2020-2021 Conferences
Make it your Goal to Connect with Key Decision Makers in the A&D Industry

SpeedNews Conferences deliver an array of information to the aviation industry that is unmatched in its quality and depth to stakeholders in commercial, defense, business and general aviation, aerospace manufacturing, raw materials, and M&A.

SpeedNews Conferences is the world’s most prominent developer of aerospace and aviation information sharing events, providing global aerospace and aviation leaders, executives, and decision makers with targeted industry information, data, updates, forecasts, and professional networking opportunities.

OPPORTUNITIES

Our mission is to strengthen the A&D Industry through quality events, provide top level speakers, and connect industry professionals with each other. We are dedicated to making our events successful for our delegates, sponsors and advertisers.

We are known as the premiere events in the A&D industry for information gathering, and knowledge sharing for those involved in these areas worldwide. If you want to be recognized as a leader, if you want brand recognition or if you want to develop relationships, and connect with leaders, our portfolio is the place to be involved!

Our promotional and collaboration opportunities position your organization as an industry leader and enable you to reach qualified buyers with purchasing power. Solution providers are able to develop strategic partnerships and customer relationships with global industry professionals, leading to sales being closed at an accelerated rate and increased exposure within the core communities at all times during the event lifecycle. We connect your organization to the right business opportunity channels around the globe.

We are dedicated to making our events successful for our customers and audience. We would like to help your organization become part of our A&D community, so let us help build your connections.

Please contact Joanna Speed at jspeed@speednews.com today to get you started.
DELEGATES
At SpeedNews Conferences, delegates meet and interact with industry experts and manufacturers who provide updates on the state of the industry, recovery trajectories within the market and technology advancements. Various networking opportunities throughout each Conference enable delegates to develop valuable relationships with peers, influential decision makers and even competitors.

DELEGATE BREAKDOWN
- Over 1200 total delegates each year
- Over 250 delegates attending multiple events per year
- Average 30% attending YoY

AUDIENCE PROFILE
- 26% MANAGERS
- 24% DIRECTORS
- 20% C-LEVEL EXECUTIVES & PRESIDENTS
- 20% VPs
- 10% OTHER

“...one of the best conferences I have ever attended.”
GIANCARLO SCLABI
Chief Executive Officer
C*BLADE SpA – a SIFCO Company

ORGANIZATION PROFILE
- 64% MANUFACTURERS
- 11% CONSULTANTS
- 9% INDUSTRY ORGANIZATIONS
- 7% FINANCIAL INSTITUTIONS
- 3% DISTRIBUTORS
- 2% MRO
- 4% OTHER
- 2% OTHER

www.SpeedNews.com/conferences
Concerns about COVID-19 (Coronavirus)
The following events will take place as planned. Safety, wellbeing and experience of Delegates at our events are top priorities. We are following official guidance and working with venues to put the best preventative measures in place.

2020 SpeedNews Conferences

Business & General Aviation Conference
Strategy ➔ Program Updates ➔ Supplier Opportunities
NOVEMBER 16, 2020
A Virtual Event

2021 SpeedNews Conferences

11th Annual Aerospace Raw Materials & Manufacturers Supply Chain Conference
MARCH 2, 2021
Beverly Wilshire (A Four Seasons Hotel), Beverly Hills, CA

35th Annual Commercial Aviation Industry Suppliers Conference
MARCH 2-4, 2021
Beverly Wilshire (A Four Seasons Hotel), Beverly Hills, CA

9th Annual Aerospace Manufacturing Conference
MAY 2021
Venue TBD

22nd Annual Commercial Aviation Industry Suppliers Conference - Europe
SEPTEMBER 2021
Venue TBD

2020-2021 Aviation Week Network A&D Events

Aviation Week A&D Mergers & Acquisitions Conference
NOVEMBER 11, 2020
A Virtual Event

Aviation Week DefenseChain Conference
Business Strategy © Supplier Opportunities © Program Excellence
OCTOBER 19-20, 2021
Ritz-Carlton, Tysons Corner, McLean, VA

