AEROTECH EUROPE
CONGRESS & EXHIBITION
24-26 September 2019
Bordeaux, France

sae.org/Aerotech
“A GREAT PLACE TO DISCUSS THE FUTURE OF AEROSPACE TECHNOLOGIES AND TO MEET PASSIONATE PEOPLE INVOLVED IN ACHIEVING THAT GOAL.”

Serge Bruillot, Principal Expert Engineer, Dassault
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"THE RIGHT AND PREFERRED PLACE TO COMMUNICATE AND PROMOTE OUR TECHNOLOGY AND PRODUCT."

**Frédéric Rodier, CEO, Mitis**
EXPAND YOUR REACH IN THE INDUSTRY

The future of international aerospace awaits at the Aerotech Europe Congress & Exhibition, the leading technical forum for the advancement of the industry. Over 1,000 aerospace and engineering professionals representing all specialty fields—from materials and manufacturing to avionics, propulsion to power systems, economics to safety will gather thought-leading technical knowledge and gain invaluable insight into the future of the aerospace. This event offers three impactful days of influential keynote presentations, dynamic discussions, networking events, and a robust showcase of interactive exhibits, technological advancements, and product innovations.

Whether your goal is to demonstrate your expertise/your product’s superiority, differentiate yourself from competitors, engage with your target audience, increase brand awareness or simply boost your annual market sales, you cannot afford to miss out on connecting with this targeted community including dozens of the industry’s key decision makers.

PAST ATTENDEES TO AEROSPACE EVENTS HAVE SHARED THEIR FEEDBACK:

“AWESOME EVENT! ONE STOP SHOP FOR LATEST TECHNOLOGIES OF AEROSPACE INDUSTRY!”
Mohamed Parvez Alam, COO UAV Division, Ucal Fuel Systems Ltd.

“A VERY WORTHWHILE EVENT TO BOTH ATTEND AND EXHIBIT.”
Tier 1 supplier and exhibitor at several previous Aerotech congresses

“IT WAS GREAT TO MEET ALMOST ALL THE SECTOR SUPPLIERS AT THE SAME LOCATION. A LOT OF TIME IS SAVED MAKING CONTACTS THERE WITH THEM. IT WAS ALSO GREAT TO BE IN CONTACT WITH THE LATEST KNOWLEDGE AVAILABLE.”
Aernnova Aerospace

“GREAT SHOW TO MEET & GREET WITH NEW & EXISTING CUSTOMERS. WE EXHIBIT EVERY YEAR!”
Derek Coryell, Brand Manager, Trulok
WHAT TO EXPECT

3 FULL DAYS OF THOUGHT-PROVOKING PRESENTATIONS

AMPLE NETWORKING OPPORTUNITIES INCLUDING WELCOME RECEPTION AND GALA DINNER

+30 COUNTRIES REPRESENTED FROM 4 CONTINENTS (NORTH AMERICA, SOUTH AMERICA, EUROPE, ASIA)

+1,000 ATTENDEES, +50 EXHIBITORS AND + 10 SPONSORS

+200 PAPERS, 350 SPEAKERS WITH 6 KEYNOTES AND CUTTING EDGE PANEL DISCUSSIONS

PROFESSIONAL DEVELOPMENT COURSES

CO-LOCATED AEROSPACE STANDARDS COMMITTEE MEETINGS

TECHNICAL TOURS OF LOCAL FACTORIES
ATTENDEE PROFILES

The Aerotech Europe Congress & Exhibition attracts more than 1,000 aerospace professionals, managers and engineers from around the world. Meet with your target audience, build strong relationships, and showcase your company’s innovations.

INDUSTRY

- 29% Tier 1 Supplier/Integrator
- 23% Airframer/Engine Manufacturer
- 19% Operations/Services
- 17% Suppliers
- 3% Academia
- 3% Government
- 4% Other

JOB ROLE

- 31% Research/Development/Design
- 20% Engineering Management
- 15% Marketing/Sales
- 8% Corporate Executive
- 7% Other
- 5% Testing/Validation/QC/QA
- 6% Manufacturing/Materials/Structures
- 4% Academia
- 4% Consultant

TECHNOLOGY INTEREST

- 26% Systems/Avionics/Power Systems
- 23% Research/Development/Design
- 15% Manufacturing/Materials/Structures
- 10% Propulsion
- 10% Testing/Validation/QC/QA/MRO
- 8% Materials
- 8% Other

What past sponsors and exhibitors thought of Aerotech:

“SAE PROVIDES A WORLD-CLASS EXPERIENCE THAT HELPS US TO MEET OUR CUSTOMER’S NEEDS.”
Jane Thompson, Marketing Manager, Kuka Robotics

“I WAS AN EXHIBITOR AT THE 2017 AEROTECH AND THE AMOUNT OF NETWORKING AND POTENTIAL NEW BUSINESS IT AFFORDED FAR EXCEEDED MY EXPECTATIONS. IT IS ONE PLACE THAT YOU CAN MEET MANY CUSTOMERS AND SUPPLIERS OF HIGH CALIBER.”
Jon Jeffery, President & CEO, Hummingbird Technologies

“SAE IS TOP NOTCH AND GREAT TO WORK WITH.”
Major aerospace supplier and previous exhibitor at AeroTech Dorworth

“AEROTECH PROVIDES A FANTASTIC FORUM FOR BRAND VISIBILITY TO THE TECHNICAL AUDIENCE WHICH WE WANT TO TALK TO.”
Louis Dorworth, Division Manager, Abaris Training

“THE RIGHT AND PREFERRED PLACE TO COMMUNICATE AND PROMOTE OUR TECHNOLOGY AND PRODUCTS.”
Frédéric Rodier, CEO, MITIS SAS
CONGRESS TOPICS

The Aerotech Europe Congress and Exhibition provides a forum for the global aerospace community to meet and discuss current and future challenges, opportunities, and requirements of next-generation R&D, products, and systems. Technical sessions, panel discussions, and keynote presentations make up a programme that provides value to industry and government engineers, scientists, designers, programme managers, operators, educators, and students.

