

#AAS19



Automotive Aftermarket Summit
汽车售后市场高峰论坛

4 December 2019
Seminar Area B,
National Convention Centre (Shanghai),
NECC

A key fringe programme of
Automechanika Shanghai 2019

Organisers:



messe frankfurt

Supporter:



2019

Transformation | Collaboration | Integration | Success

Automotive Aftermarket Summit

Diverse Development of the Automotive Aftermarket in the Internet Era



Automotive Aftermarket Summit
汽车售后市场高峰论坛

Transformation | Collaboration | Integration | Success

Despite China becoming the world's largest automotive consumer, the country's vehicle sales are slowing down. The automotive aftermarket is undergoing a series of transformations and is set to become the powerhouse for the industry.

The digital era has fostered many new business concepts and evolving service models in the automotive aftermarket. However, this segment also relies heavily on services that are highly complex and diverse, and the needs are varied geographically. Certain services have relied on the brick & mortar business model to deliver. Whether the companies are in manufacturing, traditional distribution channels, e-commerce business, supply chain platform and independent aftermarket, second-hand cars, auto finance, as well as the promising independent aftermarket for new energy vehicle, the current diversified aftermarket allows different kinds of businesses to thrive. In the future, the profitable business models, credit systems and new service concepts are the key to drive the automobile aftermarket development.

In **Automechanika Shanghai 2019**, The "Supply Chain & Chain Stores Zone" will continue to focus on service innovations with exhibitors displaying their latest solutions for integrating various resources for distribution channels that will seamlessly fit into any repair shop. On the other hand, as one of the fringe events, **Automotive Aftermarket Summit 2019** will give the audience a good opportunity to learn from the developed overseas markets and discuss with industry leaders about the business integration, standardisation and new development concepts for the future aftermarket.

Automotive Aftermarket Summit 2019

Date: 4 December 2019

Venue: Seminar Area B, National Convention Centre (Shanghai), NECC

automechanika
SHANGHAI

[Reserve My Seat](#)



- This summit is one of the key fringe programmes at Automechanika Shanghai, which leverages on the organiser's global resources and network for over **10 years**. It continuously pays close attention to the global automotive aftermarket developments, brings in market insights and helps participants explore new opportunities.
- The summit will invite over **30 eminent speakers** from global leading companies of automotive industry supply chain to share their views and market information.
- The summit focuses on the internet and digital disruption which has been reshaping the automotive aftermarket. It will delve into various new business models and trends in the aftermarket service sector.
- The summit will serve as an ideal networking platform which will be well-attended by some **350 participants** from the government, associations, vehicle manufacturers, parts manufacturers, dealers, service providers and stores.

For programme updates, please visit www.automechanika-shanghai.com

Agenda

Wednesday 4th December 2019



* The conference will be held in English and Mandarin with full simultaneous translation.

- 09:30 - 09:45** **Welcome Speech from the Organisers**
Mr. Chris Gardner, Senior Vice President of Operations, [AASA](#)
-
- 09:45 - 10:15** **The influence of macroeconomic and industrial policies on China's automotive aftermarket**
- Analyse the trends of current macroeconomics from the economic cycle principle
 - The positive impacts of new policies on automotive industry, such as promotion of consumption and taxes reduction
 - The impacts of the slowing down aftermarket and its outlook
- Ms. Lang Xuehong, Deputy Secretary General and Director of Industry Coordination Dept., [China Automobile Dealers Association](#)
-
- 10:15 - 10:45** **A comparative analysis of auto parts distribution and aftermarket chain stores in Europe and China**
- By studying the data from European countries, it reveals that e-commerce and chain stores are key to drive the transformation of the aftermarket in recent years which gives the valuable insights and experience for China market.
- Mr. Antti Wolk, CEO, [Wolk-Aftermarket](#)
-
- 10:45 - 11:15** **Suggestions and solutions for the auto parts enterprises under the "New Four Modernizations"**
- Electrification, connectivity, intelligentisation and sharing have become the key driving force of the automotive industry. Multinational auto parts manufacturers with strong technology research ability not only lead the trends, but also pave the way for future changes in the aftermarket.
- Mr. Ivan Lim, Head of Region China PU Director Domain Service Asia Pacific, [ZF](#)
-
- 11:15 - 12:00** **How the new service models in the aftermarket change the auto parts supply chain in China**
- The infiltration of internet has created many new service models in the automotive aftermarket. Can these new business models survive? What are the impacts on the automotive aftermarket and what opportunities lay ahead?
- [CAF members](#)
- Panel Discussion**
-
- 12:00 - 13:00** **Lunch Break**
-
- 13:00 - 13:30** **Supply chain platform and chain stores grow together and achieve a mutual goal**
- Consumers' demands and experiences play a crucial role for shaping the supply chain, while chain stores can bridge up the supply chain and end users by providing a timely feedback from the car owners. Therefore, the collaboration between them will open new room for development.
- Mr. Chen Haisheng, Co-founder, [AC QICHE](#)
-
- 13:30 - 14:00** **Openness · Collaboration · Shared Success - Technology connects high quality resources, Data leads the future of the Automotive Aftermarket**
- Mr. Overmars Jiang, Founder & CEO, [Casstime](#) **Presenting Sponsor**

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14:00 - 14:40 The aftermarket of new energy vehicles and innovative business models bring in new opportunities

Despite China having the largest number of new-energy vehicles on road in the world, the repair & maintenance segment for new-energy vehicle is still in its nascent stage as compared to the traditional fuel drive one. The current shortage of skilled repair technicians and repair service points may create new opportunities for this sector.

