The airspace is evolving and so are we.

Exhibit

21-23 June, 2022
Madrid, Spain
IFEMA, Feria de Madrid

World ATM Congress 2022

www.worldatmcongress.org
Welcome to World ATM Congress –
The world’s largest international air traffic management exhibition!

ATCA and CANSO have once again partnered to bring you World ATM Congress. Aviation thought leaders gather for three days of educational sessions, product demonstrations and launches, contract closures, and network building in Madrid, Spain. Join thousands of product developers, air navigation service providers (ANSPs), air traffic controllers, and leading academic experts at the largest ATM event in the world.

We are excited to once again welcome Expodrónica and the AAM Pavilions to the World ATM Congress family! Both of these new World ATM Congress pavilions will offer focused programming and exhibition to usher in the new future of flight and the integration of advanced air mobility (AAM), UAS traffic management (UTM), autonomous and remotely piloted aerial vehicles (AAV/RPAS), novel air traffic management (ATM) systems, and other drone or AAM-related services.

World ATM Congress is an event by the ATM industry, for the ATM industry. As aviation and ATM evolve, we look forward to expanding our event to keep pace with all segments of our innovative community!

Our Attendees
World ATM Congress attracts a broad representation from commercial, civil, government, and military.

This includes senior management, project leaders, senior engineers, researchers, regulators, and decision-makers who influence the purchase of products and services.

World ATM Congress brings together:
• ANSPs from around the world
• ATC Service Providers
• Airlines and Operators
• Airports and Airport Authorities
• Armed Forces
• Airframers and Vehicle Designers
• Air Traffic Controllers
• Government Representatives
• Drone Manufacturers and Service Providers
• Systems Contractors and Manufacturers
• Advanced and Urban Air Mobility Providers
• Academia and Researchers
• Unmanned vehicles services and providers
• Non-Governmental Organisations
• Engineers
• Consultancies

When you attend, you’ll get –
• Unparalleled insight into key issues in the ATM industry.
• Hands-on experience of the latest products and innovation.
• The potential to increase brand awareness all in one place – you’ll save time and increase revenue!
• Access to the full spectrum of aviation, including emerging entrants such as AAM/UAM, drones, commercial space, AI/ML, cloud computing, and autonomous systems.

World ATM Congress delivers the context, content, and contacts that suppliers and customers need to shape the future of global airspace. Exhibit at World ATM Congress. The ATMosphere for business.

www.worldatmcongress.org
Exhibition Timetable at a Glance*

<table>
<thead>
<tr>
<th>Stand Set-up:</th>
<th>Friday, 17 June**</th>
<th>11.00–21.30</th>
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<tr>
<td></td>
<td>Saturday, 18 June</td>
<td>08.30–21.30</td>
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<tr>
<td></td>
<td>Sunday, 19 June</td>
<td>08.30–21.30</td>
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<td></td>
<td>Monday, 20 June</td>
<td>08.30–21.30</td>
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<tr>
<th>Open Hours:</th>
<th>Tuesday, 21 June</th>
<th>10.00–19.30</th>
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<tr>
<td></td>
<td>Wednesday, 22 June</td>
<td>10.00–18.00</td>
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<td>Thursday, 23 June</td>
<td>10.00–14.00</td>
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| Drone Demonstrations, Quatro Vientos Airport | 15.00–22.00 |

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<th>Dismantle:</th>
<th>Thursday, 24 June</th>
<th>14.00–21.30</th>
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<tr>
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<td>Friday, 25 June</td>
<td>08.30–21.30</td>
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*Times are subject to change.  **Additional fees apply for Friday setup.

Multilevel Stands (ground floor of stand must be a minimum of 80sq. meters)

For multilevel stands, add 10 percent to the regular stand price for the area built on the top floor.

World ATM Congress must approve all custom stands. Stand plans should indicate the name of the event and stand number, specify maximum number of occupants allowed, and have a structural engineer’s stamp certifying that the platforms can bear the maximum occupant load. Certain multilevel stands may require fire watches, smoke detection devices, fire extinguishers, multiple exits, etc., as required by fire prevention officials. See the IFEMA Exhibitor Technical Manual for additional information.

