



Exhibitor INVITATION

AIRTEC

OCT 8 – 10, 2024
MESSE AUGSBURG
FAIR GROUNDS



International Fair on Aerospace, Future Air Mobility,
Defence & Security and New Space



Diana Schnabel & Volker Schulze
Exhibition Management Airtec 2024

WELCOME

Dear Exhibitors and Industry Partners,
Today we cordially invite you to become an exhibitor at Airtec 2024. In this brochure, we have therefore collected all the facts, figures and developments relating to Airtec 2024 for you. Last year, the move of Airtec to the Augsburg fairgrounds took centre stage. After this generated a boost for the event that nobody would have expected beforehand, this year we are focussing on the trade fair's further development. We have carefully considered all your comments and suggestions and will continue to develop the event on this basis with all our energy and passion. As organizers, we are committed to supporting you in creating new business relationships, making new contacts, and gaining new market opportunities. We also offer top hotel prices, shuttle services to and from Munich airport, and other additional programs that will help you to match with new business partners. Exhibitors will have the opportunity to meet CEOs, procurement, supply chain, technology, and innovation managers from around the world. We look forward to your participation as an exhibitor at Airtec 2024.

MISSION

Airtec is dedicated to solving the tremendous future challenges of aviation: Our goals are to achieve climate neutrality quickly and to improve life in cities around the world by solving traffic problems in global metropolises with new airborne mobility solutions. 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

Airtec's primary unique selling proposition lies in its unparalleled emphasis on technology and innovation. This consensus is echoed by exhibitors, visitors, and renowned experts alike.

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»Airtec 2023 was a fantastic opportunity for the Future Air Mobility companies and suppliers to discuss about their products, progress and future development. We look forward to even more B2B connections at Airtec 2024!«



Mike HIRSCHBERG
Vertical Flight Society, Executive Director

»Airtec 2023: Easy construction. Everything uncomplicated. Good business talks! Good presentations at the conference. Looking forward to next year, Airtec 2024!«



Niko Mau
MCD-Tools GmbH, CEO

»Airtec is a platform for networking in the aerospace sector and brings people together. We look forward to this excellent event next year. Many thanks to the great AIRTEC team around Diana Schnabel, to Composite United with Tjark von Reden and to Mobility goes Additive e.V. with Stefanie Brickwede for this opportunity!«



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

»The AIRTEC has developed its portfolio over the past years to address transversal aspects of the Aerospace EcoSystem. This is an important step towards the effective collaboration of the industry in a rapidly changing market environment towards sustainability and effective use of resources and capabilities.«



Thomas Tschirner
AnaneGroup, Head of Civil Majors and Program Supply Management - JPL

WHAT TO EXPECT

WHAT TO EXPECT

350+

EXHIBITORS

from 25 nations

7.500+

VISITORS

and B2B participants from 35 nations

80+

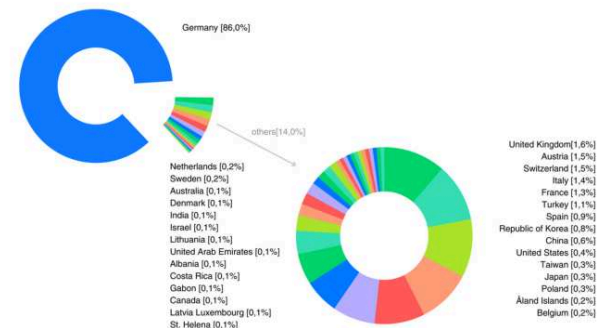
SPEAKERS

renowned experts from all around the world

2.500+

B2B MEETINGS

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



Global Presence

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

Defence & Security

- Manufacturers of Aircraft, Fighters, and Helicopters (FCAS, F35, etc.),
- Unmanned Aerial Systems (Drones),
- Guided Missiles,
- New Materials, Hypersonic Technology,
- Quality, Quality Assurance in Manufacturing,
- Ruggedized Electronics
- Ceramic Composite Materials
- Carbon-Fibre-Reinforced Polymers (CFRP)
- Simulation

Zero Emission & Climate Neutral Flying

Future Air Mobility

Supply Chain

New Space

Defence & Security

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



»At Airtec 2023 we had good contacts, we met the right people in aerospace and future air mobility for additive manufacturing. Looking forward to Airtec 2024.«



Linus Tillmann
Mobility Goes Additive e.V.

