

Asia 2015 6th - 8th of Jul

AUTOMOTIVE LIGHTWEIGHT

PROCUREMENT SYMPOSIUM

Jumeirah Himalayas Hotel in Shanghai, China



SYMPOSIUM FOCUS

- Aluminium
- Carbon Fibre
- Composites
- High Strength Steel
- Magnesium

HIGHLIGHTS

• INTERNATIONAL SPEAKERS

AUDI - MAGNA - DGS - GEELY - NOVELIS - JSC - VOESTALPINE, ...

• LIGHTWEIGHT TECHNOLOGY EXHIBITION

DGS - StrikoWestofen - Kurtz - Novelis – Idra

• SIMULTANEOUS INTERPRETING

Chinese - English / English - Chinese

ATTENDING COMPANIES



MEDIA & ORGANIZATION PARTNERS



Brings together the procurement and supply side of lightweight materials and their advanced processes in accompany with cost balance or reduction....

AluMag® offers the four following services - worldwide:



Market Research

- Aluminium Extrusion Customer Database
- Foundry & Tool Maker Database
- Automotive Application, Material & Process Analyses
- Various Industrial Application Research & Analyses

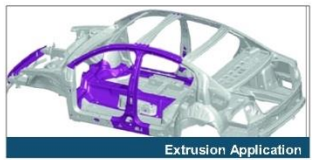
AluMag as your provider of automotive research and forecasting studies, offers you and your business, the market intelligence you need to realize the best strategic decisions



Material - Process - Application Trend Analysis

Large variety of market access, local & global:

- business database with 6,970+ companies and 18,700+ contacts
- 150+ satisfied customers worldwide
- Arranged 20+ roadshows/events since 2008



Extrusion Application

Your Benefits:

- Learn about your [potential] clients and competitors
- Obtain an inside view of the market
- Identify opportunities and threats
- Minimize risk and optimize profits
- Position your company successfully
- Based on data off the shelf, secondary re-search and interviews, AluMag generates validated researches



Market Development

- Analysis & Development of Market Opportunities
- Accelerate Market Penetration
- Manage New Product Launches
- Establish a Sales Force Sales on Demand

AluMag guides and supports your organization globally through the different market development phases until we have successfully launched, implemented or executed your project.



Map of activity - SAMPLES

Manage and integrate each aspect of your organization by initiating, planning, controlling, executing and closing out a new project. AluMag offers liaison management services as an addition to our customer's staff by bringing in the resources that define us.



JATCO Head Quarters Meeting in Japan

Your Benefits

- Analysis and development of Markets
- Realize opportunities
- Accelerate market penetration
- Establish a sales force
- Provide warehousing and distribution services
- Manage new product launches
- Sales on demand



Roadshows / Events

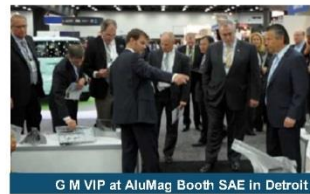
- Organization of Technical & Commercial Roadshows
- Oversea Commercial & Technical Events
- Host In-House Events & Presentation
- Common Technology Booth at Leading Exhibitions

AluMag roadshows, tech-meetings and symposia are the first class events used by exhibitors and guest as a unique benchmark platform.



Daimler Sindelfingen as Roadshow Location

The AluMag think tank events are bringing in decision makers and executives in EUROPE, ASIA and NAFTA.



G M VIP at AluMag Booth SAE in Detroit

Upcoming Events:

- 2015 Jul: Automotive Light-weight Procurement Symposium in Shanghai, China
- 2015 Nov: Automotive Light-weight Procurement Symposium in Detroit, USA
- 2016 April Common tech- booth at the SAE World Congress in Detroit, USA
- 2016 Jul: Automotive Light-weight Procurement Symposium in Shanghai, China



Strategic Localization

- Warehousing & Distribution Service
- Supplier & Tie-up Localization
- Identification & Trade-off of new Technology
- Foreign Market Business Cases and whose Realization

AluMag has the global expertise to search, identify, evaluate and validate potential strategic business opportunities for expansions and partnerships that will assist your business growth plans regionally and globally



On-Site Greenfield Planning Meeting

Services for:

- Search, develop and present potential acquisition candidates for regional and global business expansions
- Localization of new manufacturing / service sites for business expansions
- Identification of new technology supplier development related to products, processes and materials
- Search, develop and present potential business partners / suppliers to support regional and/or global supply programs
- Evaluate potential competitor profiles for new or existing business in non-presence geographies
- Evaluate new emerging technologies and processes for business expansions

Are you:

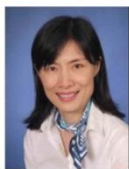
- looking for specific data, information and outlook about product, material, customer, supplier, technologies, ...
- want to discuss your project, increase sales, access new markets, ...
- interested to participate in one of our roadshows / events or organize your customized showcase ...
- looking to localize, expand into new markets, countries, tie-up targets, ...

please contact your AluMag Team to receive a quote or proposal

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Asia Automotive Lightweight Procurement Symposium
6th – 8th of July 2015
Jumeirah Himalayas Hotel in Shanghai, China.



