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Sustainability vs Capitalism

A reality check.....

Michael Boe

Co-Chair FAAS

President TERREPOWER EU







What has happened since our last sustainability day?

- Omnibus confusion
- COP 30
- 7 out of nine planetary boundaries breached

Earth Status









What has happened since our last sustainability day?

- New working group started: Sustainability reporting & communication (WG5)
- Output and publications from several working groups
- 8 new members \rightarrow 52 full members and 6 asssociated members
- Recruited our new FAAS manager Stijn Vervoort





We can make a difference

The growing number of FAAS member companies shows that the aftermarket wants to contribute. For people, planet and profit.







An Impulse on the value of data in sustainability.

November 26th 2025

EY Parthenon

Shape the future with confidence





Andrea Weinberger

EY Parthenon, Partner



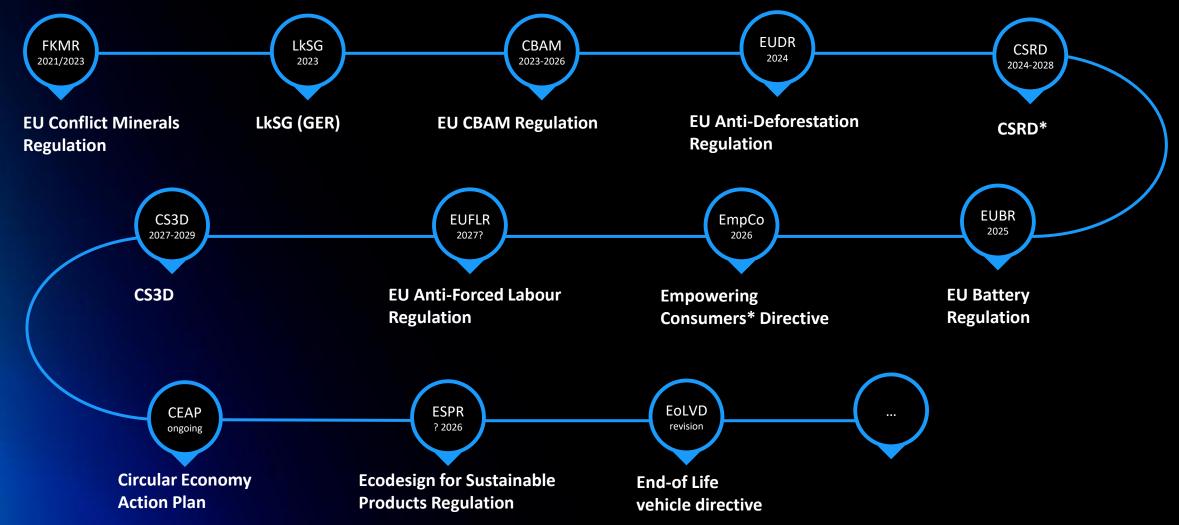
There is no "stopping sustainability".

In the last years the focus was on regulatory, on reporting compliance – too much efforts with less impact & value.

Sustainability in its core is not reporting, but a question on how to do a business.



Supply Chain...at the core of regulation





Example –DPP Use Case

Compliance & customer experience Commercial value Operational optimization Customer <u>Circularity</u> Chain of Vehicle Warranty & Handling & Supply chain Residual value Consumer Material bank Performance Custody recall mgmt. logistics 'green' premia mgmt. optimisation Experience and SoH diagnostics Cell health & performance monitoring Data Supply chain monitoring specification External benchmarks & market data Data exchange, verification and interoperability **Technology** stack Advanced analytics and process automation, Al integration Contractual conditions Business partnerships, e.g. recycling provider, logistics Other enablers Project/Reporting team Cross-functional delivery, operating model Other partnerships (e.g. loyalty)



Compliance is a by-product when data, processes and contracts are right.



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EY teams work across a full spectrum of services in assurance, consulting, tax, strategy and transactions. Fueled by sector insights, a globally connected, multidisciplinary network and diverse ecosystem partners, EY teams can provide services in more than 150 countries and territories.

All in to shape the future with confidence.

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Richard Brasher





EV Batteries: Setting the Stage, Raw Materials, Solutions and the Road Ahead

Introduction



Richard Brasher

VP, Sustainability and Interim CFO, North America Wholesale LKQ Corporation

Panelists











Michael Moser Head of Engineering, Battery Diagnostics

Mahle

Bogumił Papierniok CEO and Partner

EVorkshop

Michael Boe President

Terrapower Europe

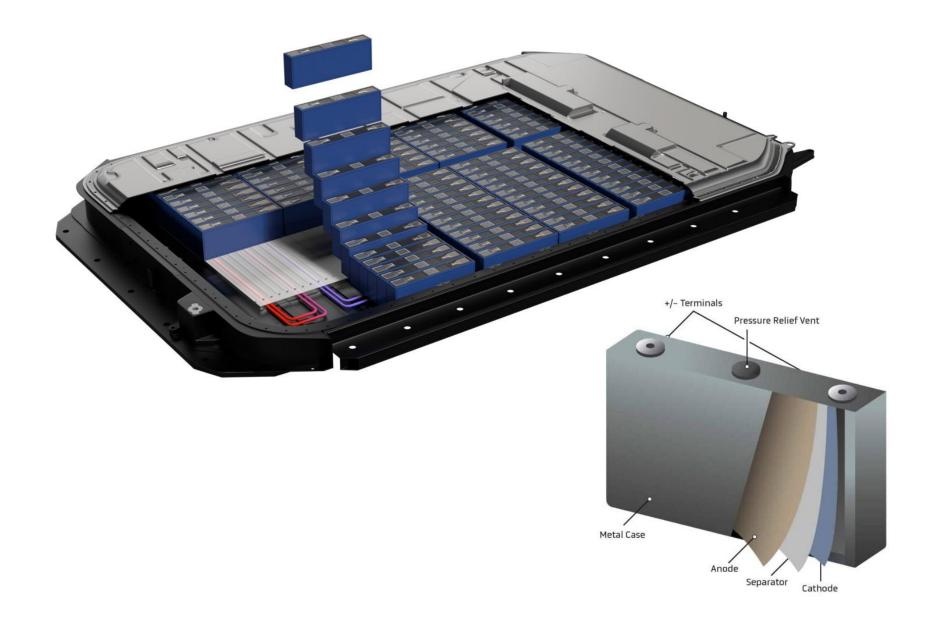
Nils Steinbrecher *Senior Director Sales*

