



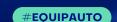
REINVENTING MOBILITY SERVICES

18 - 22 OCTOBER 2022

PARIS EXPO PORTE DE VERSAILLES



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FUTURE













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Foreword

"Shaping the future... and living for today!"

After travelling the length and breadth of France last year thanks to EQUIP AUTO on Tour, to meet everyone who drives our automotive industry in France, it is now time to meet again for the big return of EQUIP AUTO Paris, the event that is essential for the business vitality of many of us. And to mark the occasion, what could be more exciting than signing up for a joint initiative with Mondial de l'Auto to give birth to a new international reference event for Europe, the Middle East and Africa: Paris Automotive Week. And all this at the Porte de Versailles, a venue that is so important in the history of our show.

Three years have passed since the last edition of EQUIP AUTO Paris. Since then, our industry has continued to evolve, particularly on the subject of connected mobility. Based on our conviction that innovation is of paramount importance for the automotive aftermarket, we have decided to make it the main topic of the show, in order to support people's mobility, fulfil their need to connect with their environment and enable the emergence of new markets and the economic growth of the automotive industry.

Our industry will be facing several challenges in the times ahead, and we are determined to help you respond to them. First of all, the climate emergency, for which we will discuss the main challenges at the show: reducing CO₂, switching from fossil fuel to electric vehicles, etc. And to best respond to these challenges, we must obviously mention the many technological developments that are still to come, particularly in terms of electrification, connectivity and data. This brings us to the new uses and new regulatory and legal requirements that result from them.

It is with the aim of accompanying you as best we can towards these changes that we have been working for several months with the firm intention of offering you an event where we can discuss the automotive aftermarket, today and tomorrow, where we can debate the changes in our ecosystem, but also where we can share the moment together. For five days, we will discuss how to collectively create the ideal future for our industry, one that combines know-how and innovation.

Let's shape the automotive future together! Make a date for 18 – 22 October at Paris Expo Porte de Versailles.

> Philippe Baudin, chairman of EQUIP <u>AUTO</u>



1.				
A specia	edition	under ti	ie best	omens

2.

The show's themes

3.

New in 2022

- a. Reusable Parts Village: Remanufacturing, Repairability, Reuse
- b. The Garage of the Future: from tomorrow to 2032
- c. Major European Forums

4.

Exhibition sectors

- a. Show map
- b. Themed visitor trails
- c. The Villages
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- a. Club Auto by FIEV
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Foresight

- a. The aftermarket in France: issues and concerns (GiPA-EQUIP AUTO survey)
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Exhibition fact sheet

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Exhibiting this year (by main sector)

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About – Media enquiries

1. A special edition

under the best omens

With 95% of its surface area sold and nearly 35% of its exhibitors new to the show, with less than 4 months to go before it opens, EQUIP AUTO Paris 2022 is shaping up to be a great success. The upcoming vintage is proving to be very attractive. However, the habits of exhibitors and visitors have changed. Like all tradeshows, EQUIP AUTO Paris must therefore adapt to its new market. And all evidence shows that its programme attracts and federates, both among the major players, who have remained faithful to the event, and among newcomers.

Between an economic recovery that did not meet the expectations of the automotive industry, a public health and geopolitical environment that is putting the functioning of companies (all sectors combined) to the test, and societal changes that are calling into question our customs, no one can deny that the aftersales sector will have to face new challenges. More than ever, EOUIP AUTO Paris plays a key role in helping its exhibitors recover and preparing them for the challenges of tomorrow. Its ability to bring together the aftermarket supply and demand is at the heart of the show's value proposition.

But while EQUIP AUTO Paris supports business, it is also a place where promising innovations are shared. The entire industry is undergoing profound change, so it is time to diversify. And for the Paris show, this means opening up more widely.

With this in mind, EQUIP AUTO Paris 2022 wishes to expand its ecosystem (visitors and exhibitors) by bringing together the players in the automotive after-sales sector - its traditional core target - and those in the field of connected mobility services. To do this, the show intends to maximise its added value for all its professional audiences.

Consequently, EQUIP AUTO Paris offers a wide range of content, gives more space to the promotion of innovations, and encourages interaction... all of this is to respond resolutely to the strategic ambitions of all the players, both historic and new, from original equipment to aftermarket.

True to its promise, "Shaping the automotive future", the 2022 edition of EQUIP AUTO Paris will be a show of all the transitions and major innovations. This is also the purpose of its participation as one of the founding pillars of Paris Automotive Week, which brings together EQUIP AUTO Paris, Mondial de l'Auto, the FISITA World Mobility Summit and SIA VISION under one banner. This event will be a world first, bringing together professionals and the general public for a week, and will be an opportunity for the automotive industry to share its vision of the future of the automobile and mobility with the French public, journalists and visitors from all over the world.

95% of its surface area sold

35% new exhibitors



25% international exhibitors



2. The show's

2022 themes

In its previous editions, EQUIP AUTO Paris displayed its desire to bring together the present and the future of the repair industry: "Repairing today, preparing tomorrow". The past two years have witnessed an acceleration of the underlying trends already in place: new mobility, zero-carbon transition of transport, digital technology, automated driving, etc.

EQUIP AUTO Paris must both capitalise on its role as a support agent and anticipator for the repair world, and constitute a beacon for these major transformations.

Goal: shape the automotive future

More ambitious and more inclusive, the tradeshow is extending its themes and potential to consolidate its vocation as an exhibition for an entire industry vertical, with all the equipment, products, services and technological innovation from companies working both for the aftermarket and for original equipment manufacturers:

1. <u>Circular economy:</u> the Sustainable Automobile

Depollution, recycling, circular economy parts and remanufacturing, eco-friendly garage, used vehicles.

2. <u>Technological innovations:</u> <u>the Garage of the Future</u>

Electronic maintenance, connected garage, mechanics and bodywork.

3. Energy transition and maintenance: Aftersales Tomorrow

New powertrains: from OE to the aftermarket, retrofit, ethanol and sunthetic fuels.

4. The Professionals of the Future

Training, recruitment and business transmission.

The show will therefore come to life over its five-day duration around these four major themes. Consequently, visitors and exhibitors will not only be reunited with the traditional features of EOUIP AUTO Paris - such as the **International Grands Prix for Automotive Innovation** and **high** value added talks and workshops connected with these crosscutting topics for the automotive sector - but will also discover the show's Villages: Univers VO, Start-ups, Bodywork-Paintwork, and the many special events, some making their debut, organised alongside them.

