BRIDGE TTI · FOR FORD OTOSAN SUPPLIERS

# Romania Automotive Supplier Programme

## Bucharest – Craiova · 9–11 December 2026

A three-day investment, B2B and site programme for Turkish suppliers considering an EU production base near Ford Otosan Craiova

Draft v0.2 · for stakeholder review



TPK INDUSTRY · TIRECO CONSULTANCY · INNOWAY CONSULTING | TRUST · TRADE · INVESTMENT

PROGRAMME PURPOSE

# Three days towards an EU production base near Craiova

Ford Otosan's Turkish suppliers get the facts they need to decide, and meet the right Romanian counterparts.

**30**
Ford Otosan suppliers at most, three days in Romania

**48.7%**
Craiova's share of Romania's car output, Jan–Sep 2026

**€13.6**
hourly labour cost in 2025; EU average €34.9

**600+**
companies supplying parts and modules directly to carmakers

> **Expected outcome:** at least one concrete match per participant (co-production, contract manufacturing, acquisition, joint venture or site selection) and a follow-up plan with clear next steps.



Sources: ACAROM, Eurostat, INS; BRIDGE TTI "Romania – Gateway to European Automotive"

AT A GLANCE

# Three days: learn, meet, see

DAY 1 · WED 9 DECEMBER

## Discover Romania

Bucharest · venue hotel

**From 11:00** · registration and opening
**Afternoon** · Investing in Romania 101, briefing for Days 2–3
**Evening** · welcome dinner

DAY 2 · THU 10 DECEMBER

## Pre-matched B2B meetings

Bucharest · venue hotel

**Morning** · B2B round 1
**Afternoon** · B2B round 2, one-to-ones with service partners
**Evening** · dinner and cultural evening

DAY 3 · FRI 11 DECEMBER

## Field trip: plants and sites

Pitești · Slatina · Craiova

**Morning** · plant visits in Argeș–Olt
**Afternoon** · Ford Otosan Craiova [TBC], sites, closing session
**Evening** · back in Bucharest, farewell dinner

Optional Day 4 · Sat 12 December: departures; overflow visits and a Bucharest tour on request.

DAY 1 · WEDNESDAY 9 DECEMBER · BUCHAREST

# Discover Romania

| Time | Session | Speaker / lead |
|---|---|---|
| Morning | Arrivals and airport–hotel transfers | BRIDGE TTI |
| 11:00–11:30 | Registration and welcome coffee | BRIDGE TTI |
| **11:30–13:00** | **Opening: the programme, Craiova's supply needs, Romania's automotive industry, the investment climate** | Ford Otosan · ACAROM · [InvestRomania] |
| 13:00–14:00 | Lunch | Venue hotel |
| **14:00–16:00** | **Investing in Romania 101 (5 × 20 min + Q&A)** | Expert speakers |
| 16:00–16:30 | Coffee break | — |
| **16:30–17:30** | **Briefing: Day 2 B2B matches and Day 3 visit routes** | BRIDGE TTI |
| 19:30–22:00 | Welcome dinner | [Partner restaurant 1] |

Please arrive before 11:00. Accommodation is booked by participants; BRIDGE TTI shares hotel recommendations.



DAY 1 · 14:00–16:00

# Investing in Romania 101

Five short sessions answer the five questions behind an investment decision. Participants receive the BRIDGE TTI incentives report.

01

**Incentives and state aid**

HG 300/2024: agreements until 31 Dec 2026. GEO 8/2026: applications open since 15 Oct 2026.

[Investment agency]

02

**Setting up a company**

Company types, steps, typical time and cost.

Tireco Consultancy

03

**Land, buildings and acquisitions**

Procedures, timelines, price per m² by region.

[Industrial real estate partner]

04

**Tax**

Corporate tax, partnerships and property purchases.

[Tax adviser]

05

**Workforce**

Hiring managers, engineers, technicians and operators.

[HR partner]



Sources: Ministry of Finance via Romania Insider, Euronews România (2026)

DAY 2 · THURSDAY 10 DECEMBER · BUCHAREST

# Pre-matched B2B meetings

| Time | Session | Note |
|---|---|---|
| 08:30–09:00 | Coffee; B2B desk opens | Personal meeting schedules handed out |
| 09:00–12:30 | B2B round 1: pre-matched meetings, 45-minute slots | Turkish suppliers × Romanian manufacturers |
| 12:30–13:30 | Lunch | Venue hotel |
| 13:30–16:30 | B2B round 2: pre-matched meetings, 45-minute slots | Up to 8 meetings per firm across the day |
| 16:30–18:00 | One-to-ones with service partners: legal, tax, real estate, HR, banking | Day 3 visit groups finalised |
| 19:30 | Dinner and cultural evening: concert or guided night museum visit | [Partner restaurant 2] · [TBC] |

Matches come from the registration and company profile forms. Romanian hosts: manufacturers contracted into the BRIDGE TTI matching process and the ACAROM network.