Aviation Week Program Excellence Awards Banquet
OCTOBER 20, 2021
Ritz-Carlton, Tysons Corner, McLean, VA

PEACE OF MIND ASSURANCE
For details, please visit: www.informa.com/allsecure
Delegates by Individual Conference

Aerospace Raw Materials & Manufacturers Supply Chain Conference

AVERAGE NUMBER OF DELEGATES: 200

AUDIENCE PROFILE

- 1% OTHER
- 31% MANAGERS
- 29% DIRECTORS
- 8% C-LEVEL EXECUTIVES
- 11% PRESIDENTS
- 20% VPs

Commercial Aviation Industry Suppliers Conference

AVERAGE NUMBER OF DELEGATES: 375-400

AUDIENCE PROFILE

- 5% OTHER
- 22% MANAGERS
- 28% DIRECTORS
- 14% PRESIDENTS
- 9% C-LEVEL EXECUTIVES
- 22% VPs

Aerospace Manufacturing Conference

AVERAGE NUMBER OF DELEGATES: 200

AUDIENCE PROFILE

- 7% OTHER
- 31% MANAGERS
- 30% DIRECTORS
- 9% C-LEVEL EXECUTIVES
- 12% PRESIDENTS
- 11% VPs

Commercial Aviation Industry Suppliers Conference - Europe

AVERAGE NUMBER OF DELEGATES: 150

AUDIENCE PROFILE

- 5% OTHER
- 29% MANAGERS
- 33% DIRECTORS
- 6% C-LEVEL EXECUTIVES
- 11% PRESIDENTS
- 16% VPs
Delegates by Individual Conference

**Aviation Week DefenseChain Conference**

*Average Number of Delegates:* 250

**Audience Profile**

- 30% Managers
- 32% Directors
- 7% C-Level Executives
- 8% Presidents
- 6% Other

**Aviation Week A&D Mergers & Acquisitions Conference**

*Average Number of Delegates:* 150

**Audience Profile**

- 25% Managers
- 17% VPs
- 7% Presidents
- 4% Other
- 23% C-Level Executives

**Business & General Aviation Conference**

*Average Number of Delegates:* 100-120

**Audience Profile**

- 27% Managers
- 29% Directors
- 16% Presidents
- 4% Other
- 10% C-Level Executives
- 14% VPs

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Our YearRound Access Pass allows for extra flexibility to pre-select multiple Conferences to attend in a year.

Visit SpeedNews.com/conferences for details.
## Profile Breakdown by Individual Conference

### Aerospace Raw Materials & Manufacturers Supply Chain Conference

**Organization Profile**
- Manufacturers: 74%
- Industry Organizations: 8%
- Distributors: 5%
- Consultants: 5%
- Finance: 4%
- Other: 3%

**By Region**

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>North America</td>
<td>88%</td>
</tr>
<tr>
<td>Europe</td>
<td>8%</td>
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<tr>
<td>Asia-Pacific</td>
<td>3%</td>
</tr>
<tr>
<td>South America</td>
<td>1%</td>
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</table>

### Aerospace Manufacturing Conference

**Organization Profile**
- Manufacturers: 57%
- Industry Organizations: 17%
- Consultants: 14%
- Distributors: 4%
- Finance: 2%
- Repair & Overhall: 1%
- Other: 5%

**By Region**

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>North America</td>
<td>97%</td>
</tr>
<tr>
<td>Europe</td>
<td>2%</td>
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<tr>
<td>Asia-Pacific</td>
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### Aviation Week Defense Supply Chain Conference

**Organization Profile**
- Manufacturers: 67%
- Consultants: 11%
- Information Providers: 7%
- Industry Organizations: 8%
- Finance: 3%
- Distributors: 1%
- Other: 3%

**By Region**

<table>
<thead>
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<th>Region</th>
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<tbody>
<tr>
<td>North America</td>
<td>98%</td>
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<tr>
<td>Other</td>
<td>2%</td>
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### Commercial Aviation Industry Suppliers Conference

