



3rd India Commercial Vehicle Summit

10th - 11th April 2014, Pune, India



The commercial vehicle industry in India has surged over the past decade. The market is to grow at a CAGR over 15% until 2016 and companies are rushing to expand.

Mercedes Benz last year started manufacturing commercial vehicles in India and within 10 months rose to being the 5th largest commercial vehicle manufacturer in India.

Now Suzuki, India's largest personal auto manufacturer is keen on entering the LCV market. Tata, Mahindra & Mahindra and Ashok Leyland are taking note of these advances and are expanding their product lines to stay competitive.

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Past and Present Speakers



Shri. Jeevanrao Gore
Chairman
Maharashtra State Road Transport Corporation (MSRTC)



Mr. Sudhir Mehta
Director
Force Motors



Mr. Nitin Seth
Executive Director, LCV
Ashok Leyland

DAIMLER

Mr. Christian Kellner
Head – Truck Operating System, India
Daimler India Commercial Vehicles



Mr. Robert Zhang
Leader, Medium Commercial Vehicle Department
JAC Motors



Mr. Thulin Krister
Director, Business & Coach
Scania Commercial Vehicles India



Mr. Nandkumar Khandare
CEO
Nissan – Ashok Leyland Technologies



Mr. Partho Roy
Asst. Vice President
Foton Motors



Mr. Ajay Kavade
AGM Body Shop
Volkswagen



Mr. Pradip Parode
Deployment Head, Business Excellence
John Deere



Mr. Akshay Sangwan
Corporate Head, Strategy
Sonalika Group



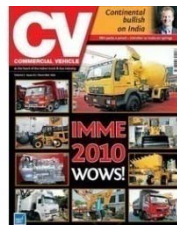
Mr. Rajesh Mittal
Senior Vice President and Head of Operations
VE Commercial Vehicles

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WheelsUnplugged

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► For further information, please contact: Bryan Nestor bryan@blr.noppen.com.cn
Tel: +91 80 4333 4000 www.noppen.com.cn

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Projects

Company	Investment	Details
Tata Motors	Rs. 3000 crore	3000 crore investment and introducing 50 new products
Ashok Leyland	Rs. 600 crore	Launching 4 new vehicles
Force Motors	Rs. 1000 crore	Capacity expansion and developing new products in 2 years
Mahindra & Mahindra	Rs. 500 crore	Rs. 300 crore to explore new product lines in LCV, ICV, and MCV range Rs. 200 crore to strengthen current lineup of trucks and buses, and refurbishing LCVs
VE Commercial Vehicles	Rs. 1000 crore	Bus manufacturing facility and expansion of its current truck manufacturing plant
Scania Commercial Vehicles India Private Limited	Rs. 100 crore	Expand to manufacturing 2000 trucks and 1000 buses per year by 2015
Volvo Buses India	Rs. 400 crore	Increase capacity and entering new segments
Daimler India Commercial Vehicles		Increase production to 70,000 commercial vehicles per year
Isuzu Motors	Rs. 1500 crore	Set up manufacturing facility for LCVs and roll out vehicles by late 2015
Maruti Suzuki		Enter LCV market in India by 2015
Maruti Suzuki	USD 1.3 Billion	Will now take the lead and invest in all future assembly plants across the world for its parent Suzuki Motor Corporation

Job Titles

- Government Officials
- CEOs/Presidents
- General Managers/Managing Directors
- Chief Engineers/Technical
- Directors
- Heads – R&D
- Procurement Directors
- Supply Chain Directors
- Plant Managers

Delegates

- OEMs
- Tier1 Auto Suppliers
- Institutions
- Associations

Testimonials

"It was excellent and we wish L Noppen all success"

-Ashok Leyland

"It was a nice event giving opportunity to interact with various personalities and new insights on business scenario"

Mahindra & Mahindra

"It was an opportunity to come to a new board and meet new people who are good prospects for business partnerships"

Asia Motor Works Limited

"The event was well organized , well planned and well managed ; good work by the Noppen's organization team especially Nikita and Bharath. Keep it up."