DAY 3 · FRIDAY 11 DECEMBER · ARGEȘ – OLT – DOLJ

# Field trip: plants and sites

| Time | Activity | Note |
|---|---|---|
| 07:00 | Coach departure from Bucharest, by visit group | Bucharest–Pitești ~1.5 h [est.] |
| 09:00–12:00 | Plant visits around Pitești, Mioveni and Slatina, in groups of 2–3 firms | ~3 h per visit incl. travel and tour |
| 12:00–13:30 | Lunch on the road; transfer to Craiova | Pitești–Craiova ~1.5 h [est.] |
| 13:30–16:00 | Craiova: Ford Otosan plant visit [subject to approval], Craiova-area plant visits, industrial parks and land/building tour | Groups run in parallel |
| 16:00–17:00 | Closing session with Ford Otosan: feedback, Q&A, follow-up plan | Craiova [venue TBC] |
| 17:00–20:00 | Return to Bucharest | Craiova–Bucharest ~3 h [est.] |
| 20:30 | Farewell dinner | [Partner restaurant 3] |

Optional Day 4 · Sat 12 December: departures; overflow visits and a Bucharest tour on request.

DAY 3 · VISIT MODEL

# Our team waits at the plant, groups rotate

| | | |
|---|---|---|
| Group 1 · 2–3 TR firms | → | Host plant 1 · BRIDGE TTI team member |
| Group 2 · 2–3 TR firms | → | Host plant 2 · BRIDGE TTI team member |
| Group 3 · 2–3 TR firms | → | Host plant 3 · BRIDGE TTI team member |
| Group 4 · 2–3 TR firms | → | Host plant 4 · BRIDGE TTI team member |

The team member welcomes each group, joins the plant tour and meeting, then sends the group on and receives the next one.

**4**
plants visited in parallel per round, ~3 h each incl. travel and tour

**8**
group visits on Day 3: one round in Argeș–Olt, one in Craiova

**16–24**
firms see a matched plant; overflow moves to optional Day 4

STAKEHOLDERS

# Who brings what

### Ford Otosan

Main beneficiary · potential sponsor

Supplier invitations, opening talk, Craiova plant visit [TBC], closing session

### ACAROM

Partner · sponsor

Access to the Romanian supplier network, host-company proposals, opening presentation

### Public institutions

Speakers

[InvestRomania, Ministry of Economy]: investment climate and incentive schemes

### BRIDGE TTI

Organiser

Programme design, profiling and matching, on-site escort, logistics, follow-up

### Service partners

Speakers · sponsors

[Industrial real estate, legal/tax, HR, banking]: Day 1 sessions, Day 2 one-to-ones, Day 3 site tour

### Romanian manufacturers

Hosts

Day 2 B2B meetings and Day 3 plant visits

PARTICIPATION

# Participation terms (draft)

| Item | Draft proposal |
|---|---|
| Capacity | Up to 30 firms; [1–2] people per firm |
| Participation fee | [€2,000 per firm, TBC] |
| Included [proposed] | Profiling and matching, B2B and visit organisation, Day 3 coach, meeting venue and catering, dinners, participant booklet, incentives report |
| Accommodation | Not included. BRIDGE TTI shares hotel recommendations; sessions take place at the venue hotel |
| Flights | Booked by participants; arrive 9 December before 11:00, depart 12 December or late on 11 December |
| Airport transfers | Offered by the organiser [paid or free, TBC] |
| Registration | Registration form plus company profile form: products, capacity, certifications, target cooperation model; consent to share the profile with programme partners and sponsors |
| Languages | Turkish and English; Romanian–Turkish interpreting where needed |

OPEN DECISIONS

# To agree with Ford Otosan

1 **Target supplier list**
Which suppliers, for which part and module groups? Who sends the invitations?

2 **Craiova plant visit on Day 3**
Is a plant tour possible for the group? Group size and confidentiality rules?

3 **Romanian supplier priorities**
Are there Romanian suppliers or regions Ford Otosan wants us to prioritise?

4 **Closing session**
Who attends from Ford Otosan? Can the closing be held at or near the Craiova plant?

5 **Sponsorship**
Scope of Ford Otosan's sponsorship and its effect on the participation fee

6 **Delegates and departure**
How many people per firm? Fly home late on Friday or on Saturday?

PREPARATION TIMELINE

# Ready in five weeks

**6 November**
Concept and dates agreed with Ford Otosan

**13 November**
Budget, sponsors, venue, speakers and invitation pack ready

**16 November**
Invitations sent to Ford Otosan suppliers

**25 November**
Registration closes, up to 30 firms

**2 December**
Matching done, Romanian hosts confirmed

**4 December**
Final agenda, B2B schedules, routes and transfers

**9–11 December**
Programme: Bucharest – Craiova

**18 December**
Post-event report and follow-up per firm

CONTACT AND NEXT STEP

# Let’s build in Romania together

Next step: agree this draft with Ford Otosan by 6 November.

YOUR CONTACT IN ROMANIA

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BRIDGE TTI FOUNDING PARTNERS

**TPK Industry**

Kocaeli, Türkiye · Integrated consulting and engineering

**Tireco Consultancy**

Bucharest, Romania · Market entry and business growth

**Innoway Consulting**

Istanbul, Türkiye · Global strategic advisory

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