The background of the top half of the page is a complex, abstract design. It features a grid of small squares in shades of grey and blue. Overlaid on this grid are several large, semi-transparent shapes: a blue circle on the left, a yellow and orange dotted shape in the center, and a blue wave-like shape at the bottom. Faintly visible within these shapes are the currency symbols for the US Dollar (\$), the British Pound (£), and the Euro (€).

Extended version

The distribution network of sales of **spare parts** in the Czech Republic

2010/11

MotoFocus is an analytic company focused on aftermarket analysis. This focus allows you to use these analyses and at the same time you can be one of the main participants of all the processes of creation such as an analysis.

- we regularly widen our offer by using new innovative ways focused on our clients
- we individually care per concrete clients' needs
- we work aligned with professional etc. and the highest research standards
- we offer international analysis
- we believe that our cooperation will be nice and successful experience

MotoFocus - present day marketing solution

TEAM

MotoFocus.pl and MotoFocus.eu is a team of creative specialists, full of enthusiasm and involved analytics with innovative approach of market researches.

Due to our knowledge from the field of marketing, sociology and psychology we can even the most difficult tasks present in understandable way.

PROJECTS

Project analyses are author project of MotoFocus. These researches and analysis are focused on product ranges, independent workshops and workshop concepts. These analysis comparing to the ad hoc analysis are covering all the market, their costs is lower and spectrum of information is much more wide.

ANALYSE AD HOC

MotoFocus offers individual analysis based on client demand. We guarantee cooperation in all stages of the analysis

Our service does not end by supplying the analysis, you can also expect external consultancy and solutions for your issues.

INTRODUCTION

Analysis presents the distribution of spare parts for passenger cars and commercial vehicles in the Czech Republic. The analysis provides information on the number of branches of distributors in various regions and districts, the number of service centers, people and cars on each branch.

SURVEY METHODOLOGY

The analysis was prepared based on data from the survey and data portal MotoFocus Czech and Statistical Office. Population and car park are to 31.12.2010.

ANALYSIS OBJECTIVE

The aim of this analysis is to show the distribution of spare parts to the Aftermarket in the Czech Republic. The information contained in this analysis will certainly benefit management companies, leading business and marketing departments in planning further development of distribution channels of spare parts.

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1. Distributors in the Czech Republic

1.01 ACI - AUTO COMPONENTS INTERNATIONAL, s.r.o.

Seat: Dělostřelecká 19, 160 00 Praha 6

Date of registration: 03.03.1994

ACI - Auto Components international, s.r.o.

specializes in the range of body parts since 1994. Represents the Belgian company Van Wezel for the Czech and Slovak Republics. Like Van Wezel in Western Europe, realized sales of the CR and SR exclusively through business partners

History

The ACI - AUTO COMPONENTS INTERNATIONAL. Founded in the spring of 1994 by three big fans of cars and motoring. Its narrow focus primarily on the range of body parts with ACI in late 1994 became the exclusive sales representative of the Belgian company Van Wezel Autoparts, one of the pan-European leader in aftermarket body parts.

The company ACI gradually developed, increased its turnover and related parts inventory. Her first was the establishment of the warehouse facility on the island of rowing in Prague Podoli. Early 2002 brought to all customers and employees a significant change - moving to its own renovated facility in Prague - Strašnice an area of 4,500 m². Unwittingly, the firm escaped the flood, which struck in August 2002, the original establishment.

With further expansion of new product lines, especially coolers range, there was a warehouse and fulfillment warehouses need to use external. Therefore, in 2007 in cooperation Van Wezel and ACI built a new warehouse, which, with its almost 15,000 meters² of storage space the largest body parts warehouses in the Czech Republic. The warehouse is located in Prague - Bechovice . ACI and the company are located here since the beginning of 2008. The numer one product are body parts . Thanks to the results and recommendations of the test pieces Van Wezel company is able to be well versed in a wide range of aftermarket parts manufacturers, the quality of treatment varies. Careful examination of the test then selects for its customers only the best parts that fit well, and thus saves much time in the assembly, as satisfied customer is the best reward.

Source: aci.cz

1.02 AD Partner

Seat : Opletalova 19, 110 00 Praha 1

Date of registration: 02.11.1995

AUTO DISTRIBUTION INTERNATIONAL (ADI), leading wholesale group in the European automotive spare parts industry, was founded in 1970. The ADI, represented in 26 countries with 18 partners and develops its activities in the market with 667 million customers and 208 million passenger cars

AUTODISTRIBUTION INTERNATIONAL (ADI) and a bohemian Merchant Corpim signed on 27.1.2006 a partnership agreement, with effect of establishment of Company **AD PARTNER CZ&SK** from 1.1. 2006.

