

Exhibitor INVITATION



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AIRTEC

OCT 22 – 24, 2025
AUGSBURG
GERMANY



International Supply Fair: Exhibition | B2B Meetings | Conferences –
Aerospace, Defence & Future Air Mobility

proud partner of



MISSION

Airtec: The European Hub for Advancing the Aerospace Supply Chain

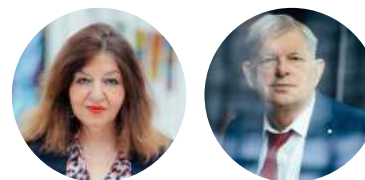
Airtec is dedicated to being the central meeting place in Europe for the advancement of the aerospace supply chain – a mission that is more crucial than ever in times of global transition towards climate neutrality.

Nowhere else does innovation, excellence, and future development take centre stage as they do at Airtec. This is where leading experts from industry, academia and the service sector come together to exchange insights on the latest developments, trends, and use cases.

Exhibitors are typically mid-sized suppliers looking to connect with new customers in a highly targeted way. At Airtec, they meet senior technology managers and procurement executives from OEMs and 1st Tier suppliers.

To ensure suppliers reach potential customers with precision, Airtec offers a digital platform where B2B meetings can be arranged in advance, taking place on-site during the event. The result is an ultra-efficient “speed dating” format between suppliers, OEMs and 1st Tier companies.

And last but not least, with the growing shortage of skilled professionals, attracting new talent has become an urgent challenge for many exhibitors. Airtec actively addresses this by inviting students, graduates and technicians, providing them with free access to all areas of the event. As a result, Airtec has evolved into a leading recruitment platform where the next generation of engineers and technicians can connect with future employers in the heart of high-tech innovation.



Diana Schnabel & Volker Schulze
Exhibition Management Airtec 2025

We appreciate your interest in Airtec. This document provides key facts that may be relevant to you as a potential exhibitor. We would be delighted to discuss how you can be part of it.





How Does Airtec Work?

- The majority of exhibitors are mid-sized suppliers.
- Before the event, they schedule B2B meetings via a digital platform, which then take place on-site at Airtec. A proven keyword system ensures that all participants can assess in advance whether they are the right fit for each other.
- Alongside the exhibition, international expert conferences are held, where renowned specialists from around the world present the latest trends, developments and use cases. These high-level conferences serve as beacons, showcasing the outstanding quality and significance of Airtec.

What's New in 2025?

Each year, we pour our passion and energy into advancing Airtec, ensuring it delivers even greater value for all participants. 2025 is no exception. Here are the key developments shaping this year's event:

A Renewed Focus on the Future of the Aerospace Supply Chain

The future of the aerospace supply chain has always been at the heart of Airtec. While recent years have seen major emerging fields – such as Advanced Air Mobility – take center stage, Airtec 2025 refocuses on the innovations, trends, and use cases that drive supply chain efficiency and competitiveness on a global scale.

Defence, Security, and Space

The crucial role of advanced defence technology in safeguarding peace and prosperity has now gained broad public consensus. In response, and building on last year's successful expansion, Airtec is further strengthening its role in the defence sector.

In the defence sector, the focus is on developing forward-looking, future-proof solutions at the highest level of innovation – precisely what Airtec has already been driving in the civil sector. This makes Airtec the ideal platform for those shaping the next generation of defence and security technologies.

»AIRTEC was the right occasion to meet and discuss with possible new and already known Companies (...)

With the high technologies present within the Companies it was a great opportunity to discover possible new solutions in supply chain. (...)



Vincenzo Esposito & Mario Boffi
Leonardo S.p.a.

WHY EXHIBIT AT AIRTEC 2025?

