



INSTITUTE OF THE
MOTOR INDUSTRY

IMI Annual General Meeting 2019

30.10.2019



2019 Highlights

- Professional service to both IMI members and the automotive industry
- IMI's response to increased competition and radical changes in the sector
 - Acknowledging change and seeing the results



Financial Performance



1%

Down on last year

- Turnover of £9.3m compared with a turnover of £9.4m in 2018.
- Profit for the year, before restructuring costs of £272k was £413k.
- Turnover was down by 1% compared to last year.
- Due to lower than expected apprenticeship numbers and take up of the new standards.
- Overall performance was helped by the international business and the MOT eLearning products, and financial initiatives.

Membership

- The IMI remains the only professional and awarding body in the motor industry (since 1920)
- Throughout 2018/19, the IMI's membership network stood at a historically high level of c.63,000 members
- Well done and thanks to all involved



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Flexibility and innovation of our team

- Constant review of over 350 regulated qualifications, around 25 accreditations and numerous quality assured programmes
- Leading as new and emerging technologies are introduced
- Electric and hybrid qualifications and accreditations used in the UK and internationally by manufacturers and independent operators alike



Effective thought leadership & international

- IMI role as the automotive industry's professional body, is to provide a voice and represent the interests of our members to those in Government and the wider Automotive Industry
- Proposals for the regulation of technicians working on high voltage and advanced driver assistance systems and autonomous and connected vehicles
- Strengthened partnership with Lucas-Nuelle



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Objectives

- Our Purpose is Your Success – ensure clear focus
- Grow membership and demonstrate clear benefit and value
- Continue to develop new business and income models to secure long-term future
- Increase effectiveness as a public voice on behalf of the industry
- Further develop international markets
- Continue to develop innovative products and services
- Encourage everyone in the organisation to think creatively and embrace innovation



Worldskills

- Last year more than 450 students and apprentices from across the UK entered the IMI Skill Auto competition
 - 32% increase in female participation

Winners

- For the second time a finalist from UK Skill Auto won a silver medal at an international level in Refinishing at the 2019 Worldskills Live competition in Kazan



Ben & Centenary

- The IMI supports BEN - the automotive charity, through payroll giving, fundraising and supporting their annual events
- The IMI donates to local community, charity and school events, raising a total of £13,780 last year
- Additional fundraising: Age UK, The British Heart Foundation, McMillan Cancer Support, Save the Children and the RSPB





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