



INSTITUTE OF THE  
MOTOR INDUSTRY

# Annual General Meeting 2016

*Fanshaws*



@the\_IMI

“A bend in the road is not the end of the road... Unless you fail to make the turn.”

*Helen  
Keller*

Increase in income from the sale of IMI products to replace income previously derived from Government funded projects.

Income has increased again year on year:

- Total turnover for the year of £8,160,700
- Total turnover for 2014/15 of £7,351,883

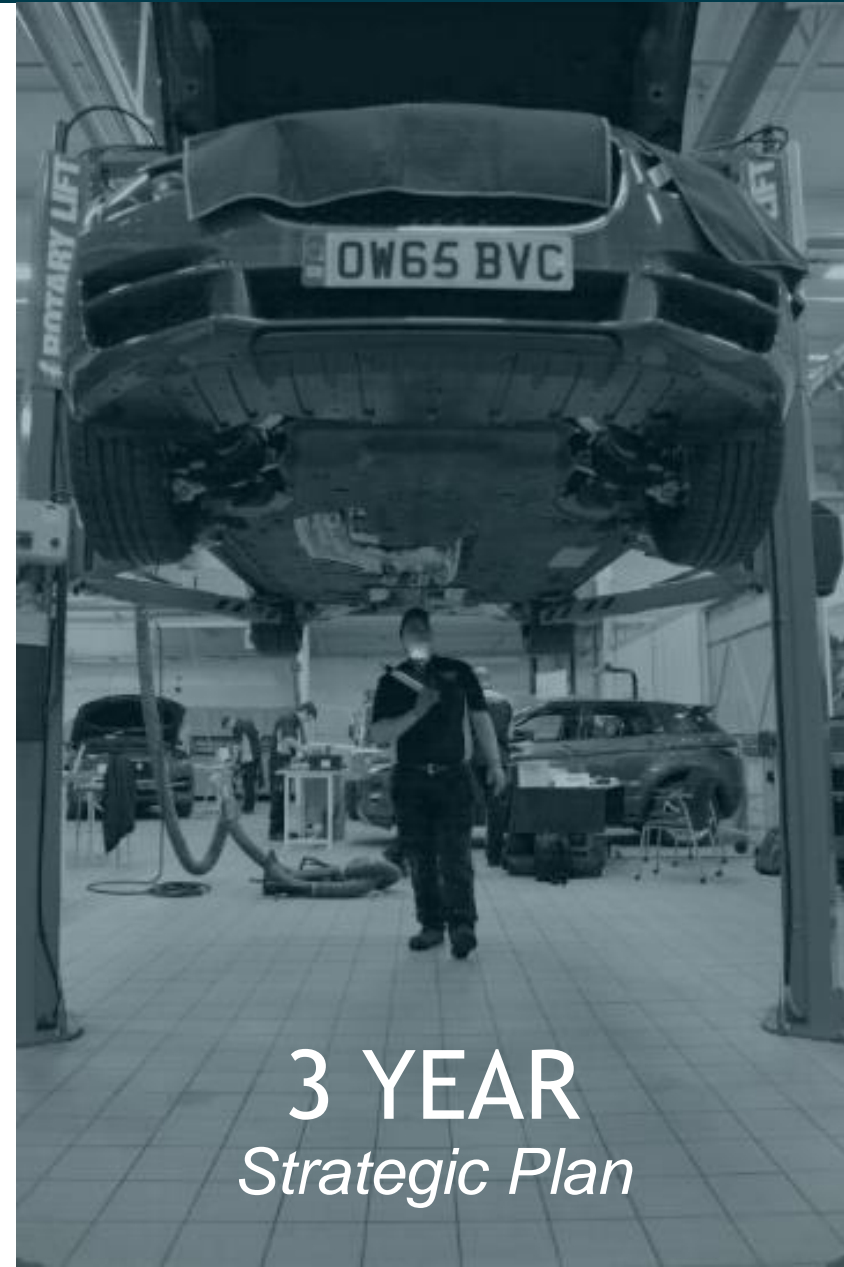
This represents a real growth in commercially earned income of one and a quarter million pounds.





