### Conference details 会议详情:

### Date 日期:

9 – 10 December 2013 Monday – Tuesday 2013年12月9至10日 星期一至星期二

### Venue 地点:

Kerry Hotel Pudong No.1388 HuaMu Road, Pudong, Shanghai, China 浦东嘉里大酒店 中国上海市浦东新区花木路1388号

### Oganiser 主办单位:

Messe Frankfurt (Shanghai) Co Ltd 法兰克福展览 (上海) 有限公司

International Cooperation Centre of National Development and Reform Commission 中国国家发展和改革委员会国际合作中心

Conference Adviser 会议顾问:

Official media 官方媒体:

Knowledge Supporter 咨询与分析师支持:



Conference partners 会议伙伴:



DE







汽车工业网



**International Summit China** 中国高新汽车国际峰会

> 9 – 10. 12. 2013 Kerry Hotel Pudong, Shanghai, China 中国•上海浦东嘉里大酒店

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# Key technologies and business directions for competition edge 实现竞争优势的关键技术与业务方向

This truly international and highly informative industry gathering brings together senior auto industry executives, senior Chinese government representatives and overseas experts to explore key management challenges and business growth opportunities ranging from product and technology innovations to the latest business models for competitive edge.

中国高新汽车国际峰会是真正国际化、信息丰富的行业盛会. 将汇聚汽车行业高管、中国政府部门高层领导和海外专家. 从产品和技术创新. 到实现竞争优势的最新商业模式、共同探索关键管理挑战和行业增长机遇。

# Conference Objective 会议目的

• To increase understanding of the business cases (models), market factors and technology innovations critical to successful migration from ICE to an ultra low emission hybrid and EV world

提高对商业案例(模式)、市场因素和技术创新的理解,促进从ICE到超低排放混合动力和电动车辆的成功过渡

- To bring together China and foreign industry senior executives and technical experts to promote international cooperation and exchange of expertise in auto products and services innovation with globally competitive levels of quality, reliability and safety 汇聚国内外汽车行业的商业精英和技术专家,对汽车产品和服务的质量、可靠性和安全性符合全球化竞争水平,进行国际合作和专知交流
- To share and learn from foreign experiences in planning and policies for promoting greener personal mobility and energy efficient commercial and public transportation

分享和学习海外促进绿色个人交通、节能商业和公共交通的规划和政策经验

• To promote the rapid development of a strong, energy efficient, passenger and commercial vehicle industry in China, including real partnerships and intellectual property ownership for full access to global markets 建立中国高效节能的乘用车和商用车行业,并促进真正合作和拥有知识产权,从而全方位地进入全球市场

An unrivalled opportunity to benefit from networking, collaboration and exchange of ideas – critical issues to be explored include:

前所未有的宝贵机遇。从行业联谊、携手合作和理念交流中获益匪浅 — 峄会探讨的关键主题包括:

- Transforming competitiveness of China's auto-makers for global market access 促进中国国有和民营汽车企业的竞争力转型:朝着真正合作、技术转 让和全球市场渠道迈进
- · Roadmap for industry consolidation 行业合并路线图
- Evaluation of hybrid opportunities 乘用车和商用车市场中的混合动力机会
- · Critical steps to electrification and EV for market growth 通往电气化的关键步骤:实现电动汽车和电动交通的真正发展
- · Smart connected vehicle innovation 汽车智联技术创新实现新机会
- · Digital marketing and social media best practices 数字营销和社交媒体: OEM厂商和经销商的最佳实践
- Positioning for changing consumer aspirations and 3rd and 4th tier cities 针对瞬息万变的消费者期望和新兴城市实施定位
- Increasing transportation efficiency of commercial and public fleets 有效减排:实现更加高效的商业车队

- Realising unprecedented vehicle and driver safety 实现前所未有的车辆和驾驶者安全目标
- · Light-weighting for higher performance 轻量化实现更加节能、高性能的车型
- Dealer and distributor new service market opportunities 经销商和分销商在新维修市场中的新兴机会
- · Aligning future personal mobility with growth of China's eco-cities 个人交通战略与中国的未来生态城市相匹配
- Profiting from high growth aftermarket opportunities 具备高增长潜力的未来配件市场机会



