



MAKING MOBILITY EASIER

CLEPA – 30 MARCH 2017

From « car maintenance » to « mobility » : 47 years of history



1970 – 2000
Development of the auto centre concept

2001 – 2009
Diversification of the car maintenance offer

2010 – Today
On the road to new forms of mobility

Mobivia key figures :



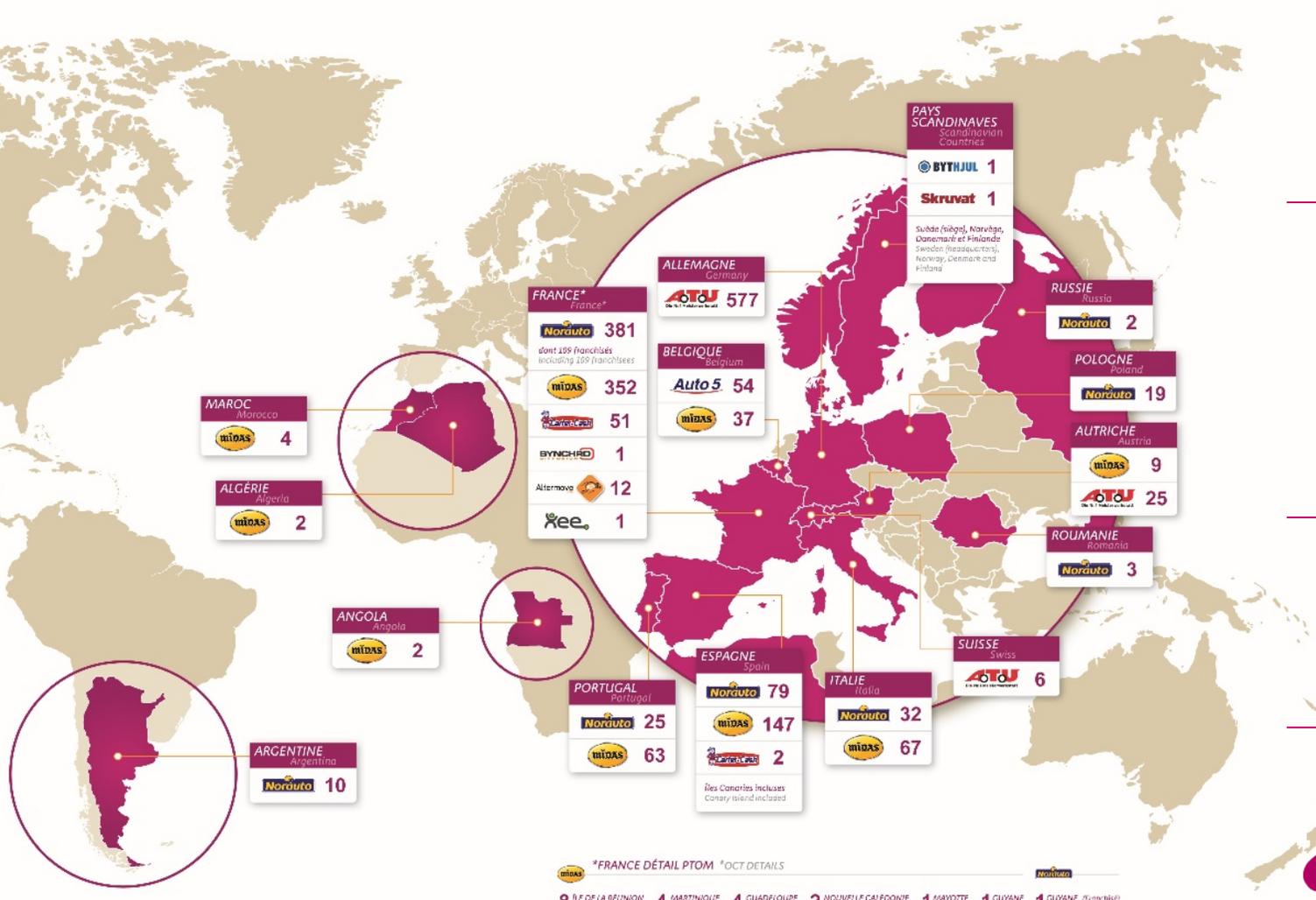
+21 000
employees
(w/o Franchisees)



