

# Fishing in a Bigger Pond: Dos and Don'ts when selling to both Western OEMs and to Chinese OEMs

## Speaker:



Matthias Mross,  
CFO KOSTAL

## What:

Join us for an insightful afternoon with the 'China Manufacturing Roundtable' followed by a factory tour and a nice summer barbecue. Learn about strategies and first-hand experiences from German companies selling to foreign and local clients here in China. The presentation and Q&A will be followed by a plant tour of Big Dutchman. After that there will be a nice summer barbecue featuring Argentinian stakes, cold German beers and Italian red wines.

## When:

3rd July, Thursday

## Where:

Plainvim International Industrial Park  
No. 16, Lecheng Road, Chongchuan  
District, Nantong City, Jiangsu Province  
江苏省南通市崇川区乐成路16号

## Who:

Business executives including General Managers,  
Managing Directors, CFOs, and CEOs

**Cost:** CNY 350.— with prior reservation,  
CNY 500.— at the door.

\* Limited seats on a first-come first-served basis.

For inquiries please contact

Ms. Jolie Yang, [jolie@sofiagroup.com](mailto:jolie@sofiagroup.com), 021 - 6230 1919.

15:00 Registration and welcome

15:30 Presentation by Matthias  
Mross, CFO Kostal

16:15 Q&A

16:30 Factory tour at Big Dutchman

17:30 Summer BBQ  
with Argentinian  
steaks, cold  
beers and red  
wines



Event Organizer:



Event venue host and sponsor:



平谦国际产业园

**PLAINVIM** INTERNATIONAL  
INDUSTRIAL PARK