

Meet the Buyer Webinar: The Application Process

1 March 2017



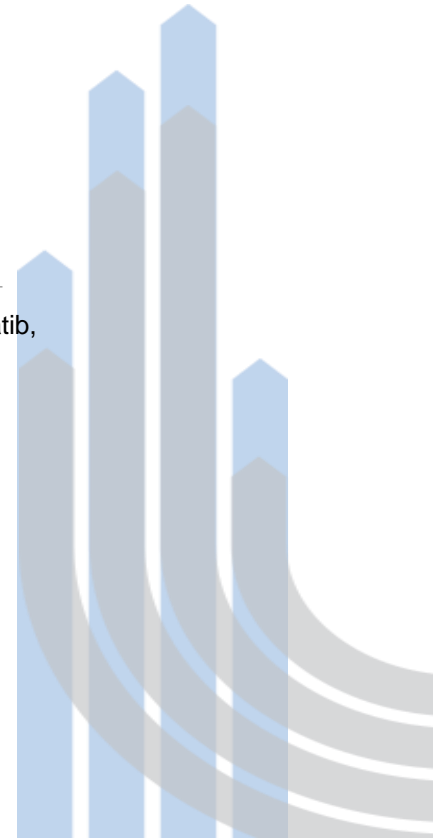
Lawrence
Davies MBE,
CEO,
AIO,
Department
for
International
Trade



Luke Hampton,
Senior Supply
Chain
Manager, **SMMT**



Loreta El-Khatib,
Assistant
Member
Services
Manager,
SMMT



- **During presentations (10:00 – 10:30) 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.**

Agenda

1. The opportunity (Lawrence)
2. Background to Automechanika Birmingham and Meet the Buyer (Luke)
3. The Expression of Interest (EOI) process (Loreta)

Automotive Investment Organisation



Department for
International Trade

**BUSINESS
IS
GREAT**
BRITAIN & NORTHERN IRELAND



UK Automotive Industry - Overview

- 1.8m vehicles manufactured in 2016
- 2.5m engines produced in 2016
- 78% of UK-built cars are exported
- Over £15 billion FDI into UK automotive since 2012
- 163,000 people employed in vehicle manufacturing
- World's largest producer of luxury cars

UK vehicle production has grown every year since 2008 . Vehicle production predicted to exceed 2.0M by 2020.

2010-2015: The UK economy grew 18.8% - 2nd fastest growing economy in the G7 (World Bank)





Opportunity

£6bn worth of investment opportunities have been identified in the automotive supply chain.

Average UK vehicle content has increased from 36% to 41% since 2012, an increase in value from £6.5bn to £9.5bn. OEMs and Tier 1 companies are increasingly looking to source from UK.

NISSAN supplier event and the announcement of new models to be built in UK is a huge opportunity that needs to be grasped. Signals the strength of the British automotive industry and its continued growth.

McLaren new £50M plant in Sheffield brings work back to the UK and further highlights the opportunities in the UK.



Opportunity

The trade opportunity is there. The exchange rate is in your favour.

UK products are well received across the world and respected for their quality. Don't underestimate your potential.

Make sure you spread your business. Don't only rely on UK OEMs and Tier 1s.

Department for International Trade and Automotive Investment Organisation are here to help.



Automechanika, Birmingham, 6-8 June 2017

UK's biggest automotive trade event where the very best of the UK's automotive industry meet. Make the most of it.

- Take sufficient business cards to the event and take brochures to leave with the potential customer.
- 1-2-1 meetings are 25mins, with 5 min switch over time. Be on time!
- Have a structured presentation to get through the basics as effectively as possible
 - company history, size, location(s) (one pager), commodities produced, current customers, accreditations, current QCD performance, design capability etc
- Key message = 1 to 2 slides “Why source with us?”
- Keep in mind that the purpose of the first meeting is to explore areas of mutual interest and opportunity
- Leave a small pack with the buyer (no more than 1-4 slides)

