CONNECTING

THE AEROSPACE INDUSTRY

DUBAI AIRSHOW

17-21 NOVEMBER 2019

DWC, DUBAI AIRSHOW SITE

WWW.DUBAIAIRSHOW.AERO

@DUBAIAIRSHOW

MAKING CONNECTIONS

Taking place from 17-21 November, the 2019 edition of the Dubai Airshow will once again bring the aerospace community together at DWC, Dubai Airshow Site. Show on show, the Dubai Airshow delivers an unrivalled gateway to established and developing markets – with 80% of the world's population located within eight hours of one of the UAE's airports this is where the industry comes to make connections.

2019 EXPECTED ATTENDANCE:

87,000
TRADE VISITORS

1,300
EXHIBITORS

UP TO **165**
AIRCRAFT ON DISPLAY

"The Dubai Airshow has been phenomenal, we've had great traffic and a lot of people have been very interested in our product. The event shows the best of all our different allies and friends coming together and working together to find solutions that promote commercial activity between countries."

Michael Dishman, Senior Regional Director, Middle East, Africa & South Asia ***OshKosh Defense***

DELEGATIONS

The Dubai Airshow runs one of the most successful and far-reaching delegation programmes in the world - the 2017 edition saw 279 delegations from 76 countries attend. We invest in the people, systems and relationships to ensure that our exhibitors meet their customers.

Face-to-face meetings and building relationships are key to developing business and our dedicated Delegation Liaison team is available to exhibitors in the lead up to and during the show to facilitate as many requests as possible.

2019 SHOW FEATURES

The Dubai Airshow prides itself on supporting and responding to developments within the aerospace industry, the 2019 edition will see a number of dedicated feature areas and conferences return to the show along with new additions:

AIRLINE CXO SUMMIT This one-day conference will be the most significant meeting of commercial airlines and decisions makers globally. Designed for leading decision makers from airlines. associations and equipment manufacturers to network and debate the industry's most critical issues and challenges.

CARGO CONNECT
Industry experts will discuss the vision of the cargo industry and the UAE as a strategic hub. Airlines, airport authorities, freight forwarders and expediting companies along with vendors will attend this focussed exhibition area and conference.

GLOBAL AIR TRAFFIC MANAGEMENT (GATM)
Bringing together the regional & international air traffic control network to discuss the latest in airspace design, air traffic flow management, autonomous aviation, modality & digital towers.

AIRPORT SOLUTIONS DUBAI
Join the airport community to discuss the biggest disruptors facing the industry; biometrics, AI, blockchain, robotics, IoT, big data and futurist technologies for the airports of tomorrow. The two-day exhibition running alongside the conference will enable buyers to source the latest and most innovative products and solutions.

SMART MANUFACTURING The inaugural Smart Manufacturing conference and pavilion at the Dubai Airshow will bring together key stakeholders to examine the additive manufacturing applications that are revolutionising the aerospace industry such as big data processing capabilities, industrial connectivity devices and services, and advanced robotics.

SPACE PAVILION AND TECH TALKS The Space Pavilion and tech talks, produced in collaboration with the UAE Space Agency, will address future missions and projects within the UAE whilst providing a global outlook into investment and innovation.

2017 ROUND UP

79,380 ATTENDEES FROM 137 COUNTRIES	279 DELEGATIONS FROM 76 COUNTRIES	1,200 EXHIBITORS FROM 63 COUNTRIES
159 AIRCRAFT ON DISPLAY	1,603 MEDIA FROM 59 COUNTRIES	$113.8 BILLION ORDER BOOK

VISITOR OVERVIEW

TOP 10 INDUSTRIES

Aircraft Interiors	5%
Airports & Related Industries	5%
Military/Government	5%
Logistics	6%
Aircraft Owner/Operator	7%
Manufacturer	7%
Maintenance/MRO	9%
Service/Support Industry	10%
Business & General Aviation	11%
Airline	15%

TOP 10 JOB FUNCTIONS

Flight Crew	4%
Owner/Co-Founder/President	4%
Pilot	4%
Purchasing/Procurement	4%
Finance	5%
Marketing/Advertising/PR	6%
Operations	8%
Sales	11%
Director/Board Member*	13%
Engineering	14%

Other industries in attendance include:
Additive Manufacturing, Cargo, Finance & Leasing, Insurance, Safety & Security, Space, Training & Simulation and Unmanned Systems

Other Job Functions represented include:
Air Traffic Control, Flight Ops, Flight Training, HR & Training, Instructor, IT & Comms Technology, Logistics, Manufacturing, R&D, Service or Support and Serving Military

** Director/Board Member (CEO/MD/Partner/CXO)*

"The Dubai Airshow is one of the best networking events in the world. Strategically the Middle East is very important as it's the gateway to the world... the requirements are very high and the customers are very sophisticated."

Adam Thomas, Senior Press Officer, ***Department for International Trade Defence and Security Organisation UK (DIT DSO)***

CONNECT WITH THE INDUSTRY

If you want to increase your customer base, boost brand awareness or launch a new product, the team at Dubai Airshow will work with you to create a tailored package to help you allocate your budget effectively and achieve your business goals.

