



# YOUR GLOBAL CONNECTION

**EBACE**

21-23 MAY 2019 | GENEVA

**EXHIBIT AT EUROPE'S  
PREMIER BUSINESS  
AVIATION EVENT**

► [www.ebace.aero/exhibit](http://www.ebace.aero/exhibit)



EBACE is the must-attend event in European business aviation. This is where the **global community comes together** and nearly everyone you want to or need to meet will be there."

MARK BYRNE, DIRECTOR, MARTYN FIDDLER AVIATION

## EXHIBIT AT EUROPE'S PREMIER BUSINESS AVIATION EVENT

The European Business Aviation Convention & Exhibition (EBACE2019) is a three-day convention in Geneva, and the only major European event focused solely on business aviation. Jointly hosted by EBAA and NBAA, EBACE brings together about 13,000 business leaders, government officials, manufacturers, corporate aviation department personnel and a host of others involved in nearly every aspect of business aviation, including:

- » Aircraft manufacturers
- » Avionics firms
- » Financial services
- » Handling organizations
- » Fractional providers
- » Charter/lease companies
- » Fuel suppliers
- » Aircraft resellers
- » And more!

**SUBMIT YOUR EXHIBIT APPLICATION ONLINE:**

EXHIBITOR PRIORITY DEADLINE

**8 November 2018**



## SHOW LOCATION

Palexpo and Geneva International Airport  
Geneva, Switzerland

## EXHIBIT & STATIC DISPLAY HOURS

TUESDAY, 21 MAY	10:00 – 18:00
WEDNESDAY, 22 MAY	9:00 – 18:00
THURSDAY, 23 MAY	9:00 – 16:00 Exhibits 9:00 – 14:00 Static Display

## EBACE PROFILE



**400+** Exhibitors



**13,000** Attendees



**50+** Aircraft on Static Display



**10+** Education Sessions

### EBACE Exhibitors Have the Opportunity to:

- 1 Display their latest products and services
- 2 Meet with new and existing customers
- 3 Establish critical business for the year ahead



## PRIORITY EXHIBIT SPACE PLACEMENTS

Live, online exhibit space placements will be held between 28 November and 21 December 2018 to allow qualifying indoor exhibitors to select their preferred stand locations in real time based on available space. Qualifying exhibitors will work with EBACE exhibits staff one on one to review the exhibit hall floor plan online and select their exhibit space.

Ensure your company qualifies for the priority draw and live exhibit space placement by submitting your exhibit application and full, non-refundable payment by the 8 November 2018 deadline: [www.ebace.aero/exhibit](http://www.ebace.aero/exhibit).

**Complete exhibitor information**, including full pricing details, space assignment procedures, rules and regulations, media relations and other marketing resources can be found online at: [www.ebace.aero/exhibit](http://www.ebace.aero/exhibit).

### Top Five Reasons Exhibitors Participate:

- 1 Maintain image, presence, and/or awareness
- 2 See existing customers
- 3 Obtain new sales leads
- 4 New product introduction
- 5 Make sales at the show

**To view a list of exhibitors from EBACE2018, visit:**  
[www.ebace.aero/2018directory](http://www.ebace.aero/2018directory).

# EBACE2019 EXHIBIT PRICING

## Indoor Exhibit Hall

### Priority-One Placement

Exhibits of 180 sqm or larger: \$4,115 per 3m-by-3m space

### Premium Placement

Exhibitors reserving less than 180 sqm may select premium placement, which includes an upgrade to priority-two and two additional badges per space reserved.

#### Raw Space\*

\$5,240 per  
3m-by-3m space

#### Shell Scheme Space

\$6,040 per  
3m-by-3m space

#### Inline Raw Space

\$5,580 per  
3m-by-3m space

### Standard Placement

Exhibitors reserving less than 180 sqm

#### Raw Space\*

\$3,940 per  
3m-by-3m space

#### Shell Scheme Space

\$4,740 per  
3m-by-3m space

#### Inline Raw Space

\$4,280 per  
3m-by-3m space

## Early Payment Discount

The above pricing is valid for applications submitted with full payments by **8 November 2018**. After the deadline, indoor exhibit space prices will increase by \$150 per 3m-by-3m space reserved.