Meeting Space Rental

A number of meeting rooms have been reserved for use by exhibitors during World ATM Congress. Rental rates apply and exhibitor meeting space reservations forms will be available in spring of 2022.

Should you have any questions about meeting space reservations, please contact Sandra.Strickland@acta.org
Exhibit Space Fees:

- **Space Only:** €500.00 per m² (exclusive of VAT)
- **Shell Scheme Package:** €590.00 per m² (exclusive of VAT)
- **Stand Only and Pre-Designed Booth:** €500.00 per m² (exclusive of VAT) + the cost of the booth

ATCA members and CANSO members receive a 5 percent discount off their exhibit space fees.*

Shell Scheme Package requires minimum of 9m² (minimum 3m x 3m) of exhibit space.

Fully furnished shell scheme includes: exhibit space, panel walls, carpeting, sign with company name, one (1) table, two (2) chairs, lighting of 100w/m² with lamps of 300w each, electric (includes control circuit, protection circuit (30 mA), three (3) independent output circuits, one (1) 500w socket, and basic electric supply.

* Membership must be in good standing at time of contract submission and during Exhibition dates.

OPTIONS OF PRE-DESIGNED STANDS FOR SPACE ONLY EXHIBITS

WATMC has worked with our partners to develop cost effective custom stand options for the smaller sized space only exhibitors. If you are interested in any of these stand formats, please contact Kenes Group at watmc@kenes.com for additional information.

3x4m Booth: 4.800 € (exclusive of VAT)

**STAND 3x4 Option 1**

- Carpeted floor 3x4m
- 1 counter
- 1 table and 4 chairs
- 1 storage 100x70x230cm
- Canvas backdrop 230 x 20 x 300cm
- Canvas totem (bridge shape) 70 x 20 x 230cm
- 1 planter 130 x 20 x 30cm

**STAND 3x4 Option 2**

- Carpeted floor 3x4m
- 1 counter
- 1 table and 4 chairs
- 1 storage 100x70x230cm
- Canvas totem 55 x 240cm
- 2 planters
3x6m Booth: 8.150 € (exclusive of VAT)

Available for co-exhibiting too!

**STAND 3x6 Option 1**

**Included:**
- Carpeted floor 3x6m
- 1 counter
- 1 table and 4 chairs
- 1 storage 100x70x230cm
- Canvas backdrop 230 x 20 x 400cm
- Canvas totem (bridge shape) 70 x 20 x 230cm
- 2 planters 130 x 20x 30cm

**STAND 3x6 Option 2**

**Included:**
- Carpeted floor 3x6m
- 1 counter
- 1 table and 4 chairs
- 1 storage 100x70x230cm
- Canvas backdrop 230 x 20 x 400cm
- Canvas totem (bridge shape) 70 x 20 x 230cm
- 2 planters

5x5m Booth: 10.250 € (exclusive of VAT)

Available for co-exhibiting too!

**STAND 5x5 Option 1**

**Included:**
- Carpeted floor 5x5m
- 1 counter
- 2 tables and 8 chairs
- 1 storage 150x70x230cm
- Canvas backdrop 230 x 20 x 400cm
- Canvas totem (bridge shape) 70 x 20 x 230cm
- 1 planter 130 x 20x 30cm

**STAND 5x5 Option 2**

**Included:**
- Carpeted floor 5x5m
- 1 counter
- 2 tables and 8 chairs
- 1 storage 150x70x230cm
- Canvas bridge structure 55 x 240cm and totem of 70x20x400
- 4 canvas frames
- 2 planters
Primary Exhibitor Registration Fee: €300.00

This is a non-refundable flat fee, independent of stand size that is charged to primary exhibitors.

A Primary Exhibitor is the exhibiting company/organisation that is named on the contract for the rental of the physical exhibit space and has control over the rented exhibit space.