The technical programme will cover a broad spectrum of topics including avionics, environment, flight sciences, operations, manufacturing, materials, structures, propulsion, safety, and systems. Aerotech also provides the platform for engineers participating on SAE committees and advisory bodies to meet and discuss industry standardization efforts and best practices.

- Aerospace Operations
- Advanced Integration Technology
- Aviation Cyber-Physical Security
- Avionics
- Business/Economics
- Connected Aircraft
- Electric Aircraft
- Environment
- Flight Sciences
- Industry 4.0
- Integrated Vehicle Health Management
- Manufacturing/Materials
- Structures
- Power and Thermal Systems
- Propulsion
- Safety
- Unmanned Aerial Systems
- Urban Mobility/Air Taxi
- Vehicle Systems/Systems Engineering

"THE TECHNICAL SESSIONS ARE BEYOND COMPARE. THE PRESENTATIONS HAVE A CLEAR FOCUS, YOU KNOW THAT YOU GET WHAT YOU EXPECTED, AND THE CONTENT IS RELATIVELY CUTTING EDGE FOR AEROSPACE."

Ascent
SPONSORS AND EXHIBITORS

- 4D Technology Corporation
- Advanced Integration Technology
- Airbus
- Alpha Q Inc
- Amamco Tool
- ANCA Inc
- Aras Corporation
- Arconic
- Aritex Cading SA
- Ascent Aerospace
- Auros Knowledge Systems
- Bielomatik Inc
- Boeing Co
- Bombardier
- Broetje-Automation GmbH
- Brown Aerospace
- BSI
- Cad/Cam Services Inc
- Carr Lane Manufacturing
- CENIT North America Inc
- Centrix Inc
- CGTech
- Click Bond Inc
- Comau
- COTSWORKS
- DDC-l Inc
- Desoutter Industrial Tools
- dSPACE Inc
- Dustcontrol Inc
- Electroimpact Inc
- Enduralock LLC
- E-Tech Industrial Corp.
- Executech Enterprises LLC
- Fatigue Technology
- Fives
- Gamma Technologies LLC
- Gage Bilt Inc
- GE Aviation
- HBM Test and Measurement
- Honeywell
- Hummingbird Technologies
- IKONICS Advanced Materials Solutions
- Jama Software
- Johannes Lubbering
- Kitco Fiber Optics
- Konica Minolta Sensing
- Kuka
- Kwikbolt Ltd
- L-3
- Lisi Aerospace
- Lockheed Martin
- M Torres Disenos
- Mapal
- Meggitt
- Mentor Graphics
- MITIS SAS
- Nova-Tech
- OFS
- Opal-RT Technologies Inc
- PAR Systems
- Pratt & Whitney
- Precorp Inc
- Quest Global Services
- Schneebberger Inc
- Siemens PLM Software
- Stanley Engineered Fastening
- Sugino Corp
- ThermOmegaTech
- TTech
- United Technologies
- UTC Aerospace Systems
- UTC Institute for Advanced Systems Engineering
- VEM Tooling
- Ward Systems Inc
- West Coast Industries
- Wilder Systems
- Wineman Technology Inc
- XFlow CFD
- XSB Inc

“Fori was extremely impressed in the SAE Aerotech. A large number of quality people attended the event and we feel the connections made during the event will grow into long term partnerships.”

Fori Automation
ACHIEVE YOUR GOALS THROUGH OUR EVENT

Achieve your goals through our congress, by choosing from one of our sponsorship and exhibition opportunities categorised by desired outcome.

“AEROTECH IS THE PERFECT OPPORTUNITY TO NETWORK WITH LEADERS IN AEROSPACE AND SEE WHERE THE FUTURE LEADS.”

Benjamin Reese, Director of Marketing, Dimensional Control Systems

SPONSORSHIP OPPORTUNITIES
PAGE 8-20

You want to get an edge compared to your competitors and stand out from the crowd?

Increase your organisation’s brand recognition with one of our sponsorship opportunities or contact us for a customised package.

EXHIBITION OPPORTUNITIES
PAGE 21-22

You want to show your products to the market and have a designated area to give all attendees the chance to talk to you during the congress?

Then an exhibition display is the right solution for you. Boost your visibility and market directly to your target audiences.
DEMONSTRATE YOUR LEADERSHIP

PUT YOUR COMPANY AHEAD OF THE COMPETITION

Show the market how well your company is doing by investing more than your direct competitors. Mix and match from the options listed on the following pages or contact us to discuss new ideas.

HOW IT WORKS:

Step 1: Mix and match from the listed sponsorship options.

Step 2: Identify your sponsorship category (Diamond, Platinum, Gold, Silver, Bronze, Friend of the Industry) based on your level of investment.

