



INTERNATIONAL  
BUSINESS DAYS  
LE MANS 2021

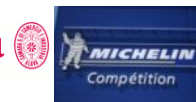
# INTERNATIONAL BUSINESS CONVENTION INNOVATION IN TRANSPORTATION CHAINS

Thursday 10th and Friday 11th June

Technoparc Le Mans 24 hour circuit \*  
Le Mans (France)

[www.ibdlemons.com](http://www.ibdlemons.com)

\* The current health instructions will be strictly observed during the event



Under the  
High Patronage  
of



Event created  
and organised  
by



# The DNA of success since 2008

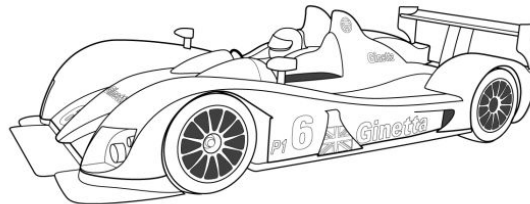
**Unique concept and original format of a business convention  
enabling connection between decision makers**

## Business



- **1to1 pre-arranged meetings**
- **Exhibition and demonstration** areas
- A **space** dedicated to the **additive manufacturing**
- **Conferences** and **round-table** on topical subjects
- A **job fair** for engineer students to **find new talents**

## Motorsport



- A **private** and guided **tour** of the paddocks and the pits
- **Tech talks** in the tire manufacturers' assembly workshops of **Michelin Competition** and **Goodyear Racing**
- The opportunity to **watch the practice session by night**

## Gastronomie



- **Tasting of local products**
- **Networking lunches**
- **Refreshment breaks**
- **Gourmet dinner**

## The event in a few numbers

100+

is the number of decision-makers, buyers, suppliers, partners and sponsors that attend the event, of which...

1/3

are regular participants

1/3

are non-French companies coming from a dozen of countries

400+

is the number of personalised appointments organised

3+1

conferences and round table

30+

international media covering the event

# Who participates ?

## Who ?

- ✓ Racing teams
- ✓ Manufacturers
- ✓ Equipment manufacturers
- ✓ Product, part and assembly suppliers
- ✓ Service providers

## What positions ?

- ✓ General Management
- ✓ Contractors
- ✓ Sales managers
- ✓ Project managers
- ✓ R&D engineers
- ✓ Production
- ✓ Journalists

## What types of Companies ?

- ✓ Industrial groups
- ✓ SMEs
- ✓ Companies
- ✓ Startups
- ✓ Institutionals





# Some needs of the contractors

## INDUSTRY :

- Transformation of metals, plastics/rubber
- 3D printing
- Molds, Models, Scale models
- Electronic / Microtechnics
- Systems integrator

- Composites
- Rapid prototyping
- Stereo lithography
- Assembly of sub-assemblies and complete assemblies

## SERVICES TO THE INDUSTRY :

- Bench test, other equipments
- Test tracks
- Calculators
- Design and engineering
- Concept, Development
- Study, Test, Project Management
- Data management
- Industrialization
- Specialized engineering
- Instrumentation
- Laboratory
- Maintenance
- Measure and Metrology
- Research & Development
- Robotics
- Security, Health, Safety
- Simulation
- Transportation, Logistics
- Industrial transfers
- Supply Chain
- CAD/CAM
- Software
- ERP
- Human Resources
- Legal

# At least 8 good reasons to join

## A booster for your business that allows



*The development at the international level and the reach of new markets*



*To exchange, meet companies thanks to pre-arranged meetings in a friendly place*



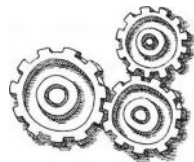
*To meet some exhibitors and demonstrators, all displaying their know-hows*



*Identifies potential partnerships*



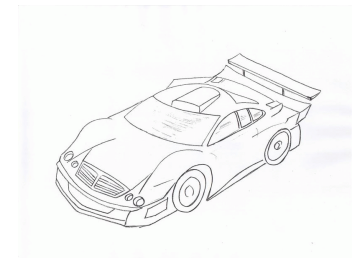
*To exchange on the innovations and to spread them through all fields*



*To benefit from a large panel of skills in a unique location*



*To access to the technologies and the sources of profit of tomorrow*



*Are in contact with the oldest and more prestigious endurance race in the world*



