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CHINA BUSINESS UPDATE

Presents

*The 7th Annual International Conference on
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- U Attend a unique, workshop-style full-day conference to discuss the world's last and largest automobile market and aftermarket
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Time: September 20, 2002

Venue: Marriott Hotel, Frankfurt am Main, Germany

During

Automechanika 2002

September 17-22, 2002

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WTO & China's Automotive Market in the New Millennium

Friday, September 20, 2002

08:00 Breakfast & Registration

08:40 Chairman's Opening Remarks

**PANEL I.
CHINA'S AUTO MARKET IN PERSPECTIVE**

08:50 **Statistical Overview of China's Automobile Industry: Looking Back, Looking Forward**



Lei Xing

Managing Editor
CHINA BUSINESS UPDATE

09:15 **China's Automotive Industry in an Asian and Global Perspective**



Ashvin Chotai

Director, Asia Auto Industry Research
Global Automotive Group, DRI-WEFA

09:40 **Central Planners and Market Forces at Cross Roads: The Impact of the WTO**



Wayne W.J. Xing, Ph.D.

Editor/Publisher
CHINA BUSINESS UPDATE

10:05 Questions & Answers

10:35 Refreshment Break

**PANEL II.
WTO AND OE MANUFACTURING IN CHINA**

10:55 **WTO and Volkswagen's Car Joint Ventures in China**

(Inviting)

VOLKSWAGEN AG

11:20 **The Merging of Truck and Farm Vehicle Manufacturing: The Case of Beiqi-Futian**



An Qingheng

Chairman of the Board of Directors
BEIJING AUTO INDUSTRY HOLDING CORP.

11:45 **Working with Chinese Partners in an Expanding Automobile Market**



Xu Junkang

Senior Consultant
YANFENG-VISTEON AUTOMOTIVE TRIM

12:10 Questions & Answers

12:40 Luncheon for Delegates and Speakers
Sponsored by **LAUNCH TECH CO., LTD.**

**PANEL III.
WTO & 1ST-TIER SUPPLIER DEVELOPMENT**

13:30 **Meeting OEM Customer Requirements in Post-WTO China: Visteon's Growth Strategy**



Wilfried Janke, Ph.D.

VP & GM, German OEM Business, **VISTEON**
Managing Director, **VISTEON DEUTSCHLAND**
Vice Chairman, **YANFENG-VISTEON**

13:55 **China's Automotive Parts Industry and the Road to Standardization**



Ma Baofa

Managing Director
SHANGHAI RIYONG-JEA GATE ELECTRIC

14:20 **China's OE and Supplier Market as Seen by a Global Supplier**



Volker Gaertke

Director, Customer Relations
DELPHI (CHINA) HOLDING CO., LTD.

14:45 Questions & Answers

15:15 Refreshment Break

**PANEL IV.
CHINA'S AFTERMARKET: SIZE/POTENTIAL**

15:35 **China's Auto Service Market: Current Situation and Future Development Trend**



Louis Liu

President & Founder
LAUNCH TECH CO., LTD.

WTO & China's Automotive Market in the New Millennium

Friday, September 20, 2002

16:00

China's Auto Spare Parts Industry: Export Potential and Future Prospects



Yuen Kamming

Chairman of the Board of Directors
CHINA AND CANTON CLUTCH CO., LTD.

16:25

Automechanika Fairs in China: Facing an Expanding Aftermarket



Josephine Ching

Trade Fair Manager
MESSE FRANKFURT SHANGHAI

16:50

Questions & Answers

17:30

END OF PROGRAM

18:00-

Cocktail Reception

20:00

Sponsored by **VISTEON**

Program Subject to Change Without Prior Notice

ABOUT THE CONFERENCE ORGANIZER

China Business Update is an information and consulting firm affiliated to Gnix Transpacific Co., Ltd., a US company incorporated in the Commonwealth of Massachusetts. In addition to three electronic newsletters, **CBU-AutoEnews** (weekly), **CBU-Auto** (weekly) and **CBU-Autostats** (monthly) distributed worldwide, **China Business Update** publishes annual reports, directories and collections of automotive policies, laws and regulations on the world's largest emerging auto market. Our latest publications include the following:

China's Automobile Industry Annual Report & Long-Term Forecast, 2002 (available now)

CBU Directory of Chinese Vehicle, Motorcycle, Component and Parts Manufacturers, 2002, with CD (available now)

China's Automotive Policies, Laws and Regulations, 2002 (forth-coming)

China Business Update also offers customized market research, consulting, and other services to companies who are interested in tapping into the world's last and largest auto market. Through our offices in the US and China, we help our customers identify products, cooperative partners and distributors in China, conduct feasibility studies on potential joint venture and wholly-owned automotive projects and participate in their negotiations with prospective Chinese partners.