Step 3: Discover the additional benefits included in your sponsorship category

BENEFITS OFFERED TO ALL SPONSORS

- Your company logo, website link and 100 words description will be displayed on a dedicated page of the event website, event guide and mobile app ensuring direct visibility to each visitor
- Recognition on sponsor appreciation signage throughout the event

DIAMOND
as of €30,000 Exhibitor
as of €35,000 Non-Exhibitor

- 5 full congress registrations
- Banner on the event website
- Diamond sponsor recognition
- Logo + description on event website, event guide and in mobile app

PLATINUM
as of €25,000 Exhibitor
as of €30,000 Non-Exhibitor

- 4 full congress registrations
- Banner on the event website
- Platinum sponsor recognition
- Logo + description on event website, event guide and in mobile app

GOLD
as of €20,000 Exhibitor
as of €25,000 Non-Exhibitor

- 3 full congress registrations
- Gold sponsor recognition
- Logo + description on event website, event guide and in mobile app

SILVER
as of €15,000 Exhibitor
as of €20,000 Non-Exhibitor

- 2 full congress registrations
- Silver sponsor recognition
- Logo + description on event website, event guide and in mobile app

BRONZE
as of €10,000 Exhibitor
as of €15,000 Non-Exhibitor

- 1 full congress registration
- Bronze sponsor recognition
- Logo + description on event website, event guide and in mobile app

FRIEND OF THE INDUSTRY
as of €5,000 Exhibitor
as of €10,000 Non-Exhibitor

- Friend of the Industry recognition
- Logo + description on event website, event guide and in mobile app
SPONSORSHIP OPPORTUNITIES

PUT YOUR COMPANY AHEAD OF THE COMPETITION

Ensure you are at the forefront of attendees’ minds when it comes to leaders in the industry by sponsoring the most impactful event in the business. These high-visibility sponsorships are powerful, cost-effective solutions for increasing your presence and standing out from the crowd. With a wide variety of opportunities available for any budget, we are confident we can help you reach your goals.

“WE RECEIVED MANY HIGH-QUALITY LEADS AND OPPORTUNITIES AT AEROTECH. THE SAE TEAM PROVIDED EXCELLENT SUPPORT AND WE PLAN TO RETURN TO FUTURE SAE EVENTS.”

Dan Hasley, Account Management Director, CENIT
I WANT TO BE VISIBLE THROUGH SOCIAL EVENTS

The Gala Dinner and Welcome Reception represent the perfect opportunity to network and meet with your peers. Above all, the networking functions allow our exclusive sponsors to leave a lasting impression on all congress attendees.

GALA DINNER

€25,000 EXHIBITOR | €30,000 NON-EXHIBITOR

Exclusive
Wednesday, 25 September | Location: Offsite Venue

The Gala Dinner is the prime networking occasion of the congress. Be the exclusive sponsor of this key evening function and benefit from this tremendous opportunity to communicate your message to high ranking representatives in the market.

- Five (5) minutes Welcome Speech during the Gala Dinner to address the audience (format to be confirmed with the organiser)
- One (1) priority table at the Gala Dinner (10 seats)
- Opportunity to display two (2) PowerPoint slides as attendees are entering the Gala Dinner (slides to be shuffled between sponsor and organiser slides)
- Opportunity to play your audio message as attendees are entering the Gala Dinner
- Interview with a high ranking representative of your company to be placed on relevant SAE websites and to be promoted through all traditional and social media channels
- Possibility to offer a branded gift to Gala Dinner attendees (to be produced by sponsor)
- Full page advertisement in the event guide
- Announce your sponsorship in the Gala Dinner invitation cards handed to all attendees upon registration
- Promote your sponsorship through a pop up banner to be placed in a highly visible area at the Gala Dinner venue
- Opportunity to send three (2 prior, 1 after) push notifications through the SAE Mobile App to all congress attendees
- Display your brand logo and/or name on menus and signage
- Exclusive announcement in one of our pre-congress communications to the complete SAE aerospace database

Please note that as Gala Dinner sponsor you reach the Platinum level sponsorship which includes the following additional benefits:

- Four (4) full congress registrations
- Banner on the event website
- Platinum sponsor recognition
- Logo + description on event website, event guide and in mobile app

GREAT OPPORTUNITY TO MEET CORPORATE EXECUTIVES AND OTHER GROUP LEADERS.

Santhosh Mathews, Quality Test Specialist, Boeing

Please note that all items supplied by the sponsor are subject to approval by the organizer. Images provided are used for illustrative purposes only; elements of the display may not be included. All prices are excluding VAT.
I WANT TO BE VISIBLE THROUGH SOCIAL EVENTS

WELCOME RECEPTION €25,000 EXHIBITOR | €30,000 NON-EXHIBITOR

Exclusive
Date: Tuesday, 24 September | Location: Exhibition Hall

The Welcome Reception is a fantastic networking occasion where all attendees come together in an informal setting to meet and greet new and old partners. Benefit from this platform to bring your message across to the market.