\*A minimum of 36 sqm is required to reserve raw exhibit space.

## First-Time Exhibitor Pavilion

The First-time Exhibitor Pavilion offers an easy and economical way to have a professional display at EBACE. This opportunity is only available to companies that have not exhibited at EBACE in the past or have not exhibited since 2016. For more information, please email Maureen Cameron: [mcameron@nbaa.org](mailto:mcameron@nbaa.org).

## Static Display

### Ramp Space

\$490 per 3m-by-3m static display space reserved

Aircraft movement fees will be charged separately and are determined based upon the size of the aircraft. Visit [www.ebace.aero/exhibit](http://www.ebace.aero/exhibit) for a complete breakdown of aircraft movement fees.

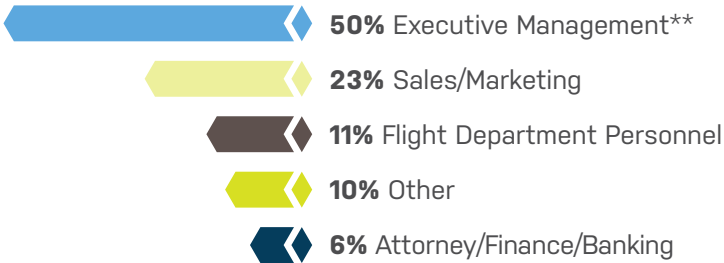
## SPONSORSHIP OPPORTUNITIES

EBACE provides high-visibility sponsorship options that will place your brand in front of key customers, decision-makers and influencers. To provide maximum publicity for your company to the 13,000 attendees, contact: [sponsorships@ebace.aero](mailto:sponsorships@ebace.aero).

## Attendees' Influence on Company Purchasing Decisions:

- 40%** Evaluate and recommend one or more products/ services for purchase
- 25%** Have final say in purchase decisions
- 21%** Specify supplier

## Attendees' Job Functions:



\*\* Owner, Founder, Chairman, CEO, President, Managing Director, Partner, CFO, COO, Vice President

## Top Five Reasons Attendees Register:

- 1 Network with vendors and colleagues
- 2 Meet with clients/customers
- 3 Keep up-to-date on industry trends
- 4 Visit companies whose products and services they utilize
- 5 See the latest products and services

## 39% of EBACE visitors are first-time attendees



## HOTEL RESERVATIONS

MCI Suisse SA is the official hotel coordinator for EBACE2019. Be sure to book your hotel early as rooms are limited and may sell out. Accommodations can be made online starting in June 2018: [www.ebace.aero/hotel](http://www.ebace.aero/hotel).



## EXHIBIT CONTACTS

### Indoor Exhibits

Maureen Cameron, NBAA Director, Exhibits  
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Rachel Thomas, NBAA Manager, Exhibits  
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Linda Peters, NBAA Vice President, Exhibits  
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### Static Display of Aircraft

Joe Hart, NBAA Director, Static Display  
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Tracy Tippett, NBAA Manager, Static Display  
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### EBACE European Office

Rachel Clementi, EBAA Senior Conventions and Events Manager  
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EBACE is a show where you can **access real decision makers face-to-face and get business done.** If you are working in the business aviation sector then EBACE is a must."

ADRIAN LEATHERLAND, GROUP BUSINESS DEVELOPMENT  
MANAGER, QUALITAIR



U.S. Office

1200 G Street NW, Suite 1100  
Washington, DC 20005, USA



## **SUBMIT YOUR EXHIBIT APPLICATION AND PAYMENT BY 8 NOVEMBER 2018**

to qualify for the priority exhibit  
space placements.

▶ [www.ebaace.aero/exhibit](http://www.ebaace.aero/exhibit)