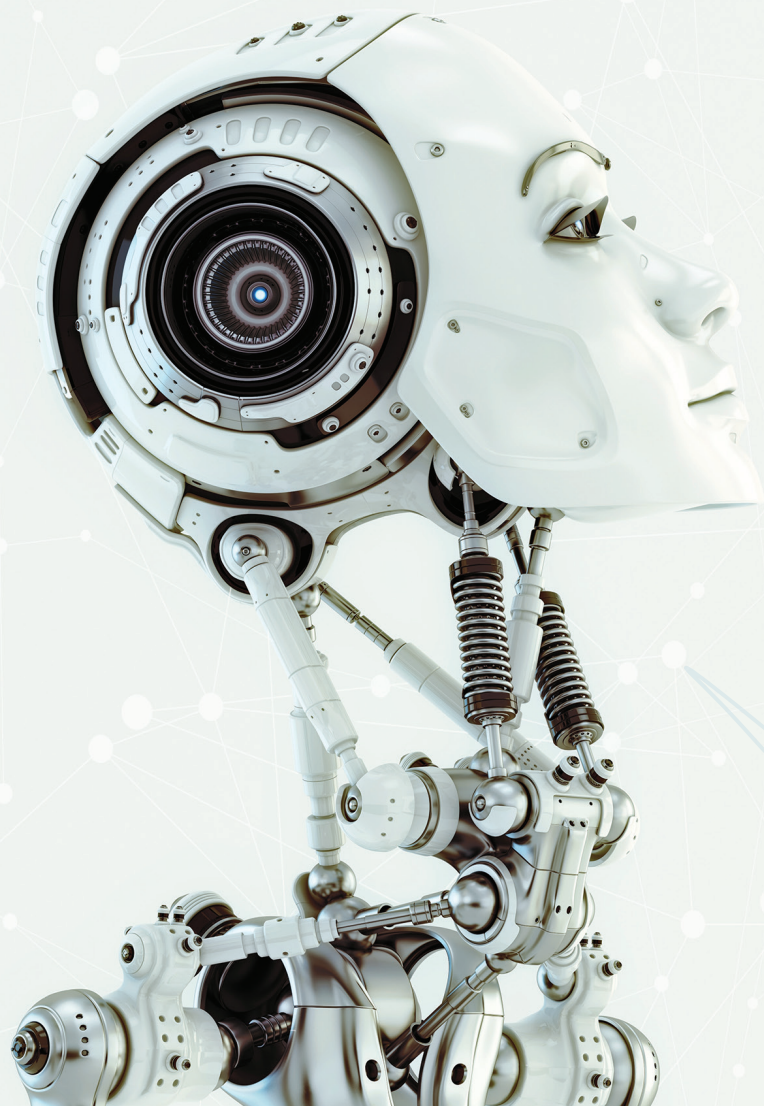


WASHINGTON STATE

Hannover Messe

NEW DATE: July 13 - 17, 2020



WHY YOU SHOULD BE THERE WITH WASHINGTON STATE

For more than 70 years, Hannover Messe has been a hotspot for industrial technology and innovation. Meet prospective customers, acquire new leads and see the latest products and services.

- Premium location adjacent to Amazon AWS in the high-traffic Digital Ecosystems Hall (Hall 16).
- On-site support by Commerce staff and European representatives, allowing you to attend meetings and walk the show.
- Pre-arranged B2B meetings.
- Extensive marketing support, including a full-page listing in the Washington State show directory and pavilion signage.
- Use of meeting space in the Washington State booth and U.S. pavilion.

THE WORLD'S LARGEST INDUSTRIAL TECHNOLOGY TRADE SHOW

More than 211,000 visitors

75 participating companies

140,000 decision makers

1,400 related events

4 LEVELS OF PARTICIPATION RANGING FROM \$1,500 TO \$4,500

Industry Transformation Package: \$4,500

Global Connection Package: \$3,500

Trendsetter Package: \$1,500. **For startup companies, 3 years or less since initial business registration.*

Listing in the Hannover Messe digital directory as an exhibitor: \$600

EXIBITOR PACKAGE DETAILS

Your co-exhibitor, turnkey package includes:

PACKAGE OPTIONS/BENEFITS	Industry Transformation Package	Global Connection Package	Trendsetter Package*
	\$4,500	\$3,500	\$1,500
Dedicated Kiosk.	✓		
Shared Kiosk and meeting space.	✓	✓	✓
Premium location next to Amazon AWS in high-traffic hall.	✓	✓	✓
On-site support by Commerce staff and European agent.	✓	✓	✓
Sector specific meetings arranged by Commerce.	✓	✓	✓
Pre-arranged B2B meetings. (registration confirmation 60 days prior to show date).	✓	✓	✓
Use of meeting space in the state's pavilion.	✓	✓	✓
Access to the U.S. Pavilion's visitor lounge, including refreshments and meeting space.	✓	✓	✓
Full-page listing in the Washington State show directory which is shared with thousands of decision makers before and during show.	✓	✓	✓
Marketing support before and during show to provide maximum exposure.	✓	✓	✓
Access to invitation-only events including special briefings and networking.	✓	✓	✓
Unlimited tickets to invite your guests.	✓	✓	✓
<i>*For startup companies, 3 years or less since initial business registration.</i>			

EXPORT VOUCHERS AVAILABLE TO SMALL BUSINESSES



Up to \$5,000 to offset your Hannover expenses

Qualifying businesses can apply for an export voucher to reimburse export-related expenses. Funded in part through a Grant with the U.S. Small Business Administration.

RESERVE YOUR SPACE IN THE WASHINGTON PAVILION

To reserve your space in the Washington State Pavilion, email Tammy Deets at tammy.deets@commerce.wa.gov or call (206) 256-6154.

Find out more information at: choosewashingtonstate.com/hannover