Partnership and Innovation: The Silk Road towards a Sustainable Energy Future

26 - 28 March 2019
Beijing International Convention Center
Beijing, China

Host Organisation:

Co-Host Organisation

Sponsoring Societies:

www.iptcnet.org/19IPTC/home/
Dear Colleagues,

The eleventh International Petroleum Technology Conference (IPTC) will be held 26-28 March 2019 at the Beijing International Convention Center in Beijing, China with China National Petroleum Corporation (CNPC) as the Host Organization and Saudi Aramco the Co-Host Organization. This will be the first time that two national oil companies will collaborate to lead in delivering a highly successful conference and exhibition.

IPTC is a collaborative effort among the American Association of Petroleum Geologists (AAPG), the European Association of Geoscientists and Engineers (EAGE), the Society of Exploration Geophysicists (SEG) and the Society of Petroleum Engineers (SPE) and is widely regarded by industry professionals as a unique opportunity to promote technology dissemination and knowledge sharing on a global scale in a truly integrated manner.

On behalf of the IPTC Board of Directors, the Executive Committee, the Technical Programme Committee and the Host and Co-Host Organizations, it is our pleasure to invite your organization to exhibit and sponsor at this event.

IPTC will provide your organization with a world-class platform to showcase your new and emerging technologies, and to enhance your company profile to a diverse technical group of industry professionals and operations management. Over 4,000 participants from around the world are expected to attend. More information on how your company can become involved in this event can be found in this brochure.

We look forward to your support and commitment in making the Beijing IPTC another successful event.

Sincerely,

Wu Qi
Host Committee Chairman
Senior Vice President
PetroChina Exploration & Production Co.

Khalid Rufaii
Host Committee Co-Chairman
Vice President, R&D
Aramco Asia

Message from the Host Committee Co-Chairmen

EXECUTIVE COMMITTEE CO-CHAIRMEN

Wang Dongjin
Vice President
China National Petroleum Corporation (CNPC)
President
PetroChina

Mohammed Y. Al-Qahtani
Senior Vice President, Upstream
Saudi Aramco

CONFERENCE PROGRAMME COMMITTEE CO-CHAIRMEN

Lyu Gongxun
Vice President
PetroChina, China National Petroleum Corporation

Nabeel I. Alafaleg
Chief Petroleum Engineer
Saudi Aramco

HOST COMMITTEE ADVISOR

Pinar Yilmaz
Advisor, External Upstream Projects
ExxonMobil Exploration Co.
About IPTC

Founded in 2005, the International Petroleum Technology Conference® (IPTC) is the flagship multidisciplinary technical event in the Eastern Hemisphere. IPTC is a collaborative effort among the American Association of Petroleum Geologists (AAPG); the European Association of Geoscientists and Engineers (EAGE); the Society of Exploration Geophysicists (SEG); and the Society of Petroleum Engineers (SPE). The synergy of these four, leading, individual member societies provides the most comprehensive opportunity to form multidisciplinary committees.

IPTC seeks to disseminate knowledge across the oil and gas exploration and production industry, showcasing new and current technology, and best practices across multiple disciplines, emphasising the importance of collaboration to identify and deploy innovative solutions to maximise asset value.

Snapshots From Previous Editions

What’s Planned For 2019

- **4,000+** energy professionals
- **60+** technical sessions
- **2,000+** sqm exhibition space
- **7** plenary and panel sessions
- **500+** technical papers
- **2** educational programmes

Why Sponsor And Exhibit?

- **SHOWCASE** your organisation’s brand and image
- **INTRODUCE** and **PROMOTE** your expertise, services and solutions
- **MEET** and **INTERACT** with prospective clients and key buyers from across the globe
- **CREATE** and **STRENGTHEN** new and existing business relationship
- **NETWORK** with fellow peers and industry players

- **92.3%** of exhibitors rated the participation in the exhibition as good, very good and excellent
- **88.5%** of exhibitors are interested to participate in the next IPTC
- **85.7%** of exhibitors said they are extremely satisfied and satisfied with the quality of visitors at the exhibition
- **82%** of exhibitors said they would recommend IPTC to others
Exhibition Opportunities

IPTC exhibition is designed as a technical showcase and networking stage to place you in front of the most relevant audience.

