



AIRTEC

OCT 25 – 27, 2023
MESSE AUGSBURG
GREATER MUNICH



**EXHIBITOR
INVITATION**

2023

International Fair on
Aerospace, Future Air Mobility & New Space

EXHIBITION // B2B // CONFERENCE

THE MISSION

Airtec is dedicated to solving the tremendous future challenges of aviation: These are to achieve climate neutrality quickly and to reach a new quality of life, especially in cities, by using new airborne mobility. This requires rethinking and rebuilding supply chains from scratch and using the New Space Industry, which contributes the necessary infrastructure for AI and autonomous systems.

Airtec is a central, international meeting place for suppliers and OEMs to find each other precisely and to establish new business relationships.

Unique position

The main unique selling point of Airtec is that technology and innovation – like nowhere else – are always the focus here.

This is how exhibitors, visitors and renowned experts sum it up.

» My meetings with exhibitors at AIRTEC 2022 were some of the best B2B contacts I've ever had at a trade show. I can't wait for next year!«

Mike Hirschberg
Vertical Flight Society (USA) | Executive Director



THE AIRTEC IN FIGURES

Founded 17 years ago

Extremely international

Founders: Volker Schulze (experienced, creative aerospace engineer) and Diana Schnabel (successful, polyglot trade fair entrepreneur in the high-tech trade fair sector)

Target figures for 2023:



Exhibitors

350

Exhibitors include companies from engineering, design, interior design, composites, additive manufacturing, structures, metals, machinery, production, testing equipment and quality assurance, electronics and sensor technology, safety & security, hydrogen, batteries, fuel cells, alternative fuels, components and systems, MRO. A new addition since last year is that OEMs dealing with the new technologies of climate neutrality as well as manufacturers of electric aircraft, V-TOLs and drones will also be exhibiting. In the New Space segment, for example, there are manufacturers of satellites up to 500 kg, microlaunchers and suppliers.



Participants

6,000

Buyers and technology managers from aircraft manufacturers, airlines, airports and system suppliers. Airtec connects the aerospace and automotive industries, because important topics such as climate neutrality, batteries, fuel cells, hydrogen, autonomous flying and autonomous driving build bridges between the two industries.



B2B Meetings

2,200

Nations

30

Lectures

65

THE THREE PARTS OF AIRTEC



B2B Meetings

Described by many as "best in class". 1:1 meetings between suppliers and OEMs. Only exhibitors are allowed to participate in the B2B meetings as vendors. All participants enter "search" + "offer" in a keyword register on a digital platform months before the event. AI-supported matching then takes place. The result is 30-minute appointments that are strung together like a string of pearls and are highly efficient. Most participants are amazed at the efficiency in generating new business.



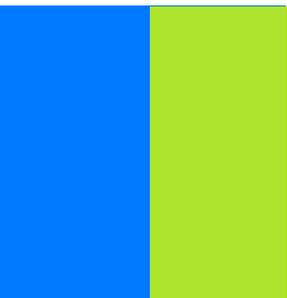
Exhibition

Since only exhibitors are allowed to be vendors in the B2B meetings, the booth is the showcase for the exhibitor's own products and usually also the venue for the B2B meetings.



International Conference

At Airtec, the focus is on technology and innovation. The outstandingly high-class International Conference accompanies the entire event and ensures that the participants are renowned and of the highest calibre.



» Thanks to (...) a highly interesting mix of participants and an excellent accompanying conference, the AIRTEC is a "must attend" trade fair in our company calendar.«

Dr. Andreas Kreiner
AES Aerospace Embedded Solutions | CEO

THE CORE TOPICS

ZERO EMISSION & CLIMATE NEUTRAL FLYING

- Hydrogen Technologies
- Electric Propulsion
- Alternative Fuels
- New Materials
- Weight Reduction
- New A/C Concepts.