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THE MARKET DEVELOPER

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Agenda

Agenda: (Is Continuously Being Updated)

Monday The 6th Of July – Jumeirah Himalayas Hotel, Shanghai – 6th Floor

06:00pm - 10:00pm

Pre-registration and Welcome Reception

Tuesday The 7th Of July – Jumeirah Himalayas Hotel, Shanghai – 6th Floor

08:30am – 09:15am

Registration & Morning Coffee / Tea

09:15am – 09:30am

Welcome:

Mr. Jost GAERTNER, Managing Partner at ALUMAG Automotive GmbH

09:30am – 10:25am

Opening Keynote:

Mr. Frank VENIER, Strategy and Innovation; Lightweight Design Centre at AUDI AG

Lightweighting SUV - The New Audi Q7 In Multimaterial Car Body Design

10:25am – 11:00am

Break for Refreshments/Coffee/Tea, Snacks, Networking, Tech Exhibition

11:00am – 12:00am

Paper 1 – Part 1:

Mr. Gerhard KRACHLER, Director Advanced Development & Product Strategy at MAGNA STEYR Engineering AG & Co.KG

Paper 1 – Part 2:

Mr. Christian JURICEK, Manager R&D Europe at COSMA MAGNA International

Magna's Global Advanced Lightweight Competences

12:00pm – 01:45pm

Break for Refreshments/Coffee/Tea, Lunch, Networking, Tech Exhibition

01:45pm – 02:25pm

Paper 2:

Mr. Andreas MUELLER, CEO at DGS Druckguss Systeme AG

Localization And Industrialization Of Cast Aluminium Structural Applications

02:30pm – 03:10pm

Paper 3:

Mr. Li WAN, Vice President at Guangdong Hongtu Technology (Holdings) Co Ltd

Aluminum Alloy High Vacuum Die Casting Technology And It's Application On Automotive Structural Parts

03:15pm – 03:45pm

Paper 4:

Mr. Lothar HARTMANN – Managing Director Foundry Machines & Trimming Presses at Kurtz GmbH

Mr. Michael BARTEL – Asia Sales Manager Foundry Machines & Trimming Presses – Kurtz GmbH

Low Pressure Casting

A traditional casting technology helping to step ahead for light weight solutions in engine block manufacturing

03:45pm – 04:15pm

Break for Refreshments/Coffee/Tea, Snacks, Networking, Tech Exhibition

04:15pm – 04:55pm

Paper 5:

Mr. Peter BERNSCHER, Member Of The Board & Director Automotive Body Parts at Voestalpine Metal Forming GmbH

Lightweight Solutions In The Automotive Industry By Voestalpine

05:00pm – 05:55pm

Closing Keynote:

Mr. Jochen SIEBERT, Managing Partner at JSC Automotive Consulting Co. Ltd.

Outlook And Hurdles Of The Chinese Economy And Automotive Industry

05:55pm – 06:00pm

Summary:

Ms. Ying ZHOU, Project Coordinator China – Japan at ALUMAG Automotive GmbH

06:00pm - 10:00pm

Reception Sponsored By StrikoWestofen

Dinner Speech – Part 1:

Mr. Rudolf RIEDEL – Group Managing Director at StrikoWestofen GmbH

Dinner Speech – Part 2:

Mr. Rainer ERDMANN – Managing Director Asia Operations at StrikoWestofen Thermal Equipment Co.Ltd

Profits With Light Metal Castings Start In The Melt Shop

Agenda

Agenda: (Is Continuously Being Updated)

Wednesday The 8th Of July

08:15am – 08:55am

Opening Keynote:

Prof. Fei XIONG Chief Engineer & Director of Auto Lightweight Department at GEELY

Automotive Lightweight Promoting The Application Of Aluminium

09:00am – 09:40am

Paper 1:

Mr. James LIU, Managing Director and Vice President of Asia Auto at NOVELIS China

High Volume Aluminum Solutions For Lightweighting

09:45am – 10:25am

Paper 2:

