

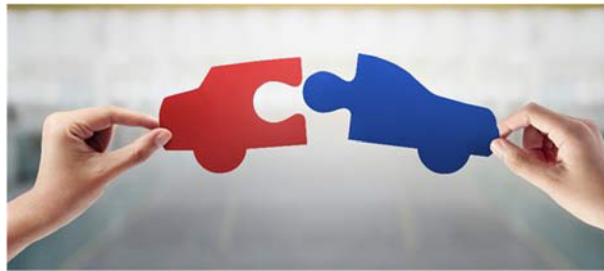


ICDP Summer Meeting 2023

ICDP SUMMER MEETING 2023 WORKING TOGETHER FOR A NEW AUTOMOTIVE DISTRIBUTION AGE

TUESDAY 20TH AND WEDNESDAY 21ST JUNE 2023
THE LENSURY, TEDDINGTON, SOUTH WEST LONDON

- ◆ New format will focus on debate and discussion around topical issues and innovations in the sector
- ◆ Guest presentations from members and others will bring the new distribution age to life
- ◆ Enhanced opportunities for networking with peers from across the sector, in an informal setting



We look forward to welcoming you to ICDP's Summer Meeting 'Working together for a new automotive distribution age', the first major face-to-face meeting of our 2023-2024 programme year.

We will be introducing a new format for the Summer Meeting, putting the focus on guest presentations and panel discussions that will bring together experts and businesses who are leading the change in automotive retailing, distribution, and aftersales. Drawn from across our member organisations and regular collaborators and contacts from around the world, our speakers will share their unique perspectives on the challenges and opportunities they face in a rapidly-evolving market environment, and on the strategies they are pursuing in response. Our agenda will maximise opportunities for debate, discussion, and networking, giving you the chance to immerse yourself in the key issues with your peers and the ICDP team, in an informal setting.

Speakers already confirmed include:

- ◆ Max Warburton, Adviser to the Board, Mercedes-Benz AG, and Kimmeridge Energy
- ◆ Martin Kuhn, Volkswagen Group European Dealer Council
- ◆ Dale Wyatt, Suzuki GB
- ◆ David Haskey, Thurlow Nunn
- ◆ Mike Regan, NADA (USA)
- ◆ John Possumato, DriveItAway (USA)
- ◆ Jesper Hill-Kjærsgaard, Dribe
- ◆ Paul Harrison, Leasing.com
- ◆ Chris Kirby, Tomorrow's Journey
- ◆ Alistair Horsburgh, CitNOW Group
- ◆ Matthew Simpkins, Salesforce
- ◆ Paul Dillamore, Urban Science
- ◆ Paul Bennett, iVendi
- ◆ Jon Davies, Auto Trader
- ◆ Andy Robson, Stellantis
- ◆ **Roberto Scarabel, AsConAuto**
- ◆ Major UK Dealer Group CEO



After an informal lunch at The Lensbury on arrival, the meeting will get underway in the early afternoon of Tuesday 20th June. Following the afternoon session, we will meet for a networking evening with members, guests, and the ICDP team, including dinner at an excellent local restaurant a short walk from the hotel on the River Thames. On Wednesday 21st June, the meeting will conclude in time for you to catch early evening flights from Heathrow, or other London airports.

Programme

Day 1: Tuesday 20th June

12:30 p.m. Informal buffet lunch

2:00 p.m. Welcome and introduction, Beaumont Room

The role of third parties in creating the future retail systems environment

Making subscription models and fleets effective: how can we liberate cars for multiple uses, and reduce friction for customers in accessing cars

Lessons from 'across the pond': key trends in automotive retailing and distribution in the USA

5:30 p.m. Close

6:45 p.m. Meet outside hotel reception to walk to The Wharf for welcome reception and dinner

Day 2: Wednesday 21st June

9:00 a.m. Welcome and introduction, Beaumont Room

Contract changes, network restructuring, dealer investor consolidation: how will the current trends play out?

Is the sector currently at risk of consumers being priced out of new cars?

Sector challenges: Max Warburton, Adviser to the Board, Mercedes-Benz AG, and Kimmeridge Energy

12:30 p.m. Lunch

1:30 p.m. How can aftersales networks evolve to preserve viability in the face of falling demand and electrification?

Competition and cooperation in spare parts distribution: what will players need to do to grow beyond their traditional customer base