Starting from 1996, **CBU** has been organizing an annual international conference on doing auto business in China attended by executives from China and around the world.

CBU ANNUAL INTERNATIONAL CONFERENCES 1996-2001



1st Annual Conference:

Negotiating & Operating an Automotive Joint Venture in China

October 17-18, 1996

Hyatt Regency Hotel
Detroit, Michigan, USA

2nd Annual Conference:

Running an Automotive Venture in China

October 16-17, 1997, Hyatt Regency Hotel, Detroit, Michigan, USA

3rd Annual Conference:

Automotive Sourcing in China

June 18-19, 1998

Catic Plaza Hotel
Beijing, China



4th Annual Conference:

China's Automotive Parts Industry: Challenges & Opportunities

June 17-18, 1999, Regal International East Asia Hotel, Shanghai, China



5th Annual & Summit Conference:

Globalization: China's Auto Industry & the WTO

June 8-9, 2000

China World Hotel
Beijing, China

6th Annual Conference:

Global Sourcing and China's Auto Industry

December 10-11, 2001

Regal International
East Asia Hotel
Shanghai, China



WTO & China's Automotive Market in the New Millennium

Conference Speaker Profile

An, Qingheng, is Chairman, Beijing Automotive Industry (Holding) Corp. Mr. An graduated from the prestigious Tsinghua University in 1968 with a BS degree in Automotive Engineering. Upon graduation, he worked at the Beijing Gear Works as engineer and later promoted to vice president and chief engineer. It was under his direction that Beijing Gear Works entered into a joint venture with Borg-Warner of the US. An became general manager of Beijing Auto Works in 1991, Chrysler's partner at the Beijing Jeep Corp. He became vice president and chief engineer of Beijing Automotive Industry Group Corp. in 1995 and president in 1999 before taking up the current position earlier this year.

Chotai, Ashvin, has been involved in the analysis of the international automotive industry for over 12 years and is currently the Director of Asian Automotive Research of the Global Automotive Group under DRI-WEFA. He has worked on a range of consultancy and analytical assignments involving structural, competitive, marketing and business/product development issues in the auto as well as auto component sector across the world. Mr. Chotai is an Engineering graduate from Bristol University (UK) and has an MBA from the London Business School. Previously, he has worked in the oil exploration services industry with Schlumberger for nine years.

Ching, Josephine, is Trade Fair Manager responsible for all of Messe Frankfurt's automotive trade fairs in China. Josephine has six years of experience in the strategic planning and execution of automotive events, gained through her experience with Adsale Exhibition Services (1996-1999) and Messe Frankfurt (1999 to present). Since October 2001 she has been based in Messe Frankfurt's Shanghai office in China.

Gaertke, Volker, is Customer Director of Delphi (China) Holding Co., Ltd. Mr. Gaertke held several positions in Automotive Marketing and Sales at Delphi Corp. and Mannesmann AG in Germany before he started his current assignment in Shanghai more than two years ago. He is also Chairman of the Automotive Industry Subcommittee of the German Chamber of Commerce in Shanghai. Delphi Corp. currently operates 11 ventures in China supplying all major vehicle manufacturers.

Janke, Wilfried, Ph.D., is Vice President & General Manager of German OEM Customer Business Group, Visteon Corp. and Managing Director of Visteon Deutschland GmbH. He is also Vice-Chairman of Yanfeng Visteon Automotive Trim Systems in Shanghai, a joint venture between Yanfeng Automotive Trim Co., Ltd. and Visteon. Prior to joining Visteon in January 1999, Dr. Janke served as Managing Director of worldwide activities for Drahtex, a global supplier of car body seals headquartered in Viersen, Germany. Earlier in his career, Janke was head of manufacturing process design at Bruss, a supplier of gaskets and o-rings for the auto industry. Janke holds an MS and PhD in Engineering from the University of Aachen, Germany.

