



# **OICA membership**

## **Restructuring and membership fees**

OICA General Assembly

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# OICA membership: general considerations

- **Delete the distinction full/associated member since this does not reflect OICA work methods: all members should be equal**
  - ➔ **Will however entail revision of the OICA Statutes/Bylaws ➔ Proposals will be introduced in 2020**
- **Some current "associated" members in fact do (substantially) produce vehicles and should therefore be considered identically to other members**
  - ➔ **Fee increase could be spread over several years for smoother transition**
- **Some current full members in fact do not produce (anymore) vehicles and should therefore be considered identically to other members with zero production**
- **Current OICA Statutes allow only one member association per country (unless the ≠ associations represent ≠ vehicle categories) ➔ should this continue or could membership be opened up to more associations per country ?**



# OICA motor shows: general considerations

- **Classical motor shows are losing ground:**
  - ➔ OEMs have other communication/marketing methods
  - ➔ OEMs are reducing participation
- **Current OICA motor show rules still do not reflect full reality:**
  - ➔ 2015 revision still severely limits the OICA accreditation (# per country per year per category)
  - ➔ Leads to situation that shows are accredited/not accredited depending on the edition
- **Current OICA motor show rules may need adaptation to reflect the changing world:**
  - ➔ **Need to maintain limitation of show accreditations?**
  - ➔ **Need to maintain distinction shows "with/without headquarter involvement"?**
  - ➔ **What can be done to improve attractiveness of motor shows on OICA Calendar?**



# Incomes

- **Current calculation method for the membership fee became effective in 2006**
- **In 2006, the total membership fees amounted to 928,550 € for 42 members and a production of > 64 million vehicles**
- **In 2019, the total membership fees amounted to 1,054,600 € for 38 members and a production of > 86 million vehicles**
  - ➔ **Calculation method has remained unchanged since almost 15 years**
  - ➔ **Total OICA members' production increased by 34%**
  - ➔ **Total OICA membership fees increased by only 13,5 % over an almost 15 years' period, i.e. less than 1% per year!**
- **Some fees are missing due to economical or even political reasons**
- **OICA is facing increasing costs and available reserves are approaching minimum level**
  - ➔ **Normal operating expenses are not covered by normal incomes anymore**
  - ➔ **Exceptional expenses (studies, special projects, etc) will need exceptional financing!**
- ➔ **Time is ripe for a re-evaluation of OICA's membership and a restructuring of the incomes in order to safeguard the future, both for membership fees and motor show contributions**



# Some draft ideas

- **New Category combining current associated members + members with zero or very low (e.g. 50,000 vehicles/year?) production (Switzerland, Ukraine, Australia, ...):**
  - ➔ **Low fixed fee**
- **New Category for low production (e.g. 50,000 to 100,000?):**
  - ➔ **Fixed fee (somewhat higher than above)**
- **Current associated members with substantial production:**
  - ➔ **Foresee gradual and smooth increase over time**
- **Other members:**
  - ➔ **Maintain current calculation system of Fee = Fixed part + Production based part**
  - ➔ **Foresee increase in order to gradually improve incomes**
- **>1 member/country, with ≠ vehicle categories: separate production figures**
- **> 1 member/country, with = vehicle categories**
  - ➔ **Each member accounts for production of its own members, with possibly split among common manufacturers**



# Conclusion

- **Several ideas currently under development:**
  - ➔ **Adapt OICA structure and functioning**
  - ➔ **Safeguard/improve OICA incomes**
  
- **Some of them will need revision of OICA statutes and/or of motor show rules**
  
- **Proposals will be submitted in due time for adoption**