# Provisional Programme

Thursday 10th

## MORNING

9:00 AM Reception at the Technoparc and **Welcome speech**

**Conference #1 : Company's financial management during crisis**  
By Laurent David and Thierry Durand

Session of 2 **pre-arranged meetings**

**Refreshment break**

Session of 2 **pre-arranged meetings**

**Conference # 2 : State of the art, additive manufacturing**

1:00 PM – Networking lunch / **Taste** of local products

## AFTERNOON

**Privated guided tour** of pits and paddocks

**Tech talks** in the **Michelin Compétition**  
and **Goodyear Racing** assembly workshops

Free time to visit other places of interest

## EVENING

7:30 PM – Aperitif and **Gourmet Dinner** at Auberge de Mulsanne

10:00 PM – Opportunity to view the **qualifying practice session next to the Auberge at the 2<sup>nd</sup> chicane on Mulsanne straight**

Friday 11th

## MORNING

9:00 AM – Reception at the Technoparc and  
**Welcome speech by Francois Lassalle**

Session of 4 **pre-arranged meetings**

**Conference #3: How CETIM support the electrification of vehicles** by Vincent Caulet

**The floor is to the start-ups**

6 start ups – 5' each pitch to convince

1:00 PM – **NETWORKING LUNCH**

## AFTERNOON

**Round-table** Hydrogen, energy vector of the futur  
with Romain Aubry (Total) , Hyundai and tba

Job fair **engineer students**

Sessions of 4 **pre-arranged meetings**

5:00 PM – **End of the edition**





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# Conferences...



**Thursday 10th June**

## **Company's financial management during crisis**

**By Laurent David and Thierry Durand (Finance and accounting experts)**



- Coronavirus crisis: Financial solutions  
State-guaranteed loan/ Rebound Loan/ Aids...
- Reminder of fundamental financial indicators  
Equity/ Profitability/ Cash flow
- Balance Sheet 2021: expectations ?  
Productions/ Charge Transfert/ Annual Performance Report

## **Additive Manufacturing, state of the art**

**Speaker, tbd**

**Friday 11th June**



## **How the CETIM support the electrification of vehicles**

**By Vincent Caulet (Global Aeronautics & Automotive Market Manager)**



# Start-up...

Friday 11th June

## The word is to the Startups

For the very first time in the program of the Le Mans International Business Convention since 2008, a space and a speaking time are dedicated to new mobility start-ups to. This enable them to present themselves and convince an audience of French and foreign industrial companies and institutions from the transportation sector.



- A 5' speaking time for a striking pitch
- Up to 12 1to1 pre-arranged meetings plus dozens of informal meetings
- An exhibition area of 4 sqm fully equipped (table, chairs and electricity supplied)

# ... and the round-table

Friday 11th June

## Hydrogen, Future vetcor energy?

*Hosted by Jean-Louis LEGRAND President of Vexper (Expertise consulting alternative fuel )  
with the participation of 3 experts*



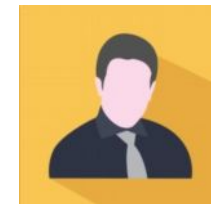
**Romain Aubry**

Technical Director  
Project Manager H24 Mission



**Thibault Roussel**

Senior Product Manager



**3rd Expert**

tba

The arrival of new modes of transport and travel in the landscape of our cities and our rural areas undoubtedly generate the need for new energy. During this round-table, the 3 speakers will bring their vision on fuel (production and storage), tank issues, applications for passenger cars, commercial vehicles, motorsport and regional rail projects.

To illustrate certain aspects of this round-table, Hyundai France will exhibit a Nexso, a fuel cell vehicle



