



# International Smart Factory Summit – Autoparts Manufacturing Industry

Preparing for Digital Transformation in Manufacturing

*1-2 June 2020, Poznań, Poland*

*Break into European market through Poland – backbone of European  
automotive manufacturing.*

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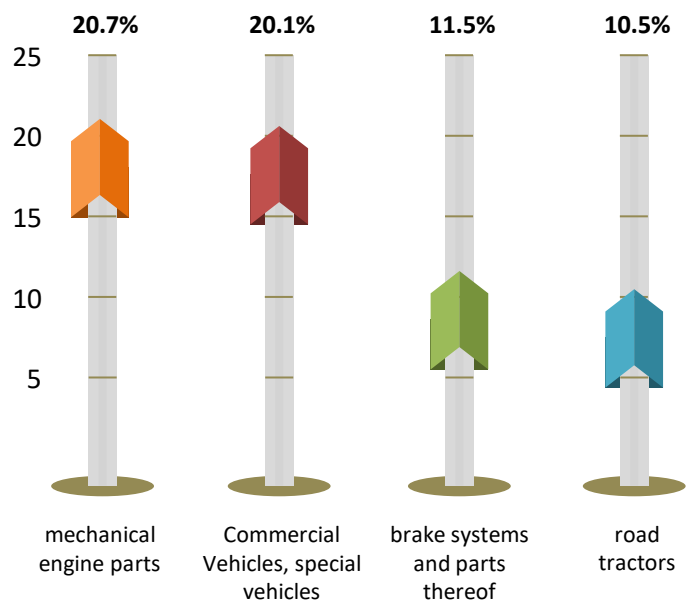
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# Polish Automotive Market overview



With almost 23,5 million passenger cars, Poland has more cars per person than Germany (1/1.78 people), United Kingdom (1/2.12 people) and other EU countries. However, the average car age is 14 years old, which translates directly to extremely high demand for spare parts.

Outside of big and robust domestic market, the strength of Polish Automotive Manufacturing market lies in commercial vehicles production, as Poland is the only commercial vehicles manufacturer in Central-Eastern Europe and 2nd biggest manufacturer (closely tied with Czech Republic) of automotive parts in Central-Eastern Europe. The fastest growing subcategories in 2018 were:



In 2016, exports of automotive parts manufactured in Poland hit USD 12 billion. By comparison, Germany, the world's largest exporter, exported USD 60 billion worth of automotive parts in 2016.

Production of automotive industry in 2018 reached 451,600 passenger cars, **but more importantly 202,100 commercial vehicles (vans and trucks) and 5,900 buses were built**, positioning Poland as the main manufacturing hub for Central Eastern Europe region.

In 2018 Polish GDP was 5.1%, but the real strength of Polish economy is revealed when you look at the averaged GDP for 24 years since post-communist structural reformation, which stands at 4.2%.



# Automation of Polish automotive manufacturing market

The global sales of new industrial robots in 2018 was increased by 6 %, while in Poland this increase amounted to as much as 40%. **Out of almost 15,000 industrial robots in operation in Manufacturing sector in Poland, over 40% are used by Automotive Industry.** However that is still not enough to satisfy the demand, with current number averaging 165 robots per 10,000 workers.

Survey of "Polski Instytut Ekonomiczny" conducted in November 2019 amongst companies who invested in Smart Factory tools, provide a very promising market image for machinery suppliers:









Manufacturers that decided for investing in improving and upgrading their machine parks recorded substantial, positive outcome – and that of course encourages them to continue their investments for reaching maximum benefits. But what is more important is that those results are not left unnoticed by the sector at large - with **90% of companies that haven't yet automated their production, expressing their interest to do so in near future.**



Automotive industry is one of the fastest-growing sectors in Poland and automotive parts and accessories value of production has been exceeding that for the car manufacturing sector in the last seven years. Such strong supply chain, combined with strategic geographic location, encourages international OEMs to invest into opening factories in Poland.



 	 	 
LG Chem – in Kobierzyce (batteries)	Mercedes – in Jawor (engines)	SK Innovation – at Śląsk (baterries)

However, Polish machinery manufacturers are not able to satisfy automation market – being able to provide only around 30% of needed machinery in 2018. That creates a huge opportunity for foreign brand to expand to Polish market.



# Digital Transformation in autoparts manufacturing – *the big picture* and *the ground-on* reality of autoparts manufacturing:

Join the discussion and find out how to improve your production line to stay competitive in the developing automotive market.

