



ATR World



Information | Facts | Figures

Creating the Future with Shared Ambitions

At the 37th Shareholders' Meeting, ATR and its shareholders gathered in the bustling city of Marrakech to review key developments and kick off the next chapter at ATR

04 INDUSTRY

DIY in Decline:
With fewer motorists possessing basic car repair skills, how should the Aftermarket evolve?

06 DIGITISATION

Digital Conference 2026:
Actionable discussions on digital adoption, collaboration, and a data-driven future

46 TRENDS

Transition to Electrification:
Which challenges and opportunities arise from an increasingly mixed car parc?

Dear readers



Whilst DIY continues to play an important role in many regions, the picture is quite different in much of Europe. Here, the age of the driveway mechanic is fading fast. As vehicles become smarter and more complex, fewer motorists feel confident handling even basic repairs. But the decline of DIY in Europe is not the end of opportunity, but a turning point for the Aftermarket. With drivers watching costs while keeping cars on the road for longer, independent garages and suppliers can step in with trusted expertise, affordable solutions and flexible services for a new generation of motorists. Please browse to pages [4-5](#) to read more about this topic.

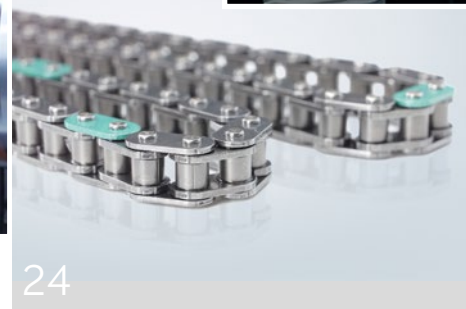
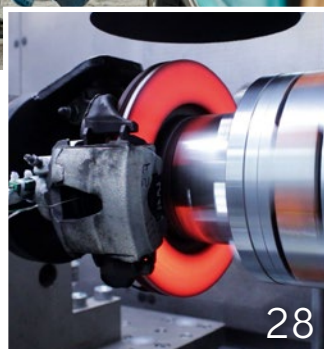
ATR ended the first half of 2026 with some successful events. Our 37th Shareholders' Meeting took place in the "red city" Marrakech, Morocco and we were happy to see the ATR community there, to network, to strengthen and make new friendships and to experience Morocco's heritage and cuisine. Please browse to pages [12-13](#) for more information. Furthermore, you may also be curious to read about the other recent ATR events like the APAC IPAS Online Meeting, the LatAm Community Days, the International Workshop Concept Meeting and the Digital Conference and Symposium.

We conclude this issue with an interesting contribution about why electrification, ageing vehicles and shifting customer demands are transforming Europe's Aftermarket. To thrive in the mixed parc era, businesses must embrace new skills, smarter collaboration and more resilient supply chains. Please go to pages [46-47](#) for more information.

I hope you enjoy the read.

Warren Espinoza

CEO, ATR International AG



INDUSTRY

- 04 What Does the Death of DIY in Europe Mean for the Aftermarket?

DIGITISATION

- 06 Driving Change Together: Insights from the **ATR Digital Conference 2026** in Naples

INSIDE ATR

- 08 Euro 7 Brake Emission Rules: **FIGIEFA** calls for Workable Solutions for the Aftermarket
- 09 **ATR's International Concept Meeting 2026** in Hamburg
- 10 **ATR LatAm Community Days 2026**: Strengthening Connections Across the Region
- 11 Looking Back on a Remarkable **ATR Journey with Mihály Lieb**
- 12 37th **ATR Shareholders' Meeting** in the "Red City" Marrakech
- 13 A New Face on **ATR's Supervisory Board**
- 14 **ATR CV**: Taking CV to the Next Level
- 15 **ATR APAC Online**: Another Round of Online Business Speed Dating at its best
- 16 **hsy**: Building Capability through Real-World Training
- 17 **Auto Plus Bulgaria**: Driving Knowledge Forward in a Rapidly Changing Market
- 18 **LKQ**: The End-of-Life Vehicle Regulation: A Turning Point for Europe's Aftermarket
- 20 **KGK | Autoexperten** Strengthens Inventory Management to Reduce Excess Stock
- 21 **KGK | Autoexperten**: Future Technicians, Mechanics, and the Industry's Skills Needs
- 22 **ATR** at Automechanika Frankfurt 2026
- 23 Growth, Speed and a New Era at **Martaş Automotive**

SUPPLIERS

- 24 **Jürgen Liebisch**: AIC Germany and iwis: Premium Timing Chain Systems in Proven OE Quality
- 25 **AUMOVIO**: Quality you can see: How Remote Support Makes ATE's Quality Initiative Visible
- 26 **bilstein group**: Your No. 1 Partner for Growing your Trailer Business
- 27 **Bosal**: The absolute number 1 in quality: Vertical Detachable Towbar B42

- 28 Safety, comfort and economic efficiency: **Bosch** brake-pad prototyping
- 29 **Brembo** Xtra range: Superior Style and extra Performance for Passionate Drivers
- 30 **Continental**: All the variety you need: New multi V-belt kits
- 31 **Elring**: Sealing Expertise for Everyday Workshop Operations
- 32 **Exide AGM** – Reliability is Already Built in
- 33 **FORVIA HELLA**: Market Launch for the World's first Front Phygital Shields in the BMW iX3
- 34 Tailor Made Boot Kits for Every Vehicle – **GKN Automotive** PremiumKit
- 35 How **KYB** is Using Data and AI to Improve Quality, Reliability, and long Term Value
- 36 Market Launch for RemotePRO Air by **MAHLE**
- 37 **MANN-FILTER**: Clean Air on Every Journey: Cabin Air Filters for Motorhomes
- 38 **Nissens**: Power Your AC Success with Proven Experts
- 39 **NGK** precious metal spark plugs: Advancement Through Engineering
- 40 **NRF** Innovation Range – Unique Aftermarket Parts Offer for BYD
- 41 **OSRAM**: Be Adventure Ready
- 42 **Phinia | Delphi**: Automatically Back Up Vehicle Data with DS-CLOUD
- 43 **Schaeffler** Vehicle Lifetime Solutions makes Vitesco Solutions for Micro and Mild Hybrids Available to the Aftermarket for the first Time
- 44 **Valeo** Specialist Club: Loyalty for All
- 45 Simpler and Faster: **ZF** Streamlines Core Returns and Accelerates Circularity in the Aftermarket

TRENDS

- 46 The 'Mixed Parc' Problem: How can the Aftermarket Adapt to the Changing Car Landscape?

IMPRINT

What Does the Death of DIY in Europe Mean for the Aftermarket?

Fewer motorists than ever before know how to repair their own vehicles. Yet, drivers aren't particularly keen to spend on car maintenance either. In this article, we examine how the Aftermarket can capitalise on changing customer expectations in the post-DIY era

Nowadays, fewer and fewer motorists repair their own vehicles. Even relatively simple tasks like changing a tyre or topping up fluids are now off limits for a growing number of drivers. However, while modern motorists are less likely to get their hands dirty, they are becoming increasingly cost-conscious when it comes to car maintenance. Are these seemingly contrasting trends good or bad news for the Independent Aftermarket sector?

Is DIY Dying?

Arguably, the thought of looking under a car bonnet wouldn't even cross the minds of most drivers today. According to a survey conducted by Warrantywise, just 6% of UK motorists 'normally fix problems with their vehicles themselves'.¹ Wider data suggest that over three-quarters of them would struggle with even the simplest car maintenance tasks. The younger genera-

tion appears to be the least likely to possess basic repair skills, with a recent survey revealing that a staggering 57% of Gen Z motorists didn't know how to inflate their tyres, and only 35% can fit new wiper blades.²

While this lack of know-how may seem to be the norm today, the situation would have been very different only a few decades ago. In the 1970s, at least one in three UK motorists regularly tackled even quite major repairs on their cars.³

The decline in car DIYers over the past few decades has multiple causes. Firstly, vehicles have become increasingly complex due to the proliferation of electronics and the transition to electrification, which requires specialist maintenance tools and knowledge. In addition, regulatory devel-

opments (such as the Clean Neighbourhoods and Environment Act 2005) have made it illegal to work on a vehicle on the highway unless it has broken down.

More importantly, younger generations are becoming less interested in DIY across the board, beyond car maintenance.⁴ The logical conclusion should be

that motorists today are more willing to pay someone else to repair their cars. Yet, evidence shows that this is not necessarily the case.

57% of Gen Z motorists didn't know how to inflate their tyres and only 35% can fit new wiper blades.

Fewer DIYers, More Cost-conscious Motorists

While motorists today may be less adept at DIY than in the past, they are also more careful about their car-related





expenditures. This behaviour is often the result of the ongoing cost-of-living crisis.

Cost-conscious drivers tend to keep their existing vehicles for longer, with 84% of all vehicles on European roads set to be out of warranty by the end of 2026.⁵ Despite wanting to prolong their cars' lifespans, motorists are not automatically willing to spend more on maintenance. On the contrary, almost one in four drivers postpones or skips their vehicle services to

save money.⁶ There is also growing demand for lower-cost, non-branded parts from Independent Aftermarket suppliers.⁷

So how can the Aftermarket businesses capitalise on this trend?

The Opportunity for the Aftermarket

As vehicles continue to advance technologically, the Aftermarket has a unique opportunity to step in to bridge the widening DIY knowledge gap. This is why garages should continue investing in training, diagnostic equipment and access to vehicle manufacturers' data and software to maintain expertise and trust.

In this context, small-to-medium independent garages can provide a cost-effective alternative to OEM's service net-

works. By supplying maintenance, repair services, and non-branded parts at competitive prices, they are ideally placed to meet the needs of increasingly cost-conscious customers.

Going mobile and digital

There are other ways in which the Aftermarket can respond to the changing expectations of motorists. One is by

investing in more flexible services such as mobile maintenance and repair. Additionally, modern customers are increasingly time-conscious and could see getting to and from the garage as an unnecessary time waster. This is where the ability to undertake maintenance and repairs at motorists' homes or workplaces can give garages a clear competitive advantage.

To thrive in the current climate, Aftermarket businesses should also consider growing their digital presence. Despite being more reluctant to attempt DIY than older drivers, younger motorists are significantly more likely to turn to social media for guidance and advice. This cohort of motorists is also more used to purchasing products and services online. Garages and other suppliers that invest in their digital presence and e-commerce capabilities stand a much better chance of capturing the growing digital-native section of their customer base.

A Flexible Aftermarket for Changing Customer Needs

While motorists today may be less enthusiastic about DIY, this doesn't mean that they care less about their cars. Conversely, in the social media and AI era, drivers have access to more information than ever before and have become more conscious of how they spend their money.

This growing cohort of digitally savvy customers, for whom time is more precious than ever before, provides the Aftermarket with a unique growth opportunity. By keeping up with technology, from digitalisation to EVs, garages can successfully step into this rapidly evolving Aftermarket. In addition, a more diversified and flexible offering can meet the changing expectations of new customers, particularly across younger generations. By evolving alongside its customers, the Aftermarket can ensure better, more cost-effective vehicle care, now and in the future.

KEY FACTS

While in the 1970s, at least one in three UK motorists regularly tackled even quite major repairs on their cars, today only 6% of UK motorists normally fix problems with their vehicles themselves.





Driving Change Together:

Insights from the ATR Digital Conference 2026 in Naples



Against the breathtaking backdrop of the Bay of Naples, ATR brought together more than 130 shareholders, suppliers, and industry experts for its Digital Conference & Symposium 2026

Held from 19-21 May, the Digital Conference & Symposium 2026 offered not only a deep dive into the forces transforming the Independent Automotive Aftermarket, but also a vibrant setting for connection, reflection, and forward thinking.

The conference opened in style with a welcome dinner on the rooftop terrace of the Hotel Royal Continental, where guests enjoyed panoramic views stretching across the bay to Castel dell'Ovo. The atmosphere set the tone for two days of dynamic exchange, balancing strategic insight with genuine human connection.

A Sector in Transition

Day one focused on a central question: Are we truly aligned when we talk about digital journeys and digital transformation? Discussions explored the realities behind buzzwords like digitalisation, digitisation and digital journeys, highlighting both progress and persistent gaps. While

the Independent Aftermarket is rich in digital opportunities, adoption remains uneven.

Participants examined why many workshops still feel limited pressure to innovate, despite increasing vehicle complexity and the growing importance of diagnostics and data access. A recurring theme was fragmentation – information scattered across silos, tools multiplying without clear direction, and workshops struggling to identify what they genuinely need.

The conversation emphasised the urgent shift toward a data-driven mindset. As fleets become more connected and data-centric, questions arose about whether workshops are adequately prepared for this transition, and what “digital” truly means in a practical, day-to-day context.

From Discussion to Action

Following a solutions-driven lunch session, attendees moved into interactive “theme islands,” where they could engage

directly with technologies and concepts designed to address the industry’s most pressing challenges. This hands-on approach reinforced the conference’s practical orientation, moving beyond theory into tangible solutions.

One of the day’s standout moments came from a guest speaker: a criminologist and expert in innovation and behavioural strategy. His session drew unexpected but powerful parallels between criminology and digital transformation, emphasising that technology alone does not drive change. Instead, success depends equally on leadership, behaviour, and collective intelligence.

The day concluded with a lively panel discussion examining how digitisation, regulation, innovation, and human factors are reshaping customer experience and long-



term value creation, while challenging the audience to consider what must come next.

Competition or Cooperation?

Day two shifted focus to a critical strategic tension: competition versus cooperation, or the emerging concept of “coopetition.” With contributions from special guests including CATL and smart Europe, discussions explored how collaboration between competitors may define the next decade of the global Aftermarket.

Panellists debated what true competitiveness will look like in a landscape increasingly shaped by partnerships, shared platforms, and evolving business models. The consensus was clear: success will require a careful balance between protecting competitive advantages and embracing collaboration where it drives innovation.

Beyond the Conference Room

True to ATR’s philosophy, the event extended well beyond formal sessions. The programme blended keynote speeches, expert panels, and perspectives from ATR shareholders and suppliers, creating a platform that encouraged both knowledge-sharing and relationship-building.

Participants also experienced Naples in a uniquely immersive way. A guided journey through the city’s oldest neighbourhood offered a chance to walk, talk, and connect while discovering hidden corners of local life. Along the way, guests sampled authentic cuisine including what many described as the best pizza in Naples at Palazzo Petrucci.

The evening concluded with a memorable dinner at the restaurant Transatlantico, set at the foot of Castel dell’Ovo in the picturesque seaside district of Santa Lucia. With the Mediterranean as a backdrop, the setting perfectly captured the spirit of the conference: inspiring, collaborative, and forward-looking.

Looking Ahead

Reflecting on the event, Henning Kaeß, Managing Director Marketing/Digitisation at ATR International AG, captured its essence: “The Automotive Aftermarket is undergoing profound transformation. The

KEY FACTS

Technology alone does not drive change. Instead, success depends equally on leadership, behaviour, and collective intelligence.

ATR Digital Conference is about preparing our partners for that change and ensuring that the Independent Aftermarket remains strong, competitive, and future-ready.” Once again, the ATR Digital Conference proved itself to be more than just an industry gathering, it is a catalyst for dialogue, innovation, and shared progress.

The journey continues in 2027, with the next edition scheduled for 11-12 May in Warsaw. As the Aftermarket evolves, ATR remains committed to equipping its partners with the insights, tools, and connections needed to thrive in a rapidly changing world.



Euro 7 Brake Emission Rules: FIGIEFA calls for Workable Solutions for the Aftermarket



The introduction of brake emission limits under the Euro 7 regulation marks a major step towards cleaner mobility in Europe

Without urgent EU action, the current implementation framework for the Euro 7 brake emission rules could have serious consequences for the Independent Automotive Aftermarket and consumers, potentially limiting the availability of replacement brake components from November 2027 onward.

In recent months, FIGIEFA has been actively engaged at both UNECE and EU level to ensure a practical and fair implementation of Euro 7 for all market players. While supporting the environmental ambition of the regulation, FIGIEFA has raised concerns about the lack of conditions enabling Aftermarket parts manufacturers to comply with the new requirements.

At the heart of the issue is how brake emissions are measured. Under the current approach, compliance is tested at the level of the full brake system, determined by the interaction between the brake components and based on vehicle-specific parameters which are not accessible to independent parts manufacturers. Without access to this essential technical information, it will not be possible to develop and approve Euro 7-compliant Aftermarket brake components in time for the November 2027 application date.

The consequences could be significant for businesses: there is currently a substantial market for replacement brake components on young vehicles (up to four years old), 43% of which is currently served by the Independent Aftermarket. This segment alone represents around €1.7 billion in the EU.