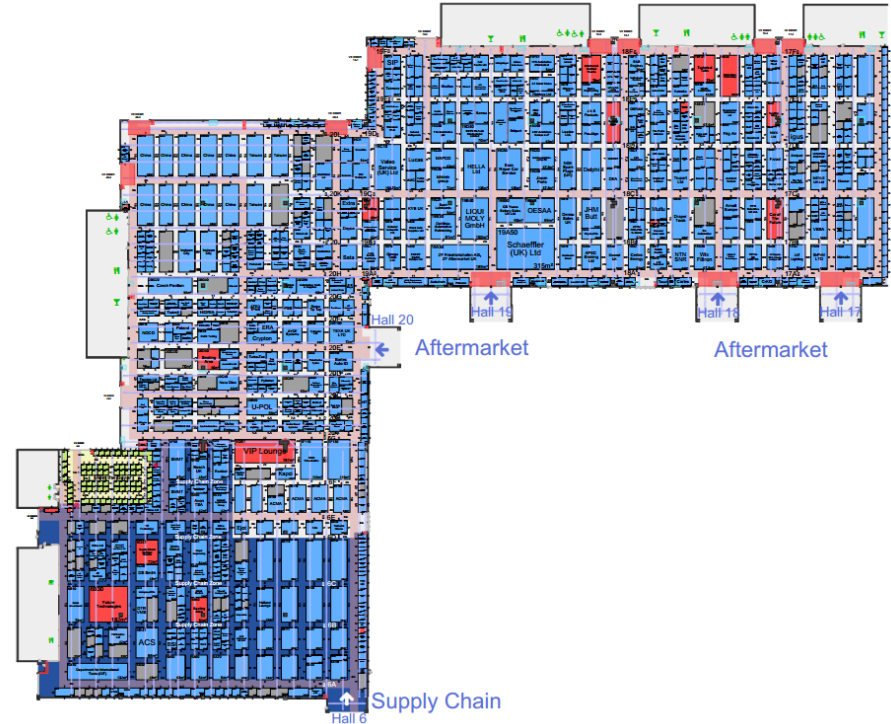


Department for International Trade

Automechanika Birmingham 2017

6-8 June 2017

- Over 800 exhibitors will be there.
- Over 250 new exhibitors vs 2016.
- 70% bigger than 2016
- Visitor registrations are currently 25% ahead of last year.
- 150 from supply chain
- New dedicated Supply Chain Zone.
- SMMT OF, MtB, technology showcase, bigger Member's Lounge



SMMT Meet the Buyer 2017

2016 MtB stats

340 delegates

18 Buying organisations

64 individual buyers

355 1-1 meetings arranged

2017 MtB

Significantly up y-on-y EOIs

More buying organisations confirmed

Slight increase on capacity for meetings





In partnership with:

Department for
International Trade

Part of:
automechanika
BIRMINGHAM

SMMT
DRIVING THE
MOTOR INDUSTRY



Confirmed buyers



Buyers commodity list

- **Advanced Technology (preproduction technologies)**
- Aluminium sheet and extrusions *(Bus and Coach)*
- **Body (BIW, suspension, tyres and wheels, etc.)**
- CCTV systems *(Bus and Coach)*
- Destination displays *(Bus and Coach)*
- **Electrical and electronics (sensors, EV components, power electronics, wiring, etc.)**
- Electrical consumables *(Bus and Coach)*
- **Engine and powertrain (engine block, camshaft, transmission, etc.)**
- Exhaust systems *(Bus and Coach)*
- Fuel tanks *(Bus and Coach)*
- Glass & windscreens *(Bus and Coach)*
- GRP, ABS & Rotomould plastics *(Bus and Coach)*
- Handpoles & steel tubes *(Bus and Coach)*
- Hoses *(Bus and Coach)*
- Indirect supply
- Industrial painters
- Interior & exterior lighting *(Bus and Coach)*
- **Interior / exterior (seats, large mouldings, trim, finishing, etc.)**
- Machined parts
- Metal fabrications - large *(CV)*
- Metal fabrications - small-medium *(CV)*
- **Multi area (nuts, bolts, seals, etc.)**
- Noise suppression quilts *(Bus and Coach)*
- Paint & sealants *(Bus and Coach)*
- **Processes and tooling (PIM, castings, coatings, forgings, stampings, etc.)**
- Small mouldings
- Starters, alternators, batteries *(Bus and Coach)*
- Steel fabrications *(Bus and Coach)*
- Steering & suspension *(Bus and Coach)*
- Wheels *(Bus and Coach)*
- Wipers *(Bus and Coach)*

Meet the Buyer expression of interest supplier online tool

<https://mtbeoi17.autosupplierfinder.com> <https://www.automechanika-birmingham.com/>



Meet the Buyer at Automechanika – Expression of Interest (EOI) and profile submission

Welcome to the Expression of Interest (EOI) and profile submission for **Meet the Buyer** event at Automechanika Birmingham. Please note all profiles need to be submitted by 20 April 2017. Please provide a short summary of your capabilities as it will be the key point buyers will be focused on.

