

FIRST EVENT OF THE YEAR IN THE  
RUSSIAN AUTOMOTIVE INDUSTRY

# Auto Invest

INTERNATIONAL CONFERENCE ON INVESTMENT  
ATTRACTION TO AUTOMOTIVE COMPONENT  
INDUSTRY

5 YEARS OF SUCCESS  
2007 – 2011



ST. PETERSBURG, RUSSIA

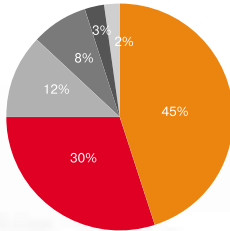
**I. Bonchev, Senior Manager, CIS Automotive Leader Ernst & Young Moscow:**

*"Such events as AutoInvest are necessary for the branch. This is a unique possibility to gather for all the interested parties – both for representatives of OEM and auto components manufacturers and discuss the current situation".*

**T. Umetsu, Head of Japan External Trade Organization (JETRO):**

*"AutoInvest conference is one of the most important events of a kind. This is where you can meet all representatives of the branch, experts and opinion leaders".*

Delegate Breakdown by Country



Russia - 45%  
Western Europe - 30%  
Eastern Europe - 12%

Asia - 8%  
USA - 3%  
Others - 2%



## What is AutoInvest?

AutoInvest is an annual international conference on investment attraction to automotive component industry. As a result of last four years experience, the event gathers annually hundreds of professionals of auto assembly and auto components manufacturing branches, and contributes to a constructive dialogue between the automotive component manufacturers, OEMs and the government in the consolidation of efforts for the development of Russian automobile industry.

## Who organizes AutoInvest?

The first Conference AutoInvest was held in 2007. AutoInvest is organized by the North-West Development and Investment Promotion Agency and the National Association of Automotive Component Manufacturers (NAPAK).

## What's been discussed at AutoInvest?

One of the main characteristic features of AutoInvest conference is the wide range and the depth of the discussed business-oriented questions:

- Macroeconomics and development of automotive branch
- Analysis and forecasts for automotive market
- Strategy for development of the automotive industry until 2020, state support measures
- Analysis and forecasts of OES market development
- Intellectual property and competencies: creating or buying on the world market? (Platforms, components, materials)
- Could Russia join the number of countries-leaders in automotive components manufacturing?
- Cooperation with foreign brands in the field of engineering
- Strategy for improving the competitiveness of local suppliers
- Investments promotion for the production of automotive components. Investment platforms of Russia
- Organization of business for the production of automotive components in Russia. Creation of the supplier park
- Realization of government programs of Russian automobile market promotion

## Who participates in AutoInvest?

- More than 1100 representatives of Russian and international automotive component manufacturers, public authorities, banking sector, experts and analysts of the automotive market, automobile assembly plants (Ford Motor Company, General Motors, Hyundai, Mitsubishi, Nissan, PSA Peugeot Citroen, Scania CV, Suzuki, Toyota, Volkswagen AG, «GAZ Group», «KAMAZ», «United Automobile Technology», SOK Group, «Sollers», «Yarovit Motors», etc.).
- Representatives of business and government from 15 regions of Russia, including: Republic of Tatarstan, administrations of Vologda, Kaluga, Leningrad, Nizhny Novgorod, Samara Regions, Moscow, St. Petersburg.
- Investors, heads of automotive industry companies and associations from 18 foreign countries: Australia, Austria, Belgium, Britain, Germany, Spain, Italy, Korea, Netherlands, Poland, Portugal, USA, Finland, France, Czech Republic, Sweden, Switzerland, Japan.



**5 YEARS OF SUCCESS**

**H.Weken, Managing Director of FIER Automotive (The Netherlands):**

*"The conference was a pleasant surprise for us. High quality of the organization, along European events of this type, emphasizes actuality and necessity of the further development of AutoInvest".*

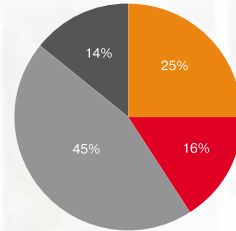
**C. de Oliveira, Director General, Vangest S.A. (Portugal):**

*"Saint-Petersburg has become a point of such event naturally. Concentration of auto assembly enterprises in the North-West region creates good environment of auto component manufacturing business. Direct dialog of the interested companies about the vital problems of Russian automobile industry has taken place. It is extremely important".*



Delegate Breakdown by Job Title

President, Director General, Executive Director, Chairman – 25%



Chief Sales Officer, Purchase Manager, Business Development Director, Logistics Manager, Marketing Director – 45%

Other – 14%

### Who supports AutoInvest?

Official partner: Ernst&Young.

