

Over 380 OEM and Supplier Attendees in June 2008!

Register Early For Large Discount!



AutoRussia09 SUMMER

Your Source Of Information And Contacts In The Russian Automotive Sector

Organised by:



All Your Key Customers Are Supporting & Speaking At AutoRussia 2009!

www.autorussia.eu

Astoria Hotel, St Petersburg

Interactive Seminars -June 16, 2009
Gala Dinner -June 16, 2009

Roundtable Discussions -June 16, 2009
Main Conference -June 17, 2009

Lear Plant Visit -June 18, 2009



Fully Supported By The Local Government!



Winning Strategies & Contacts For

Your Automotive Business In Russia

Nowhere Else Will You Find Such Breadth of Information & Contacts

- Hear from and meet with the decision-makers from the local governments
- Learn first hand from the top management of **Suzuki, Nissan, GM, Ford, Renault, PSA Peugeot Citroen, Sollers**, about their production strategies and plans
- Network & build your contacts with OEMs during the roundtable discussions and the gala dinner
- Hear from purchasing teams of **Ford, Renault, Nissan, Sollers** and **Avtovaz** about their supplier sourcing plans
- Become a partner and supplier to key OEM logistics operations
- Find out from the experts about the effect of oil price on your business in Russia

PRACTICAL SEMINARS BY POPULAR DEMAND!

June 16, 2009



LEAR PLANT VISIT

June 18, 2009

EFFECTIVE NETWORKING WITH YOUR CUSTOMERS & PARTNERS!
Roundtable Discussions & Gala Dinner!

June 16, 2009



Nowhere else will you find so many OEM contacts! Question the project leaders about their plans in the new economic environment.



Grigory Dvas,
Vice Governour,
LENINGRAD REGION



Sergey Bodrunov,
Chairman, Committee
For Economic
Development, Industrial
Policy & Trade, **CITY OF
ST PETERSBURG**



Maxim Sokolov,
Chairman, Committee
For Strategic Projects &
Investments, **CITY OF
ST PETERSBURG**



Fujio Hosaka,
Managing Director,
**Nissan
Manufacturing Rus**



Hans-Juergen Michel,
Managing Director,
**LLC "General
Motors Auto" Is**



Shoji Shigeru,
General Director,
**Suzuki Auto Mfg
Rus Llc (SAMR)**



Alexandr Galinsky,
Head of HR,
**PSA Peugeot
Citroen Russia**



Warren P. Browne,
President, WP Browne
Consulting LLC; Former
Executive-in-Charge,
GM Russia



Arndt Fuhrmann,
Senior Purchasing
Manager,
FORD RUSSIA



Alex Zaguskin,
Purchasing, Supplier
Localisation &
Engineering, **Sollers**



Sergey Levshin,
SCM Outbound Section
Manager, **000 Nissan
Manufacturing Rus**



Philippe Thonier,
Head of Purchasing,
RENAULT/AVTOFRAMOS



Neil Clarkson,
Head of Purchasing,
NISSAN/RENAULT

"Without a question of a doubt, the contacts made there were very beneficial and some have lead to orders, parts testing and quotes for Russia and the CEE region"
Oleg Gostomelsky,
VP Business Development, Eastern Europe,
Hoosier Gasket Corporation

Roundtable Discussions, Main Conference & Gala Dinner - Over 18 Hours Of Networking With Your Key Customers!

INTERACTIVE SEMINAR

The Practical Guide To Establishing & Managing Your Automotive Operation In Russia

June 16, 2009 09:00-15:00

What will you learn?

Gathering information about the practical side of establishing operations in Russia could be difficult, time-consuming and expensive. This seminar is designed specifically for automotive professionals who have been given the uneasy task of setting up and growing their company's business in Russia. Get the information you need and learn from many years of experience in Russia. In just one day you will get information and learn essential truths about:

- Dealing with initial company registration and paperwork in Russia
- Choosing legal and banking services
- Handling accounts, charter capital, minimum bank deposits
- Wading through ministries, officials and other authorities
- Keeping on top of tax returns, taking advantage of tax incentives
- Dos and Don'ts in initial company set up in Russia
- Property – to buy or to rent? How much to pay? Greenfield vs brownfield?
- Catch 22 in Russia – where might you get stuck
- Buying equipment for your facility – practical advice and experience
- HR – how to find good workers and make them loyal to your company
- Logistics – how to have good service and not pay a fortune
- Finding local reliable suppliers to reduce cost and improve quality
- Getting new business – western OEMs and Russian OEMs.
- Importing and exporting produce to and from Russia

Your Seminar Leader



Dmitry Yurushkin,
Independent Analyst, Formerly GR and Business Strategy Manager,
Ford Motor Company, Russia

Your seminar leader has been a member of the Ford team in Russia for 15. He took part in Ford local manufacturing project due diligence and business plan development. He

subsequently ran 18 months negotiations course with federal authorities. In 70-ies and 80-ies Dmitry was a high ranking officer in the Soviet automotive hierarchy responsible for international projects and new products development. He was directly involved in numerous deals between Russian companies and global OEMs and suppliers. His network of contacts and his vast experience in the Russian automotive sector makes him an ideal source of information and contact for those starting their businesses in Russia.

