

UK TRADE & INVESTMENT ADVANCED ENGINEERING EVENTS IN CHINA AND INDIA

CHINA 17-20 OCTOBER | INDIA 7-11 NOVEMBER



OVERVIEW AND APPLICATION FORM

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OVERVIEW

UK Trade & Investment (UKTI), through a programme of key international activity and campaign-led initiatives is communicating the expertise of UK Advanced Engineering to a global audience. Two high-profile business missions are being organised to showcase this expertise in the two BRIC markets of China and India.

CHINA

As part of the business mission programme UKTI and the China Britain Business Council (CBBC) will host a high profile Advanced Manufacturing Summit in Beijing on 17 October. The Chinese partners at the event will be the China Machinery Industry Federation (CMIF) for the automotive sector and AVIC for aerospace.

The main technology themes of aero engine technology, new energy vehicles, materials and vehicle standards will have a strong sustainable manufacturing focus. The audience will include key Chinese Government decision makers, trade bodies and major Chinese automotive and aerospace companies.

INDIA

UKTI is arranging a Technology Partnering event in India from 7-11 November and is in active dialogue with major companies in India's aerospace and automotive sectors to host business exchanges at their offices and introductions to their supply chain.

The aerospace focus of the event will be in Bangalore and Mumbai and the automotive focus in Pune and Mumbai. The target India companies (and their supply chains) are: Tata and Mahindra & Mahindra (automotive) and Larsen & Toubro, Godrej, HAL and Bharat Electronics Ltd (aerospace).

By participating in these business missions you will be able to:

- Access key business development and technical decision makers in China and India.
- Develop and build business partnerships and relationships.
- Learn about major projects and business opportunities in both markets.

To register your application please fill in the application form at the end of this document no later than Friday 2 September 2011, and click 'Email Form'.

All applications are subject to final confirmation from UK Trade & Investment. Applicants will be notified as to the success of their registration at the earliest opportunity.



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PROGRAMMES CHINA

Sunday 16 October

Arrive Beijing
PM Welcome briefing and dinner

Monday 17 October – Advanced Manufacturing Summit and Gala Dinner

09:30 - 10:15 Plenary session
10:30 - 13:00 Aerospace and Automotive workshops
13:00 - 14:00 Networking lunch
14:00 - 15:00 UK company presentations from UK missioners (5 minute pitches)
15:00 - 17:00 One-to-one meetings between missioners and Chinese companies
18:30 - 20:30 Gala Dinner



		AEROSPACE	AUTOMOTIVE
Tuesday 18 October	AM	Flight to Harbin Roundtable with AVIC Harbin Aircraft Company (Helicopter Program)	Flight to Shanghai
	PM	Flight to Xi'an	
Wednesday 19 October	AM	Roundtable with AVIC Xi'an Aircraft Company (MA700 Program)	Workshop programme hosted by Economic Information Trade & Commerce (EITC) One-to-one meetings Possible site visit to another automotive company
	PM	Roundtable discussion with AVIC Qing'an Aircraft Company (Key supplier to C919, Airbus and Boeing Aircraft programme) Flight to Zhuhai	
Thursday 20 October	AM	Roundtable with AVIC General Aircraft Industry Company Site visit of General Aircraft Projects	Roundtable meeting with SAIC Technical Centre (Passenger vehicles) Roundtable meeting with SAIC New Energy Vehicle Division UK return flights from Shanghai
	PM	Ferry to Hong Kong UK return flights from Hong Kong	

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PROGRAMMES INDIA

	AEROSPACE	AUTOMOTIVE
Sunday 6 November	N/A	Arrive in Pune Welcome Dinner
Monday 7 November	Arrive in Bangalore Welcome Briefing and Dinner	Briefing, Pune TATA site visit, Pune
Tuesday 8 November	BEL site visit, Bangalore	IMechE International Conference, Pune
Wednesday 9 November	HAL site visit, Bangalore	IMechE International Conference, Pune
Thursday 10 November	Larsen & Toubro site visit, Mumbai Networking reception, Mumbai	Networking reception, Mumbai
Friday 11 November	Godrej site visit, Mumbai UK return flights	Mahindra & Mahindra site visit, Mumbai UK return flights

SITE VISITS

During site visits missioners will meet key representatives from major Indian OEM's and their supply chains. Missioners will present five minute elevator pitches and hold discussions on potential opportunities for future collaboration.