Cost of Participation

<table>
<thead>
<tr>
<th>Space Only (minimum 18 sqm)</th>
<th>USD 800 / sqm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stand Package (minimum 9 sqm)</td>
<td>USD 800 / sqm</td>
</tr>
</tbody>
</table>

Benefits (per 9 sqm booth)

- Two (2) Complimentary Exhibitor Registrations*.
- Fifty (50) Exhibition Visitor Passes**.
- Company product/service listing in the Conference Programme***

Entitlements for a 9 sqm Stand Package Booth

- 3.5mH x 3mW Shell Scheme package booth
- 2.5m height booth walls consisting of white laminating panels
- Overhead graphic panel with organisation’s customised graphics
- Overhead fascia panel with organisation’s name and booth number
- Needled punch carpeting
- One (1) information desk
- Two (2) chairs
- One (1) power point
- Two (2) lights
- One (1) waste paper basket

Exhibition Hours

- Tuesday, 26 March 2019  1000 – 1730 hours
- Wednesday, 27 March 2019  0900 – 1730 hours
- Thursday, 28 March 2019  0900 – 1730 hours

Book Now

1. Review all exhibit information carefully
2. Select your three (3) preferred booth locations
3. Complete and return the Exhibit Space Agreement

Book your space now at International Petroleum Technology Conference (IPTC). For more information, contact:

Nick Chantrell, Senior Sales Manager – Asia Pacific
Telephone: +603 2182 3145
Email: nchantrell@iptcnet.org

Notes:

* Exhibitor Registration includes access to the Exhibition during exhibitor access hours, Coffee Breaks, Daily Luncheons and Closing Session.
** Exhibition Visitor Pass includes access to the Exhibition and Coffee Breaks.
*** If confirmed by 1 January 2019.
Exhibition Opportunities

Floor Plan

HALL 2

HALL 4

HALL 1

HALL 3
INTERNATIONAL PETROLEUM TECHNOLOGY CONFERENCE
EXHIBIT SPACE AGREEMENT
26 – 28 March 2019 • Beijing International Convention Centre
Beijing, China

This is an application for exhibit space at the International Petroleum Technology Conference (IPTC) (“Event”), which will become a binding contract if the potential exhibitor satisfies the IPTC exhibitor requirements and if such application is accepted by IPTC. The undersigned company (the “Exhibitor”) does hereby make application to participate as an Exhibitor in the Event scheduled 26 – 28 March 2019 at the Beijing International Convention Centre in Beijing, China. We request IPTC to reserve exhibit space for our use at the Exhibition. We understand that specific booths will be assigned, to the extent available, based on first-come, first-served basis.

Preferred Booth Locations: All 3 preferred booth location MUST be completed. If all 3 preferred locations are not available, IPTC reserves the right to place the exhibitor in a like configuration in the best available location.

1.  
2.  
3.  

Exhibit Type | Price Per Sqm | Space Requested | Total in USD
--- | --- | --- | ---
Space Only (minimum 18 sqm) | USD 800 / sqm | Depth: ______ m x Frontage: ______ m |  
Stand Package (minimum 9 sqm) | USD 800 / sqm | Depth: ______ m x Frontage: ______ m |  

Total Square Metres Requested =  
TOTAL EXHIBIT SPACE COST = USD

Please return to:
Nick Chantrell, Senior Sales Manager – Asia Pacific
Email: nchantrell@iptcnet.org
Telephone: +603 2182 3145

Payment Terms:
• Deposit Payment (25%) due on or before 1 April 2018
• 2nd Payment (25%) due on or before 1 July 2018
• Final Payment (50%) due on or before 1 November 2018

EXHIBITOR INFORMATION
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Mailing Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
<td>State</td>
</tr>
<tr>
<td>Postal Code</td>
<td>Country</td>
</tr>
<tr>
<td>Office Phone</td>
<td>Office Fax</td>
</tr>
</tbody>
</table>

Contact Person First Name | Contact Person Last Name
Job Title | Email Address
Direct Line | Mobile Number

Description of Product and/or services to be showcased

Companies from whom we desire booth separation. IPTC will make every effort to accommodate your request

PROVISIONS:
A. The Individual (“Authorised Representative”) signing this agreement warrants that he/she has the authority to bind contractually the organisation applying for exhibit space. The individual signing this agreement also warrants that the product sought to be exhibited qualifies for the exhibition. If IPTC later determines that such product in fact does not qualify for the exhibition, IPTC can cancel the space and contract without refunds.
B. By signing this Exhibit Space Agreement, the Individual agree to abide by the terms in the Exhibit Regulations and the Exhibitor Services Manual (“ESM”) of the Event.

