

# *Exhibitor* INVITATION

SECTOR

»DEFENCE, SECURITY & SPACE«

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# AIRTEC

OCT 22 – 24, 2025  
AUGSBURG  
GERMANY



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

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# MISSION

## Airtec: The European Hub for Advancing the Aerospace Supply Chain

Airtec is Europe's central meeting point for the aerospace supply chain. In civil aviation, it drives the transition to climate-neutral technologies, ensuring all stakeholders adapt successfully. 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.

Nowhere else does innovation, excellence, and future development take centre stage as they do at Airtec. Experts from industry, academia, and services meet here to discuss key developments, trends, and applications.

Exhibitors are typically mid-sized suppliers looking to connect with senior procurement and technology executives from OEMs and 1st Tier suppliers. A digital B2B platform allows pre-arranged meetings, creating an ultra-efficient "speed dating" format.

With the ongoing skills shortage, Airtec actively attracts talent by providing students, graduates, and technicians with free access to all event areas. This makes it a key recruitment hub where the next generation meets future employers at the heart of aerospace innovation.

## Why Exhibit in the Defence Sector at Airtec?

At Airtec, exhibitors in the defence sector gain direct access to key decision-makers and stakeholders. Meet:

- **Military procurement and decision-makers** – including representatives from the Bundeswehr, the Federal Office of Bundeswehr Equipment, Information Technology and In-Service Support (BAAINBw), international armed forces, defence ministries, and more.
- **Procurement executives from military OEMs** looking for innovative suppliers.
- **Strategic partners** for joint projects and potential funding opportunities.
- **Public-sector investors** – from policymakers and government agencies to consultants and project sponsors.

As always, Airtec remains at the forefront of technological excellence – this is where cutting-edge defence innovations take centre stage.

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.

Diana Schnabel & Volker Schulze  
Exhibition Management Airtec 2025

## Key Focus Areas at Airtec

Exhibitors and visitors can expect cutting-edge insights and innovations in:

- **Military Aviation** – next-generation aircraft, systems, and capabilities
- **Large-Scale Drones** – advanced UAV solutions for defence and surveillance
- **Tactical & Compact Drones** – agile systems for reconnaissance and specialised operations
- **Cyber Defence** – securing critical infrastructure and military networks
- **Space Systems** – defence applications beyond Earth's atmosphere
- **Avionics** – state-of-the-art flight control and mission systems
- **Missile Systems** – precision missile defence solutions and technology
- **Missile Defense** – systems for detection, tracking, interception and destruction of attacking missiles
- **Testing & Validation** – ensuring reliability, performance, and mission readiness
- And much more...

## 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.





# WHY EXHIBIT AT AIRTEC 2025?

## NEW CUSTOMERS

As a supplier, AIRTEC provides you with direct access to military procurement and decision makers, Bundeswehr & BAABw, international armed forces, defense OEMs and 1st Tier suppliers, government and policymakers

## HIGHLY TARGETED MATCHMAKING

A dedicated digital B2B+B2G platform ensures highly targeted matchmaking. ('B2B+B2G 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 | AirRobot | ArianeGroup | 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 | Dassault Aviation | Deutsches Zentrum für Luft- und Raumfahrt (DLR) | Diehl | Donastahl | Elbe Flugzeugwerke | Elbit Systems | Elmo Motion Control | Embraer | Eplus3D Tech | Ernst & Young EY | ESG Elektroniksystem- und Logistik-GmbH | Esseti | European Space Agency (ESA) | Fraunhofer Segment for Defense and Security VVS | General Atomics | GKN Aerospace Deutschland | HEGAN-Basque Aerospace Cluster | HENSOLDT | Honeywell | HYBtronics | IAI Israel Aerospace Industries | ITP Aero | Kongsberg Defence & Aerospace | Latecoere | Leonardo S.p.a. | Liebherr-Aerospace | Lockheed Martin | Lufthansa Technik | MBDA Deutschland | Mecachrome | Moog | MTU Aero Engines | Mubea Aerostructures | NASA | NATO | OHB | Oppenhoff & Partner | Patria | Pratt & Whitney | Quantum Systems | Rafael | Rheinmetall | Rockwell Collins | Roland Berger | Rolls-Royce | Saab | Safran Engineering Services GmbH | Schiebel Elektronische Geräte | Sikorsky | Sphera | Spirit AeroSystems | Strategy8 | Textron | Thales | Tiz Implements | TRUMPF Laser- und Systemtechnik SE | Vertical Flight Society | 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)

»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 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.

# 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

Exclusive Recruiting Event.  
Students, graduates, and  
technicians meet their future  
employers – right at the heart  
of high-tech innovation. More  
details on the following pages.

## 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



»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



# B2B+B2G MEETINGS

## HOW THEY WORK

### ONLY EXHIBITORS ALLOWED

#### Only exhibitors allowed as vendors

Only exhibitors are allowed as vendors of their products in the B2B+B2G meetings. And thus, only they meet military procurement and decision makers, Bundeswehr & BAAINBw, international armed forces, defense OEMs and 1st Tier suppliers, government and policymakers.

#### High-ranking and targeted on the other side

On the other side are high-ranking defence technology executives actively seeking new suppliers and strategic partners. To ensure that Airttec remains indispensable to this audience, the event is designed with a sharp focus on cutting-edge technology and innovation. This not only facilitates precision matchmaking but also fosters an exclusive environment where defence professionals can efficiently exchange insights, forge alliances, and drive forward mission-critical advancements.

#### Converge precisely

The Airttec 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 Airttec's fair ground. Everyone sees who the potential meeting partner is and can accept or decline the meeting.

#### 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.

#### Why are so many exhibitors so enthusiastic about Airttec?

It's often because they were very active in Airttec'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 recent Airttec 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.«

**AIRBUS** **Maik Kaminski**  
PROTECT Airbus Protect



RECRUITING

# RECRUITING AT AIRTEC

## Addressing the Skills Shortage in Aerospace and Defence

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

»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**  
Hytronics 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

# 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 "Defence & Security" or "Defense Testing & Validation" 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](https://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](https://airtec.aero/individual-stands)



# ADVISORY BOARD

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