If you know your ASF editing tool user name or you have already submitted a profile you can use that to access the previous submission alternatively simply enter your email in the right box to start. An email will be sent with a secure password.

Existing ASF users

If you are an existing user, please enter your e-mail address and password below to edit your submission response.

E-mail address

Password

Login

Non ASF users and/or password reminder

Enter your email to start the submission. You will be sent a unique password for security purposes and your company details will pre-populated where possible.

E-mail address

Register

Meet the Buyer expression of interest supplier online tool

Company details



1. Company Details

2. Additional Details

3. Company Contacts

4. Category Listings

5. Additional Questions

6. Complete

Company Details

All fields marked with * are mandatory.

Company Name *

Address 1 *

Address 2

Address 3

Town *

County *

Postal Code/Zip *

Country *

Meet the Buyer expression of interest supplier online tool

Additional details

1. Company Details
2. Additional Details
3. Company Contacts
4. Category Listings
5. Additional Questions
6. Complete

Additional Details

All fields marked with * are mandatory.

Part of a UK group ☐

Parent name

Parent postal code/Zip

Turnover (£)

Automotive Sector Turnover (£)

No. of employees on site

No. of employees worldwide

Data protection opt out ☐

Quality standards

Select Quality Standard(s)

Ford Q1 X ISO 9001:2008

Trade association membership

Add

Trade internationally

Select Trade Internationally(s)

Supply chain position

Please select

Top 5 suppliers

Add

Major customers

Add

Previous Next

Meet the Buyer expression of interest supplier online tool

Company contact details

1. Company Details
2. Additional Details
3. Company Contacts
4. Category Listings
5. Additional Questions
6. Complete

Company Contacts

Please add or update key contact details. You must have at least one contact to proceed.

Add Contact

Title	Forename	Surname	E-mail	Telephone	Job title	Job functions	
Mr	Matthew	Bell			Joint Managing Director	MD/Head of Site , Engineering Product Design , Head of Engineering Design , Head of Production	<div>Edit</div> <div>Delete</div>
Mr	Dave1	Bell			Joint Managing Director	MD/Head of Site	<div>Edit</div> <div>Delete</div>

Previous

Next

Meet the Buyer expression of interest supplier online tool

Category listings

1. Company Details
2. Additional Details
3. Company Contacts
4. Category Listings
5. Additional Questions
6. Complete

Product details

Please add the products and services you manufacture from this site by searching by key word or using the navigation tree. For each product please select the appropriate attributes. You must list at least one category to proceed.

Add Category
Remove Category

<input type="checkbox"/>	Top Level	Parent	Leaf	
<input type="checkbox"/>	Automotive Components & Systems	Engine & Powertrain	Engine/ Powertrain Parts Distribution/ Sales	Edit
<input type="checkbox"/>	Vehicle Raw Materials	Adhesives, Sealants & Coatings	Adhesives/ Sealants & Coatings Distribution/ Sales	Edit
<input type="checkbox"/>	Vehicles	Volume Production Cars/ MPVs/ SUVs	Multi-Purpose Vehicles (MPV)	Edit

Previous
Next

Meet the Buyer expression of interest supplier online tool

Information for Meet the Buyer event 1

1. Company Details

2. Additional Details

3. Company Contacts

4. Category Listings

5. Additional Questions

6. Complete

Additional Questions

Would you like to express interest in the Meet the Buyer event at Automechanika Birmingham 2017?

