

Please email on or before **17 July 2020** to:  
[natasha.godfrey@hongkong.messefrankfurt.com](mailto:natasha.godfrey@hongkong.messefrankfurt.com) /  
 Attn: Ms. Natasha Godfrey

**Online Business Matching Programme  
Buyer Registration Form**

**Date:** 28 August 2020 (Friday)  
**Time:** Each meeting session is about 20-30 minutes (Actual time will be informed later)  
**Meeting Platform:** Zoom  
**Preferred meeting time:**  9:00 – 11:00am  2:00 – 4:00pm

**Company name:** \_\_\_\_\_

**A) Company Information**

Contact person: Mr/Mrs/Ms Department: \_\_\_\_\_ Job Title: \_\_\_\_\_  
 Attendant: Mr/Mrs/Ms Department: \_\_\_\_\_ Job Title: \_\_\_\_\_  
 Mobile Phone No. / On-site contact: (\_\_\_\_\_) \_\_\_\_\_  
 On-site instant messaging: \_\_\_\_\_ (Wechat) \_\_\_\_\_ (Whatsapp)  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ Postal code: \_\_\_\_\_ Country / Region: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Fax: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Country code City code Number Country code City code Number  
 Email: \_\_\_\_\_ Website: \_\_\_\_\_  
 Business Nature:  Manufacturer  Dealer, agent, distributor, wholesales  
 Retailer  Service provider (Auto refitter / tuner / garage /  
 Private & official fleets workshop / service center / petrol companies / gas station)  
 Others (Please Specify): \_\_\_\_\_

**Details on Business Activity**

Brief history (include existing operation in other regions) \_\_\_\_\_  
 Annual turnover \_\_\_\_\_ USD  
 Established year \_\_\_\_\_ Employee strength: \_\_\_\_\_  
 Key Product lines & brands \_\_\_\_\_  
 Products are for \_\_\_\_\_ % OEM, \_\_\_\_\_ % Aftermarket  
 Commercial vehicle  Passenger vehicle  
 Motorcycle  Automotive Manufacturing  
 European  American  Japanese  
 Korean  National  Others  
 Products are for \_\_\_\_\_  
 Products fit for which automotive type \_\_\_\_\_  
 Key factory facility & production capacity \_\_\_\_\_  
 Target markets (geographies) \_\_\_\_\_ Focus area: \_\_\_\_\_  
 Manufacturing & distribution set-up \_\_\_\_\_  
 Customer segments targeted \_\_\_\_\_  
 Affiliations & joint ventures (if any) \_\_\_\_\_  
 Does your co. import product from other countries? **Yes / No**  
 - How many percent of the products are imported? \_\_\_\_\_ %  
 - From which country? \_\_\_\_\_ % import from \_\_\_\_\_ (country)

**B) Interested Product Details:**

**i) Qualification**

1.) Quality
<input type="checkbox"/> ISO 9000
<input type="checkbox"/> ISO 9001
<input type="checkbox"/> ISO 14001
<input type="checkbox"/> OHSAS18001
<input type="checkbox"/> TS 16949
<input type="checkbox"/> QS 9000
<input type="checkbox"/> Others (please specify): _____

**ii) Product Details**

Brief product description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**iii) Product categories (please tick where applicable)**

**1) Parts & Components**

- 1.1 Components for conventional drive systems (engine, gearbox, powertrain, exhaust)
- 1.2 Chassis (axles, steering, brakes, wheels, shock absorbers)
- 1.3 Body (metal parts, roof systems, mounted parts, windows, bumpers)
- 1.4 Standard mechanical parts (fastening elements, threaded and securing elements, sealing rings, roller bearings)
- 1.5 Interior (cockpits, buttons, switches, instruments, airbags, seats, shelf and storage concepts, illumination, heating, air-conditioning, electrical adjusters, interior filters)
- 1.6 Exterior (doors, windows/glass, mounted parts)
- 1.7 Charging accessories 12 volt (plugs, cables, connectors)
- 1.8 Regenerated, restored and renewed parts for cars and utility vehicles
- 1.9 External vehicle air quality and exhaust gas treatment (diesel aftermarket solutions, SCR, filters, sensors)
- 1.10 New materials (3D printing, fiber composites, renewable resources, hybrid materials, recyclable materials)

