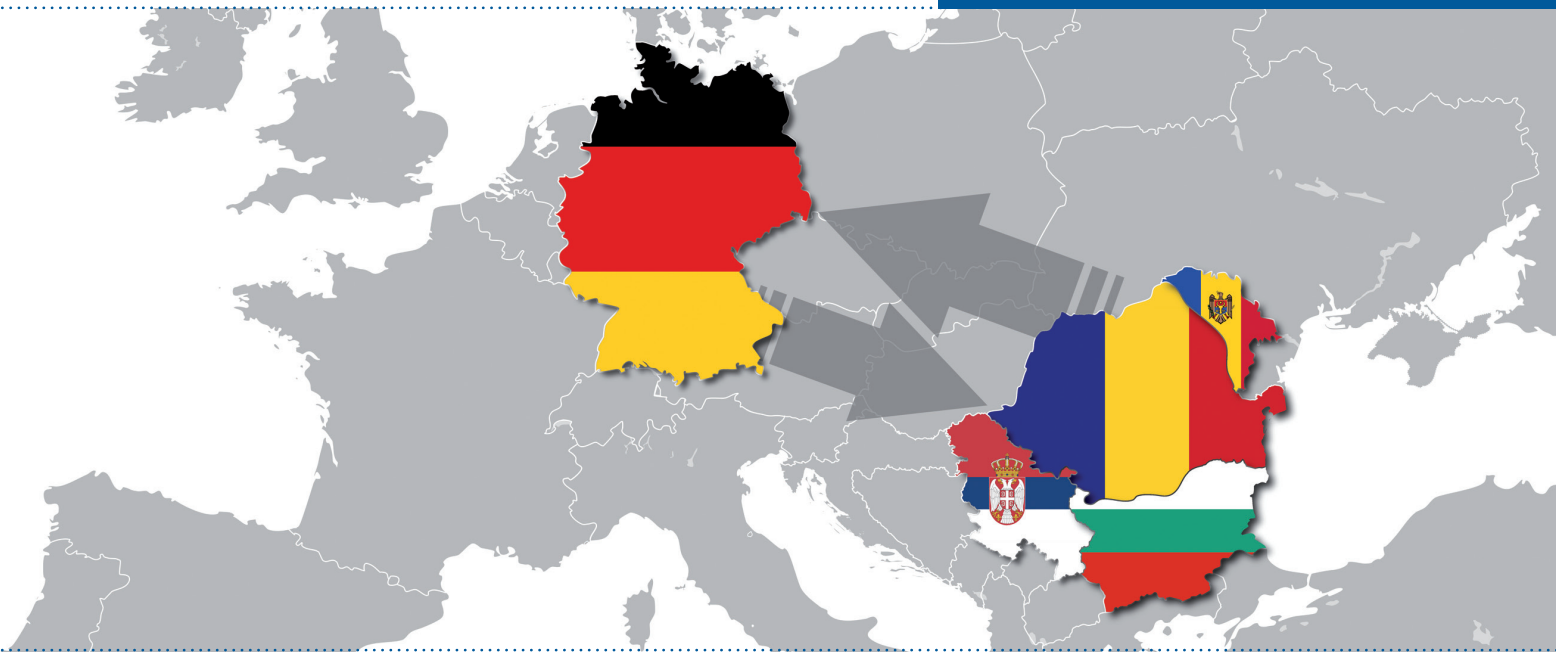




Fit for Growth 2016

GERMAN-ROMANIAN SUPPLIER DIALOGUE



24TH NOVEMBER 2016 – RIN GRAND HOTEL, BUCHAREST, ROMANIA

- DRÄXLMAIER's and STABILUS' future procurement strategies
- Ensuring profitable growth through professional partnerships
- Supplier qualification and development
- Expanding the German-Romanian business network

SPECIAL: B2B meetings



In cooperation with



STABILUS



WELCOME ADDRESS

In cooperation with the companies DRÄXLMAIER and STABILUS, the Association for Supply Chain Management, Procurement and Logistics (BME) is organizing the first German-Romanian Supplier Dialogue **Fit for Growth** on 24 November 2016 in Bucharest, Romania.

DRÄXLMAIER and STABILUS want to strengthen the relationship with their existing suppliers and discover new business partners in Romania, Bulgaria and Serbia.