»The Airtec 2023 was a resounding success, benefiting both exhibitors and attendees. It featured a wide array of high-quality products and services, while providing an excellent platform for knowledge sharing and innovation.«



Nina Backes
MT Aerospace AG, Senior Communications Manager

»For our first participation at AIRTECH, we appreciate your warm hospitality and the organization of this event. We wanted to take part in all the opportunities that airtec had to offer, and we don't have any regrets.«



Guillaume Carriere
ISP SYSTEM – Zi de la Herray, Export business manager

»Qualified contacts. Very positive Feedback. Great attention to a new Start-Up in the Future Air Mobility Industry! Excellent presentations and the possibility for Odonata to present. Looking forward to Airtec 2024!«



John Griesbacher
and the Odonata team

FOUR PARTS OF AIRTEC

SEGMENTS IN SYNC

EXHIBITION

Exhibitors include companies from engineering, design, composites, additive manufacturing, structures, metals, machinery, production, testing, QA, electronics, safety & security, hydrogen, batteries, SAFs, components and systems, MRO. OEMs of electric aircrafts, V-TOLs and drones.

CONFERENCE

At AIRTEC, the focus is on technology and innovation. The outstandingly high-class International Conference accompanies the entire event and ensures that the event's participants are renowned and of the highest calibre. Last year's programme and, from summer 2024, the current one can be found on our website.

B2B MEETINGS

AIRTEC's B2B meetings have always been "best in class". But there is always room for improvement. We have therefore analysed all comments and suggestions and will radically develop the B2B meetings further in 2024. For more details, check out 'What's new in 2024'.

RECRUITING

In 2023, we invested a lot of energy in establishing AIRTEC as a platform for employee recruitment. The result was 500+ student participants. Exhibitors and students were highly satisfied. Inspired by the success, we will significantly expand the topic for Airtec 2024. Goal for 2024: 2.000 student participants.



»As the leading international event in the field of future mobility, Airtec 2023 in Augsburg was an excellent platform for business, networking and knowledge exchange.«

AIRBUS
PROTECT
Maik Kaminski
Airbus Protect

»Strong interest on a broad scale. Many contacts with students, suppliers and more. Perfect platform for Rocket Factory to present itself with its label as a company. On my point of view New Space fits perfectly to aviation. Also complementary to the Automotive industry.«

IRFA
Julia Ziegler
Rocket Factory Augsburg, HR Business Partner

»AIRTEC 2024 was again the place-to-be for all aviation, space and new mobility enthusiasts. The new Messe Augsburg location gives Airtec the appropriate framework.

AIRTEC always unites the relevant stakeholder of the industry and offers great opportunities for networking and collaboration. The exiting 3 days of AIRTEC have been fully packed with interesting lectures of high level speakers.

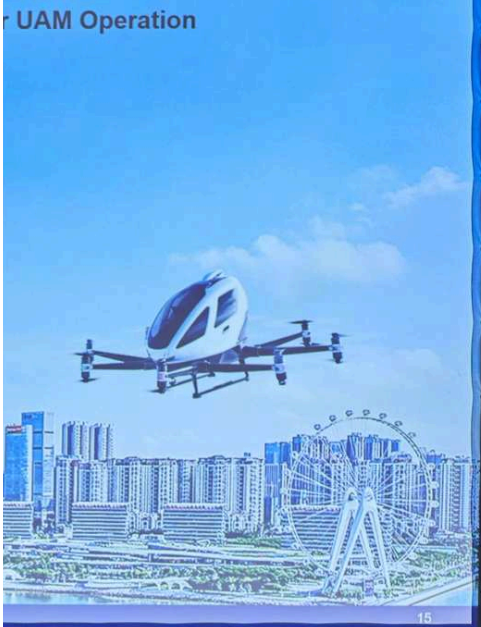
AIRTEC is for Materialise a perfect platform to connect with new and existing customer for new potential additive manufacturing projects!«