"The show will therefore come to life over its five-day duration around these

major themes."







3. New

in 2022

a. Reusable Parts

Village: Remanufacturing, Repairability, Reuse

Parts from the circular economy (codified in France under the acronym PIEC) constitute an opportunity for repairers and retail. For several years, repair professionals have been obliged to systematically offer their customer a PIEC alternative. Complying with this law can sometimes be complex, since access to this offering is still too little known and/or insufficiently developed. Yet an increasing number of road users are demanding these cheaper and more environmentally friendly offerings. Retailers and distributors therefore clearly have an opportunity to seize to simplify their customers' access to these alternative products.

In light of this, EQUIP AUTO Paris had a duty to provide its exhibitors with an opportunity to promote their offering, expertise and knowhow in this area. This will now be possible thanks to the EQUIP AUTO Paris Reusable Parts Village, and the presence and mobilisation of the exhibition's partner federations and organisations France Auto Reman. Federec and Mobilians. as well as those of their members. And by the same token, allow its professional visitors to discover in one place a collection of companies gathered around the subjects of Remanufacturing, Repairabilitu and Reuse.

This unprecedented offering is primarily aimed at:

- Remanufacturers: manufacturers working in standard exchange parts, remanufacturing, component reconditioning,
- **Dismantlers:** car breaker centres and networks, scrap yards, automobile recyclers that market used parts,

- · Reused parts retailers,
- **Dedicated services** (digital, IT, etc.).

Talks and special features will round out this brand new area. These will include:

- Remanufacturing of electronic components
- Circular economy and remanufactured parts focus: the circular economy beneath the bonnet
- A major European forum on "Ecological transition and the circular economy: the leading issues for the automotive aftermarket, 2022–2035".
- The EQUIP AUTO Paris 2022 demonstrator, "The Garage of the Future: from tomorrow to 2032", a unique experiential exhibit immersing professionals in the evolution of their activity, will also dedicate part of its floor space to the circular economy.

b. The Garage of the Future: from tomorrow to 2032

EQUIP AUTO Paris reinvents the visiting experience for its audience by adding an **experiential** and **innovative dimension** through a brand new demonstrator plunging the professionals in attendance into how their business is changing now and how it is expected to evolve in the years to come.

What's a demonstrator?

- A staged 55-minute visit set in an immersive setting with demonstrations in themed areas:
- Live, 90-second presentations in exhibitors' corner stands;
- An exceptional venue for networking and visibility.

motorists out of 10* say they are interested in having used parts fitted.



"Open to all the tradeshow's exhibitors, the "Garage of the Future" will be a springboard for the most innovative companies, providing them with a new exhibiting format at the show"



^{*} Source GiPA – survey of 3,904 motorists in January/March 2022.

3 main goals

- Enhance the visitor experience of attendees: show them how their business is set to change between now and 2032.
- Give the tradeshow a novel and attractive feature
- Have a new area offering a dynamic and interactive experience delivered in a turnkey format.

Open to all the tradeshow's exhibitors, the "Garage of the Future" will be a springboard for the most innovative companies, providing them with a new exhibiting format at the show – additional visibility that comes as a complement to their own stands.

6 dedicated themes

The Garage of the Future will revolve around six themes such as the ecofriendly and sustainable garage, the smart garage and its connected equipment, or the garage in the electric vehicle era. The garage will also shine a light on issues relating to electronic maintenance; it will be resolutely digital, and finally the demonstrator will give over space to the garage in the era of alternative fuels and retrofitting, whether for light vehicles or heavy duty ones. Thanks to the involvement and support of trade organisations and associations, the Garage of the Future will offer an immersive journey in a single location that presents the efficient and innovative ecosystem of tomorrow's garage and the comprehensive value chain of the industrial sector.

c. Major European Forums

EQUIP AUTO Paris's programme is further bolstered by 4 Major European Forums. Every morning, at round tables in French and English, industry specialists from all over Europe will take to the stage in turn during 1h30 to discuss the sector's cross-cutting themes in connection with the exhibition's headline themes.

FORUM 1:

Ecological transition and sustainability economy:
"The leading issues for the

automotive aftermarket, 2022–2030"

The ecological transition is bringing about a real revolution in practices in the automotive aftermarket. French and European administrations have issued founding texts, whose considerable implications will be outlined in the introduction.

The Forum's themes:

- 1. PIEC / PRE, bodywork and mechanics: the big issues of a fast-growing market which could in due course account for 15% of the European aftermarket.
 - **Focus:** Recyclers, the profession has reinvented itself.
- 2. Remanufacturing of mechanical and electronic components: the emergence of the reconditioned economy.

Focus: OEMs and Remanufacturing.

 Automotive repairs in response to environmental challenges Extended Producer Responsibility (REP) - Trackdéchets – and repairers.

Focus 1: Social and Environmental Responsibility – what are aftersales networks doing? Focus 2: workshop equipment: prospects for the zero emission

- **4. Eco-servicing:** the challenges of "green maintenance". **Focus:** eco-servicing in Europe.
- 5. Maintenance of electric vehicles & circular economy.
 Focus: the French battery recycling channel.

FORUM 2:

garage?

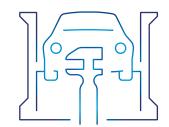
Technological innovations, "Automotive maintenance tomorrow"

New technologies, such as electrified vehicles, electronic maintenance or safety (ADAS), have unprecedented consequences for the automotive aftermarket. Equipment manufacturers, essential players in the dissemination of new technologies, have invested massively.





agree or strongly agree that the introduction of procedures to encourage environmental friendliness and the proposal of reconditioned used parts is an increasingly important criterion to them when choosing a repair shop for their car.



The support and training of maintenance players is a long-term project.

The Forum's themes:

1. OEMs: innovation for electric and electrified vehicles, a growth driver.

Focus: two strategies to discover.

2. Electronic maintenance: new challenges for repairs on equal terms.

Focus: multi-make diagnostics tomorrow.

3. ADAS maintenance: 'black boxes', new in Europe.

Focus: evolution in recalibration.

- **4. Technological support to workshops:** the emergence
 of multi-make technocentres. **Focus:** remote vehicle control.
- **5. Tomorrow:** "over the air" maintenance.

Focus: manufacturer network workshops tomorrow.