AD PARTNER is in present days one of the biggest distribution networks in the Czech Republic with the turnover over 650 milions CZK without VAT per year.

AD PARTNER uses all the advantages competition does not offer, this is the reason of the competitiveness. At the same time AD PARTNER effectivly cooperates during this process with own suppliers.

Source: adpartner.cz

1.03 APM Automotive s.r.o.

IČ: 006 70 893

Seat: Nádražní 104, 345 06 Kdyně

Date of registration: 29.03.1994

History

Autoprogress - Markmiller APM - Automotive (January 2, 2008 from APM Automotive) since 1994, adds to the Czech and Slovak markets a wide range of spare parts for cars, commercial vehicles and trucks.

The founder of the company Markmiller Deggendorf GmbH in the stormy period of rapid development and changes in the structure of the fleet in the Czech and Slovak market in recent years, the company gained a stable position in this market are among the most important direct importer of spare parts.

Range

The range of products are represented by a number of major automotive parts and accessories manufacturers in the world. Among the major products ranges include brands ATE (Continental Teves), GKN, Optimal, ALKO, Febi, Optibelt, Bilstein, Valeo, Behr, AISIN, Bosal, NK, Cifa (Metteli), crying (Brembo) and many others.

The basic philosophy of the company APM Automotive

Essential business philosophy of our company is built on a strong central warehouse in Kdyně, efficient and reliable logistics and close business relationships with a wide group of regional traders. Its activity covers the whole territory of the Czech and Slovak Republics.

All business partners offers a solid business conditions, personal contact by sales representatives and stable prices for all ranges supplied. To maintain a high standard supply service in Central Bohemia, Prague has its own branch with the best stock and flexible connection to a central department in Kdyně.

High emphasis on the delivery of accurate and reliable information on the range, availability of goods and procurement for all registered customers. Communication takes place through the fastest and most advanced information technologies. All our products can be searched and ordered through its own electronic catalogs that are clear, understandable and easy-to-use for each dealer and workshop. Services and continuous development Because the company recognizes the extraordinary dynamics of technological development in the construction of all new motor vehicles, is its attempt to business partners and above all professional service centers keep pace with its equipment and technically qualified personnel with the latest vehicle technology and technology maintenance and repairs.

Periodically, therefore, provides information and meeting qualifying customers whose instructors are leading experts from our suppliers. We are constantly introduced to the market a new range of parts for vehicle repairs and servicing and diagnostic equipment.

Source: apm.cz

1.04 Auto Kelly a.s.

IČ: 247 87 426

Seat: U Tvrze 65, 100 00 Praha 10

Date of registration: 08.05.1991 and 31.12.2010

History:

Auto Kelly Company in the Czech market since 1994. The aftermarket replacement market came as a specialist range of bodywork and soon became the fastest-growing importer and distributor of spare parts for cars and light commercial vehicles in the country.

In 2001 the company opened a new central warehouse in Prague 9 and currently has a strong sales network of 63 own stores in the CR, which provides its services to both wholesale and retail customers. In addition to supplying auto parts to all service stations in their stores offer a wide range of car spare parts and car accessories. In her portfolio you will find car accessories and spare parts for cars of all brands, including parts for Skoda cars. For price-oriented customers was launched private label Starline, which currently includes 33 product groups.

From the perspective of motorists was significant creation of a network of almost 150 contracted services - **Auto Kelly Autoservis**, in which the vehicle repairs done at a professional level using the latest diagnostic tools and technologies. Compared with authorized dealers in comparable quality but at a much more favorable financial conditions. In 1997 opened the first branch of the Slovak Republic in 2008 was extended to the action of Hungary. Auto Kelly currently has more than 20 sales offices in other Eastern European markets. He is a member of an international network comprising the Group Auto manufacturers and distributors of spare parts for the aftermarket in more than 20 countries.

In August 2010 the company became Auto Kelly, as and its subsidiary Auto Kelly Slovakia an international group Rhiag Group, a leading distributor of spare parts and accessories, which operates in many countries of Central and Eastern Europe.

Fact of the company:

- The largest distributor of spare parts in the CR
- Owns 64 stores in the Republic
- Provides a comprehensive range of products for both retail and wholesale customers
- Always within reach - thanks to an extensive network of nearly 150 service stations AKAs, all over the country shares its international know-how - through membership of the Group and Rhiag AUTO GROUP
- Currently more than 700 employees

Source: autokelly.cz

1.05 AUTO ŠTANGL a.s.

Seat: Veselská 699, 199 00 Praha 9 - Letňany

Date of registration: 25.01.2001

Company Profil:

AUTO ŠTANGL is a trading company dealing in the sale of the world's highest quality car spareparts. For authorized and independent services offers AUTO ŠTANGL wide range of car spareparts for all kinds of personal, commercial and off road vehicles available on the Czech and Slovak market.