ACCEPTED BY (Exhibitor MUST Sign Here):

Authorised Representative | Full Name and Job Title | Date

PAYMENT MODE

- By Credit Card
- Visa
- MasterCard
- Diners Club

Amount (USD):
Card Number: ____________________ Exp. Date: ____________________
Card Holder Name (Printed on Card):
Card Billing Address: ____________________ Signature: ____________________

- By Telegraphic Transfer (Bank details will be provided in the invoice)
INTERNATIONAL PETROLEUM TECHNOLOGY CONFERENCE
EXHIBIT REGULATIONS
26 – 28 March 2019 • Beijing International Convention Centre
Beijing, China

1. DEFINITION
In these Exhibit Regulations, the terms:
c. “Exhibitor” - means any person, firm or company who has made application for and who has been granted exhibition space.

d. Each Exhibitor agrees to:
i. exhibit only products which it manufactures, represents or distribute, which comprise materials, equipment, systems, services and other component products developed using engineering and scientific knowledge and development of energy resources and environment; and
ii. display such products or services in a tasteful manner so as to describe and depict the advantage of using such products or services.

The Organiser reserves the rights to:
i. determine the eligibility of Exhibitors, exhibits and products displayed for the Event; and
ii. reject, prohibit or remove exhibits or Exhibitors which the Organiser considers objectionable, inappropriate, disruptive or offensive to the Organiser, other Exhibitors or Attendees.

3. PAYMENT/CANCELLATION/SPACE REDUCTION
a. Payments to be made by credit card or telegraphic transfer. For payment by telegraphic transfer, bank details will be provided in the invoice.

b. No Deposit. Exhibit Space Agreement received prior to 1 April 2018 need not be accompanied by a deposit.

c. Deposit Payment (25%). Exhibit Space Agreement received between 2 April 2018 and 1 July 2018 must be accompanied by a minimum 25% deposit payment. The Organiser reserves the right to reassign any exhibit space for which an invoice remains unpaid for more than thirty (30) days after invoice due date.

d. 2nd Payment (25%). Should the Exhibitor fail to receive all the amounts due by 2 July 2018 and 1 November 2018 must be accompanied by a minimum 50% deposit payment. The Organiser reserves the right to cancel and reassign any exhibit space for which an invoice remains unpaid for more than thirty (30) days after invoice due date.

e. Final Payment (50%). Exhibit Space Agreement received after 1 November 2018 must be accompanied by a minimum 50% deposit. The Organiser reserves the right to cancel and reassign any exhibit space for which an invoice remains unpaid for more than thirty (30) days after invoice due date. No exhibitor will be allowed to begin move-in operations until full payment and a duly executed Exhibit Agreement have been received.

f. Reduction in Space. After space has been confirmed and accepted, a reduction in space is considered a cancellation and will be governed by the same policies as outlined in E.5.ii and E.5.iii. Reduction in space can result in relocation of exhibit space at the Organiser’s discretion.

g. Cancellation. Should the Exhibitor cancel from the Event, the following shall apply:

i. If the Exhibitor cancels between 2 April 2018 and 1 July 2018, the Exhibitor will be assessed a cancellation penalty equal to 25% of the total cost of cancelled exhibit space.

ii. If the Exhibitor cancels between 2 July 2018 and 1 November 2018, the Exhibitor will be assessed a cancellation penalty equal to 50% of the total cost of cancelled exhibit space.

iii. If the Exhibitor cancels after 1 November 2018 with an outstanding balance due, the Exhibitor will be assessed a cancellation penalty equal to 100% of the total cost of cancelled exhibit space.

h. No cancellation shall be acknowledged unless received in writing by the Organiser.

i. If the Exhibitor cancels after 2 November 2018 with an outstanding balance due, the Exhibitor will be assessed a cancellation penalty equal to 50% of the total cost of cancelled exhibit space.

j. These Exhibit Regulations together with the Exhibit Space Agreement and Exhibitor Services Manual are the entire agreement between the Organiser and Exhibitor and may not be changed orally, but only in writing signed by duly authorised representative of the party against whom enforcement of any waiver, charge, modifications or discharge is sought.

k. Governing Law and Jurisdiction. This Agreement will be constructed and enforced in accordance with the laws of Texas. The parties submit to exclusive jurisdiction to the federal and state courts of Collin County, Texas.

l. Force Majeure. The Organiser, in its absolute discretion, shall be at the absolute discretion of the Organiser. Such refund, if any, shall not exceed the amount paid by the Exhibitor nor shall the Exhibitor be entitled to claim incidental or consequential damages ("Fines Matter Even") or be liable to the Exhibitor for indirect, incidental, punitive or exemplary damages (even if the Organiser has been advised of the possibility of such damages), arising from any provision of this agreement, including but not limited to, the exercise by the Organiser of any of its rights under this Agreement.

m. The Exhibitor hereby acknowledges that in the Event any of the circumstances referred to in this paragraph of the Organiser, shows changes, modifications or discharge is sought.

