

## Business Matching & Networking Programme Application Form

Please submit the completed application form to [autoasia@hongkong.messefrankfurt.com](mailto:autoasia@hongkong.messefrankfurt.com)

We are	<input type="checkbox"/> Exhibitor <input type="checkbox"/> Visitor		
Company name			
Contact Person	First name	Surname	Job title
Office Tel	Country code	Area code	Number
Mobile	Country code	Area code	Number
Instant messenger	Whatsapp	Wechat	Line
Email	Website		
We are	<input type="checkbox"/> Seller <input type="checkbox"/> Buyer <input type="checkbox"/> Both		
Purchasing authority	<input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> None		
Business nature	<input type="checkbox"/> Factory (located in: _____) <input type="checkbox"/> Distribution (located in: _____)		
Annual turnover	<input type="checkbox"/> Less than US\$0.5 million <input type="checkbox"/> US\$0.5 – 1 million <input type="checkbox"/> US\$1 – 4.99 million <input type="checkbox"/> US\$5 – 9.99 million <input type="checkbox"/> US\$10 – 19.99 million <input type="checkbox"/> US\$20 million or above <input type="checkbox"/> Others, please specify: _____		
Sourcing budget	<input type="checkbox"/> Less than US\$0.5 million <input type="checkbox"/> US\$0.5 – 1 million <input type="checkbox"/> US\$1 – 4.99 million <input type="checkbox"/> US\$5 – 9.99 million <input type="checkbox"/> US\$10 – 19.99 million <input type="checkbox"/> US\$20 million or above <input type="checkbox"/> Others, please specify: _____		
Which car type(s) do your products fit for?	<input type="checkbox"/> Chinese <input type="checkbox"/> European <input type="checkbox"/> American <input type="checkbox"/> Japanese <input type="checkbox"/> Korean <input type="checkbox"/> Malaysian <input type="checkbox"/> Vietnamese <input type="checkbox"/> Domestic car, please specify: _____		
Qualification(s) obtained	<input type="checkbox"/> AEC-Q100 <input type="checkbox"/> AEC-Q200 <input type="checkbox"/> CE marking <input type="checkbox"/> IATF16949 <input type="checkbox"/> IEC 61508 <input type="checkbox"/> ISO 9000 <input type="checkbox"/> ISO 9001 <input type="checkbox"/> ISO 14001 <input type="checkbox"/> ISO 26262 <input type="checkbox"/> ISO 45001 <input type="checkbox"/> OHSAS 18001 <input type="checkbox"/> TS 16949 <input type="checkbox"/> Others, please specify: _____		
Which region(s) are you exporting to?	<input type="checkbox"/> Asia <input type="checkbox"/> China <input type="checkbox"/> Europe <input type="checkbox"/> America (South / North) <input type="checkbox"/> The Middle East <input type="checkbox"/> Africa <input type="checkbox"/> Oceania Please specify the country & regions: _____		
Exporting product / service / technology	Please specify: _____		
Which region(s) are you interested in sourcing from?	<input type="checkbox"/> Asia <input type="checkbox"/> China <input type="checkbox"/> Europe <input type="checkbox"/> America (South / North) <input type="checkbox"/> The Middle East <input type="checkbox"/> Africa <input type="checkbox"/> Oceania Please specify the country & regions: _____		
Sourcing product / service / technology	Please specify: _____		
Do you support "Small orders"?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Minimum order quantity (MOQ): _____ unit(s)	
Do you support "Online sales"?	<input type="checkbox"/> Yes <input type="checkbox"/> No	Minimum order quantity (MOQ): _____ unit(s)	

Please "✓" to select your product, services & solutions groups that you are interested to export / source

