

INTERLINKS - AUTO

Recycled Parts from Circular Economy

April 2020



Context :

OUR AMBITION:

Give an offer of recycled parts accessible via internet and mobile applications to European garage owners and motorists, for a large range of vehicles of all brands.

Context

For many European countries, circular economy is a **major lever** to face the **growing challenge for sustainability**.

The circular economy concerns multiple fields of activity.

The automotive sector is certainly a field of activity where the use of recycled parts from circular economy will have a major effect on reducing costs and preserving natural resources.

Needs

We have to address two major needs :

- Organize** the digital supply chain, from wrecker to motorist;
- Identify**, order selected recycled parts and train professionals to replace them.

Solutions

Interlinks-Auto's aim is to offer a set of digital solutions (API, web platform, mobile applications) for both motorists and professionals to access recycled parts everywhere, for a wide range of vehicles.



Interlinks-Auto



Luc AZILINON, European Entrepreneur

Main milestones

- ❑ **2020: Co-Founder of Interlinks-Auto**
- ❑ **2013 – 2019 : Founder & CEO, Autopass and Originauto**
First European online parts catalogue (EPC) including integrated VIN decoder
- ❑ **2000 – 2012 : Head of e-business department, Autodistribution Group** the European leader of independent automotive aftermarket
Manager in charge of design and operations /for the leading digital platform for private cars and truck spare parts in Europe and Africa/
- ❑ **1996 – 2000 : Project Director,**
Design of online catalogues for the Food & Beverage industries
- ❑ **1993 – 1995 : Engineer in the automotive industry car manufacturer (engineering of production chain)**

Our Keys to Success:

Distribution, ID Catalogs, Marketing and Communication

Strong skills and experience in catalog development and spare parts distribution. Some achievements:

AUTOSSIMO

- 90 brands, 45,000 models and 2.000.000 part references
- 10,000 corporate customers in **France, Italy and Belgium**
- 90,000 connections per day
- 10,500 orders per working day



AUTOPASS

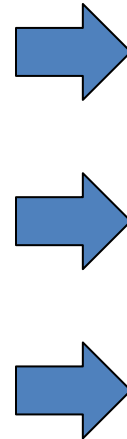
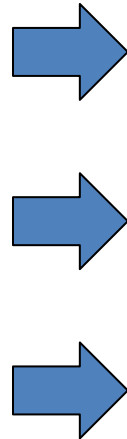
- The online catalog offers nearly 400 brands, 85,000 models and 4.5 million affected and semi-affected qualified references
- Catalog displayed in France, Spain, Portugal, Italy, Belgium, and Germany
- Used by more than 2,000 auto centers across Europe



We master:

- ✓ essential data
- ✓ relationship with B2B/B2C customers
- ✓ experience of a fully digital commercial activity

Our Ecosystem is European :



Wreckers

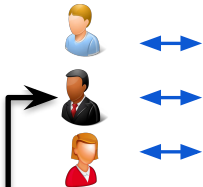
Interlinks Auto provides information on stocks available throughout Europe

Customers

Multi-brand parts are delivered/provided for all types of vehicles throughout Europe

Our Workflow: RECYCLABLE-REUSABLE-SUSTAINABLE

B2C & B2B customers



Front Office

Identification & Order
INTERLINKS AUTO



Back Office

**INTERLINKS
AUTO's ERP**

Production
management &
parts referencing
tools



**We connect
wreckers**

Wreckers

COUNTRY 1



COUNTRY N



DELIVERY

A FIVE STEP PROCESS:

- 1 : Customers search for parts
- 2 : Customers place orders on INTERLINKS AUTO's front offices
- 3 : Wreckers stocks accessible through INTERLINKS AUTO's ERP
- 4 : Customers informed in real time of available parts
- 5 : Orders delivered to customers' addresses by carriers within 24 hours

Our ERP :

- ❑ **New-in:**
for each new vehicle referenced, tools allows to create the OE reference base, relying on the Vehicle Identification Number (V.I.N. - worldwide standard)
- ❑ **Referencing:**
Thanks to parts processed by each wrecker (the characteristics are set up in the system)
- ❑ **Storage recording:**
Tool allows to record the storage of each reference after dismantling
- ❑ **Tracking:**
Each part is registered with its own OE reference and the V.I.N to which it belongs (traceability function)
- ❑ **Data Exchange:**
Interlinks Auto's ERP will be open and allow data exchanges with various solutions in use by wreckers or their customers.

Our Key Partners:

- ❑ **Associations and Branch federation in the automotive trade (FEBIAC)**

Support for wreckers to access/understand/apply European standards, in search for industrial and commercial partnership

- ❑ **Vehicle dismantling manufacturers**

Car wrecking is being industrialized, they recover reusable parts before the final destruction of the vehicle

- ❑ **Repair shops**

Key players in the circular economy

Able to get more widely involved thanks to the simplification of access to reusable parts

Our Activities, Resources and Value proposal

Activities

- Sale of recycled spare parts to motorists and auto repair professionals
- Distribution based on stocks from end-of-life vehicle processing centers (ELV) → Drag & Drop deliveries
- Customers use digital our ERP
- Orders delivered within 24/72 hours to customers in Europe

Value proposal

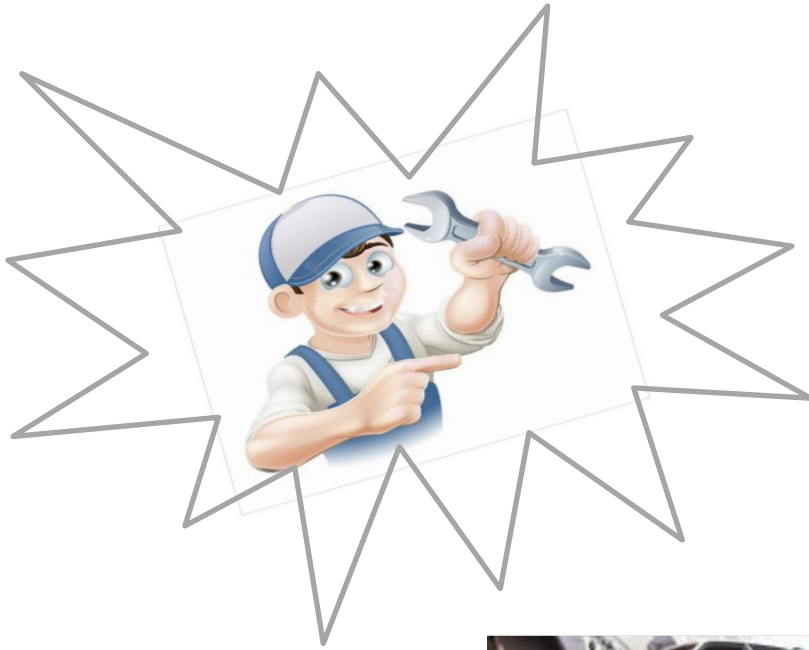
- Make the supply of recycled parts directly accessible to motorists and repair professionals, on a European level
- Answer consumers' demand to find and order used parts for vehicles (+10 y.o), from manufacturers or equivalent, at a cheaper price than that of new parts
- Motorists are more than conscious of the value of recycled parts, but access this offer is not easy (tracking, guarantees, etc.)
- Our ambition is to address this issue, while guaranteeing an income to professionals who subscribe to our offer

Resources needed

To succeed in this challenge, Interlinks-Auto must:

- Build a European supply chain of ELV centers. We have already agreed with the first centers
- Get the most efficient vehicle and parts identification tools on the market
- Implement and manage the e-commerce platform

Moving from flat key and traditional activity era to....



...Online activity, apps and industrialization !

