



Asia Pacific Vehicle Aftermarket Summit 2017

May 22-24, 2017 • Bangkok, Thailand

Highlights

- Authoritative interpretation of *market entry* and *supervision regulatory updates* for the vehicle aftermarket in *Thailand, Indonesia, Malaysia, India, and other jurisdictions*
- Comprehensive analysis of the *Indian* aftermarket and explore of opportunities due to development in the of *Independent Aftermarket*
- *Market data* and *analysis* of vehicle aftermarket Asia Pacific including *OEMs, dealers* and *individual workshops*
- Insights from OEMs and OE insights into optimizing *marketing strategies* and *distribution channels* in the Asia Pacific aftermarket
- Study of the green vehicle development and *future benefits* for the vehicle aftermarket
- Emphasis on *used car transactions* and *vehicle residual value development* in ASEAN
- Discussion of various ways for OEM to maintain customer including *vehicle leasing* and *warranty extension, etc.*
- Opportunity for companies to *identify potential partners* and boost their business in the *Asia-Pacific region*



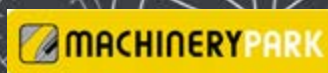
Organizer:

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Duxes Aftermarket & Reman Series 2008- 2017

8 Years of Engagement
with the **Automobile Aftermarket and Remanufacturing Industry**
in China and Asia at Large

14 Summits, Gathering more than **1500 Industry Experts**,
Tracking Developments in the Automobile Aftermarket

More than **800 Companies** Around the World Represented,
Sharing the **Latest Technologies and Solutions**

Significant Support from World Renowned Associations



8 years as China's Premiere Auto Aftermarket & Remanufacturing Resource

Asia Pacific	Asia Pacific Vehicle Aftermarket Summit 2017 May 22-24, 2017 Bangkok, Thailand	3rd Asia Pacific Reman Summit 2016 November 17-18, 2016 Kuala Lumpur, Malaysia	2nd Asia Pacific Reman Summit 2015 November 12-13, 2015 Singapore	Asia Pacific Reman Summit 2014 November 20-21, 2014 Singapore
	Duxes Automotive Aftermarket Summit 2016 October 12-14, 2016 Shanghai, China	6th China Remanufacturing Summit May 26-27, 2016 Beijing, China	5th China International Remanufacturing Summit 2015 March 12-13, 2015 Beijing, China	Remanufacturing China Expo 2014 December 4-5, 2014 Shanghai, China
	4th China International Remanufacturing Summit 2014 May 29-30, 2014 Jiangsu, China	Remanufacturing China Expo 2013 December 3-4, 2013 Shanghai, China	3rd China International Remanufacturing Summit 2013 April 10-12, 2013 Beijing, China	Remanufacturing International Exhibition 2012 September 20-21, 2012 Beijing, China
	China Remanufacturing and Used Equipment Summit 2012 March 1-2, 2012 Beijing, China	Remanufacturing International Forum 2011 April 20-21, 2011 Hangzhou, China	China Used Equipment & Remanufacturing Summit 2011 January 11-12, 2011 Beijing, China	





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20 January 2017

Duxes (Shanghai) Business Consulting Inc.

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Dear Sir/Madam,

Endorsement for Asia Pacific Vehicle Aftermarket Summit 2017

It gives us great pleasure to inform you that Malaysia Automotive Institute (MAI) will officially support the **Asia Pacific Vehicle Aftermarket Summit 2017** which will be held from 22-24 May 2017 in Bangkok.

We hereby confirm that MAI will be the official endorser for the summit. In attendance, there will be participation of 2 delegates from MAI.

We look forward to another successful and continuous support and wish Duxes the best of success.

Thank you.

Yours Faithfully,

for **MALAYSIA AUTOMOTIVE INSTITUTE**

DATO' MADANI SAHARI

Chief Executive Officer



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Background

The SEA automotive sector has grown at 11% CAGR in the last 5 years reaching a total sales volume of 3.1m units in 2015. Despite the economic slowdown, Southeast Asian consumers continue to have considerably high interest in purchasing new cars. ASEAN will become the 6th largest automotive market by 2018 and car ownership in ASEAN will rise to 55 million by 2050. Meanwhile, in the top two largest market in the ASEAN region, past-warranty vehicles will exceed 14 million and 11 million units respectively, by 2020.