1 960
points of sales

19
countries

€ 2,8
Billions of
Annual Sales



Agrégation de chiffres de Mobivia au 30 septembre 2016 et des chiffres d'A.T.U à juin 2016 / Aggregation of Mobivia figures as of 30 September 2016 and figures for A.T.U for June 2016

Our mission : Making Mobility Easier

As the leading business providing multi-brand vehicle servicing and parts in Europe as well as a key player in the area of new mobilities, Mobivia endeavour each day to ensure the sustainable mobility of every person around the world.





Xee.

the Open Platform
for Connected Cars

Video Xee

<https://www.youtube.com/watch?v=AptoCzsY3zY>

A full-stack solution for Connected Vehicles :



- **Universal solution** : Xee fits all types, brands and models of cars
- CAN-Read only, **not intrusive**, « E » marked
- **Open Data Platform** with full Developer Environment (APIs and SDK)
- 18 apps in the **Store** (iOS and Android)
- **Hundred millions of miles** of experience and data (big and smart data)
- Public price of **139€**, no monthly subscription required
- Deployed in France and all over **Europe**

Orange F 4G 17:05 46 %

Espace V

"Puis-je aller à Marseille"

Marseille se trouve à
1007.7 km. Je vais
consommer **65.5** litres de
carburant. J'aurai **besoin**
de carburant !





6 FONDAMENTALS FOR THE FUTURE OF OUR INDUSTRY



1 - Freedom of Operation

- All “service providers” with professional qualifications shall have equal access to data and resources of the vehicles : it creates fair competition and increases consumer choice.
- Aftermarket requires on-site access to data for maintenance, remote access to data for preventive services, and access to “In-vehicle Driver interface” for Customer Relationship.
- It preserves both the entrepreneurship and the existing and future employment within the industry.



2 - Freedom of Innovation

- Innovation within the Aftermarket is key for rapid market adaptation to global issues and worldwide competition.
- It allows the entrance of new market players and the development of new initiatives. It helps transforming the industry at a faster pace than the natural market fleet renewal.
- It requires the access to the vehicle data and resources, together with the right to enhance the existing car technologies.



3 - Safety of People

- By advising and assisting motorists, the Aftermarket Sector contributes to better vehicle maintenance and greater driving safety.
- Car Manufacturers and Aftermarket shall define together the technical environments required for the safety of passengers and the security of systems, without making it an exclusive or monopolistic area of one of the parties.
- All should contribute to secured and interoperable solutions.



4 - Privacy of Data

- New vehicles are able to track and transmit data generated by their use. This data shall belong to the end-user (e.g. the driver of car)
- In order to ensure privacy and to respect the Consumer's rights, no data shall be used without his explicit consent.
- The end-user shall be free to share his data with any service provider of his choice, without the obligation to transfer them through a proprietary and exclusive back-end.



5 - Portability of Service

- All end-user customers shall be free to access the best services of their choice, at any time.
- No end-user customer shall be tied-up in life-time programs or unfair by-default programs.
- These end-user customers shall be able to shift from one service provider to another without discontinuity nor discrimination.



6 - Clear set of rules

- **Safeguards** shall be established through:
 - i. a clear definition of the ownership of the data
 - ii. the obligation for technological solutions that will create a level playing field for all actors of the industry
- A need for **adequate regulations at EU level** to guarantee:
 - i. effective consumer protection
 - ii. equal access to data for all operators
 - iii. genuine and fair competition amongst all the actors

6 FONDAMENTALS FOR THE FUTURE OF OUR INDUSTRY



1

Freedom of
Operation



2

Freedom of
Innovation



3

Safety of
People



4

Privacy
of Data



5

Portability
of Service



6

Clear set
of rules