FORUM 3:

Energy transition / electric vehicles, "An industry in the midst of a revolution"

The acceleration of the energy transition is hitting the automotive industry hard. In 2035, manufacturers will no longer be allowed to sell vehicles with fossil fuel engines. The consequences are considerable for the entire ecosystem and the future of the automotive aftermarket.

The Forum's themes

1. Political background:

the acceleration of the energy transition.

Focus: will the milestones follow?

2. Upheaval in the automotive market and consumption

Focus: exclusive IPSOS – EQUIP AUTO Paris survey: the perception of electric vehicles by motorists.

3. Vehicle manufacturers: the big challenges ahead.

Focus: what distribution for electric cars?

4. Petrol and energy firms: what will their role be?

Focus: filling stations tomorrow.

5. Electric vehicle maintenance: what role for automotive aftermarket players?
Focus: battery maintenance.

FORUM 4:

Tomorrow's professionals,
"Recruiting, training, transmitting...
the major challenges"

Preparing tomorrow is about recruiting, training and transmitting. This first-time forum is dedicated to recruitment, employee training – both basic and vocational – and business transmission, three flagship topics for the future of the automotive aftermarket.

Professionals face a dual challenge: a shortage of labour is affecting workshops, while training and upskilling requirements have never been higher; generations must be renewed and replaced.

The Forum's themes:

- Global overview: the resilience of aftermarket professionals.
 Focus: the employment data of the Automotive Services branch.
- Labour shortages: solutions to buck the trend.
 Focus: the welcome return ofblock release training.
- **3. Basic training:** attracting young people / the post useful profiles for professionals.

Focus: from technical certs to engineering degrees, an array of diplomas and qualifications.

- Vocational training: getting trained throughout a career.
 Focus: support for businesspeople.
- 5. Business transmission: inverting the profession's aging pyramid.
 Focus: passing a business to a family member or employee.

"Training and upskilling requirements have never been higher; generations must be renewed and replaced."





4. Exhibition sectors



Pav. 1

- Carrosserie / Peinture Bodywork / Paintwork
- Lavage / Aire de service Washing / Service area
- Lubrifiants / Produits d'entretien Lubricants / Car care products
- Pièces et équipements / Réseaux Parts & equipment / Networks
- Services aux professionnels / Véhicules d'occasion / Recyclage, Pièce de réemploi et Remanufacturing Services for professionals / Used vehicles / Recycling, Used parts and Remanufacturing
- Village Carrosserie-Peinture
 Roduwork and Paintwork Village

- Village du Réemploi : Remanufacturing, Réparabilité, Réutilisation Reused parts Village: Remanufacturing, Repairability, Reuse
- Village Startups
 Startups Village
- Village Univers VO Univers VO Village
- Village des Territoires d'Excellence Français
 French Communities of Excellence Villages

Pav. 2.1

- Réparation, Maintenance
- Pneumatiques/ Accessoires

EQUIP AUTO Classic

- Le Garage du Futur : de demain à 2032
 The Garage of the Future: from tomorrow to 2032
- Escalator vers Pavillon 2.2 To Pavillon 2.2

Pav. 2.2

- Réparation, Maintenance Repairs, Maintenance
- Espace Conférences
 Conférences Area
- Club VIP, Service de presse, International Visitors Lounge Press Office, VIP Club
- Escalator vers Pavillon 2.1

Themed visitor trails

For an ideal and efficient visit, the visitors to EQUIP AUTO Paris 2022 will be able to choose from among six visitor trails that will allow them to explore the show according to their centres of interest or needs.

- Replacement parts and equipment for electric and hybrid vehicles
- · Aftersales solutions for HGVs
- · Original equipment innovations
- The eco-friendly and sustainable garage
- The garage and electronic maintenance
- The digital garage



visitor trails that will allow them to explore the show according to their centres of interest or needs."



The Villages

Pavilion 1.

Univers VO Village

Univers VO (Used vehicle remarketing) with its 800 sqm surface area is fully booked up for its fourth edition at EQUIP AUTO, bringing together in its village the leading players in the car remarketing sector: procurement, logistics, vehicle recovery/preparation/repair, data, digital marketing, CRM/DMS, warranty and financing. This year, 100% of the used vehicle value chain will be represented.

For the first time, financing will be represented. In 2022, more than 45 brands will be exhibiting in areas ranging from 3sqm to 36sqm? The UniversVO Village is growing year after year in terms of surface area and representation.

Its goal remains unchanged:

encouraging meetings in a space dedicated to the improvement or launch of a used vehicle business.

As at each edition, a TV set will host debates on major market developments, product presentations and press announcements from the Univers VO partners. These events will run throughout the 5 days of the show. The Univers VO Village has already begun to publish **Univers VO** podcasts. Listeners can discover the companies and people who will be participating in the 2022 village.

Further information: Univers VO

Among the participants:

3DSOFT (BEE2LINK), APPRO AUTOMOBILES, ATB AUTO, AUTO1, AUTODECLIC, AUTOROLA (INDICATA), BEE2LINK, CARGARANTIE, CARPOLISH, DAT, DIGITALEO, EMA (ENTRE MARCHANDS AUTO), EUROCOC, FASTBACK, FLEETBACK, FLEXFUEL, GROUPE CAT, GROUPE CHARLES ANDRÉ (GCA), GT MOTIVE, GUEST SUITE, HIFLOW, KEPLER, L'AGENCE AUTOMOBILIÈRE, MOBILIANS, NGC DATA, OPTEVEN/GARANTIE M, PRO DU VO, RESTORFX, SACMI 44, SHERWIN WILLIAMS, SOFIPEL, SOLWARE, SPIDERVO, STARTERRE, STIMCAR, TCHEK, TEC3H, VPAUTO, VPN AUTO, YOUNITED...

Startups Village

Innovation and start-ups are part of the very essence of EQUIP AUTO Paris. This is why the show brings together start-ups, investors and

vehicle maintenance and repair professionals operating in the aftersales sector... or working on mobility-related projects.

Once again, the EQUIP AUTO Paris Startups area will bring together the young companies that will revolutionise the automotive aftermarket and mobility services sector. The exhibition offers a unique opportunitu

offers a unique opportunity to discover the most promising stars of the industry and innovative or ingenious solutions.

New in 2022: interactive, international and hybrid Startup Pitch sessions will be organised every day in the talks forum, with the presence of decision makers and investors, in partnership with MuGlobalVillage.