cylib

Tilmann Vahle
Director, Sustainable
Automotive and
Batteries

Quantis

Setting the stage

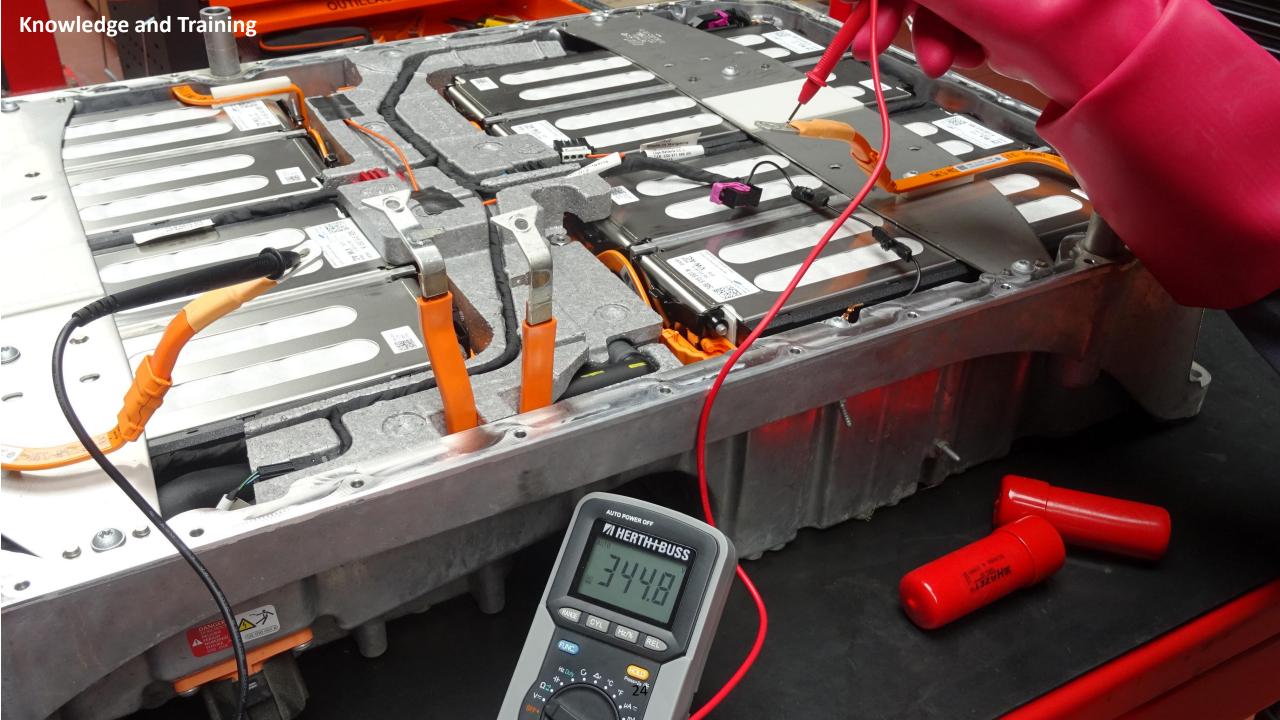


Raw Materials











Panelists











Michael Moser Head of Engineering, Battery Diagnostics

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Quantis



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Packaging for recyclability: EPR for HH and I&C Packaging Waste EXPRA members' practices