JAC Motors

"One of its kind and wonderful platform for auto professionals to network, learn and share"

Tata Motors

"People we met were at a very high level and we had lengthy meetings at the conference"

CD-Adapco

"Usefull and important with good networking opportunities"

Alpha Drives

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Day 1

8:15 **Registration and Morning Tea**

8:45 **Chairman's opening remarks**

9:00 **Overview of the Commercial Vehicle Industry in India**

- What commercial vehicles will be needed in the next decade for the Indian market?
- Which commercial vehicle types are expanding and why

9:45 **Where is India's LCV Market heading?**

- Analysis of how the LCV market will look in the next 5 years
- Manufacturing the right truck for the right price

10:30 **Networking Tea Break**

11:00 **India's Growing Commercial Vehicle Export Market**

- Should you be manufacturing locally for export?
- Where the growth is coming from and how to capitalize on it

11:45 **Designing the Right Vehicle Today for Tomorrow's Consumer**

- How to incorporate future developments in battery technology and power systems
- Incorporating the right components to make your commercial vehicle more fuel efficient

12:30 **Lunch**

14:00 **Understanding the Sophisticated Consumer**

- A look at the luxury interstate busses
- What customers demand tomorrow and how to ensure their purchases today

14:45 **Designing the Right Vehicle Today for Tomorrow's Consumer**

- How to incorporate future developments in battery technology and power systems
- Incorporating the right components to make your commercial vehicle more fuel efficient

15:30 **Networking Tea Break**

Creating Successful International Partnerships

- Utilizing the experience of both parties successfully
- Creating commercial vehicles for every region through local knowledge and international expertise

16:45 **Discussion Panel: Optimizing Product Development to be inline with Consumer Requirements**

17:30 **Chairman's Closing Remarks and End of Day 1**

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Day 2

8:15 **Registration and Morning Tea**

8:45 **Chairman's opening remarks**

9:00 **Manufacturing a Greener Commercial Vehicle for Today's Market**

- A closer look at Hybrid technologies and CNG for Intracity transport
- Utilizing Electronics to improve fuel efficiency and reducing green house gases

9:45 **Route Choice of Powertrain Technologies for Commercial Vehicles in New Energy Era**

- Using simulation software for designing powertrain system
- Hybrid emission test procedures and challenges for emission measurement systems

10:30 **Networking Tea Break**

Producing Safer Commercial Vehicles on Budget

- 11:00
- Innovations in composite plastics and steel can make your truck lighter and more fuel efficient while improving safety
 - Identifying where your commercial vehicle is remotely

11:45 **Diagnostics & Testing of Commercial Vehicles**

- What fleet owners think: Finding the problem and solution before disaster strikes
- Using an open architecture system to integrate seamlessly with existing systems

12:30 **Lunch**

Best Practices for Increasing Sales in India

- 14:00
- The need for dealer management and how to capitalize on existing locations
 - Understanding fleet owners' needs and delivering

14:45 **Developing a Successful and Profitable Aftermarket Division**

- Finding the right partners and creating the right relationships
- Understanding your consumer behavior and knowing what they want before they do

15:30 **Networking Tea Break**

Discussion Panel: Solutions of Reducing Fuel Consumption, Saving Cost and Improving Management Efficiency for Commercial Vehicles

- 16:00
- Impact of advanced engine oil technology on fuel efficiency and emissions reduction
 - Application of new energy, new materials and new production process
 - Application of remanufacturing technologies

16:45 **Chairman's Closing Remarks and End of Day 1**

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India Commercial Vehicle Summit Series Partial Delegate List