• Opportunity to promote your company’s sponsorship during a 5 minutes presentation in the plenary room
• Opportunity to welcome attendees at the Reception
• Opportunity to suggest a theme and/or networking activity during the Reception
• Interview with a high ranking representative of your company to be placed on the SAE website and to be promoted through all traditional and social media channels
• Full page advert in the event guide
• Announce your sponsorship in the Welcome Reception invitation cards handed to all attendees upon registration
• Opportunity to send two (1 prior, 1 after) push notifications through the SAE Mobile App to all congress attendees
• Exclusive announcement in one of our pre-congress communications to the complete aerospace database
• Company recognition on reception signage and napkins

Please note that as the Welcome Reception sponsor you reach the Platinum level sponsorship which includes the following additional benefits:

• Four (4) full congress registrations
• Banner on the event website
• Platinum sponsor recognition
• Logo + description on event website, event guide and in mobile app

“OUR COMPANY WAS ABLE TO IDENTIFY SEVERAL OPPORTUNITIES THROUGH EXHIBITING AND NETWORKING AT THE EVENT.”

William Kelley, Aerospace, Defense and Special Tooling Operations, Gonzalez Aerospace
I WANT TO BE VISIBLE THROUGH SOCIAL EVENTS

**GALA DINNER TRANSFER** €10,000 EXHIBITOR | €14,000 NON-EXHIBITOR

Exclusive
Date: Wednesday, 25 September | Location: Offsite Venue

Are you looking for a 10 minutes speaking slot with video and flyer distribution?
Gain the attendees’ full attention on their way to the Gala Dinner.

- Play your company video during the bus drive
- Place your flyers on each seat
- Hold a presentation about your company’s solutions during the bus drive
- Use the opportunity to exchange contact details and answer any questions when the attendees leave the bus

*Marketing material to be provided by sponsor.*

**PRE-GALA DINNER RECEPTION** €15,000 EXHIBITOR | €20,000 NON-EXHIBITOR

Exclusive
Date: Wednesday, 25 September | Location: Exhibition Hall

The Pre-Gala Dinner Reception is the occasion for all Gala Dinner attendees to gather, exchange and network in an informal setting before the Gala Dinner commences. Position your company as a leader in the industry by promoting your solutions to this audience of high ranking representatives of the aerospace industry.

- Opportunity to promote your company’s sponsorship during a 3 minutes presentation in the plenary room
- Opportunity to welcome attendees at the Pre-Gala Dinner Reception
- Opportunity to suggest a theme and/or networking activity during the Pre-Gala Dinner Reception
- Full page advert in the event guide
- Company recognition on Pre-Gala Dinner Reception signage and napkins

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I WANT TO BE VISIBLE DURING KEY ACTIVITIES

REGISTRATION AREA €15,000 EXHIBITOR | €20,000 NON-EXHIBITOR
Exclusive

The Registration Area is the perfect way of reaching every attendee right at the start of their Aerotech experience and ensures that your message will get to all the aerospace professionals at a time when they are very receptive.

- Company recognition at onsite registration area (may include standing signage and/or counter panels)
- Company logo will appear on attendee pre-registration confirmation emails
- Onsite self-registration computers will feature company logo as screensavers
- Opportunity to provide mousepads with a company message and/or logo for use at each self-registration counter (mousepads to be provided by sponsor)
- Opportunity to place two (2) pop-up banners at the registration area (to be provided by sponsor)
- Opportunity to co-brand clothing of registration staff (sponsor and organiser branding to be visible to equal extent)
- Exclusive announcement in one of our pre-congress communications to the complete aerospace database
- Full page advert in the event guide

EXTRA BENEFIT AS SILVER SPONSOR: 2 FULL CONGRESS REGISTRATIONS (SEE PAGE 7)

NETWORKING LOUNGE AREA €10,000 EXHIBITOR | €13,200 NON-EXHIBITOR
3 lounge areas available; 1 sponsor per lounge area
Duration: Full duration of the congress | Location: Exhibition Hall

The lounges allow attendees to network in a relaxed setting and to deepen their business conversations. This offers the perfect opportunity for your company to promote your latest solutions and innovations. Having a lounge area next to your booth is an ideal way to attract attendees to your booth.

- Brand the minimum 20 sqm lounge area with your colours
- Display your marketing material on the tables
- Opportunity to place two (2) banners at your lounge
- Opportunity to place a sticker on each of the tables

The lounges are highly flexible options. Why not add a screen to play your video or hold a press interview at your lounge. Contact us to brainstorm on options to ensure you will get the most out of your lounge (additional charges apply for added visibility).
I WANT TO BE VISIBLE IN ASSOCIATION WITH THE CONGRESS PRESENTATIONS

HANGAR

$25,000 EXHIBITOR | $30,000 NON-EXHIBITOR

Exclusive
Duration: Full duration of the congress I Location: Exhibition Hall

At the Hangar invited speakers and panelists inform on emerging topics that may not be ready for technical papers (i.e. electric aircraft, connected aircraft, additive manufacturing, composite materials, etc.). Position your company as a pioneer by co-branding the Hangar and by co-organizing a panel session with SAE.