Monika Romenska Regulatory and PA Manager, EXPRA



FAAS Sustainability Day 2025

12 years existence

Expra

Extended
Producer
Responsibility

MEMBERS & Partners all industry-owned, non-profit

HAVE 30 YEARS

of experience and expertise in the waste management field

PROVIDE 22 MILLION PEOPLE

with packaging collection, sorting and recycling infrastructure

ENSURE RECYCLING AND RECOVERY

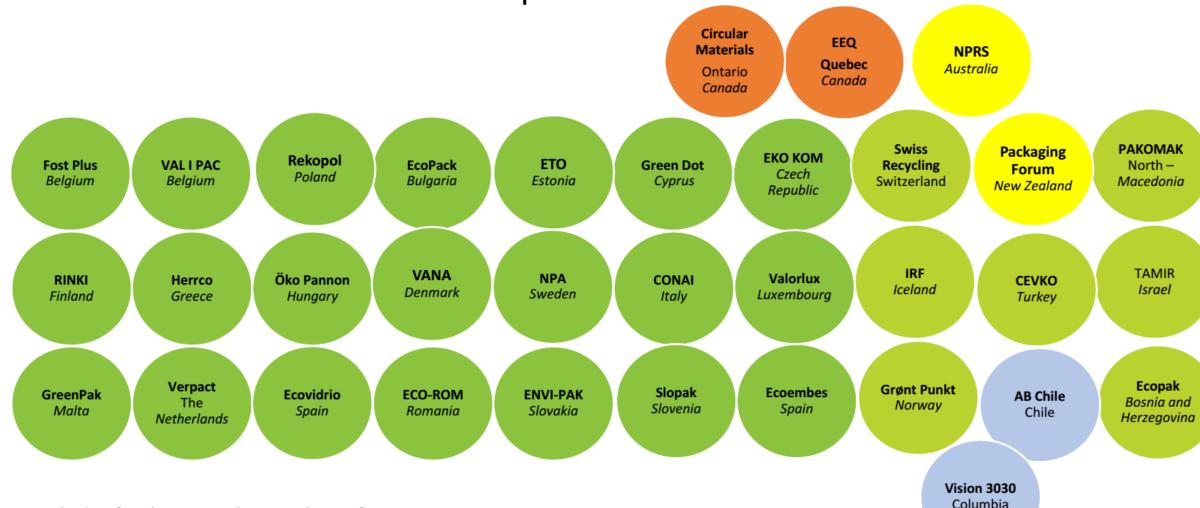
222 2

of packaging every year

MILLION TONNES

EXPRA in a nutshell

Our Members – 34 non-profit Members and Partners



Detailed info about each member of EXPRA:

https://www.expra.eu/uploads/Brochure%20EXPRA%202020%20last.pdf

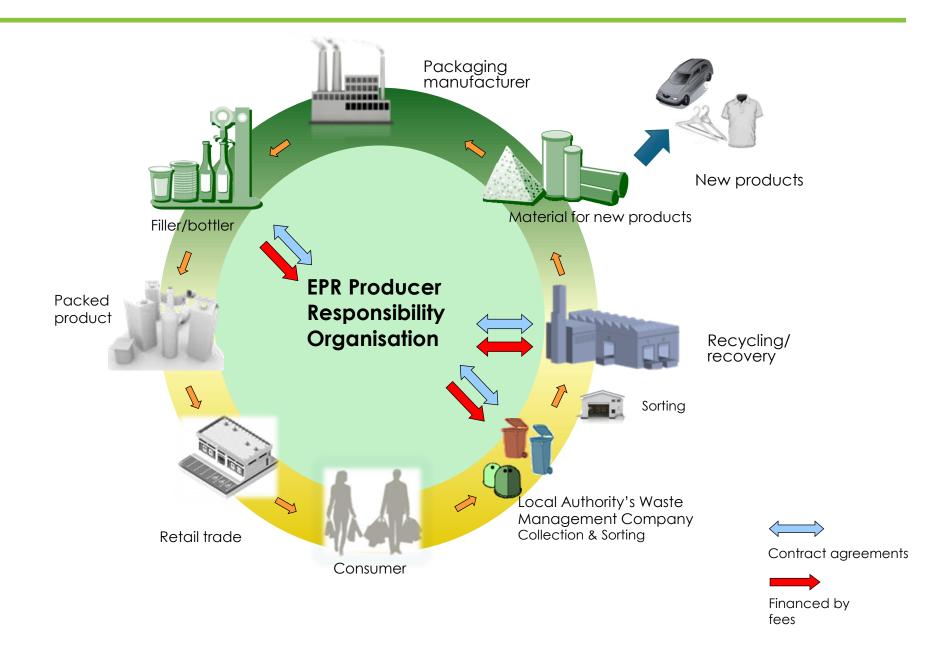
Extended Producer Responsibility

- Extended Producer Responsibility (EPR) is a resource management tool whereby **producers** have to take over an **individual responsibility** for the end of life management of their used products/packaging
- EPR is a concept but neither a business plan nor a franchise!
- The design of each national EPR System and each PRO is determined by
 - (The EU legislation (WFD / PPWD / SUPD))
 - The respective national implementation
 - Obliged industry in a respective country if and when owning the PRO respective the third partly owning the PRO's
 - Local authorities who usually decide about the concrete collection (and sorting) system in their district

EPR's role in a circular carbon neutral economy

Operational

AND financial
responsibility



Financing operations in the supply chain

- Different types of financial intervention in evidence:
- Cost coverage for specific operations drop off points, processing of mixed packaging.
- General financial support to incentivise higher collection and recycling rates.
- > Targeted intervention to incentivise behaviour start separate collection, use recycled content, capture data.
- Often there is a 'toolkit' of different interventions for different situations.
- EPR schemes most typically intervene financially in the supply chain for C&I packaging
 when waste management costs exceed revenue from material sales and so there is less
 incentive for the private sector to collect the material for recycling.