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# A customised offer



## Participation fees

	2 days Thurs. + Friday	1 day		
<b>Pre-arranged meetings (1 delegate)</b>	€ 1,500	€ 950	<b>Guest (1 person)</b>	€ 590
Up to 12 meetings over 2 days			Invited by a participating company	
Additional delegate	€ 900	€ 450	to view, in privileged conditions,	
			the practice sessions on	
			Thursday 10th June	
<b>Exhibitor (2 delegates)</b>	€ 2,150		<b>Invited Visitor (1 person)</b>	
6 sqm customizable in			GT Formula	
your colors with table + chairs			Thursday <b>morning + midday</b>	€ 495
Electricity supplied without suppl.			Friday <b>morning + midday</b>	€ 495
Additional delegate	€ 900			
Option 1to1 pre-arranged meeting	€ 900		LMP2 Formula	
			Thursday <b>morning + midday + afternoon</b>	€ 645
			Friday <b>morning + midday + afternoon</b>	€ 745
<b>Demonstrator (2 delegates)</b>	€ 3,000		Hypercars Formula	
9sqm fully equipped, customizable in			Thursday <b>morning+midday+afternoon+evening</b>	€ 795
your colors with table + chairs,			Friday <b>morning+midday+afternoon+evening</b>	€ 895
to make demonstrations				
Electricity supplied without suppl.				
+ 30' presentation of activities				
Additional delegate	€ 900			
Option 1to1 pre-arranged meeting	€ 900			



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# A customised offer



## Communication

### 1. By e-mail sent to all contact base invited

Make your skills known :  
Emphasis of the activities of your company every month, to our contact base International Business Days Le Mans 2021 titled « **Zoom on ...** »

**€ 975**

### 2. In the Participant's printed Guide given to each participant

½ page full color **€ 390**

1 page full color **€ 670**

2<sup>nd</sup> cover full color **€ 840**

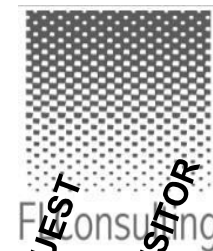
3<sup>rd</sup> cover full color **€ 840**

Back cover full color **€ 1,100**



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# Package features



Company's presentation in the Participant's Guide (A5 size)  
 Company's presentation and logo on the event website  
 Personalised 1to1 pre-arranged meetings schedule  
 Welcome pack given when signing in  
 Copy of the Participant's Guide showing all participating companies  
 Access to tasting space of local products on Wednesday's noon

Access to the 24h circuit to attend the free practice session, pits and paddocks visits, ....  
 Private Tech talk in Michelin Compétition or Goodyear Racing tyre workshops  
 Invitation to Thursday's gourmet dinner  
 Access to the networking breaks to attend informal exchanges  
 Invitation to Friday's networking lunch  
 Possibility to be interviewed by media  
 Event's gift offered to each participant  
 Internet access to remain connected with your business  
 Logistic support of our team before and during the event if needed  
 Your logo on all official documents of the event  
 Presentation of the company on the event website  
 Redirecting hotlink to customer website on our dedicated webpage  
 Delivery of your documentation in the Welcome pack given to each participants  
 30 minutes of presentation / conference and questions / answers from the audience

Open space stand (6sqm) with table and chairs - Electricity supplied without supplement

Open space stand (9sqm) with table and chairs - Electricity supplied without supplement

Open space stand (20 sqm) with table and chairs - Electricity supplied without supplement  
 Animated banner on the event website  
 Advertising, 2nd cover full colors  
 Zoom on ...  
 2 permanent Pit Walk passes allowing access to professional areas of the track  
 2 double rooms booked near the track for Wednesday to Thursday night  
 4 guest invited on Wednesday and Thursday (all expenses paid by FLConsulting)

OPTIONS: advertising in the Participant's Guide  
 Zoom on ....

1to1 MEETINGS	EXHIBITOR	DEMONSTR	PARTNER	SPONSOR	PATRON	MEDIA	GUEST	VISITOR
x	x	x	x	x	x	x	x	x
			x	x	x			
x	OPT	OPT	OPT	OPT	OFFER		OPT	
x	x	x	x	x	x	x	x	x
x	x	x	x	x	x	x	x	x
x	x	x	x	x	x	x	x	x
x	x	x	x	x	x	x	OPT	x
x	x	x	x	x	x	x	x	x
x	x	x	x	x	x	x	OPT	x
x	x	x	x	x	x		x	x
x	x	x	x	x	x	x	x	x
x	x	x	x	x	x	x	x	x
			x	x	x			
			x	x	x			
			x	x	x			
OPT	OPT	x	OPT	OPT	x			
	x							
		x						
						x		
						x		
						x		
						x		
						x		
						x		
						x		
x	x	x	x	x		x	OPT	OPT
x	x	x	x	x			OPT	OPT <sup>13</sup>