- Opportunity to develop a panel session in collaboration with SAE
- Special mention at the opening of the Hangar
- Opportunity to display 2 PowerPoint slides between sessions (slides to be shuffled between sponsor and organiser slides)
- Two (2) pop-up banners to be placed in a highly visible area at the Hangar
- Your logo to be included in the overall Hangar branding
- One (1) literature rack with your marketing material to be placed in a highly visible area at the Hangar
- Exclusive announcement in one of our pre-congress communications to the complete aerospace database
- Recognition whenever the Hangar is promoted before, during and post event

EXTRA BENEFIT AS PLATINUM SPONSOR: 4 FULL CONGRESS REGISTRATIONS (SEE PAGE 7)

"THE PRESENTATIONS AT THE HANGAR WERE EXCELLENT!"
Milan Tasic, Stress Expert, Airbus

"IT WAS A VERY VALUABLE EXPERIENCE. I REALLY ENJOYED THE KEYNOTE SPEAKERS AT THE HANGAR."
Jennifer Klenka, Software Engineer, Lockheed Martin
I WANT TO BE VISIBLE IN ASSOCIATION WITH THE CONGRESS PRESENTATIONS

DAILY OPENING AND KEYNOTE ADDRESS €20,000 EXHIBITOR | €25,000 NON-EXHIBITOR

1 sponsor per keynote session

The keynotes are the most important presentations of a congress and are heavily promoted. Use this opportunity to get your brand and message out to 14,000 industry contacts worldwide whenever SAE communicates about the keynotes.

• Recognition whenever the keynote session of your choice is promoted before, during and post event
• Two (2) minutes introduction prior to the keynote session of your choice
• Verbal recognition prior to the keynote session of your choice
• Opportunity to play a two (2) minutes promotional video after the keynote session of your choice
• One (1) free-standing banner in a highly visible area during the keynote session of your choice
• Full page advertisement in the event guide
• Opportunity to put your flyer on each seat for the keynote session of your choice
• Exclusive announcement in one of our pre-congress communications to the complete aerospace database

EXTRA BENEFIT AS GOLD SPONSOR: 3 FULL CONGRESS REGISTRATIONS (SEE PAGE 7)

"THE KEYNOTE ADDRESS WAS INSPIRATIONAL AND THE HIGHLIGHT OF THE EVENT."
Representative of tier 1 supplier and past attendee to Aerotech

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I WANT TO BE VISIBLE IN ASSOCIATION WITH THE CONGRESS PRESENTATIONS

FLIGHT DECK €20,000 EXHIBITOR | €25,000 NON-EXHIBITOR

At the Flight Deck companies can inform the market about their latest solutions and innovations. Position yourself as the innovative leader in the market by sponsoring this platform.

Exclusive
Duration: Full duration of the congress I Location: Exhibition Hall

- Ten (10) minutes speaking slot in the Flight Deck at the time of your choice
- Two (2) minutes window to play your company video
- Special mention at the opening of the Flight Deck
- Opportunity to display 2 PowerPoint slides between sessions (slides to be shuffled between sponsor and organiser slides)
- Two (2) pop-up banners to be placed in a highly visible area at the Flight Deck
- Your logo to be included in the overall Flight Deck setup
- One (1) literature rack with your marketing material to be placed in a highly visible area at the Flight Deck
- Exclusive announcement in one of our pre-congress communications to the complete aerospace database
- Recognition whenever the Flight Deck is promoted before, during and post event

EXTRA BENEFIT AS GOLD SPONSOR: 3 FULL CONGRESS REGISTRATIONS (SEE PAGE 7)

SPEAKING SLOT AT THE FLIGHT DECK

Inform the market about your latest solutions and innovations during a 5 or 10 minutes speaking slot at the Flight Deck.

5 MINUTES SPEAKING SLOT €1,500 EXHIBITOR | €2,100 NON-EXHIBITOR
10 MINUTES SPEAKING SLOT €3,000 EXHIBITOR | €4,200 NON-EXHIBITOR
WORKSHOP (30 MINUTES) €7,000 EXHIBITOR | €10,500 NON-EXHIBITOR

“THE CONGRESS, AS EVER, PROVIDES A HUGE RANGE OF TOPICS FOR DISCUSSION WITH INDUSTRY EXPERTS TALKING FRANKLY AND OPENLY ABOUT THEIR CHALLENGES AND TRIUMPHS. A TRUE PEER TO PEER TECHNICAL CONFERENCE.”

Representative of a European aerospace OEM and past attendee to Aerotech
I WANT TO BE VISIBLE IN ASSOCIATION WITH THE CONGRESS PRESENTATIONS

TECHNICAL SESSION TRACK €7,500 EXHIBITOR | €10,500 NON-EXHIBITOR
Tracks to be confirmed

Show your leadership in your area of expertise by sponsoring the relevant sector focused track.

• Opportunity to display 2 PowerPoint slides between sessions (slides to be shuffled between sponsor and organiser slides)
• Opportunity to play your audio message as attendees are taking their seats
• Opportunity to play your two (2) minutes promotional video at the end of the track sessions

“I ENJOYED ATTENDING THE TECHNICAL SESSIONS, THE TRADE SHOW AND PARTICULARLY ENJOYED LISTENING TO INDUSTRY LEADERS PROVIDE THEIR THOUGHTS ON MOVING INTO THE FUTURE.”

Wade Boyd, Quality Engineer, The Boeing Company

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I WANT TO BE VISIBLE THROUGH NETWORKING BREAKS AND REFRESHMENTS

NETWORKING LUNCH BREAK ......................................................... €9,000 EXHIBITOR | €12,600 NON-EXHIBITOR
3 lunch breaks available; 1 sponsor per lunch break
Duration: 1 hour | Location: Exhibition Hall

Make one of the lunch breaks your own, place your brand name on all attendees’ minds and ensure your company is the topic of their conversations.

