

4<sup>th</sup> Edition

# Automotive MEETINGS

**Queretaro • Mexico • February 19-21, 2019**

## International Business Convention for the Automotive Industry



[www.mexico.automotivemeetings.com](http://www.mexico.automotivemeetings.com)

Industrial Support in 2017



Organized by



Jointly with



SECRETARÍA  
DE DESARROLLO  
SUSTENTABLE

QUERÉTARO  
ESTÁ EN NOSOTROS



## Key Figures



\* Austria - Brazil - Canada - China - Colombia - Costa Rica - Denmark - France - Germany - India - Israel - Italy - Japan - Mexico - Morocco - Portugal - Spain - Switzerland - Taiwan - United Kingdom - USA



## Automotive A Key Sector in Mexico

- Mexico production will reach 4 million units by 2018 and 5 million by 2020.
- More than 48 car and light truck models are produced in Mexico
- The automotive and autoparts sector in Mexico has been driven by the productive presence of the top ten (light and heavy) vehicle assembly companies in the world, such as General Motors, Ford, Chrysler, Volkswagen, Nissan, Honda, BMW, Toyota, Volvo and Mercedes-Benz.\*

\*Asociación Mexicana de la Industria Automotriz (AMIA) (2014)

## & in the Region of Queretaro

- More than 300 companies in the automotive industry
- More than 41.000 jobs in the automotive sector
- A strong supply chain created locally:
  - ➔ 1 national OEM distribution center
  - ➔ 4 OEM buses & tractors assembly plants: Volkswagen, MAN, SCANIA, CNH, Irizar
  - ➔ 56 TR1 suppliers
  - ➔ +200 TR2 suppliers\*

(\* statistics supplied by Queretaro State Government)

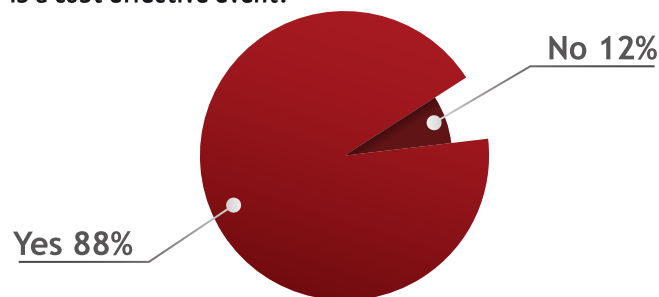
## What is Automotive Meetings Queretaro?

Automotive Meetings Queretaro aims to:

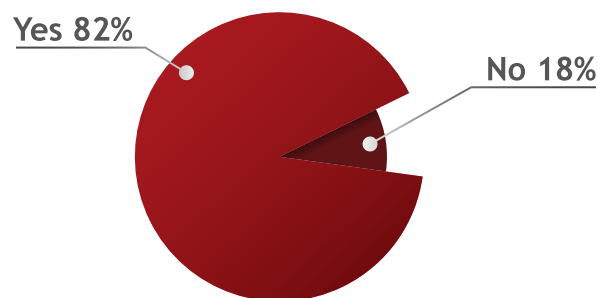
- ➔ Offer outstanding networking opportunities to manufacturers, Tier 1 suppliers, subcontractors, services providers and clusters.
- ➔ Help OEMs and Tier 1 & 2 suppliers to develop their supply chain.
- ➔ Provide the opportunities to Mexican suppliers to develop business with OEMs and international companies.
- ➔ Attract investments.



- Do you think Automotive Meetings Queretaro 2017 is a cost effective event?\*



- Did you meet companies that you selected?\*



\*Source : 2017 Automotive Meetings Queretaro Questionnaire.



# Markets: Manufacturing & Processes for...



... Automotive  
**Heavy Vehicles**  
Buses and Coaches  
Industrial and Specialised Vehicles  
Agricultural Machinery  
**Competition Vehicles**  
Highway Construction Vehicles  
Two Wheelers  
Trailers  
Shielded Vehicles  
Prototypes  
etc



## Who can attend?

 You want to sell your capabilities, products or services!

You are involved in:

Sales,  
Marketing  
Business development  
Technical promotion  
Etc.



**EXHIBITOR**

 You want to meet suppliers and manufacturing partners!

You are involved in:

Supply chain  
Procurement  
Purchasing  
Engineering  
Fabrication  
R&D  
Etc.



**BUYER**

## Program

### • February 19, 2019

Plenary sessions 100% focused on the Automotive Supply Chain in Mexico. How to do business with main international OEM's & major Tier1 Suppliers.

### • February 20, 2019

BtoB Meetings / Workshops / Networking gala

### • February 21, 2019

BtoB Meetings / Workshops

## Concept

### One-to-One Meetings

abe pre-arranges meetings for the supply chain, procurement, technical teams, suppliers and contract manufacturers based on their own choices prior to the event. This is an outstanding tool to save time, meet the right people and discuss their requirements and capabilities in just 2 days.

### Conferences

Automotive Meetings Queretaro offers a must attend conferences program. These are excellent opportunities for professionals to share experiences and better comprehend the market scientific, industrial, technical and commercial evolutions.