FUTURE AIR MOBILITY

- Advanced Air Mobility
- Artificial Intelligence & Autonomous Systems
- Information & Communication
- Infrastructure & ATM
- Legal Framework & Certification

SUPPLY CHAIN

- Additive Manufacturing
- Components & Systems
- Design & Engineering
- Electrics & Electronics
- Innovative Materials
- Propulsion Technologies
- Research & Development
- Safety & Security
- Structures & Cabin
- Sustainability & Circular Economy
- Testing Systems & Services

NEW SPACE

- Mini, Micro & Nano Satellites, Satellite Constellations & Organisation
- New Launch Systems
- Sustainability / Reusability
- COTS in Space
- Positioning, Navigation
- Communications & Timing
- Earth Observation, Climate Observation
- Geodesic Services, Data Networks, Broadband, IoE, Big Data, Precondition for autonomous systems
- New Services & Business Models

B2B Meetings

How do they work?

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.

High-ranking and targeted on the other side

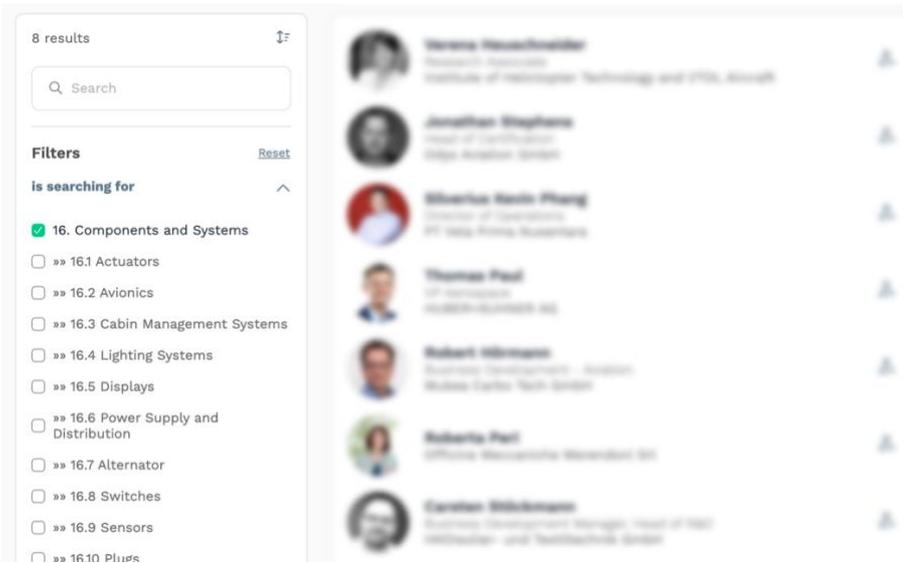
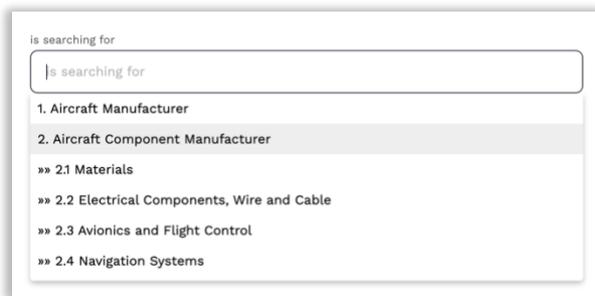
On the other side are high-ranking tech managers who are looking for new suppliers. To ensure that this group of people also loves Airtec, the event is always focused on technology and innovation. This ensures that the tech professionals can also network with each other in an efficient way.

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.

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 in 30-minute meetings, of which it was already clear beforehand that they were a perfect match.



Probably the hottest digital platform

To ensure the success of these meetings for the future, Airtec uses what is probably the best and most modern event platform today ("swapcard.com").