Among the participants:

AUTHENTIC, LOCOMOTIVE (MERCURY SAS), NEURALYTICS, QOVOLTIS, REPARCAR, SMARTO, but also members of FRANCE AUTOTECH: STAMPYT, GARAGE SCORE, REPARCAR & CARMOOV

Bodywork-Paintwork Village

The French Bodywork Industry and Services Federation (FFC) is organising the 5th edition of the Village. During the five days of the exhibition, bodywork OEM specialists will welcome you to present their new products.

Among the participants:

EDRA SA – AXIAL, EUROPA SAS, FFC, MIRKA ABRASIFS, OMIA, OUIGLASS, NORMANDIE FILTRES, SIKA INDUSTRIE, VBSA, WURTH FRANCE...

Reusable Parts Village

New for EQUIP AUTO Paris 2022, the exhibition focuses on the circular economy and offers its professional visitors the unique opportunity to discover, in one venue, the companies working on the subjects of Remanufacturing, Repairability and Reuse.

See part 3: New in 2022

"The exhibition offers a unique opportunity to discover the most promising stars of the industry and innovative or ingenious solutions."





Among the participants:

AQUIPAS, AUTO RECYCLAGE, AUTOMOBILE RECYCLING, BLACK STAR, CARECO FRANCE, COTROLIA, DA SILVA SAS, DEPA INTERNATIONAL, DUBOURG AUTOMOBILES, ERA ©C3 SARL, FARAL SA, FEDEREC, GPA 26, INDRA SACEO OPISTO, LRPI MANUFACTURING, MOBILIANS, MINAUTOR, MULTIREX AUTO, RE-FAP, REMAN BY ADLC, SADEC EMBRAYAGES, SOCODEP, SONOMEV, TECHNIFAP, VEGE FRANCE...

French communities of Excellence Village

Another new feature of the EQUIP AUTO Paris Villages is the French Communities of Excellence Village, which will bring together players from the competitive clusters working in new mobility and automotive innovation. This is a unique opportunity to shine a spotlight on the theme of technological innovation in the automotive sector: new mobility, decarbonisation of transport, ecological and energy transition, digital technologies, autonomous driving, etc.

Organised with the support of the competitive clusters: ARIA, CARA, ID4CAR, i-Trans, Next Move, Pôle Véhicule du Futur.

EQUIP AUTO Classic Pavilion 2.1

In association with RMC Découverte and Vintage Mecanic

Following on from the success of its first two editions in 2017 and 2019, **EQUIP AUTO Classic is back, and will be held once again during EQUIP AUTO Paris.**

Visitors and exhibitors with a passion for classic vehicles will meet for five days in this area, which welcomes both collectors and networks



specialising in the maintenance of classic vehicles. All participants are invited to display a classic vehicle on their stand, alongside their ranges of dedicated parts and their services. Enthusiasts will be delighted by the experience.



The classic vehicle is growing in influence year after year in the workshops of specialized and non-specialized professionals and is becoming a real commercial opportunity. EQUIP AUTO Paris intends to respond to a new demand and aims to give this sector an even more solid presence in the future through the creation of a fully-dedicated sector of activity.

Through this initiative, and thanks to the exclusively B2B positioning of EQUIP AUTO Classic, EQUIP AUTO Paris combines business and passion but also stands beside professionals and amateurs who defend technical and industrial heritage.

"For days in this area, which welcomes both collectors and networks specialising in the maintenance of classic vehicles."







5. A new digital ecosystem

A 365 community-based platform

For its big comeback, EQUIP AUTO Paris has invested in a new digital set-up. Capitalising on the overhaul of its website (**www.equipauto.com**), EQUIP AUTO Paris has incorporated a social platform enabling exhibitors and visitors to develop their network all year round, before, during and after the show.

The digital ecosystem designed by the EQUIP AUTO Paris organisers offers key features for an optimal, online and onsite visitor experience with the Mobile App, and conducive to the generation of useful and qualified leads for exhibitors:

1. Contact request

From the website, by clicking on the company page of their choice, visitors can submit a request to be contacted by the exhibitor.

2. Online catalogue

From the exhibitor's page, visitors cans discover the products on offer.

3. Organisation of webinars

Exhibitors can plan one or several live webinars, promoted on the EQUIP AUTO Paris homepage.

4. Catch-up

The webinars held will then be available for viewing after the event in the exhibitor's individual company page.

5. Instant messaging

With a "Chat" button on the website and/or directly through the exhibitor's company page, the visitor can enter into direct contact with them and chat with them.

6. Shared calendar and planned business meetings

Exhibitors have the opportunity to share their availabilities online, allowing visitors to schedule an appointment at the show themselves in the company page.

Videos ahead of the show

To promote its offering and provide its professional audiences with answers to the sector's issues as of today, EQUIP AUTO Paris is deploying a series of digital content accessible via its social media feeds. Followers will be able to discover videos on the following subjects:

- Remote electronic repairs in action!
- Fast bodywork: getting equipped for smart repairs.
- Reman, a new trend in the workshop!
- Young people in the workshop: block release bounces back!
- HGV workshop: CNG is here and now!

"The digital
ecosystem
designed by
the EQUIP AUTO
Paris organisers
offers key
features for an
optimal, online
and onsite visitor
experience
with the Mobile
App."





6. Business, features

and conviviality

While EQUIP AUTO Paris confirms its determination to remain the imperative meeting place for business opportunities through its extensive programme and the digital tools provided for exhibitors and visitors, the exhibition has not forgotten the importance of conviviality and its role in the development and maintenance of quality relationships. Visitors and exhibitors will be able to enjoy a series of events and activities, organised with the support of the exhibition's partners.

Club Auto by FIEV



The Club Auto by FIEV, an event organised by the automotive OEM trade association, invites experts to share their views and thoughts on the major issues facing the automotive industry. The 8th edition of the Club Auto by FIEV, scheduled for Friday 21 October during EQUIP AUTO Paris, will be devoted to data access.

Les Rencontres de la Filière, organised by FFC



For the first time, the French Bodywork Industry and Services Federation (FFC) will be holding its Automotive Industry Meetings at EQUIP AUTO Paris.

A simple procedure that is still not widely used in France, le recours direct (direct action) is a particularly advantageous procedure to handle claims falling outside the sphere of a set agreement, for repairers, loss adjustors and clients.

