



**From 22nd to
24th October
2024**

**Wolfsburg |
Allerpark**

International Suppliers Fair (IZB)

VW Group Hubs, Connecting Area, Walk & Talks@IZB

IZB 2024 – Key topic/leitmotif

**Empowering Partnerships:
Competitiveness, Sustainability and
Acceleration**

A promotional graphic for the IZB 2024 event. It features a blue background with the IZB logo at the top. The main text reads 'Internationale Zuliefererbörse (IZB)'. Below this, the website 'www.izb-online.com' and the hashtag '#izb2024' are listed. A red circular badge on the right contains the dates '22. - 24. Oktober 2024' and the location 'Wolfsburg | Allerpark'. The bottom half of the graphic shows a blue Volkswagen ID.2ALL electric car in the foreground, with a stylized, geometric, wireframe image of a handshake in the background. A vertical bar on the left side contains a series of white and blue rectangular segments.


CONNECTING CAR COMPETENCE.

**Internationale
Zuliefererbörse (IZB)**

www.izb-online.com
#izb2024

**22. - 24.
Oktober 2024**
**Wolfsburg |
Allerpark**

ID.2ALL

IZB 2024 – CONCEPTUAL APPROACH: Empowering Partnerships

Aim:

To increase interaction between suppliers and Volkswagen at the IZB

Elements / Measures:

