TOGETHER FOR A SUCCESSFUL INDUSTRIAL FUTURE



www.gifec.org

GET TO KNOW THE GROUP

- **GIFEC**, **interprofessional Group** of manufacturers dedicated to the study of marketing.
- Created in 1972, the group is **50 years** old and operates under the status of a non-profit **association** in accordance with the 1901 law.
- GIFEC is composed of 47 members from **SMEs and large international groups**, all of which have manufacturing units in Europe.
- Our members are all **manufacturers** of industrial products and **partners of a network of distributors.**



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DISCOVER OUR MEMBERS COMMUNITY



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FOCUS ON THE 4 PRODUCT FAMILIES

1. MACHINING
2. POWER TRANSMISSION
3. ASSEMBLY AND TOOLING
4. EQUIPEMENT
   AND PROTECTION OF THE PERSON

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OUR MISSIONS : COMMITMENT AND ACTION



Being a recognized player in the industrial supplies market



Reflecting on best business practices and their evolution



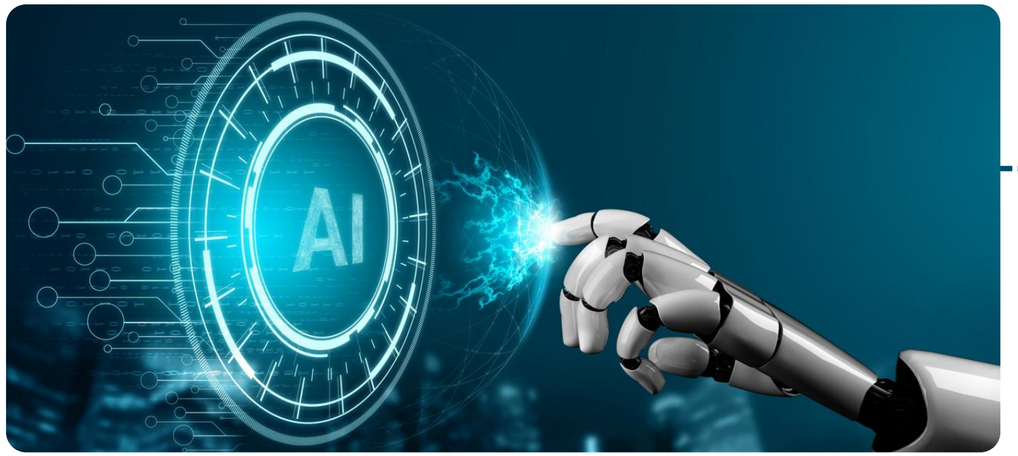
Uniting manufacturers and distributors in the European industrial supply market



Producing indicators and studies to understand and anticipate market trends

OUR PURPOSE

Study the evolution of the industrial market and marketing methods
in the face of major current challenges, including artificial intelligence:



SALES MARKETING :
New sales and management methods

INDUSTRIE 4.0 :
The factory of the future and the impact of artificial intelligence

LEGAL FRAMEWORK:
Commercial negotiations

NEW DISTRIBUTION METHODS:
E-commerce & marketplace

DECARBONISATION AND CSR FOCUS

MONTHLY ECONOMIC NOTE XERFI SPECIFIC



XE RFI Spécific

SUMMARY OF TURNOVER INDICATORS

January 2024
Newsletter 20

GIFEC

Power Transmission

Evolution of turnover index

GIFEC Turnover Index / DISTRIBUTION

	One month [1]	12 sliding months [2]	Year-to-date [3]
November 2023	+5,2%	+1,9%	+1,9%
December 2023	-7,8%	+1,2%	+1,2%

GIFEC Turnover Index / DIRECT

	One month [1]	12 sliding months [2]	Year-to-date [3]
November 2023	-15,5%	+2,7%	+2,3%
December 2023	-24,1%	0,0%	0,0%

[1] One month: year-on-year change in monthly turnover (turnover of the last month compared to the same month of previous year)
[2] 12 sliding months: annualised trend (average turnover over the last twelve months compared to the same twelve months of the previous year)
[3] Year to date: change since the year started (average turnover over the year-to-date months compared to the same months of the previous year)

XE RFI Spécific

Summary of Turnover Indicators
December 2023

GIFEC

MANUFACTURERS INDICATOR

Evolution of turnover index by family products and sector (total, direct and distribution).

DISTRIBUTORS NDICATOR

major industrial distribution groups have their own indicator

They help to provide a clear and precise vision of market trends :

CIR · DEXIS · GROUPE DORISE · efrapo · lechevalier · SOCODA Groupe · MOGRA · mabéo INDUSTRIES · RUBIX · RS · SEFI · RJInternational PREMIUM ORIGINAL COMPONENTS

HOW WE OPERATE

- **Share information on market** trends : improve our capacity to innovate, our competitiveness in a sector, etc.
- **Expand our skills :** participate in workshops or training courses, attend expert conferences, etc.
- **Access topics relevant to all** businesses : learn about cross-functional topics, share best practices, etc.
- **develop growth strategies** with distribution: collaborating to better meet market expectations