Dr. Jin HOU – General Manager – Sapa Technology Asia

High Performance Aluminium Alloys For Automotive Light-Weighting

10:25am – 11:00am

Break for Refreshments/Coffee/Tea, Snacks, Networking, Tech Exhibition

11:00am – 11:40am

Paper 3:

Mr. Yoshikazu MUKAI, Executive Vice President & Technical Specialist at Kobelco Automotive Aluminium Rolled Products (China) Co.,Ltd – Shanghai Branch

Kobe's R&D Activities For Automobile Lightweighting

11:45am – 12:25pm

Closing Keynote:

Mr. Martin SHI, Chief Editor at GASGOO International And Senior Analyst at GASGOO Research Institute

The Status And Development Trends Of China Automobile Lightweight

12:30pm – 12:35pm

Summary:

Mr. Jost GAERTNER, Managing Partner at ALUMAG Automotive GmbH

12:45pm – 01:00pm

Walk To The SNIEC Shanghai New International Expo Centre

01:00pm – 01:40pm

Reception With Snacks & Finger Food at the SNIEC

01:40pm – 05:30pm

Individual Or Guided Visit At The 2015 "Aluminium China " And "China Diecasting" Exhibitions

Backup Speech

Mr. Jost GAERTNER, Managing Partner at AluMag Automotive GmbH

Top 16 Global Ranking Of Aluminium And Magnesium Foundries By Revenue

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TITLE

Profits With Light Metal Castings Start In The Melt Shop

ABSTRACT

Faster than any of the other foundry centers worldwide, Chinese foundries took advantage on the aluminum melting technology provided by the StrikoWestofen Group. In just six years, StrikoMelter aluminum melting furnaces with a total yearly capacity of 1,100,000 tons molten metal have been taken into operation in China and neighbor countries – with a clear upwards trend. These foundries report that the highly efficient technology is not only turning into a crucial competitive factor but is also of great benefit to the environment. The savings made on natural gas and metal losses – compared to any other technology in the market – lead to significantly reduced unit costs for castings which provides these foundries a large competitive edge. Furthermore the reduction in CO2 and dust emissions is an important step towards a “green foundry” industry. The presentation features the specifics of the StrikoWestofen technology as well as concrete calculations what additional profits foundries gain when employing the technology.

StrikoWestofen[®] Group



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TITLE

Profits With Light Metal Castings Start In The Melt Shop

ABSTRACT

Faster than any of the other foundry centers worldwide, Chinese foundries took advantage on the aluminum melting technology provided by the StrikoWestofen Group. In just six years, StrikoMelter aluminum melting furnaces with a total yearly capacity of 1,100,000 tons molten metal have been taken into operation in China and neighbor countries – with a clear upwards trend. These foundries report that the highly efficient technology is not only turning into a crucial competitive factor but is also of great benefit to the environment. The savings made on natural gas and metal losses – compared to any other technology in the market – lead to significantly reduced unit costs for castings which provides these foundries a large competitive edge. Furthermore the reduction in CO2 and dust emissions is an important step towards a “green foundry” industry. The presentation features the specifics of the StrikoWestofen technology as well as concrete calculations what additional profits foundries gain when employing the technology.

**„The efficiency
of a casting process
starts in the melt shop.“**

*Quote from a leading die-caster
and long-time StrikoWestofen customer*

StrikoWestofen°



- 1** Operational costs of the melt shop
- 2** Reduction of energy consumption
- 3** Increasing of metal yield & melting capacity
- 4** Constant system uptimes
- 5** Return on Investment
- 6** StrikoWestofen your long term partner

StrikoWestofen°

Energy costs and loss of metal drive operational costs

StrikoWestofen^o

- › Over 95% of the total cost of furnace ownership is generated by
 - › Energy consumption
 - › Loss of metal

- › More than 50% of the energy used for an aluminum die-casting operation goes into
 - › Melting process
 - › Holding process



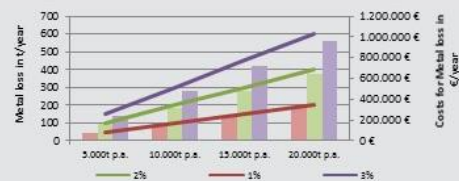
STRIKOMELTER[®] : wins the cost battle

StrikoWestofen^o

- › Energy consumption



- › Metal yield



- › System availability



Uptimes up to 99%



Melt shop costs down

STRIKOMELTER[®]: Tower Melter

Efficiency. Powered by knowledge.