1. VW Group Hubs

- dialogue formats about submitted Call for proposals

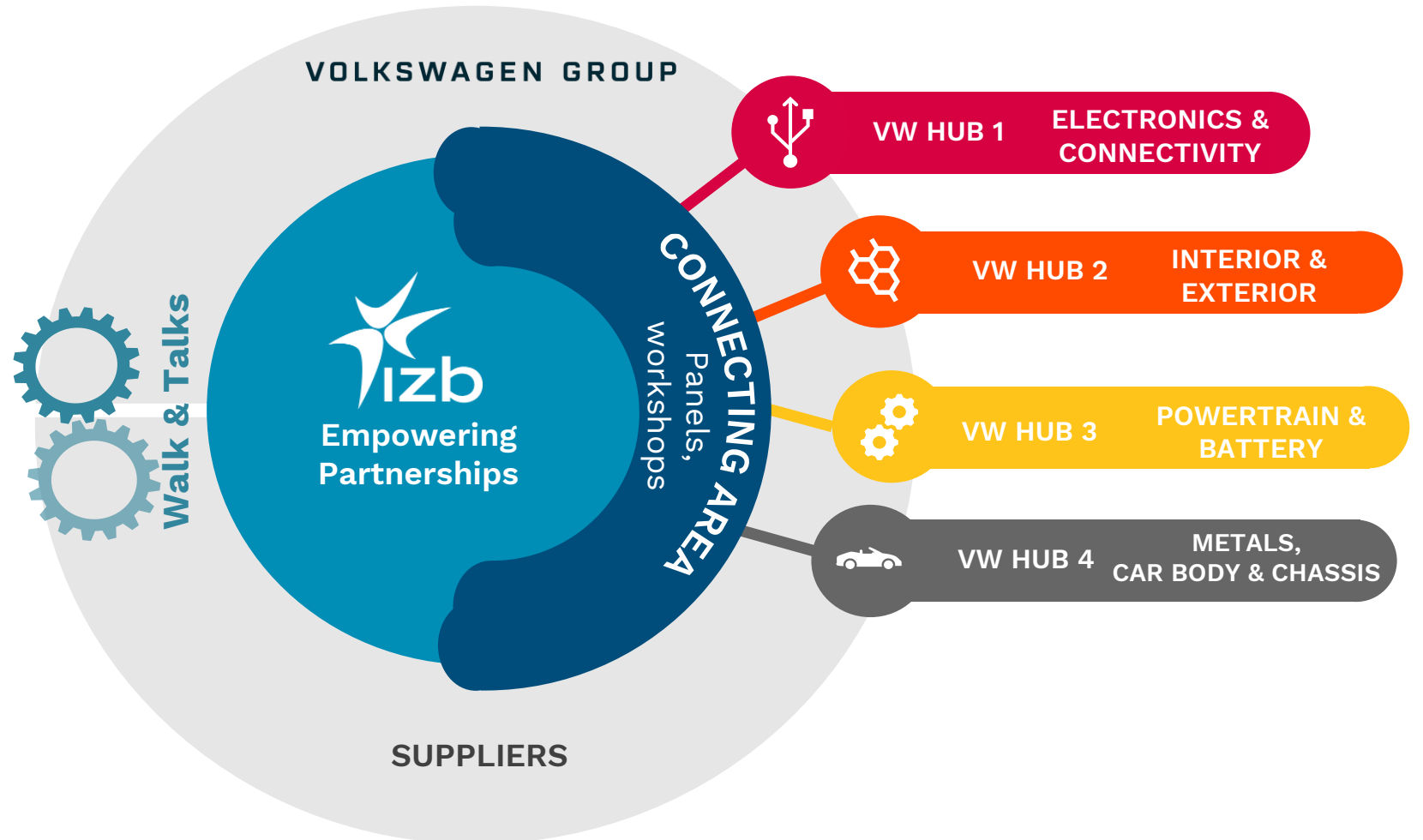
2. Connecting Area

- Presentations, workshops and panel discussions on the IZB Live Stage

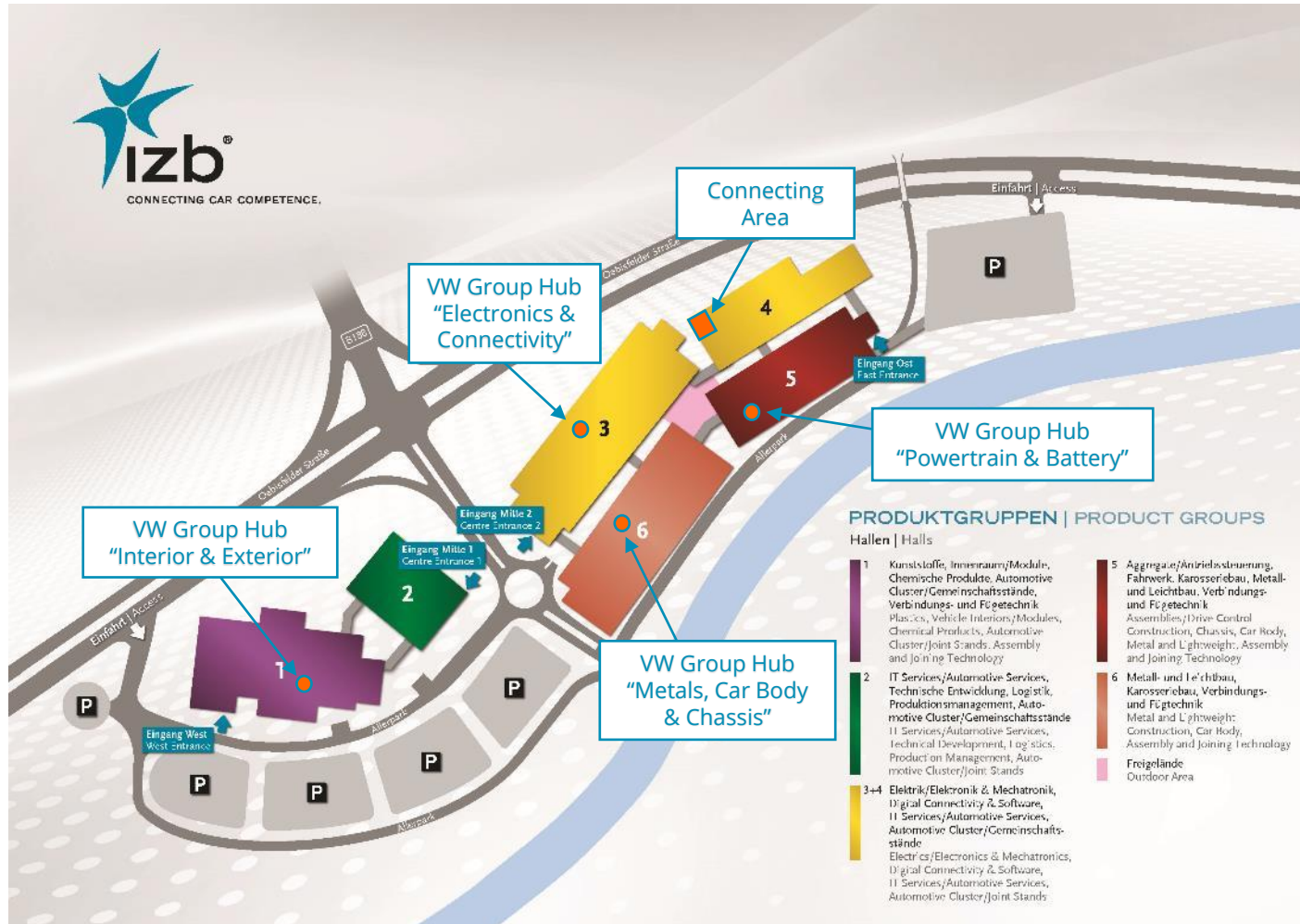
3. Exclusive Volkswagen tours

(Walk & Talks)