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p. The Exhibitor hereby agrees that for insurance, fire, public liability and theft must be taken out by the Exhibitor at its own expense. The insurance is to cover the full period of occupancy of the premises by the Exhibitor, its agents and employees.

3. EXHIBITOR SERVICES
Approximately six (6) months prior to the Event, the Organiser will provide the Exhibitor with the Organiser’s Exhibit Regulator to ensure an integral participation to the Event, including, but not limited to additional exhibit regulations, operational schedule, travel and accommodation, emergency and evacuation procedures, official contractors’ order forms, registration, shipping and drayage, utilities and building services, exhibit display rules, etc.

4. GENERAL

a. The Exhibitor has the right to cancel, relocate or change date of all or any part of the Event or reduce the planned period for preparation, display and dismantling of the Event and in such event any refund payments made to the Exhibitor shall be at the absolute discretion of the Organiser. Such refund, if given shall be such proportionate share of the balance of the aggregate exhibit fees received by the Organiser in relation to the Event as the Exhibitor thinks fit after deducting expenses incurred by and reasonable compensation for the Organiser, but in no case shall the amount of any refund to the Exhibitor exceed the amount paid by the Exhibitor to the Organiser. The Exhibitor hereby warrants that it will have no further claim (whether for damages or otherwise) against the Organiser.

b. The Exhibitor hereby warrants that the Event any of the circumstances referred to in this paragraph the Organiser, shows changes, modifications or discharge is sought.

5. ITEMS INCLUDED IN THE COST OF EXHIBIT SPACE
a. Booth Package. Exhibitor who selected Booth Package Exhibit Type (minimum 9 sqm) will entitled to 2.5m height booth (30 days + llamination panels), needled punch carpeting, one (1) information desk, two (2) chairs, one (1) power point, two (2) lighth, one (1) paper basket, overhead fascia panel with organisation name and booth number, installation and dismantle labour. Any additional draping used must comply with the Event’s fire and safety regulations.

b. General Cleaning. A general cleaning of the booth is included in all exhibit space rates. Additional cleaning services are available as outlined in the Booth Cleaning Form included in the Exhibitor Services Manual (ESM).

c. Exemplary Damages. “Claims” which the Organiser its officers, directors, agents and employees, or any part of the space allotted to them, nor permit any other person or party to exhibit therein, any other goods, apparatus, etc., not manufactured or distributed by the Exhibitor in the regular course of business except upon prior written consent of the Organiser and may not be changed orally, but only in writing signed by duly authorised representative of the party against whom enforcement of any waiver, charge, modifications or discharge is sought.

d. Governing Law and Jurisdiction. This Agreement will be constructed and enforced in accordance with the laws of Texas. The parties submit to exclusive jurisdiction to the federal and state courts of Collin County, Texas.

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Sponsorship Opportunities

Sponsorship opportunities have been designed to offer maximum exposure and visibility for organisations in the oil and gas industry. For a cost-effective method to strengthen your brand identity and enhance your company’s image at the conference, we offer a variety of sponsorship items.

We appreciate your generous support and request that you confirm your preferred sponsorship package as soon as possible. Sponsorship items are limited and available on a first-come, first-served basis.

For the latest information and to discuss your requirements, please contact: Nick Chantrell, IPTC Senior Sales Manager – Asia Pacific at telephone: +60 3 2182 3145 or email: nchantrell@iptcnet.org.