Liu, Louis, is co-founder of Shenzhen Launch Tech Co., Ltd., a public listed company on the Hong Kong Stock Exchange. Mr. Liu is currently chairman of the board in charge of strategic planning and management, business development, strategic alliance and the building of a global sales and marketing network. Starting in 1992, Liu has been in charge of global

marketing for automotive aftermarket products. Launch boasts 30 patents in diagnostic equipment and other products and has won numerous domestic prizes for its products, which are distributed throughout the world. Liu holds a BS in Applied Physics from the Chengdu University of Science and Technology in 1990.

Ma, Baofa, is Managing Director of Shanghai Riyong-JEA Gate Electric Co., Ltd. Shanghai-Riyong is a 50:50 joint venture between Riyong Electric Motor Factory and JEA Gate. Mr. Ma is a graduate of Fudan University in 1967 with a BA in Mathematics. He was sent to work in 1970 at the Riyong Electric Factory, then a small neighborhood factory making electric motors. After about 10 years of machine work on the shop floor, he moved to the factory's technical department and eventually rose to the top management position. Riyong now claims 75 percent of the domestic OE car market in cooling fan assemblies, of which Ma owns a patent. Ma and his company won numerous municipal and national prizes for his products.

Xing, Lei, is Vice President of Gnix Transpacific Co., Ltd. and Chief Representative of its Beijing Office. Lei is also Managing Editor of China Business Update, organizer of this conference. With a BA degree in Mechanical Engineering from the University of Massachusetts, Amherst, Lei has been working with CBU for the past seven years in charge of several of CBU's automotive publications, including the monthly report, *CBU-Autostats*.

Xing, Wayne, W.J., PhD, is President of Gnix Transpacific Co., Ltd. a US corporation with an office in Beijing. Dr. Xing is also Editor/Publisher of China Business Update, Gnix's subsidiary specialized in information and consulting on the emerging Chinese auto market. Xing holds a BA in English from the Beijing University of Foreign Studies, an MA in Journalism from the Beijing Institute of Journalism and an MA and PhD in History from the University of Massachusetts, Amherst. After teaching for two years at the Dalton School in New York City, Xing founded China Business Update in 1994.

Xu, Junkang, is Senior Consultant at Yanfeng-Visteon Automotive Trim Co., Ltd. and a retired deputy chief engineer of Shanghai Automotive Industry (Group) Corp. (SAIC) where he worked for 20 years as manager of the Planning Department, Department of Overseas Cooperation and Auto Joint-Venture Projects. Mr. Xu has been a principal negotiator for SAIC's cooperative and joint-venture projects with overseas companies such as GKN, ZF, Toyota, ITT Automotive, Ford and General Motors. Mr. Xu is a graduate of Tsinghua University with a BS in Mechanical Engineering. Mr. Xu served as a member of the board for a number of joint-ventures, including SAIC-VW, Shanghai-GKN Drive Shaft Co., Ltd., Shanghai-Ek Chor Motorcycle Co., Ltd., and Yanfeng Automotive Trim Co., Ltd.

Yuen, Kamming, is Chairman of China and Canton Clutch Co., Ltd. Yuen holds a BS in Management Science from Manchester University in 1970, a Post-Graduate Diploma in Economic Development from London University in 1975, an MA in Economics from the University of Alberta in 1976 and an MA in Philosophy from the Chinese University of Hong Kong. Yuen was an economist at Citibank between 1979-1984 before he became president of China and Canton (Holding) Co., Ltd. Yuen took up his current position in 1992.

Benefits for Attending This High-Level Conference



Dear Automotive Executive:

China Business Update is proud to present to you our 7th annual international conference, *WTO & China's Automotive Market in the New Millennium*, to be held in Frankfurt on September 20, 2002 during the bi-annual *Automechanika 2002*.