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# Become sponsor of the event

(exclusive for a company)



## LANYARDS

**Logo/name of the sponsor**  
on lanyard worn by the  
participants



€ 1,150

## EVENT'S SOUVENIR GIFTS

**Gift market wit the logo of the**  
sponsoring company

Presentation of the company's activities  
(20 minutes)



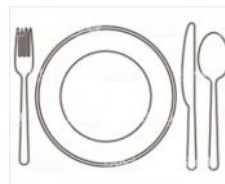
€ 2,950

## WELCOME PACK

**Logo of the sponsoring company**  
on the bag containing  
the welcome pack  
given to each participant



€ 1,500



## NETWORKING LUNCH

**Lunch served on Thursday and Friday**  
**in spaces** customizable  
to the colors of the sponsor.  
Presentation of the sponsor's activities  
(20 minutes)

€ 2,950



## BREAKS

**The reception space and breaks**  
are customizable to the colors  
of the sponsor

€ 1,500



## GOURMET DINNER

**Possibility to display material**  
of communication in the restaurant.  
Presentation of the sponsor's activities  
in a dedicated room (30 minutes)

€ 3,500





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# Participants of the 2019's edition



## Industrial companies

3D New Print  
ALHWS  
Alstom  
Brightloop Converters  
Codepan  
Courage Classic  
Dino Paoli  
D'STOP  
Elmer Racing  
H24 Racing  
Hutchinson Stop Choc  
L.E.A. Partners  
Ligier Automotive  
Luc Bourcier Compétition  
Movaltec  
Nidec PSA eMotors  
Norma by Duqueine  
Novitom  
Oreca Technology  
Plast'eo  
Pluglock

Bertrandt  
PolyShape  
Aro Welding Technologies  
Renault Sport Racing  
Bee Bee Automotive  
Beads Belgium  
Engrenage Chandioux  
Danisi Engineering  
Edalis  
Groupe PSA  
Hutchinson  
SIA Industrie  
Hexagon Manufacturing  
Intelligence  
Mondial Tech  
Race Tech Europe Ltd  
Stratasys  
Ville & Voitures  
Pyromeral Systems  
Renault Trucks - Groupe AB Volvo  
SADEV  
SAS Atmosphere  
Soprofame  
STS International Consultant  
TEOS Mecachrome

## Media

GPO Magazine  
Le Mans Auto Moto  
Tôlerie Magazine  
Trametal  
A3DM  
Ouest France  
France Bleu Maine

## Schools / University

ESTACA  
ISMANS  
Le Mans Université

## Gastronomie

Domaine Janvier  
Le Miel d'Arnaud  
A vos Papilles

## Tire manufacturers

Dunlop Motorsport  
Michelin Compétition

## Racing teams

Signatech Alpine Matmut  
Rebellion Racing  
AF Corse  
Duqueine Engineering  
Algarve Pro Racing

## Associations Bodies

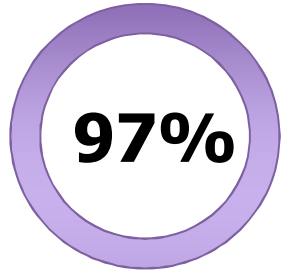
AFPR  
CCI Le Mans Sarthe  
CETIM  
Le Mans Développement  
Advantage Austria  
The MIA  
West Midlands Chamber  
of Commerce  
Transalley



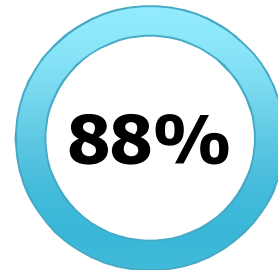


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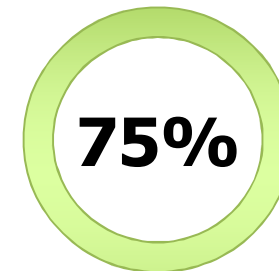
# Participants Feedback



of the participants  
appreciated the **concept**  
and the **quality** of  
the pre-arranged meetings



think that the event is  
**excellent** or **interesting**



plan to join the  
**next edition**





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# For more information and registration



go to [www.ibdlemans.com](http://www.ibdlemans.com)

## for a futur contact

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