### OEMs procurement & supply chain policies sessions

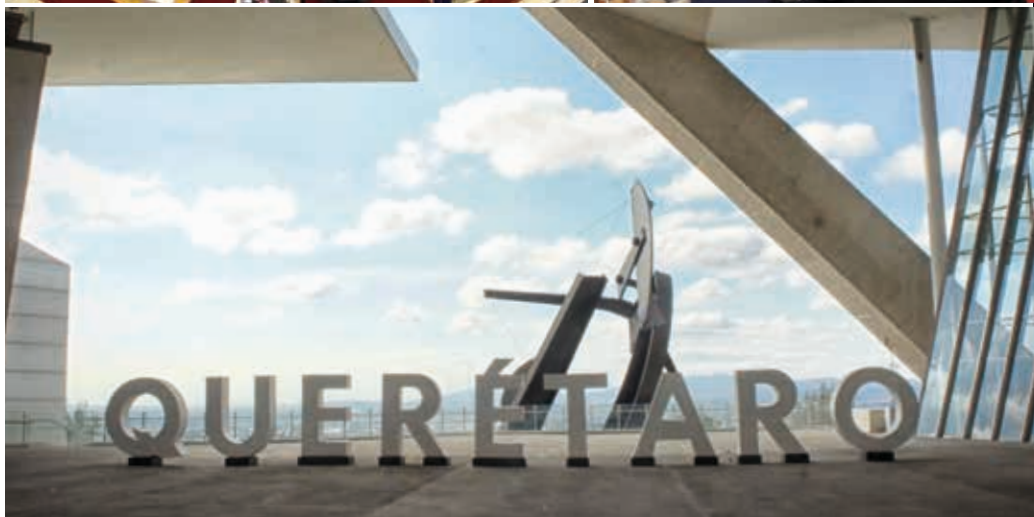
These sessions are exclusively presented by large OEMs. They aim to provide the industry a deeper understanding of the OEMs supply chain strategies. A rare occasion for the suppliers who are ready to cope with ongoing or future changes.

### Workshops

These presentations focus on either technologies or products. This is a chance for the audiences to increase and optimise their market knowledge. Automotive Meetings Queretaro emphasizes on the combination of targeted one-to-one meetings and awareness of sector evolutions.



**KEY PARTICIPANTS IN 2017 :** VOESTALPINE – YAZAKI –  
BADEN-WÜRTTEMBERG INTERNATIONAL – FISCHER  
AUTOMOTIVE SYSTEMS GMBH CO KG – ROBERT BOSCH  
GMBH – BREMBO SPA – BMW GROUP – BOMBARDIER  
RECREATIONAL PRODUCTS – BODYCOTE – BOS  
AUTOMOTIVE – BOSAL – BOURNS – CONTINENTAL  
AUTOMOTIVE – CUMMINS – DANA – DIMSA – DENSO  
MEXICO – DINA CAMIONES – EATON INDUSTRIES – FIAT  
CHRYSLER AUTOMOTIVE – FCA – GENERAL MOTORS –  
HONDA LOCK MEXICO – HONDA MEXICO – HUTCHINSON  
AUTOPARTES MEXICO – KENWORTH – KIA MOTORS –  
LINAMAR – MAGNA – MAN TRUCK – NISSAN – PRETTL –  
TRW – VOLKSWAGEN – VALEO – VOLVO BUS  
CORPORATION – DRÄXLMAIER AUTOMOTIVE...



**abe – advanced business events** aims to assist large firms and SMEs involved in several industries - automotive, aeronautics, aerospace, railway - to explore specific markets and seize business and partnership opportunities. **abe** events offer business to business platforms, high level conferences and industrial tours to better comprehend several industries business in targeted countries and areas having specific requirements and opportunities. **abe** has successfully organized several automotive meetings events in Mexico, United States, France, Turkey and Colombia.

**Bringing the right contacts to you!**

## Contacts

**Stéphane CASTET** 🇺🇸 🇫🇷  
CEO  
scastet@advbe.com

### Office Representatives in Mexico

**Dalia CASTILLO ANDRADE** 🇮🇹 🇺🇸 🇫🇷  
dandrade@advbe.com  
T. +52 55 67 19 3080  
Mobile. +52 1 55 55 04 71 78

**Soni GARCIA** 🇮🇹 🇺🇸  
sgarcia@advbe.com  
T. +52 55 67 19 3081  
Mobile. +52 1 55 3058 9605

**Pedro TAPIA** 🇮🇹 🇺🇸  
ptapia@advbe.com  
T. +52 55 3547 8696  
Mobile. +52 1 55 3058 8526

### Sales Team

**Andrea REINWART** 🇩🇪 🇫🇷 🇺🇸  
areinwart@advbe.com  
T. +33 1 41 86 41 54

**Alain NGOIE** 🇺🇸 🇫🇷  
angoie@advbe.com  
T. +33 1 41 86 41 51

**Kunihiko KANOH** 🇯🇵 🇺🇸 🇫🇷  
k.kanoh@a-ktion.com  
T. +81 561 588 565

### Communication / Marketing

**Mariana MIU** 🇫🇷 🇺🇸 🇩🇪  
mmiu@advbe.com  
T. +33 1 41 86 41 25

With Support from in 2017



## Organized by



**abe – General Organization** – 35/37 rue des Abondances – 92513 Boulogne Billancourt cedex - France  
T. +33 1 41 86 41 43 – F. +33 1 46 03 86 26 – Email: [automotivemeetings@advbe.com](mailto:automotivemeetings@advbe.com)  
abe - SAS capital 50 000 € – Siret: 515 013 506 000 24 NAF: 8230 Z