- 1 Parts & Components**
- ☐ 1.1 Components for all drive technologies and vehicle concepts (engine, gearbox, powertrain, exhaust systems)
  - ☐ 1.2 Chassis for all drive technologies and vehicle concepts (axles, steering, brakes, wheels, shock absorbers)
  - ☐ 1.3 Body for all drive technologies and vehicle concepts (metal parts, mounted parts, windows, bumpers, Vehicle Integrated Photovoltaics (VIPV))
  - ☐ 1.4 Standard mechanical parts (fastening elements, threaded and securing elements, sealing rings, roller bearings)
  - ☐ 1.5 Interior (cockpits, buttons, switches, instruments, airbags, seats, illumination, heating, air-conditioning, electrical adjusters, interior filters)
  - ☐ 1.6 Exterior (doors, windows/glass, mounted parts)
  - ☐ 1.7 Remanufactured parts and components for cars and commercial vehicles (reuse, repair, remanufacture, recycle, recover, repurpose)
  - ☐ 1.8 Exhaust gas aftertreatment/exhaust gas cleaning (catalytic converters, particle filter, lambda probe)
  - ☐ 1.9 New materials and processes (3D printing, fiber composites, renewable resources, hybrid materials, recyclable materials)
  - ☐ 1.10 E-Commerce (online platforms, E-Commerce Fulfillment, E-Commerce Operations)
  - ☐ 1.11 Retrofitting combustion engine car/truck (conversion to hydrogen burner, conversion to battery electric vehicles)