# China Ministries, Industry Institutes & Automotive Companies 中国各部委、行业研究机构和汽车企业

National Development and Reform Commission (NDRC) 中国国家发展和改革委员会 (NDRC)

Dr. Yuan Cheng Yin, Deputy President, BJEV R&D Institute, Technical Director & Chief Engineer, BAIC Motor Electric Vehicle Co Ltd

袁成荫博士、北汽电动车辆研发研究院副院长、 北汽电动汽车有限公司技术总监兼总工程师

Mr. Wang Cheng, Executive Director, Clean Energy Vehicle Productivity Promotion Center, China Automotive Technology and Research Center (CATARC)

王成先生,中国汽车技术研究中心(CATARC) 清洁能源汽车生产力促进中心执行主任

### International Automotive Companies & Overseas Industry Organisations 国际汽车企业与海外行业组织

Mr. Christophe Aufrere, CTO, Faurecia, France Christophe Aufrere 先生, 法国佛吉亚集团首席技术官



Mr. Francois Schoentgen, Managing Director, Powertrain BU Transmission Asia, Continental Automotive Francois Schoentgen先生,大陆汽车集团传动系统 业务部亚洲区变速器部门董事总经理



总经理兼合伙人

Germany

Dr. Jan Fritz Rettberg, Executive, Competence Centre for Interoperable E-Mobility, Infrastructure and Grids, TU Dortmund,

Jan Fritz Rettberg博士,德国多特蒙德工业大学 可互操作电动车辆、基础设施和电网能力中心主管

Mr. Klaus Paur, Global Head of Automotive, Ipsos SA, China Klaus Paur先生,中国益普索公司全球汽车业总监

Visit the Conference Website for the latest speaker updates: www.nextgenautosummit-china.com 请浏览峰会网站主页,了解最新演讲嘉宾概况:www.nextgenautosummit-china.com



Mr. Steven Lu, Vice-President and CEO, Team China Racing (Formula F) 吕洋先生,中国国家赛车队(E方程式赛车) 副总裁兼首席执行官



Dr. Song Jian, Professor and Vice President, Automotive Engineering Development Institute, Dept. of Automotive Engineering, Tsinghua University 宋健先生, 清华大学汽车工程系教授兼汽车工程 发展研究院副院长



Dr. Cheng Lin, Professor, Vice Director, National Engineering Laboratory for Electric Vehicles (NELEV), Beijing Institute of Technology

林程博士,北京理工大学电动车辆国家工程实验室 (NELEV) 教授兼副主任



Ms. Boriana Lambreva, Senior Manager New Energy Vehicles Group Strategy and Planning, Volkswagen (China) Boriana Lambreva女士,大众汽车(中国)公司 新能源汽车集团战略与规划高级经理



Mr. Madani Sahari, CEO, Malaysia Automotive Institute (MAI), Malaysia

Madani Sahari先生, 马来西亚汽车研究院 (MAI) 首席执行官



Mr. Christian Heep, CEO and Head of Marketing, Bundesverband eMobilitat (BEM), Germany Christian Heep先生,德国交通协会(BEM) 首席执行官兼营销总监



Mr. Zhuo Zhang, Research Associate, Lux Research Inc., USA 张卓先生,美国勒克斯研究公司研究员



Mr. Ralph M. Meunzel, Head of Publishing, Chief Editor, Autohaus, Springer Automotive Media, Germany Ralph M. Meunzel先生,德国Springer汽车媒体公司 出版总监、Autohaus主编



Mr. Rick Longobart, Facilities and Fleet Manager, City of Santa Ana & President, Municipal Equipment Maintenance Association (MEMA), USA Rick Longobart先生,美国圣塔阿娜市设施与车队经理兼 市政设备维护协会 (MEMA) 主席

