

# Distribution networks

workshop equipment, parts and services

Several spare parts sales channels share the sizeable automotive aftermarket: all-makes spare parts distributor networks competing with the all-make approaches of manufacturer networks.

## All-makes automotive spare parts and service distributor networks

The vast majority of all-makes spare parts and service distributors in France are grouped together under brands owned by international trading groups or alliances



SALES OUTLETS BY VEHICLE PARTS AND SERVICE DISTRIBUTOR CHAIN IN FRANCE

2,057  
sites\*

Autodistribution VL	400
Alliance Automotive Group	877
Groupauto	350
Precisium	252
Pièces Auto	275
ID Rechange	274
Alternative Autoparts	190
Agra	150
LKQ - Van Heck InterPieces	100
API-Doyen	66

### Distributor alliances in France

- **The PHE group (Parts Holding Europe)**, its distributor chain Autodistribution VL (including 240 subsidiaries), its subsidiary Doyen-AP;
- **The AAG group (Alliance Automotive Group)**, its chains Groupauto, Precisium and Pièces Auto
- **The Nexus Automotive group** (with four founding shareholders - IDLP-Alternative Autoparts, Aniel, Apprau, ID-Rechange - and two additional shareholders: Exadis et Mannes)
- **The Agra-Autolia group,**
- **The group LKQ - Van Heck Interpieces.**

\*Source: Zepros, Sept. 2024

## DISTRIBUTORS IN 2024: 969 COMPANY OFFICES, STRONG RESILIENCE

The distribution of spare parts, electronic components and related services for cars and commercial vehicles it's:

969

head offices\*  
of independent distribution  
companies

who hold

3,000

sales outlets  
NAF code 4531Z

\*Source Akto, at the end of 2023

The companies encompass

500

workshops  
and technical  
platforms

The sector displayed remarkable stability  
over the space of year  
(971 companies at the end of 2022)

specialising in the latest automotive  
technologies (on-board electronics, driving  
aids, ECU maintenance and reprogramming)





## All-make activity of manufacturer warehouses and automotive networks

**+50**

**vehicle brands**  
are sold on the market, each  
with their network

**+5,000**

**dealerships and spare  
parts warehouses**

Over the past two decades, French carmakers in particular have launched a major offensive aimed at:

**THE ALL-MAKES MARKET, STARTING WITH THE CREATION** of the Motrio all-makes parts ranges at Renault and Eurorépar at PSA Peugeot-Citroën (at the turn of the 2000s).

**THE CREATION OF ALL-MAKES LOGISTICS DISTRIBUTION PLATFORMS IN THE 2010S**, the Distrigo distribution centres (Stellantis PSA+FCA group), with:

**38** regional  
platforms  
in 2024

**11** Stellantis & You  
subsidiaries

**27** independents  
run by  
20 investors

For Stellantis, Distrigo is also the listing and distribution centre for a complete collection of all-makes spare parts for the Group's distribution networks, including the FCA (Fiat Chrysler Automobiles) networks since 2023.

The two French groups now have strong organisations that compete with the network of all-makes distributors for their common customers, approved repair shops, dealers and body shops.

Competition is intensifying on the ground, which could lead to more pressure on the margins of all distribution players.