At this headline talk scheduled for Wednesday 19 October from 9.30am to 11am at EQUIP AUTO Paris, FFC specialists, together with legal advisers and loss adjustors, will present the principle and detail the many benefits, with the aim of improving the profitability of workshops.

The FFC will then invite attendees to a drinks reception to celebrate the 22nd anniversary of TRIBU, the platform for motor vehicle claim management by assignment of receivables, which now processes almost 12,000 cases per month.

"Gagnez un garage!" with FNA



The famous initiative organised for over 20 years by the Fédération Nationale de l'Automobile (FNA), in partnership with EQUIP AUTO Paris, is back.

With the support of some twenty partners, this flagship event for the profession will once again provide the opportunity to win multiple prizes worth a total of €100,000, including almost €60,000 exclusively for the top prize.

The lucky winners from among the repairers who post an entry form in the boxes provided on the stands of the partner exhibitors and the FNA, will have the chance to walk away with the latest generation of garage equipment, parts and additional services. In 2019, more than 1,500 participants entered the draw.

Elles bougent

Elles bougent

The NGO Elles bougent, which works to promote engineering and technical professions to girls in order to encourage vocations by showing them that these professions are accessible to them, will be inviting 150 female students, high school and middle school pupils to come and meet the exhibitors at EQUIP AUTO Paris on Thursday 20 October.

7. International Grands Prix

for Automotive Innovation







As at every edition, EQUIP AUTO Paris places innovation at the centre of its priorities and shines a light on it with the International Grands Prix for Automotive Innovation (IGPAI).

Recognised in a large number of countries, the International Grands Prix for Automotive Innovation are a reflection of the **international dynamic** around companies' knowhow, skills and innovations. Awarded by a **jury of some sixty French** and international **journalists**, the awards are open to all exhibitors.

A Gold Award will be presented to the winners of each of the seven categories in this 2022 vintage:

- · Bodywork and paintwork
- Lubricants, vehicle care products, washing, roadside services
- · Original equipment and tyres
- Original equipment and tyres
- · Garage tooling and equipment
- Digital solutions, IT, connectivity and mobility
- Sustainable development and circular economy

AJTE media special award

Organised under the patronage of the French association of technical and business journalists (AJTE) as part of EQUIP AUTO Paris' IGPAI, the "Special Awards" made by the association's journalists, aim to discover products or services deemed to be innovative:

- Non winners of a 2022 EQUIP AUTO Paris IGPAI award;
- Exhibited at EQUIP AUTO Paris 2022:
- Launched on the market at most a year before the opening date of the show.

Spotted at the show by AJTE, three products, equipment items or services will have the opportunity ofreceiving exclusive promotion.

All the awards will be presented at the EQUIP AUTO Paris gala evening scheduled for 19 October.

"Spotted at the show by AJTE, three products, equipment items or services will have the opportunity of receiving exclusive promotion."



EQUIP AUTO Paris Gala evening

Held on Wednesday 19 October, the gala evening will bring together nearly 350 guests for a convivial and festive occasion. This unmissable EQUIP AUTO Paris feature will see several highlights:

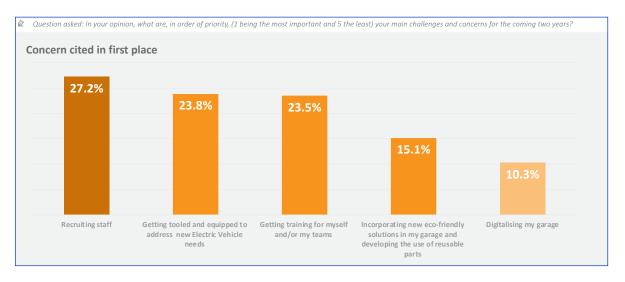
- · Address from a special keynote speaker
- International Grands Prix for Automotive Innovation awards ceremony
- Presentation of AJTE media special awards
- Presentation of the Fonds Keyros grants: an endowment fund created in 2020 by FIEV in the aim of funding actions of general interest for research, development and promotion of new mobility in France.



8. Foresight

The aftermarket in France: Issues and concerns for the next two years (GiPA-EQUIP AUTO Paris survey)

Staff recruitment arrives in first place among the concerns of repair professionals in the coming two years. Conversely, garage digitalisation offers the least cause for concern among respondents.



Answers differ by channel, with staff recruitment being the main concern for RA1 garages (franchised repairer/dealers), auto centres and tyre professionals, but training top of the list for MRA garages, and EV equipment and tooling the key concern of quick fitters.

Meanwhile, eco-friendly solutions and the use of reusable parts are more popular among the MRA category (independent service and repair workshops).

Concern cited in first place	RA1	RA2	MRA	Auto centre	Quick fitter	Tyre pr
Getting training for myself and/or my teams	21.9%	23.0%	<u>24.5%</u>	22.9%	<u>16.8%</u>	25.8%
Recruiting staff		19.8%	22.6%	31.4%	25.6%	34.0%
Digitalising my garage	6.7%	12.4%	9.6%	16.8%	11.1%	12.2%
Getting tooled and equipped to address new Electric Vehicle needs	13.0%	33.2%	24.0%	21.5%	34.3%	17.2%
Incorporating new eco-friendly solutions in my garage and developing the use of reusable parts	13.8%	11.6%	19.3%	7.4%	12.2%	10.7%

The aftermarket, a resilient market up to 2030

(FIEV-EQUIP AUTO Paris survey)



The trajectory for of light vehicle sales in Europe is now known and confirmed: 2035 will mark the end of the sale of fossil fuel vehicles.

From that date onwards, only light vehicles emitting no CO_2 – i.e., 100% electric vehicles – will be allowed on the market; whether charged at a charging station or powered by fuel cell running on hydrogen.

This milestone might seem to be a worrying prospect to players in the aftermarket, where a significant proportion of sales are made with combustion engine components and parts.

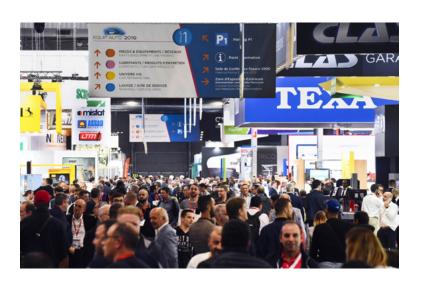
EQUIP AUTO Paris wished to look closer at the impact of the electrification of the light vehicle fleet on the aftermarket's performance in France up to 2030. FIEV conducted a forward-looking analysis on behalf of EQUIP AUTO Paris.