### Conference agenda 会议议程

### Day one 第一天 9.12.2013 Monday (星期一)

#### Registration 登记与茶歇 08:00-09:00

#### Morning Keynote Sessions 上午:主题演讲 09:00-13:00

Key policies, planning and priorities for China's automotive sector: The way forward for a more sustainable and globally competitive industry

- Overcoming the challenges of energy supply and environmental pollution Proactive measures to promote technological advancements towards EV and the intelligent, environmentally
- friendly vehicle (i-EFV) Facilitating increased competitiveness of the local automotive industry in terms of quality, reliability and safety
- 中国汽车行业和相关市场实现可持续发展的政策、首要任务与积极措施演变
- 克服能源供应和环境污染所带来的挑战
- •采取积极措施,促进朝着电动车和智能环保汽车(i-EFV)的科技进步
- 促进国内汽车行业的质量、可靠性和安全性, 以提高竞争力

#### Overseas perspectives and country case studies: Mega-trends, business models and impacts of technology innovation

- · Global mega-trends impacting the auto industry
- Approaches being taken to lower emissions, towards greater fuel efficiency and medium to longer term zero carbon approaches for personal mobility and public transportation
- To what extent should the global industry roadmap be set by the market or government?
- 国外经验与案例分析:为汽车行业发展而采用的商业模式和技术创新
- 全球汽车行业大趋势及其影响
- •目前为降低排放量、提高节油性能而采用的措施,以及为个人交通和公共交通实现零碳排放的中 长线比欧
- 市场或政府应该为全球行业制定怎样的路线图?

#### 13:00-14:00 Networking lunch 联谊午餐 14:00-17:30 Afternoon Track 下午:分论坛



- bility and electrification: Critical steps for market growth Status of critical enabling technologies needed for EV market growth
- What are the key decision factors for success in China's adoption of an EV charging standard?
- What should be done to facilitate mass installation of convenient consumer EV charging points?
- Emergence of wireless charging and its potential
- · Should financial subsidies and incentives continue and, if so, which ones will be most effective in nromoting FV?
- 电动车和电动交通认证的关键步骤

• 电动车市场增长所需的关键使能技术状况

- 中国成功采用充电标准需要怎样的关键决策因素?
- 如何促进大规模安装及使用便利消费者的电动车充电点?
- 无线充由的未来潜力如何?
- 是否应继续实施经济补贴和激励机制? 如果应该继续,哪些手段将最为有效地推广电动车?

Realising the goal of much improved driver and vehicle safety through active and passive approaches What can be achieved though adoption of ESP and ESC (electronic stability) to bring down unacceptably

- high driver and pedestrian accident rates on China's roads? · Potential for vehicle differentiation for competitive edge with increasing consumer awareness on safety and
- increasing affordability of safety systems
- What approaches can be taken to assure widespread adoption of vehicle safety technologies in China?
   Future potential for further accident risk reduction with integrated onboard technology linking interactively with highway infrastructure and nearby vehicles
- 通过主动和被动方式,实现大幅度提高驾驶者和车辆安全的目标 通过采用ESP和ESC(电子稳定性系统),如何降低中国道路上高得惊人的事故率?
- •随着消费者安全意识的提高以及对安全系统承受能力的上升,如何通过车辆差异化实现竞争
- 优势 可采取哪些措施,确保在中国广泛采用车辆安全技术?

• 通过一体化车载技术与公路设施和邻近车辆互动关联、进一步降低事故风险的未来潜力

- Aligning new directions in urban personal mobility with China's goals for future eco-cities
- The need for new OEM business strategies to help mitigate increasing congestion in major cities and growing municipal restrictions on new license plate issuance
- Evolving a new technology and policy roadmap for energy efficient and economically viable urban vehicle
- networks and supporting sustainable infrastructure In what ways might personal mobility evolve (EV and beyond) to overcome today's traffic congestion and
- infrastructure shortcomings? · What are the experiences from pilot trials to date and possible new directions?
- 将个人交通的未来与中国智联生态城市发展的目标相匹配
- 0EM厂商需要制定企业新战略,缓解各大城市中日益严重的交通堵塞问题,同时应对市政府 对新机动车牌照发放不断施加的限制
- •为具有经济可行性的节能型城市汽车网络制定新技术与政策路线图,支持可持续基础设施
- 个人交通领域该如何发展(电动汽车等等),方可解决目前的问题?
   到目前为止的试点项目带来怎样的经验和启迪?存在怎样的新方向?