## Digital Transformation: where to start and where does it lead?

- Platforma Przemysłu Przyszłości - initiator and integrator of the Polish ecosystem of Industry 4.0
- Biggest challenges in designing and implementing Smart Manufacturing Line in your factory – avoid the traps and enjoy the benefits of faster and cheaper manufacturing.
- How Digital Transformation eliminated human errors and quality issues from manufacturing equation.
- How using Smart Machines ease expanding business through higher production flexibility, upgrade options and less reliance on workforce availability.
- Costs – how capturing and analyzing data across all stages of the manufacturing process, makes it possible to identify new cost reduction opportunities.
- How to effectively manage your existing machine park, based on their current state and application of modern IoT technologies such as SmartBoxes?

## Automation in Manufacturing – how much can you reduce your per- unit costs?

- Avoid overtime and ineffectiveness costs of human employees through automation of your manufacturing process.
- Increasing efficiency of multiple products manufacturing line through modern CNC machines.
- Weight and safety – how to improve the quality standards of the final parts through automation of sheet pressing?
- Save money and avoid downtime by preventive maintenance thanks to Smart Machines data feed and data collection systems.
- "Challenges of manufacturing modern public transportation for the cities,, - **case study by Mr Mateusz Figaszewski, E-mobility Business Development Director of Solaris Bus & Coach**
- Advantages offered by linear track motion systems over traditional conveyors: lightness, load capacity, corrosion-resistance, and precision movement.
- How even single unit automation will greatly increase your production profitability.

# Sample list of invited Polish and International Tier 2 auto parts manufacturers

Company Name	Business	Product
	<p>Steelpress Poland Sp. z o.o.</p>	<p>trailer fittings, unbraked axes, coupling head</p> 
	<p>Wytwórnia Akcesoriów Samochodowych "AJS"</p>	<p>Car and 2-wheeler mirrors and license plate pads. dies, cutting dies and trimmings, measuring tools (tests), precision machine parts. (3-axis milling CNC machines)</p> 
	<p>AWG Polonez</p>	<p>catalysts, particulate filters and catalytic blocks.</p> 
	<p>Izawit</p>	<p>exhaust pipes and silencers</p> 
	<p>KOMFORT Spółka z o.o. Sp.k.</p>	<p>spare parts for clutch and brake system, wheel bearings</p> 
	<p>Caffaro Sp. Z o.o.</p>	<p>pulleys and tensioners for multi-ribbed belts and timing belts for passenger cars and weights, sliding roofs for semi-trailers and engine rollers for tractors</p> 
	<p>PSF POLISH SPRINGS FACTORY SP. Z O.O.</p>	<p>Springs for individual orders Half-springs (guide springs) Springs and ordinary blades Springs and parabolic leaves</p> 

# Sample list of invited Polish and International Tier 2 auto parts manufacturers

Company Name	Business	Product	Website
	Teknia Kalisz Sp. z o.o.	car jacks, engine parts, hinges, transmission and steering systems, pedals, seatbelt anchors, suspension.	 <a href="http://www.attg.co.th/">http://www.attg.co.th/</a>
	Gestamp Polska Sp. z o.o.	multiple metal elements of body and chassis	 <a href="https://www.gestamp.com/About-Us/Gestamp-in-the-world/Centers/Europe/Poland/Gestamp-Wrzesnia">https://www.gestamp.com/About-Us/Gestamp-in-the-world/Centers/Europe/Poland/Gestamp-Wrzesnia</a>
	Propart Sp. z o.o.	brackets, swingarms, engine mounting components, dampers, rubber-metal components, hubs and wheel flanges, clutch parts, drive shafts and brake components.	 <a href="http://propart.pl/">http://propart.pl/</a>
	Spinko Sp. z o.o.	aluminum and cast iron parts to world leaders in the production of turbochargers and brake systems.	 <a href="http://www.spinko.com.pl/">http://www.spinko.com.pl/</a>
	ZPH SABA	beam and axle pivots, fuel check valve, wheel brake piston, v-belt tensioner	 <a href="http://www.saba.net.pl">http://www.saba.net.pl</a>
	Adient	metal parts and structures of seatings	 <a href="https://www.adient.com/poland">https://www.adient.com/poland</a>
	Alligator Polska	tire valves	 <a href="https://www.alligator-polska.com/">https://www.alligator-polska.com/</a>





# Program

International Smart Factory Summit  
Autoparts Manufacturing Industry  
1-2 June 2020, Poznań, Poland

**Day 1**

- Seminars
- Matchmaking service
- Networking time

**Day 2**

- Visitation of Volkswagen Crafter Factory in Września (CONFIRMED)