If no solution is found, Aftermarket brake parts may become unavailable for



Euro 7 vehicles, effectively forcing repairs into manufacturer-controlled channels. This would reduce competition, limit consumer choice, and increase costs. In the short term, fleet operators such as taxis, delivery vans, and company cars, which require the early replacement of brake parts and rely heavily on independent workshops, will be the first to be directly affected. Crucially, it could disrupt timely access to replacement parts in a safety-critical system, with potential consequences for vehicle maintenance and road safety.

Timing is also critical. Developing and certifying compliant brake components can take up to two years, and testing capacity remains limited. Decisions taken now will determine whether the Aftermarket can be ready for 2027, or whether the sector risks being excluded.

The UNECE route has so far proven insufficient to deliver the interoperability

details necessary for compliance. FIGIEFA is therefore engaging with policymakers, calling for urgent EU-level solutions to make Euro 7 workable in practice. This includes the rapid adoption of implementing measures at EU level that set clear obligations for the sharing of technical information required for compliance, provide legal certainty for parts manufacturers, and ensure a level playing field for all market participants.

KEY FACTS

There is currently a substantial market for replacement brake components on young vehicles, 43% of which is currently served by the Independent Aftermarket. This segment alone represents around €1.7 billion in the EU.



ATR's International Concept Meeting 2026 in Hamburg

Setting a joint course for the further development of the ACC AUTO CHECK CENTER workshop concept

From 12-13 May, international ATR shareholders operating the ACC workshop concept met for the third International Concept Meeting, this time in Hamburg, Germany. With Germany home to the largest number of ATR concept workshops, Hamburg offered an ideal backdrop for discussing the next steps in the development and expansion of ATR's international workshop network.

The two-day meeting focused on advancing and further standardising the international ACC workshop concept including in-depth discussions on its continued development and the sharing of best practice between national and international partners. Participants discussed current market challenges, regulatory differences, and future strategies, creating valuable opportunities to identify synergies and reinforce cooperation across borders.

Representatives from the ATR shareholders DRIVE360 (Portugal), Davasa/CGA (Spain), Tokić (operating ACC workshops in Croatia and Slovenia), SAG/Autonet (running ACC in the Czech Republic, Hungary, and Romania as well as in Serbia through WINT), and SKAMA (Greece) – currently exploring collaboration possibilities – contributed to lively discussions. Today, the ATR concept network comprises over 1,500 affiliated workshops in Europe, including around 500 international ACC workshops, underlining the importance of these gatherings as a platform for knowledge exchange and innovation.

The meeting featured hands-on visits to the two concept workshops Gunnar Leuffert and Freese & Ulrich. These visits were kindly hosted by Thomas Kleist of Johannes J. Matthies GmbH & Co. KG. The international participants gained practical insights into the implementation of the German workshop concept. The high standards and structured support systems of German concept workshops were widely perceived as a benchmark for other markets.

Henning Kaeß, Managing Director of ATR SERVICE GmbH, emphasised: "International dialogue is central to our strategy. These exchanges inspire improvements to our concepts and support for workshops in every market."

The International Concept Meeting demonstrated once again the value of close

KEY FACTS

In May, representatives of ATR international shareholders met in Hamburg for the third International Concept Meeting to further develop and standardise the ACC workshop network across Europe. The meeting focused on sharing best practices, addressing market and regulatory differences, and strengthening cooperation to support the expansion of a network of over 1,500 affiliated workshops.

international collaboration, practical exchange, and continuous development in strengthening ATR's global ACC network. With a clear focus on further expansion and alignment of the concept across markets, the insights gained will play a key role in shaping the workshops of tomorrow.



ACC members gained direct and practical insights into the concept workshops in Germany

ATR LatAm Community Days 2026: Strengthening Connections Across the Region



From 08-11 June, the ATR LatAm community came together in Madrid for a highly productive and inspiring edition of the ATR LatAm Community Days 2026



With seven of the eight LatAm members in attendance, the LatAm Community Days provided an excellent opportunity to strengthen the regional community, welcome new members and gain deeper insights into their companies, markets and activities. It was also the perfect moment for ATR LatAm to share its achievements, ongoing

progress, and exciting plans for the future.

A particular highlight of the closing day was a series of informative presentations from three suppliers with strong operations in Latin America. Febi, represented by João Ramos and Santiago Marin, AUMOVIO, represented by Luis Filiu, and Hengst, represented by Marc Gessner, shared valuable perspectives on their regional activities. Their contributions encouraged knowledge exchange, supported direct dialogue and opened the door to new business opportunities across Latin America.

Beyond the professional agenda, accompanying partners took part in a dedicated programme, discovering Madrid's culture, history, and cuisine. The shared experiences added a personal dimension

to the event and further contributed to the strong sense of community among participants.

After the programme in Madrid concluded, the ATR LatAm community continued its journey together to Marrakech to participate in the SHM 2026. This extended the spirit of collaboration, networking and exchange beyond the LatAm Community Days and underlined the importance of close personal connections within the ATR network.

The ATR LatAm Community Days 2026 once again demonstrated the value of bringing people together and helped build an even stronger and more connected ATR LatAm community. A big thank you to everyone who contributed to making these days such a success.

KEY FACTS

Seven of the eight ATR LatAm members met in Madrid for the ATR LatAm Community Days 2026 to strengthen regional collaboration and connections.

Looking Back on a Remarkable ATR Journey with Mihály Lieb



After more than two decades with ATR, including 16 years on the Supervisory Board, Mihály Lieb looks back on a journey shaped by trust, international growth and a strong sense of community. In this interview, he reflects on his first encounters with ATR, the milestones that helped shape the group, and the personal moments that made his time on the Board so memorable.

What was your first experience with ATR?

I first heard about ATR in 2004 through a well-known supplier. Later that year, I had the opportunity to personally meet Roland Dilmetz, ATR Managing Director back then, and Dino van Breugel, former Supervisory Board Member, at Automechanika. Those first encounters ultimately led to AUTONET's decision to join ATR, and we became a member at the Shareholders' Meeting in Athens in 2005.

What does ATR mean for you?

For me, ATR is an open-minded community where members can exchange and discuss on equal footing about local and global challenges and learn from one another's experiences regarding topics that connect them the most: a sustainable Aftermarket and the world of cars. ATR also serves as a connecting bridge between its members and suppliers.

What were the most significant achievements of the company during the last few years?

In my opinion, one of the group's key milestones was the decision to expand overseas. Opening offices in Chile and Singapore marked the beginning of ATR's presence in the LatAm and APAC regions. This international growth also brought a natural shift within the organisation, including the adoption of English as the group's official language.

Another major step was the successful rollout of the IPAS concept, which was later expanded to include workshop equipment and the CV. The creation of the Digital Working Group was another defining cornerstone and highlighted

ATR's willingness to evolve in line with the needs of a changing market.

I believe it is the shared responsibility and mission of the ITG, ATR Shareholders and Tier1 suppliers to ensure that independent workshops remain capable of repairing vehicles in a professional manner.

Do you have any advice for us?

I trust that the positive and friendly atmosphere will continue to remain within ATR and that the shareholders will keep finding in the world's greatest ITG exactly what they joined for, both professionally and personally.

Conclusion after 16 years as a SB member – how was the journey with ATR as a SB member for you?

After 21 years of membership and 16 years on the Supervisory Board, I can say that I enjoyed every moment of it; from discussions about difficult topics during board meetings to many funny moments during our joint trips. I am grateful for all these years, which allowed me to grow professionally, and I would like to thank the shareholders and especially my fellow Board members for the trust they placed in me.

Is there a personal anecdote/story about ATR you would like to tell us?

One moment that has always stayed with me was a phone call from Kurt Schnyder in January or February 2010 asking whether I would have the time and interest to join the Supervisory Board. It was a great honour, and I accepted. Only later did I realise that I had become not



only the youngest, but also the first non-Western European Board member at that time.

It was also a great honour for us to have you on the Board. Thank you for all your valuable contribution, unwavering dedication and warm personality which have played an important role in shaping the development of ATR during all these years!

KEY FACTS

Mihály Lieb reflects on his 21-year journey with ATR, including 16 years on the Supervisory Board, highlighting the group's international expansion and key strategic developments.



37th ATR Shareholders' Meeting in the “Red City” Marrakech



A memorable gathering of the ATR community in the heart of Marrakech from 11–14 June

This year, we held our ATR Shareholders' Meeting in Marrakech, known as the 'Red City'. With its vibrant blend of ancient tradition and pulsating modern culture, the city offered a unique location for our meeting. The bustling souks and impressive palaces create an atmosphere full of colours and energy, reflecting the diversity, connection, and entrepreneurial spirit that unite our global community.

We officially kicked off the meeting with a warm welcome reception at the Radisson

ing day of presentations, business updates, and fellowship. ATR's CEO Warren Espinoza presented his business report including, among other things, a review of the past business year, key decisions taken, and an update on the latest developments in the APAC and LatAm regions. Wolfgang Menges gave an update on IPAS and ATR suppliers, as well as CV and workshop equipment & tools developments, whereas Henning Kaeß presented ATR's digital activities and new digital initiatives planned. Our newest members DER Distribuciones, Furacão, SAFE Refacciones, Seri Wathana Enterprise and Vespur Automotive presented their companies to the general meeting.

We were also pleased to welcome Almudena Benedito from GiPA, who shared a valuable global outlook on opportunities and challenges in the Automotive Aftermarket in 2026.

Furthermore, we warmly welcomed Christian Broggi from SAG as the new Supervisory Board member succeeding Mihály Lieb. We are looking forward to shaping the future together with Christian and express our gratitude to Mihály for his valuable contribution and commitment over the past 16 years.

After a full day of insightful presentations, and valuable discussions, our guests enjoyed a memorable evening at the beautiful Beldi Country Club in Marrakech, where we had the pleasure of celebrating a special farewell for and with Mihály Lieb. Surrounded by a rose garden, the unique setting provided the ideal atmosphere to strengthen connections within the ATR community, exchange ideas and create new

memories. The warmth of the venue, combined with the spirit of collaboration and friendship, made this evening truly special.

On Saturday, our guests were treated to a truly unforgettable highlight: a sunrise hot air balloon flight over the breathtaking Moroccan desert landscape. Watching the first rays of sunlight illuminate the surroundings created a colourful and inspiring experience for everyone.

Later that day, we headed to the desert again and gathered for a last wonderful dinner shared with colleagues, partners, and friends from across the global ATR community. In this unique and authentic setting, guests experienced the rich flavours and traditions of Moroccan cuisine while continuing conversations and strengthening connections across the ATR community. As the sun set over the desert, painting the landscape in vivid shades of red and gold, we could immerse ourselves in a magical Moroccan show celebrating Morocco's heritage and hospitality. From traditional cuisine and warm hospitality to the stunning



Blu Hotel, Carré Eden, in the heart of Marrakesh. Set within the lively Guéliz district, this modern venue provided the perfect setting for shareholders and partners to gather. Against the city's unique blend of tradition, culture, and hospitality, the evening fostered meaningful conversations, renewed connections, and valuable networking opportunities.

The second day continued with the annual general meeting, offering an engag-

KEY FACTS

The 37th ATR Shareholders' Meeting brought together ATR shareholders, partners and guests in Marrakech from 11–14 June, featuring the annual general meeting, strategic business updates, and the appointment of Christian Broggi to the Supervisory Board.



surroundings of the desert, the evening captured the spirit of Marrakech and added another special highlight to this Shareholders' Meeting.



A huge thanks to all participants, shareholders and speakers for contributing to our Shareholders' Meeting and making it such a success. Beyond the business programme, the meeting once again demonstrated the strength of the ATR community and the importance of collaboration, connection, and shared ambition.

Preparations for the next Shareholders' Meeting in Madrid from 10–13 June 2027 are already underway. We are

already looking forward to another opportunity to network and share experiences. But first, we would be delighted to welcome you at our booth A12 in hall 4.0 at Automechanika Frankfurt from 08–12 September.



A New Face on ATR's Supervisory Board

The general assembly elected Christian Broggi to the Supervisory Board of ATR

Following his election, Christian Broggi expressed his appreciation: "Thank you very much for your trust in me. It is an honour to contribute to the Supervisory Board and help shape the future of the ATR community. I look forward to taking on my new role and the tasks ahead."

Christian has been part of SAG since 2013 and brings extensive leadership experience as well as deep financial expertise to our team.

In his private life, Christian enjoys spending time with his family, staying active through rowing and running as well as travelling and cooking.

We are delighted to welcome him to our team and wish him a successful start on the Supervisory Board.

The complete ATR Supervisory Board is composed of Terry Knox, Chairman (CD Group), Christian Broggi (SAG), Andy Hamilton (LKQ), Ziya Özalp (Martaş Automotive), Krzysztof Soszyński (Inter



Cars), and Andrey Soyuznov (Forum Auto).

Together, they will continue to provide strong leadership and strategic guidance for ATR's future development.

Taking CV to the Next Level



Five years of the CV Steering Committee: Continuity and strategic guidance as keys to success

Complex projects and programmes require not only professional operational implementation but also effective management of key issues at the global level. Five years ago, the CV Steering Committee was established at the kick-off meeting on 10 June 2021, laying the foundation for the successful strategic development of the CV business within ATR. This committee is composed of CV specialists from our ATR shareholders and ensures that initiatives remain strategically aligned, important decisions are made in a timely manner, and risks are addressed early on. Its fifth anniversary now provides an opportunity to look back on the development and significance of the CV Steering Committee.

The CV Steering Committee focuses its work on ensuring the strategic direction of the CV division at ATR. The committee regularly reviews whether the milestones and initiatives continue to support the company's goals and whether priorities need to be adjusted as necessary. It develops strategic initiatives, thereby creating the framework within which the CV division at ATR can continue to evolve.

Another key responsibility is making decisions on matters that go beyond the operational level. These include, for example, supporting projects such as the ATR CV Supplier Forum or identifying and selecting key supplier partners for international development within ATR. The committee also develops specific recommendations to assist ATR Management

and the ATR Supervisory Board. Handling escalations is also part of the committee's responsibilities. When challenges arise that individual shareholders cannot resolve on their own, the CV Steering Committee serves as an important source of assistance.

In addition, the CV Steering Committee monitors the progress of the CV project. Based on regular status reports, it evaluates the project's progress in terms of timeline, effectiveness, quality, and goal achievement. This allows deviations to be identified early on and necessary corrective actions to be taken.

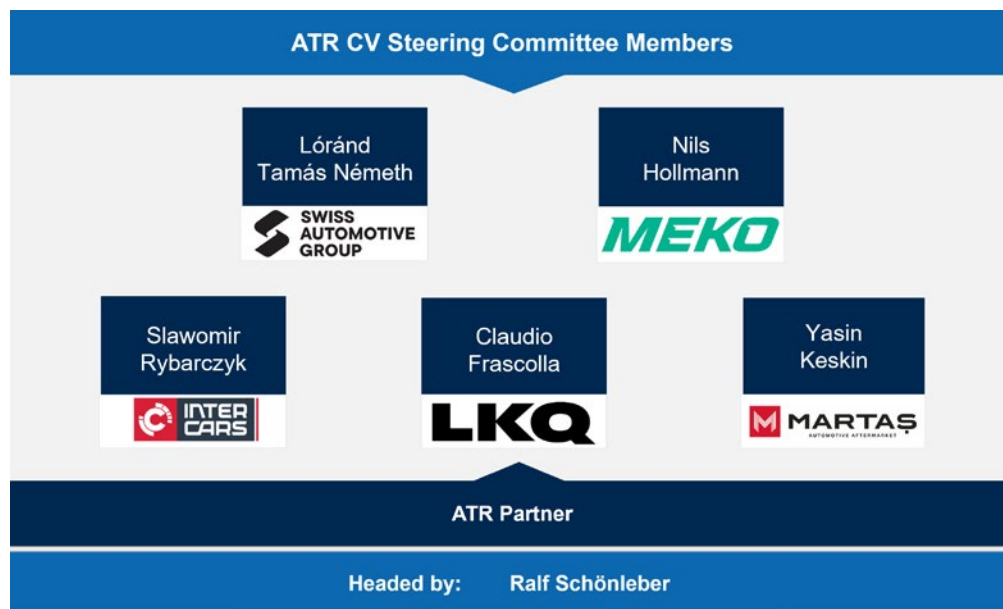
Special attention is given to risk management. The CV Steering Committee addresses risks of strategic or company-wide significance. It assesses potential impacts and assists in developing appropriate solutions.

Stakeholder management also plays an important role. The members of the committee represent the interests of ATR's shareholders and foster the neces-

sary support for the project within the organisation. In this way, the CV Steering Committee helps build acceptance and strengthen collaboration among the departments involved.

Last but not least, the committee is responsible for governance and compliance. It ensures that company policies, regulatory requirements, and internal standards are followed.