Fit for Growth combines information, know-how transfer, networking and B2B-possibilities into a unique event. You are invited to discuss the latest developments in the industry and meet with buyers from DRÄXLMAIER and STABILUS – as well as procurement professionals from other German companies. **Fit for Growth** aims to create a platform for supplier development and true cooperation.

The plenary session in the morning will give you a general overview of the developments and long term visions of the two companies. Specialized commodity dialogues in the afternoon will give you insights into the future developments the companies are planning in a number of commodities:

(a) Plastics & rubber (b) Metal (c) Electronics (d) Cable & cable protection parts
(e) Equipment (f) Services, logistics & packaging

After opening presentations and roundtables by DRÄXLMAIER and STABILUS, purchasers and suppliers from the region will have the opportunity to meet and explore their business potential. Through this both sides will be able to create linkages and foster business opportunities between buyers, who have sourcing interests in the region, and qualified suppliers.

DRÄXLMAIER, STABILUS and BME are deeply convinced, that the region of Romania, Bulgaria and Serbia has a large potential for growth in the coming years. In the past years the network of suppliers from DRÄXLMAIER and STABILUS has been growing every year and so have the qualifications and reliability of partners and suppliers in the region. This is why we are organizing **Fit for Growth** – and we would be delighted to welcome you on 24 November 2016 in Bucharest. Join us also for the evening reception on 23 November 2016.



Christian Staab,
Regional Commercial
Manager Americas,
DRÄXLMAIER Group



Christian Satzek,
Head of Strategic Procurement,
STABILUS GmbH



Olaf Holzgreffe,
Head of International & Affairs,
BME e.V.

EVENING EVENT, WEDNESDAY, 23RD NOVEMBER 2016

19.00 Registration

19.30 Beginning of evening event

We are proud to invite you to our evening event. Get in touch with speakers and delegates even before the summit starts and add new contacts to your global network.

Dress code: business casual

Address:

RIN Grand Hotel
7D Vitan Barzesti Street
Bucharest – 4, 042121



CONFERENCE AGENDA, THURSDAY, 24TH NOVEMBER 2016

08.30 Check-in and reception with tea and coffee

Chairman: Olaf Holzgreffe, Head of International & Affairs, BME, Frankfurt, Germany

09.30 Opening Address Fit for Growth 2016

H. E. Werner Hans Lauk, Ambassador of the Federal Republic of Germany in Bucharest

Dr. Dragos Anastasiu, President of the German-Romanian Chamber of Industry and Commerce

10.00 DRÄXLMAIER – visions and perspectives for a joint development

Barbara Bergmeier, Executive Board Member Operations, DRÄXLMAIER Group

Christian Staab, Regional Commercial Manager Americas, DRÄXLMAIER Group

Future-proofing growth at STABILUS

Cristian Popescu, General Manager, STABILUS Romania

Christian Satzek, Head of Strategic Procurement, STABILUS GmbH

11.00 Networking break with coffee and tea

11.30 Banking for SMEs in SEE

Dr. Antje Marielle Gerhold, General Manager, ProCredit Bank Romania

12.00 Responsible supply chains: social & environmental sustainability standards

Prof. Dr. Georg Barfuss, Sustainability Manager, DRÄXLMAIER Group

12.30 Lunch break

13.45 Commodity dialogues for suppliers presented by DRÄXLMAIER and STABILUS – Kick-off presentation + roundtables

Plastics & rubber	Metal	Electronics
Cable & cable protection parts	Equipment	Services, logistics & packaging

Economic Region Romania and Bulgaria – get a clear vision of the market potential

Sourcing workshop for purchasers organized by the AHK Romania and AHK Bulgaria about opportunities and perspectives in the region

Ruxandra Dumitrescu, Manager Market Entry & Business Development Services, German-Romanian Chamber of Industry and Commerce

Carmen Struck, Deputy Managing Director, German-Bulgarian Chamber of Industry and Commerce.

15.00 Supplier-Buyer Matchmaking

Selected suppliers have the opportunity to have individual B2B meetings with purchasers from DRÄXLMAIER and STABILUS. All suppliers can also meet purchasers from other companies with sourcing interest in the region at individual meeting tables.