- ☐ 1.12 Drive technologies (e- mobility (battery electric drive BEV), hybrid variants (hybrid drive HEV, plug-in hybrid PHEV), fuel cell drive (FCEV), CNG drive (biomethane, natural gas, synthetic methane), internal combustion engines (petrol, diesel), e-fuels
  - ☐ 1.13 Industry institutions, trade publishers, education and training
- 2 Electrics & Electronics**
- ☐ 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)
  - ☐ 2.3 Vehicle electrical systems (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 & health systems, automatic air-conditioning, seat heating and ventilation, electric seat adjustment, keyless-go-systems)
  - ☐ 2.5 E-Powertrain, battery systems, resources (lithium, nickel, cobalt, rare earths)
  - ☐ 2.6 Batteries, technologies, battery types (lithium-ion, lithium-oxygen, high-voltage systems)
  - ☐ 2.7 Battery management, thermal management
  - ☐ 2.8 High-voltage power electronics
  - ☐ 2.9 Charging technology (inductive/conductive systems), energy management, charging stations (battery exchange systems MB), charging accessories (plugs, cables, connectors)
  - ☐ 2.10 Grid integration of EVs, bi-directional charging (vehicle-to-grid, vehicle-to-home)
  - ☐ 2.11 Sustainability, second-life applications, remanufacturing, battery recycling
  - ☐ 2.12 Industry institutions, trade publishers, education and training
- 3 Accessories, Wheels & Customising**
- ☐ 3.1 Exterior accessories (edge protectors, sill trims, trailer couplings, tow ropes, covers, marten repellent, stone chip protection films)
  - ☐ 3.2 Interior accessories (child seats, car mats, seat & boot protectors, covers, car beds, safety products, first-aid kit, warning waistcoats, fire extinguisher, sunshade, car Hoover)
  - ☐ 3.3 Tires (summer tires, winter tires, all-season tires, wide tires, run-flat tires, two-wheeler tires, commercial vehicle tires), tire technology, accessories
  - ☐ 3.4 Wheels, rims (exclusive and customised wheels and rims, industrial rims, steel rims, alloy rims, aluminum rims, drop center rims, flat-bed rims, wide-bed rims), accessories (anti-theft devices, wheel spacers, starting aids, snow chains)
  - ☐ 3.5 Technical customising (motorsport, body styling, engine, chassis and exhaust tuning, sports equipment, lighting)
  - ☐ 3.6 Optical customising (car styling, foiling, protective films, airbrush systems, interior and audio tuning)
  - ☐ 3.7 Transport systems & superstructures for motor vehicles, vans, campers, pick-up (transport solutions, load securing, carrier systems for sports, bicycle racks, tailgate systems, roof racks, roof boxes, trailer & rail systems, roof bodies and tents)
  - ☐ 3.8 Infotainment (multimedia, car media devices, audio and sound systems, navigation, integrable services, in-car-gaming & entertainment, telematics functions (emergency call systems - ECall), entertainment features, vehicle configuration)
  - ☐ 3.9 Special vehicles & bodies for commercial vehicles (load compartment equipment, equipment, installations and conversions for vans, ambulance transport, police, taxis)
  - ☐ 3.10 Lifestyle, luxury & merchandise items (clothing, luggage, outdoor, personalised products, ice scrapers, parking discs, number plates, key rings, retro & nostalgia articles, tin signs, miscellaneous)
  - ☐ 3.11 Car fragrance & special products (air fresheners, fragrance dispensers, car perfume, cockpit spray, special products for insect removal, fragrance tree, diffuser)
  - ☐ 3.12 Organisation systems (boot organiser, interior organiser, boot bag, folding boxes, cup holders, bags, utensil bags, backrest protection, folding table for laptop, kneeling tray, can safe)
  - ☐ 3.13 Accessories for pets (holding and transport systems for pets, dog beds, dog seats, dog blankets, travel bags, car harnesses, seat belts, boarding aids, dog ramps)
  - ☐ 3.14 Industry institutions, trade publishers, education and training
- 4 Diagnostics & Repair**
- ☐ 4.1 Workshop equipment for repair and maintenance (systems and equipment, lifting gear, test and measurement equipment, tire installation, workshop equipment, networking software)
  - ☐ 4.2 Tools (impact screwdrivers, compressors, wrenches, high voltage)
