

RUSSIA

AUTOMOTIVE

SUPPLIER

CONFERENCE

November 10 to 11, 2009

Focus The Changing Face of the Russian Automotive Industry –
Opportunities for International Suppliers

Confirmed Speakers (among others) **Bo Andersson**, Chairman, BoD, GAZ
Mark Adams, Vice President Purchasing, Toyota Europe
Erik Eberhardson, Chairman & Founder, Scandinavia Capital B.V.
(until July 2009: Chairman, BoD, GAZ)
Hartmut O. Hengstwerth, Country Director, Delphi Russia
Damir Kaschapow, Vice President Purchasing, Avtovaz Group
Rishat Kaviev, Director Purchasing & Logistic, Kamaz
Nikolay Khodosevich, Purchasing Director, Sollers
(former Sewerstal Awto, Partner of Fiat and Isuzu in Russia)
Berthold Kraus, Corporate Purchasing Procurement International
Eastern Europe, Robert Bosch
Hans-Jürgen Michel, General Director, General Motors Awto
Alexey Lvovich Rakhmanov, Director of the Department of Automotive
Production and Agricultural Engineering, Ministry of Industry and Trade
Miroslav Vlasak, Member of the Board of Management /
Director Procurement, Volkswagen Rus
Alexander Zaytsev, Senior Purchasing Manager, Ford Motor Company

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Changing Market

As component and equipment supplier as well as service provider of the automotive industry Russia can not be ignored anymore.

Stronger than other growth markets Russia was hit by the effects of the financial crisis. However, in the strategic significance of the Russian market especially for European enterprises nothing has changed.

Automobile manufacturers and suppliers face the challenge of positioning themselves in the global growth markets where Russia is presumed to play a key role: Fiat, Ford, General Motors, Toyota, Volkswagen amongst others already set up capacities in Russia and requested their suppliers to follow. At the same time leading domestic manufacturers face new challenges and undertaking significant restructuring programmes.

Transparency and Contacts

Hence, there is much interest in information about the development of the Russian automotive industry, performance and structure of the Russian supplier industry market and sourcing strategies of Russian as well as international automobile manufacturers and suppliers or the setup of a local production in Russia.

These topics – among others – will be discussed in presentations, Q&A sessions and informal round tables with the representatives of the Russian and international automobile manufacturers and suppliers.

Participants

A perfect platform to meet potential customers, suppliers and service providers.

Representatives from automobile manufacturers, component and equipment suppliers as well as service providers.

Boards of directors, members of management, as well as leading personnel from purchasing, sales, engineering, finance and logistic departments.

Participation of 250 Russian and international companies is expected.

PROGRAM

NOVEMBER 10, 2009

Moderation: Dirk Meyer, Managing Partner, Forum Russland

9:00 Registration

9:50 Welcome

10:00 **The Effects of the Global Financial Crisis on the Development of the Russian Economy**

Prof. Dr. Andre Zverev, Minister Counsellor, Head of the Commercial and Economic Section, Botschaft der Russischen Föderation

10:30 **The Political and Economic Framework for Local and Foreign Automotive Manufacturers and Suppliers**

Alexey Lvovich Rakhmanov, Director of the Department of Automotive Production and Agricultural Engineering, Russian Ministry of Industry and Trade

PANEL I Present and Perspective of the Russian Automobile Industry

11:00 Andrey Komarov, Director Assurance Consumer Industrial Products, PricewaterhouseCoopers Russia

11:30 **The Changes of the Automotive Industry in Russia from the Point of an International Supplier – Winners and Losers**

Hartmut O. Hengstwerth, Country Director, Delphi Russia

12:00 Lunch

Individual Meetings with Mark Adams, VP Purchasing, P&M und Yuji Ando, Lead Coordinating Executive of Purchasing, Toyota Europe by arrangement.

