

Please email on or before **18 January 2019** to:

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Attn: Ms. Maggie Ngan

**Matchmaking Programme  
Buyer Registration Form**

**Date:** 28 Feb – 2 Mar 2019  
**Venue:** Saigon Exhibition and Convention Center (SECC), Ho Chi Minh City, Vietnam  
**Time:** Each meeting session is about 15 mins (Actual time will be informed later)  
**Fee:** Free of charge

**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: ( \_\_\_\_\_ ) \_\_\_\_\_

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  
Products are for  Commercial vehicle  Passenger vehicle  
Products fit for which automotive type  European  American  Japanese  
 Korean  National  Others  
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) Products Details (please tick where applicable)**

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

**1) Parts & Components**

- 1.1 Powertrain (engine, gearbox, exhaust)
- 1.2 Chassis (axles, steering, brakes, wheels, shock absorbers)
- 1.3 Body (metal parts, roof systems, mounted parts, windows, bumpers)
- 1.4 Standard parts (fastening elements, thread and securing elements, sealing rings, roller bearings)
- 1.5 Interior (cockpits, instruments, airbags, seats, heating, air-conditioning, electric adjusters, interior filters)
- 1.6 Charging accessories 12 volt (plugs, cables, connectors)
- 1.7 Regenerated, restored and renewed parts for cars and commercial vehicles

**2) Electronics & Systems**

- 2.1 Engine electronics (control units, bus systems, sensors, actuators)
- 2.2 Vehicle lighting (headlights, LED / OLED, lasers, exterior and interior lighting)
- 2.3 Electrical system (electrical power supply, batteries, wiring harnesses, plug connections, sensors, on-board diagnostic)
- 2.4 Comfort electronics (automatic air-conditioning, seat heating and ventilation, electric seat adjustment, keyless-go systems, control systems)

**3) Accessories & Customising**

- 3.1 General accessories for motor vehicles (rack systems, trailer hitches, roof boxes, air refreshers, jacks, 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 (sound systems, navigation, multimedia, car media, interfaces)
- 3.5 Special vehicles, equipment, assemblies and modifications (off-road and pickup accessories, taxis, police, ambulance and council vehicles, vehicles for the disabled)
- 3.6 Trailers for cars and small commercial vehicles, spare and accessory parts for trailers

**4) Repair & Maintenance**

- 4.1 Workshop equipment and tools (systems and equipment, work clothing, battery management, lifting gear, test and measuring equipment, tyre installation, workshop equipment)
- 4.2 Bodywork repairs (equipment and material)
- 4.3 Paintwork and corrosion protection (systems, equipment, paint, corrosion protection, sport repair, auxiliaries)
- 4.4 Towing equipment / maintenance and repair of vehicle superstructures (towing equipment, caravan and motor home superstructures, bespoke and special superstructures for lightweight and heavyweight utility vehicles)
- 4.5 Waste disposal and recycling (systems, equipment)
- 4.6 Workshop safety and ergonomic workshop (air purification, ventilation, heating, health-enhancing technologies, safety-enhancing technologies)
- 4.7 Workshop and dealership equipment (shopfitting / shop systems, sales equipment, office and warehouse equipment)
- 4.8 Oil and lubricants (systems, equipment, lubricants, auxiliaries and consumables, waste disposal and recycling)

## 5) Dealer & Workshop Management

- ( ) 5.1 Workshop / dealership / filling station planning and construction (business consultants, certifications, environmental protection consultants)
- ( ) 5.2 Dealer management systems (finance, claims management, dealer management systems)
- ( ) 5.3 Workshop management (technical monitoring and certification)
- ( ) 5.4 Basic and advanced training (mechanics, mechatronics, bodywork, paintwork, sales, training)
- ( ) 5.5 Workshop and dealership marketing (external advertising, advertising media)
- ( ) 5.6 Internet service providers and vehicle marts
- ( ) 5.7 Economic regeneration, cluster initiatives

## 6) Car Wash, Care & Reconditioning

- ( ) 6.1 Washing (car wash halls and lines, wash stations, wash equipment, accessories)
- ( ) 6.2 Vehicle care (exterior and interior cleaning, equipment for vehicle care, cleaning and care products)
- ( ) 6.3 Vehicle preparation (exterior and interior preparation, nano paint sealing, smart repair, upholstery and leather repair, ozone treatment)
- ( ) 6.4 Filling station equipment (filling station equipment, tank systems for alternative fuels)

## 7) Alternative Drive Systems & Digital Solutions

- ( ) 7.1 Electromobility and other alternative drive systems (charging infrastructure and charging cables, battery technology, power electronics, electric motors, other alternative drive systems, lightweight construction, smart city technologies)
- ( ) 7.2 Connected cars and vehicle safety (autonomous driving, safety - ABS, ESP etc., entertainment, security management, mobility management, in-car well-being)
- ( ) 7.3 Mobility services (car-sharing, digital fleet management, OBD systems, predictive maintenance, automated claims management)
- ( ) 7.4 New workshop technologies (augmented & virtual reality smartglasses, repair support and training, 3D printing of spare parts)
- ( ) 7.5 Cluster initiatives and economic support (automotive competence centre, training for electric mobility and connected cars)

## 8) REIFEN (Tyre Sector)

- ( ) 8.1 Tyres (exclusive tyres for SUVs, sports cars and premium vehicles, wide-track tyres, industrial tyres, truck tyres, motorcycle tyres, special tyres, tyre carcasses and tubes, tyre innovations)
- ( ) 8.2 Wheels and wheel rims (exclusive wheel rims for SUVs, sports cars and premium vehicles, wide-track tyres, industrial and customised wheel rims, chassis technology, customising, wheel nuts, tyre pressure control systems, anti-theft devices for wheels)
- ( ) 8.3 Tyre repair (wear-and-tear repairs, elastification agents, repair materials, systems, equipment and tools, fillers, framework materials, disposal)
- ( ) 8.4 Used tyres (retreading, recycling, vulcanisation, tyre care)
- ( ) 8.5 Tyre management and systems (online appointment booking, IT systems, online tyre portals, inspection, tyre logistics, tyre leasing and rental)
- ( ) 8.6 Sales equipment and storage of tyres (operating / storage / office / showroom equipment and facilities, sales aids, safety, occupational safety, certification, tyre-storage hotels)

## 9) Others:-

Please Specify: \_\_\_\_\_

Confirmed with signature: (Name) \_\_\_\_\_ (Sign) \_\_\_\_\_

Date: \_\_\_\_\_