

**Automotive Suppliers Delegation to India  
- Gujarat and Delhi -  
in cooperation with PSA Peugeot Citroën  
January 9- 11, 2012**

**Sunday, January 8<sup>th</sup>**

Departure from Paris (French delegation) or from India (local residents)  
Accommodation and meeting point:

**The Gateway Hotel Ummed Ahmedabad**

International Airport Circle, Hansol  
Ahmedabad - 382 475  
Gujarat, India  
Tel: +91(79) 6666 1234

**Monday, January 9<sup>th</sup>: Ahmedabad, Gujarat**

**Part 1 – PSA's industrial project in India**

Meetings organized in cooperation with PSA Peugeot Citroën and the Government of Gujarat



**- The new PSA-Peugeot factory in Sanand:**

Detailed presentation of the industrial project: product line, vehicles, schedule, local content, purchasing policy and organization, supplier park, coordination with suppliers.

- **Frederic Fabre, Managing Director, PCA Motors Pvt.Ltd. (India)**

- **Pierre Mansuy, Vice President, Purchasing**

**- The State of Gujarat's industrial policy and support to the automotive industry**

Review of new automotive projects (PSA, Ford, Maruti), business environment, incentives to suppliers.

- **A.K. Sharma, CEO, Gujarat Infrastructure Development Board (GIDB), [www.gidb.org](http://www.gidb.org)**

**- The supply chain in Gujarat: cooperation with Indian suppliers**

Meetings with Indian suppliers according to the participants' needs, in cooperation with

- **GIDB and Automotive Components Manufacturers Association of India (ACMA)**

followed by:

**Part 2 – FIEV's India Committee - Annual meeting and round table conference**

*followed by Q&A session and networking dinner*

(Tentative agenda)

**- The Indian automotive industry in 2020**

Trends and prospects for suppliers

- **Rakesh Batra, Partner, National Leader Automotive, Ernst & Young**

**- A lasting Franco-Indian JV experience (vehicle interiors)**

-Supplying vehicle interiors to every Indian car manufacturer

- **Mohan Kavrie, Chairman, Supreme Trèves**

**- Local integration in India: managing the "value for money" challenge**

- **Plastic Omnium**

**- Facing the ramp up of the automotive industry in India**

- **Gregory Poitrasson, Managing Director, Magna Closures, Chennai**

- **Cooperation and JV: The Indian supplier approach**
    - Acquiring technology and expanding in Europe
- François Montrelay, Managing Director, P2P Consultants**

Tuesday, January 10<sup>th</sup>

### Part 3 – Plant visits in the Sanand industrial area

*close to Ford, PSA and Maruti new industrial projects*

**Plant visits and meeting with top management at:**

- **TATA Motors, Sanand Factory**  
Newly operating plant, producing the **Nano** vehicle (capacity 250,000 units and adjacent supplier park)
- **Supreme Trèves**  
Interior trimmings and acoustic parts  
- **Amit Kavrie, Executive Director, Supreme Trèves**
- **An Indian supplier**

**Gabriel India Limited (Anand Group)**

Shock absorbers

**Mr. S Balooja, VP Business Development**

or: **Sharda Motors Industry**

Exhaust systems, Suspension parts, Seat frames

**Mr. Divakaran, CEO**

Flight to Delhi AHM-DEL 6E156 20:15/21:35  
and transfer to Gurgaon

**IBIS Hotel**

Block 1 Sector 53 Golf Course Road  
122002 - GURGAON  
INDIA  
Tel.: (+91)124/4755000

Wednesday, January 11<sup>th</sup>

### Part 4 – Meetings with MARUTI SUZUKI Motors Ltd. and a supplier

- **MARUTI Suzuki India Ltd. – Manesar Plant**  
**Plant visit and meeting with the purchasing department (tbc)**  
Industrial facilities built in 2007 with capacity of 300,000 units, with ongoing extension of + 250,000.  
Flexible lines manufacturing the Swift, A-star, SX4. and exporting to Europe.  
Note: On October 29<sup>th</sup>, the Maruti Suzuki Board of directors has approved the purchasing of land in the Mehsana district, making Maruti Suzuki **the 4<sup>th</sup> car manufacturer to decide to set a plant in Gujarat.**
- **Inergy Automotive Systems Manufacturing**  
**Plant visit and meeting with top management: experience and prospects as a supplier**  
French JV with Maruti, manufacturing fuel systems.

Transfer to the Delhi airport – return to France (delegation) or to local place of residence (Indian-based participants).

**See next page: Optional visit to the AUTO EXPO India  
Pragati Maidan - Delhi**

## Optional visit to AUTO EXPO India

Pragati Maidan – Delhi  
January 6<sup>th</sup> or 7<sup>th</sup> 2012



We offer to those interested the possibility to visit AUTO EXPO in Delhi, **on Friday January 6<sup>th</sup>, during the Press and Trade days** or on Saturday 7<sup>th</sup> (ie. the week before the trip to Gujarat).

Should several persons be interested in this option, we can make the necessary arrangements (including VIP passes to the Show).

AUTO EXPO (7-11 January 2012) is held every other year. It is now a recognized showcase of the booming Indian auto industry and offers an excellent opportunity to size it up. Most of the global car manufacturers and leading equipment suppliers will be participating, with strong attendance of the German and Asian automotive industries. New vehicles presentations are scheduled.

### Note:

This program has been set up in cooperation with the top management of PSA responsible for the Indian project, several Fiev member companies and Mr Sylvain Bilaine, President, SYB Consulting.

### Participating fees:

- |   |           |
|---|-----------|
| - Two-day meetings in Gujarat (January 9 <sup>th</sup> and 10 <sup>th</sup> ) | 950 Euros |
| Special rate for Indian residents:  | 350 Euros |
| - One-day meetings in Gurgaon (January 11 <sup>th</sup> )                     | 250 Euros |
| Special rate for Indian residents:  | 150 Euros |

Travel and hotel rates are not included. Please see registration form for further detail.

**Registration deadline: November 25<sup>th</sup>**

## IMPORTANT

To allow pre-booking of hotel rooms, we kindly request persons willing to join the delegation to inform us by return of their participation

Mrs. Annie Lancelot  
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Detailed instructions on hotel and local flight booking will be email to you upon receipt of your application

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