The Steering Committee thus serves as a central link between corporate strategy and project execution. Through its decisions and oversight role, it plays a key role in ensuring that initiatives are implemented in a focused, cost-effective, and successful manner.



The CV Steering Committee focuses its work on ensuring the strategic direction of the CV division at ATR.

KEY FACTS

The CV Steering Committee is celebrating its fifth anniversary, marking five years of providing strategic direction, governance, and oversight for ATR's CV business since its establishment on 10 June 2021.

Three of the members who were already part of the group at the kick-off in June 2021 have remained on the Steering Committee to this day. This continuity reflects a high degree of commitment, reliability, and institutional knowledge. At the same time, it underscores the committee's long-term focus, as it has remained a key constant in the management of strategic projects over the years.

The ongoing changes within the ATR CV community and the necessary adjustments to current global economic conditions have shown that a targeted reorganisation of the CV Steering Committee is sensible and forward-looking. Against this background, two new members have been appointed to the CV Steering Committee starting 2026. With this expansion, ATR is strengthening the committee's technical

breadth, international perspective and strategic orientation.

This five-year anniversary demonstrates just how valuable a stable governance structure can be for the long-term success of projects and programmes. By combining a strategic perspective, clear decision-making processes, and ongoing support, the CV Steering Committee has established itself as a vital part of the

organisation. The experiences of the past five years provide a solid foundation for successfully overcoming future challenges and actively shaping important developments.

A heartfelt thank you and best wishes on the fifth anniversary to the members of the CV Steering Committee. Thank you very much for helping to further expand the CV business unit within ATR.

Let's talk about CV @ ATR with Ralf Schönleber



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Add me to your contacts

ATR APAC Online:

Another Round of Online Business Speed Dating at its best



ATR APAC recently held its 11th IPAS Online Meeting, once again bringing together shareholders and IPAS through an interactive online networking format

Held on 12-13 May 2026, the ATR APAC IPAS Online Meeting connected three IPAS suppliers with ten ATR shareholders across 19 dedicated breakout meetings. The sessions were designed as focused business matchmaking opportunities, enabling participants to review ongoing collaborations, address operational challenges, enhance future cooperation and strengthen existing relationships.

The discussions demonstrated that productive partnerships

can continue to thrive in a virtual environment and reinforced ATR's ongoing commitment to building a strong regional presence across APAC. By encouraging collaboration, innovation, and direct dialogue, the event created valuable opportunities to respond to current market demands and regional industry developments.

A big thank you to all participants for their active involvement, which contributed greatly to the success of the event.





Building Capability through Real-World Training

How hsy is supporting workshops through EVOLVE Auto Festival 2026 and a practical approach to industry training

As the Automotive Aftermarket continues to evolve, the demands placed on workshops are changing rapidly. Increasing vehicle complexity, tighter margins and growing expectations around efficiency are pushing businesses to rethink how they build capability within their teams.

For hsy autoparts, this shift has been a key driver behind both its broader strategy and the continued development of the EVOLVE Auto Festival.

With more than six decades in the industry, hsy has built its reputation not only on supplying European OEM parts, but also on supporting workshops with the tools, knowledge, and expertise needed to navigate a changing landscape. This focus on partnership has become increasingly important as workshops look beyond parts supply and towards solutions that improve productivity and long-term performance.

“Workshops do not need more theory. They need training that helps them work more efficiently in a real-world environment.”

EVOLVE Auto Festival sits at the centre of this approach.

Returning on 15 August, the 2026 event will be held in Melbourne and brings together technical training, supplier engagement and industry networking into a single, focused day. Rather than positioning the event as a traditional trade show, hsy has designed EVOLVE to reflect the realities of the workshop environment.

The core of the event is hands-on technical training delivered across multiple sessions, each designed to provide practical, immediately applicable insights. By structuring sessions in shorter, focused formats, attendees are able to engage with a range of topics without losing valuable time away from their businesses.

Head of Customer Relationships and Marketing at hsy, Nick Redmond, explains, “Workshops do not need more theory. They need training that helps them work more efficiently and solve problems faster in a real-world environment.”

This approach reflects a simple truth within the industry. Training must translate directly to the job at hand.

Supporting the technical sessions is a

KEY FACTS

EVOLVE Auto Festival 2026 will be held in Melbourne on 15 August, bringing together hands-on technical training, supplier engagement and industry networking in a one-day format.

broader event structure that encourages collaboration. The day begins with a Cars and Coffee gathering, transitions into the main training programme, and concludes with an evening networking event. This format creates space not only for learning, but for meaningful interaction between workshops, suppliers, and industry peers.

For hsy, the objective is clear: EVOLVE is not about showcasing products, but about strengthening the capability of the workshops it supports.

As Nick Redmond adds, “If a technician can walk away with something that saves time on the job or helps avoid rework, that is where the real value lies.”

As vehicle technology continues to advance, the gap between those who invest in practical training and those who do not is becoming more apparent. Events such as EVOLVE highlight the role that suppliers can play in closing that gap, moving beyond transactional relationships to become true partners in business.

In this context, EVOLVE Auto Festival represents more than a single event. It reflects a broader commitment to supporting the Aftermarket through knowledge, collaboration and real-world application.

EVOLVE Auto Festival brings together workshops, suppliers and industry professionals for a full day of technical training and networking.





Training session by Auto Plus in partnership with febi on "Introduction to High-Voltage Vehicles".

Driving Knowledge Forward in a Rapidly Changing Market

Auto Plus Bulgaria continues to expand its technical training initiatives together with leading Aftermarket partners and manufacturers

KEY FACTS

Auto Plus Bulgaria continues to expand its nationwide technical training programme together with leading Aftermarket manufacturers and partners.

In today's Automotive Aftermarket, keeping pace with new technologies requires more than access to quality products – it requires continuous technical development and practical expertise. At Auto Plus Bulgaria, knowledge sharing and professional training have become an essential part of supporting workshops, customers and industry professionals across the market.

Over the past years, Auto Plus Bulgaria has significantly expanded its programme of technical trainings, product presentations and specialised workshops organised together with leading Aftermarket manufacturers and partners. The growing number of initiatives reflects the company's long-term commitment to helping professionals confidently adapt to new

technologies and changing market demands.

The training sessions focus on modern diagnostics, electronic systems, product innovations and practical repair solutions designed to support the everyday work of automotive specialists. During 2026, Auto Plus Bulgaria has continued to expand its technical training programme together with leading Aftermarket partners including Bosch, febi, NRF, MEYLE, DENSO and Schaeffler, and additional advanced training initiatives have already been planned for the coming months.

One of the strongest aspects of these initiatives is the close collaboration between Auto Plus Bulgaria and its partners. By working together, they are able to provide valuable insights, hands-on

demonstrations and up-to-date technical information directly connected to real market challenges and the rapidly evolving automotive sector.

Beyond their educational value, these events also create opportunities for exchanging experience and strengthening relationships within the automotive Aftermarket community. The company is particularly proud of the growing interest and positive feedback received from customers and colleagues across the country.

Looking ahead, Auto Plus Bulgaria remains committed to further developing its educational initiatives and continuing to support innovation, expertise and high professional standards across the automotive Aftermarket sector.



Group photo of the Auto Plus team celebrating the company's 30th anniversary in 2024.

The End-of-Life Vehicle Regulation: A Turning Point for Europe's Aftermarket

LKQ

Why a technical piece of legislation could define the next phase of growth for repair, reuse and remanufacturing



Andy Hamilton, President and Executive Managing Director of LKQ Europe

The Independent Automotive Aftermarket has always been built on a clear principle: extending the life of vehicles while keeping mobility cost effective.

What is changing now is that European regulation is beginning to reflect that same principle more explicitly.

The EU's revised End-of-Life Vehicle (ELV) Regulation may appear to be a technical, end-of-life framework but in reality, it marks a broader shift in how policymakers view the lifecycle of vehicles and the role of the Aftermarket within it.

For distributors, workshops and remanufacturers, that shift has direct and long-term implications – not just in terms of compliance, but in how value is created, recovered and sustained across the lifecycle of a vehicle.

day-to-day operations of distributors and workshops across Europe.

From Disposal to Circular Value

Historically, end-of-life legislation has focused on how vehicles are dismantled, recycled and disposed of safely.

The revised regulation takes a broader approach. It places greater emphasis on reuse, refurbishment and remanufacturing – recognising that the end of a vehicle's life is also the starting point for a second lifecycle of its components.

This represents a structural shift towards a more circular automotive economy.

“For decades, the Independent Aftermarket has been delivering circularity in practice, extending the life of vehicles, recovering value from components and helping to keep mobility affordable. What this regulation does is bring that reality much closer to the centre of policy.

“It also changes the context in which the market operates. Circularity is no longer a peripheral activity, it is becoming a defining feature of how value is created across the lifecycle of a vehicle.”

Andy Hamilton, President and Executive Managing Director, LKQ Europe.

Most provisions will apply from mid-2029, with design-related requirements extending further into the next decade. But the strategic direction is already clear.

Getting the Fundamentals Right

This outcome was not inevitable.

Earlier drafts of the regulation included provisions that could have led to vehicles being classified as end-of-life based on repair thresholds, particularly where major components required replacement. In practice, this risked accelerating scrap-

page, and removing repairable vehicles from circulation.

Those elements were ultimately removed.

That decision reflects a growing recognition that reparability, affordability and sustainability are closely linked – and that preserving the ability to repair is critical to all three.

It also underlines the importance of sustained industry engagement. For LKQ Europe, this has been a key priority to ensure that legislation reflects how the Aftermarket operates in practice, and that independent businesses are not unintentionally disadvantaged by well-intentioned policy.

“Regulation has to work in the real world. It has to reflect how vehicles are repaired, how parts are sourced, and how independent operators serve their customers every day.”
Andy Hamilton, President and Executive Managing Director, LKQ Europe.

Unlocking Parts, Data and Access

Alongside its broader direction, the regulation introduces a number of measures that will directly affect Aftermarket operations.

One of the most significant is the requirement to remove high-value components before vehicles are shredded. This includes batteries, electric motors, engines, gearboxes, catalytic converters and key electronic systems. The result is a more consistent flow of reusable parts entering the market.

In parallel, manufacturers will be required to provide standardised access to dismantling and deactivation information, including data on coded components and



At LKQ Europe, a central focus is ensuring that these regulatory shifts translate into practical outcomes for the Independent Aftermarket. This means engaging with policymakers as frameworks are developed, while also ensuring that regulations agreed in Brussels can be effectively implemented across parts supply, repair processes and access to technical information.

In the case of the ELV Regulation, that has meant helping to shape a framework that supports repair and reuse, while also working to understand how it will affect the



KEY FACTS

The EU's revised End-of-Life Vehicle (ELV) Regulation marks a major shift toward a circular automotive economy, creating significant long-term opportunities for repair, reuse, and remanufacturing in the Independent Aftermarket.

the processes required to reuse them safely. Taken together, these measures address two long-standing constraints: access to parts and access to the data needed to make those parts usable.

“Recovering more components is important, but it only creates value if they can be processed, tested and reused efficiently. That depends on access to the right information as much as access to the part itself.

“For a business like LKQ Europe, this is where scale matters. When you can combine parts availability with the data and processes to reuse them, you move from opportunistic recycling to a structured, circular supply model.”

Andy Hamilton, President and Executive Managing Director, LKQ Europe.

Designing Today for Tomorrow's Aftermarket

The regulation also looks ahead, introducing requirements that will influence how vehicles are designed.

Future vehicle platforms will need to support the removal and replacement of key components, including EV batteries

and electric drive-trains, to enable reuse and remanufacturing.

While these requirements will take time to phase in, their impact will be long-term.

Vehicles entering the European car parc in the coming years will increasingly be designed with multiple lifecycles in mind.

“For the Aftermarket, design is fundamental. If components are not designed to

be removed and reused, then circularity is limited from the outset. What we are now seeing is a shift towards designing vehicles with that second and third life in mind.”

Andy Hamilton, President and Executive Managing Director, LKQ Europe.

A Moment for Remanufacturing

The timing of the ELV Regulation is closely linked to wider changes in the automotive sector.

Electrification is reshaping the economics of repair, particularly around high-value components such as batteries. At the same time, the European car parc is becoming more diverse, bringing new technologies and brands into the Aftermarket.

In this context, reuse and remanufacturing are moving from niche activities to core capabilities.

LKQ Europe has been investing in this space for several years, from recycled OE parts and vehicle dismantling to battery repair and advanced electronics, building the infrastructure needed to operate in a more circular Aftermarket at scale.

“The circular Aftermarket is not something that will emerge overnight. It depends on capability – supply chains, technical expertise, and the ability to process components consistently and reliably.

“The businesses that are investing in those capabilities now will be the ones best placed to benefit as the regulatory and market environment evolves.”

Andy Hamilton, President and Executive Managing Director, LKQ Europe.

Preparing for What Comes Next

With implementation beginning from mid-2029, there is still time for the indus-

try to prepare. However, the direction is already clear.

For distributors, workshops and suppliers, the priority now is to understand how these changes will affect their operations and start developing the capabilities needed to operate in a more circular economy.

For LKQ Europe, that means continuing to bridge the gap between regulation and real world operation – turning policy into practical insight, and helping customers translate that into day-to-day decisions that strengthen their competitiveness.

A Framework that Reflects Reality

The Independent Aftermarket has always been defined by its ability to adapt to new technologies, business models and customer expectations.

What the ELV Regulation represents is something slightly different, a regulatory framework that is beginning to adapt to the Aftermarket.

For LKQ Europe, that alignment is significant. It reinforces the role the Independent Aftermarket already plays in Europe's mobility ecosystem and creates a more stable foundation for long-term investment in circularity.

And in a sector where access, competition and sustainability are increasingly interconnected, that is a development with lasting importance.

“The circular Aftermarket is not something that will emerge overnight.”

KGK Strengthens Inventory Management to Reduce Excess Stock



At a distribution centre with approximately 90,000 stocked items, where demand constantly changes, it is natural that some products will sell more slowly than expected. Managing these products is an important part of using resources more efficiently and reducing unnecessary waste



During the year, KGK has further developed its work with product lifecycle and inventory management, focusing on identifying risks earlier and creating clearer ways of working. This helps ensure that more products are sold rather than remaining in storage, strengthening both the business and sustainability efforts.

From an Inventory Issue to a Broader Perspective

Managing slow-moving products is a natural part of running a complex assortment business and impacts several parts of the organisation.

“Obsolescence is not just an inventory challenge, but also a business challenge. It impacts tied-up capital, profitability, and how efficiently we use our resources,” says Jonas Andersson, E-commerce Manager at KGK.

By taking a broader perspective, the work has evolved from simply clearing excess inventory to managing products throughout their entire lifecycle within the business.

Earlier Identification Reduces Risk and Improves Inventory Quality

An important part of the development has been shifting focus from managing excess stock late in the process to working more proactively.

By monitoring sales velocity, inventory age, and changes in demand, risks can be identified earlier. This makes it possible to take action before products become a larger issue within the inventory structure.

“The important thing is not only to sell products that have become stagnant in stock, but to identify risks early and act faster,” continues Jonas Andersson.

When measures are implemented at an earlier stage, the chances of finding the right market for the products increase. This contributes to better inventory quality and reduces the risk of losing value over time.

Collaboration that Drives Speed and Quality

The work is based on close collaboration between the sales and marketing department, product departments, and supply chain planners. Combining market knowledge with data on inventory and demand enables more accurate decisions regarding which products should be prioritised and how they can best reach the right customer.

This new way of working has created clearer responsibilities and shortened the path from identified risk to concrete action. As a result, more products can be managed in time, before they lose relevance.

Sustainability through Better Resource Utilisation

The work surrounding product lifecycle and inventory management has a clear connection to sustainability.

“When the process works better, it creates both business value and sustainability value – less waste, improved inventory discipline, and a greater chance that products are actually sold,” summarises Jonas Andersson.

When already manufactured goods reach the market instead of remaining in storage, it can also help reduce the need for new production and, in turn, the consumption of new resources.

Part of Continuous Improvement Efforts

This is a concrete example of how KGK's systematic improvement efforts are being put into practice. By developing clearer structures, ways of working, and collaboration, the company is strengthening its ability to identify and manage risks at an earlier stage.

The next step is to further strengthen preventive efforts and integrate the issue more clearly into assortment management and purchasing decisions. In this way, the risk of excess stock can be reduced, while ensuring that more products are utilised effectively.

KEY FACTS

KGK is actively improving its product lifecycle and inventory management processes to reduce excess stock and improve how effectively products are used.