materialise
Sonja Rasch
MATERIALISE, Sales Director Manufacturing D/CH

»At Airtec 2023 good qualified contacts. In powder tooling. Airtec also ideal for smaller and medium companies to create new business opportunities.«

burdinberri
Jon Pardo Garate
Burdinberri S.L., CEO

SAERTEX
Benjamin Staaks
SAERTEX, Key Account Manager



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»All the cultural and business opportunities were excellent at Airtec 2023! Qualified contacts! A variety of treat presentations at the conference of Airtec 2023! Also on the topics of electronics! Warm ambiance of Airtec 2023! Thanks to the warm hospitality of the organizers of Airtec 2023, Diana Schnabel and her team. We have no regrets and took part in all opportunities that Airtec 2023 offered. Looking forward to Airtec 2024!«

METALUX Tobias Kleiber
Metalux Metalveredlung GmbH, Head of Sales

»Chapeau! The opening event of the AIRTEC trade fair series in Augsburg was a great success. Excellent mix out of conferences and partner meetings. As a local participant we appreciated the chance to be part of it. The development is coherent. It is growth but also moderate – the way it should be. A good place to follow-up existing and gain new precious relations.«

AUTOFLIGHT Andreas Müller
AutoFlight Europe GmbH, Senior Operations and Procurement Manager

»This is the 3rd year in a row I've see AIRTEC grow and become a clear driver for networking around Munich. Big thank you to Diana Schnabel, Mike Hirschberg and the whole Airtec team for creating another successful and qualitative fair full of opportunities to network, including evening events. I'm looking forward to next year!«

sol:one Alain Sobry
Sol.one, Sales Manager

»This has been a great event! from the exhibitor perspective from what I heard, as well as - and I can testimony for sure - from the high level conferences held in parallel on two stages, one mostly driven by the Vertical Flight Society with a great set of panels (30 high level speakers) organised by Mike Hirschberg and a second stage on many up-to-date manufacturing processes as well as new Space or cybersecurity to just to give few examples...«

AEROWEST DEVELOPMENT Frederic Malleret
AeroWestDevelopment, President

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.

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 and Upper Tiers in 30-minute meetings, of which it was already clear beforehand that they were 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.

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.

ALL NEW B2B PLATFORM IN 2024

We have taken all your comments and suggestions (and of course any criticism) very carefully into consideration and will therefore be introducing a completely new B2B platform for Airtec 2024. You can find out the details under "What's new in 2024".



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.

WHO CAN YOU EXPECT TO MEET

Airbus Defence and Space, Boeing, Lilium, Volocopter, Joby, Rocket Factory Augsburg, Diehl Aviation, Diehl Defence, MBDA, Thales Alenia Space, Eaton, General Atomics, IAI, Elbit, Arianespace, Airbus, Isar Aerospace, Airbus Helicopters, Safran, Leonardo, TAI, MTU, Rolls-Royce, Pratt & Whitney, Airbus Urban Air Mobility, Liebherr, Comac and many more



Airtec's B2B meetings have always been »best in class«.

In 2024 we will make them even better.

WHAT'S NEW IN 2024

B2B

We will be radically developing our B2B meetings this year. Here are the changes in detail:

#1

A DIGITAL PLATFORM EXCLUSIVELY FOR B2B MEETINGS

The previous Airtec digital platform aimed to bring together all available information for everyone in one digital place: i.e. the trade fair catalogue/exhibitor list, conference programme, video streams of presentations, chats between any participants and, of course, the B2B meeting organisation in one platform and one mobile app. The sum of your feedback was that this made the platform too complicated and overloaded. As B2B meetings are the heart of Airtec, a radical simplification is needed here.

