

GLOBAL TRENDS IN THE AUTOMOTIVE AFTERMARKET

Stockholm, February 2nd 2017



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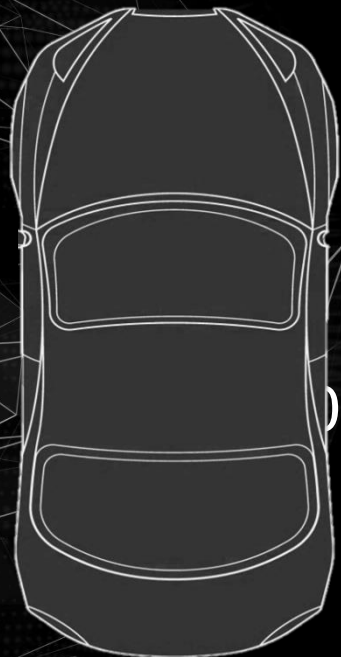
AGENDA

- HOW DOES THE GLOBAL AUTOMOTIVE MARKET LOOK LIKE 2030
- REVENUE OF THE AUTOMOTIVE INDUSTRY
- TRENDS IN THE GLOBAL AFTERMARKET
- US / EU / SWEDISH MARKET PLAYERS
- HOW WILL NEW TECHNOLOGIES CHANGE THE AFTERMARKET
- CHALLENGES AND OPPORTUNITIES