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
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<tbody>
<tr>
<td>Principal Sponsor</td>
<td>USD 120,000</td>
</tr>
<tr>
<td>Topical Luncheon</td>
<td>USD 100,000</td>
</tr>
<tr>
<td>Conference Updates, Preview and Programme</td>
<td>USD 60,000</td>
</tr>
<tr>
<td>Lanyards</td>
<td>USD 60,000</td>
</tr>
<tr>
<td>Audio Visual Equipment and Knowledge Sharing ePoster Stations</td>
<td>USD 50,000</td>
</tr>
<tr>
<td>Conference Bags</td>
<td>USD 50,000</td>
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<tr>
<td>Directional Signage</td>
<td>USD 50,000</td>
</tr>
<tr>
<td>Show Daily</td>
<td>USD 50,000</td>
</tr>
<tr>
<td>Gold Sponsor</td>
<td>USD 45,000</td>
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<tr>
<td>Conference Networking Luncheon (per luncheon)</td>
<td>USD 40,000</td>
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<tr>
<td>Closing Session</td>
<td>USD 40,000</td>
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<tr>
<td>Escalator Runners</td>
<td>USD 40,000</td>
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<tr>
<td>Education Week</td>
<td>USD 35,000</td>
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<tr>
<td>Silver Sponsor</td>
<td>USD 35,000</td>
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<tr>
<td>Conference Bottled Drinking Water</td>
<td>USD 30,000</td>
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<tr>
<td>Conference Caps</td>
<td>USD 30,000</td>
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<tr>
<td>Conference Internet and Digital Proceedings</td>
<td>USD 30,000</td>
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<tr>
<td>Emerging Leaders Workshop</td>
<td>USD 30,000</td>
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<tr>
<td>Scarves</td>
<td>USD 30,000</td>
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<tr>
<td>Exhibition Directory</td>
<td>USD 25,000</td>
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<tr>
<td>IPTC 2019 Mobile App</td>
<td>USD 25,000</td>
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<tr>
<td>Bronze Sponsor</td>
<td>USD 20,000</td>
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<tr>
<td>Conference Writing Pads and Pens</td>
<td>USD 20,000</td>
</tr>
<tr>
<td>Coffee / Tea Breaks (per day)</td>
<td>USD 15,000</td>
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</tbody>
</table>

**Principal Sponsor**
USD 120,000

Maximise your organisation’s presence and visibility by becoming a Principal Sponsor, benefits include:
- Organisation logo displayed prominently throughout the IPTC 2019 venue
- Complimentary one (1) conference bag insertion (insertion to be provided by sponsor)
- Complimentary one (1) full page ROP colour advertisement in the Conference Preview*
- Complimentary one (1) full page ROP colour advertisement in the Conference Programme*
- Complimentary one (1) half page ROP colour advertisement in the Show Daily
- Acknowledgement during the Opening Ceremony
- Complimentary eight (8) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Principal Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

**Topical Luncheon (Wednesday, 27 March)**
USD 100,000

A Topical Luncheon will be held on Wednesday, 27 March 2019 for all full conference registrants. This topical luncheon will provide attendees with an opportunity for high level networking. It will also offer the sponsor an avenue to demonstrate hospitality to conference registrants, and the opportunity for a senior executive from the sponsor organisation to present a topic related to the conference theme. Benefits include:
- 20 minute presentation by senior executive from your organisation
- Organisation logo displayed prominently at the luncheon area
- Complimentary one (1) publicity material as table drop available in all seats
- Complimentary one (1) half page ROP colour advertisement in the Conference Programme*
- Complimentary ten (10) luncheon tickets
- Complimentary six (6) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Topical Luncheon Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*
Exhibitor Prospectus & Sponsorship Opportunities

Conference Updates, Preview and Programme

USD 60,000

This sponsorship offers an excellent way to get your message out to a global audience prior to and during the event. The Conference Updates and Preview will be distributed to the industry's major organisations and members from IPTC Sponsoring Societies – AAPG, EAGE, SEG and SPE. The Conference Programme will be distributed to all conference attendees during the event. Benefits include:

• Complimentary one (1) full page ROP colour advertisement in the Conference Updates*
• Complimentary one (1) full page ROP colour advertisement in the Conference Preview*
• Complimentary one (1) full page ROP colour advertisement in the Conference Programme*
• Complimentary three (3) Full Conference Registrations**
• Organisation logo on the conference sponsor recognition board
• Organisation logo listed as “Conference Updates, Preview and Programme Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website

Audio Visual Equipment and Knowledge Sharing ePoster Stations

USD 50,000

All conference rooms will be equipped with computers, projectors with screens and other audio visual equipment. The Knowledge Sharing ePoster Stations provide attendees with an interactive way of viewing technical presentations. Benefits include:

• Complimentary one (1) digital branding as rotating slides on the projector screens in Plenary, Panel, Technical Session rooms and Author Check-In room
• Organisation logo displayed on all ePoster stations
• Complimentary one (1) digital branding as rotating slides on all ePoster stations’ screens
• Complimentary one (1) half page ROP colour advertisement in the Conference Programme*
• Complimentary two (2) Full Conference Registrations**
• Organisation logo on the conference sponsor recognition board
• Organisation logo listed as “Audio Visual Equipment and Knowledge Sharing ePoster Stations” in the Conference Updates, Conference Preview, Conference Programme and event website*