- On the basis of the submitted innovations@IZB



Placement of the VW Group Hubs and the Connecting Area at the IZB



VW Group Hubs – Volkswagen topic areas

- The topic area of “Interior & Exterior” in Hall 1 focuses on aspects of recycling management in vehicles and supplier conditions for the closed loop.
- Volkswagen plans to use its “Electronics & Connectivity” hub in Hall 3 to discuss issues relating to the software-defined-vehicle approach of the future with its partners. The hub will also provide a more in-depth insight into the use scenarios for cloud-based Car2X functions and their benefits for Volkswagen customers.
- The main focus of the product category “Powertrain & Battery” in Hall 5 is the topic of transformation – from combustion to electric mobility – and the battery system of the future.
- The “Metal, Car Body & Chassis” hub in Hall 6 will explore three central issues, namely the transition to decarbonisation with a special focus on aluminium and steel materials, prototype-free development and the efficient car body manufacturing of the future.

VW Group Hubs – Concept

- Each hub has its own **focus topic** corresponding with the overall focus of the hall.
- **Volkswagen** will determine a central **question/challenge for each hub**.
- **Call for proposals:** the questions will be sent out to all exhibitors approx. **three months** before the IZB.
- The **exhibitors** will then submit their **proposed suggestions**, which they will be able to discuss with Volkswagen representatives in person at the VW Group Hub.
- **Volkswagen** will **analyse** the proposed solutions.
- **Exhibitors** will then receive a **reply** informing them how their submitted proposed solutions will be addressed at the IZB.
- **Third day of the trade fair: One panel discussion per VW Group Hub** on the central **IZB Live Stage** (four panel discussions in total)
- **Panel discussion participants:** VW Group Hub managers and selected suppliers
- **Panel discussion topics:** Volkswagen and selected suppliers will summarise the trade fair days and look ahead to future developments and possible partnerships in a wrap-up talk.



VW Group Hub content questions

VW Group Hub	Central questions
1. Powertrain & Battery	<p>1.1 How can the transformation from ICE to BEV be successfully achieved? What opportunities and risks arise from this transformation for the world of suppliers?</p> <p>1.2 What does the battery system of the future look like?</p>
2. Electronics & Connectivity	<p>2.1 What do the intelligent cloud-based data-driven development and market penetration of Car2X networking look like in an SDV for ADAS/AD domains?</p> <ul style="list-style-type: none"> • Supplier strategy for setting up and using Car2X-based functions (lobbying activities, use in products: vehicles, e-bikes, e-scooters, etc.) • Technology/Chipset • Supplier strategy for setting up and using data-driven development (Data science, corner cases, standards operation, UNECE DCAS, ISO21448) • Use of AI for development and data analysis for ADAS/AD <p>2.2 How does future collaboration have to change with regard to software-defined vehicles, and how could the specific collaboration be structured?</p> <p>Commercial:</p> <ul style="list-style-type: none"> • What commercial potential do you see? What do we need to change to achieve this (purchasing, engineering and controlling processes)? • How do we consider a total cost of ownership approach (best practices and ideas, e.g. headroom, variant reduction, others)? • How do we structure the FOD setup (business models and technical solutions)? • Licensing models (lifetime, yearly payment, fixed price, etc.): Which licensing model do you prefer for your concept of an SDV? Which licensing model is the most cost-efficient? • How can the number of CRs be reduced with your concept of an SDV? <p>Geopolitical / Supply chain:</p> <ul style="list-style-type: none"> • How do we avoid dependencies? Is an SDV with multiple HW streams possible? • What could a collaboration model in the supply chain (incl. OEM) look like? Which new players do you expect in the supply chain? • Do you plan/develop a separate solution for China? <p>Technically:</p> <ul style="list-style-type: none"> • How do we set up a SW architecture to be able to update HW? • Lifecycle management: How can we bring in updates? • How do we define the right headroom size (balance out technical and commercial effects)? • How do Tier 1 suppliers handle different software-defined vehicle concepts of different OEMs/customers with regard to their own platform architecture design? • Which standards will be relevant regarding SW/HW development? Do we opt for an open standard or a proprietary solution? • How do we cover HW failures with a SW-driven approach (e.g. safety case)? <p>IP:</p> <ul style="list-style-type: none"> • Who owns IP and what is the licensing model? • Who owns / can reuse processed data (e.g. perception, environmental data, diagnostics, etc.)?