13:30 **Performance of the Russian Supplier Industry – Characteristics by Working Together with Russian Suppliers**

Berthold Kraus, Corporate Purchasing Procurement International Eastern Europe, Robert Bosch

PANEL II Market and Sourcing Strategies of Foreign Automobile Manufacturers in Russia

14:00 Miroslav Vlasak, Member of the Board of Management / Director Procurement, Volkswagen Rus

14:30 Hans-Jürgen Michel, General Director, General Motors Avto

15:00 Alexander Zaytsev, Senior Purchasing Manager, Ford Motor Company

15:30 Panel Discussion with the Speakers and Mark Adams

16:00 Coffee Break / Individual Meetings with the Speaker from Panel II

PANEL III Doing Business

Moderation: Daniel Kast, Regional Sales Partner East, PricewaterhouseCoopers

16:30 Investment Strategies for Component Manufacturers in Russia – Risks, Effectiveness, Control

Erik Eberhardson, Chairman & Founder, Scandinavia Capital B.V.
(until July 2009: Chairman, BoD, GAZ)

17:00 Customs and Duties for the Automotive Industry

Natalia Sherbakova, Partner, Tax Services, Automotive Practice,
PricewaterhouseCoopers Russia

17:30 Labour Bottleneck: Availability, Recruitment and the Development of Salaries

Michael Germershausen, Deputy Managing Director, Antal International-Russia

18:00 Legal specifics: Together with a Russian Partner under the new Russian corporate law

Alex Stoljarski, Lawyer, Beiten Burkhardt Moscow

19:30 Dinner on Invitation of PricewaterhouseCoopers

NOVEMBER 11, 2009

Moderation: Dirk Meyer, Managing Partner, Forum Russland

from 8:15 Registration
8:50 Welcome

PANEL IV The Setup of a Local Production – Progress Reports

9:00 – Together with a Russian Production Partner

Bernhard Wolf, Executive Vice President Market, Woco Gruppe

9:30 – Within a Joint Venture with a Local Partner

Detlev Bartels, CEO, Saargummi Technologies

10:00 – With a 100% Affiliated Company

Olaf Hahn, General Manager, Anvis

10:30 Coffee Break

PANEL V Market and Sourcing Strategies of Russian Automobile Manufacturers

11:00 Dr.-Ing. Frank D. Wende, First Deputy Chairman of The Board,
Director Strategy and Development, United Automotive Technologies (UAT)

11:30 Damir Kaschapow, Vice President Purchasing, Avtovaz Group

12:00 Bo Andersson, Chairman, BoD, GAZ

12:30 Lunch / Individual Meetings with the Speaker from Panel V

14:00 Nikolay Khodosevich, Purchasing Director, Sollers (until 2008 Sewerstal
Awto, Partner of Fiat and Isuzu in Russia)

14:30 Rishat Kaviev, Director Purchasing & Logistic, Kamaz
Roman Mugerman, Deputy Director Procurement, Marketing & Quality, Kamaz

15:00 Panel Discussion with the speakers from Panel V

15:30 End of Conference

RUSSIA AUTOMOTIVE SUPPLIER CONFERENCE

Conditions of participation

Participation fee including conference material, lunch, evening event and refreshments for **1.190,00 EUR** Fee plus VAT (19%) with registration **until October 9, 2009**. With later registrations 1.280,00 EUR are charged plus VAT payable after receipt of invoice. Written cancellation is possible without payment up to 30 days prior to the event. Up to 10 days prior to the event, a cancellation fee of 200,00 EUR will be charged. In case of later cancellation, the complete participation fee will be charged. A substitute for the participant can be named any time. Program is subject to changes by the organiser.

Conference location

Neckar Forum in Esslingen/Stuttgart
Information on event location and hotels will be provided after registration.

Registration

www.forum-russland.de/de/kontakt/rzs_reaktion.php or by fax.

- Yes, I will participate and accept the above mentioned conditions.**
- I am interested in a meeting with the representatives of Toyota.
- I am interested in exhibition and sponsoring possibilities during the conference.
- Please send more invitation flyers. Number: _____
- I cannot participate. Please send event material for 290,00 EUR plus VAT.

Last Name, First Name	
Company	
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Position/Function	
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How did you find out
about the conference?

Invoice address (Only if different to the above mentioned address)

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Please register by

Fax +49. 221. 1301536 or online:
www.forum-russland.de/de/kontakt/rzs_reaktion.php

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CONFERENCE
November 10 to 11, 2009

Organized by Forum Russland, Maria-Hilf-Straße 15, 50677 Köln

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Conference location Neckar Forum in Esslingen/Stuttgart

With technical support	<i>PRICEWATERHOUSECOOPERS</i> 
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