Yes

In which capacity would you like to be considered for attendance to the event:

Supplier only

Please provide main contact details for Meet the Buyer event: First name

Loreta

Surname

El-Khatib

Job title

Assistant Member Services Manager

Meet the Buyer expression of interest supplier online tool

Information for Meet the Buyer event 2

Email address

lel-khatib@smmmt.co.uk

Please use the space below to provide us with a specific profile for the event for 2017

Company profile for buyers to see

Which capability areas your organisation is mainly involved? - (hold CTRL key for selecting multiple)

Advanced Technology (preproduction technologies)
Aluminium sheet and extrusions (Bus and Coach)
Body (BW, suspension, tyres and wheels, etc.)
CCTV systems (Bus and Coach)

Please indicate which of the below buying organisations you would like to meet at the event? - (hold CTRL key for selecting multiple)

Aisin Europe
Alexander Dennis
Aston Martin Lagonda
Bentley

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Meet the Buyer expression of interest supplier online tool

Summary page

Summary of answers

Company Details

Bell Hydraulic Services Ltd
Chapel Lane
Cwmbran
NP44 2PP
United Kingdom

Telephone: 01633 861423

Fax: FPS01633 864472

Website: www.dgb.co.uk

Email: sales@dgb.co.uk

Principle Product: Hydraulic power units & systems

Establishment Type: Manufacturing

Product Description: With the importance of weight reduction in modern vehicle design and the introduction of lightweight materials into manufacturing processes, Tecman focus on developing next generation bonding technology formulated to meet the increasingly complex field of structural bonding of multi-materials. An advanced adhesive tape manufacturer and converter, Tecman work in partnership as Bonding Engineers, alongside OEM's and Tier 1 suppliers to develop solutions that reduce assembly costs whilst also increasing efficiencies throughout manufacturing processes. Tecman's most advanced technology to date, DAAT® dual action adhesive tape, is an advanced adhesive formulation which provides exceptional structural bonding and sealing properties to dissimilar materials. DAAT® has the ability to instantly bond multiple substrates including high strength steel, aluminium, magnesium, high temperature plastics, composites and oily steel with a cured shear strength of up to 39.8 MPa. Tecman's design, development and delivery capabilities have enhanced applications for over 20 years. Their commitment to ongoing research into new materials and processes, combined with engineering knowledge and lean manufacturing enable Tecman to provide innovative solutions that maximise efficiency whilst minimising overall costs. Partnered with the UK's leading manufacturer of industrial automated systems; Expert Tooling and Automation. Through their vertically integrated partnership Tecman combines cross-industry innovation from adhesive formulation, conversion expertise and automated assembly processing to create a customised 360-degree solution for structural bonding and manufacturing assembly requirements.

Member Status: SMMT Member

Low Carbon/Electric Vehicle Supplier: Supply services towards the manufacture of low carbon vehicles

Edit

Additional Questions

Please use the space below to provide us with a specific profile for the event for 2017

Company profile for buyers to see

In which capacity would you like to be considered for attendance to the event:

Supplier only

Please provide main contact details for Meet the Buyer event: First name

Loreta

Would you like to express interest in the Meet the Buyer event at Automechanika Birmingham 2017?

Yes

Which capability areas your organisation is mainly involved?

Body (BIV, suspension, tyres and wheels, etc.)

Engine and powertrain (engine block, camshaft, transmission, etc.)

Electrical and electronics (sensors, EV components, power electronics, wiring, etc.)

Interior / exterior (seats, large mouldings, trim, finishing, etc.)

Multi area (nuts, bolts, seals, etc.)

Processes and tooling (PMI, castings, coatings, forgings, stampings, etc.)

Advanced Technology (preproduction technologies)

Surname

El-Khatib

Job title

Assistant Member Services Manager

Email address

lei-khatib@smmt.co.uk

Please indicate which of the below buying organisations you would like to meet at the event?

Aston Martin Lagonda

Edit

Submit

Meet the Buyer expression of interest

Key dates

- 20 April – EOI system closes
- From mid May – invitations issued
- 7 June – Meet the Buyer event

Next steps

- Submit expression of interest (EOI)
- Register for Automechanika show entrance
- Regularly update company profile until 20 April
- Await for the first meeting confirmation
- Attend webinar on 31 May '[Meet the Buyer: Making the most of your day](#)'

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@smmt.co.uk with your questions after this session.

Slides emailed to participants after this session.

Thank you

The Society of Motor Manufacturers and Traders Limited

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