

V International Forum AUTOMOTIVE INDUSTRY AND AUTOCOMPONENTS MARKET IN RUSSIA

25 August, 2014, Moscow, Expocentre

Programme

General Partner



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 DEPARTMENTS

MODERATOR: Tatiana Kofanova, Tax Director, Deloitte, Alexander Pogosyan, Manager, Deloitte

- Car service Market Review: structure, volumes, trends
- Best practices in customer service
- Post warranty segment – the only fast growing segment in Russian Automotive market (midterm). Workshop loyalty 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*

13:00 – 14.30 SUPPLY CHAIN OPTIMIZATION FOR PARTS WITHIN RUSSIA

MODERATOR: David Lane, Managing Director, Tablogix

- Creating Effective Supply Chains in Automotive
- Logistics optimization case studies
- Contemporary technologies at the customs clearance of automotive components
- Overages and shortages in the customs declaration. Legal implications

Participants:

- *Eugeny Rylov, Business Development Manager Automotive, Kuehne + Nagel (LLC)*
- *David Lane, Managing Director, Tablogix*
- *Alexei Missailov, Commercial Director, Parkline Logistic*
- *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 and 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, car-makers 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.

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