METHODOLOGY

Today the average age of the 38.3 million passenger vehicles is 10.3 years and the average age of the 6 million light commercial vehicles is 10 years. Therefore, to estimate the impact of the electrification of new vehicle sales, it was necessary to study the potential make-up of the fleet between 2022 and 2030 and estimate the proportion of 100% electric vehicles in total sales. Three assumptions were made for personal vehicles: the first is of a 15% annual increase in sales of electric passenger vehicles between 2022 and 2029. The second sets the increase at 20% per year, and the third at 25% per year.

Even in the most favourable scenario, i.e., a 25% growth in electric every year, the proportion of electric models in total sales would only stand at 40% in 2029. Although this development is rapid, it is slow to renew the fleet. In 2030, more than 86% of the car and light commercial vehicle fleets would still be fossil fuel models.

A quality-based estimation of the fleet through its age distribution (considering that the light vehicle fleet is made up of vehicles ranging from 1 to 30 years in age whose quantity evolves every year) and an estimation of the rate at which parts are changed, made it possible to evaluate the value of the aftermarket between now and 2030.



"More than

Bn
sales between now
and 2030"



CONCLUSION

The aftermarket, whose health will continue to largely depend on the sale of parts for combustion engine vehicles, will remain stable until 2030. The decline in sales of certain families of parts will be offset by the maintenance or increase in sales of other parts.

The effects of the electrification of the fleet will only be felt gradually and at a later stage. **The aftermarket will continue to benefit from strong resilience.**

In both manufacturer networks and independent workshops, the aftermarket will continue to be buoyant and can be valued at more than **€14 billion including VAT** (turnover of maintenance and repairs, excluding bodywork, tyre fitting, oils and accessories).

The gradual electrification of the light vehicle fleet will not have a negative impact on the French aftermarket in the short term, for **two additional** and complementary reasons:

- New products will continue to appear on the aftermarket, particularly those specific to electric vehicles, but also those that make up the new mobility-related features of the new vehicles;
- Plug-in hybrid electric (PHEV) vehicles with complex systems require special maintenance operations that benefit the aftermarket. As a reminder, these vehicles currently account for 10% of passenger car sales and will continue to be included in manufacturers' catalogues for severa years.



9. Exhibition

fact sheet

EQUIP AUTO Paris 2022

EQUIP AUTO Paris today vigorously sets out its ambition and stance: to be the international reference event in the EMEA zone for innovation in aftersales and services relating to connected mobility, by bringing together the wide range of members of the automotive value chain extended to new players.

Founded

1975 – 26th edition

Surface area

80,000 sqm exhibition space

Exhibitors



1000 expected companies

- · Vehicle parts and equipment
- Retail and distribution networks (parts, fittings, accessories, equipment and products)
- Vehicle manufacturer and multi-make aftersales networks / Roadworthiness testing
- Repair / Maintenance / Diagnostics / Tooling / Workshop equipment

- Tyres and Vehicle accessories
- Bodywork / Paintwork / Auto glass
- Washing / Service areas / Lubricants / Vehicle care products / Petroleum products
- Used vehicles / Recycling / Reusable parts / Remanufacturing
- Construction, manufacture, design and materials

(engineering and subcontracting)

- Digital solutions / IT / Connectivity / Mobility
- Services for professionals (training, recruitment, finance, insurance, e-commerce, media and publishing) / Logistics and Transport
- Trade bodies, official bodies, standardisation and certification organisations

Visitors



80,000 professionals expected

- · Repairs and maintenance
- Trade and distribution
- · Services to professionals or individuals
- Industry
- Organisations, official bodies, media, education

Dates

18 to 22 October 2022

Opening hours

Tuesday 18 October: 09:00 – 18:00 Wednesday 19 October: 09:00 – 18:00 Thursday 20 October: 09:00 – 18:00h Friday 21 October: 09:00 – 18:00 Saturday 22 October: 09:00 – 17:00

Contacts

Claude Cham - CEO, EQUIP'AUTO SAS

Philippe Baudin – Exhibition Chairman, EQUIP AUTO

Aurélie Jouve – Exhibition Director EQUIP AUTO



FIEV



Acting for the future of the automotive industry by defending sustainable mobility, a vector of freedom and environmentally friendly.

FIEV is the French trade association of OEMs, garage equipment manufacturers and all other providers of automotive solutions. It represents and promotes the interests of an industry whose members contribute 85% of the cost price of a vehicle, generate almost €13.2 billion in turnover including 54% in export, and provide 62,000 jobs.

130 groups of companies and their 300 FIEV member firms receive wide-ranging support (advice, market intelligence, training and studies), which is essential to their performance in a constantly changing market.

As the majority shareholder of EQUIP AUTO, FIEV actively contributes to making the exhibition the international gathering for automotive aftersales and services for mobility in the EMEA zone

Find out more at: www.fiev.fr

FFC



Fédération Française de Carrosserie Industrie et Services

As the only economic organisation in the landscape to have been representing both the upstream and downstream parts of the sector for 175 years, the FFC brings together equipment manufacturers, the bodywork manufacturers and mobility professionals, federating all the automotive services professions under the banner of FFC Mobilité Réparation et Services. On a day-to-day basis, the Federation supports its members in adapting to changes in their professions from technical, regulatory and societal perspectives. Its mission is supported and paced by two major biennial events, EQUIP **AUTO Paris for Automotive** Services, and SOLUTRANS, solely owned by FFC, which supports the strategy of all the players in the commercial vehicle sector. Through its daily actions, the French Bodywork Federation, which also sits on the board of directors of PFA Filière Automobile et Mobilités, is the preferred point of contact for government authorities and other strategic players for all issues relating to commercial vehicles.

COMEXPOSIUM



Comexposium is a world leading trade and consumer event organizer, offering B2B and B2C events around the globe and across many sectors, including agriculture, construction, fashion, retail, healthcare, leisure, real estate, security, education, tourism and works councils.

Comexposium caters to more than 3.5 million visitors and

than 3.5 million visitors and 48,000 exhibitors annually in more than 30 countries worldwide. Headquartered in France, Comexposium's sales network and collaborators are present in 20 countries.