Future Technicians, Mechanics, and the Industry's Skills Needs

The automotive industry is facing a growing need for skilled labour while rapid technological advances are placing new demands on workshops and employers

In 2025, KGK and Autoexperten, in collaboration with Motorbranschcollege, conducted a survey to better understand how future technicians and mechanics view education, career choices, and working life. The results provide important guidance on how the industry can strengthen its long-term talent supply and develop attractive workplaces.

A Growing Need for Skills

According to the transport industry's annual report *Tempen på motorbranschen*, the automotive sector will face a shortage of around 6,500 workers during the period 2025-2027, approximately half of whom are technicians and mechanics. At the same time, 70% of companies report difficulties recruiting the right skills. Talent supply is therefore a crucial issue for the industry's stability, quality, and competitiveness.

To gain deeper insight into how young people view the industry and what they expect from future employers, a survey was conducted in collaboration with Motorbranschcollege. The survey was sent to 1,500 students enrolled in the Vehicle and Transport Programme at Motorbranschcollege-certified schools and received responses from more than 900 students across Sweden. The study provides an up-to-date picture of their motivations, expectations, and future plans.

"We wanted to understand what these young people are looking for once they complete their education. What matters to them when choosing an employer?" says Carolina Dolata, HR Business Partner at KGK | Autoexperten.

A Conscious Career Choice

One clear conclusion is that the choice of education is largely self-motivated. Students state that they chose the programme based on a genuine interest in vehicles and a desire to work in the industry after graduation. The open-ended responses reveal strong engagement and clear future ambitions.

"This is a target group that genuinely wants to work in the industry. We need to make the most of that commitment and be willing to invest in junior talent," says Carolina Dolata.

The results show that the next generation is not entering the industry by chance, but through an active and deliberate choice. This creates strong conditions for long-term development, provided that the industry can meet their expectations.

"We see that many students make an active choice. They often have a strong interest in vehicles and technology even before starting their education, and they want to see a clear path into working life where their skills are valued," says Jonas Hehrne, Operations Manager at Motorbranschcollege.

Work Environment and Security in Focus

When students describe what matters most when choosing an employer, work environment ranks highest on the list – having a good manager and supportive colleagues – followed by job security and development opportunities.

For KGK, this means that workplace culture, leadership, and transparency are becoming increasingly important. In a time characterised by technological transition and economic uncertainty, stability and clear conditions are becoming key competitive factors for attracting talent.

"If we do not have the right person in the right place, it does not matter how strong our business idea, product, service, or workshop is. In the end, people do business with people," says Carolina Dolata.

The talent supply is therefore not only a recruitment issue, but a strategic issue for the entire organisation.

Skills as the Foundation for Quality and Development

The automotive industry is undergoing rapid development in electrification, digi-

"We cannot always do things the way we always have. To meet the future, we need to stay curious and be willing to evolve."

talisation, and new ways of working. Meeting this transition requires the right skills and an organisation that continuously evolves.

KEY FACTS

By 2027, the automotive sector will face a shortage of around 6,500 workers, approximately half of whom are technicians and mechanics. At the same time, 70% of companies report difficulties recruiting the right skills. Supplying talent is therefore a crucial issue for the industry's stability, quality, and competitiveness.

Attracting and developing future professional talent is essential to ensuring high workshop quality and meeting new technical requirements. It is also about creating workplaces where multiple generations can work together and where different experiences and perspectives are valued.

Collaboration Between Education and Industry

KGK has an established collaboration with Motorbranschcollege and regularly participates in dialogues with schools, including recurring meetings with Vallentuna gymnasium. The purpose is to strengthen the connection between education and working life and contribute industry perspectives to educational discussions.

The work is built on dialogue and long-term commitment. To secure future skills, we need to understand how modern workplaces are perceived by new generations and be prepared to develop both ways of working and leadership.

"We cannot always do things the way we always have. To meet the future, we need to stay curious and be willing to evolve," summarises Carolina Dolata.

By listening, analysing, and collaborating, we strengthen our role as a long-term partner for workshops, schools, and future technicians and mechanics. The survey provides valuable knowledge that supports continued efforts to strengthen the industry's long-term talent supply and contribute to a stable and competitive automotive sector.

ATR at Automechanika Frankfurt 2026

KEY FACTS

ATR is using its presence at Automechanika Frankfurt to strengthen international partnerships, engage with the Independent Aftermarket community, and discuss future industry developments.

From 8-12 September 2026, ATR will be present at Automechanika Frankfurt, one of the leading international trade fairs for the Automotive Aftermarket. The event brings together industry professionals, suppliers, distributors and service providers from around the world to exchange ideas, explore innovations and discuss the future of mobility and Aftermarket solutions.

Visitors and partners will find ATR at booth A12 in Hall 4.0. ATR's participation in Automechanika Frankfurt provides an opportunity to emphasise the value of strong international cooperation within the Independent Aftermarket. During the five-day

event, ATR will use its presence in Frankfurt to strengthen existing relationships and create

new connections across the Aftermarket community. Personal exchange remains a key factor in a business environment that is becoming increasingly digital, connected and service-oriented. By engaging directly with visitors at the booth, ATR aims to share insights, discuss current challenges and explore solutions that can help drive sustainable success for distributors, suppliers and service partners alike.



Growth, Speed and a New Era at Martaş Automotive

Izmir Distribution Centre capacity tripled

Martaş Automotive has tripled the capacity of its Izmir Distribution Centre in order to further strengthen its operational power in the Aegean Region. With its expanded warehouse area and increased operational capacity, the centre has significantly enhanced product availability and delivery performance across the region.

This expansion at the Izmir Distribution Centre provides Martaş Automotive with major advantages in stock management,

shipment speed and operational efficiency. With a broader product availability and faster delivery capability, the company aims to offer uninterrupted and stronger service to its customers in the Aegean Region.

This capacity increase is part of the strategic investments being made in line with Martaş Automotive's sustainable growth objectives.



Antalya Distribution Centre Started Operations at its new Address

Martaş Automotive's Antalya operation has started serving at its new address. The upgraded facility offers a stronger infrastructure, an enhanced operational area and improved accessibility, further enhancing service quality in the region.

With the new structure of the Antalya Distribution Centre, a faster and more efficient operational model is targeted across order, shipment and delivery processes. Positioned closer to customers in the region, the new centre also strengthens Martaş Automotive's field-oriented service approach.

This investment stands out as an important step in the company's strategy of

expanding its distribution power across Türkiye and continuously improving customer satisfaction.

Denizli Distribution Centre Strengthens Service Power in the Region

The Denizli Distribution Centre stands out as one of Martaş Automotive's key operational points, reinforcing the company's regional service network. Previously launched, the centre provides faster access to surrounding provinces thanks to its strategic location, while contributing to a more effective response to customer needs in the region.

With the Denizli structure, delivery processes have become more agile, further

KEY FACTS

With the relocation of the Antalya Distribution Centre to its new address, the tripling of the Izmir Distribution Centre's capacity, and the Denizli Distribution Centre's role in reinforcing the company's service network in the region, Martaş Automotive's delivery performance has gained an even stronger structure.

strengthening the company's field-oriented service approach. While customers in the region can access the products they need more quickly, Martaş Automotive's distribution network has also gained a more balanced and efficient structure. This operational structure is positioned as another important step in supporting Martaş Automotive's growing distribution power across Türkiye.



AIC Germany and iwis:

Premium Timing Chain Systems in Proven OE Quality



Demand for high-quality OEM solutions in the Independent Aftermarket is increasing, driven by the need for performance, durability and safety. AIC Germany expands its range with selected OEM brands and supplies iwis timing chain systems in OE quality, including complete kits and camshaft adjusters. This combines Aftermarket expertise with German engineering for dependable engine solutions.

A strong portfolio for modern engines

AIC Germany's range of timing chain and oil pump sets now includes more than 400 items, with new applications being added continuously. Timing chain drives operate under extreme mechanical loads and therefore require the highest level of precision and durability.

As a fourth-generation family-owned company based in Munich, iwis represents engineering excellence "Made in Germany".

100% tested OE quality

As an OE supplier to vehicle manufacturers worldwide, iwis develops products to meet 100% Original Equipment quality standards. Every chain tensioner is tested under real operating conditions from the earliest development stages.



For quality assurance, iwis uses a specially developed test rig that simulates real engine conditions. This allows all components to be tested under hydraulic and mechanical loads, ensuring perfectly matched system performance and maximum reliability.

Complete systems and individual components

Kit solutions offer clear practical benefits for workshops. All necessary components – including timing chains, tensioners, guide rails and camshaft adjusters – are supplied in one package. This avoids delays caused by missing small parts and ensures every component is technically matched and free from wear. In addition, iwis camshaft adjusters are also available as individual replacement parts.

At the same time, timing chain systems are subject to continuous mechanical

stress and natural wear. Excessive chain elongation, worn camshaft adjusters or aged guide rails can lead to serious engine damage. iwis therefore recommends replacing timing chain systems as complete units to ensure reliable interaction between all components and to prevent costly consequential damage.

Advanced coating technology for reduced wear

iwis TRITAN® coating technology is a high-performance PVD solution that significantly reduces wear and effectively counteracts chain elongation. The durable chromium nitride coating reduces wear by at least 50% and friction by up to 20%, improving efficiency and lowering CO₂ emissions. It also offers high resistance across all moving engine components and supports virtually maintenance-free operation. Combined with OE quality, it ensures maximum reliability and durability in the

Aftermarket.

To underline confidence in these products, AIC Germany offers a five-year warranty on all iwis timing chain systems up to 100,000 kilometres.

KEY FACTS

AIC Germany and iwis – an already well-established partnership in the market. The range offers OE-tested timing chain kits and oil pump sets for modern engines with over 400 items. iwis TRITAN® coating technology reduces wear by at least 50% and friction by up to 20%, helping to improve efficiency and lower emissions. All products come with a five-year warranty (up to 100,000 km).



Quality you can see:

How Remote Support Makes ATE's Quality Initiative Visible

In the Aftermarket, "quality" isn't a slogan. With the ATE Quality Initiative, ATE is putting that promise into a clear framework built on four pillars: experience, quality, portfolio, and service.

And this last pillar - service - is where the initiative becomes truly tangible in daily workshop life.

ATE Remote Support transforms expertise into real-time, on-the-vehicle help, making quality not only something you install, but something you experience.

When phone calls and chats aren't enough, workshops need a better view

Remote Support is designed for exactly these situations. It connects the workshop with technical hotline experts via a live video session using a standard smartphone or tablet. The real step-change, however, is the integrated augmented reality (AR) functionality.

Instead of describing the problem technicians and experts can work with the same live image and add visual guidance directly onto it.

Augmented reality that stays "locked" to the vehicle

The AR feature allows experts to mark relevant areas in the live camera image

using virtual elements such as arrows, text, and lines and importantly these markings remain fixed in place even if the camera moves.

That means the discussion stays anchored to the real component—whether the camera shifts from the brake disc to the brake pad, or the technician changes position to access another angle. The result is a more precise exchange, fewer misunderstandings, and faster problem-solving. It's collaborative: meaning that multiple workshop employees can join the same session and participants can leave comments on the shared screen, exchange documents in chat, and even export image sequences for later reference.

A modern service that fits workshop reality

Remote Support is intentionally designed to be easy to adopt:

- no specialised hardware required – just a smartphone or tablet
 - sessions can involve several technicians at once
 - access is structured via invitation from the technical hotline
 - system requirements are aligned with commonly used mobile devices
- That simplicity matters because work-



VDO

Brands of AUMOVIO

KEY FACTS

Remote Support connects the workshop with technical hotline experts via a live video session using a standard smartphone or tablet. The real step-change, however, is the integrated augmented reality (AR) functionality, which allows technicians and experts to work with the same live image and thus faster problem-solving.

shops don't need another complicated tool – they need support that works quickly, under real conditions, with minimal disruption.

The takeaway: quality is not only what you buy, it's what you can rely on

The ATE Quality Initiative 2025 puts a spotlight on what premium should mean in the Aftermarket: long-standing expertise, uncompromising standards, broad coverage, sustainability-minded innovation – and a service ecosystem that supports workshops day by day.

ATE Remote Support brings that promise to life. It turns expertise into something you can see, share, and act on – live, at the vehicle. And that's what makes it a compelling part of the Quality Initiative: it doesn't just talk about quality, rather it helps deliver it, in real time.



bilsteingroup®



Your No. 1 Partner for Growing your Trailer Business

As varied as the trailers travelling Europe's roads are – from classic semitrailers to drawbar trailers with steerable or rigid axles – febi Truck's portfolio is just as comprehensive. The range covers over 2,250 trailerparts and 3,200 references. As a one-stop shop, febi offers one of the most comprehensive trailer ranges in the IAM, covering major trailer brands like Krone, Kögel and Schmitz-Cargobull, as well as leading axle manufacturers such as BPW, Meritor and others.

Product range highlights

- One-stop Shop: Cover all your customers' trailer needs with one of the most comprehensive ranges in the IAM.
- Reliable Quality: OE-matching components and an established brand to build trust.
- Partnered with leading OES brands – e.g., Aspöck for Lighting and Frauenthal for Air Tanks.
- Cost-effective Solutions: Competitive pricing that protects your margins.

KEY FACTS

febi Truck provides cost-effective solutions for an extended trailer portfolio covering everything from trailer axle units to the chassis, spread over 12 product groups from Body Parts to Wheel Fastening.

- Sales Support: Marketing materials and technical data to help you sell more effectively.
- Fifth Wheel King Pins are 'Made in Germany', produced in-house at bilstein group Engineering.

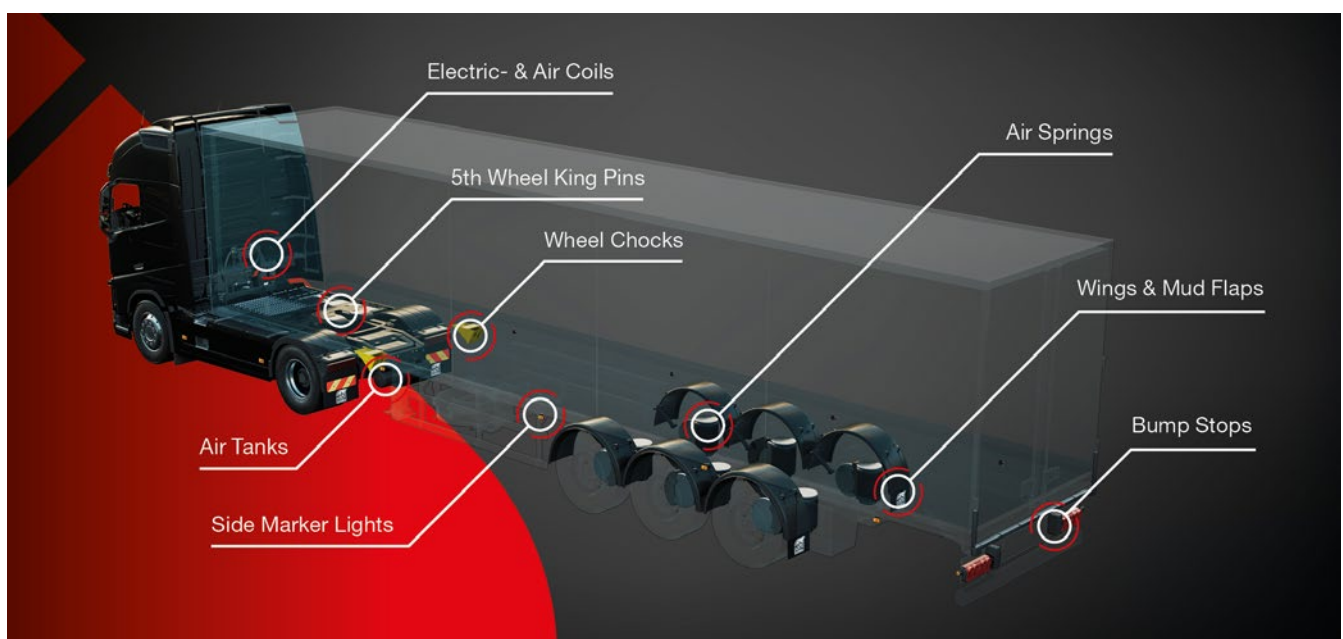
With our OE-matching range designed for Europe's leading trailer and axle manufacturers, febi parts keep your fleet moving and your workshop ready.



[Discover our trailer website](#)



[Discover our full range](#)



The absolute number 1 in quality Vertical Detachable Towbar B42

bosal : aftermarket

Since 1965, our expertise has allowed us to swiftly meet market demands with a comprehensive range of products. Our new towbar production factory in Czechia, alongside our plants in South Africa, enhances our manufacturing capabilities. BOSAL takes pride in being a full-range supplier of towbars, offering reliability and versatility for towing heavy loads with ease. We provide ergonomic Detachable Towbar range, as well as Fixed Towbars that are suitable for 7-pin or 13-pin connector e-sets.

detachable Towbar B42

The detachable towbar B42 is a vertical towbar featuring BOSAL's proven 3-ball locking system for making attaching and detaching quick and effortless. Its new user-friendly with ergonomical design and "Flip and Turn" advanced release mechanism reduces force needed to actuate and improves safety features.

