

## THE **AUTOMOTIVE** INDUSTRY IN FRANCE



500,000  
people



4,000  
companies



€100 billion  
turnover



N°1 sector  
for filing patents



€5,2 billion  
in R&D



€5 billion  
in social contributions  
and taxes and duties  
paid by automotive  
industry companies

# PFA, AUTOMOTIVE INDUSTRY AND MOBILITIES

PFA, AUTOMOTIVE INDUSTRY AND MOBILITIES is a collective interest organisation, with the mission of consolidating and developing the 4,000 companies making up the fabric of the automotive industry in France, strengthening them in the face of international competition and the increasingly stringent demands of customers and regulations.

PFA compiles a vision of the major challenges faced by the sector in terms of innovation, regulations, standards, industrial competitiveness, skills and jobs. From that, it identifies actions, services and tools, to improve its overall efficiency and that of all the links that make up the chain.

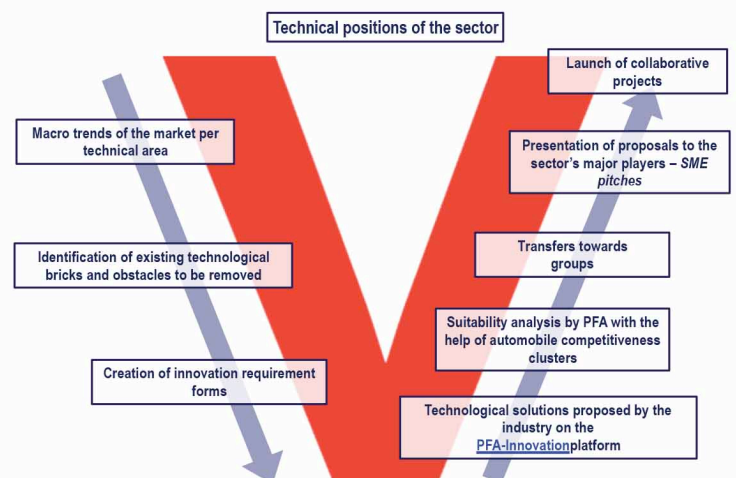
PFA in particular seeks to:

- Foster dynamic innovation, the engine of the sector growth, by piloting priority programmes and facilitating collaboration between the different actors
- Be proactive in the areas of regulations and standards, at national and international levels, to provide the sector's companies with the best possible conditions to develop
- Act so that the automotive industry can demonstrate its appeal
- Support the development of SMEs and mid-tier companies (management, international, performance, synergies, etc.) and accompany them strategically and operationally
- Build sustainable, trusting relationship and improve the quality of customer/supplier relations so as to create value for each actor involved
- Anticipate the skills required for the jobs of today and of the future, by improving the match between needs and training and thereby offering real development opportunities to the men and women of our industry and those who join it in the future.

## INNOVATION, A REAL STRENGTH OF THE AUTOMOTIVE INDUSTRY AND MOBILITIES SECTOR

To encourage innovation and involvement of SMEs and mid-tier companies, PFA has created a dynamic which links up the different actors from the sector. Through the definition of technical positions and roadmaps, major groups have laid out needs for innovation, to which SMEs and mid-tier companies can find solutions through innovation.

It is from this constructive collaboration, involving the whole sector that the new green, connected, autonomous but also affordable and exportable vehicle of the future will emerge.



**R&D programmes** piloted by PFA on green, affordable, autonomous and connected vehicles and on optimised carbon fibre, allow auto-makers to prepare the cars of the future.

## THE DEVELOPMENT OF SMEs AND MID-TIER FIRMS – A MAJOR TOPIC FOR THE SECTOR

The future of the 4,000 companies that make up the French automotive sector (500,000 jobs) will have a lot to do with the consolidation and development of SMEs and mid-tier companies, which represent the engine-room of employment and the future of the sector. Based on results from surveys on industrial performance and the quality of customer-supplier relations, the PFA has developed a range of actions, services and tools to develop a solid base of mid-tier companies and support innovative SMEs.

The survey on the quality of customer-supplier relations seeks to build collaborative, trusting relationships within the sector, and thereby create value for each player involved. It is based on precise indicators and companies assessments.

## PRODUCT LIFECYCLE MANAGEMENT – AN OVERALL DIGITAL APPROACH IN THE AUTOMOTIVE INDUSTRY

The VALdriv PLM (Value driven Product Lifecycle Management) programme seeks to develop solutions and services as close as possible to realities on the ground to accompany companies from the sector faced with the challenge of the digital world and help them to become more competitive.