Partners: SPbAPAK (St. Petersburg Association of Automotive Component Manufacturers), FIEV (French Vehicle Equipment Industries), AEB (Association of European Businesses), Committee on Eastern European Economic Relations (Germany).

Conference is supported by the Office of the Plenipotentiary Envoy of the President of the Russian Federation to the North-West Federal District, by the Government of St.Petersburg and the Leningrad Region Government.

General media partner: «Expert» magazine.

### B2B meetings

For 4 years more than 400 companies had the opportunity to establish effective business contacts at the business meetings, organized within the key event of the conference - Business Contacts Exchange. Special electronic system of meetings planning helps to compile an individual schedule of negotiations and to present your company to other participants in the best way.

### Master Classes

Master-classes have been regularly organized by leading companies of the branch within AutoInvest conference. In 2010 master-class called «Doing business in the automotive sector in Russia: the tax and customs issues, details of transactions» and workshop «Nanotechnology in the automobile industry» have taken place.

### Round tables

One of the most unique events within in AutoInvest 2011 will be round tables with specially invited business missions from different countries and Russian regions in order to develop industrial cooperation in the field of automotive components and facilitate innovative development of automotive clusters of Russia.

### Accompanying Exhibition

Within the frameworks of AutoInvest an international accompanying exhibition takes place. Main sections of exhibition are: "Investment Platforms of Russia" and "New technologies, equipment and materials used in the automotive industry". Participation in the exhibition not only promotes the cooperation with potential partners and creation of new automotive component manufactures, but also ensures the effective promotion of goods and services in domestic and international markets.

Traditionally, the exhibition is attended by companies such as: Dedotec Russia, Industrial Group GARO, Kazan plant Elektropribor, LLC MIT (Russia); AWL-Techniek BV (Netherlands); Imtech Deutschland GmbH & Co KG, KraussMaffei, Wema Vogtland (Germany); Grupo Vangest (Portugal); AP & T (Sweden).

Each year the investment potential of regions is presented by administrations of the Leningrad, Vologda, Kaluga regions, as well as representatives of Thuringia and the Slovenian Automotive Cluster.

### Invitation

Organizing Committee of AutoInvest 2011 invites you to join a team of experts and participants of the international automotive market and to celebrate the first anniversary of the leading conference on investment attraction to the automotive components manufacturing in St. Petersburg - the center of the North-West Automotive Cluster, which is actively continuing to develop the automotive industry and where the focus of manufactures of world's automotive companies Ford, General Motors, Nissan, Toyota is.



## 5 YEARS OF SUCCESS

# Auto Invest

17-18 February 2011  
St. Petersburg, Russia

## KEY TOPICS 2011:

- The global automotive industry. Retrospective for 5 years.
- Russia's place in the international labour division.
- Problems and prospects of integration of Russian automotive components manufacturers in the global supply chain of multinational automobile manufactures
- Asian vector development of automobile industry.
- Competition or cooperation of regions?
- Auto components: technology, raw materials and equipment
- Investments and placement of automobile manufactures in Russia
- Features of starting start-up projects for the production of automotive components in Russia
- Automotive logistics. A new look at old problems
- Design, construction and equipping of automobile and automotive Components manufactures in Russia

### ORGANIZED BY:

#### North-West Development and Investment Promotion Agency

North-West Development and Investment Promotion Agency was founded in 2002 and at present it is one of the leading organizations of North-West Russia, the purpose of which is to implement regional policy of investments attraction and to create a positive image of the region abroad. Nowadays the North-West Development and Investment Promotion Agency represents Russia in the World Association of Investment Promotion Agencies (WAIPA), and it is a member of Foreign Direct Investment Promotion Center of Multilateral Investment Guarantee Agency (MIGA, World Bank Group). North-West Development and Investment Promotion Agency jointly with National Association of Automotive Component Manufactures (NAPAK) is the organizer of Conference AutoInvest and represents NAPAK interests in the North-West Region of Russia.

#### National Association of Automotive Component Manufacturers (NAPAK)

National Association of Automotive Component Manufacturers (NAPAK) is a corporate network of enterprises-automotive components suppliers. NAPAK was founded in January 2001 and by now about 400 enterprises, institutions and organizations, which represent manufacturing, financial, research, engineering and other segments of the Russian automotive components industry have become its members. Main goal of the National Association of Automotive Component Manufacturers' activity is to represent and protect interests of the automotive components producers in public, social and other spheres and on federal, regional and international levels. National Association of Automotive Component Manufacturers is a member of the European Association of Automotive Suppliers (CLEPA) and of the Russian Chamber of Commerce and Industry.



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