

Maximise your business growth potential to China and beyond

22 May 2015

Yung Tran, Head of Member Services and Business Improvement, SMMT

Simon Duan, Technology Specialist, UKTI

Sarah Thevenet, International Manager, SMMT

- During presentations (10:30 – 11:00) everyone will be muted so that only the presenters will be heard.
- The presentation will be followed by a Q&A session. Click on the hand symbol to show that you have a question.
- If you are experiencing any technical problems please call 020 7344 1673.

#SMMTWebinars



Joint Venturing into China

Simon Duan

UK Trade & Investment



The Growth Story of Chinese Auto Market

- **The largest in the world measured by automobile unit production since 2008.**
- **UK exports of cars to China have increased seven-fold since 2009.**
- **Greater than combined UK exports to Brazil, India and Russia.**



Opportunities for UK Suppliers

- Exports
- Technology licensing
- JV in China
- JV in UK

Case Study of UK-China automotive JV

GKN

- **Shanghai GKN HUAYU Driveline Systems Co., Ltd.**
- **JV between GKN and Huayu (Component subsidiary of SAIC).**
- **Largest driveline manufacturer in China (more than 40% market share).**



Covpress

- JV between Shandong Yongtai (China) and TIA (UK).
- Further investment of £10M to upgrade equipment and increase capacity by 30%.
- Secured long term contracts with JLR, Renault and other OEMs.
- Employment increased from 350 to 725 in Coventry.
- Established Covpress China in Jan 2015.



List of JV Enquires

Top 10 OEM

-EV and hybrid vehicles components including Power electronics, BMS, motor, control, connectors and wire harness.

Top 10 OEM

- Transmission system.
- Steering system.

Top 10 OEM

- Light weighting products (Al and composites)



Top 10 1st Tier Supplier

- Chassis components
- Environmental control products

Top 10 1st Tier Supplier

- Products that improves fuel efficiency
- auto electronics products

Largest Al Extruder and Sheet Producer

- Lightweighting Al Components and System



Contact

Simon Duan | Technology Specialist |

UK Trade & Investment | 1 Victoria Street | London SW1H 0ET |

Mobile: +44 (0)7825603092 | E-mail: simon.duan@uktispecialist.com

International Opportunities with SMMT

Sarah Thevenet
International Manager, SMMT

India:

UK exhibitor group at Auto Expo Components Show

Event details:

- Supply chain/aftermarket
- 4-7 February 2016
- New Delhi

Figures from previous show:

- Number of exhibitors: 1,115
- Number of visitors : 71,357
- Potential new business reported from UK group:

100% of UK exhibitor respondents expect new orders as a result of exhibiting at the show - orders worth in total over £1,075,000



China:

UK exhibitor group at AAITF

Event details:

- Auto Aftermarket Industry And Tuning Trade Fair
- 26-28 February 2016
- Shenzhen

Figures from previous show:

- Number of exhibitors:
3,579
- Number of visitors :
100,000



Germany:

UK exhibitor group at Automechanika Frankfurt

Event details:

- Aftermarket
- 13-17 September 2016
- Frankfurt

Figures from previous show:

- Number of exhibitors: 4,660
- Number of visitors : 137,982
- Potential new business reported from UK group:
on average £50,000 per UK exhibitor



South East Asia:

Report on automotive opportunities in Indonesia

Details:

- Report
- Ready by end of May 2015
- In collaboration with BRITCHAM Indonesia



Key expected outcomes:

- Market report identifying opportunities for British companies in the automotive sector in Indonesia
- Case studies of British automotive companies who are prospering in Indonesia

Thank you for listening. Please contact international@smmt.co.uk for more information

Society of Motor Manufacturers and Traders Limited

71 Great Peter Street, London SW1P 2BN

www.smmt.co.uk

Questions and Answers

Please click on the hand symbol to raise your hand if you have a question.

Please ensure that you are connected to the audio to ask a question.

Alternatively, you can type your question.



Email: **memberservices@smt.co.uk** with your questions after this session.

Slides emailed to participants after this session.

#SMMTWebinars