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A PROGRESSIVE AUTOMOTIVE COMMUNITY

Geneva, 29 of November 2021

Dear Supplier Community,

We all know about the global challenges facing many industries at the moment and the automotive aftermarket is obviously not exempt from this. For perspective, it is clear that none of us wake up each day with the objective of achieving less than we did yesterday and without a vision to do better tomorrow.

Our members are currently reporting a further deterioration in the supply rates across the full spectrum of the Nexus contracted supplier panel which compromises their ability to fulfil the most important market demand – **AVAILABILITY**.

As you know, the Nexus community represents consolidated turnover exceeding €30b and is the only truly global aftermarket group. At Nexus, our promise to the aftermarket community has evolved to “we owe you more than business as usual”. On this context, we call on you to promise our community the same – **“MORE THAN BUSINESS AS USUAL”**.

We would like to insist on a joint process, where we work together to guarantee preferential availability for our members around the world. For this process to work, we need to know how we can best support your collaboration with our members on the AVAILABILITY topic. Obviously, for this partnership to work, it will need to be data driven and we will rely on you to provide us with the applicable service rate data. We, in turn, can gather forecast information from our members to inform the decision making.

Developing a common forecasting approach is absolutely essential and Nexus has taken the lead in constituting a CLEPA / FIGIEFA / ITG working group to map out the way forward. We count on you for a very high level of support for this initiative.

We look forward to your thoughts on how we could craft a simple but mutually beneficial approach together.

Kind regards,



Gaël Escribe
Chief Executive Officer



Robert Kirr
Executive Director Supplier Management