

How do telematics systems *impact* the aftermarket industry?



Who are the benefactors of telematics systems?

Automakers sell vehicles with their proprietary telematics systems embedded in them. This makes the automakers, their networks and their third party contracts take full advantage of telematics systems.

Where does this leave the aftermarket industry?

Automakers will have a competitive advantage over the aftermarket as they will decide on the aftermarket's access, waiting times, nature, quality, and extent of access to vehicle information.



The collateral damage of the aftermarket industry being left out of the telematics ecosystem could be *significant*.

Aftermarket is bypassed in favour of dealerships and OE certified shops

Loss of \$50.2 billion in GDP and about 453,000 jobs in the aftermarket by 2051*

Limited consumer choice

Suppression of new & innovative aftermarket products



The aftermarket industry requires *direct, equal and fair* access to in-vehicle telematics systems.

*Source: "A CASE of Disruption: Economic Impacts to the Canadian Automotive Aftermarket"

AIA CANADA - THE VOICE & THE RESOURCE FOR THE AFTERMARKET INDUSTRY

ABOUT AIA CANADA

The Automotive Industries Association (AIA) of Canada is the only national industry association that brings together the entire automotive aftermarket supply and service chain in Canada. Representing more than 800 companies with over 4,000 locations from coast-to-coast, we are the voice and the resource for those dedicated to providing quality parts and products, as well as vehicle service and repair to the country's fleet of almost 26 million vehicles.

ABOUT THE AFTERMARKET

The aftermarket industry is the largest segment of Canada's auto industry: employing 398,900 Canadians and contributing \$21.6 billion a year to the economy. On one end of the aftermarket supply chain are manufacturers, distributors and retailers of vehicle replacement parts and supplies. On the other end are vehicle repair and maintenance shops that can be found in each of your ridings.

OUR KEY ACTIVITIES



In 2017, AIA Canada testified before the Senate Committee on Transport and Communications as part of the committee's study on the deployment of connected and autonomous vehicles. Our testimony featured prominently in two final government reports.



AIA Canada currently sits on the multi-stakeholder Car of the Future Advisory Group co-led by Innovation, Science and Economic Development Canada (ISED) and Transport Canada (TC) whose goal is to position Canada as a global leader in advanced vehicle technology. We also participate in three of the group's expert-sub committees.



AIA Canada is taking the lead on bringing automakers and aftermarket signatories to the table to reexamine the Canadian Automotive Service Information Standard (CASIS) agreement to ensure all stakeholders benefit from advanced vehicle technology.

SOME OF OUR MEMBERS



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