

# The Assolombarda – DIT mission to the UK for the “Meet the Buyer” event at Automechanika Birmingham 2019 4-6 June 2019

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Department for  
International Trade

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# The current £4bn supply chain opportunity

Component	Opportunity value (£m)	Component	Opportunity value (£m)
Engine castings	550	12V Lead/Acid Battery	90
Steering systems	330	Cast aluminium sub-frames	90
Trim	255	Brakes	80
Engine forgings	255	Drive shafts	80
Pressings and hot stampings	240	Fuel tanks	75
Seat components	225	Engine accessories	75
Alloy wheels	210	HVAC assemblies	75
Lighting	210	Misc. (pedals, mirrors etc.)	60
Electronics	170	Shock absorbers	60
Plastic mouldings	150	Oil pans	30
Entertainment & navigation	135	Premium finish	50
Bearings	120	Weather strips	50
Instrument Clusters	120	Switchgear	30
Glass	110	Other	520
Hinges	105		



# SMMT Meet the Buyer Event

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## Automechanika Birmingham, 5 June 2019

Facilitating automotive buyers and suppliers to build and retain relationships between OEMs, tier ones and the upstream.

Meet the Buyer is the UK automotive sector's most comprehensive buyer supplier matching event, providing a platform for companies to meet and discuss potential supply opportunities. With the industry going through its biggest transition for a century, SMMT is looking to support as much UK-to-UK business development as possible.

The process involves buyers specifying products or services or supplier criteria such as quality standards, volume capabilities or business locations. SMMT then works with its database to identify suppliers that meet their requirements, putting forward a list of prospects to the buyer. If there is a match, SMMT then invites the supplier to meet them at a one-day event at the Automechanika Birmingham show. Each supplier gets up to 25min meeting with a buyer.

### Last year's event stats:

Over 350 participants

Around 400 expressions of interest

Almost 400 one-to-one meetings

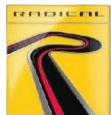
Over 800 meeting requests made on the day

90% positive or neutral meeting outcomes.



# 5 June 2019 – Meet the Buyer

## Previous buyers include:



DENNIS EAGLE  
RosRoca



BMW Manufacturing Co.



ASTON MARTIN





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