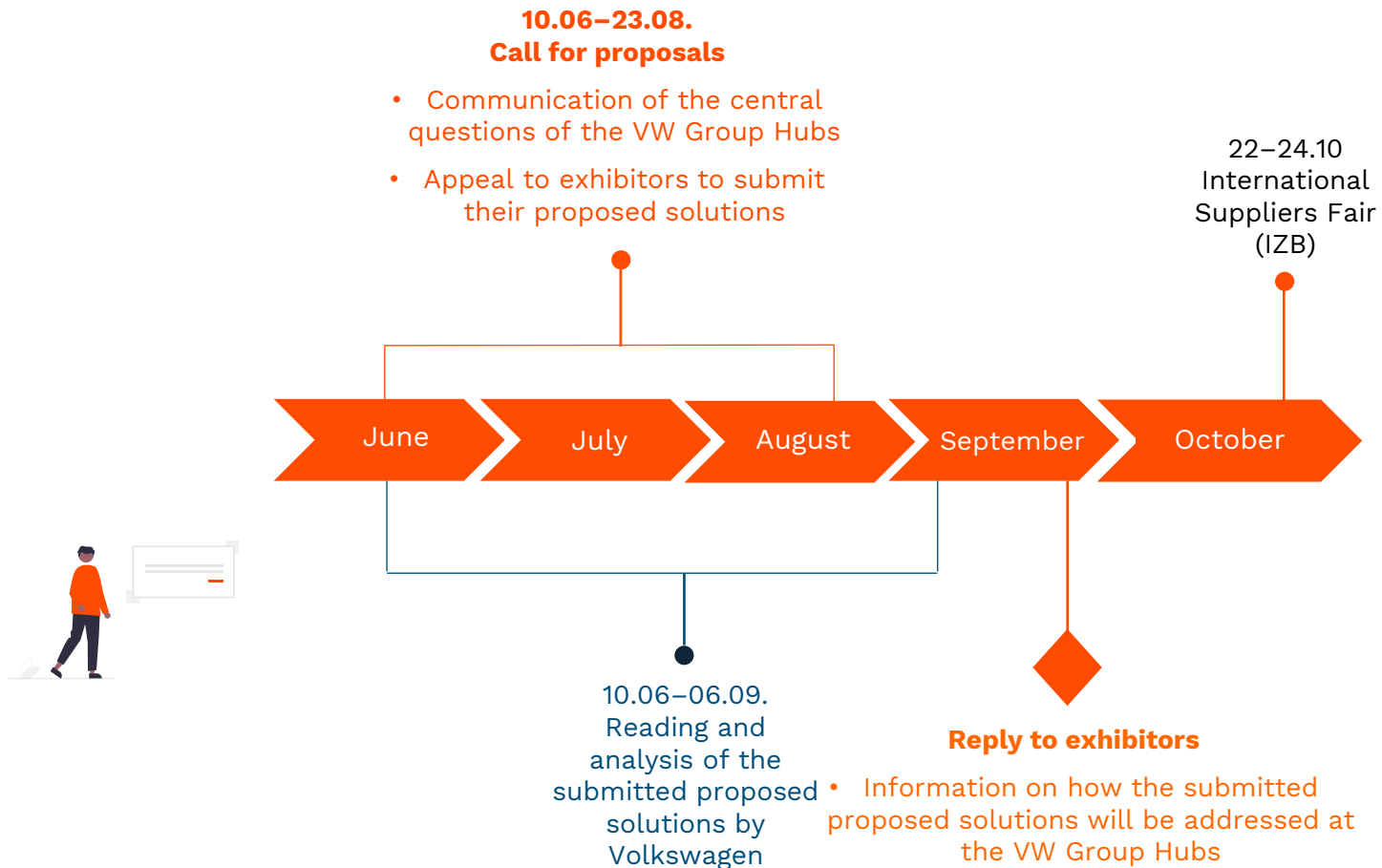
VW Group Hub content questions

VW Group Hub	Central questions
3. Interior & Exterior	<p>3.1 How do we achieve sustainability and circularity in our vehicles? Increasing the post-consumer / closed-loop involvement:</p> <ul style="list-style-type: none"> • What suggestions do suppliers have? • What quality requirements / supply conditions should be adjusted from a supplier perspective? • Resilient supply chain: How can we secure the flow of recycled materials worldwide? • Under which general conditions can additional costs be avoided and/or costs saved? • How can we change our designs to use more recycled material and improve circularity?
4. Metals, Car Body & Chassis	<p>4.1 How can we work together to shape the transition to decarbonisation while focusing on aluminium and steel materials and their potential new joining technologies (in car bodies and chassis)?</p> <ul style="list-style-type: none"> • Green steel • Aluminium and large-scale aluminium casting • New joining technologies (mainly adhesion and hybrid welding) <p>4.2 What does the path towards prototype-free development in the future look like?</p> <p>4.3 What does the efficient car body manufacturing of the future look like?</p> <ul style="list-style-type: none"> • Modular approaches • Concepts for high-voltage battery cases • 3D printing for large-scale production • Large components made of aluminium and steel

VW Group Hubs – Call for proposals process

- An instrument for organising targeted dialogue between Volkswagen and the IZB exhibitors at the VW Group Hubs during the trade fair.
- The opportunity to submit a proposed solution is open to **IZB exhibitors and sponsors only**.
- Exhibitors will receive a **template/form** to fill in and submit by **23rd August 2024**.
- The form contains:
 - information on the company and its stand at the IZB
 - a list of central questions asked by the VW Group Hubs
 - a brief description of the proposed solution (max. 150 characters)
 - a detailed description of the proposed solution (max. 2,000 characters)
 - the option of uploading three images
- Exhibitors will then receive a reply informing them how their submitted proposed solutions will be addressed at the VW Group Hubs.

VW Group Hubs – Timeline



Connecting Area – IZB Live Stage

Content-related focus

The automotive industry is currently changing at an unprecedented speed, and the mobility of the future is electric, climate-neutral and networked. New competitors and rapidly changing customer requirements in particular are demanding an accelerated pace of innovation alongside adapted business models and cost structures. The key topic of the International Suppliers Fair (IZB), “Empowering Partnerships: Competitiveness, Sustainability and Acceleration”, shines the spotlight on these aspects.