NEW CUSTOMERS

As a supplier, AIRTEC provides you with direct access to new customers
– primarily OEMs and 1st Tier suppliers

HIGHLY TARGETED MATCHMAKING

A dedicated digital B2B platform ensures highly targeted matchmaking.
(‘B2B Meetings’ - see following pages for details)

SOURCING COMPANIES

Sourcing Companies at AIRTEC – A Selection of Invitees

Aernnova Aerospace | AES Aerospace Embedded Solutions GmbH | AES Aircraft Elektro/ Elektronik-System GmbH | AIAD Federazione delle Aziende italiane per l'Aerospazio | Airbus | Airbus Defence and Space | Airbus Helicopters | Airbus Protect | Airbus UAM | ATR | AVILUS GmbH | Bell | Bombardier Aerospace | Bundesverband der Deutschen Sicherheits- und Verteidigungsindustrie (BDSV) | COMAC | Composites United e.V. | CTC GmbH (An AIRBUS Company) | DAHER AEROSPACE | Dassault Aviation | Deutsches Zentrum für Luft- und Raumfahrt (DLR) | Diodo| Elbe Flugzeugwerke | Elbit Systems | Elmo Motion Control | Embraer | Eplus3D Tech | European Space Agency (ESA) | ESG Elektroniksystem- und Logistik-GmbH | Esseti | Fraunhofer Aviation and Space | Hanse-Aerospace | HEGAN-Basque Aerospace Cluster | HENSOLDT | Honeywell | HYBtronics | IAI Israel Aerospace Industries | ITP Aero | Kongsberg Defence & Aerospace | Latecoere | Leonardo S.p.a. | Liebherr-Aerospace | Lisi Aerospace | Lockheed Martin | MBDA Deutschland | Mecachrome | MGA – Mobility goes Additive e.V. | Moog | MTU Aero Engines | MUBEA | NASA | NATO | OHB | Pikatron GmbH | Pratt & Whitney | Rafael | RENK | Rheinmetall | Rockwell Collins | Saab | Safran Engineering Services GmbH | Schiebel Elektronische Geräte | Senior Aerospace BWT | Sikorsky | SPHERA | Spirit AeroSystems | TECH-PROJECT | TechSAT | TESTEM | Textron | Thales | Tiz Implements | TRUMPF Laser- und Systemtechnik SE | Technical University of Munich TUM | Vertical Flight Society | Volocopter | Von Roll | Zuri and many more.

RECRUITING

AIRTEC is becoming a key hub for talent recruitment. Hundreds of students, graduates and technicians see this as the place to meet their future employer. (See following pages for details)

»We found the AIRTEC in Augsburg a great opportunity for networking and for listening a lot of inspiring talks about the most interesting technologies that will drive the future of commercial aviation, defense and e-mobility. Of particular interest it was the focus given on composites and lightweight materials where multiple companies showed their most recent innovations, including raw material suppliers, part manufactures, OEMs and advanced research centers.

The perfect organization, the B2B sessions and the opportunity for external visits the last day enrich the program, making it an important annual event for the aerospace industry.«

vonRoll Dr. Fiorenzo Lenzi
Von Roll Schweiz AG, Global Business Development
and Product Manager

AIR



Eurofighter Typhoon

»AIRTEC is an important platform for the aerospace industry in southern Germany. Top keynote speakers, technical presentations, ideal networking opportunities and insights for students make this trade fair in Augsburg a well-rounded thing.«

Nina Backes
MT Aerospace AG, Senior Communications Manager

»AIRTEC is an exciting platform for exchanging ideas and knowledge in the aerospace industry with a focus on technology and innovation. It's an excellent meeting place for aerospace enthusiasts with a focus on European small and medium-sized companies with the involvement of the OEM.«

Marc Fette
Composite Technology Center / CTC GmbH (An Airbus Company), CEO

WHAT TO EXPECT

5.100+

PARTICIPANTS

from 35+ nations

180+

SPEAKERS

highly renowned speakers from all around the globe*

380+

COMPANIES

from 35+ Nations

800+

STUDENTS

only exhibitors and buyers/high-ranking tech from OEMs + Upper Tiers

35+

NATIONS

United Kingdom | United States | Turkey | Taiwan | Tajikistan | Spain | Slovenia | Switzerland | Sweden | South Korea | Poland | Pakistan | Austria | Norway | Nigeria | Netherlands | New Zealand | Mexico | Lithuania | Latvia | Canada | Italy | Israel | Iceland | India | France | Estonia | European Union | Germany | Denmark | Portugal | China | Brazil | Belgium | Algeria | Afghanistan*

*present at AIRTEC 2024

B2B MEETINGS

HOW THEY WORK

ONLY EXHIBITORS ALLOWED

Only exhibitors allowed as vendors

Only exhibitors are allowed as vendors of their products in the B2B meetings. And thus, only they meet procurement managers, supply chain managers, R&D managers, R&T managers and other high-ranking tech managers, especially from OEMs.