AUTO ŠTANGL offers discount system for his partners (20-50%) and unique sale support system. AUTO ŠTANGL priority is the highest quality of supplied parts (safety reasons and to to keep the value of the car).

Source: autostangl.cz

Auto Štangl is right now in insolvency proceedings. All activities are now AŠ Financial Services. Take over all the activities.

1.06 AUTOBENEX, spol. s r.o.

Seat: Na Staré 37, 159 00 Praha 5

Date of registration: 30.03.1994

Company Profile

AUTOBENEX is a trading company, direct importer and distributor of branded car parts seller. AUTOBENEX offer is a complex and competitive. Sells mechanical and body parts common to all cars and light commercial vehicles. We provide all sales, consulting and marketing services.

AUTOBENEX Business philosophy is based on the solidity and a relationship with the customer. Business activities resulting from attentive listening and responsive to customer needs. Assortment policy prefer quality and cover the entire fleet in the Czech Republic of mechanical parts.

The main competitive advantages are: fast, nationwide distribution of goods to the customer several times a day, professional and stable sales and warehouse team.

Support business partners is a direct and targeted. In addition to business relationships offer bonus contracts tied to sales, financial and material investment. Premises equipment to business partners, loyalty program - Spot game, workshop and technical data, technical training, promotional materials and articles, sales stands, clothing and tools, promotion on the Internet and printing materials, sales events, meetings with clients, travel to suppliers.

AUTOBENEX Company, founded in 1994 as a purely Czech company. The company currently has 190 employees, the central warehouse in Hostivice near Prague, 19 branches in the Czech Republic, Slovak Republic 4 branches and several regional dealer contract.

01.01.2012 entered into the company AUTOBENEX, German company Stahlgruber GmbH. This fusion AUTOBENEX gained a stable partner for further development in the Czech and Slovak markets. AUTOBENEX will support partner for its new parent company continues to develop a network of branches in the Czech and Slovak Republics and strengthen its position in the market car accessories and spare parts.

Source: autobenex.cz

1.07 AUTOCORA OBCHODNÍ SPOL. s.r.o.

Seat: Přátelství 845/550, 104 00 Praha 10 - Uhřetěves

Date of registration: 31.12.1991

Company Profile

OS Autocora Company was founded in 1991 as a limited liability company. Since 1992 is engaged in import of spare parts from manufacturers around the world and their distribution in the Czech Republic.

The company currently has 153 employees, the central warehouse in Strančice. And has offices in Prague 10 - Uhřetěves, Prague 5 - Řepy, Píbram, Brno, Kromeriz and Liberec. The backbone is twelve Autocora sales - Partners and many other distributors who meet the high demands on the distribution of spare parts in the widest range and short notice.

In 2007 the company entered to Autocora the German Company Stahlgruber. This fusion Autocora gained a stable partner for further development in the Czech and Slovak markets. Imports and distributes components and materials for repairing bodies and chassis, plastic vehicle parts and materials for their repair and surface treatment, lighting and vehicle lighting including lamps, bulbs and controls, sheet metal parts of vehicles, repair plates, frames, engines, axles and shoulders , fuel tanks, mirrors, batteries and chargers, cooling, heating, air conditioning, clutch kits, shock absorbers, brake parts, tank cups, spoilers, signs, oil tanks, exhaust systems, bearings, pulleys, belts, filters, tires, oil, clamps and trim moldings, and fluids.

Source: autocora.cz

1.08 AUTOPRIMA spol. s r.o.

Seat: Obchodní 136, 251 70 Čestlice

Date of registration: 9.04.1991

Company Profile

The distributor of spare parts for cars and trucks of all brands since 1991. Today covers through its 18 branches throughout the Czech Republic.

In both markets, the Czech and Slovak, long-term develop a network of business partners, dealers, service centers and Kager shops. Since 2007 AUTOPRIMA is FOTA subsidiary, members of FOTA International what has.

Product range is complete and fully competitive. The strategy is the availability of three brands in each product line premium brand - Kager - lower price. Stock contains parts for personal cars and trucks of all brands. The range includes spare parts for cars of all brands. In a rich portfolio are represented well-known and quality brands such as ABS, FRAM, QH, Gates, Bosal, Airtex, PM, SACHS, KONI, VARTA, MANN FILTER, SKF and others. In addition to spare parts and also offers car accessories, oil, chemistry, towing equipment, tools and service equipment of exceptional quality.

Objectives

The aim is long-term customer satisfaction. The company achieves this intense trading activities and close cooperation with domestic and foreign suppliers and the result is generally favorable prices and favorable terms of cooperation, which is shared with our clients and partners.

Through years of experience and strong background of the parent company FOTA. Of the world's leading auto parts manufacturers can offer high quality, comprehensive and cost-competitive product range which will be happy to deliver directly to your store, service or workshop.

