

**Africa & Middle East (AME) Dealer Meeting  
& Asia And AME Dealer Summit "One Belt One Road" 2017  
@ Caterpillar Tianjin Limited (CTL) Facility**

**AME Dealer Meeting 2017 \_ For AME Dealers Only**

**Monday 16th, October**

All day **AME Dealers** Arrive at Tianjin and Check In @ Crowne Plaza Tianjin  
Evening Welcome Dinner for AME Dealers @ Hotel

**Tuesday 17th, October**

Morning Meet at Hotel Lobby and Transfer to CTL  
Welcome and Opening  
Products & NPI  
Global Variance Tracking System (GSVT) - An Introduction  
Caterpillar Custom Power Solutions - Overview & Strategy  
Noon Lunch  
Afternoon Marketing Communications & Consultant Marketing Program  
Planning for Growth & CTL  
Caterpillar Oil & Gas  
Meet CTL Management & CTL Overview  
CTL Facility Tour  
Wrap Up, Q&A  
Meet at CTL Lobby and Transfer back to Hotel  
Evening Free Night

**Tuesday 17th, October**

All day **Asia Dealers** Arrive at Tianjin and Check In @ Crowne Plaza Tianjin  
Evening Free Night

**Asia And AME Dealer Summit "One Belt, One Road" 2017**

**Wednesday 18th, October**

Morning Meet at Hotel Lobby and Transfer to CTL  
Welcome and Opening  
Dealer Introductions  
EPC Contractor Address - The client & market perspective  
CAT China Marketing Introduction  
EPC Business Recap 2016/2017  
Noon Lunch  
Afternoon Update from Korea Dealer  
Update from China Dealers  
Update from Africa & Middle East Dealers  
Wrap Up, Q&A  
Meet at CTL Lobby and Transfer back to Hotel  
Evening Group Dinner - Tianjin City Center

**Thursday 19th, October**

Morning Check Out & Transfers to CTL  
Caterpillar Large Electric Power (LEP) Strategy - Chinese State Owned Enterprises (SOE's)  
Rules of Engagement (Principles)  
Open Discussion - Working Together  
Closing Remarks  
Noon Group Photo & Lunch  
Afternoon Meet at CTL Lobby and Departure for Beijing  
Check in @ Crowne Plaza Wangfujing Hotel  
Evening Dinner with CAT DSD Management Team @ Crowne Plaza Wangfujing Hotel

**Friday 20th, October**

All day (Optional) Complimentary Sightseeing Tour  
Option 1 : The Great Wall of China (incl. Silk Market) - 08:00 - 18:00 (Estimated duration)  
Option 2 : The Forbidden City (incl. Silk Market) - 08:00 - 16:00 (Estimated duration)