



## NEXUS AUTOMOTIVE INTERNATIONAL

### Press Release

#### **PIONEERING STRATEGIC ALLIANCE CREATES INTERNATIONAL DISTRIBUTION GROUP FOR THE GLOBAL AUTOMOTIVE AFTERMARKET**

Geneva, January 31, 2014

A major new international autoparts distribution group, **Nexus Automotive International (N!)**, has been created to service the global automotive aftermarket.

It follows agreement, with effect from 1st January 2014, between leading distributors in Europe, the Middle East and Africa.

**N!** is based in Switzerland, with headquarters in Geneva and additional offices in Paris and Dubai. Its founding shareholders are successful distribution companies based in multiple territories, including the UK and Ireland, France, Spain, Portugal, Italy, Belgium, Finland, Poland, Turkey, Russia, Jordan, Lebanon, Emirates, Saudi Arabia, Egypt and Ghana.

**N!**'s ambition is to position itself as a 'balanced innovative force', consistently delivering strong performance in a very competitive market, addressing the challenges of the European market while supporting rising opportunities in multiple fast-growing territories.

The new group is planning to expand at an accelerated pace in the next three years, with no specific restrictions in terms of channels and territories. It will do this through three dedicated organisations:

- **Nexus Automotive International** (Geneva) hosting the founding partners and all future aftermarket players having a yearly turnover exceeding 50M€.
- **Nexus Automotive Overseas** (Dubai, Paris) welcoming all companies based in Africa, Middle-East and French Overseas territories.
- **Nexus Automotive Mid-Cap** (Geneva, Paris) hosting all **N!** representatives in middle-sized European territories with a yearly turnover below 50M€.

A Strategic Suppliers Conference will be organised in Geneva on March 5, 2014, at which the **N!** prospects for the three coming years will be shared in detail.

Gaël Escribe, formerly Valeo and Delphi Executive, currently acting as CEO until the next meeting of the Board of Directors, said: "All the partners are energised by the possibilities this exciting multi-national partnership will deliver. Our company will be strongly focused on bringing innovation to supplying the global automotive aftermarket, while promoting profitable growth opportunities both for our 45 strategic suppliers and for our local representatives.

"Driving performance, innovation and simplicity, making ideas happen, getting better every day, are the strategic pillars that will allow **N!** to create significant opportunities for growth".

Steve Fulford, chairman of The Parts Alliance (UK/Ireland), said: "The Parts Alliance is a major force in the UK and Ireland. Now as a founding partner in this new international group, it will enable us to expand our horizons.

"We have substantial volumes of purchasing and by aligning ourselves with other partners across Europe, and in emerging economies, we will be able to create additional value for those who invest in our business while helping our customers provide better choice and value for their customers".

Akram Shahrour, Vice-President of NASCO Automotive (Jordan), said: "The focus of **N!** on fast growing territories should create lots of enthusiasm on the supplier side. Nexus Overseas has to be considered as a key facilitator for all manufacturers willing to expand in Africa and the Middle-East".

Jean-Claude Bauduin, General Secretary of IDAP (Spain), said: "The Value Proposition of **N!** is unique and is very much addressing the challenges of the Aftermarket of today, which convinced us to engage time and resources in this new initiative".

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