IMECHE INTERNATIONAL CONFERENCE



Missioners will benefit from a high level of exposure to a targeted specialist India audience at the IMechE International Conference – Innovations in Fuel Economy and Sustainable Road Transport.

Senior industry representatives will come together at this new international conference to discuss the challenges of sustainable road transport in an expanding Indian market. The programme of technical papers and panel discussion sessions will examine the latest technical developments and research of leading organisations including Tata Motors, Jaguar Land Rover, Shell, MIRA and Ricardo. Topics for discussion will include fuels, powertrain, hybrid vehicles and electric vehicles.

www.imeche.org/events/c1321



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LOGISTICS CHINA

All successful candidates for the mission to China will be required to pay for their own flights (international and internal), in country hotels, transfers and meals (where group meals are not organised by UKTI) and contribute to a group OMIS. Logistical support will be provided to book in market travel and accommodation.

GUIDELINE COSTS (SUBJECT TO CHANGE)

A detailed travel and accommodation package listing full costs, suggested flights and preferential accommodation rates will be issued to all registrants once applications have been received. This is also available in advance upon request. Rates below will vary depending on individual missioner participation and requirements in each location.

AEROSPACE - £2,650 PER PERSON BASED ON:

- 4* B&B hotels in 3 locations at preferential rates
- All internal flights and mission transfers
- International return economy flights (estimated at £900.00 incl taxes)
- OMIS – likely to be in the region of £500

NB: Sustenance costs at delegates own expense.

AUTOMOTIVE - £2,000 PER PERSON BASED ON:

- 4* B&B hotels in 2 locations at preferential rates
- All internal flights and mission transfers
- International return economy flights (estimated at £900.00 incl taxes)
- OMIS – likely to be in the region of £200

NB: Sustenance costs at delegates own expense.

OMIS

In addition to travel and accommodation costs, a group OMIS will be set and the cost of this to each individual participant is likely to be in the region of £500 (Aerospace) and £200 (Automotive). Further details of this will be given when participant numbers have been finalised.

The Overseas Market Introduction Service (OMIS) is a flexible business tool, letting you use the services of the UKTI trade teams, located in our embassies, high commissions and consulates across the world, to benefit your business.

A Group OMIS is offered to companies taking part in a particular sector event or mission programme and allows companies to benefit from a collective approach in meeting new customers and creating an impact in-market before the right industry audience and decision-makers.

ACCOMMODATION

UKTI will hold a block booking on behalf of the group. Missioners will be invoiced for their in-country travel and accommodation prior to departure.

FLIGHTS

Missioners are responsible for booking their own return flights from the UK. Arrival and departure points will differ due to the nature of the programme. Suitable flights will be suggested.

VISAS

Visas will be required to enter China and all delegates will be responsible for obtaining their own. Please note that these can take up to two weeks to complete. Single Entry £90.00 (inclusive of visa fee at the Chinese Embassy)



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LOGISTICS INDIA

All successful India Technology Partnering Event candidates will be required to pay for their own flights (international and internal), in country hotels, transfers and meals (where group meals are not organised by UKTI). Logistical support will be provided to book in market travel and accommodation.

GUIDELINE COSTS (SUBJECT TO CHANGE)

A detailed travel and accommodation package listing full costs, suggested flights and preferential accommodation rates will be issued to all registrants once applications have been received. This is also available in advance upon request. Rates below will vary depending on individual missioner participation and requirements in each location.

AEROSPACE - £1,310 PER PERSON BASED ON:

- 4* B&B hotels in 2 locations at preferential rates
- Internal travel
- International return economy flights (£1,650 estimate additional cost for business class international flights)
- Communal charge – likely to be in the region of £250

NB: Sustenance costs at delegates own expense.