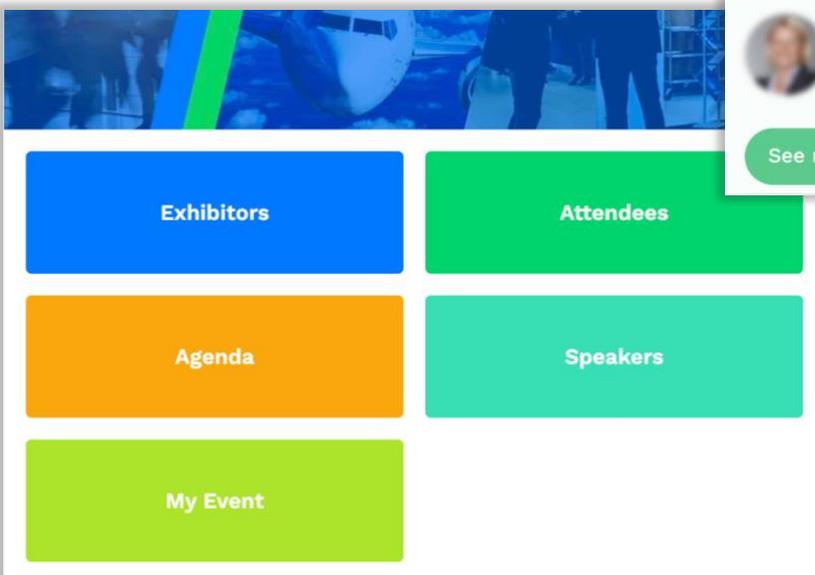
This platform not only drives the B2B meetings, but also handles all other tasks of the fair digitally. To name just a few: Exhibitor directory, conference with live streaming of lectures and video-on-demand of lectures after the fair, QR code scan of visitors at the booth, access control for partial events with limited access and much more.

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.

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.



B2B Meetings: Who can you expect to meet

In previous years, these companies were at Airtec's B2B meetings with their procurement, R&T managers, R&D managers or other high-ranking tech managers. These and more will therefore most likely continue to be your discussion partners in the B2B meetings.

Airbus, Aeronova, Aciturri, Airbus Defence and Space, Airbus Helicopters, Boeing, Boeing Distribution, Comac, Embraer, Honeywell, Kawasaki, Mitsubishi, Safran, ATR, Bombardier, IAI, Elbit, Leonardo, Airbus UAM, Lilium, Volocopter, Joby, Electra, Snecma, Lisi Aerospace, Diehl Aerospace, Arianespace, Rolls-Royce, Rolls-Royce Electric, Textron, GKN, MTU, Liebherr, Telair, MBDA, Premium Aerotec, Northrup Grumman, Parker Aerospace, Pratt & Whitney, Taí, Senior Aerospace, OHB, Austro Control, Deutsche Aircraft, Eaton, Senior Aerospace and many more....

Don't forget

Only exhibitors are allowed to meet them in the B2B meetings!

»It is remarkable how Airtec has developed over the last years, one can only congratulate the organizing team. I am already looking forward to the next highlights in 2023!«

