



International Conference on Investment Attraction  
to Automotive Component Industry



# Auto Invest '10

15-16 February 2010  
«Park Inn Pribaltiyskaya»  
Saint-Petersburg, Korablestroiteley st., 14

## AGENDA

15 February 2010 (Monday)  
Conference Day One

**08.00 – 09.00 Registration of participants**

**09.00 – 09.30 Opening** (Hall BLUE 5)

- **M.Oseevsky**, Vice-governor of St. Petersburg
- **A.Ipatov**, President, NAPAK; Director General, Science and Research Automobile and Engine Institute (NAMI)
- **S.Bodrunov**, Coordinator of the Industrial Council of St. Petersburg
- **V.Lovtsov**, Deputy Head of the Department, Office of the Plenipotentiary Envoy of the President of the Russian Federation to the North-West Federal district
- **S.Khodko**, Director General, North-West Development and Investment promotion Agency

**09.30 – 11.30 Discussion**

**«Macroeconomic and development of automotive branch»**

**Moderator: E.Kreid**, Managing Director, BCG

**Key topics:**

1. Analysis and forecasts for the automotive market development
2. Strategy of the development of the automotive industry in Russia until 2020, measures of government support
3. Possible trends for the industry development:
  - local automotive industry, or full integration into the global automotive industry
  - conservation and development of local brands
  - industrial assembly of foreign cars, short-term or long-term business development strategy

**Participants:**

- **M.Akimov**, Deputy Governor of the Kaluga Region
- **S.Kupchikova**, Coordinator of the department Supplier Placement, Volkswagen Group Rus
- **V.Kiselevich**, President, St. Petersburg Association of Automotive Component Manufacturers (SPbAPAK)
- **F.Hosaka**, Director General, Nissan Manufacturing RUS
- **A.Pantuyukhov**, Director-General of Russia subsidiary, Nokian Tyres Plc
- **L.Kuznetsov**, Director of Strategic Development, GAZ Group
- **I.Bonchev**, Head of the Automotive Segment, Ernst&Young

**11.30 – 12.00 Coffee-break**

**12.00 – 13.30 Open discussion**

**«Concept of the development of the automotive industry and modern materials in Russia until 2020»**

(Hall BLUE 5)

**Moderator: M.Blokhin**, Executive Director, National Association of Automotive Component Manufacturers (NAPAK)

**Key topics:**

1. Analysis and forecasts for OES market development
2. Supplier development - concentration as a precondition for success
3. Methods of the entering of the foreign suppliers to the Russian market
4. Creation and development of systems integrators and suppliers of Tier 1 as the basis for the success of investment projects of foreign and local OEMs
5. Intellectual property and competence: build or buy on the world market? (Platforms, components, materials)

**Participants:**

- **A.Ipatov**, Director General, National Association of Automotive Component Manufacturers (NAPAK)
- **I.Saveliev**, Director of Strategic Analyse Group, KAMAZ inc.
- **V.Vylegzhanin**, Project manager, OJSC «United Automobile Technologies»
- **M.Kalugin**, Commercial Director, JSC «Sollers»
- **K.Epstein**, Director of Automotive Component Division, GAZ Group
- **D.Osipov**, Director General, Ebershpheher Rus
- **A.Vasin**, Commercial Director, «Faurecia Automotive»
- **R.Van Gestel**, General Manager, Lear Russia

**13.30 – 14.30 Lunch**

**14.30 – 16.00 Parallel events:**

**Open discussion**

**«Strategy for improving of the competitiveness of local suppliers»**

(Hall BLUE 5)

**Moderator: D.Osipov**, Director General, Eberspacher Rus

**Key topics:**

1. Can Russia be among the countries - leading manufacturers of automotive components?
2. Cooperation with the foreign brands in the field of engineering
3. Restructuring of production - desirability or necessity?
4. Localization and new organizational technologies
5. Reducing costs of transportation and customs clearance
6. Projecting and venture financing of investment projects

**Participants:**

- **G.Dvas**, Vice Governor of the Leningrad Region
- **T.Arabadji**, Director of Russian Automotive Market Research, Russian Automotive Market Research
- **G.Rotov**, JSC «Magna Technoplast»
- **A.Melnikov**, Director General, PLC «Avtopribor» Plant»
- **A.Gershunovich**, Customer Director Russia, Takata-Petri AG
- **A.Kashirin**, Chairman of the Board, National Union Business Angels of Russia (RUSSBA)
- **K.Kulikov**, Head of the Committee on Small and Medium Business, National Association of Automotive Component Manufacturers (NAPAK)
- **T.Umetsu**, General Director, Japan External Trade Organization (JETRO)
- **D.Busen**, Director of automotive cluster of Slovenia - supervisor of UNIDO`s project in Samara region, United Nations Industrial Development Organization (UNIDO)
- **E.Belenlioglu**, UIB Representative in RF, Uludag Exporters' Association

## Round table

### «Automotive Cluster in St. Petersburg: trends and prospects. Round table of experts»

(Hall Green 6)

**Moderator: S.Fiveysky**, First Deputy Chairman of the Committee for Economic Development, Industrial Policy and Trade

#### Key topics:

1. Automotive cluster in St. Petersburg: current trends, features of development, key players, and analysis of situation
2. Prospects of automotive cluster in St. Petersburg. Effect of government support measures. Strategic directions of development

