

Biography

Former Country General Manager of the Renault Group in India, **Sylvain Bilaine** was responsible for :

- ▶ Spearheading the joint venture with Mahindra Group
- ▶ Building the Nashik factory for Logan manufacturing
- ▶ Setting up a 100 dealer network across India
- ▶ Acquiring an 800 acre land in Tamil Nadu for the Renault Nissan greenfield plant
- ▶ Starting up the offshore R&D centre in Chennai with 1200 engineers
- ▶ Negotiating with Bajaj Auto on the Ultra Low Cost car project.

Sylvain has 30 years of international experience in the automotive business, having lived and worked on 4 continents in Algeria, United States, Italy, Japan and India.

- ▶ In Japan, Sylvain was one of the 25 pioneers with Carlos Ghosn in reviving Nissan Motor:
- ▶ As the deputy General Manager of Corporate Planning, he coordinated all strategic plans for the company
- ▶ As the General Manager of Cost Management, he rebuilt the competitiveness of the powertrain division
In Europe:
- ▶ Sylvain was the powertrain leader on the due diligence team in charge of the Romanian Dacia acquisition
- ▶ In 1997, Sylvain was the Pilot of the reengineering team, who rebuilt the relationship between Renault and its suppliers.

Education:

- ▶ 2 engineering degrees from INPG in Grenoble and ECP in Paris
- ▶ A post graduate degree from ENSPM in Paris
- ▶ An Executive MBA from Lausanne in Switzerland.



Sylvain BILAINE

Managing Director
former Country General Manager,
Renault Group, India

The missing link between India and You

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**We provide business development support
in India for European automotive suppliers**



1. Strategy for entry into Indian market

2. Technical and financial feasibility studies

- ▶ partner search
- ▶ business plan assistance

3. Set up support

- ▶ recruitment - Heads of departments
- ▶ monitoring - business timeline and budget

4. Business development and external growth

- ▶ merger and acquisition