2030 | 100-120 MILLION CARS SOLD

50-60 _M

EMERGING MARKETS



10-25 _M

ELECTRICAL / HYBRIDS

10-20 _M

AUTONOMOUS

5-10 _M

SHARED

80 _M CARS AS WE KNOW THEM TODAY

REVENUE OF THE GLOBAL AUTOMOTIVE INDUSTRY 2015

\$ 4 Trillion

\$ 10 Trillion

\$ 1,6 Trillion

Sources: McKinsey, Morgan Stanley

REVENUE OF THE SWEDISH AUTOMOTIVE INDUSTRY 2015

SEK **733** Billion

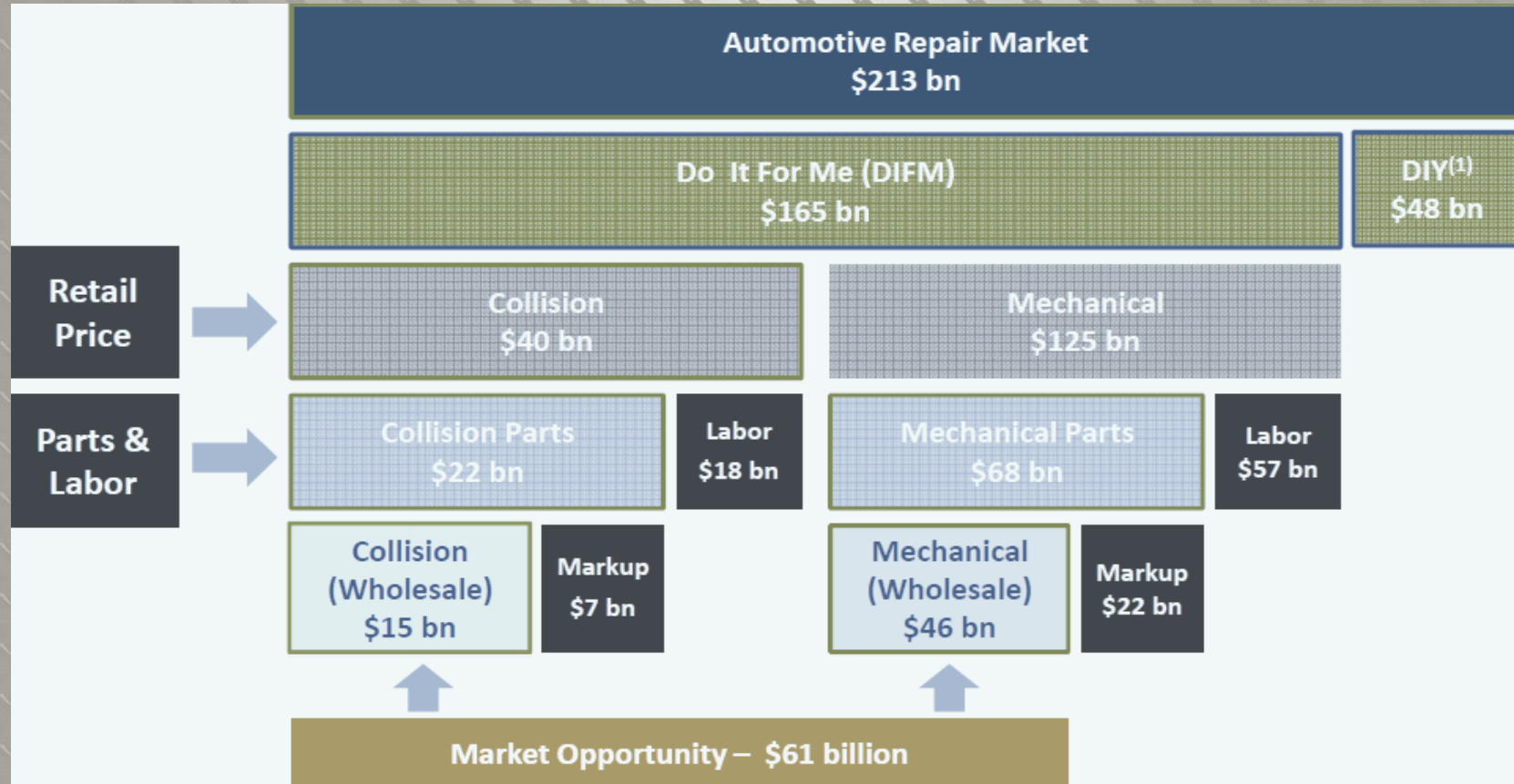
SEK **277** Billion

SEK **111** Billion

TRENDS IN GLOBAL AFTERMARKET / SERVICE

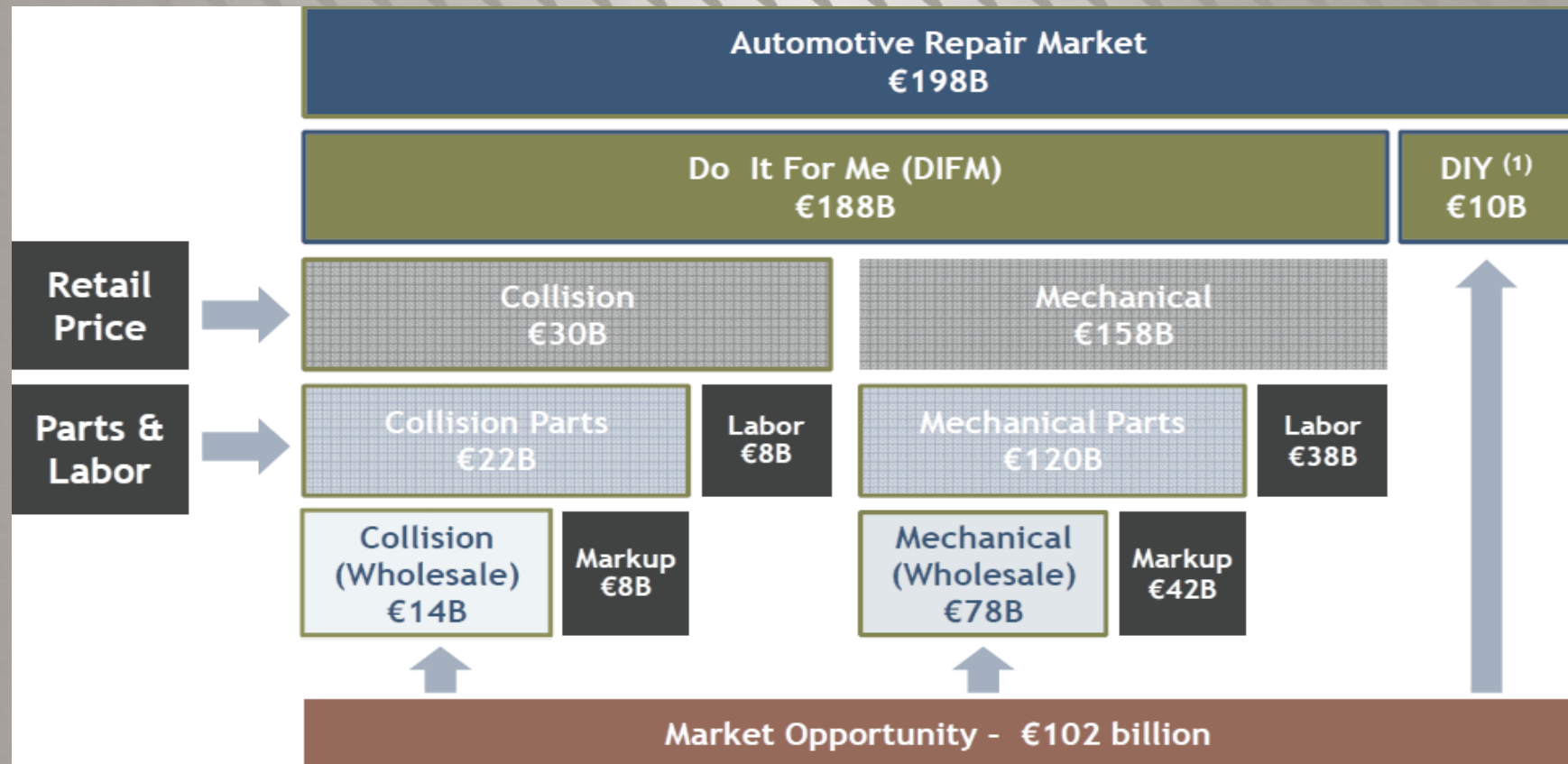
1. THE AVERAGE AGE OF VEHICLES CONTINUES TO CLIMB – AT LEAST FOR NOW
2. OEM GLOBALIZATION IS QUICKLY BECOMING THE NEW NORM
3. CONSOLIDATION OF AUTO PARTS / AUTO REPAIR BUSINESS
4. THE AFTERMARKET WORLD IS GOING ONLINE
5. OEM TECHNOLOGY ADVANCES CONTINUE TO PROVIDE BOTH CHALLENGES AND OPPORTUNITIES
6. BY 2020 80-90% OF NEW VEHICLES WILL HAVE EMBEDDED TELEMATICS AND A HIGH DEGREE OF CRASH ADVANCED TECHNOLOGY
7. 3D PRINTING IS MAKING INROADS INTO THE AFTERMARKET

