

# V International Forum AUTOMOTIVE INDUSTRY AND AUTOCOMPONENTS MARKET IN RUSSIA

# 25 August, 2014, Moscow, Expocentre

## Programme

General Partner



THIS PROGRAM IS SUBJECT TO CHANGE Foyer of the Conference hall 1, Pavilion 8, lower level **10:00 REGISTRATION** Coffee break hall, Pavilion 8, lower level 10:00 - 10:30 Welcome coffee break Conference hall 1, Pavilion 8, lower level 10:30-12:00 WELCOME AND OPENING REMARKS PLENARY SESSION: THE LATEST TRENDS IN THE RUSSIAN AUTOMOTIVE INDUSTRY Moderator: Frank Schauff, CEO, Association of European Businesses The latest policies of the Russian Government in the automotive industry Renault Russia success story Continental investments in Russia (Tires, Automotive and ContiTech divisions) Turkish Automotive Industry and the Activities in Russia Participants: Alexandr Morozov, Director of the Transportation and Automotive Department, Ministry of Industry and Trade of the RF Nicolas Remise, Strategic Planning and Partnerships Director Renault Russia, Vice-President for Strategy Planning and Partnerships Eurasia Region Jaron M. Wiedmaier, General Director, Continental Tires RUS LLC ŞÜKRÜ TETİK, OİB Board Member Coffee break hall, Pavilion 8, lower level 12:00-13:00 LUNCH 12:00-13:00 OPENING CEREMONY OF AUTOMECHANIKA Conference-hall 3, Pavilion 8, lower level Conference-hall 4, Pavilion 8, lower level 13:00 - 14.30 IMPROVING RESULTS OF IN-DEALER SERVICE 13:00 - 14.30 SUPPLY CHAIN OPTIMIZATION FOR PARTS WITHIN RUSSIA DEPARTMENTS MODERATOR: Tatiana Kofanova, Tax Director, Deloitte, Alexander Pogosyan, Manager, Deloitte MODERATOR: David Lane, Managing Director, Tablogix Car service Market Review: structure, volumes, trends Creating Effective Supply Chains in Automotive Best practices in customer service Logistics optimization case studies Post warranty segment - the only fast growing segment in Contemporary technologies at the customs clearance of Russian Automotive market (midterm). Workshop loyalty automotive components build programs for post warranty customers.

- IT technologies
- Pace of development of passenger cars full service leasing in Russia

Participants:

- Sergey Udalov, Executive Director, Autostat
- Thomas Rothe, Customer Service Director, Mazda Motor Rus
- Dmitry Rotkin, General Director, Belyi Servis
- Elena Palienko, Project manager, VW
- Leonid Sysoev, Commercial Director, ALD Automotive

David Lane, Managing Director, Tablogix

Kuehne + Nagel (LLC)

Participants:

implications

Alexei Missailov, Commercial Director, Parkline Logistic

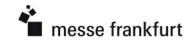
Overages and shortages in the customs declaration. Legal

Eugeny Rylov, Business Development Manager Automotive,

Vladimir Tchikine, Partner, Goltsblat BLP

Coffee break hall, Pavilion 8, lower level

Organizers: Messe Frankfurt RUS The ITE Group Association of European Businesses







Association of European Businesses



#### 14:30-15:00 COFFEE BREAK

#### Conference hall 1, Pavilion 8, lower level

#### 15:00-16:30 PLENARY SESSION: SUPPLIER AND AFTERMARKET DEVELOPMENT IN RUSSIA

MODERATOR: Andrey Tomyshev, Automotive Sector Leader, EY (CIS) B.V.

- Localization issues in Russia
- Waste management: producer responsibility model
- Parallel imports: trends in the regulation of parallel imports, pros and cons from the perspective of antimonopoly regulation and holders' rights protection mechanisms
- Patent law. IPR aspects
- International harmonization of requirements for emergency response systems (e-call)

Participants:

- Andrey Tomyshev, Automotive Sector Leader, EY (CIS) B.V
- Benjamin Willot, Chairman of Tire Producers Committee, CEO Goodyear Russia,
- Wilhelmina Shavshina, Legal Director, Head of Foreign Trade Regulation at DLA Piper, Deputy Chair of the Transport and Customs Committee of the Association of European Businesses <u>and</u> Elena Kurchuk, Counsel, Head of DLA Piper's Russian Competition Practice
- Yuri Pylnev, Patent lawyer, Baker and McKenzie
- Denis Zagarin, Deputy General Director, Director of the FSUE "NAMI",

#### 16:30-18:00 RECEPTION

# Direct negotiations between car components manufacturers, car-makers and wholesale buyers

A special session of **direct negotiations between car spare parts manufacturers and car components manufacturers, carmakers and wholesale buyers** will be held in the scope of the Forum Programme.

Date held: August 25, 2014, 15.00-18.00 Location: CEC Expocentre, Pavilion No. 8, Moscow

#### Event format:

B2B meetings of car-makers and wholesale buyers with car components manufacturers. The timetable of meetings is agreed with the Exhibition Organizing Committee in advance. Before the event all negotiating parties will get an individual timetable of meetings. Duration of each meeting: 15 minutes.

## How that works

We get Executive Officers and Managers of Procurement Departments together.

You arrange to see required Buyers in particular time in advance. A timetable of meetings is drawn-up.

In the prescribed time you come to the individual table and make a commercial proposal to the Buyer, then you make the next commercial proposal and so on.

For car components manufacturers it is an opportunity to conduct negotiations on supplies for 1 day at single hall without wasting the time.

For car-makers and wholesale buyers it is an opportunity to:

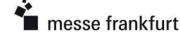
- > Compare commercial proposals
- > Find new suppliers
- Get acquainted with newly-designed products first

Their participation in B2B meetings have already confirmed **Avtotor, Renault Russia, Sollers, Great Wall, Werner Werkzeug, Avtopartiya, Crown Distribution, Radian M, Attika, BN-Motors, Globus77, Promtraktor, etc.** 

## **Continental Press Conference**

Date held: 25 августа 2014 года, 10.15-10.45 Location: CEC Expocentre, Pavilion No. 8, Moscow

In the scope of «Automekhanika 2014» exhibition and international Forum «Automotive industry and Autocomponents market in Russia», Continental will be holding a press conference, dedicated to the introduction of the new studless winter tires ContiVikingContact 6.







Association of European Businesses