16.30 Networking break with coffee and tea

16.45 Summary

Christian Staab, Regional Commercial Manager Americas, DRÄXLMAIER Group

Christian Satzek, Head of Strategic Procurement, STABILUS GmbH

17.00 Sustainable Growth – A crucial factor for economic stability

Prof. Dr. Daniel Dăianu, Member of the Board, National Bank of Romania

17.45 End of Fit for Growth 2016



INFORMATION FOR SUPPLIERS

Commodity Dialogue by DRÄXLMAIER and STABILUS

In the afternoon we would like to enable direct exchange and discussion between new and current suppliers and purchasers from DRÄXLMAIER and STABILUS as well as other companies.

To ensure a useful exchange in small groups suppliers are going to be divided into six commodities:

(a) Plastics & rubber (b) Metal (c) Electronics (d) Cable & cable protection parts (e) Equipment (f) Services, logistics & packaging

Opening Presentation – Learn about DRÄXLMAIER's and STABILUS' strategies

In specialized commodity dialogues lead buyers of both companies will be giving an opening presentations about the commodity strategy, innovation, quality and supplier relationship.

Supplier-Buyer-Roundtables – Discuss the latest developments with the lead buyers

During the Supplier-Buyer-Roundtables suppliers can discuss the topics mentioned in the presentation as well as further strategies, possibilities for cooperation and developments with the lead buyers.

Supplier-Buyer-Matchmaking with DRÄXLMAIER and STABILUS

Selected suppliers from the region have the possibility to meet the commodity purchasers from DRÄXLMAIER and STABILUS in individual meetings to discover their business potential.

Additional Opportunity: Also meet purchasers from other companies at individual meeting tables

COMMODITY DESCRIPTION

Please select the commodity dialogue you want to join:

Plastics & rubber



For companies producing injection molding parts (tubes and bushings) and rubber components

(grommets and sealing parts) in various materials, like NBR and NR.

Requirements: Certification ISO 9001

Metal



Focus within the commodity is on sheet metal work like stamping parts, springs, fasteners, turned parts, die cast parts and mechanical applications.

Requirements: Certification ISO 9001

Electronics



The workshop will generally cover DC motors or other regular electronic

building groups (i.e. wiring harness, PCBA's, ECU's and Anti-Pitch-Strips). For cable and cable protection parts please attend the specialized workshop (see below).

Requirements: Certification ISO 9001

Cable & cable protection parts



This commodity workshop will be led by DRÄXLMAIER. The focus of the workshop is

(a) standard cables as well as special cables (b) cable channels (c) tapes and (d) corrugated tubes.

Requirements: Certification ISO 9001

Equipment



Your company produces automated production lines or turned and milled parts according to specification? Or does your company have experience in the field of automated electric production lines? Feel free to join this workshop to support our production with your capacity and knowledge.

Services, logistics & packaging



In this workshop we want to focus on various commodities and service competences:

(a) Temporary labour and workforce services (white & blue collar) (b) Logistics service providers (c) IT-service providers (hard- and software + IT-services) (d) Packaging (i.e. labels and boxes)

INFORMATION FOR EXTERNAL PURCHASERS

Additional workshop for purchasers

Economic Region Romania and Bulgaria

Workshop organized by the AHKs Romania and Bulgaria about opportunities and perspectives in the region.

Supplier-Buyer-Matchmaking

Meet participating suppliers from the region specializing in different commodities. Ask for an individual meeting table to increase your network. The matchmakings are organized in the BME reverse fair mode: We will communicate your demands to the participating suppliers. They can approach your table and discuss them with you.

COOPERATION PARTNERS



The **DRÄXLMAIER Group** is an international automotive supplier with more than 60 sites in over 20 countries. Headquartered in Germany, the company currently employs more than 55,000 people throughout the world. DRÄXLMAIER stands for pioneering technologies. Among these are multi-voltage and high-voltage wiring harness systems, electrical and electronic components, as well as HV battery systems. The DRÄXLMAIER Group supplies premium automobile manufacturers with center consoles, door and instrument panels, as well as complete door and cockpit modules. In 2015, the DRÄXLMAIER Group achieved sales of 3.7 billion euro. Customers of the top 100 automotive supplier include Audi, BMW, Bugatti, Jaguar, Lamborghini, Land Rover, Maserati, Mercedes-Benz, MINI, Porsche, Tesla and Volkswagen.