Source: autoprima.cz

1.09 ELIT CZ, spol. s r.o.

Seat: Jeremiášova 1283/18, 155 00 Praha 5

Date of registration: 31.12.1991

The ELIT CZ, a member of the Group and acing Rhiag was founded in 1992 in the Czech Republic. Over 18 years of its existence, the market has built a customer distribution network of 26 branches and outlets, where they offer a qualitatively equivalent to genuine spare parts for passenger cars, trucks and MOTO range. ELIT CZ has OE parts, the assortment also offers car parts under the private brand VECTOR. Due to customer demand and continuing developments in the automotive industry ELIT company extends its product range in response to the latest trends. As the logo indicates ELIT CZ is not just a supplier of spare parts, but offers a complete solution to ensure the successful operation and development of its customers - from the knowledge of information and calculation programs ELIT eTECH, ERE Manager for ELIT, ELIT eCARIS, Elit ECAT to ELIT business the diagnostic equipment and garage equipment.

ELIT -Distribution System

The basis of the distribution system is a modern central warehouse in Prague, where an area of 12,000 m² packed with over 78,000 items in a total of more than 2,000,000 pieces of spare parts, the highest inventory of goods on the market for replacement power in the country.

ELIT-Services

ELIT CZ offers wholesale customers all the deliveries of spare parts to their premises up to 4 times daily depending on the distance from distribution point and scope of business cooperation. The advantage is also a two-year warranty valid for wholesale customers. The ordering used by the phone or fax the modern online electronic catalog ELT eCAT. It is used for searching and sorting within the range of auto parts according to many parameters, is complemented by other integrated services such as online ordering system, a database of orders and invoices for ordered car spareparts, allowing the export and import of selected documents in the current accounting systems, MS Excel and others.

Source: elit.cz

ELIT - range of spare parts

Chassis parts - the widest range unrivaled in the market across the entire range of mechanical parts. All groups of parts are usually available in 3 product lines - from the original premium brands to the most affordable parts for older cars. The leading suppliers are BREMBO, songwriter, SPIDAN, Rosie, LEMFORDER, SWAG, RTS or NIPPARTS.

The range of **engine parts** of ELIT CZ offers products of the most important suppliers to OE and ensures best quality parts for car services. The main supplier of filters is an Italian brand UFI for Asian applications we offer high quality brand NIPPARTS. The widest range of cabin filters on the market warrants Corteco brand. The icing on the cake supply filter is an American brand K&N performance air filters offering. Other major suppliers include other engine parts ContiTech, INA, Elring, Goetz, Garrett, Sachs and LUK. Under its own brand VECTOR offers ELIT clutch sets with an emphasis on low cost, while maintaining the necessary quality parts.

In the area of **car electronics and electrics** ELIT CZ offers complete solutions through the broadest representation of reputable manufacturers in the OE market, such as Bosch, Siemens, Pierburg and Hella. Thanks to these world leaders in car electrics ELIT CZ boasts the widest range of electro parts on older cars, but also on modern vehicles that run in CR. Other vendors in this area mention of Facet, Cargo, HC Parts. In the range of course you can also find parts of the ignition spark and glow plugs, lambda sensors high quality, guaranteed by NGK and Bosch brands, as well as diesel program and batteries (XT Battery, TAB, Bosch).

The assortment of car accessories you will find products such as roof racks and boxes, snow chains, towing equipment, car or hose clamps. From global manufacturers Thule, Atera, CRC or ABA. In the area of fluids you will find all kinds of different brands of oils (Castrol, BP, VAT, and our private label XT). There is also a wide range of cooling and brake fluids.

In the **body parts** ELIT CZ company offers a number of suppliers in product mix with regard to superior quality and good price. Of the many brands we offer a complete range of companies mentioned Klokkerholm, Hella, Valeo, DEPO, AVA, and many others. ELIT CZ can meet the demand for car body parts from external appeals panels and plastics, lights, radiators or tightening mechanisms windows, to switch lever.

The youngest, but most dynamically developing sector of products and services, is service and garage equipment. Our partners in this area are world known manufacturers. Currently you can choose from products such as diagnostics of vehicle control systems (Bosch, ATAL), fillers and complementary range of air conditioning (Delphi, WAECO), manual and special tools (HAZET, FORCE) and range for the care of batteries.

Source: elit.cz

1.10 GENEI spol. s r.o.

Seat: Poděbradská 339/20, 190 00 Praha 9

Date of registration: 31.12.1991

Starting a business GENEI dates back to 1991. Since its inception the company has profiled itself as an importer and distributor of spare parts and car accessories throughout the Czech and Slovak Republic in close cooperation with renowned foreign suppliers.