EPR - several ways of implementation

EPR System in hands of obliged industry

(BE, ES, IT, NL, NO, CZ, FR, IE, PT)

Competing PROs

(DE, PL, RO, BG,)

'Tradable Credits' Model with several traders

(UK)

Several PRO's sharing infrastructure

(DE, AT)

PROs acting in different areas

(BG)

PROs have established parallel infrastructure

(EE)

Operational responsibility fully with local authorities

(FR, NL, CZ)

Collection and sorting with local authorities

(BE, ES, IT)

EPR system in parallel to a deposit system

(DE, NO, SE, FI, EE)

One comprehensive system for all (household) packaging

(e.g. BE, FR, ES, IT)

Household & ICI Packaging treated differently

(DE, FR, BE, ES)

Same rules for all packaging

(e.g. IT, CZ, SK, RO)

Full cost approach

(e.g. DE, AT, BE, SE)

Shared cost approach

(e.g. IT, ES, FR)

Incentive cost approach

(UK)

No operational responsibility for local authorities

(e.g. DE, AT, SE)

PPWR – Key Sustainability Requirements



All packaging recyclable by 2030 (Grades A-C only)

Minimum recycled content targets for plastics (2030 & 2040)

Packaging minimisation & max 50% empty space rule

EU-wide harmonised recyclability & material labelling

Reuse targets for transport, sales & e-commerce packaging

Restrictions on single-use packaging formats

Limits on hazardous substances (incl. PFAS, heavy metals)

Mandatory conformity assessment & technical documentation

Best Practice: Belgium



Producer Responsibility



C&I packaging 773,000 tons put on the market



Paper/cardboard 58%



Plastic 13%



Wood 23%



Metals 5%



Household packaging 765,000 tons put on the market

> Paper/cardboard 23%



Glass 39%



Metals 9%



Plastic 26%



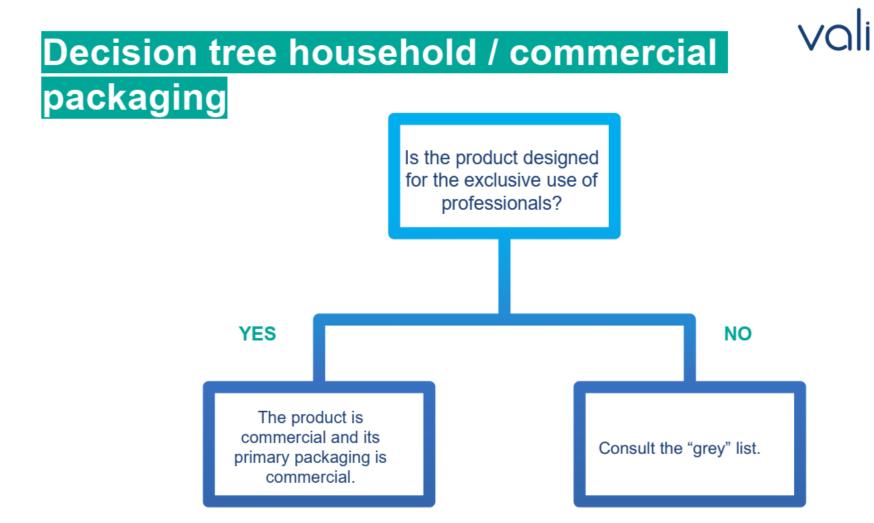
Drink packaging

2%

Best Practice: Belgium



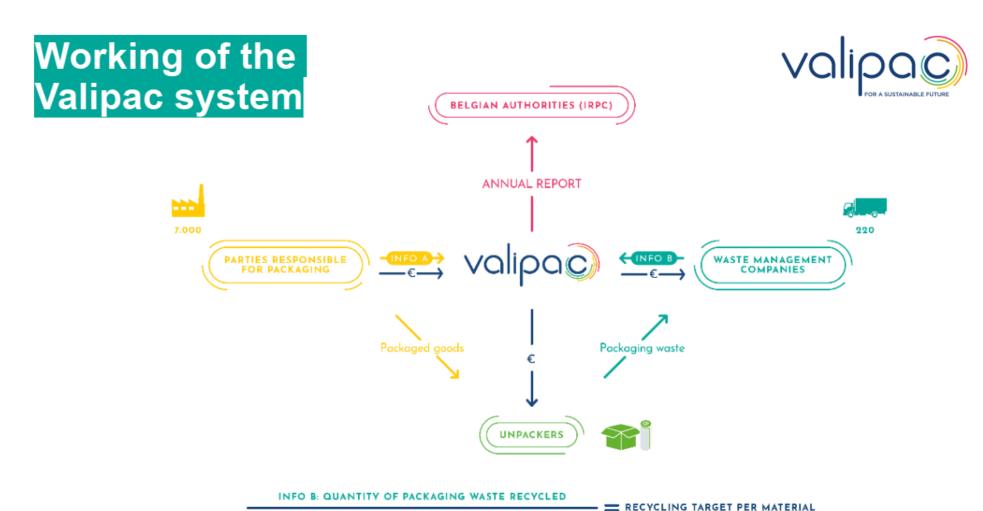
Producer Responsibilit Alliance







Producer Responsibility Alliance



Best Practice: & Voli







Compliance and Reporting: Valipac helps Volvo Cars (and other clients) meet their legal obligations regarding industrial packaging in Belgium by compiling data on the quantities of packaging placed on the market and the amounts collected and recycled. This information is then reported to the Interregional Packaging Commission (IVCIE).

Incentives for Sustainable Packaging: Valipac offers a bonus of €50 per tonne to companies that use C&I plastic packaging containing a minimum of 30% certified post-consumer recycled material, provided the goods are sold in Belgium. This encourages the use of sustainable materials within Volvo's supply chain.

Promoting Circularity: Valipac stimulates and assists in specific projects to promote a circular economy for packaging, for example, by helping producers reduce the use of difficult-to-recycle additives like certain pigments.

Platform Access: Clients like Volvo Cars can use Valipac's online platform, <u>myRecycledContent.be</u>, to connect with suppliers offering packaging solutions made with recycled content.