INTERACTIVE SEMINAR

Practical Solutions Applying & Reporting Within The Framework Of Decrees 166 & 566 For Industrial Assembly

June 16, 2009 09:00-15:00

What will you learn?

The Russian Government has developed a number of regulations and decrees in an effort to reduce the import of industrial materials from abroad and to increase the use of local manufacturers. This means that practically every automotive producer that operates in Russia will be offered considerable economic incentives in return for supplier localisation under the so called "Decrees 166-566". If you are producing or are planning to produce in Russia, then this seminar will explain to you in detail with practical advice on how to qualify, prepare, apply and report to the Russian authorities in order to receive tax benefits and other economic incentives. You will not find this need-to-know expert information and practical tips anywhere else. Learn from the experts about the realities of working within the "166-566 Regulation":

- Satisfying the initial application requirements
- Requirements for electronic reporting
- Provision of information about your production facility
- Passing all the controls and checks
- Complying with the requirements and information data of the industrial authorities
- Connecting your reporting processes with your accounting and business practice
- Receiving full economic incentives from the government
- Looking into the future of this regulation

Your Seminar Leader



Yuri Zakharenkov,
Director,
PIONEER CONSULTING LLC

Yury has been involved in the automotive sector since 2003. He was in charge of the Kia Spectra project at Iz Avto as deputy director of the company. In 2005 Yury took the position of Director General of Pioneer Consulting, dedicating most of his work to industrial assembly,

contracts 166-566, commissioning, land acquisition, working with the Russian Ministry of Economic Development on executing all agreements of industrial assembly and helping western and Russian automotive investors grow their businesses in Russia. Benefit from Yury's experience and expertise as he gives you the do's and don'ts of working under the contracts 166-566. You will not just get the explanation of the regulation, but that all important practical advice and plan of action that you need to get the most economic incentive from the Russian government.

Roundtable Discussions & Gala Dinner

June 16th, 2009 16:00-23:00

SERIOUS NETWORKING



Make new contacts with the OEMs



Find real decision makers



Relax and network at the AutoRussia gala dinner

You will find a lot of the latest information on OEM projects and their future plans in many industry forums and events - BUT only at AutoRussia will you engage in a series of roundtable discussions with key speakers, OEM executives, government representatives and key industry figures. This is a unique chance for you to establish personal contacts with those all important executives - THE TRUE DECISION-MAKERS! These contacts will later translate into large business deals and long term partnerships. According to our delegates and speakers, Gala Dinner and roundtable discussions are the most important and valuable networking opportunities. During the roundtable discussions you and your colleagues will:

- Join several roundtable discussions hosted by key representatives of OEMs, the Government and T1 suppliers
- Move from table to table – to ensure you have covered all clients and key decision makers
- Establish personal contacts with all those key executives who will later become your clients and partners
- Hear about what your competitors are doing in Russia
- Get new information essential to your success in Russia
- Ensure that you are front of mind in the boardroom of every client in Russia

Bring lots of business cards and several colleagues to make sure you out number your competitors!

- 15:30 Delegate Registration
- 16:00-18:00 Roundtable Discussions
- 19:00 AutoRussia 2009 Gala Dinner



Best rated networking event in St Petersburg



Beautiful venue and lots to see

Plant Visit To Lear St Petersburg

June 18th, 2009

Lear has recently opened a new production facility in St Petersburg. The management of Lear Russia are inviting you to visit the plant, see the production floor and question the management about the production facility, its operational successes and challenges. *See back page for full details*



Vital Updates From The OEMs - Hear What Their Plans Are And How This Will Affect You!

Your Choice Of Networking Roundtables:

Face-to-face contact, brainstorming and debating of some of the most topical and challenging topics with your peers. Meet, question and swap business cards with Speaker OEMs and the entire delegate audience!