During the short time the company GENEI become a reliable supplier of spare parts with one of the best offers on the market.

Careful selection of brand name spare parts suppliers, always interesting price/quality ratio and the corresponding level of service allows the trust to acquire a growing number of customers. This trust very highly, and sees it as a liability in the future in pursuit of better service.

Company GENEI today, one of the leading car spare parts distributors in our market. Currently distributes products from a central warehouse in Prague with an area of 4.000 m² and the Brno branch of an area of 300 square meters. Distribution system is based on cooperation with wholesalers and shops with spare parts.

GENEI a member of professional associations SISA and SACR.

The company holds a certificate of management quality according ČSN EN ISO 9001:2001. Certification was running under the TUV company.

Source: genei.cz

1.11 HART sp. z o.o., branch

Seat: Ostravská 494, PSČ 739 25, Sviadnov

Date of registration: 29.07.2008

HART company was founded in 1990. The scope of its business is wholesale of spare parts for passenger cars and commercial vehicles for Western And Japanese cars as well as manufacturing and packaging of goods under the brand HART. HART offer is directed to the wholesalers and shops with spare parts.

Advantages of the company are:

- a large selection of parts (more than 160,000 references)
- total storage area of more than 30,000 sqm
- high degree of implementation (95%)
- suitable types of supplies to the customer
- modern computer programs
- trainings
- an attractive system of financial support customers

Warehouse

Since 2006, all stock work with goods is based on a central storage system for bar codes.

Terms of sale

The client must have an identification HART card.

The identification HART card entitles to receive goods for people working in the company . A client who buys uses or HART codes or codes of suppliers.

The condition for obtaining information from telephone database storage is the number of customers from the identification card and the code section. There is no retail sales.

Source: hartphp.eu

1.12 Inter Cars Česká republika s.r.o.

Seat: Novodvorská 1010/14, 142 01 Praha 4

Date of registration: 02.06.2004

Inter Cars Ltd. Czech Republic is a supplier of spare parts for cars, trucks, motorcycles and workshop equipment. It is a modern and rapidly growing company, whose main objective is to obtain standards ensuring maximum customer satisfaction. The branches are subject to demands in terms of size of objects, stock values and professionalism of the team to enable the provision of quality services, including distribution of goods towards our partners throughout the region. The existing network currently comprises 15 branches and will continue for the foreseeable extended.

Distribution system - a key success factor

The basic principle of the distribution network lies in the concept of franchising. Inter Cars provides business partner's name, know-how, information systems, warehousing and logistics, etc. franchisee is responsible for the operations of the branch Inter Cars and participates in the profits. It becomes part of a European company with a solid and extensive warehouse facilities and "small" local distributor turns to the main players of the region.

Q-SERVICE - The concept of an international network of professional independent service stations

Involvement in the concept is based on strict selection and fulfillment of entry criteria that include requirements for technical equipment, the minimum breadth of services offered, capacity for repair service? Client facilities and equipment.

IC Fleet - Fleet Management business

The principle of the program is to provide the client all servicing and repairs related to his personal and vans. These operations take place in a network of independent service stations, where Inter Cars guarantees high professionalism and quality service. The advantage is easy management and multibrand fleet.

Trailer- Inter Cars - Feber

Inter Cars Czech Republic, Ltd. is the exclusive importer of trailers - Feber brand for the Czech market. This is a low-volume and tipping trailers suitable for transporting bulk materials of all kinds, whether it be construction or agriculture.

Fair

The mother company Inter Cars SA organized their own exhibition in Poland, which in its scope among one of the largest fairs of its kind in Europe. It regularly on an area of about 20.000 m² about 170 presents the world's largest producers of spare parts for cars, trucks and workshop equipment. Within two days of the fair number of visitors coming to 25 thousand.

International Organization

The most important organization, which the company is a member of Inter Cars include ATR International AG - a prestigious international association of distributors of spare parts. Other important organizations in which the Inter Cars involved are APRA, which unites companies regeneration of spare parts and PROREP European organization bringing together companies engaged in the distribution of motor parts.

Source: intercars.cz

1.13 Náš servis Group s.r.o.

Seat: Sedmidomky 459, 101 00 Praha

Date of registration: 07.02.2011

Association of regional distributors, through 28 own businesses provide distribution of spare parts throughout the Czech Republic.

Individual distributors operating on the Czech market for more than ten years.

To ensure top quality products and wide range of products association cooperates with certified foreign supplier.

Range covers OE parts as well as parts with OE quality.

Source : nas-servis.cz

1.14 PARTSPOINT k.s.

Seat: Bucharova 16/č.p.1186, 155 00 Praha 5

Date of registration: 29.dubna 1991

The PARTSPOINT k.s. belongs to Dutch group PARTSPOINT Holding, which is active in sales of spare parts and accessories in the Benelux.