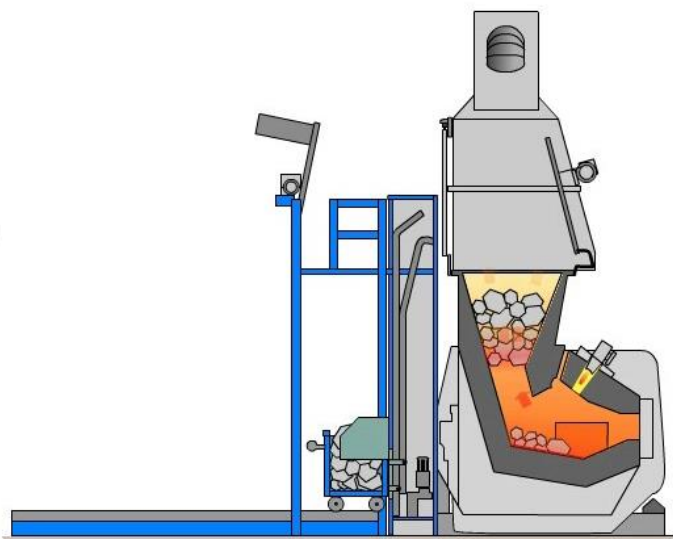
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**ETAMAX[®] shaft geometry:
optimizes melting process**

- › ETAMAX[®] shaft geometry uses hot exhaust gases from holding and melting to preheat the charging material

Results:

- › Rapid melting process
- › High melt quality
 - › Minimal oxide inclusions
 - › Density index 6% or better
- › Low energy consumption
- › Reduced CO₂-emissions



Efficiency. Powered by knowledge.

Page 6

Facts and figures: on energy consumption

STRIKOMELTER® shaft melting furnace

StrikoWestofen®

- › Energy consumption of only 52 m³ gas/t (validated under operating conditions)



- › Savings of 10 to 50 percent compared to other common technologies



STRIKOMELTER® : easy on CO₂ emissions

StrikoWestofen®

- › CO₂ emissions of 129 kg/t
 - › Compared to 180 kg/ton with other tower melter

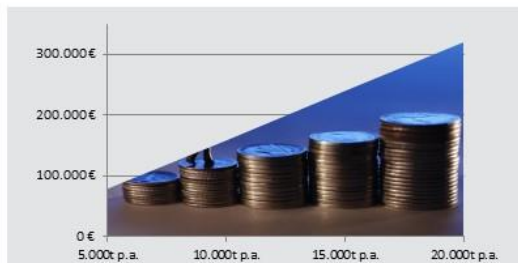
- › CO₂ savings / year
 - › Emissions of 400 – 900 cars



STRIKOMELTER® technology: increases metal yield & productivity

StrikoWestofen®

- › Metal yield up to 99,7 %
 - › 1% metal loss = Extra costs of €100,000 / year



- › High productivity
 - › Charging ingots and production returns



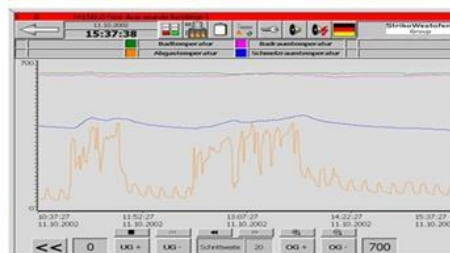
STRIKOMELTER®: assures process reliability

StrikoWestofen®

- › System uptimes up to 99 %



- › Constant metal temp $\pm 5^\circ$ Celsius



STRIKOMELTER®: allows for flexibility

StrikoWestofen®

› Automated charging system

Charging System

Conveyers System



› Melting capacity

- › 350 kg/hour - 7,000 kg/hour



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Process reliability: through extended furnace life time

StrikoWestofen®

› Long furnace lifetime

- › More than 20 years
- › With appropriate maintenance



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STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*		
Energy consumption p.a.		
Energy costs p.a.		
Metal losses p.a.		
Costs for metal losses p.a.		
Total costs p.a.		
Saving potential p.a.		
Return on investment		

STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.		
Energy costs p.a.		
Metal losses p.a.		
Costs for metal losses p.a.		
Total costs p.a.		
Saving potential p.a.		
Return on investment		

***Based on:**

Melting rate 1,5 t per hour
6.000 hr/y = 3 shifts a day (each 8 hr), 250 working days a year

STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.		
Metal losses p.a.		
Costs for metal losses p.a.		
Total costs p.a.		
Saving potential p.a.		
Return on investment		

