



Leading
meeting place
for suppliers
and OEM'S

AIRTEC

OCT 25 – 27, 2023
FAIR GROUNDS
MESSE AUGSBURG
GERMANY



EXHIBITOR INVITATION

2023

International Trade Fair on Aerospace,
Future Air Mobility & New Space

EXHIBITION // B2B // CONFERENCES

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Welcome

A very warm welcome to Airtec 2023, a leading international trade fair and conference for aerospace and future air mobility suppliers and OEM ´s, hosted at the Messe Augsburg fairgrounds in Germany. We are proud to celebrate the event’s premier in Augsburg, home of great companies such as Airbus, Autoflight Europe, and Rocket Factory Augsburg.

Dear Ladies and Gentlemen,

Dear Companies of the Aerospace & Future Air Mobility community!

We are delighted to invite you to exhibit at Airtec 2023, taking place from October 25th to 27th, 2023. The event will be held at the modern Messe Augsburg fairgrounds, located within the Metropolitan Area Munich. Our prices are attractive, and exhibitors will benefit from strong B2B meetings and participation in the international conference. The event will cover hot topics such as climateneutral flying, hydrogen, alternative fuels, electric flying, lightweight, composites, additive manufacturing, aerospace supply chain, and advanced air mobility.

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, business development, procurement, supply chain, technology, and innovation managers from around the world.

We look forward to your participation as an exhibitor at Airtec 2023.

Sincerely,
Diana Schnabel & Volker Schulze
Exhibition Management of Airtec 2023
IGF GmbH

Welcome to Airtec 2023!

This year, it is being held in Augsburg for the first time, which is located in the midst of a region with a modern and efficient aerospace and space industry. The Messe Augsburg fair ground offers optimal conditions for presenting innovative products for the future of airborne mobility and new space. The attractiveness of the fair is demonstrated not least by the response of the exhibitors. Around twice as many as last year will use Airtec as an opportunity to connect with their customers.

We are intensively concerned with questions of environmentally friendly and climate-neutral flying. Those who want to deal with corresponding trends in a well-founded manner will find excellent opportunities at the fair and the accompanying congress. With its top topics, Airtec is on its way to becoming an international leading trade fair for suppliers to the aerospace and new space industry. I wish Airtec 2023 many interested visitors and a successful outcome.

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



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 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



Image courtesy of Autoflight Europe

The three parts of Airtec

01

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.

02

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.

03

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



New Space

Many of you may have already noticed the absence of the “New Space” topic on the previous pages. Therefore, here is the news:

Introducing NEW SPACE EXPO & CONFERENCE – We are thrilled to announce the launch of our new, standalone event dedicated to the rapidly growing New Space industry.

Responding to overwhelming demand, we’ve given New Space a distinct presence at AIRTEC, with its own space and dedicated program. Rest assured, both events will continue to take place simultaneously, inextricably linked as ever.

You can find additional information on the Airtec website and in a separate booklet specifically for the NEW SPACE EXPO & CONFERENCE.



Image courtesy of RFA

B2B-Meetings

How do they work?

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.

Only exhibitors all owed 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.



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.

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.

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....

