



**AGM AUTOMOTIVE**



**SECTOR  
AUTOMOTIVE COMPONENTS**

**REGIONS**  
NORTH AMERICA, CENTRAL AMERICA, EUROPE, ASIA-PACIFIC

AGM Automotive is a global supplier of interior trim, lighting and electrical components. Products include interior task and ambient lighting, overhead consoles and floor system materials.

Headquartered in Troy, Michigan, US, the company has three assembly and distribution operations in North America and three manufacturing, assembly and distribution facilities in Asia together with wholly-owned subsidiaries at Kunshan City, in the greater Suzhou region, China – its principal manufacturing centre.

Founded in 2001, AGM now has 250 employees worldwide and a turnover of USD 95 million, having recorded strong growth since its inception – for example, in 2009 during the auto sector’s downturn, AGM achieved a 13% sales increase. The company is targeting further growth – to USD 230 million by 2018.

**About the sector**

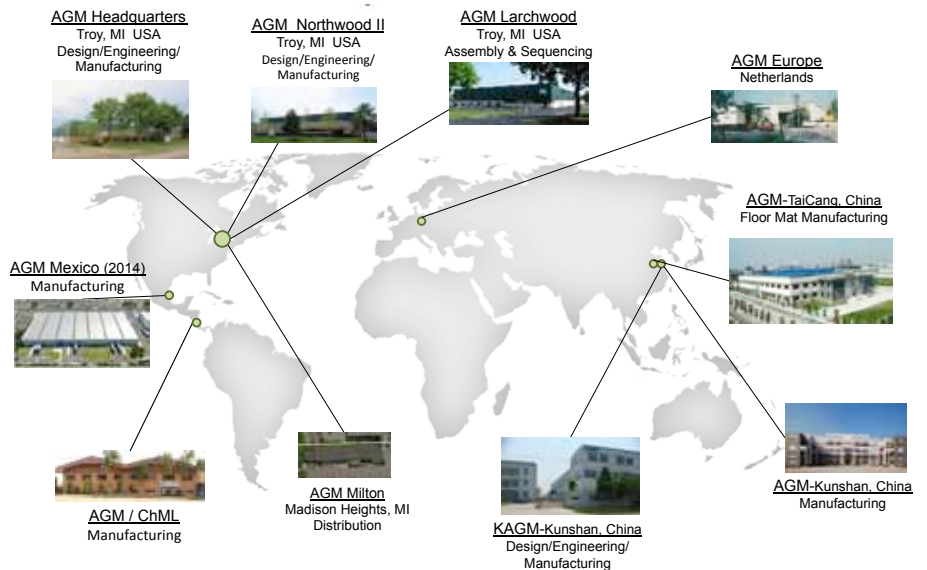
AGM has developed business relationships with a broad cross-section of global vehicle manufacturers, including Chrysler, Ford, General Motors, Hyundai, Nissan, Saab, Toyota and the Volkswagen/Porsche/Audi group. Customers have recognised AGM’s global capabilities by awarding the company global programme contracts, requiring shipments to North America, Europe, Asia, Australia, India and South America.

The company’s strength in the global automotive market was demonstrated in April 2014 when a leading mid-market capital investor, Triangle Capital Corporation, invested USD 12.5 million in AGM’s future growth.

**UHY services**

UHY LLP, at its Michigan offices, provides global tax and audit services to AGM. In addition, UHY Hacker Young in London, UK, provides consultancy on

**GLOBAL FOOTPRINT**



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sales tax (VAT) in the UK, while UHY’s member firm in China, ZhongHua CPAs, provides statutory audit services to AGM’s Chinese subsidiaries. UHY’s member firm in Netherlands, Govers Accountants/Consultants, has advised AGM on corporate structuring and a potential joint venture. Seven UHY member firm professionals in the US and six in China are engaged on services to AGM.

**Why UHY?**

AGM values international tax advice provided by UHY member firms (especially UHY member firms’ global transfer pricing expertise) as well as the knowledge of business operations in China.

**Working with UHY**

“UHY member firms cleaned up after our previous accounting ‘mom and pop shop’ and professionalised our tax situation,” says AGM’s CFO, Jim Wilberding. “We considered three firms in a competitive process but UHY was hands down the firm to go with.”

Jim Wilberding says that he particularly values the close working relationships established with UHY member firm personnel.

AGM’s president and CEO, Robert M Blinstrub, says: “UHY member firms have provided outstanding support to AGM as we have rapidly expanded our global footprint. The high level of expertise throughout UHY has enabled the AGM team to have the confidence to broaden our horizons. Bill Kingsley, Chuck Norman and their team of UHY LLP, US, are responsive and decisive in providing us direction.”