PARTSPOINT Holding is part of AUTO BINCK Holding NV. Part of the holding in the Czech and Slovak Republics is the company AUTO PALACE, which is a private importer of Mitsubishi and Infiniti brands, as well as within the company's dealerships are brand Hyundai, Mazda, Nissan, Ford and VOLVO.

PARTSPOINT k.s. was established in 1999 and sales branded car accessories and car spareparts including OE parts.

PARTSPOINT offers a comprehensive range of accessories and spare parts for cars of all brands with a focus mainly on Asian brands (Japan, Korea).

The central warehouse with an area 6.000 m²
450.000 items in the assortment
40.000 stock items

The distribution of goods throughout the Republic and Slovakia overnight (orders till 6 p.m. , delivery till 8 a.m following day)

Source: partspoint.cz

1.15 TROST AUTO SERVICE TECHNIK spol. s r.o.

Seat: Archeologická 1383, 253 01 Hostivice

Date of registration: 2.března 1994

A strong player in the European aftermarket market activity in 8 European countries, more than 4,000 employees, 190 retail branches, 13 branches in the Czech Republic. A comprehensive program offers services for: spare parts, tools, equipment and services for diagnosis, concepts

Origins of wholesale

Ernst Misol, grandfather of current company owner Joachim E. Trost, moved, as a designer at Gottlieb Daimler engines in the automotive industry since its very beginning. In 1904 he founded probably the first wholesale of spare parts in Germany: Ernst Misols 'Motoreninstandsetzungsbetrieb and Motorenteilehandel' in Bad Cannstatt, near Stuttgart. The first exclusive representation of manufacturers of spare parts for cars acquired in 1927. In 1934, the company takes over the leadership of his son in law Ernst Eugen Trost, inter alia, the company renamed itself according to Eugen Trost. Eugen Trost focuses on the sale of motor spare parts, which receives general representation for the whole of Germany, particularly building a strong position in the Baden Württemberg und thus creates the basis for today's successful companies.

From parts to whole

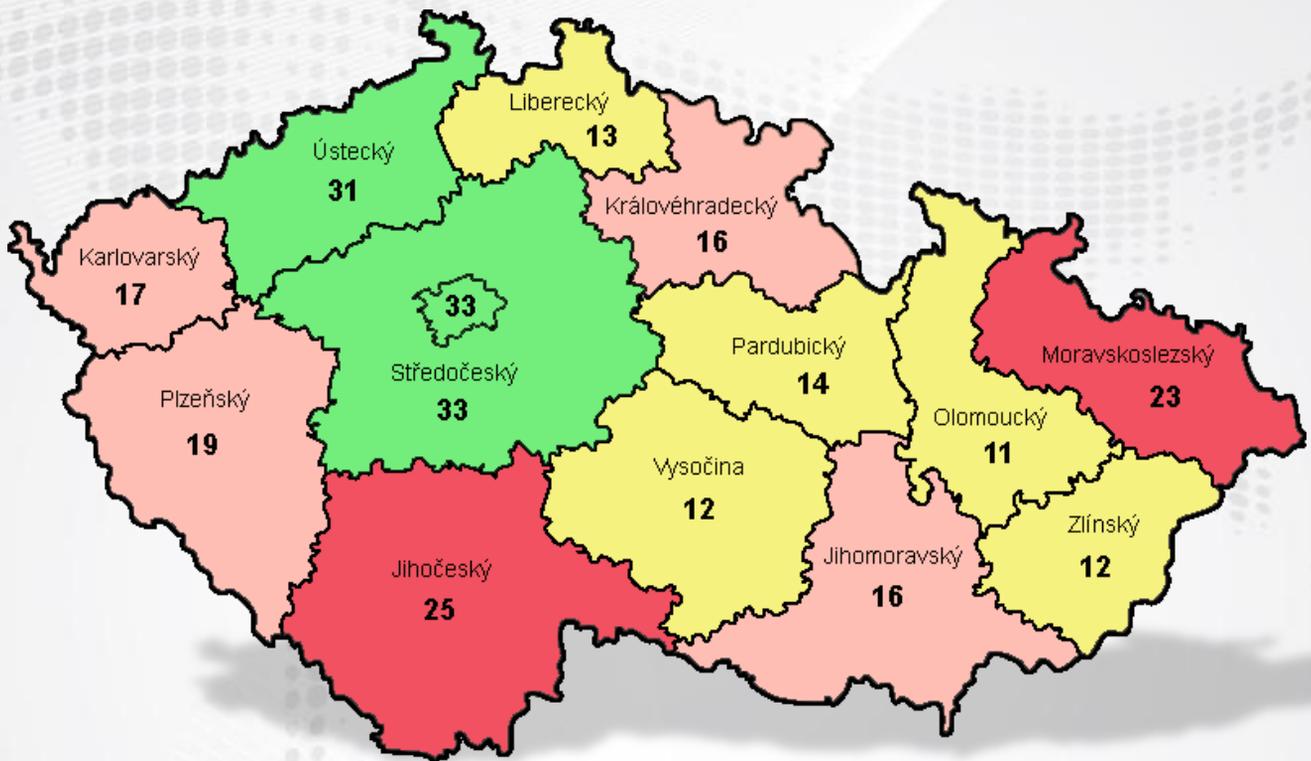
The company Trost now offers its partners more than sale of spare parts. Since 1996, the newly introduced concept of service Autofit a complete set of technical, organizational and communication services. In 2005 the service concept and this concept TRUCKFIT, which is focused on commercial vehicles. From 2007, the company Trost offers service concepts within the three new indications for its partners, which are AUTOAUTO, AUTOGO! and AUTONETTO. In 2008, the Trost, company managed to through merger with a group Meteor, extend its distribution network in Central and Eastern Europe and become one of the few pan-European companies operating in the wholesale automotive parts. The figures speak for themselves: Trost Company operates over 130 outlets in seven countries. It employs 2,800 people and generates annual sales of EUR 500 million.