  - ☐ 4.3 Digital maintenance and technologies (augmented & virtual reality, repair assistance and training, repair assistance and training, remote services, networking software)
  - ☐ 4.4 Vehicle diagnostics, diagnostic technology, calibration of driver assistance systems, ADAS calibration, software + hardware
  - ☐ 4.5 Air-conditioning service (air-conditioning technology and service equipment, air-conditioning systems, air conditioning unit maintenance)
  - ☐ 4.6 Battery management (diagnostics, evaluation, maintenance, replacement, disposal and recycling, battery passport, circular economy)
  - ☐ 4.7 Fastening and bonding solutions (rivets, adhesives, screws, soldering, welding materials, lasers)
  - ☐ 4.8 Workshop and business equipment (shop fitting/shop systems, sales equipment, office and warehouse equipment, work clothing)
  - ☐ 4.9 Workshop safety and ergonomics (equipment, occupational health and safety, furnishings, health-promoting and safety-supporting technologies, trainings, high voltage)
  - ☐ 4.10 Transport of dangerous goods (transport of crashed BEVs, battery handling and fire protection, air purification, ventilation, heating)
  - ☐ 4.11 Maintenance and repair of vehicle superstructures (RV/caravan and motor home superstructures, custom and special superstructures for lightweight and heavyweight commercial vehicles)
  - ☐ 4.12 Towing equipment (vehicles, trailers, towing equipment and technology)
  - ☐ 4.13 Workshop concepts
  - ☐ 4.14 Sustainability (certification), waste disposal and recycling (systems, equipment, management systems, product passport)
  - ☐ 4.15 Industry institutions, trade publishers, education and training
- 5 Oils, Lubricants & Fuels**
- ☐ 5.1 Service and maintenance installations and equipment (oil filling systems, oil dispensing systems and equipment, lubrication systems and equipment)
  - ☐ 5.2 Lubricants and greases (cooling lubricants, lubricating greases and pastes, DIY kits), bio-based, hybrid and synthetic
  - ☐ 5.3 Lubricating oils (engine oil, hydraulic oil, special oils/ mineral, biogenic, hybrid and synthetic oils)
  - ☐ 5.4 Additives (bio-based, hybrid and synthetic)
  - ☐ 5.5 Auxiliaries and consumables
  - ☐ 5.6 Technical fluids (coolants, refrigerant, gases, fluid management)
  - ☐ 5.7 Technical sprays (cleaning, care, lubricant and universal sprays), aerosols
  - ☐ 5.8 Packaging, labelling and environmental protection
  - ☐ 5.9 Tank management (storage, cleaning and maintenance)
  - ☐ 5.10 Filling station equipment (filling station equipment, tank systems for all types of fuels, Digital Fuel Twins)
  - ☐ 5.11 Alternative fuels (synthetic fuels, bio-fuels, re-fuels, waste fuels, LPG, CNG, ethanol, hydrogen, e-Fuels, e-Fluids / NEV fluids (New Energy Vehicle))
  - ☐ 5.12 Industrial and workshop hygiene (surface and hand cleaning agents, disinfection)
  - ☐ 5.13 Sustainability management, policies, waste disposal and recycling (systems, equipment, packaging, processes and services)
  - ☐ 5.14 Industry institutions, trade publishers, education and training
- 6 Digital Solutions & Services**
- ☐ 6.1 Workshop/dealership/filling station planning and construction (business consulting, certifications, environmental protection consultants, architecture)
  - ☐ 6.2 Dealer, sales and service management (dealer management systems, special applications and equipment)
  - ☐ 6.3 Digital transformation (administrative and operational processes, customer management, projects, sustainability)
  - ☐ 6.4 Digital marketing (metaverse, mobile and stationary solutions, concepts, projects)
  - ☐ 6.5 Intelligent data processing, customer data management (data analysis and management, data security)
  - ☐ 6.6 Online presence (search machine optimisation, web design, online marketing)
  - ☐ 6.7 Corporate marketing and outdoor advertising (signage, advertising media, agencies)
  - ☐ 6.8 Online service platforms, vehicle/parts and service exchanges, E-commerce, mobile payment
  - ☐ 6.9 Business development, research, consulting, franchise, cluster initiatives
  - ☐ 6.10 Mobility services, last mile mobility (data management, service apps, shared mobility)
  - ☐ 6.11 Fleet management/leasing/corporate mobility
  - ☐ 6.12 Industry institutions, trade publishers, education and training (mechanics, mechatronics, electromobility, sales, management)

