

Press release

## Exotec automates the new logistics site of AAG, a major player in the distribution of automotive spare parts

*Exotec's Skypod technology will optimize the operational rate of AAG's future warehouse located in Saint-Fargeau-Ponthierry (77), while reducing its footprint.*

**Croix, June 20, 2022** – Exotec, a supplier and manufacturer of robotic solutions for warehouses, announces that it has been selected by Alliance Automotive Group (AAG), a European leader in the automotive aftermarket industry, to automate its future national warehouse, located in Saint-Fargeau-Ponthierry (77). Won over by Exotec's ability to accelerate the automation of its *supply chain*, AAG will deploy Exotec's *end-to-end* Skypod solution in the first half of 2023.

The logistics of spare parts in the automotive industry is a very demanding, high-precision mechanism that must respond quickly to the needs of aftermarket players. It requires efficient inventory management. It is undergoing a transformation and now incorporates challenges related to its carbon footprint.

AAG aims to make its Saint-Fargeau-Ponthierry site, called FIRST, the showcase of its operational excellence and its development, with next-generation warehouses equipped with cutting-edge technologies, to meet the needs of market professionals. With Skypod technology, Exotec offers a system that is scaled to the operations of this new site.

An entire unit of this next-generation warehouse will be automated by Exotec to respond to fluctuations in demand, particularly during peaks in activity or the launch of a range of new products such as those of the NAPA brand, the own brand of the GPC (Genuine Parts Company) group, which is the parent company of AAG. The flexibility of the Skypod system makes it possible to increase production capacities according to needs, and to optimize the *supply chain* while reducing storage space.

Reducing the energy footprint was also a determining factor in choosing Exotec's solution. The Skypod system makes it possible to reduce the footprint on the ground and is also distinguished by its low energy consumption (up to 80% less energy compared with traditional automated solutions) and its low noise pollution.

*"Exotec technology responds to our needs and our ambition to transform our supply chain, to make it more modern, flexible and modular. The operational efficiency and increased capacity to manage our logistical flows offered by this solution played a role in our decision", explains Eric Girot, Managing Director of AAG in France. "With this project, we are delighted to be the first in the sector to be able to serve our customers via this cutting-edge technological choice and the associated level of service. ».*

**Thomas Genestar, Managing Director of Exotec in Western Europe** : *" We are happy to participate, through our technology, in the transformation of a key player in the automotive*

## Press release

*sector. We are proud to support AAG in their ambition to respond to their business and operational challenges, while being committed to minimizing their energy footprint".*

**About Exotec**

Exotec integrates innovative robotic solutions for the warehouses of the biggest global brands. The company offers flexible warehouse automation to improve operational efficiency and profitability. Exotec's flagship solution, the Skypod system, uses robots that can reach a height of 36 feet to enable high-density storage and stock retrieval. Exotec supports more than 30 leading brands in the e-commerce, food, retail, manufacturing and third-party logistics (3PL) sectors. Exotec now employs more than 300 staff worldwide and aims to double its workforce by 2023. The company has secured \$477 million in financing from leading investors including Goldman Sachs, Bpifrance, 83North, Dell Technologies Capital, Iris Capital, 360 Capital Partners and Breega.

**About Alliance Automotive**

Alliance Automotive is a major player in the independent distribution of parts and supplies for the automotive and truck repair market. A subsidiary of the world leader in the sector, Genuine Parts Company, AAG has 4,500 employees in France who facilitate the daily work of thousands of repairers by providing them, through more than 0 local stores, with everything they need for the maintenance and repair of vehicles: Spare parts, Paint, Consumables, PPE, Workshop Equipment and Tools.

**Press contacts:****Edelman for Exotec**

Josselin Bénétreau – 06 10 81 23 48

Chloe Bock - 06 01 03 30 23

[ExotecFR@elanedelman.com](mailto:ExotecFR@elanedelman.com)

**Alliance Automotive Group**

Marie de Morcourt / Anne Lacassagne

[presse@allianceautomotive.fr](mailto:presse@allianceautomotive.fr)