Collaboration within the value chain!

- Continue and increase the collaborative approaches to increase the circularity of packaging like
 - HolyGrail 2.0 Pioneering Digital Watermarks for a Circular Economy
 - CEFLEX DRIVING TOWARDS CIRCULAR ECONOMY
 - Close the Glass Loop bringing together the entire glass packaging ecosystem
 - 4EverGreen Perfecting circularity together
 - Circular Plastics Alliance voluntary pledge for 10 Mio t recyclates















From reuse to rethink Valeo initiatives toward more circular packaging

Valeo Service I CARE FOR THE PLANET program

TO REDUCE PROGRESSIVELY THE ENVIRONMENTAL IMPACT OF AFTERMARKET



VALEO RESERVED 2025

OF PACKAGING & TRANSPORT

Packaging impact reduction

Our principles for a more circular packaging



EXTEND PACKAGING LIFE (warehouses)

CUT PLASTIC, RECYCLABLE and MORE SIMPLE PACKAGING

MAXIMIZE RECYCLING, VALORIZATION

The Independent Aftermarket challenge

A complex ecosystem — thousands of parts, many realities

- Thousands of Part Numbers
- Different product shapes and sizes
- Variable sales volumes
- long-distance transport.















Quality and practicality remain top priorities

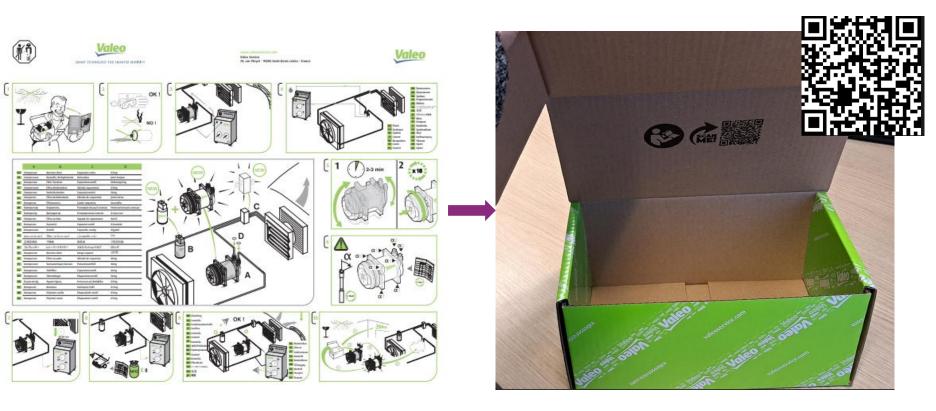
PRINCIPLE 1: REUSE

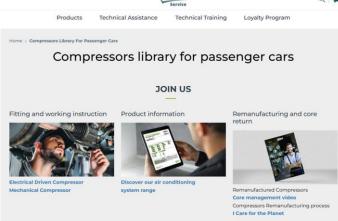




PRINCIPLE 2: REDUCE & REDESIGN

Reducing paper waste with Digital





Ex: compressors fitting instruction 103 kg of papers, since Aug 2025

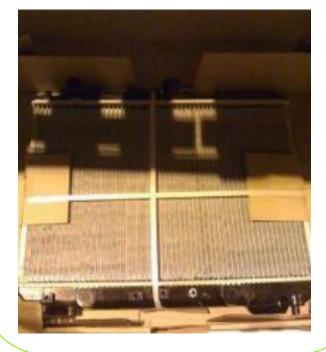
*implemented by Valeo factories in Europe for starter, alternators, and Aug 2025 compressors. More products to come.

Principle 2: REDUCE & REDESIGN

Designing for Circularity

1-Box dimensions optimized (reduced empty space)





2-Inside Packaging Recyclable materials*

(alternative to plastic whenever possible without product risk)











Wipers connectors

Ex: "Regen" compressor 620 kg of saved plastic since June 2024

*implemented since 2022 from Valeo factories in Europe for starter, alternators, and June 2024 compressors

3-External packaging: from plastic sleeve to cardboard packaging on WIPERS



436 TONS of saved plastic / year

* Based on estimation of 40g of plastic used per packaging (consumer sales unit) on 2020 sales volumes - Valeo National Brands only (excl. Private Labels)

PRINCIPLE 3: SORT to RECYCLE and MINIMIZE WASTE

The proper sorting: the waste to the right channel in warehouse





Common Industrialized Waste (CIW)

57 tons in 2019 **11 tons** in 2023





Team adoption: "simple, visible, and effective."

PRINCIPLE 3: RECYCLE

Closing the loop with Pallet: from used cardboard to Half pallet in cardboard



- Lighter (2kg)
- Recyclable, glue-only design no nails.
- Easy manipulation, storage, stacking
- Less risks: no sharp parts, no nail in wood

PRINCIPLE 3: SORT to RECYCLE and MINIMIZE WASTE

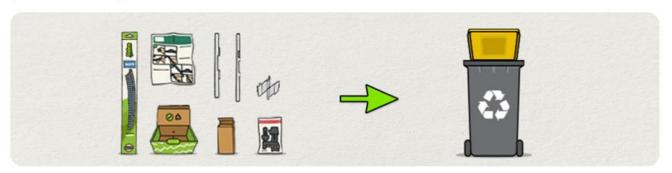
Empowering the end user (Workshop and Driver)



- QR code in Wiper packaging to explain to end user how to properly sort the wiper packaging,
- Specific instruction by country