One of two

With effect from 1 April 2009 approved the antimonopoly office business of the company TROST AUTO SERVICE TECHNIK SE (European Company), headquartered in Stuttgart. The company was created by joining groups of Trost and KSM, when 60% of shares belong to the family Trost and 40% of Joachim Herz Foundation. The new company TROST AUTO SERVICE TECHNIK SE with an annual turnover of EUR 770 million and 4.00 employees belongs among biggest distributors of spare parts in Germany and other parts of Europe. With 107 branches across Germany have managed to create a leading sales and distribution network established in the German market in spare parts for cars. A further 83 branches in Austria, Romania, Serbia, Slovak Republic, Slovenia, Czech Republic, Hungary and Ukraine has Trost AUTO SERVICE TECHNIK SE strong sales network outside of Germany, which the company opens the door to growing markets in Central and Eastern Europe.

Source: trost.com

Distributor branches 2011



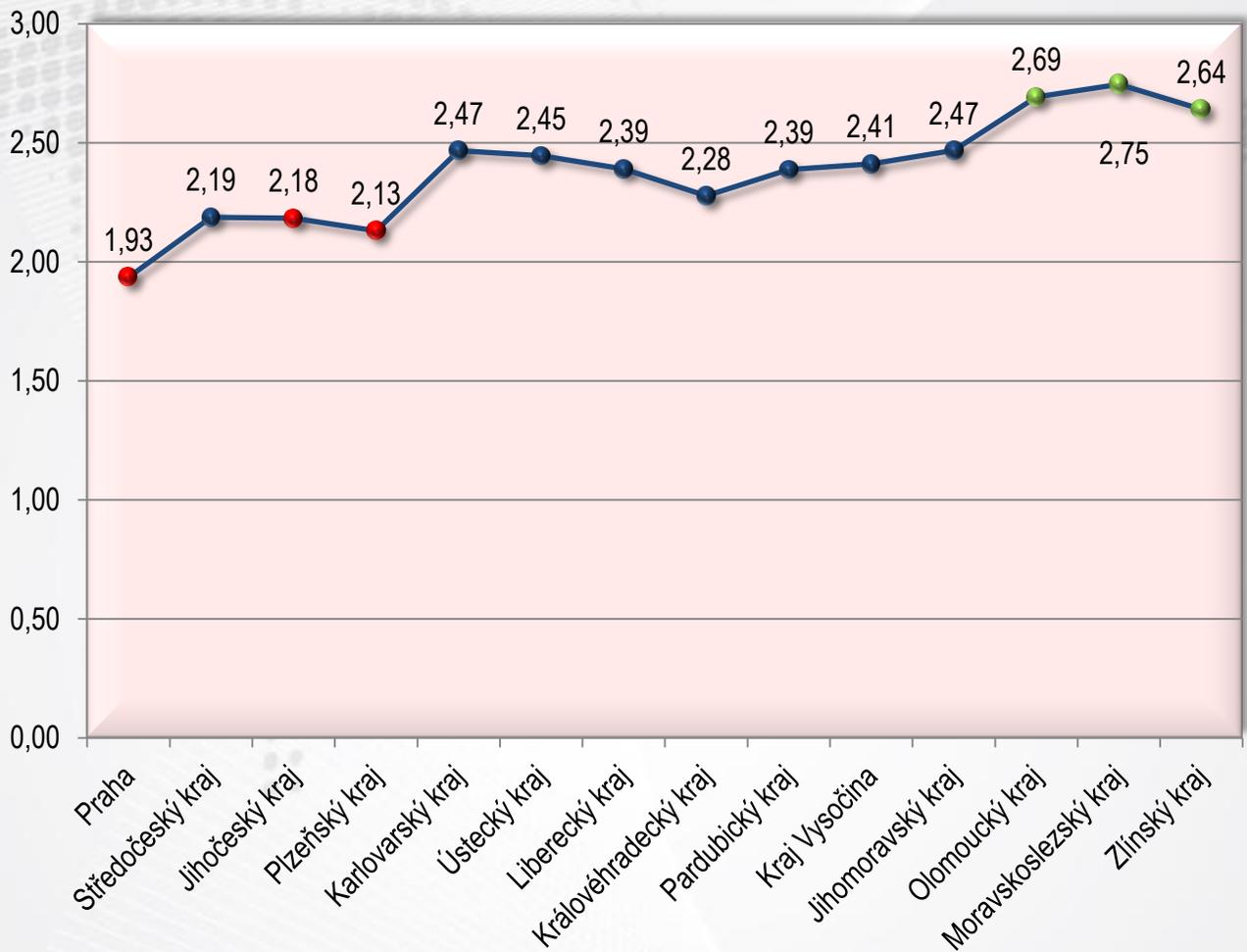
Map 1 - The number of distributor locations in each region



