

# Automotive Retail CONGRESS

BROUGHT  
TO YOU BY **AM**

UNDERSTAND THE NEW RETAIL LANDSCAPE

TUESDAY,  
MAY 21, 2019  
RICOH ARENA,  
COVENTRY

[www.amretailcongress.co.uk](http://www.amretailcongress.co.uk)  
#AutomotiveRetailCongress

Welcome to the Automotive Retail Congress. Putting high level economic commentators, market analysts and business experts in front of the UK's motor retail leaders of today and tomorrow, the event will help you to prepare for momentous changes to the future retailing environment.

Join us in May to gain strategic insights into the future of automotive retail in the medium and long term and understand how you can steer your business successfully past the looming changes to transport policy and evolving consumer car buying habits.



“This is a must-attend event for the senior leaders of our industry who need to plan now for the next decade and further ahead. Motor retailing is evolving fast, and we're working hard to bring top-flight experts to the stage to share their forecasts for the sector and to show where the new business opportunities will lie. It promises to be a very insightful day.”

*Tim Rose, Editor, AM*



“The automotive retail landscape is about to go through the biggest change in its history. If we are to survive, we need to be prepared; if we are going to capitalise on the opportunity, we need to have a good indication as to what the future will look like. This is going to be an important forum to enable us to do just that. This is a key event for all of those who are proactive in our industry and want to be part of the exciting developments ahead of us.”

*Tony Whitehorn, Executive Advisor and Former President and CEO, Hyundai Motor UK*

# Who should attend?

## FRANCHISED AND INDEPENDENT DEALERS

Discover the future of automotive retail

- Understand the motorist of tomorrow – attitudes to car buying and ownership are shifting, find out how you need to adapt to meet the needs of future consumers
- Discover what's on the horizon - meet economic experts and automotive commenters to find out how your business can plan accordingly to remain relevant and successful amongst technology-led 'disruptors'
- The future is electric – one in three cars in the UK will be pure electric or hybrid by 2030. Learn where retailers will invest in the coming years and where your profit opportunities lie

## CONSULTANTS, TRADE ASSOCIATIONS, GOVERNMENTS AND AUTOMOTIVE ACADEMICS

Gain unique industry insight

- Understand changing consumer habits – how will new car buying and ownership trends and policies affect business? Start planning services for tomorrow's motorists
- Support your customers – identify the challenges faced by dealers and enable them to make more strategic decisions
- Hear from key industry stakeholders – access insight from high level speakers who are experts in the sector

## ONLINE AUTOMOTIVE RETAILERS AND AUTOMOTIVE AGGREGATORS

Grow your network and knowledge base

- Forge new relationships – meet dealers and manufacturers ready to engage and understand how to work together to meet the needs of motorists
- Identify the needs of your customers – find out what consumers want, and learn how to deliver in modern, agile and cost-effective ways to capitalise on the shift to online purchasing
- Get the full picture – meet with your peers, dealers and manufacturers and industry and economic experts in one place

## LEASING/RENTAL COMPANIES, MANUFACTURERS AND AFTERMARKET DISRUPTORS

Find out what tomorrow's customers want

- Welcome industry disruption – the automotive industry is in a transition period, are you agile enough to profit from the change?
- Meet new consumer demands – car subscription services, car sharing schemes, MaaS, find out how other companies are planning on meeting customer requirements
- Forge new partnerships – develop new relationships with dealers and strengthen your network whilst adapting your model to deliver new ways of funding

# What's on the agenda?

## AUTOMOTIVE RETAIL OUTLOOK 2021

**The UK Automotive Forecast**  
Understanding the economic forecast for the sector including manufacturing and retailing

**The UK Outlook After Brexit**  
Tackling the biggest issue on the business agenda – Brexit and what happens after March 29

## THE 2030 AUTOMOTIVE RETAIL MARKET

**New Car 2030**  
Exploring trends that are set to rewrite the automotive sector – electrification, connectivity, shared mobility and autonomous vehicles

**Used Car 2030**  
Manheim identify the key used car market trends and how they will help shape the landscape over the next decade

**Aftermarket 2030**  
How changes in automotive such as wider adoptions of EVs and potentially fewer vehicle owners will affect aftersales

## AUTOMOTIVE RETAIL BUSINESS 2030

**The Investment View**  
Considering investment opportunities including emerging and established disruptors, OEM R&D and how dealer groups can remain attractive to shareholders

**The Disruptor View**  
Discussing disruption in mobility and subscription services together with the opportunities and threats

**The MaaS View**  
Emerging companies and established brands are exploring the opportunities that a shift to mobility as a service creates

**The OEM View**  
Understanding the challenges and opportunities faced by OEMs over the next 10 years and how strategies will adapt

**The Adapter View**  
Barclays Partner Finance takes to the stage to provide insights into a new era of banking and how businesses can adapt

VIEW THE AGENDA >

# Who will be speaking?



**TONY  
WHITEHORN**  
Executive  
Advisor, Former  
President & CEO  
Hyundai Motor UK



**NICK KERIGAN**  
Managing  
Director, Future  
Payments in Cards  
& Payments  
Barclaycard



**DR. ANDREW  
TONGUE**  
Research  
Director  
ICDP



**PROFESSOR  
DAVID  
BAILEY**  
Professor of  
Industrial  
Strategy  
Aston Birmingham  
Business School



**MIKE  
ALLEN**  
Head of  
Research  
Zeus Capital



**CRISTIANO  
CARLUTTI**  
Expert Associate  
Partner  
McKinsey

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