

## #CONNECT EUROPE

European and International Automotive Trade and Repair Forum

15/09/2022 - BARCELONE

### Pourquoi participer à cet événement

- An event to exchange, anticipate and build the future of European and International Automotive Trade and Repair
- More than 170 large car dealers and dealership national associations attended in 2022
- This event will take place in Barcelona considered as the Economic Hub of Southern Europe

### DAY 1 PROGRAM SEPTEMBER 15TH 2022

#### Registration and welcome breakfast

#### Meeting exclusively for national automotive dealers & repairers associations

#### Networking for dealership groups chairmen, head of independent trade & repair groups

### PLENARY SESSION #1 – New distribution models and regulatory framework

#### Welcome speech

#### INTERVIEW VIP

#### DEBATE - The New distribution models

- Agency, franchise or distribution contract: consequences on Business models ?
- Which new relations ? Rules ? Models ?
- How to adapt quickly and with agility ?

#### Lunch

### WORKSHOPS #1

#### Vehicle data access : a new issue for stakeholders

- Green Deal : differences btw reality vs objectives
- The goal are too ambitious for the green deal
- Where are the revenue from the taxes ? Private customer is still paying full taxes
- Profitability - Finding new ways to find new incomes
- European Benchmark Practices

## Used Market - Business model

- Which new Businesses in development and how it changes the market rules ?
  - Finding new supply sources
  - How are changes in the used car industry leading to a digital experience for operators and end users
  - Focus on UK & US – already develop
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## Electric & carbon-free mobility

- What will the 2023 legislation change ?
  - What are the main steps to achieving zero-carbon roads in Europe?
  - What role will electric vehicles play in the low-carbon transition?
  - Innovations for a cleaner future
  - Individualize the learner's path with artificial intelligence tools
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## PLENARY SESSION #2 : New earning models of dealers and repairers in the future

### INTERVIEW VIP

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## DEBATE - New business segments : How to develop financial spreads ?

- New consumption used : The mobility as a service (Vehicle on demand & Mobility on demand)
- Which alternative sources of supply (Infrastructures services (parking & charging))
- How to use a car as a platform (Platform access (access fee and royalty) & Connected services sales (values added services and services in retail sales prices))
- Aftermarket : spare parts digitalisation, aftersales of electric vehicles, new actors
- Used cars professionalisation & digitalisation : which transformation of businesses

## Networking break

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## WORKSHOPS #2

### Used Cars & remarketing

- Which re-marketing : dedicated factories or locals repair shop
  - The buy-back
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### Recruitment / skills / formation / job evolutions

- E- sellers, e-repairers
  - New skills & training
  - Job evolutions
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### Alternative Fuel solutions : The rise of hydrogen-powered vehicles

- What changes in infrastructure to repair the hydrogen vehicles ?
- Costs of infrastructure transformation of a repair shop

## Networking break

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# CECRA'S general assembly

## Cocktail

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## Gala dinner

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DAY 1 PROGRAM SEPTEMBER 16TH 2022

## PLENARY SESSION #3 : Spanish feedback of the automotive ecosystem

### INTERVIEW VIP

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### DEBATE

- Spanish market, figures, structure and evolution, challenges and opportunities
- Distribution model in Spain
- Used car market and online sales
- Mobility
- Link between Used Car and Aftersales

### Networking break

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### WORKSHOPS #3

#### Agent contract : how to manage change ?

- Legal issues
  - After sales service
  - Logistic issues
  - Invoice issues
  - Customer management issues
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#### New consuming and financing habits

- Which models and organization: subscription / LLD / LOA / Purchases – (Netflix model)
  - Pay as your drive
  - What levels of profitability
  - Which services / insurances
  - OEM's options
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#### What future for industrial vehicles by 2030 ?

- What changes in infrastructure to repair the new electric/hydrogen vehicles etc...
  - Costs of infrastructure transformation
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### WORKSHOPS #4

#### Web to stores & phygital for new and used cars: how to stand out from pure players' competition

- Digitalization strategy

- How much revenue expecting from a digital strategy in store ?
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## Interests' of independant repairers - Automotive spare parts

- What are the repercussions of the pricing policies imposed by car insurance companies on repair shops in Spain?
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## MARKETPLACE : sales, aftersales

- How marketplaces create new rules ?
- Enhance the customer relationship by collecting reviews
- How to manage your stocks
- The future of the salesman's role
- Can we work with and How ?

## Lunch

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## PLENARY SESSION #4 : Connected vehicles, data and services?

### INTERVIEW VIP

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## DEBATE - What is the impact of the DATA ?

- DATA Act (acted the 23/02/2022) - sectoral approach
  - How to deal with the ongoing lack of access to in-vehicle data and functions (the ongoing lack of access to in-vehicle data and functions jeopardizes the ability of SME's (several of them being represented by CECRA) to compete in digital products and services, and to provide customers, both consumers and fleet operators, with the digital services they expect.)
  - How to secure connected vehicle data and address cyber risks ? (SERMI)
  - Which Technical solutions ? (respecting standards of security and safety exist but require legislative backing at European level.
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## PLENARY SESSION #5 : International Debates

### Welcome speech

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## DEBATE - Cross views on perspectives and practices

- What are the repercussions of the changes underway in Europe?
  - What are the impacts on the business model?
  - Will we still need dealers in the future?
  - What is the real cost of distribution?
  - Benchmark of best practices
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## CLOSING SPEECH

### End of the connect

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### Avec la présence exceptionnelle de

Professionnel(s) du secteur

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### Qui participe à cet événement

- European distribution groups and repairers, Associations representing the interests of automotive dealers & repairers in Europe
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## Tarifs

■ Tarif : 1 000,00 €HT