In concrete terms, this means that from Airtec 2024, B2B meetings will once again have their own digital platform on which absolutely nothing else takes place other than the organisation of the meetings.

#2

USED ONLY BY EXHIBITORS + BUYERS

The radical simplification described above also means that only two groups will be allowed to register for the B2B platform at Airtec 2024:

- Exhibitors on the SALES side
- Buyers, as well as technical managers from OEMs and Upper Tiers on the other side



There will be an absolutely simple way for people from these groups to sign up. Nobody outside these groups will use the platform.

#3

A FEW SHARP KEYWORDS TO FIND CUSTOMERS/SUPPLIERS

Identifying potential customers or potential suppliers must be possible and comprehensible with just a few clicks.

There will therefore be a very compact set of keywords that will display clear results with just a couple of clicks. Meetings can be requested directly from this list of results.

#4

ONE CLICK TO ARRANGE A MEETING

Request a meeting, maybe add a friendly message, done. Accepting, declining or suggesting a different time will be just as easy.

DEFENCE & SECURITY

By popular demand, we are expanding the range of topics at Airtec this year to include "Defence & Security". The background to this is that high-tech is often used in more than just one of the "civil" or "defence" sectors - the transition between the two is very often fluid.

For Airtec in particular, there is another decisive factor: as exhibitors, visitors and experts repeatedly emphasise, the outstanding unique selling point of Airtec is its strict focus on technology and innovation. However, many innovations in civil aviation originally come from the field of "defence"; it is therefore only consistent to include technology development in this area within the focus.

And, if you look at the aspect of protecting human life on the ground within the topic of "defence" - be it civilians or members of the military - it immediately becomes clear how important protection from the air is. And here, of course, many UAVs are used that are at least related to the existing topics at Airtec. The same applies to the rescue of injured persons.

Here's what exhibitors and visitors of Airtec 2024 can specifically expect in this theme area:

- A clear reference to flying apparatus, such as aircraft, fighters, helicopters, drones, and guided missiles
- but also rockets, micro-launchers, satellites, and satellite deployment in the defence sector
- including all related technologies and materials



Focus Areas

- Manufacturers of Aircraft, Fighters, and Helicopters (FCAS, F35, etc.),
- Unmanned Aerial Systems (Drones),
- Guided Missiles,
- New Materials, Hypersonic Technology,
- Quality, Quality Assurance in Manufacturing,
- Ruggedized Electronics
- Ceramic Composite Materials
- Carbon-Fibre-Reinforced Polymers (CFRP)
- Simulation



RECRUITING AT AIRTEC

At Airtec 2023, we worked intensively on a topic that had long been on our agenda: "Airtec as a platform for staff recruitment". Before the trade fair, we specifically approached lecturers at various universities with the request to draw students' attention to Airtec as a high-tech and innovation trade fair and to the free student tickets. To make the whole thing even more attractive for students, student tickets always include unlimited conference participation.



We were delighted to see more than 500 students at Airtec 2023.

To anticipate the result: we received a lot of positive feedback from all sides after Airtec 2023.



In times of demographic change, which will inevitably lead to a steadily worsening shortage of skilled professionals, such an event offers the perfect opportunity for students to take a

close look at potential employers and their products and engage in direct dialogue with them.

Does this turn Airtec into a careers fair? No, because the exhibitor and the potential employee get to know each other in the midst of high-tech and innovation - the student gains a much deeper insight into the company than it would be possible during speed dating at a careers fair.

To give you an idea of the origin of the students at Airtec 2023, we have put together the infographic on the previous page.

2.000+

student participants

Inspired by the success, we will significantly expand the topic for Airtec 2024: The declared goal is to attract 2.000 student participants.

