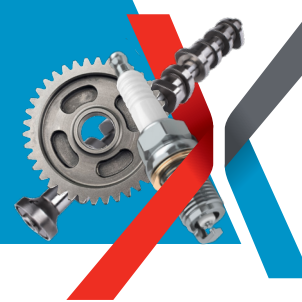


AAPEX 2023

FACT SHEET



OCTOBER 31–NOVEMBER 2, 2023
LAS VEGAS, NV | THE VENETIAN EXPO
AAPEXSHOW.COM | #AAPEX23



MEDIA CONTACT: MONICA BUCHHOLZ
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OFFICIAL NAME: AUTOMOTIVE AFTERMARKET PRODUCTS EXPO (AAPEX)

ABOUT AAPEX:

- AAPEX unites the more than \$1.8 trillion global automotive aftermarket industry and is co-owned by the Auto Care Association and MEMA Aftermarket Suppliers.
- Historically, AAPEX features 2,500 exhibiting companies representing 40+ countries. The latest products, services and technologies that keep the world's 1.5 billion vehicles on the road are displayed in more than 1,300 product categories.
- The AAPEX show floor has previously included 5,450 booths and 33 pavilions, occupying 560,000 net square feet of exhibit space.
- Historically, AAPEX draws approximately 49,000 targeted buyers from 110+ countries. Targeted buyers include automotive service professionals, automotive parts retailers, independent warehouse distributors and automotive parts program groups. Buyers also include jobbers, national service chains, vehicle dealers, engine builders, fleet buyers and paint and body personnel.
- An extensive onsite education program includes 100+ training sessions (combined AAPEX-programmed and exhibitor supplied), as well as online training and webinars throughout the year.
- More than 162,000 automotive aftermarket professionals are in Las Vegas during AAPEX and the SEMA Show.

NEW FOR 2023:

Electric Vehicle Experience:

Exhibiting companies that offer products and services for electric vehicles (EVs) will be highlighted on the show floor. Product areas will include charging stations; battery accessories; battery balancers; electrical, application,

rotating; lighting, automotive; rubber gloves (Class 3); shop supplies; tools; and 1,000-volt battery meters. A new EV Stage will feature product demos and sessions and conversations around EVs and the aftermarket.

Enhanced Show Floor:

The [AAPEX show floor](#) is sold out for 2023! As a result, many featured product sections have expanded. Featured product sections are: Tools & Equipment, Diagnostics/Telematics/Shop Management Solutions, Tire Servicing, Transmission Supplier, International, E-Commerce Distribution, Automotive Technology, Aftermarket Warehouse Distributors Association (AWDA), Import Vehicle Community, Mobile Heat Transfer, Heating, Air Conditioning and Diesel Emissions, Paint, Body and Equipment, and Remanufacturing.

Joe's Garage:

The built-out shop on the show floor with 10 bays and fully operational lifts for product and equipment demonstrations gets even better this year when ASE-certified technicians take over one bay to work on a different vehicle each day. [Joe's Garage](#) also includes training theaters and sections dedicated to Tools & Equipment, Diagnostics/Telematics/Shop Management Solutions, Tire Servicing and Transmission Supplier.

Expanded Student Program:

For the first time, educators will be able to register their [students](#) to introduce them to careers in the automotive aftermarket industry.

Commitment to Sustainability:

To help reduce the environmental impact of AAPEX, the event continues to adopt environmentally friendly practices in several areas, including signage, shipping and packaging, energy conservation, travel, marketing materials and food and beverage.

FUTURE DATES:

AAPEX 2024
TUESDAY, NOV. 5 – THURSDAY, NOV. 7
THE VENETIAN EXPO | LAS VEGAS, NEVADA, USA

AAPEX 2025
TUESDAY, NOV. 4 – THURSDAY, NOV. 6
THE VENETIAN EXPO | LAS VEGAS, NEVADA, USA

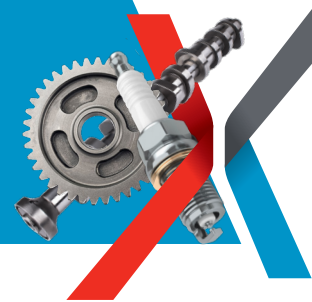
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AUTOMOTIVE AFTERMARKET INDUSTRY ANALYSIS – 2023



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The automotive aftermarket grew 9.7% in 2022, outperforming expectations (previously forecast at 8.5%). With high inflation persisting, the industry is expected to grow an additional 8.1% in 2023. The auto care industry continues to show its reliability and ability to adapt across the service and retail sectors, continually adjusting to meet demand in an ever-dynamic market. While new vehicle inventory is being replenished as the supply chain pressures have eased somewhat across the industry, the vehicle parc continues to age and increasing costs of both new and used vehicles continue to encourage owners to keep their vehicles longer. These factors have provided tailwinds to the automotive aftermarket as vehicle miles traveled have returned to pre-pandemic levels.¹

More than 539,000 businesses comprise the U.S. automotive aftermarket industry and form a coast-to-coast network of independent manufacturers, distributors, repair shops, marketers and retailers, small and large. At its core, this integrated grid of professionals is dedicated to providing the quality parts, products and vehicle service and repair for 293 MILLION vehicles (including light vehicles, medium and heavy duty) on the road today.