10. Exhibiting this year

(non-exhaustive list of exhibitors registered at 28/06/2022)

Bodywork - Paintwork

A.N.I., A+ GLASS (RESEAU), ABAC FRANCE, ANEST IWATA FRANCE, ARO WELDING TECHNOLOGIES SAS. BERNARDO ECENARRO S.A, CAR REPAIR SYSTEM FRANCE SAS, CARFLEX, CARPOLISH FRANCE, CARROSS.EU, CIN-MONOPOL, CMO SRL, COLOR, ENOVCAR, EUROPA SAS, FI.TIM, FIX AUTO, GYS, ILPA ADESIVI, INDASA France, ITALCAN SARL, L-AERO COSMICHROME, MIRKA FRANCE, MIX PLAST, OMIA S.A.S, OUIGLASS France, PALINAL, PMA TOOLS FRANCE, PONY FRANCE, PREVOST, RESEAU CENTAURE, RESTORFX, RUPES SPA, SAIMA MECCANICA SPA, SAINT GOBAIN ABRASIFS, SIFA, SIKA INDUSTRY, SPANESI FRANCE SARL, SPRAY GUN IMPORT, TERMOMECCANICA GL, VALLET DISTERIBUTION, VBSA, VISIONCOLOR, VITRO SERVICE FRANCE

Parts / Equipment & Network

ABA OTOMOTIV, ABEL AUTO, ABRI EXPERT, ACCU-SERVICE, ALIENTECH FRANCE SAS, ALLIANCE AUTOMOTIVE GROUP, ALPHA SCALE FRANCE, AS-PL SP. Z O.O., ASSAD INTERNATIONAL. AUTODISTRIBUTION, AUTOLIA GROUP, AXIAL - PROFESSION CARROSSIER. AZ PILES DISTRIBUTION, BCAR, BILSTEIN GROUP, BMW GROUP FRANCE, BREMBO, CARCOATING SOLUTION, CASTEELS FRANCE, CLAS EQUIPEMENTS, CONTINENTAL FRANCE SAS, CPX CARPROXPERT - CELETTE, DENGE, DEPA INTERNATIONAL, DIEDERICHS KAROSSERIETEILE, DIESEL LEVANTE, DIPASPORT, EFI AUTOMOTIVE SERVICE, ELCOMETER, ELRING KLINGER, EUROREPAR CAR SERVICE, EVBOX, FAMS OTOMOTIV, FINIMPIANTI S.R.L. -TARABUSI, FISCHER AUTOMOTIVE SP. Z O.O. SP. K., FLAURAUD, FLEX, FRANCELEC-ADE, FRPA, GROUPE DA SILVA, HELLA, HIFI FILTER FRANCE, HITACHI ASTEMO AFTERMARKET GERMANY GMBH, IDLP / HDI, INCORE, INTER-ACTIONS, INTER-TURBO JASIOK, MICHALIK, KAP NEGOCES, LA TUNISIE MECANIQUE S.A., MAGNETI MARELLI PARTS & SERVICES. MAHA FRANCE, MAHLE AFTERMARKET, MANN+HUMMEL FRANCE, MANNES BUSER, MERLIN DIESEL SYSTEMS LTD, MEYLE FRANCE S.A.R.L., MGA, MISFAT, MONBAT AD, M-TECH POLAND SP. Z O.O., MOTRIO (PI-VI RICAMBI SRL), NETHERLANDS PAVILION, NEXUS AUTOMOTIVE FRANCE, NGK SPARK PLUGS FRANCE, NISSENS, NTN EUROPE, OUEST BATTERIES, PARTSLINK24, PICOYA, S.L., POINT S FRANCE, POS SERVICE HOLLAND, PROCODIS FRANCE, PROTECH INDUSTRIE, PROTECHNOLOGIES. PROXITECH, QOVOLTIS, RCA FRANCE,

RECORD FRANCE, REPARCAR, REXA, ROBERT BOSCH, ROMBAT, SAS BIOCOM, SCHUMACHER ELECTRIC, SOCODEP, SOGEFI FILTRATION S.A. / PURFLUX, SOLAUFIL, SPM OTOMOTIV, SPMI, STECO POWER, STYLE AND DESIGN GROUP, SWISSTRAX EUROPE DALLES DE SOL, TECHMOT, TURBO-TEC, TURKEL FUARCILIK A.S., VAN HECK INTERPIECES FRANCE – LKQ, VOLTÉO, WEBDEALAUTO, ZECARROSSERY, ZHEJIANG BROAD INTERNATIONAL CONVENTION & EXHIBITION, ZIFORT IMMATRICULATION

Vehicle washing / Roadside services

360 WASH FRANCE, ABRI ET TECHNOLOGIE, AD PRODUZIONE S.R. L., ADRIATEH D.O.O., AREON - PARFUMS DE QUALITÉ (VICTORIA GROUP), CARTADIS, CKSQUARE, EAS, EHRLE SAS, ERT LS SERVICES, ESBC, ETUDES CONCEPT, HEURTAUX SAS, KÄRCHER SA, KIEHL FRANCE, L.C.I SÄRL FLOWEY, LAVANCE EQUIPEMENTS, MA-FRA, NILFISK, OKI, OTTO CHRIST AG, PLANET WASH, R+M/ SUTTNER, RELAX-N-SCENTS SPRL, SAS ATELIERS DE METALLERIE DECORATIVE, SPARETECH, STARWASH, WASHALIA, WASHTEC FRANCE SAS

Lubricants and Vehicle care products

A.C ALEXANDRE CERISIER / A.F.G, ACCOR LUBRIFIANTS, DE WITTE SA, DLBC, ECOTEC, ERC FRANCE, ERRECOM, EXTRUPLAST, GOIZPER, S. COOP., IRONTEK, LESMO3, LIQUI MOLY, MECACYL INT - RIMA PERSYN, METAL 5, MINERVA-OIL FRANCE, OFO, STOP&GO - DIFAB, TOTAL ENERGIES, WD 40 COMPANY, WOLF OIL CORPORATION, XENUM NV/SA

Tyres & Accessories

AVATACAR, CADOX, DELDO
AUTOBANDEN, DIPROPNEU, DISTRI
CASH GROUPE, DOUMERC PNEUS
INTERNATIONAL – DPI, FALKEN TYRE
EUROPE GMBH, IHLE FRANCE,
INTER-SPRINT BANDEN BV, MCGARD
DEUTSCHLAND GMBH, PLANET LINE,
POLAIRE – JOUBERT GROUP, PUISSANCE
PNEUS, SEBELTECH – MUSHER, SPM, VAN
DEN BAN AUTOBANDEN BV