Ms. Lin Zhu, Associate Partner of Greater China Strategy and Operations,
EY Transaction Advisory Services

14:40 - 15:00 Aon-COFCO Presenting Sponsor

15:00 - 15:40 How can vehicle manufacturers' independent aftermarket services differentiate themselves in the competition?

Panel Discussion

Vehicle manufacturers have definite advantages when they wade into the competition in the aftermarket. On the one hand, they have a better connection with the car owners; on the other hand, they have developed a service system different from the 4S shops. The differentiation from the service and product offerings is the key to win.

BAIC AUTOYONG

Chexiang.com

PSA

Chery Chebeijian

14:40 - 15:00 Coffee Break

15:40 - 16:20 Strategic planning of insurance industry in automotive aftermarket

Panel Discussion

The rapidly growing automotive aftermarket can be both an opportunity and a challenge for the insurance industry. How to make use of various platforms and big data to make good strategic planning will be an important topic for insurance companies.

PICC (Bangbang)

EasyEPC

Ping An Insurance (Chejianer)

Harson

16:20 - 17:00 Aftermarket opportunities from the investor's perspective?

Panel Discussion

Automotive aftermarket investors mainly include risk investment funds, internet giants and automotive companies. Through the panel discussion, audience will be able to have a better understanding of the market as well as new investment opportunity.

Galaxy Capital

Legend Capital

Aotu Capital

kzmall.cn

mancando

baturu

17:00 End of AAS19

* #AAS19 agenda last updated on 21 October.

Speakers of Last Edition



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Dr. Chen Yilong
Managing Director,
MEMA China



Lang Xuehong
Deputy Secretary General,
China Automobile Dealers
Association and Director of
Industry Coordination



Dave Barbeau
Former Chairman,
AASA's Board of
Governors



Josef Parzhuber
President, GM,
Automotive Aftermarket
of Mann+Hummel



Philippe Thegner
General Manager,
Hella Trading (Shanghai)
Co., Ltd.



Zhao Bing
Head of Eurorepair
Strategy and Purchasing,
PSA (Shanghai)
Management Co., Ltd.



Ricky Wang
VP & GM APAC,
Brake Parts Inc. & CAF
Executive Committee



Jiang Renhai
CEO,
Kzmall



Guan Wei
Vice President,
51Autoshop



Zhang Ke
Founder & CEO,
UQI Auto



Zhou Dajun
President,
Harson Group



Chen Haisheng
Co-founder,
AC QICHE



Zhang Houqi
Chairman and CEO,
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Qing Yan
General Manager of
Home & Life BU,
Automotive Aftermarket,
JD.com



Zhou Gang
CEO,
Shanghai Jiace
Consulting Co., Ltd.



Cai Yongzhi (Li Yi)
COO, New Carzone &
General Manager,
Tmall Automotive Aftermarket



Li Guangming
Co-founder and COO,
Homotor



Jiang Yongxing
Founder & CEO,
Cassmall



Zhang Xiwen
Independent Consultant
for Automotive Aftermarket
Companies



Fu Xiaojun
Founder and Chief Editor,
Hangzhou JuQi Network
Technology Co., Ltd.

2018 Facts and Figures

As one of the highlighted events in **Automechanika Shanghai**, **AAS** can benefit from its resources and network from around the world which covers 7 sectors for the entire supply chain.

150,568
Visitors

6,269
Exhibitors

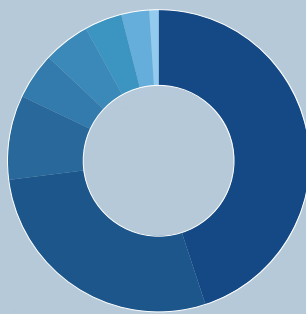
145
Countries & Regions

256
Premium Buyers

350,000 sqm
Exhibiting Space

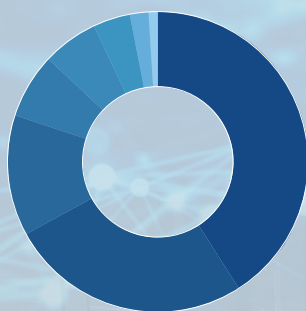
INTERNATIONAL VISITOR BREAKDOWN

By Region



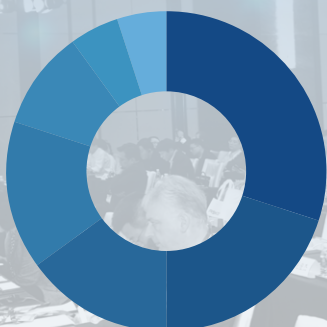
Asia.....	45%
Europe.....	28%
Middle East.....	9%
North America.....	5%
South America.....	5%
Africa.....	4%
Oceania.....	3%
Central America.....	1%

By Industry

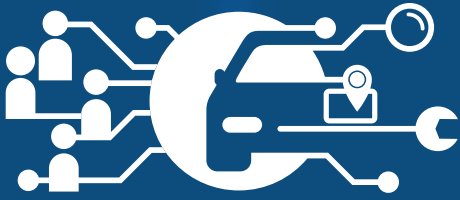


Agent, Distributor.....	41%
Service Provider.....	26%
Retailer.....	13%
Manufacturer.....	7%
Car Maker.....	6%
Private & Official Fleet.....	4%
Research Institutions/ University/ Polytechnic.....	2%
Trade Association/ Government	1%

AAS18 Delegates



Supply Chain, Chain Store, Data Processing, Insurance, Finance, Used Car, Investment.....	30%
Auto Repair and Maintenance.....	20%
Auto Parts Manufacturer.....	15%
Distributor/ Trade Agents.....	15%
Government, Association, Consulting.....	10%
OEM.....	5%
Others.....	5%



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