STABILUS is globally known for innovative products that give comfort to technology. With its gas springs, dampers and electromechanical drives, Stabilus is the leading solution provider for motion control with a thrilling product portfolio. It improves the user-friendliness of vehicles and many other every-day products. The company offers customized solutions wherever the technically optimized lifting and lowering, opening and closing, or damping and precise guiding of doors, lids or entire machine parts is required. The applications can be found e.g. in the tailgates of cars by the most exciting automotive brands worldwide, in furnitures, or in medical and rehab technology. Machine builders, solar farms, agricultural machinery and many other technical products all benefit from the unique and value adding solutions that STABILUS has to offer its customers. The company is on a profitable growth curve. During fiscal year 2015, STABILUS Group sales amounted to EUR 611 million. It has been listed on the Frankfurt Stock Exchange since 2014 and is included in the SDAX index. STABILUS has 4,383 employees and produces in ten countries around the globe.



The Association for Supply Chain Management, Procurement and Logistics (BME) has established itself as a professional association for buyers and supply chain managers in Germany. Founded in 1954, we see ourselves as a service for our members who join us from all industrial and service sectors, including distributive trade, banking, insurance and public institutions. Our aspiration includes the know-how transfer in the fields of materials management, purchasing and logistics. It is achieved through a continuous exchange of experience, education and training services as well as the scientific work on new methods, procedures and techniques. In addition, the BME supports its members in the development of new markets and also configures economic processes and developments.

GOLD SPONSOR



MEDIA PARTNER



WITH SUPPORT FROM



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BME e.V. · Bolongarostrasse 82 · 65929 Frankfurt · Germany



DIALOGPOST
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ALLEMAGNE Port payé



FACTS

Venue

Evening event:

23rd November 2016, 19.00

RIN Grand Hotel
7D Vitan Barzesti Street
Bucharest – 4, 042121
Romania
Phone: +40 311 061 111

Summit:

24th November 2016, 09.30 – 17.45

RIN Grand Hotel
7D Vitan Barzesti Street
Bucharest – 4, 042121
Romania
Phone: +40 311 061 111
Mail: reservations.ringrand@rinhotels.ro
49,- € / single room
The rate includes breakfast and VAT, does not include 1% City Tax.

We have pre-reserved a contingent of rooms until 19th November 2016. Please take care of the reservation yourself and inform the hotel in good time in the event of cancellation or any changes to your reservation.

The registration fee includes:

- Summit documents (download)
- High-level networking
- Lunch and refreshments
- Evening reception

Programme

BME reserves the right to make changes to the programme.

Cancellations

Please note that a processing fee of 50,- € will be charged for cancellations before 2nd November 2016. In the event of cancellations after this date or failure to turn up at the event, the full registration fee will be charged. If you are unable to attend the forum, a substitute participant may attend in your place. Cancellations must be submitted in writing.

Host

BME e.V.
The Association for Supply Chain Management, Procurement and Logistics
Bolongarostrasse 82
65929 Frankfurt, Germany
Phone: + 49 69 30838-200
Fax: +49 69 30838-299
Email: registration@bme.de
www.bme.de

Summit Day, Thursday, 24th November 2016

☐ Yes, I would like to register

1960701

- ☐ Supplier 245,- € (price per person)
- ☐ Procurement expert 490,- € (price per person)
- ☐ Service provider 980,- € (price per person)

As a supplier: Please register for the Commodity Dialogue you want to join. Participation is only possible with registration.

Commodities for suppliers	Plastics & rubber	Metal	Electronics	Cable & cable protection parts	Equipment	Services, logistics & packaging
Please select						

Evening Event, Wednesday, 23rd November 2016

☐ Yes, I would like to register

Exhibitors/Sponsors

☐ Yes, I am a service/solution provider. Please contact me to discuss my possibilities to participate.

Delegate 1:

Last name		First name	
Position		Division	
Phone		Fax	
Email			

Delegate 2:

Last name		First name	
Position		Division	
Phone		Fax	
Email			
Company			
Street/P.O. Box			
ZIP Code/City		Country	
Date/Signature			
Billing address:			
Division			
Street/P.O. Box			
ZIP Code/City		Country	

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