At the Asia Pacific Vehicle Aftermarket Summit 2017, government officials from Asian countries, and speakers from notable industry association and organizations, alongside internationally leading companies, will share experiences and opinions on the development Asian vehicle aftermarket with attendees. The summit will focus on market trends, leading players in the industry, supply chain trends, technological innovations, key developments, and future strategies. Participants will gain a better understanding of the Asian market, and the tools necessary to apply their knowledge towards tangible business goals.

Speakers to Invite

From Government and Associations

- Ministry of Road Transport & Highways India
- Ministry of Transport Malaysia
- Ministry of Transport Thailand
- ASEAN Automotive Federation
- Automotive Component Manufacturers Association of India
- Indonesia Automotive Federation
- Society for Industrial and Applied Mathematics
- Malaysian Automotive Association
- Thai Automotive Industry Association
- The Federation of Automobile Workshop Owners' Association of Malaysia

From Corporations

By OEM:

- Toyota
- Mitsubishi
- Nissan
- Honda
- Tata Motors
- Daimler
- Volkswagen
- Volvo
- Scania

By OE:

- Continental
- Bosch
- Magneti Marelli
- Valeo
- Honeywell
- BorgWarner

By Dealer/Distributor:

- Tan Chong Group
- Wearnes
- Prestige Auto
- TEMOT
- SIAM Motor Parts

Who Should Attend

By Industry

- Auto OEMs
- Auto OEs
- Auto Distributors
- Auto Maintenance Shops
- Chain Auto Repair Shops
- Insurance Companies
- E-commerce Platforms
- Used Car Companies
- Auto Components
- Remanufacturing Companies
- Used Parts Recycling Companies
- Consulting Firms

By Job Title

- After-sales Service Department
- Aftermarket Parts Department
- Aftermarket Department
- Product Management Department
- Production Department
- Sales Department
- R&D Department
- Technology Department
- Business Development Department
- Recycling Department



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Pre-event Conference Monday, May 22

Insights into the Indian Vehicle Aftermarket

Technavio's market research analysts have predicted that the auto component market in India will grow steadily at a moderate CAGR of around 19% by 2020. Accounting for almost 42% of the total market share during 2015, the engine, suspension, and braking parts segment dominated the auto component market in India. The OEM segment will dominate the auto component market in India throughout the forecast period and account for about 89% of the total market share by 2020.

13:00	Trending Factors Influencing the Market Share of the Indian Vehicle aftermarket <i>Vinod K. Dasari</i> <i>President SIAM, Managing Director</i> <i>Ashok Leyland</i>
13:45	Increased Vehicle Aftermarket Need through OES channel in India <i>Shyam Maller</i> <i>Sr. Vice President</i> <i>VE Commercial Vehicle</i>
14:30	Tea Break
14:45	Panel Discussion: How Can OE Parts Manufacturers Cooperate with OEMs Channel and Make a Profit? <i>Gates, Volvo, Bharat Forge, Minda</i>
15:30	Role of Independent Repair Chains"- Independent Aftermarket's Open Innovation to Co-Create Consumer Experience <i>Rama Shankar Pandey</i> <i>Managing Director</i> <i>Hella India Lighting</i>
16:15	End of Pre-conference



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Day One Tuesday, May 23

08:30 | Registration

08:55 | Opening Address for Honorary Chairman

Regional Economy and Policy

09:00 | **Influence on the Automotive Aftermarket of the Development of the CHINA-ASEAN Free Trade Area**

- Introduction to the CHINA-ASEAN Free Trade Area
- Comprehensive analysis of various initiatives and strategies in ACFTA membership countries
- Opportunities and challenges for the vehicle aftermarket due to relevant initiatives
- How to take advantage of preferential policies for aftermarket development
- Q&A

Sanith Phromwong

***Director, Department of Land Transport Thailand
Ministry of Transport***

09:45 | **Implementation of the UN Regulations for the Vehicle Aftermarket in Malaysia**

- Certification of UN Regulations
- Current and future implementation of the UN Regulations
- Q&A

Mohd Yusop Bin Mohamad

***Deputy Director, Automotive Engineering Division,
Road Transport Department, Ministry of Transport Malaysia***

10:30 | Tea Break

Market Climate and Forecast

10:45 | **Automotive Industry in Thailand Upcoming Trends**

- Outlook of Thai automobile industry - past 5 years & next 5 years.
- Thailand is the hub of ASEAN - Why Thailand will grow much faster than other ASEAN destinations.
- Automotive after-market in Thailand - present & future trend.
- Opportunities in automotive aftermarket

Sanjay Mishra

CEO

Tata Motors Thailand



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11:30

Opportunities and Challenges in the Philippine Vehicle Aftermarket

- The Philippine automotive market outlook
- Opportunities brought about increase in vehicle population
- Opportunities brought about by regulatory movements
- Future of the Philippine automotive aftermarket.