Understanding Packaging Symbols and Sorting Instructions

On the back of the packaging, you'll find the material codes and sorting pictograms. This page provides additional information on the meaning of these symbols and how to correctly sort each component. Since 2023, France has simplified its sorting instructions: all components of your Valeo wiper packaging can now be placed in the sorting bin



Understanding your packaging Materials







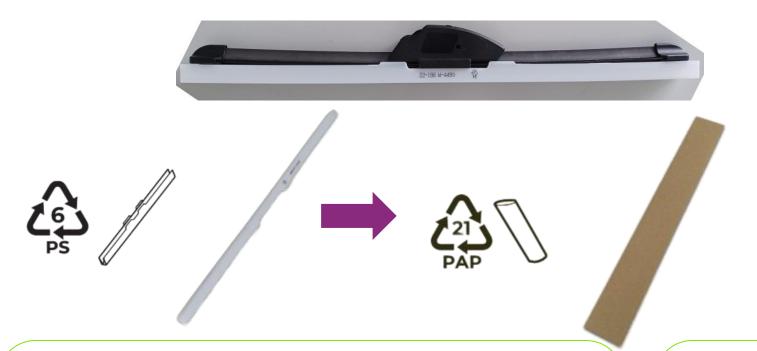
Cardboard / Paper Components

The cardboard box and the cardboard sleeve are made of non-corrugated cardboard (PAP 21). The instruction leaflet is made of paper (PAP 22).

Sorting instructions: Flatten them to save space, then place them in the yellow sorting bin or take them to the collection point

Principle 5: REINVENT

From Idea to Reality: Designing and Industrializing Circular Packaging



Idea

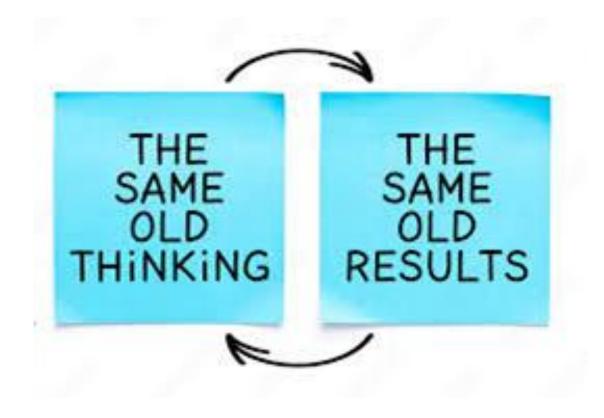
- For the wiper holder inside the packaging, switch from plastic holders to recycled cardboard
- REUSABLE and RECYCLABLE materials

Implementation

- Required investment in new production tooling
- New machine developed to automatically insert cardboard holders
- industrialization project

Conclusion: RETHINK

The human side of circularity



Mindset shift: the real challenge



Peter Lukassen





PHE --- PARTS HOLDING EUROPE ----

Improve supply chain sustainability:

Transport initiatives highlight





















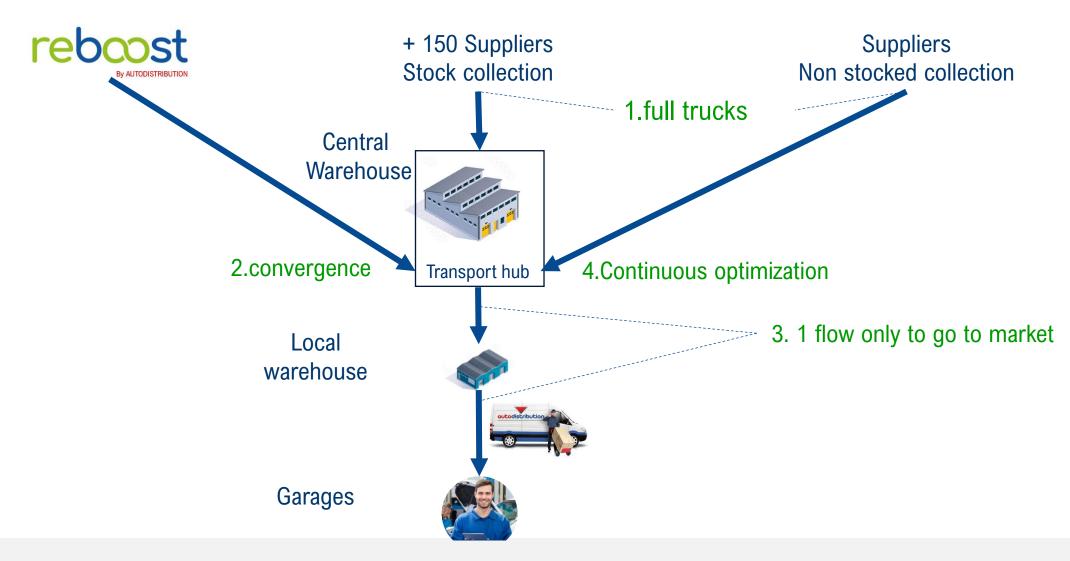
PHE TRANSPORT INITIATIVES

- 2025 Pragmatic approach based on few principles :
 - 1. Maximize full trucks and use adapted vehicles (heavy trucks / Light trucks)
 - 2. Flows design: organized the **convergence**
 - 3. Distribution: **1 flow** to go to market
 - 4. Continuous optimization and redesign

