

3 – 6 December 2019

National Exhibition & Convention Center (Shanghai)

North Gate : 333 Songze Aveune, Puxi, Shanghai, China



Company Name:

Contact person: Mr / Mrs / Ms Department: Job Title:

Address: City: Postal code: Country / Region:

Telephone: / / Fax: / /
Country code City code Number Country code City code Number

Mobile phone / E-mail Website
Country code Mobile phone number

Details on Business Activity

Company background and business coverage

Annual turnover (RMB/USD) Established year Employee number

Q1 Business Segment

- a) ☐ 1.1 Commercial vehicle % ☐ 1.2 Passenger vehicle %
b) ☐ 1.3 OEM % ☐ 1.4 Aftermarket %
c) ☐ 1.5 Overseas market % ☐ 1.6 China market %

Q2 Product category

- ☐ 2.1 REIFEN (Tyres & Wheels) ☐ 2.2 Accessories & Customising ☐ 2.3 Diagnostics & Maintenance
☐ 2.4 Dealer & Workshop Management ☐ 2.5 Vehicle Production
☐ 2.6 Others, please specify:

Q3 Nature of business

- ☐ 3.1 Manufacturer ☐ 3.2 Dealer, agent, distributor, wholesaler ☐ 3.3 Retailer
☐ 3.4 Service provider (Auto refitter / tuner / garage / workshop / service center / petrol companies / gas station)
☐ 3.5 Private & official fleet ☐ 3.6 Others, please specify:

Q4 Your Job function

- ☐ 4.1 Procurement assistant ☐ 4.2 Procurement specialist ☐ 4.3 Procurement manager
☐ 4.4 Corporate decision makers ☐ 4.5 Others, please specify:

Q5 Purchasing authority (Tick one only)

- ☐ 5.1 Full ☐ 5.2 Partial ☐ 5.3 None

Q6 Company annual amount purchases in USD (million)

- a) ☐ 6.1 <1 ☐ 6.2 1 – 10 ☐ 6.3 10 – 20 ☐ 6.4 20 – 100 ☐ 6.5 >100, please specify : million
b) ☐ 6.6 China market % ☐ 6.7 Worldwide market %

Q7 Company purchasing channels

- ☐ 7.1 Exhibition ☐ 7.2 Internet ☐ 7.3 Magazine ☐ 7.4 Others, please specify:

Q8 Company frequency of purchase in a year

- ☐ 8.1 One time ☐ 8.2 Two times ☐ 8.3 Three times ☐ 8.4 More than three times

Q9 Main area of interest

9.1 REIFEN (Tyres & Wheels)

- ☐ 9.1.1 Tyres ☐ 9.1.2 Wheels and rims ☐ 9.1.3 Tyre/wheel repair and disposal ☐ 9.1.4 Used tyres and wheels
☐ 9.1.5 Tyre/wheel management and systems ☐ 9.1.6 Sales equipment and storage of tyres ☐ 9.1.7 Accessories for tyres, wheels and installation

9.2 Accessories & Customising

- ☐ 9.2.1 General accessories for motor vehicles ☐ 9.2.2 Technical customising ☐ 9.2.3 Visual customising
☐ 9.2.4 Infotainment and Car IT ☐ 9.2.5 Special vehicles, equipment, assemblies and modifications
☐ 9.2.6 Car trailers and small utility vehicle trailers, spare and accessory parts for trailers ☐ 9.2.7 Merchandising

9.3 Diagnostics & Maintenance

- ☐ 9.3.1 Workshop equipment for repair and maintenance ☐ 9.3.2 Tools ☐ 9.3.3 Digital maintenance
☐ 9.3.4 Vehicle diagnostics ☐ 9.3.5 Maintenance and repair of vehicle superstructures ☐ 9.3.6 Towing equipment
☐ 9.3.7 Workshop equipment for repair and maintenance for alternative drive concepts ☐ 9.3.8 Fastening and bonding solutions
☐ 9.3.9 Waste disposal and recycling ☐ 9.3.10 Workshop safety and ergonomic workshops
☐ 9.3.11 Workshop and dealership equipment ☐ 9.3.12 Oils and lubricants ☐ 9.3.13 Technical fluids
☐ 9.3.14 Workshop concepts

9.4 Dealer & Workshop Management

- ☐ 9.4.1 Workshop / dealership / filling station planning and construction ☐ 9.4.2 Dealer, sales and service management
☐ 9.4.3 Digital marketing (mobile and stationary solutions) ☐ 9.4.4 Customer data management ☐ 9.4.5 Online presence
☐ 9.4.6 E-commerce and mobile payment ☐ 9.4.7 Basic and advanced training and professional development
☐ 9.4.8 Workshop and dealership marketing ☐ 9.4.9 Online service providers and vehicle/parts/service marts
☐ 9.4.10 Economic regeneration, research, consulting, cluster initiatives