GLOBAL STATISTICS²

- More than **\$1.8 TRILLION** global automotive aftermarket industry
- Approximately **1.5 BILLION** vehicles on the road

U.S. STATISTICS²

- Projected for 2024, **\$534 BILLION** U.S. automotive aftermarket industry (light, medium and heavy duty aftermarket)
- The light vehicle aftermarket built on 2021's strong rebound with an additional **9.7%** gain in 2022 and will continue with a gain this year of **8.1%**. After 2023, continued consumer demand and economic conditions will provide gains in the **3%–4%** range through 2026.
- **2.5%** of the U.S. GDP generated by motor vehicle parts manufacturers
- Vehicle parts suppliers manufacture **77%** of the value in today's cars
- The value of aftermarket parts sold in the U.S. in 2022 was **\$204 BILLION** and is forecast to reach just under **\$214 BILLION** in 2023.
- By 2030, **95%** of new vehicles sold globally will be connected and are estimated to deliver revenue up to **\$400 BILLION**.
- Represents **3.2%** of total U.S. employment
- Motor vehicle parts suppliers are the largest sector of manufacturing jobs in the U.S.: **907,164**.
- DIRECT JOBS and total industry employment impact of **4.7 MILLION** jobs.
- Average wages and benefits for a direct vehicle supplier manufacturer = **\$80,000**
- **915,000+** technicians
- Average age of vehicles = **12.5 YEARS** and expected to increase in number and in value as households choose to invest in the vehicles they own instead of buying new.
- **42%** of vehicles in the aftermarket are 12+ years old. The 8-to-11-year-old segment of vehicles in operation (VIO) has the fastest growth rate over the past five years.
- The aftermarket repair share holds strong at **71%** as the most economical and convenient solution for drivers to keep their vehicles on the road safer, longer.
- **238 MILLION** licensed drivers
- DIFM (do it for me) professional sales accounts for **77.5%** of total auto care sales while the DIY (do it yourself) segment sales account for **22.5%** of the total industry.
- **252,000+** retail channel outlets
- Online sales of automotive parts and accessories are forecast to grow by **50%** between 2020 and 2025 to **\$47 billion**, representing a 5 year CAGR of **8.6%**

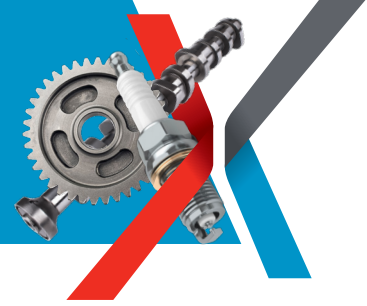
Sources: ¹2023 Joint Channel Forecast. ²MEMA Aftermarket Size & Forecast Report (2023) and Auto Care Association 2024 Factbook. Full report available at <https://www.autocare.org/factbook> and <https://www.mema.org/research-and-insights?market-segment=19>. 2022 Joint E-Commerce Trends and Outlook Forecast. Full report available at [autocare.org/e-commerce](https://www.autocare.org/e-commerce) and <https://www.mema.org/research-and-insights?market-segment=19>. MEMA: The Economic Impact of the Motor Vehicle Parts Manufacturing Industry on the United States (February 2021), more information at www.mema.org. MEMA Aftermarket Suppliers and Auto Care Association 2023 Joint Channel Forecast Model conducted by S&P Global, more information at www.mema.org and www.autocare.org.

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KEYNOTE SPEAKER



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"THE MAGIC OF WINNING"

TUESDAY, OCT. 31, 2023 | 6:30 AM – 8:45 AM | THE VENETIAN EXPO, PALAZZO BALLROOM

The [AAPEX Keynote Session](#) is sponsored by Clarios and is a ticketed event. **Contact: Chris Kalousek for ticket information.**



EARVIN "MAGIC" JOHNSON

NBA LEGEND, ENTREPRENEUR AND PHILANTHROPIST

Earvin "Magic" Johnson, NBA Hall of Famer, member of the original Dream Team and Olympic Gold medalist, will be the keynote speaker at AAPEX 2023.

During his athletic career, Johnson earned five NBA championship rings and led the Los Angeles Lakers to nine NBA finals. He has won three MVP awards and played in 12 NBA All-Star games.

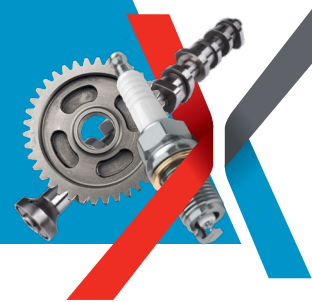
Johnson has since become one of the most powerful and respected African-American businessmen and philanthropists in the world.

He is founder and CEO of Magic Johnson Enterprises (MJE), a global empire that is a catalyst for fostering community growth and economic empowerment through high-quality entertainment and products and services that answer the demands of ethnically diverse communities.

As a speaker, Johnson will share, "The Magic of Winning" and the real-life story of his remarkable rise, his philosophy for success, and an empowering message on how to create the best possible future.