Available in both forged and welded variants, the towbar B42 delivers reliable performance with automatic wear correction. A premium choice for drivers seeking convenience, durability, and safety.

Our towbars boast standard quality and are certified for homologation by TÜV. With 100% use of original mounting points and proven performance through



over two million dynamic tests, our towbars ensure their durability and performance under various conditions.

Combined with fast delivery and exceptional service, BOSAL provides reliable solutions you can trust.



Towbar testing at BOSAL



Towbar B42

KEY FACTS

BOSAL towbars are TÜV-homologation certified and validated through over two million dynamic tests, using 100% original vehicle mounting points to ensure durability and performance under varied conditions.

Connect with Bosal

[Bosal's LinkedIn](#)

[Bosal aftermarket catalogue website](#)

Safety, comfort and economic efficiency: Bosch brake-pad prototyping



Homogeneous pad mixtures are the basis of robustness and stability

In accordance with precise objectives: prototyping at the Bosch laboratory

Knowing the requirements placed on brake pads is a prerequisite for a successful development. Prototyping aims at finding the optimum solution for safety, comfort and economic efficiency. Safe brake pads feature both high shear strength and a high stability of their friction coefficient. Low noise levels, minimum vibration and a safe feeling at the brake pedal make brake pads highly comfortable. At the same time, the wear of both brake pads and brake discs is to be minimized in order to ensure economic efficiency. During prototyping, the backplates are shot blasted, roller coated and selected material mixtures are pressed onto them prior to the curing of the brake pad. This is followed by chamfering, scorching and powder coating of the brake pad. Only after successful testing do the prototypes proceed to series production.

The basis: mixture and backplate

A decisive factor for optimum quality is the homogeneity of the individual components of the brake-pad mixture. A reliable

and safe connection between brake pad and backplate is another key factor. Therefore, a clean and thoroughly roughened surface is required. To increase the adhesion of the glue onto the backplate, the latter's surface is shot blasted in order to achieve a precisely defined surface roughness. Afterwards, the pad mixture is pressed onto the backplate with a pressure of 250–400 bar. At 230°C, the new part is then permanently bonded in a curing furnace. In order to ensure an accurate fit on the brake disc installed in the vehicle, an optimum surface is created grinding off excessive material.

Braking performance and comfort

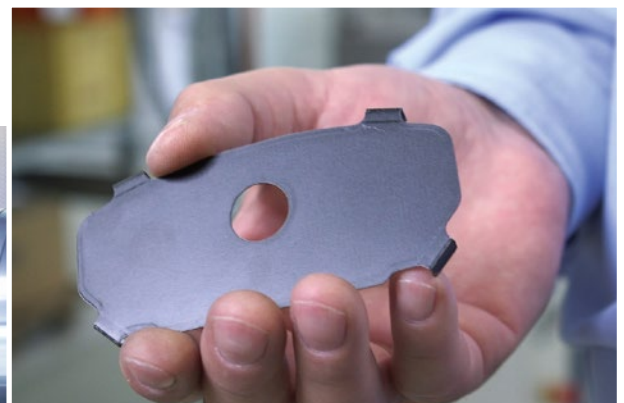
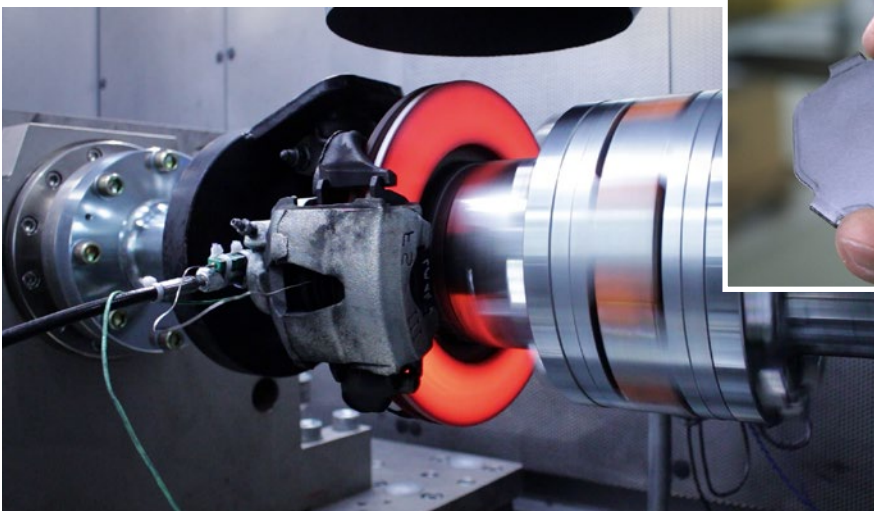
But then, of course, the brake pad is to slide smoothly, safely and with low noise across the brake disc as well. This is achieved by chamfering its edges. Optimum braking performance even under rainy conditions is ensured by a rain slot, which also minimizes vibrations on the pad surface. Afterwards, the brake pads are subject to so-called "scorching", a special high-temperature treatment at 600°C. Extremely high tem-

KEY FACTS

Bosch brake pad manufacturing includes precise surface treatments and processes designed to ensure safe, low-noise braking with consistent performance and reduced vibration under all conditions.

peratures modify the chemical structure of the brake-pad surface thus reducing the bedding-in time. Therefore, Bosch brake pads quickly provide safe and reliable braking performance. A powder coating prevents corrosion and noises that might arise as a consequence. In order to reduce the noise levels and for the decoupling of brake calliper and brake pad, even the shims on the pad's backplate are modified. At the final step of prototyping, clips are attached. Locked into its retainer in this manner, the brake pads brake safely and without any noises.

Find out more at: [boschaftermarket.com](https://www.boschaftermarket.com)



Attaching the shims

At the performance test at the test bench, the friction coefficient and the brake pad's bedding-in at different pressures are measured thus simulating years of use in vehicles.



Brembo Xtra range:

Superior Style and extra Performance for Passionate Drivers

The company's experience in the OE market is reflected in this exclusive line-up that includes a broad portfolio of braking solutions dedicated to the Aftermarket segment

The Xtra range draws quality and expertise from the highest technical standards of Original Equipment production. Sleek design, superior style and excellent sports performance without compromising comfort and durability.

Brembo Xtra, Brembo Max and Brembo Sport discs are the very essence of advanced technology. The holes in the Brembo Xtra and the slots of the Brembo Max break through the water film for optimal performance even in wet conditions and promote optimal air circulation and enhanced heat dissipation, thus ensuring effective cooling for decisive braking in any situation.

While the specific design of the slots of the Brembo Sport disc, found on the brake ring, enables constant cleaning of the brake pad's surface, improving braking

consistency by dissipating the generated heat and the gases released when the pads come into contact with the discs.

Composed of a mix of 30 different components, Brembo Xtra brake pads are a synthesis of innovation.

Their exclusive friction material guarantees excellent performance without compromising durability and comfort, ensuring unparalleled precision. These pads work in perfect synergy with Brembo Max, Brembo Xtra and Brembo Sport discs, ensuring total control of the braking system.

Completing the range are the Brembo X-Style callipers, an elegant statement of style for premium models. Made of aluminium, they combine the timeless elegance of Brembo callipers with a unique touch of colour, allowing you to best express your personal style.

The advantages of the Xtra line are evident: with superior grip, excellent performance in wet conditions, and maximum friction even at high temperatures, every journey will become a safe and unprecedented driving experience.

And when safety is at stake, the tests do not lie: the Brembo Xtra range has been subjected to rigorous testing, overcoming challenges both in the laboratory and on the road. For this reason, it is a superior technical choice that ensures unparalleled peace of mind.

KEY FACTS

Composed of a mix of 30 different components, Brembo Xtra brake pads are a synthesis of innovation.

All the variety you need: New multi V-belt kits



KEY FACTS

Built on more than 150 years of engineering expertise, Continental's multi V-belts deliver OE-quality performance and are backed by a five-year guarantee for registered workshops.

Diversity is a winning ticket both in society in general and out on the road. So it's great when workshops can get on board as well. Thanks to the new multi V-belt kits from Continental, workshops can cover an even wider range of repairs to the auxiliary drive. 20 additional models have now been added to the range, ensuring that workshops are ideally prepared for virtually any repair task. No matter whether a small Toyota Yaris is next up on the lifting platform, a 48V mild-hybrid Kia hums into the workshop or a Mercedes Sprinter workhorse is standing by – Continental has just the right multi V-belt kit for the job.

Light commercial vehicles have a tough job

Reliable availability of all spare parts and wear parts in the workshop is crucial, especially for light commercial vehicles. These vehicles have made major leaps in quality over recent model generations and, as a result, achieve very high mileages. At the same time, the growth in urban delivery operations – with frequent starting and stopping and periods spent in congested traffic with the engine running – is placing greater demands on the auxiliary drive. These two factors lead to

greater wear, resulting in an increasing need for repairs.

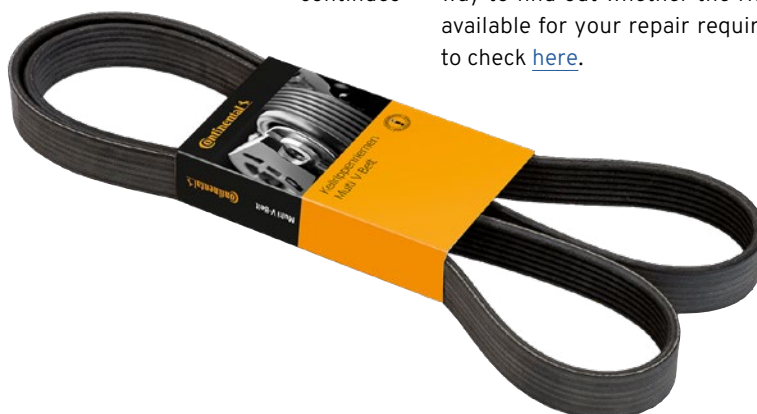
New multi V-belt kit for BMW

One of the highlights of the new range is kit 6PK986K3. It additionally contains the belt pulley, which is positioned on the water pump in BMW 1 Series and 3 Series engines, where it acts as a torsional vibration damper. Mechanics therefore have all the components they need readily available with this kit, making it ideal for carrying out fast, accurate repairs. Further information can be found [here](#).

For the auxiliary drive: new multi V-belts added to the range

The choice of multi V-belts available to order individually continues

to grow. There are now 13 new models available, suitable for a wide array of vehicles, from a compact Kia to a graceful Jaguar. Eight Elast belts have been released, along with a new commercial vehicle belt for the Mercedes-Benz Atego. The new belts cover a total of around five million vehicles in Europe. Every one of these belts is the result of over 150 years of experience and meets Continental's uncompromising OE quality standards. They are all protected by a five-year guarantee for registered workshops. The best way to find out whether the right belt is available for your repair requirements is to check [here](#).





KEY FACTS

Elring's detailed exploded-view drawings enable fast and accurate component identification for some of Volkswagen Group's most widely used petrol and diesel engines.

Sealing Expertise for Everyday Workshop Operations

With the EA211, EA288 and EA888 engine families, Volkswagen AG has established modular petrol and diesel engine platforms covering capacities from 1.0 to 2.0 litres

While the EA211 and EA888 represent modern turbocharged petrol engines (three- and four-cylinder), the EA288 forms the basis of the current four-cylinder diesel generation.

Since their introduction from around 2011 onwards, these engine families have been widely adopted across the VW Group portfolio, making them highly relevant for the Independent Aftermarket.

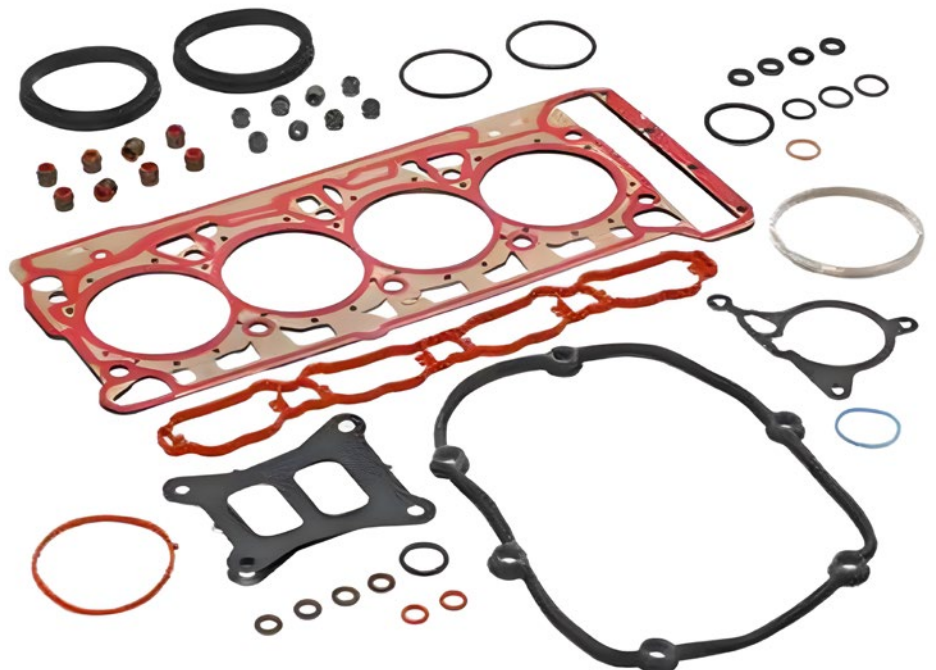
As a reliable partner to the IAM, Elring offers a comprehensive and practical product range suitable for these high-volume engine families.

A particular highlight: the detailed exploded view drawings, which provide valuable support in everyday workshop operations and enable fast and accurate identification of the required components. These are available in the current product catalogue and serve as a practical tool for wholesalers and workshops alike.

With the extensive range, practical documentation and technical expertise, Elring supports wholesalers and workshops worldwide in maintaining these widely used engines efficiently and reliably.

- [Catalog EA211 | EA288 | EA888 VW | Audi | Seat | Skoda | MAN](#)
- [Exploded view drawing EA211 | 1.4 I TSI](#)
- [Exploded view drawing EA288 | 1.6 I + 2.0 I TDI](#)

- [Exploded view drawing EA288 | 2.0 I TDI Commercial vehicles](#)
- [Exploded view drawing EA888 | Gen. I + II](#)
- [Exploded view drawing EA888 | Gen. III](#)



Exide AGM – Reliability is Already Built in

EXIDE®
TECHNOLOGIES

In modern automotive design, reliability is no longer a feature, it is a prerequisite. That's why Exide AGM batteries are engineered to deliver consistent, high-level performance from day one. 70% of European car brands rely on it right from the start. Exide Technologies is the partner of choice for Original Equipment Manufacturers.

This long-standing collaboration reflects not only the company's technical expertise but also its ability to meet the highest expectations of the automotive industry.

Exide Technologies works with leading car manufacturers, including:

Abarth, Alfa Romeo, BMW, Citroen, Dacia, Ferrari, Fiat, Ford, Genesis, Hyundai, Iveco, Jaguar, Jeep, Kia, Lancia, Land Rover, Ligier, Maserati, Mazda, Mini, Nissan, Opel, Peugeot, Polestar, Renault, Rolls-Royce, Suzuki, Toyota, Volvo.

Benefit from Exide's legacy and drive for innovation:

This combination of innovation and proven expertise makes Exide AGM a true benchmark in its category.

Exide AGM technology has been specifically developed to deliver:

- Supports ADAS functions for high level vehicle safety.
- Lower failure rate ensures reliability and a longer lifespan.
- Highest battery capacity in the market for extended durability.
- For toughest xEV demands.
- Role model for circular economy.

100% checked. Zero compromises

AGM batteries from Exide Technologies are the preferred choice of industry leaders and a trusted solution for automotive professionals. At Exide, nothing is left to chance. Every battery is manufactured in Europe under strict quality control.

Beyond the standard:

- Fully compliant with most demanding/rigorous standards (EN, VDA).
- Real-time process monitoring and automated inspections.
- Twice as many inspection points vs. conventional batteries.
- Unique tracking of every single AGM battery.
- Verified suppliers and premium components only.
- Continuous innovation driven by multidisciplinary expert teams.

Made in Europe – trusted everywhere

Why settle for less? The latest generation of Exide AGM batteries for the Aftermarket is identical to those supplied to leading car manufacturers. Produced on the same European production lines, every battery undergoes rigorous testing to guarantee uncompromising reliability. So, you're choosing Original Equipment quality, unbeatable reliability, and best-in-class performance.