01. Warren P. Browne,
President, WP Browne Consulting LLC;
Former Executive-in-Charge,
GM RUSSIA



02. Sergey Bodrunov,
Chairman, Committee For Economic
Development, Industrial Policy & Trade,
CITY OF ST PETERSBURG



03. Maxim Sokolov, Chairman,
Committee For Strategic Projects & Investments,
CITY OF ST PETERSBURG



04. Alexandr Galinsky,
Head of HR,
PSA PEUGEOT CITROEN RUSSIA



05. Fujio Hosaka,
Managing Director,
NISSAN MANUFACTURING RUS



06. Hans-Juergen Michel,
Managing Director,
LLC "GENERAL MOTORS AUTO" IS



07. Shoji Shigeru,
General Director,
SUZUKI AUTO MFG RUS LLC (SAMR)



08. Arndt Fuhmann,
Senior Purchasing Manager,
FORD RUSSIA



09. Alex Zaguskin,
Purchasing, Supplier Localisation & Engineering,
SOLLERS



10. Philippe Thonier,
Head of Purchasing,
RENAULT/AVTOFRAMOS



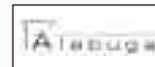
11. Neil Clarkson,
Head of Purchasing,
NISSAN/RENAULT



12. Sergey Levshin,
SCM Outbound Section Manager,
OOO "NISSAN MANUFACTURING RUS



13. Igor Nosov, Chairman,
Regional Federal Agency of Special Economic Zones,
REPUBLIC OF TATARSTAN



AutoRussia Summer 2009 Networking Gala Dinner

June 16th, 2009 19:00-23:00



Build your contacts in Russia

Join this important industry event to network with your colleagues, customers and the government representatives. The OEMs and their suppliers rate the Gala Dinner as one of the most valuable and important industry events in St Petersburg.



Most senior level event in the auto industry in St Petersburg

Main Conference

June 17, 2009

7:30 Registration & Coffee

8:15 Chair's Welcome Address

**8:30 Guest Keynote Address:
Looking Into The Future Of The Russian Automotive Sector – How Will The Global Economic Crisis Affect Your Business?**

Warren Browne has spent many years in Russia, responsible for the entire operations of General Motors in the country. His experience in growing and diversifying GM's operations in Russia makes him an ideal source of information and advice about the future of the automotive sector in Russia. Join this unique visionary presentation to hear Warren's views and vision of the Russian automotive sector. Find out how the global economic crisis is likely to affect your business and you personally.

Warren P. Browne,
President, **WP BROWNE CONSULTING LLC;**
Former Executive-in-Charge, **GM RUSSIA**



9:00 Helping The Automotive Investors Grow Business & Stay Profitable In Russia

Despite the global economic downturn and a slowdown of automotive production around the world, Russia is still enjoying automotive growth. This is partly due to the development of infrastructure and the incentives offered by both the Governments of St Petersburg and the Leningrad region. Join this panel of senior governmental decision-makers to hear the latest on how your operations in Russia will benefit from the economic incentives and future infrastructure developments planned by the authorities. The speakers are not just representatives of the local governments; they are the decision-makers responsible for:

- Land and property development
- Roads and infrastructure growth
- Tax and economic incentives
- Industry and trade investments and regulation

Grigory Dvas,
Vice Governor,
LENINGRAD REGION



Sergey Bodrunov,
Chairman, Committee For Economic
Development, Industrial Policy & Trade,
CITY OF ST PETERSBURG



Maxim Sokolov, Chairman, Committee
For Strategic Projects & Investments,
CITY OF ST PETERSBURG



10:00 Analysing The Current & Future Automotive Retail Market Development: How Does Oil Price Affect Sales?

Many economists and business leaders around the world agree that the Russian economy is hugely dependent upon the price and demand for oil. Russian wealth and its future is secured by its oil reserves. Autoreview have developed an interesting metric, which shows the correlation between global oil prices and the automotive sales in Russia. Find out how oil price affects the car prices, the growth in production and retail sales of new cars. Learn how you can forecast your own business growth by monitoring the developments in the oil sector.

- Automotive retail overview
- Oil prices and forecasts
- Developing an interrelated metric
- Strategy for correlation and forecasting
- What does it mean for the automotive business?
- Long term forecasts

Leonid Golovanov,
Editor,
AUTOREVIEW



10:30 Assessing & Overcoming The Current Challenges In Human Resources In The Automotive Industry: What Does The Future Hold & How You Can Effectively Prepare For It?

6 months ago the automotive industry in Russia was suffering from a shortage of skilled automotive workers to join its factories, sales forces and engineering teams. Senior managers were competing for the best personnel. Sophisticated HR strategies were developed by OEMs and their suppliers to attract and retain the best workforce in St Petersburg. Find out from Alexandr Galinsky, Head of HR at the new PSA Peugeot Citroen Russia production facility, how things have changed with the onset of the economic downturn. Learn about:

- Current availability of skilled automotive labour
- Salaries and conditions analysis
- Change of the employment landscape
- What this means to your business in Russia
- How to best approach your HR strategy in the new environment?