17:30 Close of day one 第一天会议结束

Promoting development of China's state owned and privately held auto companies: Moving to real partnerships, technology transfer and access to global markets

xtGen /

RENDA Cilles

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- What can be done with today's JVs to develop them into true partnerships (beyond just contract manufacturing) with stronger brands and IP?
- What approaches should be adopted to improve vehicle quality and reliability for better competitiveness in global markets?
- How can China evolve its own trusted brands faster and more effectively when these have often taken years to build up overseas?

#### 促进中国国有和民营汽车企业的发展:朝着真正合作、技术转让和全球市场渠道迈进

- 合资企业如何才能发展为具备品牌和知识产权的真正合作关系(超越简单的合同生产)?

   怎样能提高车辆质量和可靠性,以提升在全球市场的竞争力?
- 海外需要多年才能建立及实现的品牌信誉,中国又如何能快速有效地发展值得信赖的自家品牌?

#### Auto industry consolidation in China: What strategies will maximize future business opportunities overall in China and overseas?

- How can consolidation be facilitated in today's relatively stable market with 8%-10% p.a. growth rate?
- Which business models and strategies should be considered?
- What prerequisites are needed for M&A to have a significant role in consolidation?
- Can consolidation take place driven by market forces or to what extent is stronger government intervention

### 中国汽车行业合并:哪些商业模式能够为中国和海外的汽车行业提供最具前景的未来机遇? • 在目前年增长率为8%-10%、相对稳定的市场中,如何实现这些商业模式?

- 为了实现继续合并,可采用哪些战略?
- •并购需要怎样的前提,才能在行业合并中发挥关键作用?
- 合并能否以市场力量为动力? 或需要如何加强政府干涉?

#### ligh-growth aftermarket opportunities ahead: Achieving profitable development and ner satisfaction

- · How big an opportunity will China's future used car market present? What should China's suppliers
- and OEMs do to prepare to take advantage? Development of aftermarket consumerism: Implications of changing consumer attitudes to car care and
- Opportunities for development of China's parts and components industry: Key need for technical innovation, improved quality and economies of scale for competitive edge in a global procurement market
- What should be done to encourage greater transparency in the market for OEM vs. non-OEM parts and lower quality substitute parts? How can the need for effective warranties and insurance-related services be realised
- 未来的配件市场机会:实现盈利发展需要哪些因素?
   中国未来的热售车市场将带来怎样的机会?中国汽车厂商应该如何做好准备,充分利用这一
- \*0.云: 配件市场消费者权益保护的发展:消费者对汽车养护和维护态度变化所带来的意义 中国零配件行业的发展机会:通过技术创新、改进质量和规模经济,在全球化采购市场中实
- 现竞争优势 以及FULS
   针对OEM、非OEM和质量较差的替代配件中,应如何提高市场中的透明度?
   二手车对有效保修和保险相关服务的重要需求

#### The future of dealerships and distributors: What is the potential for expanding business into new service markets?

- Success strategies for dealers and producers in supporting a used car market as China evolves to the Western market norm with more used car sales than new
- · Earning money on car services: What can full-service (3S and 4S) dealerships that bring together
- showroom, sales, service and spare parts, do to increase profitability and nurture customer loyalty? Potential for closer collaboration between OEMs and independent distributors to develop integrated
- networks Evolution of online and multi-brand dealerships: What is their future potential in China? 经销商和分销商将业务扩大至新维修市场的潜力
- •随着中国的二手车市场逐步发展,进入西方市场的常规模式,二手车的销量超过新车销量。 如何解决与支持二手车市场有关的业务战略问题 • 全方位服务经销商(3S店和4S店)如何将展厅、销售、服务和备用零件融为一体,提高盈利
- 能力,培养消费者忠诚度?
- 形力、与分月页有心域及2:
   < 凭着IDEM厂商和独立经销商日益密切的关系、合作建立一体化网络</p>

   网上多品牌经销商的演变:中国未来潜力在那里?