KEY FACTS

The latest generation of Exide AGM batteries for the Aftermarket is built to the same specifications to those supplied to leading car manufacturers.





The BMW kidney grilles are smaller and more sharply contoured, while the headlamps, instead of their previously rounded appearance, now feature a more striking horizontal design.

Market Launch for the World's first Front Phygital Shields in the BMW iX3



With the new all-electric BMW iX3, FORVIA HELLA is setting a new benchmark in vehicle front-end design. For the first time, Front Phygital Shields are entering series production, combining design, advanced lighting technology, and sensor integration within within a single large-area module marking the starting point of a new product category for FORVIA HELLA.

High integration for future mobility

Front Phygital Shields are specifically designed for electric vehicles. They utilise the additional design and functional space at the vehicle front made available by the absence of a traditional radiator grille. As a scalable platform, they inte-

grate lighting functions, brand-specific design elements and sensor technology, thereby addressing key market trends such as electromobility, automated driving and the demand for distinctive lighting design.

A new interpretation of BMW's brand identity

In the BMW iX3, the Front Phygital Shields play a defining role in the exterior design. The iconic BMW kidney grilles are reinterpreted based on the "Neue Klasse" of the 1960s: slimmer, more sharply contoured and vertically aligned. As an option, they are available with illuminated "Iconic Glow". The appearance is complemented by striking, horizontally designed full LED headlamps, which are also integrated into the module.

Reliable environmental perception and relevance for the IAM

In addition to design and lighting technology, the Front Phygital Shields integrate radar sensors for driver assistance systems. A heated, radar-transparent cover protects the sensors from weather influences and contamination, ensuring reliable

radar performance even under harsh winter conditions.

For the Independent Aftermarket, this high level of integration increases the relevance of precise repair, correct replacement and professional ADAS calibration. As vehicle front ends evolve into sensor-integrated system modules, in-depth technical know-how and accurate diagnostics become essential along the entire vehicle lifecycle.

Development and production in Europe

Development and series production of the Front Phygital Shields take place in Ljubljana, Slovenia, FORVIA HELLA's global competence center for body lighting. The start of series production in the BMW iX3 underscores the company's comprehensive development and industrialisation expertise in highly integrated vehicle modules.

KEY FACTS

Front Phygital Shields combine design, lighting technology, and integrated radar sensors for driver assistance systems in a single module.

Tailor Made Boot Kits for Every Vehicle – GKN Automotive PremiumKit



As a leading OE supplier for drive-line technologies, GKN Automotive is not only expected to deliver the highest quality constant velocity joints for series production, but also well engineered and practical repair solutions for the Aftermarket. With the PremiumKit, GKN Automotive consistently transfers its OE expertise into everyday workshop applications.

Reliable protection of the constant velocity joint depends largely on using the correct boot material as well as the appropriate vehicle specific accessories. In daily workshop practice, delays often occur because individual components such as bolts/nuts, clamp bands, or grease are missing. The GKN Automotive PremiumKit prevents precisely these issues by including all necessary installation components in a single, vehicle specific kit.

The boot material fully complies with the exact OE specification

GKN consistently applies to rubber or TPE only where these materials were defined by the OE from the very start of series production. Rubber is designed for operating temperatures of up to approximately 80 °C, while TPE reliably withstands

significantly higher thermal loads of up to 140 °C.

Selecting the correct material is crucial. Modern drivetrains transmit ever higher torque, while the available installation space for drive shafts continues to shrink. This increasingly compact design leads to substantially higher thermal stress on surrounding components.

Only the precisely specified material—with no equivalent alternatives—can guarantee the required elasticity, durability, and long term functional reliability under these demanding conditions.

Vehicle specific kits instead of universal compromises

Vehicles often use the same boot but require different accessories. GKN Automotive meets this demand with a large number of article references and ensures that each workshop receives exactly the required clamp bands, the correct quantity of grease, and the appropriate bolts/nuts needed for the specific vehicle application. This vehicle specific approach reduces installation errors and avoids compromises associated with universal solutions.



KEY FACTS

The GKN Automotive PremiumKit is a vehicle-specific, OE-compliant repair kit that includes all necessary components and correct materials to ensure reliable CV joint installation and long-term performance while reducing workshop errors.

Clear installation guidelines and the right tools

Correct installation of the boot kits is essential for reliable long term performance. GKN Automotive provides clear guidelines for the use of clamp bands. Stainless steel ear clamps must be tightened to a defined torque of 23–30 Nm, unless otherwise specified by the vehicle manufacturer.

Standard ear clamps must be installed using a clamping tool with a hold down device to prevent unintentional opening after crimping. Low profile clamp bands require a suitable tool attachment and controlled crimping using a ratchet—ideal for tight installation spaces. GKN Automotive explicitly highlights the importance of using the correct tool for each installation.

Efficiency and reliability for workshops

Workshops benefit from an efficient installation process that supports precise and proper assembly. The complete, OE compliant contents of the GKN Automotive PremiumKit contribute to reliable and consistent repair results in everyday workshop operations.

Further information is available at www.gknautomotive.com



KYB
Our Precision, Your Advantage

How KYB is Using Data and AI to Improve Quality, Reliability, and long Term Value

At KYB, data is increasingly generated inside products, production lines, and vehicles themselves. Sensors, testing systems, and AI based analysis are now quietly shaping how suspension components are designed, manufactured, and supported across global markets.

From “inspect and react” to “measure and predict”

Traditionally, many areas of manufacturing and product development relied on experience and periodic inspection. Today, that approach is being replaced by continuous measurement.

Across KYB's operations, large volumes of data are now captured from:

- Manufacturing equipment and assembly lines
- Sensors used during product testing and validation
- In vehicle systems measuring vibration, movement, and operating conditions

Instead of checking quality after the event, data allows issues to be detected earlier, trends to be identified sooner, and variation to be reduced before products ever reach the Aftermarket.

Why AI?

Collecting data is only the first step. Modern systems generate far more information than people can analyse manually, especially when signals change rapidly or conditions vary. This is where AI is increasingly being used to support engineers.

At KYB, AI is applied in areas such as:

- Detecting subtle anomalies in manufacturing processes
- Analysing complex vibration and motion data

- Supporting predictive maintenance of equipment
- Improving visual inspection accuracy on production lines

Data leading to action – not just dashboards

One of the biggest misconceptions about data is that it only produces reports or charts. In reality, the most valuable data changes what happens next. Examples of data driven decisions inside KYB include:

- Adjusting production processes automatically when early signs of variation appear
 - Refining control characteristics to improve ride comfort and stability
 - Identifying component behaviour before it becomes a warranty issue
- The result is a feedback loop where products improve continuously.

What this means for the Automotive Aftermarket

From a distributor's perspective, data and AI may feel distant from day to day operations. But their impact is already visible:

- **Quality consistency** reduces returns and complaints
- **Predictable performance** builds installer confidence
- **Better durability** insight supports longer product lifecycles

Data helps ensure that what leaves the factory performs the same way in the workshop, on the road, and over time.

The role of humans hasn't disappeared – it's changed

Despite the technology involved, this is not a story about automation replacing

people. Engineers still define:

- Performance targets
- Safety margins
- Durability requirements
- Validation standards

Data and AI simply allow those decisions to be made with greater accuracy and confidence. For KYB, this combination of engineering expertise and data driven insight is essential to maintaining trust – not only with vehicle manufacturers, but also with the global Aftermarket network that supports millions of vehicles.

Conclusion: Data as a foundation for trust

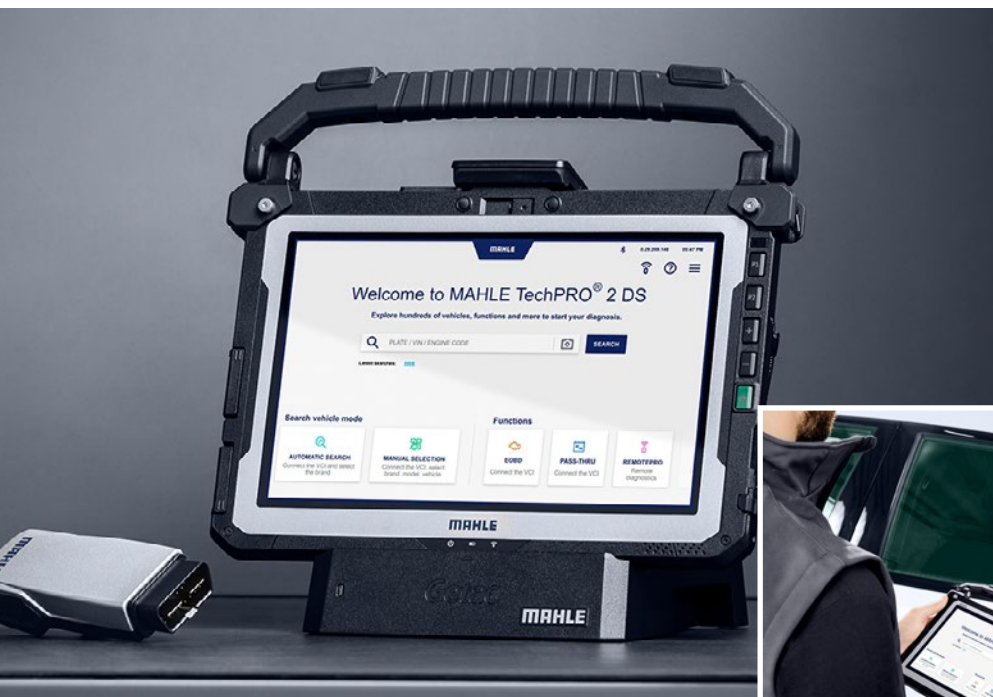
In the Automotive Aftermarket, trust is built on consistency, reliability, and long term performance. Data has become a powerful tool in supporting those values.

By using data to measure more precisely, respond more quickly, and improve continuously, KYB is strengthening the foundation behind every product it supplies to the Aftermarket. For distributors and partners, the takeaway is simple: Better data upstream leads to stronger confidence downstream – and that benefits everyone in the value chain.

KEY FACTS

By combining engineering expertise with data and AI, KYB is improving product quality, reliability, and long-term value across the Automotive Aftermarket.

Market Launch for RemotePRO Air by MAHLE

MAHLE


the TechPRO® 2 diagnostic tool, which the vehicle owner must explicitly approve before the workshop can access cloud-based manufacturer data. After giving this approval, the workshop has access to precise information on the vehicle status, available updates and customised maintenance schedules. On this basis, RemotePRO Air creates a detailed diagnostic report that enables workshops to provide in-depth customer support – from preventive maintenance and rapid remote

diagnostics for acute problems to continuous monitoring services after repairs.

“With RemotePRO Air, we are responding to the fundamental changes in workshops through digitalisation and networking. We are convinced that remote diagnostics will become an impor-

The new RemotePRO Air diagnostics feature for the TechPRO® 2 diagnostic tool from MAHLE is now available in Europe. It is the first solution on the market that allows independent workshops to access the data interfaces of modern, interconnected vehicles. This enables them to take full advantage of remote diagnostics capabilities by using the data transfer that was previously reserved for OEM workshops only. The solution does not require any additional equipment, and the vehicle does not need to be in the same place as the technician for diagnosis. Workshops can therefore use it to improve their customer communication, reduce repair times, plan schedules and resources more efficiently and tap into new business segments. RemotePRO Air is already available for a wide range of vehicles, with more being added continuously.

“This is nothing less than a ‘game changer’ for the Independent Aftermarket. Finally, independent workshops are on an equal footing with OEM workshops. By offering its remote diagnostic capabilities, MAHLE is once again a pioneer in the

industry,” said Philipp Grosse Kleimann, Member of the MAHLE Management Committee and Head of MAHLE Lifecycle and Mobility. “With the new Over-the-Air function, our customers can improve their economic efficiency through intelligent planning and optimised processes. This creates added value for the entire value chain – from the workshop to the fleet through to the individual vehicle owners.”

The RemotePRO Air function is integrated into all active TechPRO® 2 licenses and now offers remote diagnostics for vehicles with interconnected vehicle technology from BMW, Mini, Mercedes-Benz and Smart. With the “MAHLE Coins” payment system, workshops have maximum flexibility, as diagnostics are only charged once they are successfully implemented. MAHLE is continuously expanding the solution to include other vehicle manufacturers and is working on integrating connectivity options such as clearing the fault memory, real-time data transmission from the vehicle to the workshop and comprehensive information on maintenance and servicing in the future.

The workshop initiates a data query via

tant component of future repair and service work,” said Felix-Matthias Walter, Director Global Service Solutions at MAHLE Lifecycle and Mobility. “Thanks to our collaboration with the German technology start-up DC Connected, we can offer an innovative solution that is accessible to all participants in the independent spare parts market.”

Both workshops that look after vehicle fleets as well as fleet operators will benefit from the new function of the TechPRO® 2 diagnostic tool. The tool always gives them an overview of the state of their vehicles, allows them to plan their maintenance efficiently, reduces unplanned downtime and thus ensures greater operational efficiency.

KEY FACTS

By enabling remote diagnostics, RemotePRO Air helps workshops reduce repair times, improve resource planning and create new service opportunities.

Clean Air on Every Journey: Cabin Air Filters for Motorhomes



MANN-FILTER recommends: regular filter replacement improves hygiene and comfort in the cabin and provides workshops with an attractive source of additional business

For many motorhome owners, spring marks the start of a busier travel season – a good reason to take your vehicle in for a thorough check-up at the workshop. The quality of cabin air is often underestimated in this process. Studies show that air pollution inside the vehicle is often significantly higher than outside – up to five times as much depending on the traffic situation. Cabin air filters, also known as pollen filters, make an important contribution to reducing this burden, as they clean the intake air of particulate matter, pollen, harmful gases, and odours while driving.

MANN-FILTER is one of the world's leading filter brands and offers a wide range of high-quality cabin air filters in Original Equipment quality for numerous motorhomes. In recreational vehicles in

particular, air quality plays an important role: cabins are exposed to higher levels of pollen and dust, and many vehicles are used seasonally. A regularly replaced cabin air filter ensures that the air remains clean while driving and protects the occupants from harmful particles and unpleasant odours. The recommendation is to change the filter at least once a year or every 15,000 km.

Cabin air filters for motorhomes: three types – two strong recommendations

Three types of cabin air filter are available for use in motorhomes: traditional particle filters, activated carbon filters and biofunctional filters. "We recommend activated carbon filters and the FreciousPlus for motorhomes," says Jens Bastobbe, Product Manager for Cabin Air

KEY FACTS

Air pollution inside a vehicle can be up to five times higher than outside, making regular cabin air filter replacement important for maintaining clean and healthy cabin air.

Filters at MANN FILTER. The FreciousPlus goes one step further: its additional bio-functional coating reduces allergens and inhibits the growth of bacteria and mold spores. The FreciousPlus ensures noticeably fresher and more hygienic cabin air, especially after a longer service life, when humidity and microbial loads typically increase.

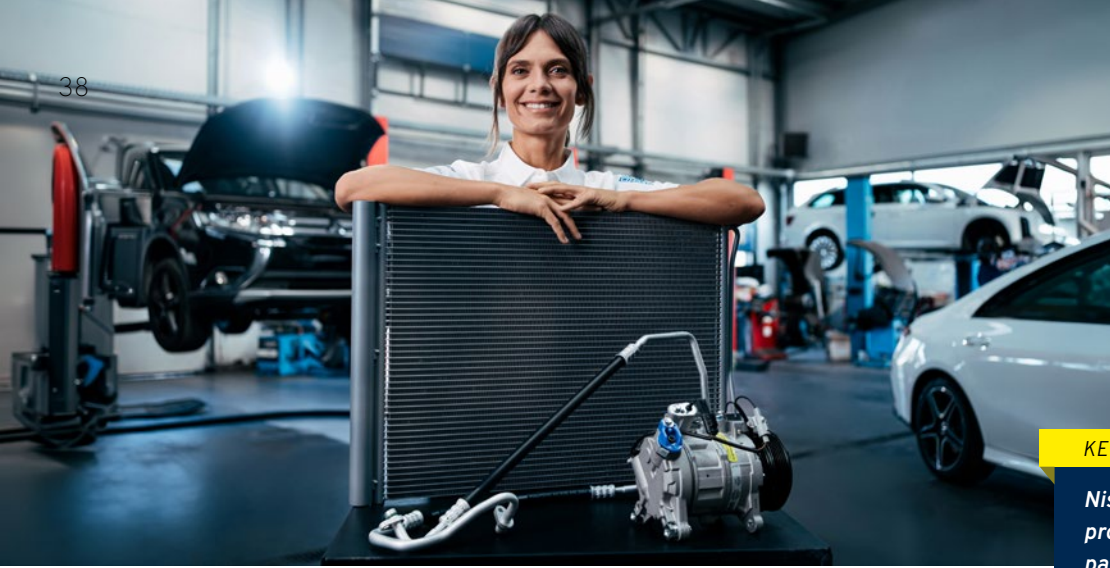
Why changing the filter at the start of the season is so important

During the winter break or over a longer service period, pollen, dust and moisture can accumulate in the intake areas and on the evaporator. Once the air conditioning system is switched back on in spring, the change between evaporator cooling and subsequent heating creates ideal conditions for the formation and proliferation of mould and bacteria. These microbial deposits can significantly impair air quality, lead to unpleasant odours and are particularly harmful to allergy sufferers. A new cabin air filter provides a quick remedy and noticeably improves the cabin climate while driving – especially in combination with evaporator cleaning.