The combination of the 4 drivers is key to get significant progress



TRANSPORT INITIATIVE PRINCIPLES







FAAS – AAG Sustainability

Several initiatives in place to reduce our carbon footprint

- **Last Mile reductions** by reallocating customers & route optimisation (30%¹ of France emissions coming from Last Mile, with 22 million Kms driven in '24 -> Tool implemented in Iberia to reduce ~10-15% Km driven)
- Sustainable car fleet (e.g., integration of 134 low emission vehicles in France)
- E-learning on eco-driving and energy use in facilities
- Use renewable energy (e.g., In France, all the electric energy used is green energy, supplied by a 100% renewable electricity provider)
- Installing LED. All new sites being installed with LED and EV chargers
- Initiatives on **biodiversity** at National DC's:
 - Installed beehives around our DC properties
 - Dedicated bat and bird houses. Birds help to control insect populations, while Bats help to reduce the numbers of bugs, decreasing the need for chemical pest control
 - Used sheep for natural grounds maintenance, reducing machinery and chemical use and lowering emissions

1. High level estimation

FAAS – AAG Sustainability

Back2Car

- Second Hand Part Business, with 5 specialized centers in France
- ~30k vehicles dismantled and recycled in '25 (~400k parts in stock), with the goal of reaching over 40k vehicles by '30 (20-25% crashed cars)
- Valorising and recycling an End-of-Life Vehicle (ELV) involves:
 - Material Valorisation: Recovering valuable materials such as platinum, steel, ferrous metals, plastic, glass, etc. (5,150 tons of platinum annually)
 - Energy Valorisation: Using waste materials, including oils, as a means of energy production
 - Reuse: Retrieving automotive parts that maintain a similar function as new





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Stijn Vervoort





A value chain perspective



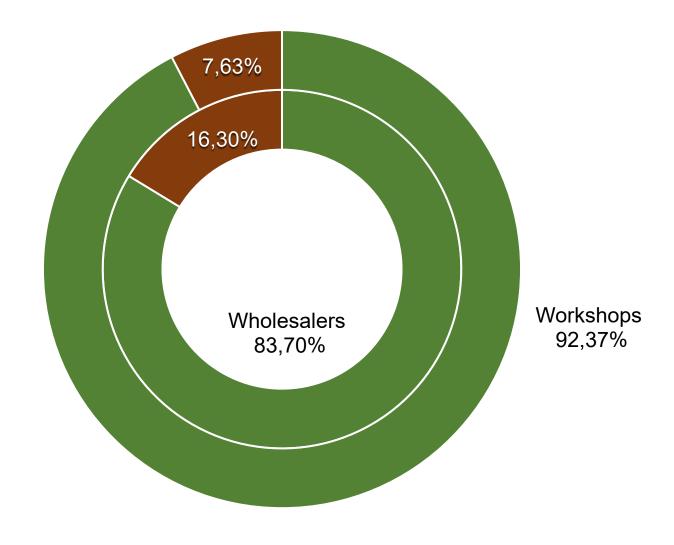
Forum on Automotive Aftermarket Sustainability

Stijn Vervoort, September 2025



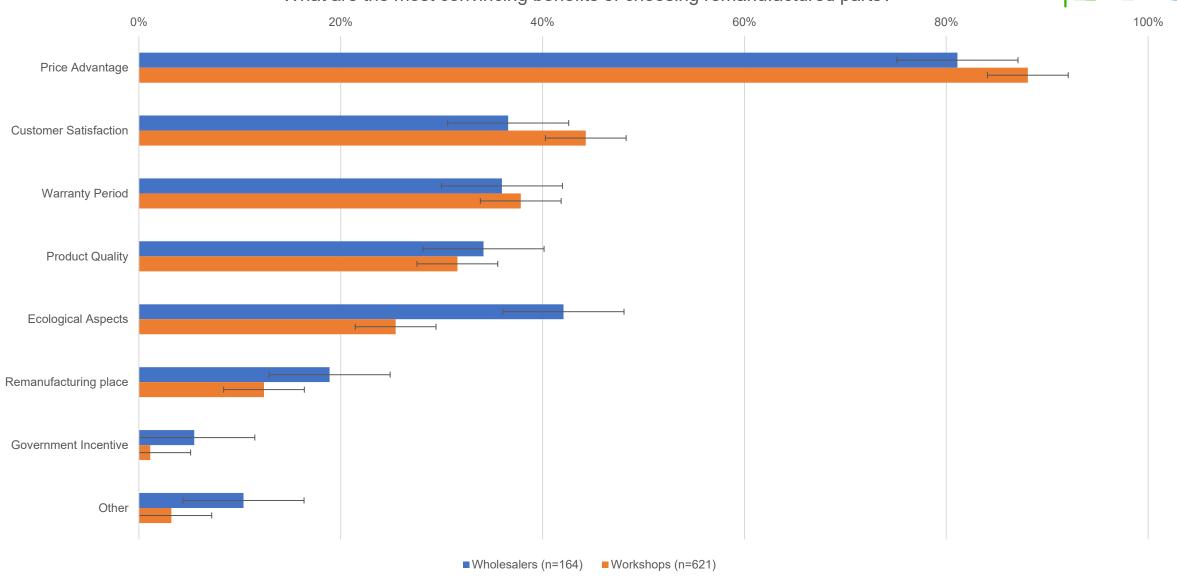
Do you currently offer remanufactured parts?