**2) Electronics & Connectivity**

- 2.1 Engine electronics (control units, bus systems, sensors, actuators)
- 2.2 Vehicle lighting (headlights, LED / OLED, lasers, exterior and interior lighting, intelligent headlight systems, night and thermal-imaging cameras)
- 2.3 Electrical system (electrical power supply, batteries, , cables, wiring harnesses, cable mounting and connecting elements, plug connections, sensors, on-board diagnostics, high-voltage systems)
- 2.4 Comfort electronics (wellness and health systems, automatic air-conditioning, seat heating and ventilation, electric seat adjustment, keyless-go systems, driver assistance systems, vehicle safety systems, control systems)
- 2.5 Human machine interface (HMI) (eye tracking, facial expression tracking, gesture control systems)
- 2.6 Connectivity (car-to-car, car-to-enterprise, car-to-infrastructure, car-to-driver, LTE, functions on demand)
- 2.7 Internet of things (smart home, additional services, mobile devices)

**3) Accessories & Customising**

- 3.1 General accessories for motor vehicles (rack systems, trailer hitches, roof boxes, air refreshers, jacks, technical solutions, technical textiles, car safety products)
- 3.2 Technical customising (sports exhaust systems, sports air filters, sports chassis, chip and engine tuning, sound design, seats, club sport)
- 3.3 Visual customising (interior design, bodywork elements, car wrapping, spray films, airbrush systems)
- 3.4 Infotainment and Car IT (multimedia, navigation, car media devices, sound systems, integrable services)
- 3.5 Special vehicles, equipment, assemblies and modifications (off-road and pickup accessories, taxis, police and ambulance vehicles, armoring, equipment for trades and industry, special conversions and superstructures, municipal vehicles and vehicles for the disabled)
- 3.6 Car trailers and small utility vehicle trailers, spare and accessory parts for trailers
- 3.7 Merchandising (clothes, accessories)

### 4) Diagnostics & Maintenance

- ( ) 4.1 Workshop equipment for repair and maintenance (systems and equipment, battery management, lifting gear, test and measurement equipment, tyre installation, workshop equipment, networking software)
- ( ) 4.2 Tools (impact screwdrivers, diagnostic equipment, compressors, wrenches)
- ( ) 4.3 Digital maintenance (predictive maintenance, over-the-air diagnostics, over-the-air updates and services, remote services)
- ( ) 4.4 Vehicle diagnostics (diagnostic equipment and software, on-board diagnostics)
- ( ) 4.5 Maintenance and repair of vehicle superstructures (RV/caravan and motor home superstructures, custom and special superstructures for lightweight and heavyweight utility vehicles)
- ( ) 4.6 Towing equipment (vehicles, trailers, towing equipment and technology)
- ( ) 4.7 Workshop equipment for repair and maintenance for alternative drive concepts (tools for high-voltage systems, hydrogen sensors)
- ( ) 4.8 Fastening and bonding solutions (rivets, adhesives, screws, soldering, welding materials, lasers)
- ( ) 4.9 Waste disposal and recycling (systems, equipment, management systems)
- ( ) 4.10 Workshop safety and ergonomic workshops (air purification, ventilation, heating, health-enhancing and safety-enhancing technologies)
- ( ) 4.11 Workshop and dealership equipment (shopfitting/shop systems, sales equipment, office and warehouse equipment, work clothing)
- ( ) 4.12 Oils and lubricants (systems, equipment, lubricants, auxiliaries and consumables, disposal and recycling)
- ( ) 4.13 Technical fluids (coolants, gases, fluid management)
- ( ) 4.14 Workshop concepts

### 5) Dealer & Workshop Management

- ( ) 5.1 Workshop / dealership / filling station planning and construction (business consultants, certifications, environmental protection consultants, architecture)
- ( ) 5.2 Dealer, sales and service management (dealer management systems, special applications and equipment)
- ( ) 5.3 Digital marketing (mobile and stationary solutions)
- ( ) 5.4 Customer data management (data analysis and management, big data)
- ( ) 5.5 Online presence (search machine optimisation, homepage design, online marketing)
- ( ) 5.6 E-commerce and mobile payment
- ( ) 5.7 Basic and advanced training and professional development (mechanics, mechatronics, bodywork, paintwork, electromobility, sales, management)
- ( ) 5.8 Workshop and dealership marketing (external advertising, advertising media, agencies, signalisation)
- ( ) 5.9 Online service providers and vehicle/parts/service marts
- ( ) 5.10 Economic regeneration, research, consulting, cluster initiatives