Traditionally, the strongest region in the number of branches, Prague, Central Bohemia and surprisingly Usti region. However, this particular car company branches Kelly and newly formed entity Our Service Group. He was the regional wholesalers.

Traditionally strong is the South, and the Moravian-Silesian region, where new branches are formed, but also disappear.

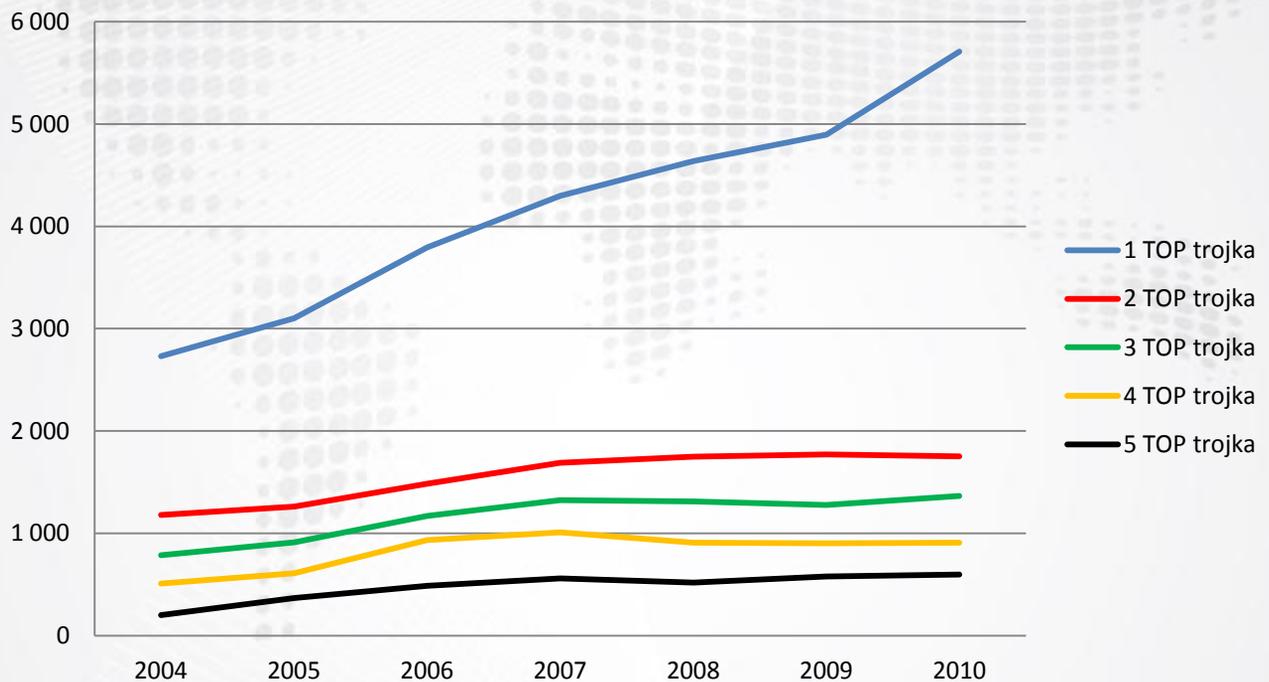
Number of inhabitants per car by regions



Graph 1 - Number of inhabitants per car by Region

6.2 TOP15 turnover 2004-2010

TOP 15 turnover 2004-2010



Firts TOP 3 shows much higher increase in turnover comparing the others, there you can find just slight increase or stagnation.

Supplement

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