Company	Job Title
AMW Motors Limited	Executive Vice President
AMW Motors Limited	Manager - Vendor Development
Andhra Pradesh State Road Transport Corporation	Chief Mechanical Engineer
ARAI	Senior Deputy Director
Ashok Leyland Limited	Divisional Manager - Sourcing and Supply Chain
Ashok Leyland Limited	Executive Director LCV
Ashok Leyland Limited	Senior Manager - Strategic Sourcing
Asia Motor Works Ltd	General Manager, Procurement
Asia Motor Works Ltd	Vice President, R&D
Automotive Component Manufacturers Association of India	Senior Director and Regional Secretary
Bangalore Metropolitan Transport Corporation	Chief Mechanical Engineer
Beijing Automobile Works	Chief Executive Officer
Continental Automotive	General Manager, Electronics, Commercial Vehicle & Aftermarket
Corona Bus Manufacturers Pvt Ltd	Managing Director
Dana India Private Limited	Head of Application engineering and product planning
Delphi Automotive Systems Private Limited	President and Managing Director
Daimler India Commercial Vehicles Private Limited	Assistant General Manager, Head ,Truck Operating Systems ,India
Daimler India	General Manager, Busses
DongFeng Commercial Vehicle Co Ltd	Chief Vehicle Engineer
Fiat India Automobiles Limited	Vice President - Engineering and Design
Force Motors Limited	C T O
Force Motors Limited	Chief Engineer (Research and Development - EDDT)
Foton Motors Manufacturing India Private Limited	Vice President, Manufacturing
Foton Motors Manufacturing India Private Limited	Vice President, Product Planning
General Motors India Private Limited	Director - Powertrain Engineering
GAZ Group	LCV Division Director
Hindustan Motors	COO
Hino Motors India Private Limited	Director and Vice President
Hino Motors India Private Limited	General Manager Strategic Planning
International Cars and Motors Limited	Chief Manager
International Tractors Ltd. (Sonali International)	Corporate Head, Strategy Planning
JAC Motors	Commercial Vehicle Det. Divisional Head
Jiang Xi Jiang Ling Motors Import and Export Company	Country Manager
Maharashtra State Road Transport Corporation	Chairman (Minister Status.)
Mahindra & Mahindra Ltd.	Deputy General Manager, Plant Engineering
Mahindra & Mahindra Ltd.	Manager - Manufacturing
Mahindra Navistar Engines Private Limited	Vice President - Engineering
Mahindra Reva Electric Vehicles Private Limited	General Manager, Research and Development Mechanical
Mahindra Vehicle Manufacturers Ltd	General Manager – Manufacturing
Man Force Trucks Private Ltd.	General Manager – Procurement
Man Force Trucks Private Ltd.	Managing Director – Technical
Mercedes-Benz India Private Limited	General Manager
Mercedes-Benz India Private Limited	Senior Manager, Product Homologation
Scania Commercial Vehicles India Private Limited	Director – Bus and Coach
Scania Commercial Vehicles India Private Limited	Managing Director and Senior Vice President
Shandong Heavy Industry Group	Vice President
SML Isuzu Limited	General Manager - Research and Development
Tata Motors	Head - Engineering
Tata Motors	Head – Production
Ve Commercial Vehicles	Head - Product Strategy and Product Planning
Volkswagen India Private Limited	AGM - Body shop
Xiamen King Long United Automotive Industry Company	Regional Manager

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Noppen Commercial Vehicle Series

2nd India Commercial Vehicle Summit

4-5 April 2013 Pune, India



India Commercial Vehicle Summit

17-18 May 2012 Pune, India



Russia Commercial Vehicle Summit

13-14 June 2013 Moscow, Russia



5th China Commercial Vehicle Summit

11-12 July 2013 Jinan China



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NETWORKING TEA BREAKS

Network with executives and officials in a relaxed environment.



ONE-TO-ONE BUSINESS MEETINGS

The objective for you to attend our conferences is to meet prospects and create initial contact, or develop an existing lead. We provide you your own table where you can welcome your clients and do business!



KEYNOTE SPEAKERS

Hear from the experts and learn about how the industry is expanding and how you can make your mark.



ORGANIZED LUNCHES & DINNER

Solidify your new business relationships in a more relaxed environment.



PANEL DISCUSSIONS

Hear from the experts and raise questions to them regarding your specific needs.



PRIOR NOTIFICATION OF ATTENDEES

Receive attendee information one week prior to the event.

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