CLEPA
European Association of
Automotive Suppliers

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PRESS RELEASE

Joint Aftermarket Business Barometer by CLEPA and the four International Trading Groups

CLEPA, the European Association of Automotive Suppliers and the four International Trading Groups Auto Distribution International, ATR International AG, Group Auto Union International and Temot International launched together the "Aftermarket Business Barometer" which shows Key Performance Indicators (KPI´s) in Business Developments and Expectations for the Automotive Aftermarket. This barometer has been designed and distributed by the company "Efficons" (www.efficons.de), a consultancy company experienced in market research, led by Markus Scheelen.

The basic rationale behind this initiative is the fact that the trade and the wholesalers are directly linked to the demand of the workshops; however they are depending on the service level of the suppliers. To harmonize this gap of 1 to 2 months between sell-out and sell-in, both parties decided to launch this barometer. At the same time, it gives an overview of the market performance.

Suppliers and wholesalers give their results every 3 months for the passed quarter and their expectations for the current quarter. The first query was carried out in October 2009 with results from the 3rd quarter and expectations from the 4th quarter of that year.

The current survey shows consequently the results from the 4th quarter of 2009 and the expectations for the 1st quarter 2010, which is almost reality. Consequently, future surveys will be done with a fixed schedule. Next results (1st quarter results/ 2nd quarter expectations 2010) will be published on the 19th April 2010.

The results will be given to the suppliers and the wholesalers and an executive summary will be presented on the websites of the participating groups.

The current results show an improvement over the last quarter in turnover, in employee retention and overall strength of the aftermarket, for the suppliers and the wholesalers.

As concerns both parties point out parts identification and EDI, pricing policy, cash flow and accurate forecasting.

The development of both trade channels, via the Car manufacturers (OES) and the Independent Operators (IAM) was according to suppliers and trade in balance.

To remain this balance and to assure that a car owner can choose also in the future the workshop of his choice (independent or authorized) and consequently order the necessary spare parts in OE-quality from the Car Manufacturers or the Independent Operators important legislation such as the renewed Motor Vehicle Block Exemption (MVBER) and regulations for implementation for Repair and Maintenance Information (RMI) are under process within the European Commission. The results are expected within the next months.

For further questions, do not hesitate to contact Josef Frank at j.frank@clepa.be or +32 2 740 28 43

CLEPA, the European Association of Automotive Suppliers. 76 of the world's most prominent suppliers for car parts, systems and modules and 26 National trade associations and European sector associations are members of CLEPA, representing more than 3,000 companies, employing more than three million people and covering all products and services within the automotive supply chain. Based in Brussels, Belgium, CLEPA is recognized as the natural discussion partner by the European Institutions, United Nations and fellow associations (ACEA, JAMA, MEMA, etc).