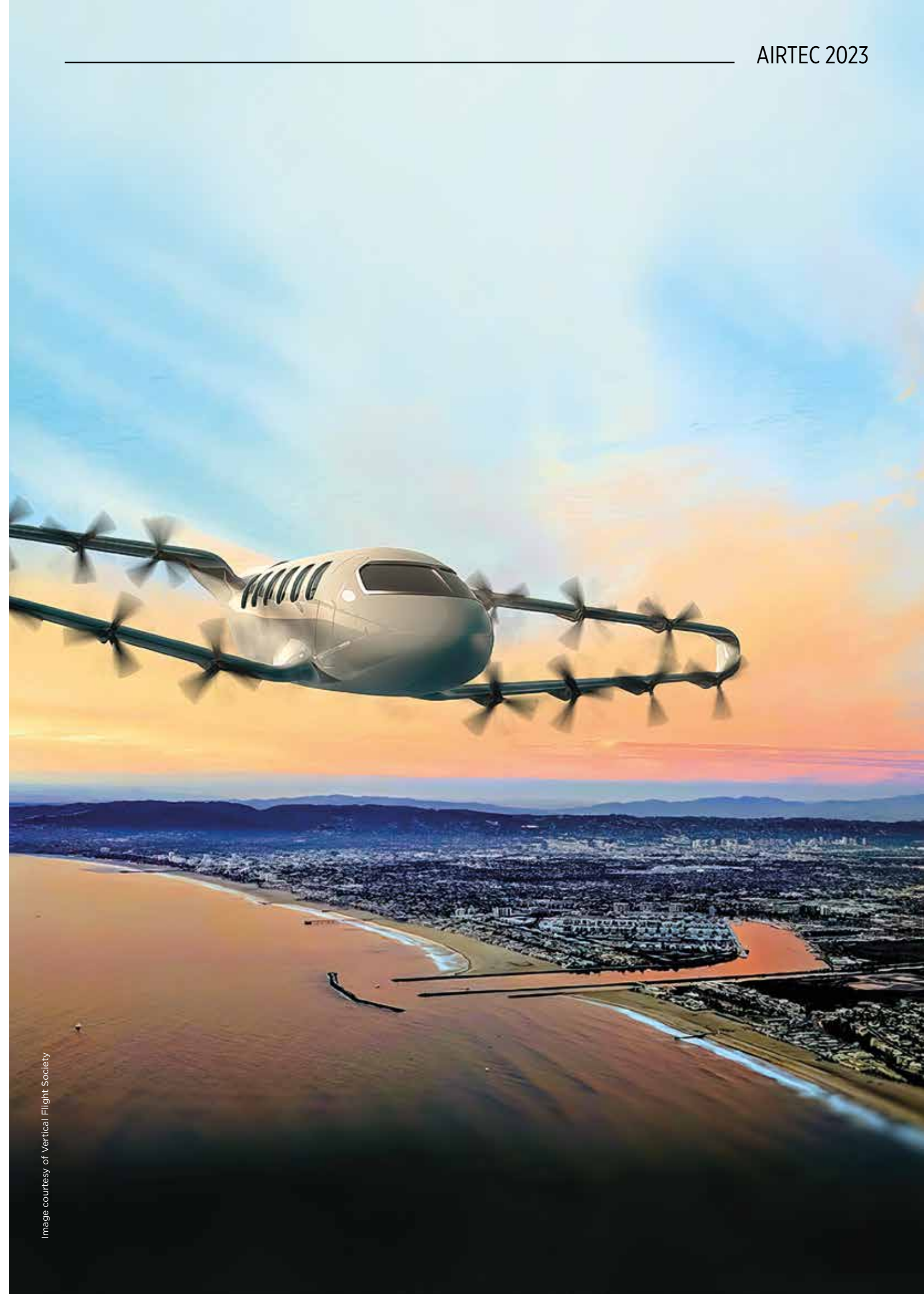
Don't forget

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!«



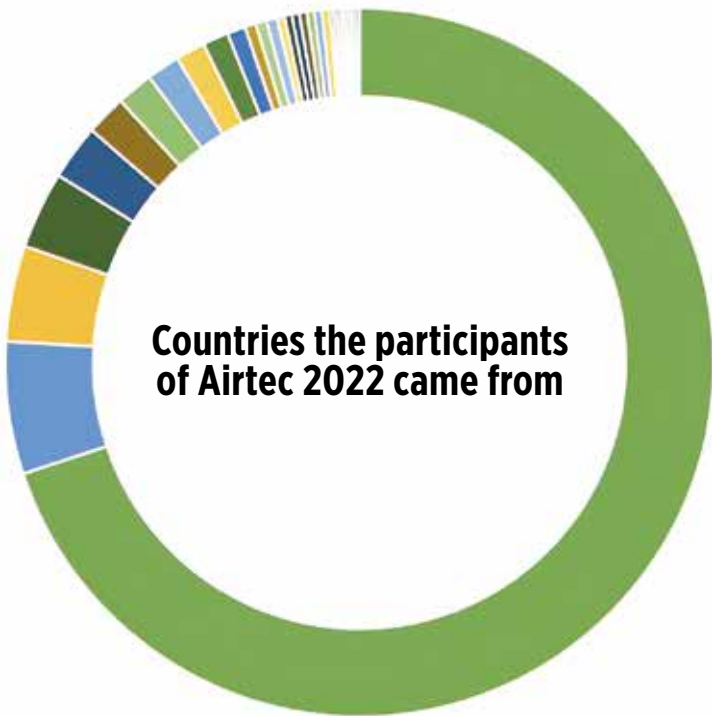
Andreas Perotti
EHang/FACC | Chief Marketing Officer, Europe





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.



- | | | | | | |
|---------------|----------------|-------------|----------|------------------------|-----------------|
| ■ Germany | ■ Italy | ■ Austria | ■ Spain | ■ United Kingdom | ■ United States |
| ■ Switzerland | ■ France | ■ Indonesia | ■ Japan | ■ Belgium | ■ Hungary |
| ■ Netherlands | ■ South Korea | ■ Australia | ■ Cyprus | ■ Egypt | ■ Iran |
| ■ Poland | ■ Turkmenistan | ■ Ukraine | ■ China | ■ Czech Republic | ■ Finland |
| ■ India | ■ Luxembourg | ■ Slovenia | ■ Turkey | ■ United Arab Emirates | |

»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 (Australien) | 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



Prof. Florian Holzapfel
Institute of Flight System Dynamics
Technical University of Munich TUM,
at Airtec 2022



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

Mark Robert Henning
AutoFlight Europe | Managing Director

Airtec's new home

**Fair Grounds,
Messe Augsburg, Germany**

- 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



Advisory Board



Marc Fette
Chief Executive Officer, CEO
CTC Stade - an AIRBUS company



Dr. Olaf Günnewig
Head of Business Development
Aerospace
diondo GmbH



Mike Hirschberg
Executive Director
Vertical Flight Society (American
Helicopter Society)



Bernd Mattner
Business Consultant
Mattner Engineers and Advisers



Prof. Florian Holzapfel
Institute of Flight System Dynamics
Technical University of Munich TUM



Dr.-Ing. Simon M. Kothe
Head of Business Development
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Dr. Saskia Horsch
Head of Global Launch
Lilium GmbH



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Materialise NV



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Professor and Chair for Robotics and Tele-
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Dr. Oliver Weinmann
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Association (DWV)



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Consultant Public Affairs, Research
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Managing Director
SCHOTT SYSTEME GmbH



Manfred Spaltenberger
Director
Deutsches Institut für Erfindungswesen
(DIE eV)



Dr. Franziska Zeitler
Abteilungsleitung Innovation & Neue Märkte
Deutsches Zentrum für Luft- und
Raumfahrt (DLR)

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. 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.

Direct booking at exclusive rates:

Book now!



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



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