

Dear Michel,

Many thanks for your mail of last Thursday whereby you declared in principle EGEA's intention to stay within the AFCAR alliance.

As requested, we made a compilation of some background information about the work of AFCAR (please see attachment). We have also previously informed the EGEA Members and the WG2 Members about AFCAR's activities for EGEA in the respective EGEA General Assemblies and WG2 meetings.

Concerning the contribution, we uphold that the full membership fee i should be maintained:

- The individual number of members of the AFCAR member cannot be used as a benchmark (eg AIRC represents many very small repairers, but EGEA represents many larger companies).
- The contribution is made as part of an investment in co-ordinated lobbying activities in the widest sense. The activities are very much to the benefit of EGEA, who as part of AFCAR have raised their profile and influence, so it would be unfair to lower EGEA's contribution As a mutually beneficial alliance, one can also say that the other AFCAR members support EGEA in solidarity.
- If EGEA did not pay its full membership fee and had to leave AFCAR, then EGEA would need to bear 100% of the cost for its isolated lobbying activities, which would be even more expensive (cost for mapping of decision-makers, cost for expertise, cost for separate meetings with the EU authorities, separate travelling cost for Neil etc., separate cost for the work of the EGEA secretariat etc.)

Please find hereunder an indicative overview about the cost structure for 2014 and 2015.

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Furthermore, the FIGIEFA Board has discussed the situation also during its Board meeting on the 18th of February. As a result, the FIGIEFA Board would also like to express its wish that EGEA remains full member of AFCAR, due to the longstanding beneficial work of the alliance.

Moreover, the work of the FIGIEFA secretariat for AFCAR is symbiotically interlinked in a manner that it is difficult to completely separate the activities. As an example, the intelligence-gathering made by Neil during his participation at conferences or during various meetings with officials is often made on the expenses of the AFCAR (or FIGIEFA) budget. This is why the AFCAR/FIGIEFA activities represent the ground-laying work and it would not be possible to separate these activities.

This is why, should EGEA decide to not any longer participate in AFCAR with the full amount, it would have wider implications for the common EGEA/FIGIEFA secretariat: It would be unacceptable that EGEA would then benefit from the ground-laying work/intelligence gathering/synergy effects of the FIGIEFA/AFCAR secretariat without proper contribution.

This is why leaving the AFCAR alliance and not paying the full membership fee would have wider consequences in a possible required separation of the two offices. Not contributing any longer to AFCAR would mean to leave the FIGIEFA secretariat.

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In light of the many advantages of the AFCAR alliance for EGEA, we hope that EGEA remains a fully contributing member of AFCAR.

The FIGIEFA Board requests a decision by this Friday 27th February if EGEA remains fully contributing member within AFCAR.

Thanking you in advance, with best regards, Sylvia Gotzen

24.2.2015

2014 (overview on expenditures – approx.)

Organisation of ~10 AFCAR meetings (room rent/catering) (also outside of Brussels)	3.000 Euro 2014
Organisation of ~10 AFCAR telephone conference calls 2014	1.500 Euro
Preparation of AFCAR meetings by the Secretariat (manpower) (concepts, presentations, liaising with all members)	25.000 Euro
Accompanying the full political decision-making Process on telematics in Commission/EP/Council (mapping of decision-makers, arranging meetings with 30 decision-makers, position papers, analyses, presentations, follow-up of questions) drafting of legislative amendments	
<ul style="list-style-type: none">• Entire FIGIEFA team for 6 months (50%) - manpower• Neil (80% of FIGIEFA budget for Neil)	50.000 Euro 35.000 Euro
Legal expertise (OsborneClarke) (questions from EU if data protection can help getting RMI information)	15.000 Euro
Technical expertise (IT expert) (For the very detailed questions from the EC about eg telematics data security model we had to use specific IT expertise)	30.000 Euro
Subtotal	<u>159.500 Euro</u>
FIGIEFA-born investments	
Video on telematics	8.000 Euro
Training for Neil (telematics conferences)	5.000 Euro
	<u>13.000 Euro</u>

2015 (forecast and planning)

Organisation of ~10 AFCAR meetings (room rent/catering)	2.000 Euro
Organisation of ~10 AFCAR telephone conference calls	1.500 Euro
Coordination of AFCAR input to the Ricardo report	(no cost estimates yet)
New project "Aftermarket 2020" as response to "Cars 2020" (in preparation)	(no cost estimates yet)
Preparation of AFCAR meetings by the Secretariat (manpower) (concepts, presentations, liaising with all members)	25.000 Euro
Accompanying the full technical implementation process (political decision-making and technical discussions about 'shared server' and OBD plus concept) in Commission/EP/Council (mapping of decision-makers, arranging meetings with decision-makers, position papers, analyses, presentations, follow-up of questions) drafting of legislative amendments	
<ul style="list-style-type: none">Entire FIGIEFA team over 6 months (50%)	50.000 Euro
<ul style="list-style-type: none">Neil (80% of FIGIEFA budget for Neil)	48.000 Euro
Legal expertise (cost offer law firm) (competition law justification for direct access to the vehicle) Requested by EC	35.000 Euro
Technical expertise (IT expert) (For the very detailed questions from the EC about eg telematics data security model we had to use specific IT expertise)	20.000 Euro
Subtotal	<u>181.500 Euro</u>

FIGIEFA investments (cost to be shared between EGEA and FIGIEFA in 2015 please)

Training for Neil (OBD, telematics and other technical conferences)	5.000 Euro
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