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LEADERSHIP BIOS



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BILL HANVEY

PRESIDENT AND CEO

Auto Care Association

Bill Hanvey, MAAP, is president and CEO of the Auto Care Association, which represents the entire supply chain of the independent automotive aftermarket.

Hanvey has spent his entire 35-plus-year career in the aftermarket. After earning his bachelor's in journalism at St. Bonaventure University, Hanvey began his career with extensive field sales experience and increasing management roles at Tenneco Automotive. Hanvey then became marketing director of FleetPride, where he developed and executed a strategic marketing plan integrating 37 separately-owned companies into what is now the largest independent heavy duty parts distributor.

Hanvey went on to become vice president of marketing at Dorman Products, Inc., leading creative and data services, trade marketing and product communications, doubling sales of "OE dealer exclusive" parts, sold under the Dorman brand. Hanvey then became vice president of sales and marketing at Schaeffler Group USA, leading the North American aftermarket team while developing and implementing a new company strategic direction, transitioning its sales and product focus from co-man to direct sales. Prior to joining Auto Care Association, Hanvey served as senior vice president of MEMA Aftermarket Suppliers (previously AASA), where he advocated for North American parts manufacturers to the auto care industry, federal and state government agencies and the business community.

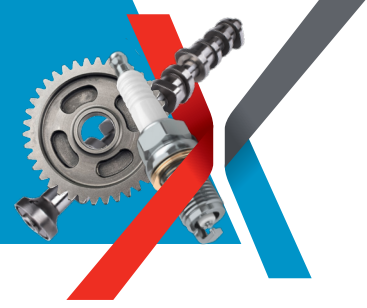
Throughout his career, Hanvey has served the industry in multiple volunteer roles serving as chairman of the Auto Care Association Marketing and Communications Committee from 2009- 2012, and as the staff liaison for the Brake Manufacturers Council and the Marketing Executives Council at AASA. Hanvey also worked within the industry to develop a Memorandum of Understanding (MOU) with the Environmental Protection Agency (EPA) that seeks to reduce the content of copper in brake pads.

In his current role, Hanvey has transformed the Auto Care Association by focusing on team development, grassroots advocacy and providing data back to the industry to enable better business decisions.

Hanvey was awarded the AWDA Mort Schwartz outstanding industry leadership award in 2020, is the past recipient of the Northwood University Educator of the Year and serves on the board of directors for the Automotive Aftermarket Charitable Foundation, the University of The Aftermarket Foundation and the St. Bonaventure Alumni board. Hanvey is a sought-after speaker who provides valuable insight into the auto care industry to both internal and external audiences.

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PAUL T. MCCARTHY

PRESIDENT AND CEO

MEMA Aftermarket Suppliers

Paul McCarthy is the president and chief executive officer of MEMA's Aftermarket Suppliers group.

McCarthy leads the organization that champions the aftermarket industry and advances the business interests of MEMA's members, working to support a growing, profitable, innovative, and influential aftermarket supplier industry. MEMA Aftermarket represents automotive, commercial vehicle, and remanufacturing suppliers that provide the parts, tools, chemicals, diagnostics, and technologies that keep vehicles running safely and affordably throughout their lifecycle.

McCarthy has served in other leadership roles with MEMA, including president and chief executive officer of the Automotive Aftermarket Suppliers Association (AASA), MEMA's former light vehicle aftermarket division; and senior vice president of strategy for all of MEMA, overseeing board management and strategic initiatives.

McCarthy has more than a quarter century of experience in the automotive industry. Before joining MEMA, McCarthy led the Automotive and Industrial Products Strategy Practice at PricewaterhouseCoopers (PwC). In this role, he led projects supporting major business decisions at dozens of automotive suppliers, eight of the top ten global automakers, and financial institutions. His past leadership roles include heading PwC Germany's Automotive Strategy advisory practice and leading global forecasting and analysis for a prominent vehicle forecast organization. He has conducted business in 18 countries and traveled to over 60 countries.

He has an MBA from Duke University, where he was awarded the Fuqua Scholar designation. He has been presented with the Northwood Education Award and the AWDA Outstanding Leadership Award.

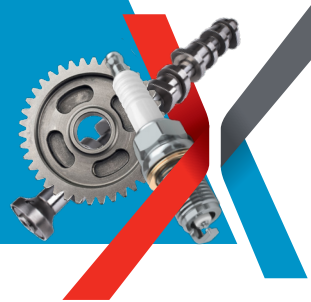
MEMA, the Vehicle Suppliers Association, is the voice of the automotive and commercial vehicle supplier industry—the largest sector of manufacturing jobs in the United States. MEMA advances the industry and champions the business interests of its members through its Washington, D.C. office and two groups: MEMA Aftermarket Suppliers group and MEMA Original Equipment Suppliers group.

SOCIAL MEDIA, AAPEX TV AND THE AAPEX BLOG

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For the latest news about the many new programs underway for this year's event, follow AAPEX at #AAPEX23 on social media, watch our monthly videos on YouTube and read our AAPEX Blog.



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interviews or
media tours, contact:

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