

## **ALLIANCE AUTOMOTIVE GROUP COMMITS TO SPARE PARTS RECYCLING**

- Alliance Automotive Group has acquired the Centre Agréé de Véhicules Hors d'Usage Genève Occasion (Geneva Authorised Centre for Used End-of-life Vehicles).
- Creation of the network 'PRÉFÉRENCE RECYCLAGE' (Preference Recycling)
- Launch of 'Labeloccasion', a new brand for the supply of used parts

**Levallois-Perret, 23<sup>rd</sup> September 2016** --- Alliance Automotive Group, a leader in the distribution of spare parts for light and commercial vehicles in France as well as in Germany and the UK, announces the acquisition of the Geneva Authorised Centre for Used End-of-life Vehicles (ELV), based in Niort (79) and la Rochelle (17), on 20<sup>th</sup> September 2016. This acquisition is part of a new development in the Group's to expand its scope of activity in the parts recycling sector.

Beginning 1<sup>st</sup> of January of 2017, the law on energy transition requires all professionals involved in the maintenance and repair of vehicles to offer consumers recycled parts or remanufactured parts. This measure is part of the recyclable economy and aims to conserve non-renewable resources, energy and raw materials by reusing parts or equipment from end-of-life vehicles or applying an industrial process for the refurbishment of spare parts.

In response to this requirement for distributors and repairers to offer recycled parts, Alliance Automotive Group is making a commitment to this sector with the acquisition of Genève Occasion. For over 80 years, this company has specialised in the dismantling of ELVs, the trading of used vehicles and those involved in accidents and the recycling of spare parts for light vehicles of all makes. The site annually dismantles nearly 6,000 ELVs in order to extract 75,000 spare parts. In 2016, the company realised a turnover of approximately €18 million. Its President, François Logeay, who has been a major force in vehicle recycling networks, will assist Alliance Automotive Group in developing this new activity.

'This acquisition demonstrates our commitment to be involved in this sector. With the acquisition of Genève Occasion, which is a benchmark for the dismantling of end-of-life vehicles, our Group will be an important actor in this sector. This investment will enable us to meet the future needs of our distribution networks, Groupauto, Partner's, Précisium Gef'Auto as well as our repairer networks and insurance partners. Genève Occasion's performance is built upon a long and solid relationship with insurers. By means of this acquisition, we intend to offer a ready-made solution for customers looking for structured channels in the spare parts recycling sector', commented Eric Girot, Managing Director of Alliance Automotive Group - France.

François Logeay, President of Geneva Occasion, said: 'I am delighted that our authorised centre Genève Occasion will become part of Alliance Automotive Group. I will be working with the Alliance Automotive Group team, with whom we have already partnered for many years, to make our expertise available to help develop spare parts recycling within the Group'.

## **Creation of the PRÉFÉRENCE RECYCLAGE network**

In order to structure the offering of recycled parts within the Group, Alliance Automotive Group will create the PRÉFÉRENCE RECYCLAGE recycling network, which will consist of authorised ELV centres with logistics capabilities for distributing recycled parts.

The acquisition of Genève Occasion will mark the Group's first authorised processing centre for ELVs, 'PRÉFÉRENCE RECYCLAGE'. The PRÉFÉRENCE RECYCLAGE network will complement the network of regional PRÉFÉRENCE platforms dedicated to the distribution of new and remanufactured parts. Alliance Automotive Group is already active in the market for remanufactured parts, especially through its technical platform LH, based in Le Mans (72), for the business exchange and repair of diesel injectors and pumps, and through its distributor Chambon SAS (77 and 45) for the restoration and rebuilding of engines.

'Our objective is to rapidly create a national network of authorised ELV centers to 'produce' recycled parts. We plan to complete our national coverage PRÉFÉRENCE RECYCLAGE either by redeveloping existing sites or by forming business partnerships with companies that are already operating in this market. This will enable us to have a consistent level of supply that ensures the availability and rapid delivery of parts for all of our distribution networks throughout the country,' said Eric Girot.

PRÉFÉRENCE RECYCLAGE 'Genève Occasion', located in Niort, covers an area of 59,000 sq m and currently stocks 3,500 engines and gearboxes and 110,000 used parts that have been photographed, referenced and traced.

## **Launch of 'Labeloccasion', a new brand dedicated to recycled parts**

The introduction of the supply of recycled parts will be accompanied by the launch of a new brand called 'Labeloccasion', which will market recycled parts. Its goal will be to facilitate the positioning of these parts in the overall supply of the Group's distributors. 'Labeloccasion' will be marketed alongside original quality parts of equipment manufacturers and retail brands. It will provide a guarantee of reliability to the user by the implementation of a rigorous quality control process. Professionals and consumers will be able to rely on this label as a quality guarantee.

Parts from 'Labeloccasion' will be made available to the market in early 2017 from 1,000 Grouauto, Partner's, Précisium and Gef'Auto outlets. The range will focus on four main product lines: engines, gearboxes, body parts (interior equipment, dashboards, trim, etc.), and electrical components (alternators, starter motors, electric windows, compressors).

All parts from 'Labeloccasion' that are stocked by PRÉFÉRENCE RECYCLAGE will be available via the Hub, allowing all of the Group's distribution networks to access new parts, remanufactured parts and used parts, regardless of where they are stored. Distributors will be able to instantly view a given reference number, the new replacement part and the used part.

With over 1,000 outlets, Alliance Automotive Group will be able to improve the recycling rate of its ELV processing centres by increasing the number of dismantled parts per ELV', concludes Eric Girot.

The Group already offers its expertise in the traditional business of mechanical parts, body parts, with its Saint Amand Service (SAS), and technical parts with its technical platform LH. The development of a recycled parts will further expand its market coverage and will confirm the Group's its commitment to a sustainable environment.

## Visuals:

	<p>The PRÉFÉRENCE RECYCLAGE logo includes references to the network of PRÉFÉRENCE platforms of the Group and is highlighted with a splash of green to confirm its environmental approach.</p>
	<p>'Labeloccasion', the Group's new brand, is dedicated to recycled parts. The name and logo 'Labeloccasion' are clear and easy for anyone to understand. The 'Label' gives the user a guarantee of quality..</p>
	<p>Eric Girot General Manager of Alliance Automotive Group - France</p>
	<p>François Logeay President of Genève Occasion</p>

## About Alliance Automotive Group

With a turnover in 2015 of around €1.6 billion, Alliance Automotive Group is one of the European leaders in the spare parts distribution market for light and heavy vehicles intended for independent repair in Europe. With a presence in France under the names Groupauto France, Précisium, Partner's and Gef'Auto, in the UK under the names Groupauto UK and UAN, and in Germany under the names Coler GmbH & Co. KG and Busch GmbH, it ensures the supply of more than 250,000 part numbers to nearly 1,600 independent distributors. Based in London Alliance Automotive Group continues its growth strategy in Europe.

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