

PRESS RELEASE

eXponentia: new format, new strategy!

The brand is expanding internationally and has reinforced its service portfolio

- DAF Conseil, Tekné Consulting and MivarGroup combine to relaunch the brand eXponentia
- A wide and comprehensive service offer to meet all the needs of the car maintenance and repair market
- International reach and operations
- Attendance at Automechanika: Hall 2 - Booth A071

The brand eXponentia, purchased by Tekné Consulting in April 2016, has been reignited by three of its original providers, **DAF Conseil**, **Tekné Consulting** and **MivarGroup**, giving it new life and supporting its expansion.

With more than 10 years of success in the field of training and technical assistance across European markets, the three companies are drawing on the expertise and experience of each to create mutual benefits. Sharing the same vision and common values of professionalism, reliability, rigor and research of innovation, the aim of eXponentia is to meet the needs of car maintenance and repair professionals, as well as drivers in Europe and internationally. This will be achieved by the establishment of an integrated platform of solutions and services, independent of each other and available to everyone.

eXponentia directors, Jacques de Leissègues, President of DAF Conseil, Patrick Lo Pinto, International Director of Tekné Consulting and Chris and Leon Kimman, Directors of MivarGroup, said of the initiative: "This relaunch seeks to provide continuity to the project that was started 12 years ago by large groups, giving new impetus to the eXponentia brand. We will do this by sharing our expertise and knowledge bases, by expanding our customer target, by providing more services and additional products, and by speeding up the project's development internationally. eXponentia must become the new European and international benchmark for innovative solutions with high added-value in the field of automotive and mobility."

The three companies have been key players in their respective markets for many years, including the fields of automotive vocational training and technical assistance, and have developed numerous solutions across the automotive repair sector.

DAF Conseil primarily operates in the French market; Tekné Consulting, headquartered in Italy, provides its services in Italy, the United Kingdom, Germany, Switzerland and Austria, as well as Spain and Portugal; and MivarGroup operates in the BeNeLux. The three service providers employ more than 100 people and serve 30,000 customers across Europe.

Combined expertise and knowledge bases

The three service providers have started, since the resumption of the brand, the pooling process of skills from their fields of operation, including: training catalogues, technical assistance, web and mobile solutions, and more. The benefits for businesses are significant. For example, in the area of technical assistance for repairers, all intervention issues handled by each country's service solutions will quickly be shared and translated into all languages. This will create a new basis of international knowledge unrivalled on the market, meeting all technical problems.

Target customer expansion

Previously targeted exclusively at independent multi-brand repairers, eXponentia is now available to all companies in the field of car maintenance and repair. That includes manufacturers, buying groups and networks, parts distributors, car manufacturers and importers, independent repair shops and body shops, manufacturers' aftersales workshops, fleet managers and end-consumers.

Expanded service portfolio

From now on, the expertise pooling allows eXponentia to offer a comprehensive range of services and products, including:

- **Training:** a catalogue for light vehicle and HCV training, constantly updated to cover all new and existing technologies on the market
- **Technical assistance:** available in all countries and in 6 languages (French, Italian, English, German, Spanish, and Dutch)
- **Technical data** for repairers.
- **Tools for appointment settings** and online calculations of repair costs
- **Check-in/out: Real time vehicle reception tablet**
- **Electronic catalogues** to prepare repair calculations and estimates
- **Dealer Management system and invoicing tool**
- Communication and customer loyalty **CRM**
- **Fleet Management tool** for maintenance operations dedicated to fleets
- **Guarantee Management Solutions:** this service, dedicated to the automotive equipment suppliers, manages the validation process of parts under warranty
- **Solutions and applications** for the driver

International development

eXponentia is initially due to reinforce its presence in its original markets (France, Italy, United Kingdom, Germany, Belgium, the Netherlands), as well as those developed more recently (Spain, Austria, Switzerland, Portugal). It will provide current customers with a panel of complementary solutions and services, while also targeting its offering to other players in the automotive value chain, providing new services specially developed for them.

Further to this, eXponentia is actively seeking opportunities in new markets, both within Europe and beyond as it aims to expand its international presence.

A new brand identity for eXponentia

Pulling together the brand's history and the relaunch, eXponentia has adopted a new logo. More modern and dynamic, the new convention for the brand name continues featuring a capital 'X' recognisable and distinctive sign of the brand name.

With its new tagline; "**Beyond Automotive**", eXponentia is positioned as a major international player in high value-added services – off or online - with a comprehensive offer, ranging from technical databases to proven solutions for process improvements and optimising human performance.

A new website is also under construction and will be operational, in several languages, by the end of September 2016.

Automechanika 2016 gives the new organisation the opportunity to introduce itself to the market. eXponentia will be located at Booth A071 in Hall 2, which this year is dedicated to innovation in the automotive aftermarket.



The eXponentia team (from left to right)

Ronnie Van Gellecom – Products Manager of MivarGroup

Chris Kinman – Director of MivarGroup

Katja Peek – Services & Logistics Manager of Mivar

Jacques de Leissègues – President of DAF Conseil

Leon Kinman – Director of MivarGroup

Patrick Lo Pinto – International Director of Tekné Consulting

Jaco Ockhuisen – Sales Manager of MivarGroup

Christophe de Leissègues – Deputy Managing Director of DAF Conseil

Rob Herber – Consultant of Tekné Consulting

About eXponentia

Founded by four major automotive equipment suppliers in 2004, eXponentia was established to allow independent repairers to update their skills and ensure the growth of their business. The organisation was halted in 2015. In 2016, major eXponentia service providers, DAF Conseil, Tekné Consulting and MivarGroup reintroduced the eXponentia brand, widely recognised in Europe. eXponentia currently operates in the following markets: France, Italy, Spain, Portugal, United Kingdom, Germany, Austria, Switzerland, Belgium, the Netherlands. eXponentia is dedicated to the entire value chain of the automotive industry and offers a wide range of services, including: training, helpline, web and mobile services, DMS, CRM, fleet management tools, labelling tools, technical data, electronic catalogues, warranty management tools, online service manuals, among others. The three service providers continue to serve their existing customers under the name of their company, DAF Conseil for France, Tekné Consulting for Italy, the United Kingdom, Spain, Portugal, Germany, Austria and Switzerland, and MivarGroup for Belgium, the Netherlands and Luxembourg.

eXponentia contact:

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About Tekné Consulting

Tekné Consulting was established in 1998 in Italy by Fabrizio Olivier, an entrepreneur with over 30 years of experience in the automotive industry. Tekné Consulting operates, among others, in the areas of phone technical support for repair, training, development of technical solutions online, defects and damages inspection, and has created a multi-brand technical database.

Today, the company is a leader in these fields in Italy and also markets its products and services in the United Kingdom, Germany and Spain.

Tekné Consulting believes that the synergies, created through partnerships and a shared vision of the future of the repair industry, generate strong potential.

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About MivarGroup

MivarGroup is a company that develops software and IT solutions that are used to manage processes in the mobility sector. MivarGroup is also a specialist in technical support for equipment and vehicles.

The enthusiastic team of over forty employees has a passion for the development of products and services that help its customers forward.

MivarGroup contact:

MivarGroup B.V.

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About DAF Conseil

Founded in August 2006, DAF Conseil today is a leading company and benchmark for major players in the replacement and repairs sector.

The company presided by Jacques de Leissègues continues its growth with a turnover of 4.5 million euros. DAF Conseil intervenes, among others, as service provider - training, telephone technical support, Consulting & Engineering, web and mobile solutions – for auto mechanics.

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