AUTOMOTIVE - £1,535 PER PERSON BASED ON:

- 4* B&B hotels in 2 locations at preferential rates
- Internal travel
- International return economy flights (£1,910 estimate additional cost for business class international flights)
- Communal charge – likely to be in the region of £250

NB: Sustenance costs at delegates own expense.

COMMUNAL CHARGE

A communal charge will be set to cover local ground transport between site visits and locations, internal flights (aerospace), registration fee for the IMechE conference (automotive) and networking lunches organised on behalf of the group. The cost of this to each individual participant is likely to be in the region of £250. Further details of the communal charge will be given when participant numbers have been finalised.

ACCOMMODATION

UKTI will hold a block booking on behalf of the group. Missioners will pay for their own hotel rooms on departure.

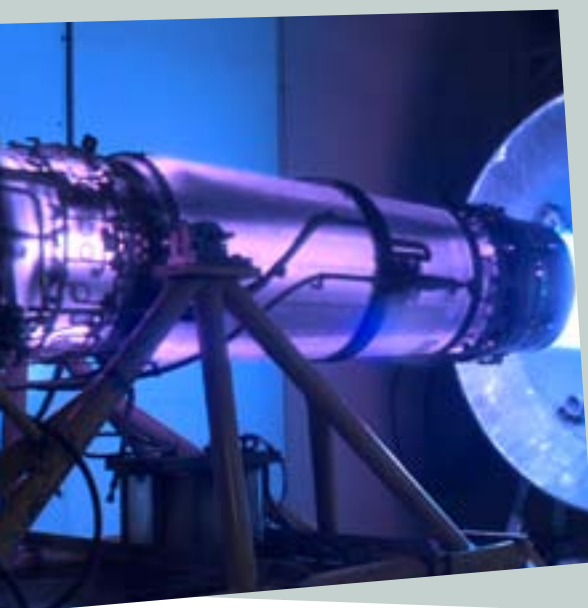
FLIGHTS

Missioners are responsible for booking their own return flights from the UK. Arrival and departure points will differ due to the nature of the programme. Suitable flights will be suggested.

VISAS

Visas will be required to enter India and all delegates will be responsible for obtaining their own. Please note that these can take up to two weeks to complete.

A Business, Multiple Entry, up to one year visa fee is £165.00



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All applications are subject to final confirmation from UK Trade & Investment. Please submit your application by Friday 2nd September 2011 to be considered for these events.

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I would like to attend: (please select one or both from the event options below and complete the relevant fields of information)

China 17-20 October

India 7-11 November

Name: _____

Position: _____

Company: _____

Address: _____

Telephone: _____

Website: _____

Email: _____

The main technology themes for both business missions and associated events are listed below. Please indicate the specific areas that you specialise in, and can demonstrate your expertise in: (tick all relevant boxes)

AUTOMOTIVE

Internal Combustion Engines/Transmissions

Lightweighting

Electric Motors and Control

Energy Storage and Control

AEROSPACE

Structures

Including Materials/Composites; Joining; Castings and Fabrication; Coatings and NDT; Design Services

Systems Integration

Including Platform; Actuation; Landing Gear; Hydraulics; Fuel; Electrical; Powerplant/ Nacelles; Mechanical Systems

Avionics

Including Flight Avionics; Navigation; Flight Control; On-board Communications; Power Systems; Monitoring; Cabin Equipment

MRO

RELEVANT TO CHINA BUSINESS MISSION ONLY:

Engines

Including Materials; Actuators; Fuel Systems & Hydraulics; Control Systems

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Please provide an elevator pitch to demonstrate your expertise in each of the specific technology areas you have ticked above. If you have ticked more than one specific technology area you should list and provide individual elevator pitches for each (max 100 words per elevator pitch). Each elevator pitch should illustrate your particular strengths in this technology and demonstrate how your company participation will contribute to the showcasing and reputational enhancement of UK capability.

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Elevator pitch for China

What is your interest in doing business with China?

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Elevator pitch for India

What is your interest in doing business with India?

Please provide a description of your company, products and services (max 150 words).

EMAIL FORM