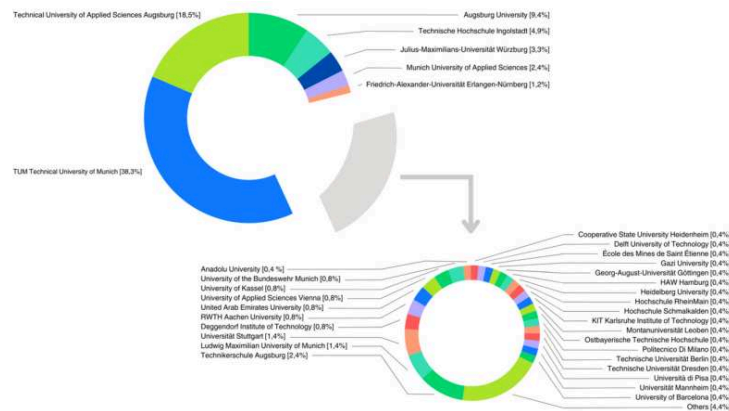
To achieve this, we will be active or become much more active at the following universities in particular:

- Technical University of Munich (TUM)
- RWTH Aachen University
- Karlsruhe Institute of Technology (KIT)
- Technical University of Darmstadt
- University of Stuttgart
- Technische Universität Berlin
- Technische Universität Dresden
- Technische Universität Braunschweig
- FH Aachen
- HAW Hamburg

However, we also consider universities in neighbouring European countries to be of interest for talent acquisition. We will therefore be promoting participation in Airtec 2024 at the following universities:

- ETH Zurich, Switzerland
- Imperial College London, United Kingdom
- Delft University of Technology, The Netherlands
- École Polytechnique Fédérale de Lausanne (EPFL), Switzerland
- University of Cambridge, United Kingdom
- Technical University of Denmark (DTU), Denmark
- École Polytechnique, France
- Politecnico di Milano, Italy

Universities
represented
in 2023



ADVISORY BOARD



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



Helmut Brandl
Obermeister



Hicham Benmar
Produktmanager Aviation



Marc Fette
Chief Executive Officer, CEO



Dr. Olaf Günnewig
Head of Business Development
Aerospace



Andreas Müller
Senior Operations and
Procurement Manager



Andreas Perotti
Chief Marketing Officer Europe



Georg Pieper
Head of Business
Development



Prof. Klaus Schilling
Prof. & Chair, Robotics & Telematics,
Univ. of Würzburg; Mem., Int'l Acad.
of Astronautics



Andreas Schilp
Vertriebs-/Marketingleiter sowie
Prokurist



Dr. Michael Heine
Innovations-Mentor



Florian Hilpert
Lightweight Aviation Power
Electronics



Mike Hirschberg
Executive Director



Prof. Florian Holzapfel
Institute of Flight
System Dynamics



Dr. Saskia Horsch
Head of Global Launch



Hans-Joachim Schott
Geschäftsführer



Christian Schulz
Representative



Manfred Spaltenberger
Director



Dr. Oliver Weinmann
President



Dr. Franziska Zeitler
Abteilungsleitung Innovation
& Neue Märkte



Maik Kaminski
Business Development



Dr.-Ing. Simon M. Kothe
Head of Business Development



Dr. Andreas Kreiner
Managing Director



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



Bernd Mattner
Business Consultant



SIDE PROGRAM

Augsburg is the ideal location for Airtec in many respects. On the one hand, it is one of the most outstanding high-tech regions in Germany - especially in terms of aerospace. On the other hand, Augsburg is stunningly beautiful, rustic Bavarian and one of the oldest cities in Germany.

This means that the opportunities for lively socialising are almost endless.

The following programme items are planned:

- OCT 8: Reception in the breathtakingly beautiful golden hall of Augsburg Town Hall
- OCT 9: Get-together evening in a rustic Bavarian brewery
- Opportunity to visit local high-tech research facilities



GET IN TOUCH

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COLLABORATION PARTNERS/EXHIBITORS



and many more