#### Beyond cash: Evolution of auto financing options and potential for new business directions in operational and finance leasing, fleet management, service and insurance

- How might the role of non-bank financial service captives in China grow to better meet their dealer network and customer needs?

- and customer heres: Implications of improving transparency and credit information Looking ahead: potential for the financing of new mobility services and solutions 现金之外:汽车融资选项的演化以及经营性和金融性租赁、车队管理、服务和保险等领域的新
- •中国的非银行类金融服务机构该如何发展,才能更好地满足经销商网络和消费者的需求?
- 提高透明度和信用信息的意义
- •展望未来:新交通服务和解决方案的融资潜力



Evaluating the hybrid and EV opportunity in passenger and

Boosting transportation efficiency in China's commercial and

在中国的商用车辆和运输车队中减排,实现更清洁高效的

Light-weighting for more fuel efficient and higher

What is China's emerging consumer class looking for in new

passenger vehicles and how does this differ between

轻群体和较为富裕的中年群体存在怎样的差异'

Which lesser developed markets with lower income

consumers in Central and Western China, as well as 3rd and

4th tier cities, offer the greatest promise for automotive

中国中西部和新兴城市,哪些市场具备最大潜力?

Adopting powerful digital marketing and social media

strategies for auto market development: Best practices for

将威力强大的数字营销和社交媒体战略用于汽车市场的发

Smart connected vehicle technology innovation: Delivering

汽车智联技术创新实现远程信息处理之外的新商机

17:30 Close of day 峰会圆满闭幕

new business opportunities beyond telematics

younger and more affluent middle age groups

轻量化实现更加节能、高性能的车型

-------评估乘用车和商用车市场中的综合机遇

public transport fleets

13:00-14:00

14:00-17:30

industry growth?

OEMs and dealers

■ · OFM厂商的最佳实践

#### 08:00-09:00 Registration 登记与茶歇 Morning Keynote Sessions 上午:主题演讲 09:00-13:00

Networking lunch 联谊午餐

Afternoon Sessions 下午:主题演讲

### Conference agenda 会议议程

### Day two 第二天 10.12.2013 Tuesday (星期二)

### Audience profile 与会代表概况

Senior decision makers from auto industry management, municipalities and government organisations including: 汽车行业管理层、市政部门和政府机构的高层决策者、包 括:

- Passenger and commercial vehicle OEMs and joint ventures 乘用车与商用车0EM厂商与合资企业
- Government policy makers, regulators and R&D institutes 政府政策制定者、监管机构和研发机构
- Leading suppliers, parts manufacturers and aftermarket providers 各大供应商、零配件制造商
- Leading dealerships and distributors 各大经销商与分销商
- Service and infrastructure providers 服务和基础设施提供商
- · Industry advisers and consultants 行业顾问和咨询机构
- Insurers, financiers and strategic investors 保险公司、融资机构和战略投资者
- · Advisers, consultants and media 顾问与媒体
- Strategic investors and venture capitalists 战略投资者和风险资本机构

### Geographic split 地理分布:



A 85% China 中国 B 10% Asia Pacific 亚太地区 C 5% Europe and North America 欧洲和北美



# Testimonials of Last Year's Summit: 对去年峰会的推荐评论:

"It was inspiring! I learned a lot from the presentations and the discussions" "非常具有启发性!演讲和讨论让我受益匪浅"

Mr. Allan Larsson, Vice Chairman and Project Manager, ElBil2020, Sweden (a former Minister of Finan Allan Larsson先生,瑞典Elbil2020项目副董事长兼项目经理(原瑞典财务部长)