Lanyards

USD 60,000

The lanyards will be distributed to all attendees during the registration. This is an effective marketing tool to promote your organisation. Benefits include:

• Organisation logo printed on lanyards
• Complimentary three (3) Full Conference Registrations**
• Organisation logo on the conference sponsor recognition board
• Organisation logo listed as “Lanyards Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

Conference Bags

USD 50,000

Promote your company to the conference attendees by sponsoring the conference bags. Each bag contains conference information and other promotional materials. Benefits include:

• Organisation logo printed on the conference bag
• Complimentary three (3) Full Conference Registrations**
• Organisation logo on the conference sponsor recognition board
• Organisation logo listed as “Conference Bags Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*
**Directional Signage**

**USD 50,000**

Various types of directional signage will be placed at strategic locations to direct attendees to the conference rooms, exhibition halls and other key function areas (with the exception to sponsored components, i.e. topical/networking luncheons, coffee / tea breaks, etc.) Benefits include:

- Organisation logo displayed on all directional signage
- Complimentary one (1) half page ROP colour advertisement in the Conference Programme*
- Complimentary two (2) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Directional Signage Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

**Show Daily**

**USD 50,000**

The Show Daily will have exclusive distribution points at the venue to ensure your company has the most visibility. Benefits include:

- Organisation logo on the Show Daily’s cover
- Complimentary one (1) half page ROP colour advertisement in the Show Daily*
- Option to participate in an interview or provide IPTC with an article on its organisation’s latest technology and/or product
- Complimentary two (2) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Show Daily Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

**Gold Sponsor**

**USD 45,000**

Show your support by becoming a Gold Sponsor. This sponsorship will underwrite general costs of the event and support the activities of the 4 not-for-profit professional societies that organise IPTC. Benefits include:

- Complimentary fifteen (15) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Gold Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

**Conference Networking Luncheon (Tuesday, 26 March and Thursday, 28 March)**

**USD 40,000 (per luncheon)**

- Conference networking luncheons will provide delegates the opportunity for networking and offer the sponsors a great avenue to demonstrate hospitality to full conference registrants. Benefits include:
  - Organisation logo displayed prominently at the luncheon area
  - Complimentary one (1) publicity material as table drop available in all seats
  - Complimentary one (1) half page ROP colour advertisement in the Conference Programme*
  - Complimentary ten (10) luncheon tickets
  - Complimentary two (2) Full Conference Registrations**
  - Organisation logo on the conference sponsor recognition board
  - Organisation logo listed as “Conference Networking Luncheon Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

**Closing Session**

**USD 40,000**

The Closing Session scheduled on Thursday, 28 March 2019 will present the highlights of the conference and launch of the next IPTC. The Closing Session leaves lasting impression to the conference attendees as the final farewell from a successful event. Benefits include:

- Organisation logo displayed prominently throughout the IPTC 2019 Closing Session
- Complimentary one (1) digital branding with Organisation logo on the projector screen in the Closing Session
- Complimentary two (2) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Closing Session Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*
Exhibitor Prospectus & Sponsorship Opportunities

**Escalator Runners**

**USD 40,000**

As the Escalator Runners sponsor, your organisation’s branding will be displayed at the escalators in the venue where IPTC’s conferences and exhibitions will take place on multiple levels. Benefits include:

- Organisation’s branding or advertisement displayed at all venue’s escalators
- Complimentary two (2) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Escalator Runners Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

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**Education Week**

**USD 35,000 (per co-sponsor)**

Education Week is organised for 3rd and 4th year undergraduate students who major in science, geoscience and engineering from international institutions. This programme is designed to provide the students with a clear insight into the oil and gas industry. Students will be given opportunities to experience on a joint project and at the same time to extend their network. Students will also be able to meet with major industry players who are constantly searching for fresh and new talent from universities. A total of 70 best students will be selected from various universities to participate in this programme. As the Education Week Co-Sponsor, benefits include:

- Organisation logo displayed at the Education Week venue
- Acknowledgement at the opening of Education Week
- An opportunity to nominate a speaker to address the students and provide a summarised background on the organisation
- An opportunity to designate an organisation’s representative to be the judge of Education Week Group Presentation
- An opportunity to provide giveaways to the students
- A full list of Education Week participants, including their contact details, university, course and expected graduation date
- Complimentary two (2) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Education Week Co-Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