*Energy consumption/Energy costs

Melting: 540 kWh/t	Melting: 750 kWh/t
Holding: 45 kWh/h	Holding: 45 kWh/h
0,35 €/m³ natural gas	0,35 €/m³ natural gas

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STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.	174.447 €	214.347 €
Metal losses p.a.		
Costs for metal losses p.a.		
Total costs p.a.		
Saving potential p.a.		
Return on investment		

*Energy consumption/Energy costs

Melting: 540 kWh/t	Melting: 750 kWh/t
Holding: 45 kWh/h	Holding: 45 kWh/h
0,35 €/m³ natural gas	0,35 €/m³ natural gas

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STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.	174.447 €	214.347 €
Metal losses p.a.	90 t	180 t
Costs for metal losses p.a.		
Total costs p.a.		
Saving potential p.a.		
Return on investment		

*Metal loss	
Melting rate: 9.000 t p.a. Metal loss: < 1 %	Melting rate: 9.000 t p.a. Metal loss: ~ 2 %

STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.	174.447 €	214.347 €
Metal losses p.a.	90 t	180 t
Costs for metal losses p.a.	153.000 €	306.000 €
Total costs p.a.		
Saving potential p.a.		
Return on investment		

*Metal loss	
Melting rate: 9.000 t p.a. Metal loss: < 1 % 1.700 €/t Al	Melting rate: 9.000 t p.a. Metal loss: ~ 2 % 1.700 €/t Al

STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.	174.447 €	214.347 €
Metal losses p.a.	90 t	180 t
Costs for metal losses p.a.	153.000 €	260.100 €
Total costs p.a.	327.447 €	520.347 €
Saving potential p.a.		
Return on investment		

STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.	174.447 €	214.347 €
Metal losses p.a.	90 t	135 t
Costs for metal losses p.a.	153.000 €	260.100 €
Total costs p.a.	327.447 €	474.447 €
Saving potential p.a.	192.900 €	
Return on investment		

STRIKOMELTER®: Return on Investment

StrikoWestofen®

	STRIKOMELTER® PUREFFICIENCY®	Competitor -shaft melting furnace-
Melting rate*	9.000 t	9.000 t
Energy consumption p.a.	498.420 m³	612.420 m³
Energy costs p.a.	174.447 €	214.347 €
Metal losses p.a.	90 t	135 t
Costs for metal losses p.a.	153.000 €	260.100 €
Total costs p.a.	327.447 €	474.447 €
Saving potential p.a.	147.000 €	
Return on investment	< 2 years	



StrikoWestofen®

StrikoWestofen your long-term partner

StrikoMelter®: Shaft melting furnace

StrikoWestofen

StrikoWestofen^o

We are where are customers are

- › Subsidiaries, sales and service partners
 - › In 25 countries
 - › Throughout Europe, Asia and America



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StrikoWestofen

StrikoWestofen^o

With an impressive track record

- › Customer base
 - › leading manufacturers
 - › leading foundries
 - › around the globe

- › Renault Deutschland AG
- › Daimler AG
- › Siemens AG
- › ZF Friedrichshafen AG
- › Çelikel

- › Partnerships over decades
 - › 14% > 20 years
 - › 58% 5 – 19 years
 - › 18% 1 - 4 years



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Start producing **more parts** with
better quality at lower cost
with StrikoWestofen today

PUREFFICIENCY®. FOR YOU AND FOR NATURE.

StrikoWestofen ^o | +49 2261 7091 0 | sales@strikowestofen.com

We Welcome You To Our Next Event

AluMag®

North America 2015 9th - 11th of Nov
 AUTOMOTIVE LIGHTWEIGHT
PROCUREMENT SYMPOSIUM
 Westin Hotel in Detroit, USA



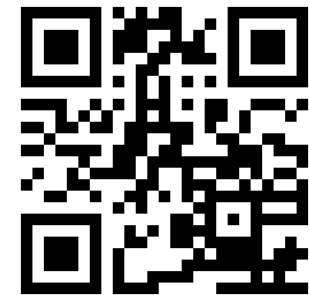
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AluMag SAE 2016 12th - 14th April
 Light Weighting - Emission Reduction - Car Comfort
 Technology Center, Booth # 763 - Detroit - Cobo Center, MI USA



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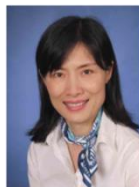
Europe 2016 27th - 29th of Nov
 AUTOMOTIVE LIGHTWEIGHT
PROCUREMENT SYMPOSIUM
 Hilton Hotel in Duesseldorf, Germany



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