



## Predicted up turn drives investment decision

Automotive supplier **rts** has demonstrated its absolute confidence in the fortunes of the sector for 2010 by acquiring two more automotive suppliers. The UK-based company has over 20 years of experience working with leading manufacturers and groups. It has recently conducted soundings with its UK and European clients and has concluded that the sector is generally upbeat in its projections for 2010.

This optimistic picture has prompted **rts** to conclude negotiations to acquire suppliers Fimtrac and Confidence-Europe on November 5<sup>th</sup> 2009.

Managing Director of **rts**, Richard Wells, states *"Our soundings clearly predict a steady shifty upturn in 2010. We have therefore backed these predictions with serious investment decisions including the acquisition of FIMTRAC and Confidence Europe."*

Fimtrac are specialists in F&I, FSA and Trade Cycle Management solutions whilst Confidence-Europe have a strong automotive footprint in markets outside the UK. The new companies add to the **rts** solutions of Learning and Development, Product and Brand launches and eSolutions.

*"Our own projections indicate an increase in average dealer net margins to above 2.0% in 2010",* states Wells. *"Based on 2009 averages of 0.5% – 1.5%, this is a significant increase and is driving our investment decisions."* His projections are based on informed soundings with **rts** clients suggesting that a 1% net return on sales in 2009 is keeping dealers afloat whereas the best performers are already achieving a 3% return. He says, *"Clearly it varies across the brands but most dealers are meaner and leaner and will continue to prosper in 2010, post scrappage."*

*"The world is changing rapidly and you have to be bold to be well positioned for the upturn, with this investment I believe **rts** are"* says Wells.