



The 3th New Delhi Automotive Summit

Making the indian auto component industry future ready

How France is managing transition and making the French Industry Future Ready

Jacques Mauge, Chairman, FIEV
(French Vehicle Equipment Industries)

- 220 group of companies :
 - From global groups to regional SMEs
- FIEV is the trade association representing the tier-1 suppliers
- Other trade associations represent tier-2 to tier-n suppliers (mechanical applications, metalworking processes, plastics, rubber, electronics, foundry, glazing)

|| FIEV & ITS ECOSYSTEM

- PFA, the French automotive platform
- Member of CLEPA, the European automotive suppliers association
- MEDEF, the French employers 'association
- Market LV :

Europe (Cars) :

- Production : +3% to 18,6 millions
- Sales : +7,1% to 17,1 millions

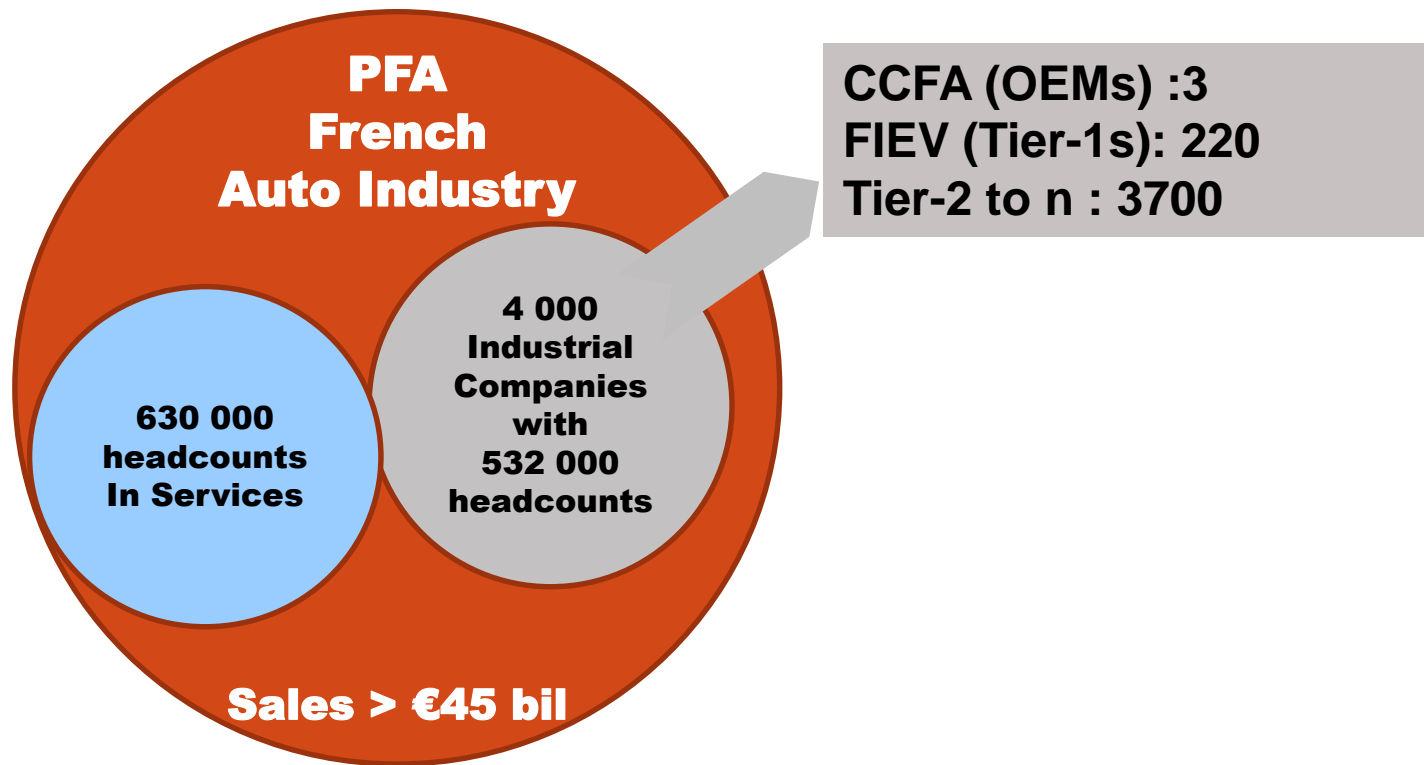
France :

- Production : +5,6% growth

FIEV

- Sales : EUR 17.6 billions
- +6.5% versus 2015
- Headcount : 70,330 people
- Trade surplus : - EUR 0,7 billion

AN INDUSTRY AT THE HEART OF THE FRENCH ECONOMY



R&D : € 5,2 billions in 2016

|| FRENCH AUTO PLATFORM (PFA)

- New organization launched in Jan. 1st 2018
- Executive Board led by Luc Chatel – former French Minister of Industry
- Focus :
 - Innovation
 - Competitiveness
 - Training
 - Lobbying (French Government – CLEPA – ACEA – EU...)
 - Auto show coordination (Mondial de Paris – Equipauto)

BREAKTHROUGHS & CHALLENGES (EXAMPLES)

Techno. Challenges

- B1 : Powertrain, from ICE to Electric
- B2 : Connected, extended and autonomous vehicles
- B3 : Mobility services
- B4 : Production / Industry of the future

Main operational Bodies

- CTA : Automotive Technical Committee
 - CRA : Automotive Research Committee
 - CSTA : Automotive Standardization Committee
- CIAF : Industrial and Competitiveness Committee
- International Commission

Keep developing our strengths :

- Leading positions in most global market
- First Class quality standards
- Worldwide technological capability and industrial footprint
- Ability to supply all global OEMs

Strategic Partner for France :

- Defense Industry
- Space Industry
- Energy
- Cultural cooperation

Significant presence in India :

- 1200 Companies
- 300 000 headcounts

Automotive

- Alignment (Bharat 4 = Euro 4)
- 5th world market, to reach 3rd position in 10y
- N°1 in Agriculture Vehicles – N°2 in HT – N°1 in Motorcycles (2 -3 wheelers)

An attractive Market

- A wide supply base (large companies : Anand, Motherson, TVS...)
- A wide panel of technologies (Foundries, Forges, Plastic, ...)
- Competitive costs for production and engineering
- Market with strong growth rates (8 to 15%)
- A good balance of investment between foreign and national investors (Tata with JLR, Mahindra with Peugeot Scooters, Motherson with Peguform, Pininfarina, Sanggyong...)

French Presence

- Renault is present since 2007 (€2 bil. investment and 280 000 car/Y)
- PSA to invest €1bil. over 2020
- > 50 Tier 1s & 2, among which Faurecia, Valeo, PO, Michelin, St Gobain ...

|| FIEV IN INDIA

Long standing relationship with ACMA, since 1993 :

- MOU signed in early 90's
- 1993 to 2010 : 7 missions

And since 2010 :

- 4 meetings with the FIEV International Commission (Club India in France)
 - 7 missions in India with FIEV members
 - 2018 : Mission with 22 French companies, in cooperation with
Business France
-

This has allowed a good mutual understanding for each parties' businesses. We welcome ACMA in France to pursue the relationship, to address together the new challenges of our Industry.

- New organization in France for its Automotive Industry
- In position to address new challenges impacting our industry
- FIEV committed to the International development of our Industry (Tier1 to n...)
- India, a strategic partner for France, is a key development opportunity
- FIEV to reinforce its cooperation with ACMA