30-minute meetings on site

The accepted meetings then take place on site at the exhibition centre. Often described by participants as „absolutely effective and efficient - strung together like a string of pearls“. The scattering losses that a normal booth often has at other trade fairs are eliminated.

High-ranking and targeted on the other side

On the other side are high-ranking tech managers who are looking for new suppliers. To ensure that this group of people also loves Airtec, the event is always focused on technology and innovation. This ensures that the tech professionals can also network with each other in an efficient way.

Converge precisely

The Airtec digital platform opens as early as three months before the event. Then both sides - exhibitors and seekers - begin to insert their goals with the help of a fixed keyword register. The exhibitors enter what they have to offer. The buyers and tech managers, what they are looking for. In this way, the digital platform can bring together those who are a perfect match.

Request, accept, reject

Once the software has identified the potential matches, the parties involved can request a meeting with each other, which will then take place later on site at Airtec's fair ground. Everyone sees who the potential meeting partner is and can accept or decline the meeting.

Why are so many exhibitors so enthusiastic about Airtec?

It's often because they were very active in Airtec's B2B meetings and thus met buyers and high-ranking tech managers from mainly OEMs and Upper Tiers in 30-minute meetings, of which it was already clear beforehand that they were a perfect match.



»The annual Airtec fair is an excellent blend of exhibition, conference and B2B discussions on critical aerospace and defense technologies taking place in the "Silicon Valley of Europe." Airtec has established itself as a significant opportunity for learning and insights into the global developments of future air mobility.«


Mike HIRSCHBERG
Vertical Flight Society, Executive Director

»The recent Airtec Conference successfully addressed critical themes such as future air mobility and defense security. Industry leaders and experts convened to share insights and explore innovative technologies that are shaping the aviation landscape. The event facilitated impactful discussions and collaborations aimed at advancing sustainable and secure air travel.«

Maik Kaminski
Airbus Protect



»The Airtec 2024 has definitely arrived in the defense sector. The quality of the visitors and exhibitors was exceptional. We were able to establish very valuable contacts and took advantage of the presence of many decision-makers. Hall planning, stand construction and service were perfect for us exhibitors. We will take part in Airtec again as an exhibitor in 2025.«

 **Christian Schulz**
Hybrionics Microsystems S.A.

»AIRTEC is an inspiring platform for sharing ideas and expertise in the aerospace industry, with a strong emphasis on technology and innovation. It serves as an ideal hub for aerospace professionals, particularly those from European small and medium-sized enterprises (SMEs), fostering collaboration and engagement alongside leading OEMs. This dynamic event is a must for anyone passionate about the future of aerospace. As a Polish exhibitor, we are pleased with the quality of contacts and connections made at AIRTEC.«

 **Sergiusz Sobieski**
TIZ IMPLEMENTS, CEO

RECRUITING AT AIRTEC

Addressing the Skills Shortage in Aerospace

The demographic shift is making the shortage of skilled professionals an increasing challenge for companies across the aerospace sector.

Airtec actively tackles this issue by connecting students, graduates and technicians with its exhibitors. To achieve this, we invest significant effort ahead of the event, reaching out to this target group through a vast network of leading universities and institutions from both home and abroad.

Encouraged by the overwhelmingly positive feedback, we are expanding these initiatives significantly. Below on this page, you will find an overview of the institutions from which students, graduates, and technicians attended Airtec in 2023 and 2024.