As always, our annual conference offers a rare opportunity for you to meet with leading automotive executives and discuss with them how to do business in the world's largest emerging auto market. As an attendee, you are guaranteed to receiving the following benefits:

- * Experience a unique, workshop-style full-day conference on OE and supply chain development and aftermarket issues in China;
- * Learn about latest policy and regulations as China becomes a WTO member and enters into its 10th Five-Year Plan period;
- * Enjoy insightful presentations of case studies of both vehicle and component joint ventures in China;
- * Find out perspectives from both sides of joint-ventures on issues of localization, quality control and human resources;
- * Meet with top Chinese executives who are most experienced in working with foreign partners;
- * Meet with expatriate executives who are veterans in the Chinese OE and aftermarket;
- * Learn about China's service parts, maintenance and garage equipment market;
- * Receive conference documentation which includes handbook materials on doing auto business in China, a value of \$395;
- * 50% discount on our latest edition of the *Directory of Chinese Vehicle, Motorcycle, Component and Parts Manufacturers*.

If you feel you have not been rewarded with the above at the end of the conference, CBU guarantees a 100% refund of your conference fees. As Conference Chair, I urge you to consider attending this high-level event.

Wayne W.J. Xing, Ph.D., Conference Chair

Attendee Evaluations of CBU's Previous Six International Conferences Held in Detroit, Beijing and Shanghai:

"I have been to many conferences on China. This one is the best." -- **Dana Corp.** "Extremely satisfied!" -- **Paccar International**
"Your conference consistently draws top Chinese automotive executives, a real gem among China conferences." -- **Delphi Automotive Systems**
"This is a fabulous, intensive and in-depth overview of joint venturing in China. Excellent organization!" -- **Michigan State Job Commission**
"Excellent! One of the best I have attended in any industry." -- **Trust Company of the West** "It was worth the trip!" -- **KS Kolben Schmidt GmbH**

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CONFERENCE FEES

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CBU-Auto/-Autostats subscribers, **MEMA** members: \$100 off

Conference fees cover the attendance of the conference, conference documentation, breakfast, luncheon, coffee/soda breaks and cocktail reception

Payment must be received by September 10, 2002. Major credit cards (American Express, Visa or MasterCard) acceptable. Check payable to **China Business Update** in US dollars drawn on a bank in the US.

Cancellation Policy: Should you be unable to attend, a prompt refund will be made to you upon receipt of your written notice (fax acceptable) **ON or BEFORE September 5, 2002.** A \$135 non-refundable registration fee will be deducted from your payment. **NO refund will be made after that date.** Substitutions are acceptable if requests are made **on or before September 10, 2002.**

If, for any reason, CBU decides to cancel this conference, we shall offer you a 100 % refund of the conference fees. **CBU** shall not, however, be held responsible for covering airfares, hotel or other costs incurred by registrants.

CONFERENCE HOTEL INFORMATION



The **Frankfurt Marriott Hotel** is a first-class business hotel centrally located opposite the Frankfurt exhibition grounds and the new Congress Center Messe Frankfurt. The Hotel is 15 km from the Frankfurt Airport. It is 10 minutes from the main railway station in the center of the city. The hotel has 588 generously designed rooms and suites, 12 modern conference rooms and Frankfurt's largest ballroom for up to 1,000 persons

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Because of the bi-annual Automechanika trade fair, CBU is unable to reserve hotel rooms. Conference participants are responsible to book their own hotel rooms in Frankfurt.

PRE-REGISTRATION

Pre-registration will be available at CBU's display booth at **#GAL.1 B32** during regular show hours and on the evening of September 19 from 19:00-21:30 hours at the Marriot Hotel. Check with the Hotel front desk or lobby sign to find out CBU's pre-registration room.

WHO SHOULD ATTEND

- CEOs and CFOs of automotive OEMs and suppliers
- VPs, Directors, Managers for:
 - International operations
 - Asian business development
 - Global strategy planning
 - Production planning
 - Marketing and sales
 - Supply chain management
 - Corporate affairs
 - Human resources
- Corporate counsels
- Investment bankers
- Exporters and importers
- Attorneys in int'l law firms
- Government officials in charge of automotive affairs
- Academics and consultants specializing in the global automotive industry

**WTO & China's
Auto Market
in the New Millennium**

September 20, 2002
Frankfurt Marriott Hotel, Frankfurt am Main, Germany

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