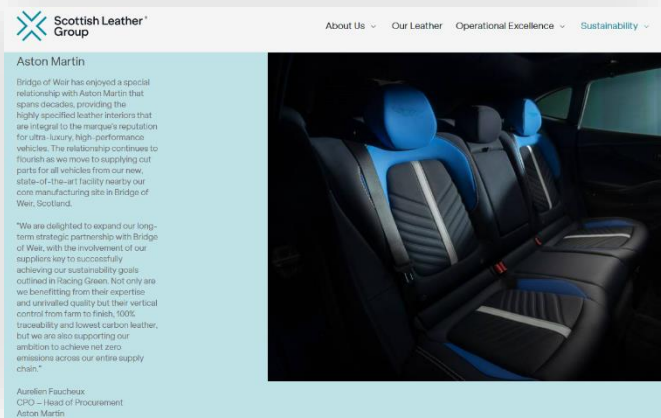
*Procurement & Supply Chain Live 2021*



*Supply Chain magazine - Sept 2021*



*Procurement Magazine - May 2022*



*Sustainability Annual report BOW  
Aug 2022*



*The Leadership Panel at Procurement  
& Supply Chain Live 2021*

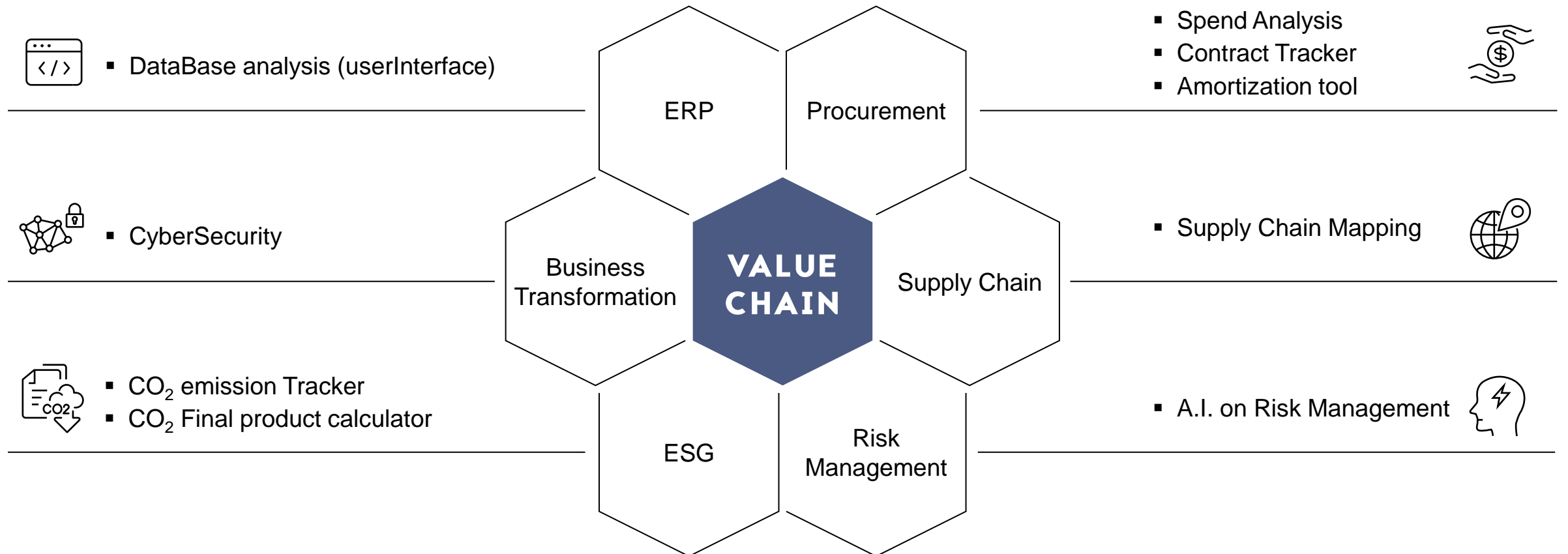
*With continual recognition in  
Sustainability Reports,  
Magazines, and Conference  
Panels, the innovative work of our  
leadership is renowned across  
the automotive industry*

# OUR NEXT DEVELOPMENTS

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# HF&C UK Ltd. Future IT Developments

Our Business is Committed to Providing our Clients with the Best Service, we are Continually Developing Key Areas of Expertise to Maximise our Value Add for Clients



**HF&C**  
**UK LTD.**



**THANK YOU**

Here's how to reach us – We would be glad to visit you, bring in our expertise and take on the challenges.

We look forward to meeting you.

**HF&C UK Ltd.**

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W1C 1AY London  
United Kingdom**

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