- 7 Car Wash, Care & Detailing**
- ☐ 7.1 Washing (automatic and automated washing systems for exterior cleaning, washing stations, washing equipment, washing chemicals, industrial vacuum cleaners, accessories and services)
- ☐ 7.2 Car care (exterior + interior cleaning, high pressure cleaners, manual washing, equipment for car care, cleaning and care products, care aerosol, care accessories and services, vacuum cleaners, high-pressure cleaners)
- ☐ 7.3 Detailing and car preparation (exterior and interior preparation, systems and equipment, surface cleaning, protection and sealing, polishes and compounds, upholstery and leather repair, accessories and services, ozone treatment)
- ☐ 7.4 Professional products and services especially for electric vehicles, young and classic cars, bicycles, commercial vehicles, agriculture, camping
- ☐ 7.5 Water recycling systems (water reclamation, water treatment, waste water disposal) and sustainability technologies
- ☐ 7.6 Sustainability management and technologies, waste disposal and recycling, biodegradable products and packaging
- ☐ 7.7 Industry institutions, trade publishers, education and training
- 8 Connectivity & Autonomous Driving**
- ☐ 8.1 Automated driving (electrical components for autonomous driving, robocabs, sensors, actuators, artificial intelligence, cameras, ultrasonics, lateral and horizontal driver assistance systems)
- ☐ 8.2 Vehicle safety systems (night and heat cameras, In-Car-Health), driver assistance systems
- ☐ 8.3 Human machine interface (HMI) (eye tracking, facial expression tracking, gesture control systems, In-Car-Health)
- ☐ 8.4 Connectivity (vehicle to vehicle (V2V), vehicle to infrastructure (V2I), vehicle to cloud (V2C), vehicle to pedestrian (V2P), vehicle to grid (V2G), vehicle to everything (V2X), LTE, functions on demand)
- ☐ 8.5 Internet of things (smart home, additional services, mobile devices)
- ☐ 8.6 Software defined vehicle (SDV)
- ☐ 8.7 Windscreen projection / Head-up displays (HUV)
- ☐ 8.8 Cyber security
- ☐ 8.9 Industry institutions, trade publishers, education and training
- 9 Wheels Management & Tire Service**
- ☐ 9.1 Tire fitting, balancing, repair, rim repair (vulcanisation, rotation, air pressure testing, wheel and tire property test, fitting aids, repair materials, tools, valves, balancing weights, wheel nuts, disposal)
- ☐ 9.2 Used tires and wheels (retreading, recycling, tire care, wheel-washing equipment)
- ☐ 9.3 Tire/wheel management, business models and services (online tire portals, inspection, tire leasing and rental, warranty, work security and ergonomics)
- ☐ 9.4 Tire logistics, storage solutions (container storage, stationary & mobile storage, tire order pickers, mobile work platforms, software, storage/operation/office/retail equipment and facilities, scanners, coordination and scheduling systems, labels)
- ☐ 9.5 Intelligent tires, systems and testing devices (teach-in and installation of TPMS sensors, maintenance, TPMS repair kits, battery)
- ☐ 9.6 Industry institutions, trade publishers, education and training, sustainability, certification
- 10 Body & Paint**
- ☐ 10.1 Bodywork and accident repair (equipment and materials)
- ☐ 10.2 Paintwork and corrosion protection (systems, equipment, paint, painting supplies, corrosion protection, spot repair, auxiliaries)
- ☐ 10.3 Smart repair for paintwork, metal parts, plastic parts, windows, headlights, rims
- ☐ 10.4 New materials (lightweight, carbon, magnesium, aluminum)
- ☐ 10.5 Classic cars, old-timers and youngtimers (repair, restoration, accessories + spare parts, consulting + market research, trade, insurers, education + training)
- ☐ 10.6 Industry institutions, trade publishers, education and training (bodywork, paintwork, accident repairs), sustainability and disposal
- 11 Motorcycle Type**
- |                                       |                                       |  |                                       |  |
|---------------------------------------|---------------------------------------|--|---------------------------------------|--|
| <input type="checkbox"/> 11.1 ATV     | <input type="checkbox"/> 11.2 Cross   | <input type="checkbox"/> 11.3 Moped    | <input type="checkbox"/> 11.4 Racing  | <input type="checkbox"/> 11.5 Electric |
| <input type="checkbox"/> 11.6 Chopper | <input type="checkbox"/> 11.7 Cruiser | <input type="checkbox"/> 11.8 Naked    | <input type="checkbox"/> 11.9 Scooter | <input type="checkbox"/> 11.10 Hybrid  |
| <input type="checkbox"/> 11.11 Custom | <input type="checkbox"/> 11.12 Enduro | <input type="checkbox"/> 11.13 Touring | <input type="checkbox"/> 11.14 Others |  |
- 12 Motorcycle Competence**
- |   |   |
|---|---|
| <input type="checkbox"/> 12.1 Motorcycle parts & components | <input type="checkbox"/> 12.2 Motorcycle accessories  |
| <input type="checkbox"/> 12.3 Repair & maintenance          | <input type="checkbox"/> 12.4 Electronics & systems   |
| <input type="checkbox"/> 12.5 Service group                 | <input type="checkbox"/> 12.6 Industry institutions, trade publishers, education and training, sustainability |
- 13 Automotive Manufacturing and Automation**
- |  |   |
|--|---|
| <input type="checkbox"/> 13.1 Manufacturing process (cutter, die casting, fixture, forging, jig, metal forming, heating, molding, stamping and tool) | <input type="checkbox"/> 13.2 Manufacturing automation and Artificial Intelligence of Things (AIoT) |
| <input type="checkbox"/> 13.3 Automotive production equipment and system   | <input type="checkbox"/> 13.4 Automotive inspection and quality control                             |
| <input type="checkbox"/> 13.5 Automotive design and R&D  | <input type="checkbox"/> 13.6 Automotive material   |
| <input type="checkbox"/> 13.7 Automotive electronic components   | <input type="checkbox"/> 13.8 Automotive paints & finishing   |
| <input type="checkbox"/> 13.9 Industry institutions, trade publishers, education and training, sustainability  | <input type="checkbox"/> 13.10 Others (please specify): _____                                       |
- 14 Logistics, Warehousing and Supply Chain**
- |   |  |
|---|--|
| <input type="checkbox"/> 14.1 Freight forwarding services                     | <input type="checkbox"/> 14.2 3PL services                           |
| <input type="checkbox"/> 14.3 Warehouse management solutions & services (VMS) | <input type="checkbox"/> 14.4 Materials handling & storage solutions |
| <input type="checkbox"/> 14.5 Production controls, robotics & automation      | <input type="checkbox"/> 14.6 Intralogistics-systems and software    |
| <input type="checkbox"/> 14.7 Safety & security                               | <input type="checkbox"/> 14.8 Aftermarket services                   |
| <input type="checkbox"/> 14.9 Others (please specify): _____                  |  |

**Terms & Conditions for Business Matching & Networking Programme:**

- Without the enrollment and submission of the above information, business matching service will not be provided in the matching process.
- The business matching opportunity is not guaranteed.
- The Organiser shall hold no responsibility and liability for any dispute, claim, loss or damage of property and legal actions raised between seller and buyer.
- The Organiser reserves the right to make the final decision.