

Meet the Buyer Event

Heritage Motor Centre, Gaydon

05 April 2011



'Meet the Buyer' Event



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‘Meet the Buyer’: Strengthening the UK supply chain.



The SMMT's Meet the Buyer events are designed specifically to help support and sustain the UK's supply chain.

This event aims to:

- **Match 8 UK OEM and 8 Tier 1 ‘buyers’ with over 80 capable UK based ‘suppliers’**
- **Provide networking opportunities for all parties**
- **Support the Automotive Council in promoting local supplier sourcing**
- **Over 140 one-to-one meetings pre-scheduled for this event**

SMMT's previous Meet the Buyer event in 2010 resulted in:

- **Over 90 one-to-one meetings between OEMs and capable UK based suppliers**
- **89% of suppliers identifying at least one business opportunity**
- **>33% of suppliers matched with two to five potential opportunities**
- **These events do work!**

UK Supply Chain: Ingredients for growth?



>20%

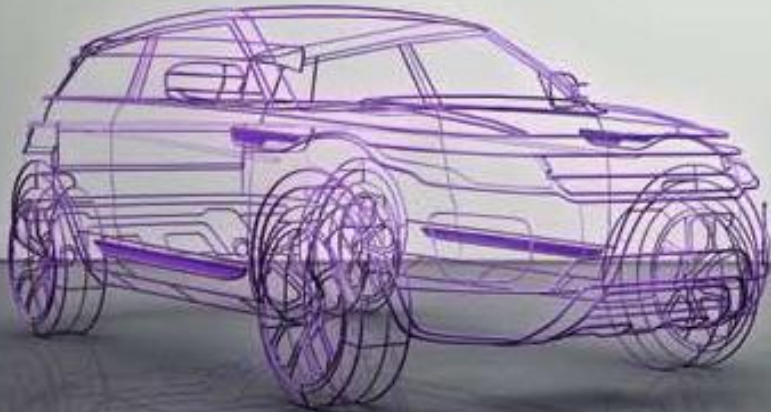
Deflation of Sterling vs. Euro
2007 → 2011

>25%

Increase in cost of oil
2006 → 2011

80%

Of all component types required
for vehicle assembly operations
can be produced by UK Suppliers



£7bn (per annum)

Companies in the UK are already winning
this amount of business annually from UK
vehicle makers

UK vehicle manufacturing growth, increased logistics costs and the devaluation of sterling now offer a unique opportunity for UK suppliers to rebuild and grow their manufacturing presence.

An example of success: The Range Rover Evoque.



Jaguar lifts car suppliers with £2bn of orders

The Telegraph

David Cameron: "This is great news and another example of the strength of UK manufacturing. JLR's announcement has the potential to create thousands of jobs and opportunities around the country and is a real boost to the economy."

The Telegraph

"Jaguar Land Rover has awarded more than £2bn-worth of supply contracts to over 40 UK companies for it's new Evoque model"

Bloomberg

Jaguar Land Rover to spend \$3.3 Billion on U.K. supply contracts

sky NEWS

New Range Rover drives 3,500 new jobs



'Meet the Buyer': Summary.



1. Higher logistics costs and a weak domestic currency offer UK vehicle manufacturers and suppliers a unique opportunity to reverse the hollowing out of UK supply chain capability.
2. The need to strengthen the UK supply chain is in the interests of the whole industry.
3. Use this event to maximise your opportunity to benefit from these unique circumstances.
4. Engage with SMMT – they are here to support you.





THE SUNDAY TIMES

Jeremy Clarkson "God, this is a lovely car"



"The new jag is a rather delightful looking monument"

Thank you

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