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**Silver Sponsor**

**USD 35,000**

Show your support by becoming a Silver Sponsor. This sponsorship will underwrite general costs of the event and support the activities of the 4 not-for-profit professional societies that organise IPTC. Benefits include:

- Complimentary ten (10) Full Conference Registrations**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Silver Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*

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**Conference Bottled Drinking Water**

**USD 30,000**

Your personalised bottled drinking water will provide a creative way to get your name out where it will be available in all conference rooms. Benefits include:

- Organisation logo printed on bottled drinking water
- Complimentary one (1) Full Conference Registration**
- Organisation logo on the conference sponsor recognition board
- Organisation logo listed as “Conference Bottled Drinking Water Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*
<table>
<thead>
<tr>
<th><strong>Conference Caps</strong></th>
<th><strong>Emerging Leaders Workshop</strong></th>
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</thead>
<tbody>
<tr>
<td><strong>USD 30,000</strong></td>
<td><strong>USD 30,000 (per co-sponsor)</strong></td>
</tr>
<tr>
<td>The conference caps will be distributed to all full conference attendees during the registration. Benefits include:</td>
<td>This workshop will provide the young professionals (YPs) an opportunity to meet and network with their peers and senior industry executives to discuss pertinent issues related to YPs working in the industry. There will be presentations from industry professionals, coupled with structured discussions and group activities. It is also an opportunity for informal networking with other YPs and speakers over lunch and coffee/tea breaks. Sponsor will receive:</td>
</tr>
<tr>
<td>• Organisation logo printed on caps</td>
<td>• Organisation logo displayed at the workshop venue</td>
</tr>
<tr>
<td>• Complimentary one (1) Full Conference Registration**</td>
<td>• An opportunity to designate an organisation’s top management to deliver a presentation at the workshop</td>
</tr>
<tr>
<td>• Organisation logo on the conference sponsor recognition board</td>
<td>• An opportunity to provide giveaways to the workshop participants</td>
</tr>
<tr>
<td>• Organisation logo listed as “Conference Caps Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*</td>
<td>• Acknowledgement at the opening of the workshop</td>
</tr>
<tr>
<td><strong>Conference Internet and Digital Proceedings</strong></td>
<td>• Complimentary one (1) digital branding as rotating slides on the projector screen during the workshop</td>
</tr>
<tr>
<td><strong>USD 30,000</strong></td>
<td>• Complimentary three (3) Full Conference Registrations**</td>
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<tr>
<td>Conference attendees will be able to utilise the conference internet to access the Conference Digital Proceedings, which contains all technical papers presented during the conference. Sponsor will have the opportunity to connect with the conference attendees with this indispensable resource. Benefits include:</td>
<td>• Organisation logo on the conference sponsor recognition board</td>
</tr>
<tr>
<td>• Organisation logo printed on the Conference Digital Proceedings card</td>
<td>• Organisation logo listed as “Emerging Leaders Workshop Co-Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*</td>
</tr>
<tr>
<td>• Organisation logo displayed at the redemption counter of Conference Digital Proceedings</td>
<td><strong>Scarfes</strong></td>
</tr>
<tr>
<td>• Organisation logo and digital branding will be incorporated in the internet landing page</td>
<td><strong>USD 30,000</strong></td>
</tr>
<tr>
<td>• Complimentary one (1) Full Conference Registration**</td>
<td>The scarves will be distributed to all full conference attendees during the registration. Benefits include:</td>
</tr>
<tr>
<td>• Organisation logo on the conference sponsor recognition board</td>
<td>• Organisation logo printed on scarves</td>
</tr>
<tr>
<td>• Organisation logo listed as “Conference Internet and Digital Proceedings Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*</td>
<td>• Complimentary one (1) Full Conference Registration**</td>
</tr>
<tr>
<td></td>
<td>• Organisation logo on the conference sponsor recognition board</td>
</tr>
<tr>
<td></td>
<td>• Organisation logo listed as “Scarves Sponsor” in the Conference Updates, Conference Preview, Conference Programme and event website*</td>
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<tr>
<td>Event</td>
<td>Sponsorship Level</td>
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<tr>
<td>---------------------------</td>
<td>-------------------</td>
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<tr>
<td>Exhibition Directory</td>
<td>USD 25,000</td>
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<tr>
<td>IPTC 2019 Mobile App</td>
<td>USD 25,000</td>
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<tr>
<td>Coffee / Tea Breaks</td>
<td>USD 15,000</td>
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<td></td>
<td>(per day – 26, 27 and 28 March)</td>
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<tr>
<td>Bronze Sponsor</td>
<td>USD 20,000</td>
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<tr>
<td>Conference Writing Pads and Pens</td>
<td>USD 20,000</td>
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Notes:
* Sponsors will be acknowledged in the Conference Updates (if confirmed by 25 June 2018), Conference Preview (if confirmed by 25 September 2018), Show Daily (if confirmed by 25 February 2019) and Conference Programme (if confirmed by 25 February 2019)
** Full Conference Registration includes access to the Opening Ceremony, Plenary Sessions, Panel Sessions, Technical Sessions, ePoster Sessions, Exhibition, Coffee Breaks, Daily Luncheons, and one (1) Digital Proceedings.
# IPTC Sponsorship Agreement