Andreas Perotti
EHang/FACC | Chief Marketing Officer, Europe

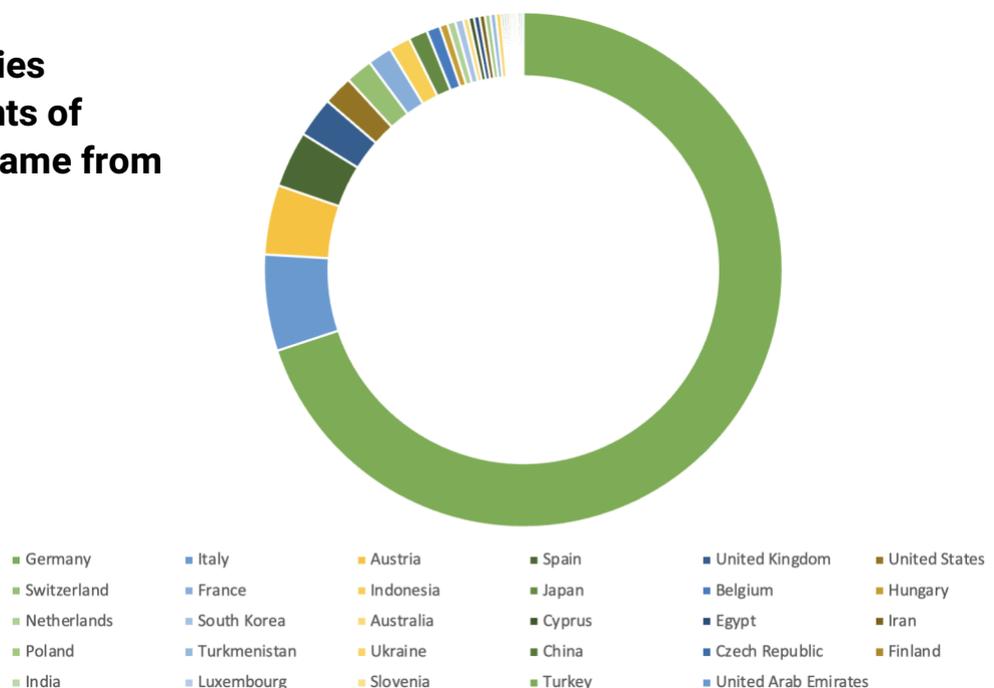


Internationality

One of the outstanding characteristics of Airtec has always been its internationality. It has always attracted people from all over the world.

This was also the case in 2022, under the premise that people were still very cautious about travelling in the post-pandemic phase.

Which countries the participants of Airtec 2022 came from



»Great show with many interesting supply chain companies relevant to electric aviation. Highly recommended for companies wanting to establish European contacts. We will return next year!«

Richard Charlton
Electro.aero (Australia) | CEO



ALWAYS TOP-CLASS



State Minister Dr. Florian Herrmann, MdL
Head of the Bavarian State Chancellery, at Airtec 2022



State Secretary Roland Weigert, MdL
Bavarian Ministry of Economic Affairs, at Airtec 2022



Dr. Wolfgang Schoder
CEO Airbus Helicopters, at Airtec 2021

» Airtec is an excellent platform for networking with international OEMs and suppliers in the field of sustainable aviation.«

Mark Robert Henning
AutoFlight Europe | Managing Director

Airtec's new home

Messe Augsburg Fair Grounds | Metropolitan Area Munich

What's new?

- The large, professional exhibition centre with endless potential for Airtec
- Perfect accessibility - especially from Munich International Airport MUC thanks to a direct, continuously operating shuttle service
- Demonstration flights are planned at the venue: unmanned and manned vertical flights
- The B2B platform opens this year already 3 months before the fair and the matchmaking principles are optimized
- Intensive support for all B2B participants by tutors
- Future Air Mobility space to be further expanded under the leadership of the Vertical Flight Society
- OEM's from Aerospace and Future Air Mobility will exhibit, too
- Additive Manufacturing area recruited from the AM community
- Composites United e.V. with space for its members
- Central, prominent New Space area
- Airtec 2023 contract hotels for attractive prices
- Reception in the Goldener Saal (Golden Hall) in Augsburg Town Hall which was finished in 1643 and a get-together at a regional Bavarian Brewery

The new, ultra-modern and professional exhibition centre and the numerous further improvements of Airtec ensure that everything already has an incredible, additional momentum.



AIRTEC 2023

HOTELS

We know how important the availability of good hotels at exclusive conditions is for you. Therefore, we have made an early effort to offer such hotels in different categories.

Direct booking
at exclusive rates:

[BOOK YOUR HOTEL NOW](#)

Book your hotel now in beautiful Augsburg - which is at once picturesque and yet the heart of one of Germany's most important high-tech regions.