**Organization Profile**
- Manufacturers: 64%
- Consultants: 10%
- Industry Organizations: 8%
- Distributors: 4%
- Repair & Overhall: 2%
- Other: 3%

**By Region**

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<tr>
<td>North America</td>
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<td>Asia-Pacific</td>
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<td>South America</td>
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### Commercial Aviation Industry Suppliers Conference - Europe

**Organization Profile**
- Manufacturers: 67%
- Consultants: 9%
- Industry Organizations: 6%
- Distributors: 5%
- Repair & Overhall: 2%
- Other: 4%

**By Region**

<table>
<thead>
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<tbody>
<tr>
<td>Europe</td>
<td>68%</td>
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<tr>
<td>North America</td>
<td>29%</td>
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<td>Asia-Pacific</td>
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<td>South America</td>
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### Aviation Week A&D Mergers & Acquisitions Conference

**Organization Profile**
- Manufacturers: 40%
- Finance/Investment: 34%
- Consultants: 18%
- Information Providers: 2%
- Distributors: 2%
- Repair & Overhall: 1%
- Other: 3%

**By Region**

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<td>99%</td>
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<tr>
<td>Other</td>
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</table>

### Business & General Aviation Conference

**Organization Profile**
- Manufacturers: 59%
- Consultants: 14%
- Industry Organizations: 6%
- Distributors: 4%
- Repair & Overhall: 3%
- Other: 5%

**By Region**

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<td>1%</td>
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Smart and Safe

At SpeedNews Conferences, we care deeply about our family of colleagues, delegates and our communities. Your safety is our top priority. We have made preparations to run our events in accordance with all government and local authority guidance, as well as Informa AllSecure – Informa’s approach to enhanced health and safety standards as a result of COVID-19.*

All events will undertake enhanced, deep cleaning before, during and after our events, working with venue partners to ensure the highest standards of hygiene and cleanliness. This includes continuous sanitization throughout the course of an event, with a focus on high-touch areas such as door handles, restrooms and food and beverage areas.

ARRIVAL AT VENUE

- Temperature screening upon entry
- Protective barriers at check-in
- Floor markings and signage to encourage social distancing
- Efficient check-in to minimize contact and paperwork
- Luggage sanitization available
- Disposable face masks and gloves suggested and available upon request
- Sanitization stations

TO YOUR ROOM

- Signage and floor markings to indicate most efficient routes and distancing
- Elevator limits and requirements
- Keyless entry where available

IN THE ROOM

- Reduced non-essential items
- Strict and extensive sanitization program
- Cleanliness sealed rooms

* Not all procedures apply to every venue
Smart and Safe — continued

PUBLIC AREAS

- Strict and extensive sanitization program
- 30-minute cleaning cycles
- Restroom attendants
- Regular thermal checks on venue associates
- Sanitization stations

DURING CONFERENCE

- Temperature screening upon entry
- Non-contact or self-service registration processes to minimize queuing and physical contact
- Floor markings and signage to encourage social distancing in-line with local authority regulations or guidance
- Face masks suggested and available upon request
- Delegates encouraged to avoid handshakes and embraces as greetings and to avoid sharing printed business cards
- Revised seating with additional space between seats
- Active room density management
- Hands-free technology when possible; disinfecting between each use
- Highest standards of food safety
- Minimized self-service buffets; beverages served by venue staff

TRANSPORTATION TO OFFSITE ACTIVITIES

- Health screening and operation policies for drivers
- Mask and glove requirement for drivers
- Face masks required and available upon request for passengers
- Reduced capacity and seating configuration adjustments/physical distancing considerations
- Strict cleaning and sterilization process for vehicles

DEPARTURE

- Efficient check-out to minimize contact and paperwork
- Sanitization stations

* Not all procedures apply to every venue

Informa AllSecure is Informa’s approach to enhanced health and safety standards at our events following COVID-19.

FOR ADDITIONAL INFORMATION VISIT: www.informa.com/allsecure

www.SpeedNews.com/conferences
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