Alexandr Galinsky,
Head of HR,
PSA PEUGEOT CITROEN RUSSIA



See next page

Spend Two Days Networking With Ford, Nissan, Suzuki and General Motors!

11:00 OEM STRATEGIC UPDATES

Overcoming The Challenges Of Adjusting To The New Economic Environment -Strategies & Production Plans From Key OEMs In Russia

This session will focus on key strategic updates from each OEM, including production forecasts, strategies, models, volumes and general outlook into the future. The heads of the OEM projects will be giving short presentations followed by a carefully prepared panel discussion with questions from the chairman and the audience.

 **Fujio Hosaka,**
Managing Director,
NISSAN MANUFACTURING RUS

 **Hans-Juergen Michel,**
Managing Director,
LLC "GENERAL MOTORS AUTO" IS

 **Shoji Shigeru,**
General Director,
SUZUKI AUTO MFG RUS LLC (SAMR)

IMPORTANT INFORMATION!

 **Philippe Thonier,**
Head of Purchasing,
RENAULT/AVTOFRAMOS

 **Alex Zaguskin,**
Purchasing, Supplier Localisation & Engineering,
SOLLERS

 **Neil Clarkson,**
Head of Purchasing,
NISSAN/RENAULT

RENAULT

 **sollers**

RENAULT

STREAM B 14:00-18:00

Customer Management, Supply Chain & Logistics Strategies

This conference session will be focusing on the main logistics and supply chain challenges OEMs and T1 suppliers are having to face in Russia. One of the most popular sessions during the last AutoRussia conference, this session will attract mostly heads of logistics and supply chain from key OEMs as panellists, and heads of business development and logistics from T1 suppliers. Discussion with real-life examples and solutions to the current supply chain challenges will be given, focusing on:

- Existing infrastructure and local suppliers
- Building long lasting relationships with suppliers
- Best service and best price
- Collaborating with suppliers to manage your JIT production
- Managing suppliers from across Russia
- Quality assurance with local suppliers
- Reducing costs: what are the dos' and don'ts?

 **Sergey Levshin,**
SCM Outbound Section Manager,
000 "Nissan Manufacturing Rus

 **Aeksandra Cwiertnia,**
Supply Chain Manager,
LLC GENERAL MOTORS AUTO

 **Roeland Van Gestel,**
General Manager,
LEAR RUSSIA

 **Anton Shalaev,**
Deputy Director,
TUV INTERNATIONAL



13:15 Networking Lunch

STREAM A 14:00-18:00

Purchasing, Supplier Localisation & Management In The New Economic Environment

This session is designed specifically to give T1 and T2 suppliers as well as their service providers detailed updates and strategies from Purchasing Managers of key OEM clients in Russia. Top level purchasing and supplier localisation managers will be giving presentations and answering questions from the audience. They will focus on the following aspects of their work in Russia.

- Achieving the right balance in local and global sourcing
- Choosing local suppliers: quality vs best price
- Supplier relationship management
- Ensuring that your local suppliers are financially stable: how has the economic crisis changed the supplier picture?
- Maintaining top quality
- Overcoming key challenges in supplier management in Russia

 **Arndt Fuhrmann,**
Senior Purchasing Manager,
FORD RUSSIA



LEAR PLANT VISIT!

June 18, 2009 9:00-12:00

NEW

Senior executives of Lear Russia are inviting you to spend a day visiting their new production facility in St Petersburg, meeting with senior management teams and the factory floor operators, learning more about their production processes, strategies, current challenges and future plans. Don't miss this unique opportunity to:

- Learn first-hand from Lear's production floor managers about building and launching production
- Hear from the director and floor managers about the production practice & processes
- Hear from Ford's top management about the factory's future plans, requirements & current achievements
- Discover the key challenges facing Lear with regards to its suppliers and partners in Russia
- Get to grips with the Lear's supply chain and supplier localisation strategies
- Make even more contacts with your colleagues and competitors to learn about their strategies and plans for working with the OEMs in Russia

Visit Schedule:

- 09:00** Buses depart from Astoria Hotel to Lear's plant
10:00 Arrival and welcome at the plant
10:15 Welcoming address and plant overview by the management
10:30 Plant tour
11:30 Questions and coffee
12:00 Buses leave to go back to airport and hotel.

 **Alexey Holodkov,**
Plant Manager,
LEAR ST PETERSBURG



 **Roeland Van Gestel,**
General Manager,
LEAR RUSSIA



DON'T FORGET TO BRING LOTS OF BUSINESS CARDS!

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