#### Participants:

- **F.Hosaka**, Director General, Nissan Manufacturing RUS
- **E.Beresantseva**, Government Affairs Director, Ford Motor Company, ZAO
- **J.Balck**, Director General, «Scania-Piter»
- **A.Biryukov**, Chairman of the Board, JSC «Yarovit Motors»
- **V.Kiselevich**, President, St. Petersburg Association of Automotive Component Manufacturers (SPbAPAK)
- **T. Shoshtaev**, Director, ZAO «Interkos - IV»
- **M.Odnoblyudov**, Director General, JSC «Optogan»
- **M.Chernobrovkina**, Executive Director, American Chamber of Commerce in St. Petersburg
- **I.Bonchev**, Head of the Automotive Segment, Ernst&Young
- **S.Aleksandrov**, Vice-Rector for Relations with industry, Saint-Petersburg State Polytechnic University
- **D.Lazovsky**, Director General, JSC «Atlant-M-Baltika»

16.00 – 16.30 Coffee-break

16.30 – 18.30 Parallel events:

#### Discussion

### «Investment promotion for the production of automotive components. Investment platforms of Russia»

Overview of unique investment proposals on the possibility of automotive components manufacturing enterprises location in St. Petersburg, Leningrad, Pskov, Vologda, Novgorod, Ulyanovsk and Kaluga regions (Hall Blue 5)

**Moderator: S.Khodko**, Director General, North-West Development and Investment promotion Agency

**Co-moderator: V.Kiselevich**, President, St. Petersburg Association of Automotive Component Manufacturers (SPbAPAK)

#### Participants:

- **I.Kokarev**, Deputy Chairman of the Board, OJSC «BFA Bank»
- **S.Kuklin**, First Vice Chairman, Head of Investments Department, Committee for Economic Development and Investment Activity
- **D.Ravikovich**, Chairman, State Committee on economic development, industry and investments of the Pskov region
- **Y.Senko**, Chairman of the Committee for Foreign Affairs, Vologda region Government
- **A.Smekalin**, Head of Investments and Foreign Relations department, Ministry of Industry and Transport of the Ulyanovsk region
- **A.Teyder**, Head of investment department, Economic Committee of the Novgorod region
- **R.Zalivatsky**, Minister of economic development of Kaluga region

**Master class****«Tax, customs and transactions aspects of doing business in the automotive sector in Russia»**

(Hall Green 6)

**Moderator:** I.Bonchev, Head of the Automotive Segment, Ernst&Young

**Participants:**

- **D.Babiner**, Partner, Head of Tax and Legal Services, Ernst & Young, St. Petersburg
- **D.Mayorov**, Senior Manager, Customs Services, Ernst & Young, St. Petersburg
- **M.Vladimirov**, Director, Tax & Legal Services, Ernst & Young, Moscow

**19.00 – 21.00 Evening Reception**

**16 February 2010** (Tuesday)

**Conference Day Two**

**09.00 – 10.30 Parallel events:**

**Continuation of Discussion****«Investment promotion for the production of automotive components****Round table****«The business organization for the automotive components manufacturing in Russia. Creation of the park suppliers of automotive components»**

(Hall Green 6)

**Moderator:** E.Ulyanova, Partner, Head of Consulting department in St. Petersburg, «Deloitte»

**Participants:**

- **O.Krasnoyartseva**, Manager, consulting department, «Deloitte»
- **V.Rudenko**, Senior manager, Tax&Legal, «Deloitte»
- **R.Tarasov**, Manager, «Deloitte»
- **Y.Volkov**, Partner, head of customs practices of Deloitte CIS, «Deloitte»

**Round table****«Mechanism of auto recycling»**

(Hall Blue 5)

**Moderator:** S.Kuklin, First Vice Chairman, Head of Investments Department, Committee for Economic Development and Investment Activity

**Participants:**

- **G.Dvas**, Vice Governor of the Leningrad Region
- **T.Arabadji**, Director of Russian Automotive Market Research, Russian Automotive Market Research
- **S.Ganichev**, Deputy Director General of JSC «Avantek»
- **K. Yurchenko**, Deputy Head of Division 4 of the Office of Internal Affairs of traffic police St.Petersburg and the Leningrad region
- **N. Smetanina**, First Deputy General Director, JSC «Slantsy Plant Polymer»

**Key topics:**

1. Government measures to support the national car industry
2. Participation of the Leningrad region in a pilot project for auto and components recycling
3. The mechanism and scheme of the interaction of structures involved in the process of recycling
4. Practical solutions for industrial and business organizations involved in the process auto recycling

**10.30 – 11.00 Coffee-break**

**11.00 Excursion to ZAO «AVANTEK»**

**11.00 – 17.00 B2B meetings** (Hall BLUE 5)

**15:00 - 17:30 Workshop**

**"Nanotechnologies in the automotive industry"**

(Hall Green 6)

**Moderator: S.Fiveysky**, First Deputy Chairman of the Committee for Economic Development, Industrial Policy and Trade

**Co-moderator: K.Demetriou**, Managing Director, «Rosnanotekh»

**Key topics:**

1. Discussion of the prospects of implementation of nanotechnology in the automotive industry. Practical developments in Russia and abroad, ready for implementation at enterprises of automobile industry. The possibilities of nanotechnology to improve the quality and reduce costs in the automobile and automotive components manufacturing.
2. Presentation of projects on implementation of innovation / nanotechnology. Discussion of their prospects.

**Participants:**

- Experts of «Rosnanotech»
- Managers of industrial enterprises
- Experts in legal and tax practice
- Representatives of science and research and educational institution
- Representatives of the Administration of St. Petersburg