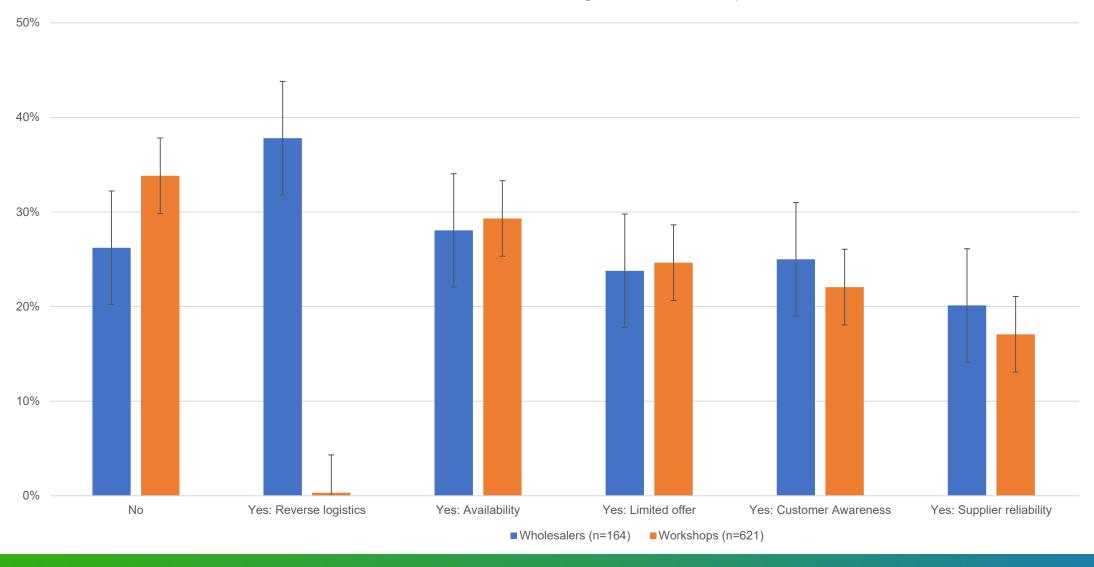


What are the most convincing benefits of choosing remanufactured parts?



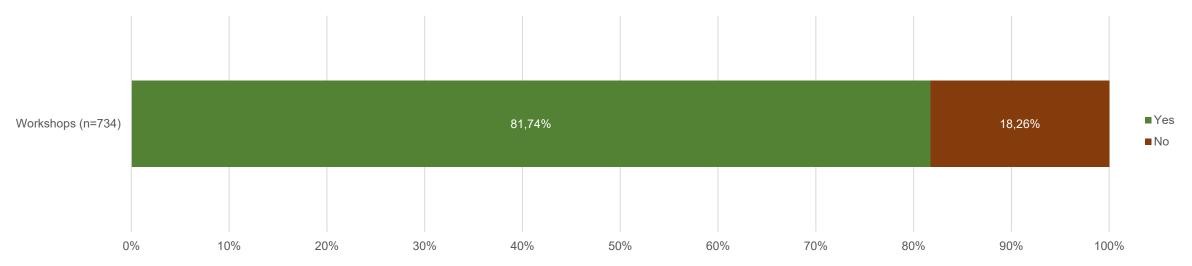


Do you face any challenges when selling remanufactured parts?

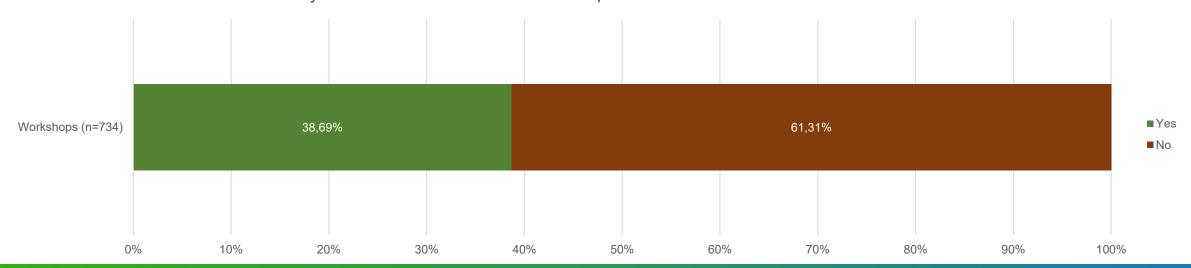






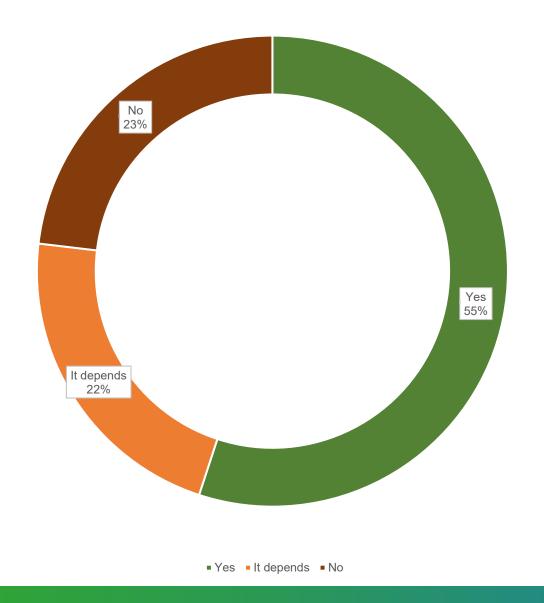


Do you communicate remanufactured products as CO2-efficient alternatives?











A value chain perspective



Forum on Automotive Aftermarket Sustainability

Stijn Vervoort, September 2025











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