Co-Exhibitor (Sharing) Registration Fee: €750.00

This is a non-refundable flat fee, independent of stand size that is charged to Co-Exhibitors.

A Co-Exhibitor is an exhibiting company/organisation that is sharing rented exhibit space with a Primary Exhibitor and has completed the Co-Exhibitor contract.

VAT Tax: All fees listed DO NOT include 10 percent VAT. World ATM Congress only charges the VAT rate that is mandated by Spanish authorities, and has no control over the VAT charged to World ATM Congress participants.

Exhibitor Insurance: Liability and Multifair (Casualty) insurance are included with your stand rental. No additional insurance is required by the organiser or IFEMA for your participation in World ATM Congress.

Credit Card Processing Fee: A non-refundable fee of 2.5 percent will be applied to all fees paid by credit card. This fee will not apply to bank transfers or check payments.

Allocation of Exhibition Space: We encourage exhibitors to visit the World ATM Congress Stand (#105) onsite to reserve your exhibit space for 2022 or meet with World ATM Congress staff to plan your participation in 2022.

Exhibitor Benefits:

- Ability to rent meeting space
- Ability to reserve Education Theatre presentation slots (limited slots available)
- Ability to participate in live drone/UAM/AAM/eVT0L demonstrations at Cuatro Vientos Airport
- Welcome Reception in the Exhibition Hall
- Listing in official on-site Congress Guide
- Special sponsorship and advertising opportunities only available to exhibitors
- Exhibitors’ products and services search engine on World ATM Congress website
- Exhibitors’ press releases published on World ATM Congress website
- Exhibitors’ badges
- 24-hour security surveillance in the Exhibition Hall
- Virtual Hall - an online interactive floorplan where Exhibitors can market to attendees pre-and post-show
  Exhibitors’ company information is highlighted in real-time on the online floorplan in the Exhibitors section of www.worldatmcongress.org. Attendees can quickly locate your stand position and get direct links to your website, product information, and company description. This is also the best place to post your videos and press releases for maximum visibility!
  Available starting six months prior to the World ATM Congress start date.

World ATM Congress Exhibitor Prospectus
Information for Exhibitors

Payment Methods

Option 1: Payment by Credit Card (VISA or MasterCard, 2.5 percent credit card processing fee applies)
Option 2: Payment by Check. Please make check payable to World ATM Congress.
Option 3: Bank Transfer

Should you wish to make a bank transfer, please contact Ashley Haskins at Ashley.Haskins@atca.org or call +1 703 299 2430 ext. 395 for bank transfer information.

Cancellation/Space Reduction

Registration Fee: Non-Refundable
Booth space rental fee refund schedule:
75 percent refund with receipt of written cancellation by 25 February 2022
50 percent refund with receipt of written cancellation by 25 March 2022
25 percent refund with receipt of written cancellation by 25 April 2022

No refunds/Credits after 25 April 2022 will be made for any stand cancellations, stand space reduction or stand type changes.

Cancellations must be made in writing via email to: ken.carlisle@atca.org
Space reduction/stand type changes must be made in writing via email to rugger.smith@atca.org and sandra.strickland@atca.org

World ATM 2022 will be a live event. If the live event is cancelled by World ATM Congress due to Covid-19, exhibitors would be allowed to cancel their exhibit stand and receive a refund. Should an unpaid Exhibitor cancel their contract during the above listed dates, the unpaid exhibitor is still responsible for paying World ATM Congress the percentage that is not refunded. Should an unpaid exhibitor cancel after 25 April 2022, they will still be responsible for full payment per the contract terms.

Payment Schedule

All fees are due in full within 30 days of receipt of invoice. Should a contract be received less than 30 days before Exhibition setup start dates, full payment must be included with contract.

Allocation of Exhibition Space

All World ATM Congress Exhibitors who were contracted in 2021 will receive priority placement in the Exhibition Hall. Once these exhibitors have been placed in the Hall, all other Exhibitors will be placed on a first-come, first-served basis. A completed Exhibitor Contract must be received before placement in the Hall can occur.

