

RUSSIA INDIA CHINA DIE AND MOULD

CONFERENCE

December 4 and 5, 2008

During Euromold Exhibition, Exhibition Centre Frankfurt/Main, Germany

Topics The Russian, Indian and Chinese Market for Dies and Moulds
Quality, Performance and Availability of Local Tool Builders
Opportunities for International Manufacturers of Dies and Mould
Reports: Sourcing of Tools in Russia, India and China
Reports: Selling of Tools in Russia, India and China
Setting up Production in Russia and India
Russian and Chinese Tool Manufacturers Present their Companies

Speakers from Continental, Delphi, Kuka, Mold-Masters, Siebenwurst, Volkswagen, Woco, Zahoransky Group

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Emerging Markets The technological development of the emerging markets in Russia, India and China is being pushed by international manufacturers setting up production there. For example, all prominent international car manufacturers are building up capacities locally and expect their suppliers to do the same. On the other hand, local companies have to face new requirements.

This is equally true for manufacturers of dies and moulds:

Russia In Russia, there are very few tool makers with a capacity to build up the necessary know how themselves. As expected by the OEMs and their suppliers, international manufacturers of dies and moulds should fill this gap.

India, China The Indian and Chinese toolmakers are one step ahead in their development: both as local suppliers or as a source for tools to be used outside India or China. In addition, more and more European toolmakers are evaluating the possibility of integrating India and China in their international strategies.

Transparency Even if Russia, India and China are often mentioned in the same context, market structures and market players are very different from each other.

Due to the frequent lack of transparency, there is a strong interest in market information, in individual reports from companies already sourcing or selling tools in Russia, India or China, as well as in contacts to local tool building companies and potential customers.

Participants Die and mould manufacturers, manufacturers of machine tools, suppliers and customers of the die and mould industry.

180 - 220 participants are expected. Board members, management as well as leading personnel of the following departments:

In addition, Russian and Chinese die and mould manufacturers will participate.

- Purchasing
- R&D/Engineering
- Sales
- Tool Building

FOCUS RUSSIA

December 4, 2008

Moderation: Dirk Meyer, Managing Partner, Forum Russland

starting 9.15
9.50

Registration
Welcome

PANEL I The Main Directions of the Development of the Russian Tool and Equipment Industry

- 10.00** Nikolay Yudenkov, Director of Relations with Industry and Government, Stankoinstrument (Russian Association of Machine and Tool Manufacturers)
10.20 Konstantin Razumov-Razdolov, General Manager, Ruselprom-Osnastka
10.40 Dr. Vladimir Braginsky, PhD, Chairman of Program Committee "Rosmould-Summit"

PANEL II The Market Strategy of International and Russian Die and Mould Manufacturers – Sales, Service, Production

- 11.00** Christian Cieplik, Sales Manager/Export, Christian Karl Siebenwurst
11.20 Marco Schülken, Managing Director, Werkzeugbau Ruhla
11.40 Daria Dranishnikova, Strategic Development Manager, Intercos-IV
12.00 **Panel Discussion**
with the speakers and Dietmar Löps, Director Project Management, Kuka Systems
12.30 Lunch
Individual meetings with the speakers
13.30 **Availability of Tool Steel in Russia**
Andrey Antoshin, General Director, Böhler-Uddelholm
14.00 **Set Up of Local Production in Russia – Working together with Russian Customers**
Dr. Manfred Liebl, Managing Director, Hörmann-Rawema

PANEL III The Requirements of International and Russian Automobile Manufacturers

- 14.30** Joachim Stapelmann, Production Readiness, Volkswagen Rus
14.45 Idar A. Gilfanov, Deputy Director, Business Development, Placement of Automotive Components Order, Kamaz (tbc)
15.00 Panel Discussion with the Speakers
15.30 Coffee Break
Parallel: "**Volkswagen Round Table**"
Individual Meetings with Joachim Stapelmann, Production Readiness and Dr. Andreas Krepp, Vice President Quality Management, Volkswagen Rus
16.00 **Russian Manufacturers of Dies and Moulds Present Themselves**
16.30 **Individual Meetings with Russian Manufacturers**
17.00 End of Conference

FOCUS INDIA AND CHINA

December 5, 2008

Moderation: Friederike Suess, Managing Partner, Forum Indien

starting 9.15

Registration

9.50

Welcome

Actual Situation and Perspectives of the Die and Mould Industry in India and China

10.00

Y. R. Anand, Executive Council Member, TAGMA
(Tool & Gauge Manufacturers Association of India) and Partner UNIMARK

10.20

Li Yuhua, Vice General Secretary, China Die and Mould Industry Association

10.40

Performance of Indian Die and Mould Manufacturers from the View Point of a German Automotive Supplier

Bernhard Wolf, Executive Vice President Market, Woco Group

11.10

Make or Buy – The Set Up of Production in India

Dr. Bernd Stein, Board of Managing Directors, Zahoransky Group

11.40

Qualification Level of Indian Tool Makers – Issues to be Kept in Mind When Cooperating with Indian Tool Suppliers

Hermann Weiler, Managing Director, GDW Werkzeugmaschinen
Herzogenaurach

12.00

Lunch

Individual meetings with the speakers

13.00

India and China as part of an Integrated Global Value Added Strategy

Hans Hagelstein, Managing Director, Mold-Masters Europa

PANEL

Purchasing Strategy and Supplier Development

13.30

Dieter Werle, Production Readiness, Volkswagen India (tbc)

13.50

Claude Dgamarose, Director Continental Automotive Components

14.10

The Most Common Mistakes when Purchasing Tools in China

Rüdiger W. Kümmerle, Managing Director, Rhea & Partner International
Consultants

14.30

Important Legal Aspects when Sourcing in China

Matthias Schroeder, Asia Desk, Beiten Burkhardt

14.45

Buying Tools in India and China: A Report of Experiences

Holger Knobloch, Managing Director, Moneva

15.15

Panel Discussion

15.45

Coffee Break

Individual meetings with the speakers

16.15

Chinese Manufacturers of Dies and Moulds present themselves

16.45

Individual Meetings with Chinese Manufacturers

17.30

End of Conference

Simultaneous Translation

1st day: German/English/Russian

2nd day: German/English

RUSSIA INDIA CHINA DIE AND MOULD CONFERENCE

Conditions of Participation

Participation fee including conference material, lunch, refreshments and admission to Exhibition EuroMold

for both days 1.380,00 EUR.

for only one day on December 4 (Russia) 840,00 EUR.

for only one day on December 5 (India, China) 780,00 EUR.

Fee plus VAT (19%) payable after receipt of invoice. Written cancellation is possible without payment up to 30 days prior to the event. Up to 14 days prior to the event, a cancellation fee of 200 EUR plus VAT 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 change by the organiser.

Event location

Exhibition Centre Frankfurt/Germany, Hall 4.0, Room EUROPA

Information on event location and hotels will be provided after registration.

Registration

Fax +49.221.3109162 or online at

www.forum-russland.de/de/termine/ricws_registration.php

www.forum-indien.de/de/termine/ricws_registration.php

- Yes, I will participate under the above mentioned conditions at both days.
- Yes, I will participate under the above mentioned conditions only on December 4.
- Yes, I will participate under the above mentioned conditions only on December 5.
- I am interested in exhibition and sponsoring possibilities.
- Please send additional brochures. Number: _____
- I cannot participate. Please send event material for 280,00 EUR plus VAT.

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How have you learnt
about this event?

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DIE AND MOULD
CONFERENCE
December 4 and 5, 2008

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www.messefrankfurt.com

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