800+

student participants

Students from these universities attended Airtec in 2023 and 2024:

Aalen University | Augsburg Technical School | Bolu Abant İzzet Baysal University | Delft University of Technology, The Netherlands | École Polytechnique Fédérale de Lausanne (EPFL), Switzerland | École Polytechnique, France | ETH Zurich, Switzerland | FH Aachen | HAW Hamburg | HfG Schwäbisch Gmünd | HM Hochschule München University of Applied Sciences | ILS – Institut für Lernsysteme | Imperial College London, United Kingdom | Julius-Maximilians-Universität of Würzburg (JMU) | Kempten University of Applied Sciences | KIT – Karlsruhe Institute of Technology | Ludwig Maximilian University of Munich | Mehmet Zahid Kotka Anadolu Imam Hatip High School | Ohio State University | Politecnico di Milano, Italy | Rosenheim Technical University of Applied Sciences | RWTH Aachen University | Technical University of Applied Sciences Augsburg | Technical University of Darmstadt | Technical University of Denmark (DTU), Denmark | Technical University of Munich TUM | Technische Hochschule Ingolstadt | Technische Universität Berlin | Technische Universität Braunschweig | Technische Universität Dresden | The German Aerospace Center (DLR) | Ulm University | Universität Augsburg | University of Cambridge, United Kingdom | University of Málaga | University of Siegen | University of Stuttgart | University of Technology Chemnitz | University of the Bundeswehr Munich | Wilhelm Büchner University of Applied Sciences

PRICING & OPTIONS

OPTION #1

JOINT STANDS

This is the "all-inclusive" option. If you take part in a joint stand, you will receive a ready-to-use stand construction with everything you need. Each joint stand has a topic - so you are firmly linked to this topic.

There are joint stands on a wide variety of topics. For example, "Future Air Mobility", "Additive Manufacturing", "New Space" and many more. Please feel free to contact us.

PRICES

6 qm-Package: € 4.800
 9 qm-Package: € 6.500
 12 qm-Package: € 8.600
 15 qm-Package: € 10.300
 20 qm-Package: € 13.300
 30 qm-Package: € 19.600

CONTAINS

- Carpet
- Ready-installed stand white
- H= 2,50m
- Front panel with labelling
- one Spot per 3 sqm
- Info counter with logo print
- Leaflet rack
- High table Bar stool (3x)
- Waste bin
- Poster graphic A0
- Power connection 1,5 kW



available joint stands

airtec.aero/booth-booking-2025

OPTION #2

INDIVIDUAL STANDS

INDIVIDUAL STAND SPACE

Having your own stand space gives you maximum design freedom for your exhibition stand. This allows you to stand out much more from the crowd of your competitors. This is the only option where you can work with your own stand builder

PRICES

- Price per sqm from € 469
- Corner stands, end of row stands and block stands will be surcharged with 7% per corner
- Promotion Fee: € 898

Optionally we offer you ready-installed stand systems from € 195/sqm.



booking form

airtec.aero/individual-stands

ADVISORY BOARD



Prof. Dr.-Ing. André Baeten
Prof. of Lightweight Construction, Composite Techn. and Technical Mechanics



Helmut Brandl
Obermeister



Marc Fette
Chief Executive Officer, CEO



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Head of Business Development Aerospace



Dr. Michael Heine
Innovations-Mentor



Andreas Müller
Senior Operations and Procurement Manager



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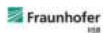
Prof. Klaus Schilling
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Christian Schulz
Representative



Florian Hilpert
Lightweight Aviation Power Electronics



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Institute of Flight System Dynamics



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Head of Global Launch



Maik Kaminski
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Manfred Spaltenberger
Director



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Product Manager Composites



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Head of Business Development



Dr. Andreas Kreiner
Managing Director



Michael Kühnel
Data Scientist, Luft- und Raumfahrt-Ingenieur (TUM)



Dr. Fiorenzo Lenzi
Global Business development and Product Manager Composites



Bernd Mattner
Business Consultant



AIRTEC

YOUR CONTACT

Diana Schnabel
CEO/Exhibition Management
+49-172-6517332
diana.schnabel@airtec.aero

ORGANIZER

IGF Innovative Global Fairs GmbH
Schloßschmidstraße 5
80639 München
+49-89-2316169-0



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