- Visitation in Solaris Bus & Coach S.A. Factory In Środa Wielkopolska (CONFIRMED)



# Confirmed Speakers



**Jakub Faryś**  
**President of Polish Automotive Industry Association**  
**President of Liaison Committee of ACEA - European Automobile Manufacturers Association**

*Acting for 17 years as president of the Polish Automotive Industry Association and from 2019 Chief of The Liaison Committee (LC-ACEA) – an European automotive industry organization that brings together presidents of automotive organizations from 30 European countries (associated members) and operates in the ACEA structure alongside ordinary members, which are all European automotive concerns.*



**Mateusz Figaszewski**  
**Director of E-mobility Development and Head of Communication department at Solaris**

*Solaris is a leading European manufacturer of public transportation vehicles. Responsible for promotion of innovative low and zero emissions public transportation vehicles. He is a member of the Industry Committee at the Global Public Transport Association (UITP) and member of Trolleybuses Committee at UITP, where he actively promotes zero emission solutions for public transportation. Solaris up to date have delivered over 800 electric buses to 18 European cities. In 2017 Solaris Urbino electric was awarded “Bus of the Year” title.*



**Małgorzata Bieniaszewska**  
**Owner of MB Pneumatyka**

*She has been running MB Pneumatyka for over 17 years. She transformed the family business into a dynamic research and production company in the Automotive sector. Connectors manufactured in Sulechów are used in most pneumatic braking systems and suspensions in cars over 3.5 tonnes in the world. Her mission is to support entrepreneurs on their way to professional success. **MB Pneumatyka is one of the five this type leading manufacturers of connectors in Europe.***



**Martyna Sztaba**  
**Co-Founder of Syntoil SA.**

*Co-founder and president of the Syntoil start-up, which deals with obtaining soot from used tires – for which she received the President’s award for innovative technology start-ups. Syntoil obtains soot for tires in innovative way which does not require of burning fossil fuel and reduces CO2 emissions.*





# Reasons Why You Should Attend

## ➤ Face-To-Face Communication With Top Quality Delegates

Meet with industry experts, manufacturers, suppliers, regulators, distributors, academia to gain insight from top R&D teams in the field of metalworking auto parts manufacturing. Learn the regional trends and future manufacturing directions. Create new business opportunities with companies from Poland and Europe at large.

Sample of delegates distribution from Ringier's Automotive conferences:



## ➤ Learn From The Industry Experts

Discover new products, services and solutions for your business to achieve higher profitability.



## ➤ Visit Exhibitors' Booths and request one-on-one business meeting

Engage with best suppliers of technology, products and services at our exhibition area. If needed, our staff can organize a one-on-one meeting in a private room with the supplier of your choice for in-depth business meeting.



## ➤ Meet New Suppliers and Agents

Meet potential partners in Poland and Europe through networking activities during Ringier's Business Summits.

## ➤ Build Your Business Network

Focus on Tier 2 metal auto parts manufacturers and successfully meet your target business partners through Polish associations.

# Venue Hotel - Your Business & Leisure Experience



## Mercure Poznań Centrum (TBC)

The 4-star Mercure Poznan Centrum is located in the business area of Poznan, **next to the Mach-Tool fair grounds** and within walking distance to the Old market Square. Just 15 minutes drive from the international airport and 5 minutes walk from the main train station. Enjoy our excellent conference facilities, WINESTONE Restaurant and the hotel's own pastry shop. The hotel has 228 air-conditioned rooms with free WIFI, fitness centre, sauna and large car park.

## ABOUT RINGIER

Taking advantage of powerful media resources, Ringier Conference covers the industries of plastics, food, personal care, medicine & health care, nonwovens, coatings & ink, automobile, metal, mold & die, package, composite material, and the latest technologies. Since 2003, we organize over 20 high level conferences annually bringing industry leaders together for information exchange and networking opportunities in China and successfully extend into S.E.Asia from 2014, in 2020 taking you further than ever with our first European conference.

A series of conferences in S.E.Asia that cater specifically to industry verticals like metalworking technology, plastics processing, automotive, food beverage processing & packaging representing growth sectors in many S.E. Asia countries. These sectors require high levels of technology and upgrading to meet the growing needs of sophisticated consumers both domestically and for export markets.

Conferences organized by Ringier not only provide industry leaders with the latest technologies, but also help Greater China enterprises innovatively explore new markets. For more information, please visit [www.ringierevents.com](http://www.ringierevents.com)

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Know more Ringier S.E.  
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