### 6) Car Wash & Care

- ( ) 6.1 Washing (automatic car wash facilities for exteriors, wash stations, washing equipment, chemicals, accessories)
- ( ) 6.2 Vehicle care (exterior and interior cleaning, equipment for vehicle care, cleaning and care products, washing accessories, vacuum cleaners, high-pressure cleaners)
- ( ) 6.3 Vehicle preparation and detailing (exterior and interior preparation, sealing, upholstery and leather repair, polishing)
- ( ) 6.4 Water reclamation, water treatment
- ( ) 6.5 Filling station equipment (filling station equipment, tank systems for conventional fuels)

### 7) Alternative Drive Systems & Fuels

- ( ) 7.1 Energy storage (batteries, lithium-ion, lithium-oxygen, high-voltage systems)
- ( ) 7.2 Alternative fuels (synthetic fuels, LPG, CNG, ethanols, hydrogen)
- ( ) 7.3 Complementary products (wall box, home charging systems, billing systems, charging cards, charging plugs, charging cables)
- ( ) 7.4 Vehicle concepts (e-bikes, scooters, BEV)
- ( ) 7.5 Resources (rare earths, lithium)
- ( ) 7.6 Charging and tank technologies and systems (inductive/conductive systems, fast-charging systems, filling station equipment and systems, tank systems for alternative fuels)
- ( ) 7.7 New workshop technologies (augmented and virtual reality, repair assistance and training)

### 8) Tyres & Wheels

- ( ) 8.1 Tyres (summer/winter tyres for cars, utility vehicles, trucks, two-wheeled vehicles and special vehicles, exclusive tyres for SUV, sports cars and premium vehicles, wide-track tyres, industrial tyres, carcasses and tubes)
- ( ) 8.2 Wheels and rims (exclusive and customised wheels and rims, industrial rims, customised wheel rims)
- ( ) 8.3 Tyre/wheel repair and disposal (vulcanisation, balancing, wear-and-tear repairs, elastification agents, repair materials, tools, fillers, disposal)
- ( ) 8.4 Used tyres and wheels (retreading, recycling, vulcanisation, tyre care)
- ( ) 8.5 Tyre/wheel management and systems (IT systems, online tyre portals, inspection, tyre logistics, tyre leasing and rental, tyre storage)
- ( ) 8.6 Sales equipment and storage of tyres (operating / storage / office / showroom equipment and facilities, sales aids, certification, tyre-storage)
- ( ) 8.7 Accessories for tyres, wheels and installation (valves, storage labels, balancing weights, theft prevention, safety equipment, wheel nuts, tyre pressure management systems)

## 9) Body & Paint

- 9.1 Bodywork repairs (equipment and materials)
- 9.2 Paintwork and corrosion protection (systems, equipment, paint, corrosion protection, spot repair, auxiliaries)
- 9.3 Smart repairs for paintwork, metal parts, plastic parts, windows, headlights, rims
- 9.4 New materials (lightweight, carbon, magnesium, aluminum)

## 10) Mobility as a Service & Autonomous Driving

- 10.1 Mobility services (sharing economy, car sharing, ride sharing, ride hailing, e-bikes, start-ups)
- 10.2 Automated driving (electrical components for autonomous driving, robocabs, sensors, actuators, artificial intelligence, cameras, ultrasonics, lateral and horizontal driver assistance systems)
- 10.3 Fleet management / leasing / corporate mobility

## 11) Others

- 11.1 Industry institutions
- 11.2 Publishers
- 11.3 Other (please specify): \_\_\_\_\_

We hereby understand this application form as a confirmation of our participation at the Online Business Matching Programme for Automechanika Shanghai 2020.

Name: \_\_\_\_\_ Job Title: \_\_\_\_\_

Signature & company stamp: \_\_\_\_\_ Date: \_\_\_\_\_