### "It was a very good event. I enjoyed it and also learned a lot" "这项会议非常棒。我过得非常愉快,也学到了很多"

Dr. Gang G. Xu, Partner, PwC PRTM Management Consulting, China 许刚博士,普华永道PRTM管理咨询中国公司合伙人

"You choose very interesting topics and it was a great mixture of delegates and speakers; I made many worthwhile contacts and had really interesting insights" "你们选择了非常有趣的主题,与会代表和演讲嘉宾也相得益彰。我 建立起了宝贵的关系网络,也获得了真正有意义的洞察力'

Dr. Jan Fritz Rettberg, Executive, Competence Centre E-Mobility, Infrastructure and Grids, TU Dor Jan Fritz Rettberg博士. 德国多特蒙德工业大学电动交通、基础设施与电网能力中心主管

### "Wonderful opportunity for industry insiders to discuss the market and technology trends"

"这是让业界人士讨论市场和技术趋势的绝好机会"

Yale Zhang, Managing Director, Automotive Foresight, China 张豫, 汽车前瞻公司董事总经理

"Succeeded in having speakers in a good level with people from more official Chinese positions too; that's incredibly important! "成功之处在于演讲嘉宾的层次非常高,许多演讲嘉宾还来自中国官 方;这一点非常重要!

Christian Kunkel, Senior Advisor, Scania China Christian Kunkel,斯堪尼亚中国公司高级顾问

# Registration & Delegate Fees 登记与会议费用

	Early bird 早鸟优惠 1	Early bird 早鸟优惠 2	Regular Price 正常价格
	on / before 30.9.2013 或之前	on / before 15.11.2013 或之前	after 15.11.2013 之后
Full Conference (2 Day passes)	RMB人民币 2,899	RMB人民币 3,199	RMB人民币 3,499
全部会议(2天)	USD美金 470	USD美金 518	USD美金 567
Day 1 第一天	RMB人民币 1,599	RMB人民币 1,799	RMB人民币 1,999
9.12.2013 Monday 星期一	USD美金 260	USD美金 292	USD美金 324
Day 2 第二天	RMB人民币 1,599	RMB人民币 1,799	RMB人民币 1,999
10.12.2013 Tuesday 星期二	USD美金 260	USD美金 292	USD美金 324

15% group discount if 3 or more delegates register at the same time 三人或以上同时报名可享15%团体折扣优惠 Additional RMB500 administration fee for onsite registration 现场报名另加收500元人民币的行政费

Book online by visiting the Summit website on: www.nextgenautosummit-china.com / VOR link (TBC) 敬请浏览峰会网站,在线报名: www.nextgenautosummit-china.com / VOR Or contact 或联络 Anna Gu Tel 电话: +86 021 6160 8569 anna.qu@china.messefrankfurt.com

### Take this chance to and showcase your products, services and brands: 通过这次机会展示产品、服务或品牌:

A substantial and comprehensive delegate and visitor marketing campaign will deliver the right audience and ensure you benefit from the strong delegate base of senior company representatives and the potential for synergistic client relationships. Key sponsorship opportunities are available to:

综合全面的与营销宣传活动将针对理想受众,确保您将从高层企业代表构成的参加者中受益匪浅,充分发挥协作客户关系 的潜力。本届峰会提供下列关键赞助机会:

- · Raise your profile above your competitors 提高自身地位,凌驾于竞争对手之上
- · Maximise exposure through our integrated marketing campaign 通过一体化营销活动,实现最佳曝光率
- · Ensure best access to your target audience 确保最完善地接触目标受众
- · Promote your company as one of the leading brands in the industry 推广自身企业、建立行业领先品牌的形象
- Increase presence and drive awareness of your products and services 提高认知度,促进产品和服务知名度

Speaking opportunities, Sponsorship and Tabletop Display, please contact: 演讲机会、赞助和台面展示请联络:

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