Allen Raymund A. Rufo

Chairman- Parts & Service /Aftersales committee

Chamber of Automotive Manufactures of the Philippines Inc.

12:15

Lunch

13:30

Ice Breaking

Aftermarket Customer Maintenance

14:15

Panel Discussion:

OEM's Promotion on Attracting Customers to Maintain Vehicles through Authorized Channel

- Methods used by OEMs to attract customers in aftermarket
- How to win market share in OES channels
- Q&A

Volvo, Suzuki, Honda, Mitsubishi, Toyota

15:00

Merit and Necessity of Warranty Extension Business Development in the Asia Pacific Region

- Domestic consumers' acceptance for extended auto warranty products
- Understanding and satisfying consumer needs
- How to leverage the market through innovative products
- Q&A

Open for Sponsor

15:45

Remanufacturing – Diversify Your Aftermarket Portfolio to Realize Your Commitments to Customers

- Introduction to Remanufacturing
- Reman Status in the major countries in Asia Pacific
- Use of Reman Parts in the Auto Aftermarket

Wayne Yao

Head of Reman and Aftermarket

BD & Marketing Director

Duxes Consulting



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New Energy Vehicles

- 16:30** | **Trends for Hybrid and Electric Commercial Vehicles, and their Influence on the Vehicle Aftermarket**
- The development status of new energy systems applied for commercial vehicles
 - Influence on the vehicle aftermarket
 - Experience sharing and case study
 - Q&A
- Chandra Rajan*
Aftersales Director
Scania
- 17:15** | **Tea Break**
- 17:30** | **Increasing Demand for Eco-friendly Vehicle Spare Parts, and Related Market Opportunities In Thailand**
- Introduction to eco-friendly vehicle trends in Thailand
 - Demand for eco-friendly vehicle spare parts
 - Future direction of technology
 - Q&A
- Chaiyant Savanachai*
Executive Officer Sales & Marketing
Suzuki Motor
- 18:15** | **End of Day One**

Day Two Wednesday, May 24

IAM and Channel Development

- 09:00** | **Strategy for Establishing Product Distribution Systems**
- Marketing positioning through establishment of product distribution channels
 - Challenges and opportunities
 - Innovation and globalization
 - Q&A
- David Marchand*
Executive Director Asia Pacific
TEMOT



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09:45

Market Demands and Business Development of Automotive Workshops

- Market data for automotive workshops in Malaysia
- Automotive workshop demand analysis
- Intangible considerations that affect a workshop's purchasing decisions
- Q&A

Guo Shousui

Chief Advisor

Taiwan Automobile Repair Industry Association

10:30

Tea Break

10:45

Panel Discussion:

OE Channel for connecting with Dealer Networks

- Status of the aftermarket for the Asia Pacific automotive industry
- Opportunities for OEs to connect with dealers' network
- How dealers can cooperate with suppliers to achieve a win-win outcome
- Q&A

Borgwarner, Tan Chong Group, Sime Darby Motors, Perak Automobile Workshop Owners' Association, Honeywell

11:30

Panel Discussion:

How OE Parts Manufacturers Realize Success in Independent Aftermarket

- The role of vehicle component suppliers in aftermarket
- OEs' business allocation strategies in IAM
- Potential channels in the independent aftermarket, and analysis of profitability
- Q&A

Continental, Valeo, Magneti Marelli, Cummins

12:15

Lunch

Vehicle Beauty&Maintenance

13:30

Body Paints Implementation in Vehicle Aftermarket Maintenance

Open for Sponsor

14:00

Fuel Upgrade and Demand Analysis in the Vehicle Aftermarket

- Overview of fuel upgrading process in main Asian countries like China, Indonesia, Singapore etc.
- Experience sharing of difficulties and solutions in fuel upgrading process
- Potential opportunities and challenges in alternative fuels application
- Q&A

Peng Xiaofei

Vice President

Chevron



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Used Car Market Insight

- 14:30** **In-depth Examination of Vehicle Residual Value Judgement and Management**
- How to appraise
 - How to use
 - How to sell
 - Q&A
- Yoshimura Masa*
Head of Recycling
Toyota
- 15:15** **Tea Break**
- 15:30** **Potential Business Opportunities for Used Car Transaction via New Internet-based Sales Channels**
- Current market volume for used vehicles
 - Alternative methods for used vehicles trades
 - Establish a platform for used vehicle trades
 - Q&A
- Pornladda Dathratwibul*
General Manager
Icar Asia
- 16:15** **End of the Summit**



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Enhance your profile by taking one or more of these marketing options

Sponsoring at the Asia Pacific Vehicle Aftermarket Summit 2017 provides opportunities for strengthening your brand, while enhancing the profile of your company and products in front of a targeted audience of decision makers at the event site, as well as thousands of top executives, due to our powerful marketing coverage and sales reach.

