



Webinar Series: Accessing Automotive Opportunities in Growing Markets

Free Webinars | Exclusive to the Automotive Sector | <http://bit.ly/ditbooknow>

This exclusive webinar series aims to increase awareness of export opportunities in the Automotive sector and provide the tools for the next steps to capitalise on them.

Each webinar has a different focus including:

- electric vehicle – powertrain related
- automotive components
- automotive manufacturing value chain
- electric vehicle – vehicle related

Experts from a range of countries will be on-hand to give their **insight into market potential** but also give pointers on **overcoming barriers to entry and increasing the chances of success**. In this series, we will be looking at exciting **major export opportunities in India, Central and Eastern Europe, Turkey and Mexico**. As well as direct exports, we will explore opportunities to work collaboratively with overseas supply base companies. After the webinars, we can work with you on an individual basis to help convert these opportunities into sales.

David Shepherd - Midlands Automotive & Future Mobility Sector Adviser

This series will be hosted by David Shepherd, Automotive & Future Mobility Sector Adviser for the Midlands region. David has provided support to a wide range of automotive businesses to grow and improve performance in the Midlands.

Prior to that, David gained extensive international automotive experience in the automotive aftermarket, OE supply with a significant Tier 1 manufacturer, performance, and engineering consultancy markets, operating at senior levels in sales, marketing and general management. Additionally, he is well connected with the regional and national automotive infrastructure.

The links below will connect you to a webinar registration form where you can find out more about each webinar and receive your unique link to join.

Electric Vehicle Powertrain Products | 09 March 2021 | 14:00 - 15:30 | Sign up: www.bit.ly/ditweb1 |

‘The possibilities that come with vehicle electrification continue to outweigh the challenges as the automotive industry tackles the electric revolution head on.’

Who Should Attend?

Automotive businesses supplying or looking to supply electric vehicle powertrain products or technologies which could include: motors, transmissions, cooling systems, power electronics, batteries or components, battery management systems, battery recycling, regenerative systems etc.

Automotive Components | 11 March 2021 | 14:00 - 15:30 | Sign up: www.bit.ly/ditweb2 |

All vehicle manufacturers are looking for new technologies and new products whilst looking for lighter and cost-effective alternatives to existing ones. This is creating opportunities in the supply chain at Tiers 1 and 2 for both direct exports and collaborative working with other businesses.

Who Should Attend?

Midlands automotive Tier 1 / 2 component manufacturers supplying the automotive industry looking to reach new markets or grow in existing markets either directly or through a form of collaborative working.

Automotive Manufacturing Value Chain | 16 March 2021 | 14:00 - 15:30 | Sign up: www.bit.ly/ditweb3 |

In several territories, the automotive supply chain is looking to restructure itself to move up the value chain through manufacturing improvement and developing home-grown IP. There are opportunities to help supply base companies to achieve their ambitions either directly or collaboratively.

Who Should Attend?

Midlands automotive companies considering collaborative working with supply chain companies in other territories. Midlands automotive companies and consultancies specialising in manufacturing process and productivity improvement, new product development, automation, design digitisation, manufacturing digitisation including equipment supply, metrology, plant layout, tooling manufacture, Industry 4.0 etc.

Electric Vehicle Products | 18 March 2021 | 14:00 - 15:30 | Sign up: www.bit.ly/ditweb4 |

‘Whether it’s ICE-related architecture or bespoke EV platforms, vehicle manufacturers and Tier1 suppliers are looking for solutions to reduce weight and cost and innovate for competitive advantage, creating opportunities for Midlands companies.’

Who Should Attend?

Midlands automotive companies supplying or looking to supply electric vehicle commodities or technologies which could include: Light weight technologies or components, composites, vehicle architecture, vehicle assembly, vehicle integration, design, vehicle dynamics, prototyping, vehicle systems other than powertrain, vehicle inspection, charging infrastructure etc.



**Department for
International Trade**