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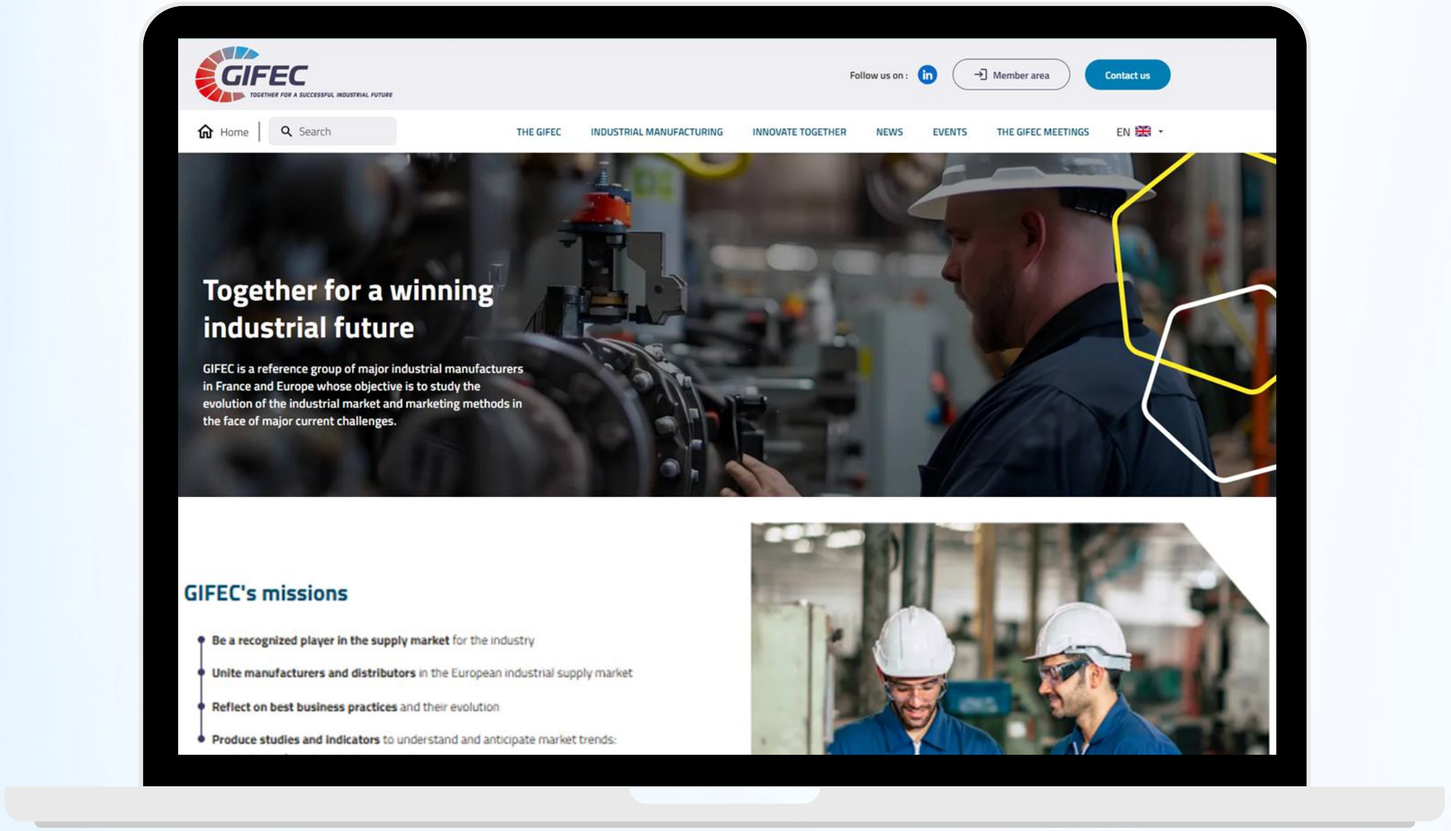
OUR WEB SITE



Our website is evolving:
A new dynamic website in French and English that highlight our reason for being, purpose and latest news.

https://www.gifec.org/en

CONNECT, SHARE AND EXCHANGE

The “ Rencontres du GIFEC”

- Held every 3 years in a prestigious location, "Les Rencontres" is a major event that brings together 200 participants
- Well-known speakers animate the evening on topical themes.

Watch the last event video 2025



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CONNECT, SHARE AND EXCHANGE

2025 GIFEC meetings

- the 17th edition of "GIFEC Meetings" were held on 22 May in Marseille at the Palais du Pharo.
- It brought together in this prestigious place quality speakers, all distributors of industrial supplies and all the manufacturers who are members of Gifec.
- Well-known speakers led the evening on the following topic: *“What will be the impact of AI in our companies and on the future of our organizations?”*







headlining Mazarine Mitterrand Pingeot and d’Asma Mhalla

[Watch our wrap-up video with some highlights]

CONNECT, SHARE AND EXCHANGE

Club Export :
Exchanges and strategies

- Follow the export opportunities,
- Organize joint missions abroad.



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6 meetings per year

- Face to face or video
- Keynote by an expert on a current topic
- Presentation of a distributor
- Presentation by a member company







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CONNECT, SHARE AND EXCHANGE

an annual convention : collaboration et actions

- An annual congress that brings together all members.
- To deepen the work themes
- To define GIFEC's medium-term actions.



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CONNECT, SHARE AND EXCHANGE

An annual general meeting

- organized on the industrial site of a member







2024 Emerson in Bonneville and 2023 Trelleborg in Clermont Ferrand

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GOVERNANCE :
ORGANIZATION AND OPERATION

Co-President



Olivier BLANC
Sam outillage

Co-President



Serge TEYSSIER
Trelleborg

Vice-president



Stéphane TESSE
Wika

Vice-président



Antonio MARIANO
Gates

Treasurer



Hervé POULMAR
Optibelt

General secretary



Nathalie BOCQUET
GIFEC

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GOVERNANCE :
ORGANIZATION AND OPERATION

BOARD MEMBERS

Christian BELLONE
IWIS France

Christophe LORDET
NTN

Dominique PAGNIEZ
Tubesca-Comabi

Hycham EZBIRI
Enerpac

BLUMENROEDER Christele
Walter tools

Pierre-François BEYRAND
SKF

Jean-François LYONNET
T2S

Walter GOURMAND
Parker

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INSTITUTIONAL RELATIONS



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