- A strong performance from awarding fees reflecting in steady growth of IMI Approved Centres providing IMI Qualifications in the UK.
- Apprentice Certification income more than doubled and Accreditation fees rose by £49,000.
- IMI Awards was closed down during this financial year and the IMI became the awarding body.

- The three-year strategic plan allowed for recurrent but declining loss over the three years, supported by reserves of the organisation.
- The loss for year two of the strategic plan was less than £1m and represents a 30% decrease on the previous year.
- Without costs involved in the awarding body application process and the necessary investment in the Business Transformation programme the decrease would have been greater.



**3 YEAR**  
*Strategic Plan*



Congratulations to IMI for having achieved 69<sup>th</sup> position in the prestigious Top 100 Best Companies to Work For Awards during this year of change. This is a significant accolade for the organisation.



The banner features a background image of a person in a workshop holding a gear. The IMI logo and 'STUDENT MEMBERSHIP' text are in the top left. A search bar and 'LOGIN' button are in the top right. A navigation menu includes 'SUPPORT', 'TECHNICAL', 'JOBS', 'VIDEO', 'DISCOUNTS', and 'CONTACT US'. The main headline reads 'IMI STUDENT MEMBERSHIP' with the tagline 'Where automotive excellence begins'. A search bar below the headline contains the text 'Search IMI student membershi'. The bottom section is a green bar with three icons and their descriptions: a star for 'SUPPORT' (Develop Yourself Through Your Learning), a lightbulb for 'TECHNICAL' (Expand your knowledge with our technical information), and a briefcase for 'JOBS' (Search, apply and interview for your dream job).

**IMI** STUDENT MEMBERSHIP

Search

SUPPORT TECHNICAL JOBS VIDEO DISCOUNTS CONTACT US

## IMI STUDENT MEMBERSHIP

Where automotive excellence begins

Search IMI student membershi

**SUPPORT**  
Develop Yourself Through Your Learning

**TECHNICAL**  
Expand your knowledge with our technical information

**JOBS**  
Search, apply and interview for your dream job

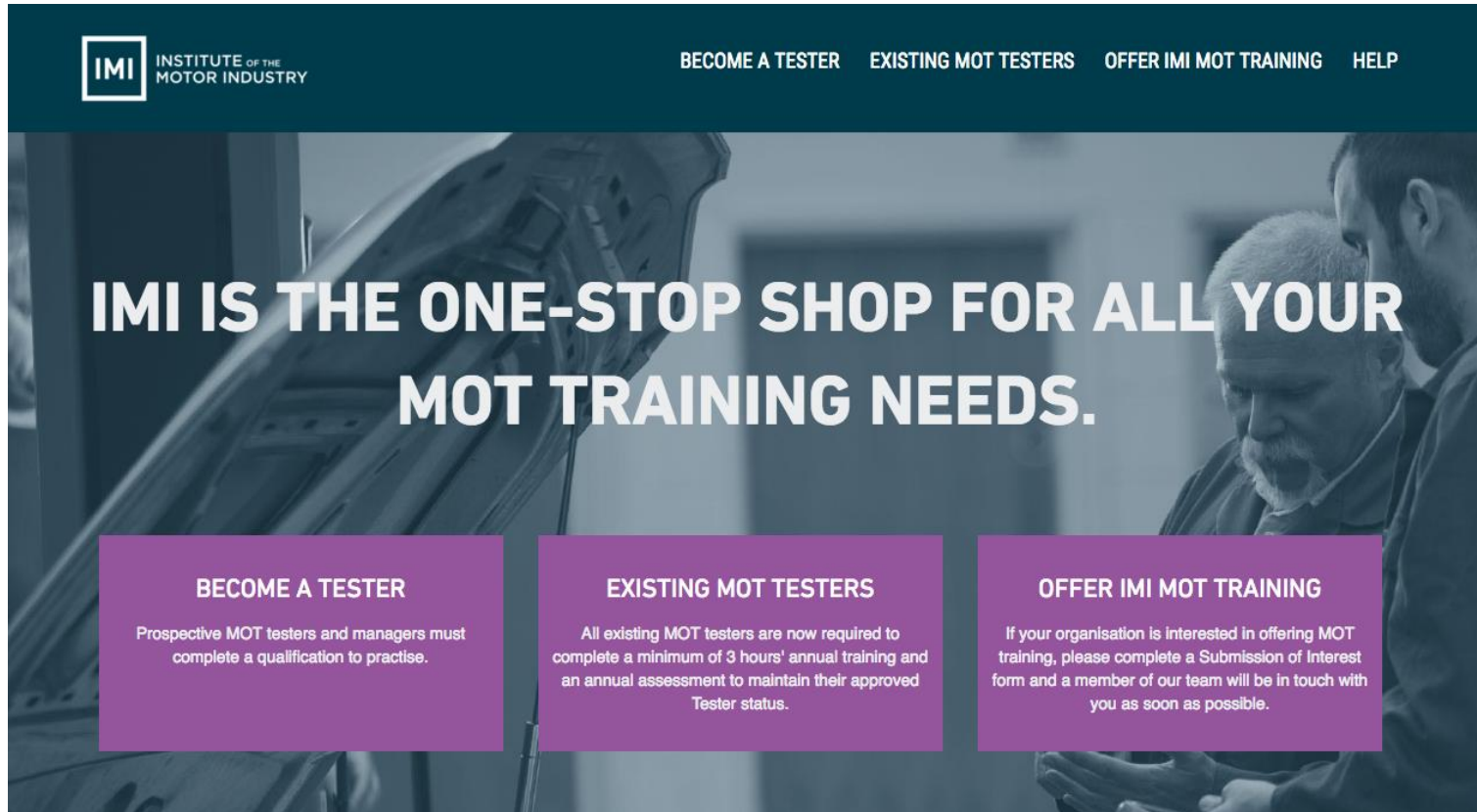
IMI introduces free Student Membership. It is part of a much bigger plan to transform our wide network of customers and associates to create a significant body of membership for the future.