SPONSORSHIP OPPORTUNITIES:

Our integrated marketing solutions give you the opportunity to place your company and brand in front of the entire industry or to focus on particular sectors relevant to you and your products:

BRAND VISIBILITY & AWARENESS

- High-Impact Brand Placement at the Entrance, Exhibition Hall, Static Park, Exit and Feature Areas
- Reach Attendees through the Handheld Floorplan, Exhibitor Badges, Information Desk and Phone Charging Stations

EDUCATE THE MARKET

- Promote Company Executives and Thought-Leaders with a Sponsored Speaking Session
- Highlight Company Executives with a Pre-Event Executive Interview in the Attendee Newsletter

NETWORKING

- Special Event Promotion Packages

EXHIBITING OPPORTUNITIES:

INDOOR

1 Space Only - Our Space Only option allows you to work with the contractor of your choice to produce your own bespoke stand.
Sqm rates from US$660

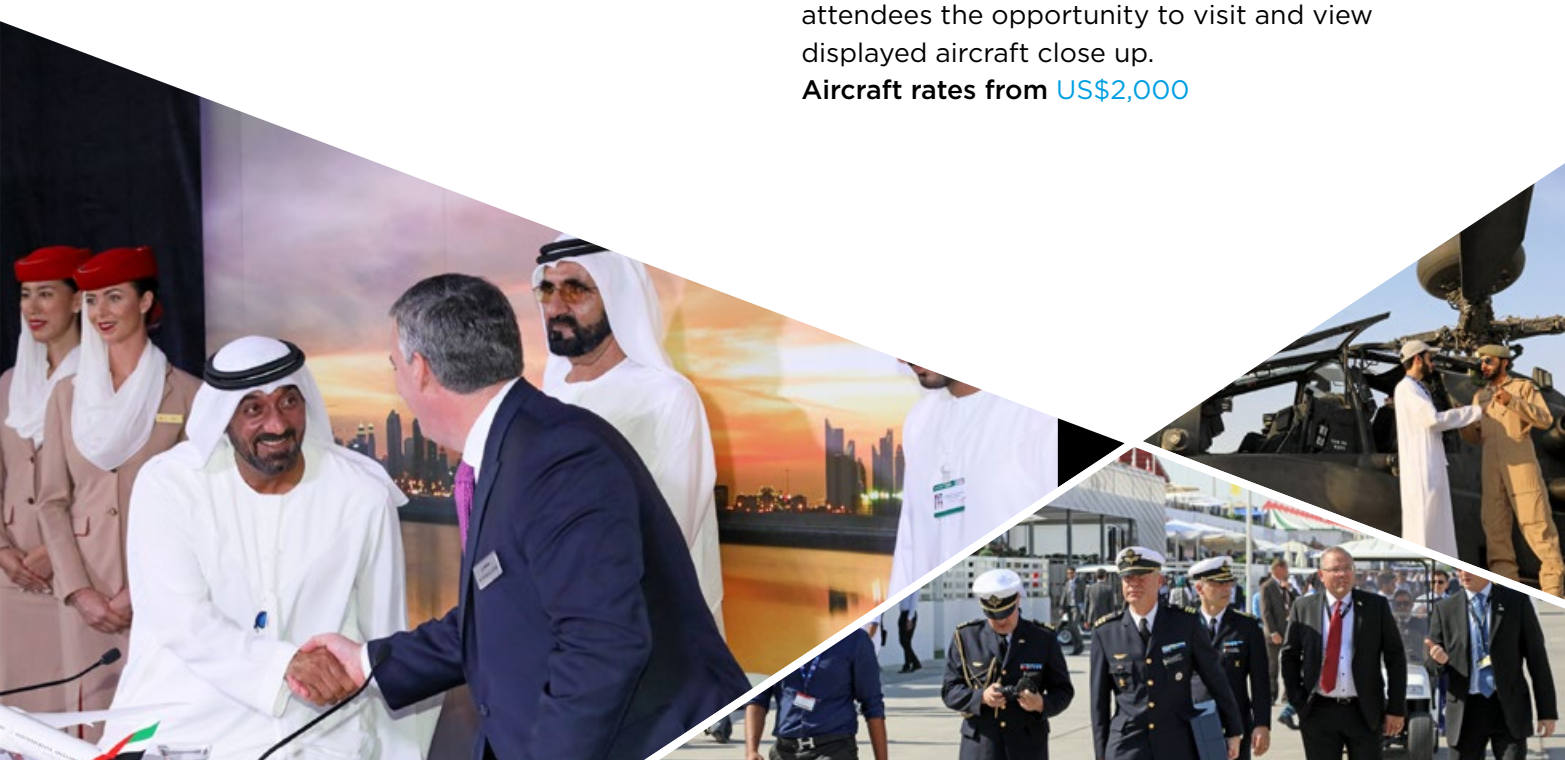
2 Shell Scheme - a cost-effective and straightforward solution to exhibit – this option includes main stand components; just add the graphics and furniture of your choice.
Sqm rates from US$765

OUTDOOR

3 Chalet – Our Chalets allow you to host clients in your own self-contained, branded unit. Double and single storey chalets with views of the static display are available.
Chalets from US$78,500 (Double)
US$41,000 (Single)

4 Outdoor Space – Ideal for displaying large exhibits, mock-ups, vehicles or for building your own custom designed Pavilion.
Sqm rates from US$440

5 Aircraft Display – Famously accessible, the static display at Dubai Airshow gives attendees the opportunity to visit and view displayed aircraft close up.
Aircraft rates from US$2,000



"The Dubai Airshow is always special and always different. This is the most critical show in the region. It's the single place where everyone comes together for one week to share information, observe each other's products and do business."

Steve Suttles, GM, Middle East & Africa, ***Bell***

CONNECT WITH US

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