- Shared processes, methods and tools
- A skill drive for all
- A lever for improved competitiveness

## ANTICIPATING SKILLS AND JOBS

Answering the requirements of the sector in terms of skills and jobs:

- Effectively bringing the corporate and training worlds closer together
- Mobilising all stakeholders at national and regional levels around a shared vision of needs (short, medium and long term), priorities (a strategy for the segment), and solutions (training mechanisms, development of labels, deployment of trade and qualification campuses for the automotive industry) for the long term.
- Fostering the growth of skills and jobs around the sector based on the educational challenges and the planetautomobile.com website.



## REGULATIONS AND STANDARDS

Through work groups bringing together experts from the companies concerned, PFA is building up technical positions for the public authorities and the French, European and international standards/regulation agencies. These positions mean that the voice of the French sector can be heard when European and international regulations are being developed. They help define what we mean by safer, cleaner, more autonomous, connected, economical vehicles.

Sharing and engaging simulations, tests or trials before a new regulation or standard comes out is the means chosen by the industrialists to contribute their expertise to those responsible for defining international standards and European regulations.

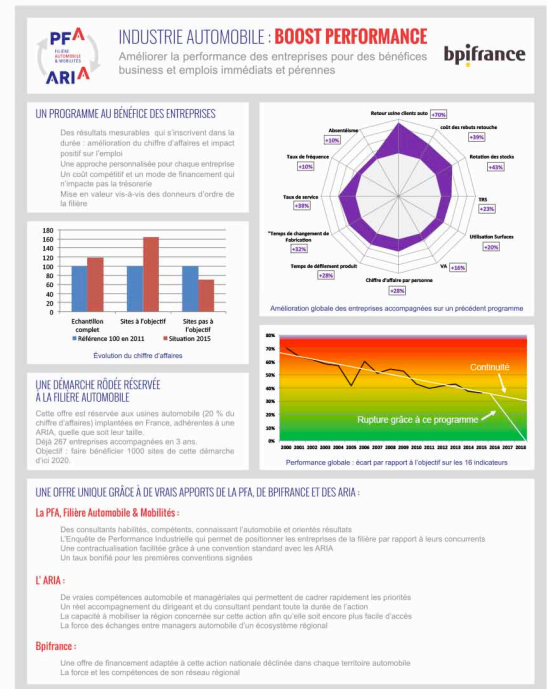


# INDUSTRIAL COMPETITIVENESS AS A TRIGGER TO PERFORMANCE

PFA coordinates the competitiveness improvement plan of industrial sites of mid-tier and SME companies: an industrial performance survey and the associated actions, support to ARIAs and collaboration with all actors from the sector to develop synergies at national level. Also, it is piloting the 'Automotive Industry 4.0' programme whose objective is to make a breakthrough to competitiveness and relaunch productive investment in the French supply chain.

Services introduced by PFA to help companies in their quest to improve competitiveness:

- The 'Boost Performance' programme seeks to improve performance of companies for quick, long-lasting business and employment benefits.
- Guides to support companies from the sector on maintenance, safety management, investment, performance measurement, lean approach, etc.



The **industrial performance survey** is intended to situate the companies involved in relation to industrial performance objectives of the sector, specified in the 'Automotive factories of the Future' programme. It is based on precise indicators and companies assessments.

## PFA'S RESOURCES

In its mission, PFA has access to resources and the support of executive managers of its founding members its founding members:

- The major French groups from the sector: PSA, Renault, Faurecia, Michelin, Plastic Omnium, Valeo
- Professional federations from the sector: CCFA (the French automotive manufacturer's committee), FIEV (the federation of the equipment manufacturers for vehicles), FFC (the French bodywork federation), FIM (the federation of mechanical industries), GPA (automotive plastics group), SNCP (national syndicate of rubber and polymers)

It uses dedicated centres of expertise and regional relay points which allow it to adjust the challenges of the sector and to develop services as close to the requirements of the playground as possible. These include:

- ARIA: regional automotive industry associations,
- Automotive competitiveness clusters: ID4CAR (Simulator of Ideas for specific Vehicles and sustainable mobility), LUTB (Transport & Mobility Systems), Mov'eo (Imagine Mobility) and the Vehicle for the Future cluster (Solutions for Vehicles and Mobilities of the Future)
- GALIA (an entity dedicated to improving supply chain in the automotive industry), SIA (Society of Automotive Engineers), VEDECOM (Institute for the decarbonated, interactive vehicle and its mobility), etc.

**PFA, Filière Automobile et Mobilités**  
HEAD OFFICE: 2 rue de Presbourg, 75008 Paris  
OFFICES: 79 rue JJ Rousseau, 92150 Suresnes

+33 1 41 44 94 30  
contact@pfa-auto.fr  
www.pfa-auto.fr