Repairs & Maintenance

ABERT INVESTMENTS (KS TOOLS),
ABRITES LTD, ACE INGENIERIE-MEKABOY,
ASNU FRANCE GARNITEC, ATEQ TPMS,
AUTEL FRANCE, AUTO BILAN SYSTEMS,
AUTOBEST, AUTOTUNER, BAHCO,
BLACKMAMBA, CAPELEC, CASCOS
MAQUINARIA, CATU, COTROLIA,
DKBOOST KROFTOOLS, DRAPER TOOLS

LIMITED, ECODYNAMX-DCARBONIZE, **EOLE FRANCE COMPRESSEURS,** EXXOTEST, FILCAR, FLEXFUEL ENERGY DEVELOPMENT, GETRAC, GITEC SAS, GUERNET COMPRESSEURS, HDI, HUBITOOLS, ICARSOFT FRANCE, INOKEY, KEMTEX HCT, KEY-CODE, KOVAX EUROPE B.V., LAUNCHPRO FRANCE SAS, LEMANIA ENERGY, LK DISTRIBUTION, LR PERFORMANCE, MAE - MANCHE ATLANTIQUE EQUIPEMENTS, MAGICMOTORSPORT, MAROLOTEST, MECALAN, MILWAUKEE, MULLER AUTOMOTIVE SAS, NEXION FRANCE, OMCN SPA, ONE-TOO, OXYHYDROGEN TECHNOLOGIES, S.L., PROVAC FRANCE, RAV FRANCE, RESTOR WHEEL, RR EQUIPEMENT, SACATEC EQUIPEMENT, SAS BK LOC - BIO E85- FRANCE, SECTORIEL, SILCA SAS, SNAP-ON EQUIPMENT FRANCE, SNDC - SAS, SONIC EQUIPMENT, SPORT SYSTEM, SUN ABRASIVES CO., LTD., TECHNIFAP, TECMATE INTERNATIONAL N.V., TELWIN, TEXA FRANCE, TIERRATECH, TONIC DISTRIBUTION, TWIN BUSCH FRANCE, WURTH FRANCE

Services for professionals / Car remarketing

APPRO AUTO, ATB AUTO, AUTHENTIC, AUTO DECLIC, AUTO1.COM, AUTODRAIN, AUTORECYCLAGE.COM, AUTOROLA FRANCE, AUTOSPHERE. PRO, AUTOVIZA, BCA EXPERTISE, BE ENERGY - WE ARE REGEN, BRIGADE DE SAPERURS-POMPIERS DE PARIS, CARECO, CARFORM.IO, CARGARANTIE, CARHISTORY FRANCE, CHIMIREC DEVELOPPEMENT, CILEA SOFTWARE & SERVICES, CORHOFI, CROSS ID PSI, DAF CONSEIL, DARVA, DAT FRANCE, DIGITALEO, DUBOURG AUTOMOBILES, EBP, ECHOES, ENTRE MARCHANDS AUTO, ERA@C3 SARL, EUROCOC, EUROTAG BV, FARAL, FASTBACK FRANCE, FEDEREC, FIDUCIAL INFORMATIQUE, FLEETBACK, GARANTIE M, GCA LOGISTIQUE AUTOMOBILE, GLOBAL AUTOSTORE, GPA 26, GROUPE CAT, GROUPE SURPLUS RECYCLAGE, GT MOTIVE, GUEST SUITE, HIFLOW, ICARE INFORMATIQUE, INCARLINE, INDRA AUTOMOBILE RECYCLING, KEPLER VO, LBS - LES BONNES SOLUTIONS, LEASIA. LOCOMOTIVE, LRPI REMANUFACTURING, MAPROCHAINEAUTO.OS, MINAUTOR, MOBILIANS, OOVOOM, OPTEVEN, RE-FAP, REMAN BY ADLC, RESTORFX, SACEO -OPISTO, SACMI 44, SFM SAS, SMARTO, SOLWARE AUTO, SPIDER VO, STARTERRE, TCHEK, TEC3H, TER RENTAL, UBIFLOW, UNIOR FRANCE / WISVO, VEGE FRANCE, **VPAUTO**

11. Paris Automotive

Summit

Save the date!

18 October 2022

From 9am to 1pm

Dôme de Paris

34 boulevard Victor Hugo 75015 Paris

1st edition of

#ParisAutomotiveSummit

International-scale event slated as part of MONDIAL DE L'AUTO and EQUIP AUTO Paris, co-located at Porte de Versailles

from 17 to 23 October 2022.

In 2022, EQUIP AUTO Paris and MONDIAL DE L'AUTO are making history by coming together for the first time under the same banner: PARIS AUTOMOTIVE WEEK, a week during which France welcomes the

whole world to reaffirm the major importance of an industry at the heart of innovations set to shape the mobility of the 21st century.

PARIS AUTOMOTIVE SUMMIT will be the third pillar of the

event: world leaders in the sector, innovative players and public officials will share their vision of the challenges facing the sector and the automotive future.

The aim of the PARIS AUTOMOTIVE SUMMIT is to bring together over 2,000 participants on 18 October. Access to the #ParisAutomotiveSummit is free of charge and participants will receive a pass to visit MONDIAL DE L'AUTO and an invitation for EQUIP AUTO Paris.

More information at:

automotive-week.paris/en/summit







About **EQUIP AUTO Paris**

"Reinventing services for mobility": the trade show EQUIP AUTO Paris is, within the EMEA zone, the leading international event for innovation in aftersales and services relating to connected mobilitu.

It places innovation, expertise, dialogue and conviviality at the heart of its ambition, assembling all the automotive value chain's players and know-how in the aim of shaping, developing and delivering the mobility services of the future. EOUIP AUTO Parisis an exhibition by the Federation of Vehicle Equipment Industries (FIEV) and the French Bodywork Federation (FFC), and the Comexposium Group.

It takes place every two years at the Paris Porte de Versailles exhibition centre and brings together more than 1,000 exhibitors and brands and 80,000 professionals.

In alternate odd-number years it organises EQUIP AUTO On Tour with its regional meetings around France.

For the first time, from 17 to 23 October 2022 at Porte de Versailles, the two flagship events of the automotive sector, the Paris Motor Show (Mondial de l'Auto) and the exhibition EQUIP AUTO Paris, come together under the same banner by creating Paris Automotive Week.

#EQUIPAUTO (F) (in) (O)