• Ten (10) minutes speaking slot at the Flight Deck during your lunch break
• Flyers with your message on high tables
• Branded napkins and/or cups
• Signage with your company logo and name on all stations

NETWORKING BREAK ................................................................. €6,500 EXHIBITOR | €9,100 NON-EXHIBITOR
6 lunch breaks available; 1 sponsor per break
Duration: 30 minutes | Location: Exhibition Hall

Make one of the coffee breaks your own, place your brand name on all attendees’ minds and ensure your company is the topic of their conversations.

• Five (5) minutes speaking slot at the Flight Deck during your coffee break
• Flyers with your message on high tables
• Branded napkins and/or cup
• Signage with your company logo and name on all coffee stations

PERMANENT COFFEE STATION .................................................. STARTING AT €6,000 EXHIBITOR | €8,400 NON-EXHIBITOR
3 coffee stations available; 1 sponsor per station
Duration: Full duration of the congress | Location: Exhibition Hall

Keep attendees happy by providing them with a permanent supply of coffee throughout the duration of the congress. Personalise the coffee station to demonstrate your company’s spirit.

BRANDED WATER FOUNTAINS ............................................... €5,000 EXHIBITOR | €7,000 NON-EXHIBITOR
Duration: Full duration of the congress

Display your logo, slogan or company name on the official congress water fountains and cups.

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I WANT TO BE VISIBLE THROUGH EVENT RELATED ITEMS

**LANYARDS** €7,000 EXHIBITOR | €9,000 NON-EXHIBITOR
Display your logo, slogan or company name on the official congress lanyards and benefit from the highest visibility throughout the congress and beyond. Lanyards will be handed out to each attendee upon registration and have to be worn visibly throughout the congress.

*Item to be produced by organiser.*

**CONGRESS BAG** €7,000 EXHIBITOR | €9,000 NON-EXHIBITOR
Choose to be the single company prominently featured on all congress bags and gain massive exposure to all attendees.

*Item to be produced by organiser.*

**STATIONARY** €5,000 EXHIBITOR | €7,000 NON-EXHIBITOR
Sponsor the notepads and pens for all congress attendees and keep them reminded of your brand as they also take these valued gifts back to their offices after the event.

- Full page advert on the cover page of the notepad
- Company logo and/or name on each page of the notepad
- Company logo and/or name on pen

**MOBILE DEVICE CHARGING STATION** €4,000 EXHIBITOR | €5,600 NON-EXHIBITOR
Place a charging station at a key location in the exhibition area for attendees to charge their mobile devices.

**HAND SANITIZER SPRAY** €2,000 EXHIBITOR | €2,700 NON-EXHIBITOR
Branded pocket-size hand sanitizer spray to be distributed to all attendees at registration (included in congress bag).
I WANT TO BE VISIBLE THROUGH COMMUNICATION AND SOCIAL MEDIA TOOLS

CONTENT CAPTURE €5,000 EXHIBITOR | €7,000 NON-EXHIBITOR
Sponsor the key presentations recording (selection to be made by the organiser) that will be made available to all congress attendees and SAE members maximizing the reach to the widest possible audience.

- Prominently feature your company name and logo on the session content capture web page
- Opportunity to place a 1 minute promotional video on the content capture website
- Opportunity to add a 15 seconds promotion after each captured presentation in the videos
- Banner on all communications announcing the session content capture

MOBILE APPLICATION €4,000 EXHIBITOR | €5,600 NON-EXHIBITOR
The app is a must in every smartphone. Attendees will be able to access full information about the event and contact fellow attendees and exhibitors.

- Splash screen as advertising space
- Clickable banner to be included on all event mobile app pages

WEBSITE BANNER €3,000 EXHIBITOR | €4,200 NON-EXHIBITOR
2 banners available
Advertise your company’s presence at the congress on the home page of our event website.

ADVERT IN EVENT GUIDE (PHOTO)
The event guide will be handed out to all attendees upon registration and will contain all important information regarding the event – Ideal for getting your message across to the whole community!

HALF PAGE AD €1,800 EXHIBITOR | €2,500 NON-EXHIBITOR
FULL PAGE AD €3,000 EXHIBITOR | €4,200 NON-EXHIBITOR
(+30% for inside front and inside back cover, +50% for back cover)

Please note that all items supplied by the sponsor are subject to approval by the organizer. Images provided are used for illustrative purposes only; elements of the display may not be included. All prices are excluding VAT.
I WANT TO BE VISIBLE THROUGH COMMUNICATION AND SOCIAL MEDIA TOOLS

LEAFLET IN CONGRESS BAG .................................................. €2,500 EXHIBITOR | €3,500 NON-EXHIBITOR
The congress bag will be handed out to all attendees upon registration. Benefit from this opportunity to promote your latest products.

Maximum permitted size of leaflets is 4 pages and A4 format. Material to be provided by sponsor/exhibitor.

WI-FI ..........................................................................................................................................
€3,000 EXHIBITOR | €4,200 NON-EXHIBITOR
Help attendees to get connected during the congress by being the official Wi-Fi sponsor.

• Company logo on signage that includes Wi-Fi login instructions
• Wi-Fi network branded with company logo

“Conferences like this offer a great opportunity to learn and stay current with technical advances in industry. They also offer great networking opportunities and the chance to speak face-to-face with potential suppliers.”