Augsburg - at once picturesque and the heart of one of Germany's most important high-tech regions

BOOTH BOOKING FORM

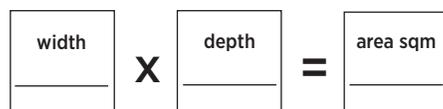
SURFACE RENTAL FOR A ROW STAND (Price per sqm)

€ 439	<12 sqm
€ 419	12-20 sqm
€ 399	21-30 sqm
€ 389	> 30 sqm

Corner stands, end of row stands and block stands will be surcharged with 7% per corner on the sqm-price plus a promotion fee of € 698 plus VAT [unless exempt*] including waste removal including participation in the B2B meetings including admission to attend the conference plus a fee of € 980 per co-exhibitor.

STAND SPACE - BARE STAND (Minimum size 12 sqm)

Size of Stand



- Row stand
- End of row stand (with 2 corners)
- Corner stand (with 1 corner)
- Block stand (with 4 corners)

READY INSTALLED SYSTEMS

We are interested in a ready-installed stand system. Please provide us informations.

BUSINESS AREA (Feel free to tick multiple topics)

- | | |
|--|---|
| <input type="checkbox"/> Design & Engineering | <input type="checkbox"/> Unmanned Aircraft Systems (UAS) |
| <input type="checkbox"/> Research & Development | <input type="checkbox"/> Zero Emission & Climate Neutral Mobility |
| <input type="checkbox"/> Materials | <input type="checkbox"/> Hydrogen Technologies |
| <input type="checkbox"/> Production | <input type="checkbox"/> Electric Propulsion |
| <input type="checkbox"/> Structures & Cabin | <input type="checkbox"/> Alternative Fuels |
| <input type="checkbox"/> Engines & Components | <input type="checkbox"/> Additive Manufacturing & Innovative Production |
| <input type="checkbox"/> Electrics & Electronics | <input type="checkbox"/> Artificial Intelligence & Autonomous Systems |
| <input type="checkbox"/> Testing Systems & Services | <input type="checkbox"/> Innovative Space Industry |
| <input type="checkbox"/> Safety & Security | <input type="checkbox"/> Information & Communication |
| <input type="checkbox"/> Legal Framework & Certification | <input type="checkbox"/> Others |
| <input type="checkbox"/> Advanced Air Mobility | |

* Foreign [non-German] companies are exempt from paying VAT
1. if they are located within the EU and provide a valid VAT ID in the document above OR
2. if they are located outside the EU and supply proof of their entrepreneurial status by providing an excerpt from the trade register or a similar document.

We agree to make payments for our stand space as follows: 50% of the stand space rental must be paid with this legally-binding application. The second payment of 50% of the rental space fee must be paid no later than 8 weeks before opening date of the exhibition. All further charges must also be paid in full in the final instalment. For stand space up to € 10,000 and ready-installed systems, 100% of the rental fee including promotion fee must be paid with this legally-binding application. Should such payments be delayed, the organiser reserves the right to place a third-party on the stand space. All prices are quoted plus VAT. The law of the Federal Republic of Germany applies. The place of fulfilment and court of jurisdiction is Munich/Germany. Our general exhibition terms and conditions apply.

EXHIBITOR as it should appear in the catalog

Alphabetical listing in the catalogue, under the letter

Company Name

Address

City and Postal Code

Country

Phone

Fax

Email

Homepage

CONTACT PERSON for all organisational matters

First name, Surname

Position

Phone

Mobile

Email

BILLING ADDRESS

Company Name

Address

City and Postal Code

Country

Authorized Person

Email

VAT ID

AIRTEC: OCTOBER 25 - 27, 2023 Messe Augsburg Fair Grounds MUNICH METROPOLITAN AREA, GERMANY

Present your company at Europe's leading meeting place for aerospace. Zero emission, future air mobility, supply chain and new space. Inter-national exhibition, conference and B2B. Book your own stand as an exhibitor or with your logo and CD in prominent positions as a sponsor.

Date

ORGANIZER

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