# Diversification of the IMI offer

IMI has burst onto the international motor industry scene through a burgeoning relationship with Automechanika.







The screenshot shows the IMI website homepage. At the top left is the IMI logo and the text 'INSTITUTE OF THE MOTOR INDUSTRY'. To the right is a navigation menu with links: 'BECOME A TESTER', 'EXISTING MOT TESTERS', 'OFFER IMI MOT TRAINING', and 'HELP'. The main content area features a large background image of a car with its hood open and two men looking at it. Overlaid on this image is the headline: 'IMI IS THE ONE-STOP SHOP FOR ALL YOUR MOT TRAINING NEEDS.' Below the headline are three purple boxes, each with a title and a short paragraph of text.

**IMI** INSTITUTE OF THE MOTOR INDUSTRY

BECOME A TESTER   EXISTING MOT TESTERS   OFFER IMI MOT TRAINING   HELP

## IMI IS THE ONE-STOP SHOP FOR ALL YOUR MOT TRAINING NEEDS.

**BECOME A TESTER**  
Prospective MOT testers and managers must complete a qualification to practise.

**EXISTING MOT TESTERS**  
All existing MOT testers are now required to complete a minimum of 3 hours' annual training and an annual assessment to maintain their approved Tester status.

**OFFER IMI MOT TRAINING**  
If your organisation is interested in offering MOT training, please complete a Submission of Interest form and a member of our team will be in touch with you as soon as possible.

No other awarding body is able to provide the qualifications, annual training and annual assessment all with online solutions that save vital time and money for businesses across the UK.



Out of 250,000 Technicians  
only 1000 are qualified  
to work on HEVs

# #MOTORCAREERS



Drive Growth

World Leading  
Awarding Body

World Leading  
Professional Body

Develop bespoke  
IT systems

Build successful  
careers

Governance,  
Resources,  
Culture



Awards that the IMI has made to individuals who have provided a great service to the motor industry:

- Richard Burden MP
- Joe Greenwell CBE
- Beverley Bell
- Paul Killingsworth
- The National Association of Motor Auctions
- Tony Ball MBE

Thank you



**A LOOK  
BACK**

To view the online version of the IMI Annual Report 2016  
visit [www.theimi.org.uk/landing/annual-report](http://www.theimi.org.uk/landing/annual-report)