Dave Dickson, Associate Technical Fellow, The Boeing Company
EXHIBITION OPPORTUNITIES

PUT THE SPOTLIGHT ON YOUR COMPANY

Showcase your product and expertise to an audience comprising the most knowledgeable representatives in the sector. Your contacts and client base through informal, face-to-face interaction and create expanded opportunities for new or continued business.

SHELL SCHEME PACKAGE

€400 per square meter (available sizes: 9sqm, 18sqm, 36sqm, 72sqm)

+20% for a corner booth
+30% for an island booth
+40% for prime location booth (marked with the letter P)
-20% for raw space only

Deliverables:

<table>
<thead>
<tr>
<th>ITEM</th>
<th>9sqm</th>
<th>18sqm</th>
<th>36sqm</th>
<th>72sqm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back wall and side walls (hard wall panels)</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Fascia name board including company logo and/or name and booth number</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Complimentary registrations - Full congress</td>
<td></td>
<td></td>
<td>4</td>
<td>8</td>
</tr>
<tr>
<td>1sqm promotional floor sticker to be placed in a strategic location of the exhibition</td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Your company description (up to 100 words) and logo in the printed event guide, event website and mobile app</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Opportunity to contact attendees before, during and after the event via the dedicated event page in our Mobile App</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
</tbody>
</table>

Additional accessories (TV screen, waste basket, furniture, booth branding etc.) and services (cleaning, staffing, electricity, etc.) are available upon request (extra charges apply).

Please note that all items supplied by the sponsor are subject to approval by the organizer. Images provided are used for illustrative purposes only; elements of the display may not be included. All prices are excluding VAT.
INNOVATION ALLEY

Strategically located in the Exhibition Hall, our Innovation Alley exhibitors receive a full complement of benefits to ensure maximum exposure.

Criteria for Innovation Alley:

• Spin-off, privately held company started less than 3 years ago or with less than 15 employees
• Annual sales does not exceed £2M
• A registered non-profit organisation

Deliverables:

• 1 high table
• 2 chairs
• 1 electrical connection
• 1 full congress pass
• Your company description (up to 100 words) and logo in the printed event guide, event website and mobile app
• Access to all coffee and lunch breaks as well as the Welcome Reception

ADDITIONAL SERVICES

HOSPITALITY SUITE (EXHIBITOR ONLY) STARTING AT €10,000

Organize your own branded Hospitality Suite for up to 50 people.

• Includes meeting room with furniture and basic AV equipment (screen and projector).

LEAD RETRIEVAL (EXHIBITOR ONLY) €1,000

Hire your lead retrieval package for capturing information from all attendees visiting your booth.

PERSONALISED EVENING RECEPTIONS PRICING DEPENDING ON REQUIREMENTS

Have SAE help you in organizing your very own Evening Reception. Schedule a special event with your partners in beautiful Bordeaux and celebrate your past and future successes.
**ORDER FORM**

**SAE 2019 Aerotech Europe Congress & Exhibition** - 24-26 September 2019 | Bordeaux, France

This order form serves as a binding contract. By signing, the sponsor agrees to the SAE **T&Cs** which accompany this order form. As soon as the order form has been received and approved, the sponsor is liable for all associated fees outlined in this document.

**SELECTED SPONSORSHIP OPPORTUNITIES (please tick):**

<table>
<thead>
<tr>
<th><strong>VISIBILITY THROUGH SOCIAL EVENTS</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gala Dinner</td>
<td>25,000 Exhibitor</td>
</tr>
<tr>
<td>Welcome Reception</td>
<td>25,000 Exhibitor</td>
</tr>
<tr>
<td>Pre-Gala Dinner Reception</td>
<td>15,000 Exhibitor</td>
</tr>
<tr>
<td>Gala Dinner Transfer</td>
<td>10,000 Exhibitor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>VISIBILITY THROUGH KEY ACTIVITIES</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registration Area</td>
<td>15,000 Exhibitor</td>
</tr>
<tr>
<td>Networking Lounge Area</td>
<td>10,000 Exhibitor</td>
</tr>
<tr>
<td>Workshop (30 mins)</td>
<td>7,000 Exhibitor</td>
</tr>
<tr>
<td>Speaking Slot at Flight Deck</td>
<td>6,000 Exhibitor</td>
</tr>
<tr>
<td>10 minutes speaking slot</td>
<td>1,500 Exhibitor</td>
</tr>
<tr>
<td>5 minutes speaking slot</td>
<td>1,500 Exhibitor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>VISIBILITY DURING CONGRESS PRESENTATIONS</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hangar</td>
<td>25,000 Exhibitor</td>
</tr>
<tr>
<td>Daily Opening and Keynote Address</td>
<td>20,000 Exhibitor</td>
</tr>
<tr>
<td>Flight Deck</td>
<td>7,500 Exhibitor</td>
</tr>
<tr>
<td>Technical Session Track</td>
<td>7,500 Exhibitor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>VISIBILITY THROUGH NETWORKING BREAKS AND REFRESHMENTS</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Networking Lunch Break</td>
<td>9,000 Exhibitor</td>
</tr>
<tr>
<td>Networking Breaks</td>
<td>6,500 Exhibitor</td>
</tr>
<tr>
<td>Permanent Coffee Station</td>
<td>starting at 6,000</td>
</tr>
<tr>
<td>Branded Water Fountains</td>
<td>5,000 Exhibitor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>VISIBILITY THROUGH EVENT RELATED ITEMS</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lanyards</td>
<td>7,000 Exhibitor</td>
</tr>
<tr>
<td>Congress Bag</td>
<td>7,000 Exhibitor</td>
</tr>
<tr>
<td>Stationary</td>
<td>5,000 Exhibitor</td>
</tr>
<tr>
<td>Mobile Device Charging Station</td>
<td>4,000 Exhibitor</td>
</tr>
<tr>
<td>Hand Sanitizer Spray</td>
<td>2,000 Exhibitor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>VISIBILITY THROUGH COMMUNICATION AND SOCIAL MEDIA TOOLS</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content Capture</td>
<td>5,000 Exhibitor</td>
</tr>
<tr>
<td>Mobile Application</td>
<td>4,000 Exhibitor</td>
</tr>
<tr>
<td>Website Banner</td>
<td>3,000 Exhibitor</td>
</tr>
<tr>
<td>Wi-Fi</td>
<td>3,000 Exhibitor</td>
</tr>
<tr>
<td>Leaflet in Congress Bag</td>
<td>2,500 Exhibitor</td>
</tr>
<tr>
<td>Advert in Event Guide</td>
<td>4,500 Exhibitor</td>
</tr>
<tr>
<td>+50% Full page back cover ad</td>
<td>3,900 Exhibitor</td>
</tr>
<tr>
<td>+30% Full page inside front or back cover ad</td>
<td>3,000 Exhibitor</td>
</tr>
<tr>
<td>Full page ad</td>
<td>1,800 Exhibitor</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ADDITIONAL SERVICES</strong></th>
<th>Amount (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospitality Suite</td>
<td>starting at 10,000</td>
</tr>
<tr>
<td>Lead Retrieval</td>
<td>1,000 Exhibitor</td>
</tr>
<tr>
<td>Evening Reception</td>
<td>pricing depending on requirements</td>
</tr>
</tbody>
</table>