Priority Placement

1. All World ATM Congress Exhibitors have the right of first refusal of current stand space upon World ATM Congress's receipt of Exhibitor Space Contract by January 7, 2022.
2. Exhibitor who wish to move or change/increase in size will be placed on the following criteria.
   Priority is given first to:
   i. ATCA and/or CANSO members
   ii. Then to exhibitors who signed letters of agreement to exhibit back in 2012
   iii. Then to exhibitor's company spend at World ATM Congress the previous year. (stand, sponsorship, advertising fees). If spend is equal that priority given in order of contract receipt.
3. After January 7, 2022, priority placement ends and all contracts received will be now placed on a first-come, first-served basis.
4. All stands located on the main centre aisles in Hall 9 must be a minimum of 48 square meters in size unless they have been grandfathered in with a written exemption to this rule.

Sharing Exhibit Space

Exhibit space may be shared. There will be one primary exhibitor who controls the exhibit space. The Primary Exhibitor must complete the contract for exhibit space and be assigned a stand number before a sharing exhibitor (co-exhibitor) may submit a contract to share. Sharing Exhibitors are required to complete the Co-Exhibitor Form. You will receive a confirmation that we have received your Co-Exhibition Form.

How to Submit a Contract

Only electronically submitted contracts are accepted by World ATM Congress.

To submit a Primary Exhibitor Contract please visit: https://myworldofexpo.com/watm22/ExhibitorReg.aspx
To submit a Co-Exhibitor Contract please visit: https://myworldofexpo.com/watm22/CoExhibitorReg.aspx

Contract Submittal and Stand Confirmation Process

Once you have completed all the required fields and have clicked on the submit button, you will receive an email confirmation from World ATM Congress acknowledging receipt of your contract. Your contract will be reviewed by World ATM Congress staff who will assign your stand. Once your stand is assigned, you will receive a second email confirming your stand assignment and providing your login credentials and instructions for accessing the World ATM Congress’s Exhibitor Zone.

Should you need any assistance in submitting your contract, please contact Sandra.Strickland@atca.org.
World ATM Health and Safety Protocols

Currently, IFEMA (our venue for World ATM Congress) has implemented several safety and health rules in response to the Covid-19 virus.

Please see link for details and how they may affect your participation at World ATM Congress.  
https://www.worldatmcongress.org/Health-and-Safety-Protocols

Exhibitor Badges

All badged exhibitor staffers are required to be registered and will receive a badge displaying the exhibiting company name. Five (5) complimentary exhibitor staff badges will be given for every 9m² booked, up to a maximum of 90 badges. Additional badges may be purchased for a fee of $50 each.

Should additional badges be needed, please contact Sandra.Strickland@atca.org.
An exhibitor registration form will be included in the Exhibitor’s Manual or you may register your staff online. Registration will open by spring 2022.

Contact Information

Exhibition Contacts

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Communications and Editorial Contact:

Mathew Garretson
E: mat.garretson@atca.org

How to Market Your Organisation at World ATM Congress

There are several best practices in successfully marketing your company before, during, and after World ATM Congress. Sponsorship and advertising at the event will place your brand front and center in the aviation community, providing you invaluable visibility and brand recognition. One way is to advertise. We have several opportunities – including World ATM eNewsletter sponsorships, event app opportunities, and the on-site printed materials – where you can place ads and raise brand awareness for your organisation.

We also offer marketing tools to help you reach out to clients and invite them to your booth. For more information on how to best advertise and communicate with your clients and potential clients, contact Alana Natke at Alana.Natke@worldatmcongress.org.

Increase your reach in the ATM industry – stand out at World ATM Congress!
The Exhibition Hall at IFEMA is 10 minutes from Madrid Barajas Airport, 12 minutes from city centre, and accessible by road, rail, underground, and bus.
Note: World ATM Congress reserves the right to change the Floorplan (including, but not limited to aisle space), without notice, in order to comply with fire, safety, technical, and accessibility regulations or to provide, in its exclusive judgment, a safer, more satisfactory, attractive, and successful Exhibition.