Broad coverage of all common motorhomes

MANN-FILTER cabin air filters are available for many of the most commonly used platforms in the camper van sector. This means that wholesalers and workshops have a wide portfolio that reliably covers the majority of the European motorhome market.





Nissens
DELIVERING THE DIFFERENCE

KEY FACTS

Nissens Automotive's AC program covers more than 5,000 parts and over 20,400 OE numbers, with more than 345 new parts added in 2026 to expand coverage and availability across vehicle types.

Power Your AC Success with Proven Experts

Entering the 2026 season, Nissens Automotive continues to provide distributors and workshops with everything they need to stay confident and competitive on every AC service job

Delivering AC service excellence

For years, Nissens has enabled workshops to service almost any vehicle, and to meet the rapidly changing AC service needs for various car technologies. Hence, the Nissens program supports all major vehicle groups. It covers passenger cars, electric and hybrid models, and light commercial and heavy duty vehicles. The range includes ten product lines covering over 5,000 parts, with strong availability, and many are supplied as first fit components, meaning extra installation parts are included. The range's coverage reaches over 20,400 OE numbers, and this year, it expands with 345+ new parts.

One step ahead – here is where the range grows

Nissens continues to strengthen its position as a full range supplier. A major new addition for the season is the Nissens premium AC hoses range. Initially, it offers around 130 SKUs, covering about 26% of the EU car parc, and the range will continue to grow. Nissens AC hoses offer dependable, installation-friendly solutions for leak-prone areas. Nissens hoses feature a multi layer barrier, are helium tested to eliminate leak risks, and are first fit products with pre mounted O-rings and brackets. The range covers both classic AC loops and advanced thermal management circuits applied in hybrid and electric vehicles,

including heat pump systems. You will find all Nissens AC hose models in the industry catalogues, e.g. TecDoc or Nissens catalogue online.

Technical support that makes a difference

For many years, Nissens has skillfully combined its competitive parts program with strong technical support. Hence, the Nissens Experts program offers training videos, troubleshooting articles, installation guidance, and a refrigerant and oil finder. It also includes advanced topics such as heat pump systems and EV compressor diagnostics. Workshops can access the support through online, live, or self-learning formats.

The real difference example – Nissens condenser excellence

Nissens condensers feature a long life corrosion protective coating. It covers the entire surface, including recesses around the tube and fin joints. Compared to non-protected OE or After-market parts, salt chamber and climate chamber tests show no corrosion, no fin damage, and no leakage, even after long test periods. Each condenser

arrives with strong packaging and first-fit installation parts.

Haris Sabic, Nissens Product Category Manager Climate, concludes:

“At Nissens, we always work for our customers' success, making the AC service simpler, more reliable, and more profitable. With our trusted brand, premium quality parts such as corrosion protected condensers and all the new AC hoses, supported by our hands on expertise, we help distributors and workshops deliver quality that matters.”

Let Nissens unlock your business potential within the AC system spare parts. The complete solution from Nissens is designed to support you in the busy season and beyond.

Visit the Nissens Group at the upcoming Automechanika Frankfurt 2026 (Hall 3.0, Stand D91) to learn more about Nissens recent novelties.



Niterra

NGK precious metal spark plugs: Advancement Through Engineering

NGK Ignition Parts develops precious metal spark plugs with advanced technology designed for reliable ignition and extended service life

N GK Ignition Parts has built its reputation on one of the most important components of a combustion engine: spark plugs. These products are NGK's flagship offering, and the brand has 90 years of engineering knowledge to draw on. The latest precious metal spark plugs combine this proven combustion know-how with advanced electronics technology to provide products that modern engines can depend on.

The move to precious metal spark plugs

Platinum spark plugs were first introduced in the 1980s, followed by Niterra's pioneering iridium technology in 1997, a major advancement in performance and durability for OE and Aftermarket customers. Iridium and platinum plugs now set the standard for Original Equipment, valued by manufacturers for their reliable cold starts, optimal combustion, and extended service life. With demand in EMEA steadily increasing, precious metal spark plugs now represent a growing share of both OE and Aftermarket sales. In 2021, NGK's precious metal spark plugs made up 15% of overall EMEA sales (pcs), a figure that rose to 24% in 2025. NGK's product portfolio addresses diverse requirements beyond cars, including motorcycles, marine engines, ATVs, and specialised vehicles, ensuring good Aftermarket availability for customers.

Meeting the demands of today's powertrains

NGK's precious metal spark plugs are engineered to support manufacturers in meeting evolving emissions standards and efficiency targets. Approximately 95% of hybrid vehicles rely on these advanced plugs. For example, the Iridium IX series features a laser-welded iridium alloy tip, which reduces ignition voltage



requirements and lowers ignition system stress.

The Laser Iridium and Laser Platinum, the brand's top OE-grade precious metal spark plug range, feature iridium or platinum tips and a platinum chip on the ground electrode. These technologies extend service intervals and facilitate cleaner, more complete combustion, offering a clear advantage over standard nickel plugs.

NGK's technical leadership has established long-term partnerships with leading automakers, reinforcing its position as a trusted OE supplier. In the Aftermarket, NGK Ignition Parts offers an extensive range of over 1,900 part numbers across EMEA, providing coverage for more than 90% of European vehicle applications, and helping distributors and service partners maximise business opportunities.

Together with NTK Vehicle Electronics, NGK Ignition Parts remains committed to delivering high-quality, future-ready solutions for combustion-engine vehicles, supporting partners with reliable components and ongoing technical innovation.

End-to-end Aftermarket care

NGK underwrites the value of its precious metal spark plugs by providing extensive Aftermarket services that include focused training, comprehensive product details, and ongoing customer engagement.

With electronic catalogues such as TecDoc, customers can easily identify the correct parts and access complete application data for rapid selection.



KEY FACTS

NGK precious metal spark plugs combine reliability, efficiency, and durability to make them a trusted choice for leading OE and Aftermarket customers worldwide.

NRF Innovation Range – Unique Aftermarket Parts Offer for BYD



NRF is strongly committed to e-Mobility, recognising the fast growth of the electric vehicle Aftermarket. Claiming to be a leading supplier of parts for electric vehicles comes with responsibility, and the most important one is to ensure parts are readily available. Last year, NRF launched a complete Aftermarket range for all Tesla models, and now it is doing the same for BYD, one of the world's fastest-growing EV brands. Expanding beyond its traditional scope, NRF now also offers steering, suspension, filtration, body parts and more for these vehicles.

Cooling the battery and power electronics

In an electric vehicle, the cooling system remains an integral part of the powertrain. To ensure optimum performance, the batteries and power electronics must be maintained within a specific temperature range. The cooling system therefore retains its familiar layout, with the radiator remaining a key component. The coolant is circulated by an electric pump to keep the powertrain electronics operating safely and efficiently under all environmental conditions.

A/C system in electric vehicles

As with Internal Combustion Engine (ICE) vehicles, EVs also have HVAC (heating,

ventilation, and air conditioning) for the passenger cabin. In ICE vehicles, the engine powers the HVAC system through a belt-driven compressor. In electric vehicles, this function is taken over by an electric motor-driven compressor. A poorly functioning HVAC system increases energy consumption and reduces vehicle range, making proper maintenance essential.

Innovation range – complete Aftermarket offer for Tesla and BYD

This is true Aftermarket innovation. At Automechanika Frankfurt 2024, NRF launched a completely new range of parts for all Tesla models. Expanding well beyond its traditional product scope, the range now features 25 new product groups, including steering, suspension, filtration, braking, body, and exterior components. The newest addition is a full range of 200 parts developed specifically for BYD vehicles. The INNOVATION RANGE is continuously growing, including ICE references for Chinese brands.

EV Techclub – all your knowledge in one platform

Innovation has always been part of NRF's DNA. For over a century, the company has helped shape the future of mobility.

Today marks the start of a new chapter: EV Techclub, a comprehensive platform dedicated for the evolving world of e-Mobility. It offers mechanics at every level the tools and knowledge to grow into true EV specialists.

The EV Techclub includes:

- Online training
- Safety sheets and manuals for all brands
- Installation videos
- Augmented and virtual reality tools

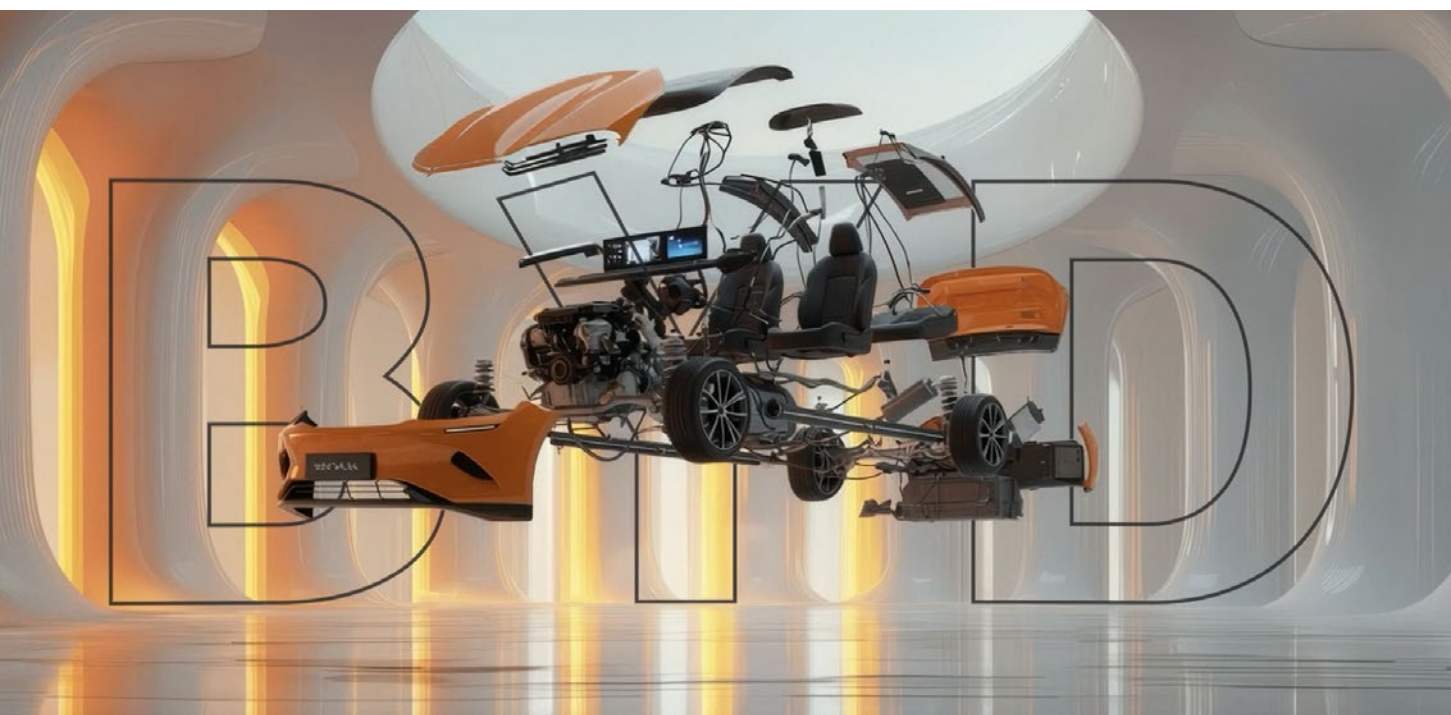
The EV Techclub platform is accessible to all workshops which are purchasing their parts from an authorised NRF distributor.

For more information, contact your NRF representative. Or go to the INNOVATION RANGE showcase page

www.nrfinnovationrange.eu

KEY FACTS

NRF launched a complete Aftermarket range for all Tesla models and is now replicating this strategy for BYD as part of its EV TechClub innovation platform.



Be Adventure Ready



Flat tyres. A drained battery. Nightfall arriving faster than expected. These moments don't have to define your journey



With OSRAM, drivers stay adventure ready – wherever the road, the season, or the plan takes them. From everyday commuting to spontaneous road trips and outdoor escapes, OSRAM supports the moments that matter most: getting there safely and enjoying the drive.

Remember the trip, not the trouble.

Modern mobility is about freedom. But small road problems can quickly turn excitement into stress. OSRAM connects real-life driving challenges such as low visibility, battery issues, tyre pressure with what drivers actually care about: confidence, safety, and peace of mind.

That's why OSRAM brings together a complete range of Automotive Lighting Care and Equipment designed to keep journeys moving smoothly.

Automotive care that keeps you going

Correct tyre pressure is essential for safety, fuel efficiency, and tyre life. OSRAM TYREcare solutions make tyre inflation quick, accurate, and portable – ideal for everyday use and longer trips alike.

Power management is just as critical. With OSRAM BATTERYcare, drivers are prepared for the unexpected. From compact lithium jump starters and battery

chargers to solar solutions and EV charging cables, OSRAM delivers reliable power whenever and wherever it's needed. Lightweight, easy to use, and packed with smart features like USB charging and emergency LED lights, these tools turn potential breakdowns into minor interruptions.

For workshops, roadside checks, and some DIY maintenance, LEDinspect® inspection lamps provide powerful, precise illumination exactly where it's required – ensuring that nothing goes unseen.

Light that builds confidence at night

As daylight fades, visibility becomes one of the most important safety factors. OSRAM's advanced lighting solutions are designed to help drivers see more and react faster.

NIGHT BREAKER® LED VINTAGE H4 brings modern LED performance to classic vehicles, combining up to 330% more brightness¹, reduced glare, and a daylight-like colour temperature. It delivers a warm white, classic look while providing long-lasting, street-legal² LED performance.

For drivers who need even more illumination, LEDriving® driving Lights (FX Series) provide powerful additional lighting on dark roads, rural routes, and demanding environments. Robust, high-performance, and visually striking,

they enhance visibility exactly when it matters most.

OSRAM also supports two-wheel adventures with LEDsbike® lighting solutions, designed for compact performance, flexibility, and reliable visibility on every ride.

Built for drivers. Designed for business.

Long service life, proven quality, and future-ready product categories that target issues drivers face most often make OSRAM a strong partner not only for drivers, but also for workshops and retailers.

Fewer replacements, reliable performance, and growing demand help transform safety into a sustainable advantage, fostering long lasting client relationships.

Because no matter the destination, confidence starts before the engine does.

OSRAM – be business ready.

Learn more and keep your customers equipped for all roads www.osram.com/am

KEY FACTS

NIGHT BREAKER® LED VINTAGE H4 delivers up to 330% more brightness while maintaining a classic look for vintage vehicles.

¹ Compared to the minimum requirements of ECE R112, while the glare is below the maximum permissible values by up to 50%

² Approved LED light source - only applies to the respective countries in which there is approval or to which an equivalent approval applies, and the vehicle models and light functions currently listed in the compatibility list. For more details see www.osram.com/nb-led



Automatically Back Up Vehicle Data with DS-CLOUD



Workshop operations carry high stakes and higher liability. Losing records, vehicle histories, and servicing data puts your business at risk. DS-CLOUD protects your workshop with automatic cloud backups of every scan you run. These records are safe and available from the minute you connect your diagnostic tool. View the history of every vehicle that's been scanned in your workshop, so you can respond to clients with confidence and deliver even a higher level of service than ever before.

How does DS-CLOUD work?

DS-CLOUD is Delphi's cloud backup system for DS Car and DS Heavy Duty software. It was developed in-house to provide secure storage and real-time synchronisation and integrates with DS-HUB. It stores every diagnostic session you run, enabling team members to access data anytime, anywhere.

DS-HUB is the access point to Delphi's connected ecosystem of products and services. It serves as the new home page for DS users, providing a single, user-friendly platform from which to access diagnostic software, tools, and valuable information without having to navigate multiple systems. By integrating DS-HUB with DS-CLOUD, technicians can seamlessly manage devices, registrations,

and data in one central location, making workshop operations more connected and efficient.

