



# 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.

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**» 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

1

### 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.

2

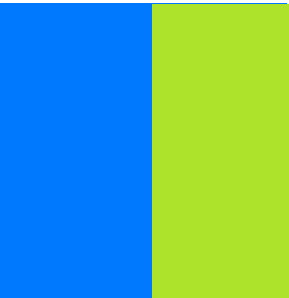
### Exhibition

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.

3

### 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

## 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



# 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

width	X	depth	=	area sqm
<input type="text"/>		<input type="text"/>		<input type="text"/>

- |  |   |
|--|---|
| <input type="checkbox"/> Row stand                         | <input type="checkbox"/> Corner stand (with 1 corner) |
| <input type="checkbox"/> End of row stand (with 2 corners) | <input type="checkbox"/> 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.

Signature

Date

## ORGANIZER

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