LARGE & FRAGMENTED US MARKET



Source: LKQ Corporation, Presentation May 2016. 2014 Datamonitor, Management estimates.

LARGE EUROPEAN MARKET



Source: LKQ Corporation Presentation May 2016. AAIA Factbook, 24rd Edition 2014

AFTERMARKET PARTS DISTRIBUTORS US ■ EU ■ SWE



US

AutoZone	10.2
Advance Auto Parts	9,3
Genuine Parts Comp	8,1
O'Reilly Automotive	

Federal Mogul

EBAY

Note: All figures are in Billion USD



EU

LKQ Corp	3,0
WM FZK	1,9
Stahlgruber	1,7
AAG	1,6
AutoDist	1,6
Inter Cars	1,2
Mekonomen	0,9
SAG	0,8
Feu Vert	0,7

AUTOTEILEMANN

AMAZON

EBAY



SWE

Mekonomen
BILIA
BILTEMA
GALWIN
KGK
CEDEX
SKRUVAT

MISTERAUTO

AUTOTEILEMANN

1-2 y

5 y

10 y

CONNECTED SMART CARS

*Phone based services
Vehicle centric solutions*

DRIVER ASSIST AUTO PARKING

*Already launched / Technology Evolution
and Mass Adoption as next step*

CAR SHARING

ELECTRICAL CARS EVERYWHERE

AUTONOMUS DRIVING



CHALLENGES AND OPPORTUNITIES

COLLISION

MECHANICAL

ELECTRICAL

ACCESSORIES

WHAT'S YOUR PLAN...