

IFAT Munich Solution Tours 2026

Your innovation in the spotlight

Focus: Drive Systems of Tomorrow



IFAT Munich Solution Tours 2026: The offer at a glance

The IFAT Munich Solution Tours places your innovation in the spotlight – in front of an audience that not only recognizes its potential, but is actively looking for it.

An experienced industry expert leads the tour and strategically guides an international group of visitors to four to five exhibitors whose solutions perfectly match the tour's topic. The tour language is English.

Our service in detail:

- Each tour begins with a well-founded **introductory speech** by our tour guide on the respective tour topic.
- As an exhibitor, you will be given **10 minutes** at your stand to **present your solution and talk** with the tour participants.
- We ensure that **visitors** have a thematic interest by requiring them to **register free, but mandatory**. Afterwards, we will send you the **contact details** of your tour participants.
- We bring you efficiently and personally into contact with your potential customers: The cost of **participating** as an **exhibitor** is €1,290.

IFAT Munich Solution Tours 2026: Your advantages at a glance

Specifically targeting an interested audience results in many advantages for you:

01

Targeted visibility instead of passers-by

You present in a setting appropriate to the topic – led by experts in front of an audience with genuine interest.

02

Two groups, double lead generation

There are two tour groups per topic. You gain visibility – and the contacts from both groups.

03

Application in the official tour program

You are part of a curated format – visible in the app, website, mailings, and visitor planning.

04

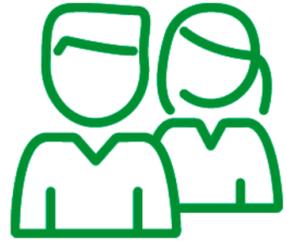
Professional classification by the guides

Your product is embedded – not just presented. The guide provides context, relevance, and thematic depth.

05

Specific contacts for your follow-up

After the tour, you will receive the participant data – for a targeted approach and efficient lead generation.



Key Facts Solution Tours

IFAT Munich 2024:

658

registered visitors

Ø34

visitors per tour

~55%

of tour visitors are
managers or at C-level

49%

of tour visitors from 61
countries

“Exciting people use the solutions tours, including new target groups. That’s why we’re here. I would love to do it again next time.”

Hermann Sewerin GmbH, participating exhibitor 2024

IFAT Munich Solution Tours 2026: Tour guide and topics



Tour guide Anna Breimer

Managing Director of the Association for work machinery and municipal technology in Germany (VAK)

- Focus: **Innovative, energy-efficient** and **resource-saving equipment** and **municipal vehicles**
- Specialist for the **technological transformation** in **municipal vehicle technology**
- Leads tours on solutions for **communal drive systems of tomorrow**
- Has an **overview** of **technological developments** – from digitally networked vehicle diagnostics and smart sensor technology to megawatt charging systems for heavy-duty electric vehicles, and intelligent energy and hydraulic systems

IFAT
Munich

Solution
Tours

Tour: Drive Systems of Tomorrow

Tour guide: Anna Breimer

VAK
PARTNER FÜR EUROPA

Municipal. Climate neutral. Concrete.
How is the technological transformation
changing municipal vehicle technology?

In this tour, you can show solutions to the following topics:

Alternative drives in practice:

- Battery electric vehicles
- Hydrogen/fuel cell drives
- Plug-in hybrid concepts for special applications
- Charging and fueling infrastructure

Autonomous and semi-automated systems:

- Automated steering and assistance systems
- Sensor technology and environment monitoring
- Predictive control of attachments
- Data acquisition and intelligent deployment planning using telemetry

System integration & cooperation:

- Interaction of vehicle, body and control system
- Manufacturer-independent interface standards
- Retrofit solutions and retrofitting capability of drive systems
- Role of suppliers: drivetrain, battery, control technology

IFAT Munich Solution Tours 2026: Your participation

Do you have a product or service that you would like to present as part of one of the tours? If so, we look forward to you taking part. Work with us to design your individual presentation in the Solution Tours.

Please send to eventprogram@ifat.de:

- A brief description of your solution (max. 3-5 sentences)
- Assignment to one of the tours
- Your contact details

Places are limited. The final selection will be made after being checked by the tour guide.

The official registration for exhibitors will be via the exhibitor store from fall 2025: <https://ifat.de/en/trade-fair/exhibitors/exhibitor-shop/>



IFAT Munich Solution Tours 2026

Contacts



For content-related questions:



ANNA BREIMER

Tour guide

Tel.: +49 170 50 000 62

E-Mail: a.breimer@vak-ev.de

For organizational questions:



ANJA GAERTNER

Exhibition Manager

Tel.: +49 89 949-20264

Mobile: +49 162 2043018

E-Mail: eventprogram@ifat.de



PETRA TUTSCH

Exhibition Manager

Tel.: +49 89 949-20293

Mobile: +49 172 8100416

E-Mail: eventprogram@ifat.de