What options are still available?

- Diamond, Platinum, Gold Sponsorships
- Presentations
- Cocktail
- Conference Documentation Sponsorships

What benefits will sponsorship bring you?

- Increased brand exposure
- Communication with qualified/selected targets
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- 200 word business profile and a hyperlink to your website
- Logo placement on the Summit's backdrop and on all event-related materials

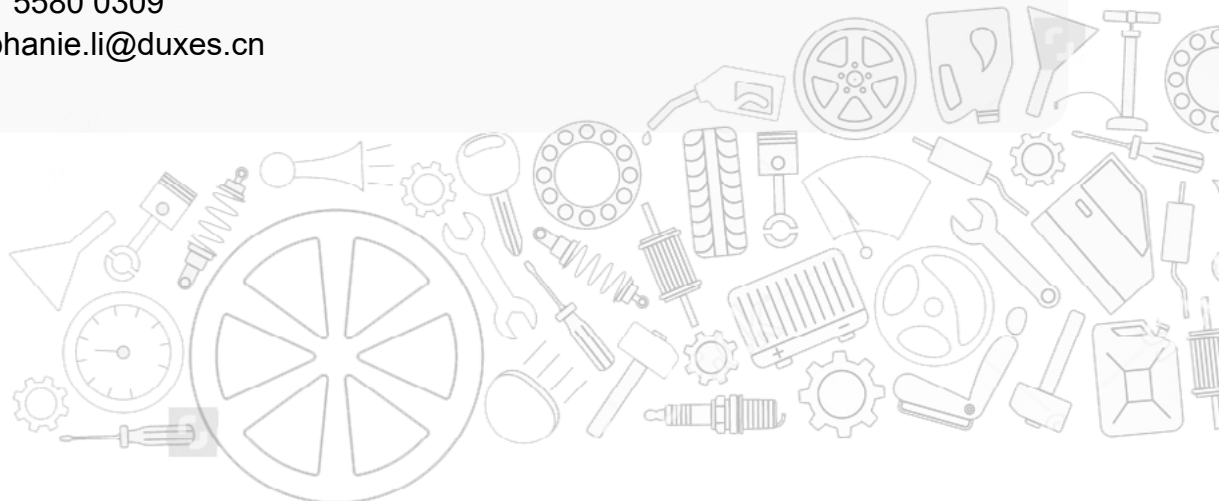
To receive details about sponsorship, please contact:

Stephanie Li

Tel: +86 21 5580 0330 ext 8061

Fax: +86 21 5580 0309

E-mail: stephanie.li@duxes.cn



REGISTRATION FORM

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Please complete and fax form to: +86 21 5580 0309 or scan and send to • 李 洁 洁 @daxes.cn

Conference Information (All fees will be charged in US\$)

Price Per Delegate	Quantity	Total Amount
US\$ 2,688		

The registration fee includes three days event participation, simultaneous interpretation, paper/audio materials, and lunch buffet/tea-breaks provided by five-star hotel. Duxes reserves the rights to make any final interpretations of the above.

Participants

If you would like more participant information, please contact: 李 洁 洁 (stephanie.li@daxes.cn) or call: +86 21 5580 0330 ext 861 F

The information below is true and written by the participants themselves. If it is not written by the participants, Duxes will assume that the writers have been authorized by the participants or the writers will bear all legal consequences incurred.

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Cancellation

Should you be unable to attend, a substitute delegate is welcome at no extra charge. A charge of 50% of the registration fee, plus a 10% administrative charge will be billed for cancellations received in writing at least thirty working days prior to the conference. Alternatively, you may choose to receive a credit voucher for the full value of the registration price, which may be deemed for future Duxes events. Duxes regrets that no cancellations will be accepted within thirty working days prior to conference start date, payments will not be refunded, and invoiced sums will be payable in full.

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