**TOTAL AMOUNT OF SPONSORSHIP IN EURO**
### SPONSORSHIP LEVEL ATTAINED (please tick):

- **Diamond**: as of €30,000 Exhibitor I as of €35,000 Non-Exhibitor
- **Platinum**: as of €25,000 Exhibitor I as of €30,000 Non-Exhibitor
- **Gold**: as of €20,000 Exhibitor I as of €25,000 Non-Exhibitor
- **Silver**: as of €15,000 Exhibitor I as of €20,000 Non-Exhibitor
- **Bronze**: as of €10,000 Exhibitor I as of €15,000 Non-Exhibitor
- **Friend of the Industry**: as of €5,000 Exhibitor I as of €10,000 Non-Exhibitor

### SELECTED EXHIBITION OPPORTUNITIES (please tick):

<table>
<thead>
<tr>
<th></th>
<th>9sqm</th>
<th>18sqm</th>
<th>36sqm</th>
<th>72sqm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corner Booth (+20%)</td>
<td>€4,320</td>
<td>€8,640</td>
<td>€17,280</td>
<td>€33,600</td>
</tr>
<tr>
<td>Island Booth (+30%)</td>
<td>€4,680</td>
<td>€9,360</td>
<td>€18,720</td>
<td>€36,400</td>
</tr>
<tr>
<td>Premium Booth (+40%)</td>
<td>€5,040</td>
<td>€10,080</td>
<td>€20,160</td>
<td>€39,200</td>
</tr>
<tr>
<td>Raw Space -20%</td>
<td>above price minus 20% reduction</td>
<td>above price minus 20% reduction</td>
<td>above price minus 20% reduction</td>
<td>above price minus 20% reduction</td>
</tr>
</tbody>
</table>

### BILLING DETAILS

- **Company**
- **Contact Person**
- **Job Title**
- **Address**
- **City**
- **Country**
- **Zip Code**
- **Phone**
- **Email**
- **Company VAT number**

### PAYMENT METHOD

This order form will not be accepted without bank transfer or credit card information.

- **Total amount to be paid (excl. VAT)**
- **Payment Method**
  - **Bank Transfer**
  - **Credit Card**
    - Please indicate:
      - **VISA**
      - **MC/EUROCARD**
      - **AMEX**
- **Card Number**
- **Exp. Date**
- **CVV**
- **Name of Card Holder**
- **Card Holder Signature**

### SPONSOR/EXHIBITOR SIGNATURE

- **Name in print letters**
- **Signature**

### SAE APPROVAL

- **Name in print letters**
- **Signature**
CREATE AN IMPACT ON TWO CONTINENTS.
Exhibit or sponsor at Aerotech Americas and Europe.

AEROTECH AMERICAS
CONGRESS & EXHIBITION

March 26-28, 2019
Charleston, SC, USA

sae.org/aerotech

EXHIBIT. SPONSOR. ATTEND.
sae.org/Aerotech

SPONSORSHIP AND EXHIBITION SALES EMEA
Annemarie Weise
Tel: +32 (0)2 743 4415
Mob: +32 (0)471 771 070
E-mail: annemarie.weise@sae.org

SPONSORSHIP AND EXHIBITION SALES AMERICAS
Arlene DiSilvio
Tel: +1 724 772 4060
Mob: +1 724 814 2664
E-mail: arlene.disilvio@sae.org

REGISTRATIONS
Tel: +32 (0)2 789 23 44
E-mail: EUevents@sae.org