Registration is simple. Create a DS-CLOUD account and link it to your Delphi diagnostics tool. Once the device is registered, each scan is automatically uploaded to the cloud. There are no extra steps.

DS-CLOUD manages large data volumes over multiple devices and maintains consistent records between bays. That gives technicians who handle complex, high-value trucks a single reliable and efficient place to store and retrieve diagnostic histories.

How DS-CLOUD benefits your workshop

With DS-CLOUD, every scan is backed up automatically. That gives you a 360-degree digital record of the work you've done and the faults you've identified. If a customer returns claiming a new warning light appeared after a job, you can show the stored fault code from the original scan. That protects your technicians and your reputation.

What's more, because DS-CLOUD captures data automatically, you don't have to repeat scans or search for missing reports.

As long as the device is connected to the internet, each job is recorded in the

cloud, helping to make operations more efficient. You can review the diagnostic history for any vehicle from any device linked to the DS-CLOUD account.

It also helps prevent data loss resulting from device failure or license expiry. Even if your tool stops working, your data is safe. You don't need to rebuild histories or start over. For trucks requiring multi-system repairs and long cycles, that level of traceability saves time and helps prevent disputes.

How to start using DS-CLOUD

DS-CLOUD was made for the high-volume, high-liability work you and your team do.

To get started, open DS-HUB create a DS-CLOUD account and link your diagnostics device. DS-CLOUD activates automatically and begins backing up sessions in real time.

For more information: [DS-CLOUD](#)

KEY FACTS

DS-CLOUD automatically creates a complete digital record of every diagnostic scan, helping workshops protect themselves with a reliable history of vehicle faults and repairs.

Schaeffler Vehicle Lifetime Solutions makes Vitesco Solutions for Micro and Mild Hybrids Available to the Aftermarket for the first Time

SCHAEFFLER

KEY FACTS

Schaeffler Vehicle Lifetime Solutions is expanding its e-mobility After-market portfolio by integrating Vitesco technologies, bringing OE-proven Voltage Stabilization Systems and 48V DC/DC converters into the Independent Aftermarket for millions of hybrid vehicles worldwide.

The integration of the Vitesco portfolio into the Schaeffler Vehicle Lifetime Solutions sales environment continues to progress. Two additional Vitesco repair solutions are now available to the Independent Aftermarket: a Voltage Stabilisation System (VSS) for micro-hybrid vehicles from PSA and Toyota, and a 48V DC/DC converter for mild-hybrid vehicles from Ford. Workshops now have access to OE quality alternatives, eliminating the need to source these components exclusively from vehicle manufacturers.

Schaeffler Vitesco VSS: eliminating voltage fluctuations

The Voltage Stabilization System prevents voltage drops during automatic start stop operation in micro hybrid vehicles. It consists of an Energy Storage System (ESS 765 0003 10) with high performance capacitors and a Power Electronics Unit (PEU 765 0001 10 and 765 0002 10).

During engine restart, the capacitors release stored energy within a very short time to meet the high power demand. Without this support, drawing energy solely from the 12V system can result in noticeable voltage drops, causing flickering lights

and electronic displays. By stabilising the voltage supply, the system ensures smooth engine restarting, improves driving comfort, extends battery life, and supports compliance with emissions standards.

Schaeffler Vitesco 48V DC/DC converter: efficient energy management

The 48V DC/DC converter 765 0004 10 is used in mild-hybrid vehicles equipped with a 48V starter generator and an additional battery. It links the 48V electrical system with the 12V onboard electronics, ensuring stable voltage levels and minimising energy losses.

As a key energy management component, the converter supports efficient power delivery and improved vehicle performance, particularly during acceleration. Its bidirectional design allows energy flow in both directions: 12V components can be supplied from the 48V network while charging the battery, and the 48V system can draw energy from the 12V network in the event of a temporary failure. This contributes to achieving type approval compliant CO₂ emissions.

Significant potential for the Aftermarket

Until now, both the Voltage Stabilization System and the 48V DC/DC converter

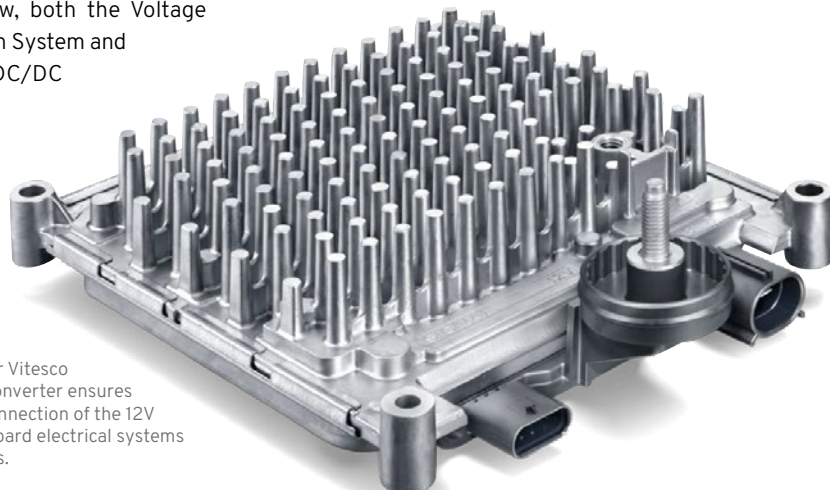
were available exclusively as Original Equipment components. With their introduction to the Aftermarket, distributors and workshops can benefit from technologies already installed in large vehicle populations worldwide.

The Voltage Stabilization System enables a 1:1 replacement in approximately 2.7 million vehicles from PSA and Toyota. The DC/DC converter is used in around one million Ford vehicles globally, including Fiesta, Focus, and Puma models equipped with 1.0 litre EcoBoost mild hybrid engines.

“By integrating Vitesco products, we are expanding our portfolio for electrified vehicles,” says Stephan Niese, Director Global Product Management E Mobility at Schaeffler Vehicle Lifetime Solutions. “This helps the Aftermarket unlock the potential of e mobility and enables workshops to offer professional, future ready and profitable vehicle service.”

AT A GLANCE

- Schaeffler Vehicle Lifetime Solutions further expands its e-mobility product portfolio with additional Vitesco solutions
- Voltage Stabilization System (VSS) compensates for voltage fluctuations during start-stop operation in micro hybrids
- Schaeffler Vitesco 48V DC/DC converter ensures seamless interaction between 12V and 48V electrical systems in mild hybrids



The Schaeffler Vitesco 48V DC/DC converter ensures a seamless connection of the 12V and 48V on-board electrical systems in mild hybrids.

Valeo Specialist Club: Loyalty for All



KEY FACTS

The Valeo Specialist Club is a digital loyalty programme that drives workshop engagement while helping distributors increase sell-out across garage networks through campaigns, rewards and measurable performance improvements.



What is the Valeo Specialist Club?

The Valeo Specialist Club is a free, 100% digital loyalty programme dedicated to independent workshops. With nearly 86,000 member garages across 16 countries, it is one of the most far-reaching workshop loyalty programmes in the Automotive Aftermarket.

Its purpose is simple: to reward workshops that regularly choose Valeo parts, and to build long-term brand loyalty.

Although designed for workshops, it also plays a significant role for distributors by driving sell-out across garage networks and strengthening overall Aftermarket demand, making it a powerful tool for the distributors who supply them.

How it works: Scan, Collect, Redeem

Workshops download the Valeo Specialist Club app, register in just two minutes, and start scanning. Every Valeo product barcode scanned earns points automatically, no paper barcodes, no mailing proofs of purchase.

Points are redeemed in the Specialist Club online gift shop for gifts and e-vouchers, while push notifications, emails, and WhatsApp updates keep members informed of every promotion and campaign.

More than points: Animations and Challenges

The Specialist Club goes beyond a straightforward points scheme. Throughout the year, Valeo runs themed animations and challenges that keep engagement high. In 2025, the Selfie Challenge invited members to scan, snap, and win. A 'Spin & Win' wheel of fortune offers additional prizes for meeting weekly scanning targets.

What it means for distributors

Distributors can take an active role through co-designed, tailored animation campaigns. Working with Valeo, they can build bespoke campaigns for their garage networks, choosing product families,

defining reward mechanisms, and using a unique promo code, assigned to each distributor, to track participating workshops.

The results are proven: co-animated campaigns have delivered up to +30% sell-out growth, and engaged workshops generate on average more than 20 additional Valeo sales per month. The programme also scores highly on satisfaction, with a Net Promoter Score now exceeding 50 worldwide.

The Valeo Specialist Club offers distributors a ready-made tool to animate their networks, increase loyalty, and drive sell-out – without the complexity of building something from scratch, and at no additional cost to them.

More information on [Valeo Specialist Club](#)



Remanufacturing of brake callipers to enable efficient use of resources in the Automotive Aftermarket.



ZF REMAN: Used clutch components are remanufactured and reintegrated into the value chain.

Simpler and Faster: ZF Streamlines Core Returns and Accelerates Circularity in the Aftermarket



ZF Aftermarket has further expanded its CorExpedia platform, extending digital core return support to ZF and TRW parts after its successful launch for SACHS and WABCO parts. With this, ZF simplifies the return of used components across all ZF remanufactured premium brands, strengthening the circular economy in the European Automotive Aftermarket.

By unifying reverse logistics processes and providing clear digital guidance for partners, the platform helps workshops, distributors and fleets manage core returns faster and with greater transparency. Since remanufacturing depends on the return of used components, efficient core management is essential to keeping valuable materials within the production cycle and enabling circularity in automotive parts.

Digital transparency for a traditionally complex process

The CorExpedia platform plays a central role in managing core returns across Europe. Developed specifically to simplify what has traditionally been a complex and highly logistical workflow, the platform enables customers to manage returns with speed and ease.

Through CorExpedia, users receive complete transparency regarding return requirements and eligibility. The system provides real-time visibility of outstanding cores, clear guidance on logistics and doc-

umentation, and detailed instructions for packaging and shipping. This allows distributors to understand exactly which cores can be returned, in what quantities, and under what conditions.

The platform also simplifies the creation of return requests and guides users step by step through the packaging and shipping process, ensuring that returned components reach the appropriate ZF REMAN facility efficiently and without delays.

Faster processes and reduced administrative effort

For Aftermarket partners, the benefits are immediate. The digital workflow significantly reduces administrative effort while accelerating the return process. Once cores are verified at the remanufacturing plant, customers benefit from faster surcharge refund processing and improved transparency regarding payment status.

Additionally, ZF offers customers the option to organise the transport of cores and cover associated logistics costs, further simplifying the reverse logistics chain.

On the operational side, CorExpedia also provides ZF with a clear overview of cores awaiting return. This visibility improves stock management and helps ensure a reliable supply of components for remanufacturing operations. Altogether, the platform makes the entire process more predictable, transparent, and user-friendly for the partners and ZF itself.

Supporting circularity in the Automotive Aftermarket

Remanufacturing is widely considered one of the most effective circular strategies within the automotive value chain. By restoring used components to “like-new” performance standards, remanufacturing helps extend product lifecycles and preserves as much of the original component materials as possible.

Through its ZF REMAN activities, ZF Aftermarket enables workshops, fleets and distributors to participate in the circular economy while supporting waste reduction and the optimal use of raw materials.

By simplifying core returns through CorExpedia, ZF helps partners actively contribute to closing the loop in the Automotive Aftermarket and supports a more sustainable and efficient parts lifecycle.

ZF will showcase its latest solutions for Mobility Uptime at Automechanika Frankfurt from 8 September.

KEY FACTS

ZF Aftermarket's CorExpedia platform streamlines core returns across Europe, improving transparency and efficiency in remanufacturing and strengthening circularity in the automotive Aftermarket.

The 'Mixed Parc' Problem: How can the Aftermarket Adapt to the Changing Car Landscape?

As the transition to electrification continues at pace, the Aftermarket faces a number of new challenges – from skills shortages through to supply chain volatility. However, it's safe to suggest that with challenges come growth opportunities. In this article, we examine how businesses can successfully adapt to the new mixed parc landscape

Insight suggests that drivers are continuing to transition away from internal combustion engine (ICE) cars in favour of hybrid or fully electric vehicles. Indeed, according to the European Automobile Manufacturers' Association (ACEA), hybrid-electric vehicles (HEVs), plug-in hybrid electric vehicles (PHEVs), and battery-electric vehicles (BEVs) now account for nearly 70% of new registrations.¹ But what does this increasingly 'mixed' parc mean for the Aftermarket?

Rapid Change

Last December, sales of BEVs in the EU overtook those of petrol cars for the first time, and this trend continues. While HEVs currently account for over 38% of new registrations, BEVs make up 19.4% of all new cars, a 15.2% increase from last year. Sales of PHEVs are also on the rise, while the number of new petrol and diesel car registrations has resultingly fallen.²

Conversely, we're witnessing a progressive ageing of the European car parc, as more consumers hang on to their existing cars for longer due to the cost-of-living crisis. Analysts at S&P Global predict that there will be around 371 million out-of-warranty vehicles on European roads by the end of 2026, roughly 84% of the total vehicle population.³ This propensity to post-

pone new car purchases goes hand in hand with a shift towards non-branded parts. According to Roland Berger's Aftermarket Pulse Report 2025, 57% of consumers favour Independent Aftermarket (IAM) parts over Original Equipment (OE) brands, a 14% increase from 2024.⁴ This evolving landscape presents the Aftermarket with new challenges.

Evolving Technologies, New Challenges

Skills shortages remain one of the primary challenges for Aftermarket businesses when dealing with a broadening set of technologies. Besides batteries, the latest generation of hybrid and fully electric vehicles often comes with a range of Advanced Driver Assistance Systems (ADAS) that require appropriate resources and technical expertise. According to Roland Berger,

nearly half of workshops reported turning down ADAS-related repairs in 2025 due to equipment costs and knowledge gaps.⁵

The increasing market share of PHEVs and BEVs presents another set of challenges for

the Aftermarket sector. One such challenge is dealing with changes in demand for specific maintenance operations and parts. For instance, EV tyres wear out faster than their ICE counterparts due to the vehicle's heavier weight and instant torque.⁶ The outcome



is more frequent tyre replacements and growing demand for durable, specialised rubber designed to handle the extra strain.⁷ Changing technologies and demand levels also present the Aftermarket with new supply chain challenges. With China manufacturing over 80% of EV batteries⁸ and Asia dominating the production of automotive semiconductors, European Aftermarket businesses are increasingly vulnerable to supply chain volatility and electronic component shortages.

Collaboration Matters

The European Aftermarket sector faces an uncertain future. The latest Pulse Check survey from the European Association of Automotive Suppliers (CLEPA) reveals that a quarter of suppliers expect to suffer losses in 2026.⁹ In this challenging economic climate, becoming more flexible in dealing with the changing requirements of the car parc is essential. This is why, according to the CLEPA, 73% of Aftermarket companies have "significantly adjusted their product portfolios", are "expanding the application of existing technologies" and "concentrating investment on key electrification or software-driven platforms".¹⁰ This evolution

While HEVs currently account for over 38% of new registrations, BEVs make up 19.4% of all new cars, a 15.2% increase from last year



KEY FACTS

By the end of 2026, around 371 million vehicles on European roads (84% of the total parc) will be out of warranty.

capacity in critical areas such as batteries and semiconductors.

A Sustainable Future for the Mixed Parc

The European car parc will continue to evolve, with BEVs and hybrids set to progressively increase their market share. In parallel, we are also likely to continue seeing a tendency towards an ageing vehicle population and soaring demand for Independent Aftermarket parts.

These combined trends will present the Aftermarket with significant challenges, but also with unprecedented opportunities for growth. Stronger collaboration across the sector will be vital to ensure resilience in the long term. From a stronger regulatory framework to closer cooperation between parts suppliers, manufacturers, and garages, the Aftermarket sector has what it takes to pave the way for an electrified and sustainable future.

is promising, but greater effort is needed, with suppliers, workshops, trade organisations, and regulatory developments all playing a role.

Strengthening collaboration across the Aftermarket should be the first fundamental step. By fostering collaboration between spare parts distributors, manufacturers, and independent multi-brand garages, it's possible to develop markets, strengthen the Independent Aftermarket and drive sustainable, collective growth. This also includes delivering free training initiatives that aim to support young talent and attract new skills into the sector.

There is also scope for strengthening the regulatory framework, which is where the new EU Vehicle Type Approval Regulation comes in. This norm will grant Independent Aftermarket operators more extensive access to repair and maintenance information (RMI), strengthening their ability to service EVs, batteries, and ADAS. However,

the EU still lacks a stronger regulatory framework around spare parts coding, which is essential to develop fully interoperable replacement parts.¹¹ There's also a need to strengthen and shorten supply chains to increase resilience. In this context, more efforts at a national and EU level will be needed to expand industrial



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