Volkswagen involvement

High-ranking Volkswagen representatives will participate in keynotes, best-practice presentations, panels and workshops on the main topics:

- Powertrain & Battery
- Interior & Exterior
- Metals, Car Body & Chassis
- Electronics & Connectivity

Are you interested in holding or proposing a presentation connected to these topics on the IZB Live Stage?

Feel free to contact us to share your idea.

Yezdan Cabuk

yezdan.cabuk@wolfsburg-ag.com

Tel.: +49 5361 8977506

Mobile: +49 173 4831836



Connecting Area – The place to be

As the host of the IZB, Wolfsburg AG provides a physical communication platform for dialogue, exchanges and networking between **Volkswagen** and **supplier companies** and among supplier companies. The IZB Live Stage is the central focus of the Connecting Area.

- ✓ The IZB Live Stage is a **platform for innovations and solutions**. It is innovative, live and interactive.
- ✓ Located in the heart of the Connecting Area, the stage features exciting **talks, presentations, workshops** and **panel discussions on our focus topics** by Volkswagen and interested/selected exhibitors and partners, accompanied by a professional **host**.
- ✓ An **Innovation Lounge** offers space for selected exhibitor innovations.



Themed “Walk & Talk” tours – Concept

Aims:

- To present supplier trends and innovations at a glance for Volkswagen with a targeted approach
- To improve the presence of Volkswagen at the trade fair
- To achieve higher exhibitor satisfaction

Target group: Heads of department, deputy heads of department and professional Volkswagen experts

Holding themed tours of each hall

- Focus topic: innovations in the hall being toured
- Exclusively for Volkswagen
- Duration: 1 hour
- Group size: 20 people
- Number of stands visited per tour: 5

Process:

- You can be considered for a spot on a Walk & Talk tour by participating in the innovations@IZB process. The product innovations@IZB is independent of the call for proposals process. Further information can be found [here](#)



Available
to book
now on the
portal “IZB
exhibitor
area”

Contact

IZB-Team

LUISE BURGERMEISTER



- VW Group Hub organisation
- Call for proposals process
- IZB Live Stage / Connecting Area

E-mail: izb-vwgroup hubs@wolfsburg-ag.com
Tel.: +49 5361 897 2885

ANNELORE BURGGRAF



- Walk & Talk organisation
- Organisation of the communication and exchange formats at the VW Group Hubs

E-mail: izb-vwgroup hubs@wolfsburg-ag.com
Tel.: +49 5361 897 1706