## Sponsorship Agreement

This is a sponsorship contract for the International Petroleum Technology Conference (IPTC) ("Event"), which will become a binding contract if the potential sponsor satisfies and agrees to the Sponsorship Policies as set forth in this contract. The undersigned company (the "Sponsor") does hereby request a sponsorship in the Event, scheduled 26 – 28 March 2019 at the Beijing International Convention Centre in Beijing, China. The individual signing this contract warrants that he/she has the authority to bind contractually the organisation contracting for the sponsorship.

## Sponsor Information

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Sponsorship Category</th>
<th>Value</th>
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<tbody>
<tr>
<td></td>
<td>Principal Sponsor</td>
<td>USD 120,000</td>
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<tr>
<td></td>
<td>Topical Luncheon</td>
<td>USD 100,000</td>
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<td></td>
<td>Lanyards</td>
<td>USD 60,000</td>
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<td></td>
<td>Conference Bags</td>
<td>USD 50,000</td>
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<tr>
<td></td>
<td>Conference Updates, Preview and Programme</td>
<td>USD 60,000</td>
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<tr>
<td></td>
<td>Directional Signage</td>
<td>USD 50,000</td>
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<tr>
<td></td>
<td>Show Daily</td>
<td>USD 50,000</td>
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<tr>
<td></td>
<td>Audio Visual Equipment and Knowledge Sharing ePoster Stations</td>
<td>USD 50,000</td>
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<tr>
<td></td>
<td>Gold Sponsor</td>
<td>USD 45,000</td>
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<tr>
<td></td>
<td>Conference Networking Luncheon – Day 1</td>
<td>USD 40,000</td>
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<tr>
<td></td>
<td>Conference Networking Luncheon – Day 3</td>
<td>USD 40,000</td>
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<tr>
<td></td>
<td>Closing Session</td>
<td>USD 40,000</td>
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<td></td>
<td>Escalator Runners</td>
<td>USD 40,000</td>
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<tr>
<td></td>
<td>Education Week</td>
<td>USD 35,000</td>
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<tr>
<td></td>
<td>Silver Sponsor</td>
<td>USD 35,000</td>
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<tr>
<td></td>
<td>Conference Bottled Drinking Water</td>
<td>USD 30,000</td>
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<tr>
<td></td>
<td>Conference Internet and Digital Proceedings</td>
<td>USD 30,000</td>
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<tr>
<td></td>
<td>Emerging Leaders Workshop</td>
<td>USD 30,000</td>
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<td>Conference Caps</td>
<td>USD 30,000</td>
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<tr>
<td></td>
<td>Scavres</td>
<td>USD 30,000</td>
</tr>
<tr>
<td></td>
<td>Exhibition Directory</td>
<td>USD 25,000</td>
</tr>
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<td></td>
<td>Bronze Sponsor</td>
<td>USD 20,000</td>
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<tr>
<td></td>
<td>Conference Writing Pads and Pens</td>
<td>USD 20,000</td>
</tr>
<tr>
<td></td>
<td>Coffee / Tea Breaks – Day 1</td>
<td>USD 15,000</td>
</tr>
<tr>
<td></td>
<td>Coffee / Tea Breaks – Day 2</td>
<td>USD 15,000</td>
</tr>
<tr>
<td></td>
<td>Coffee / Tea Breaks – Day 3</td>
<td>USD 15,000</td>
</tr>
</tbody>
</table>

## Billing Details

### Contact Information

- **Company Name**: 
- **Job Title**: 
- **Office Tel**: 
- **Direct Line**: 
- **Mobile Number**: 
- **Email Address**: 
- **Company URL**: 
- **City/State/Province**: 
- **Postal Code**: 
- **Country**: 
- **Office Tel**: 
- **Office Fax**: 
- **Email Address**: 
- **Mailing Address**: 
- **Billing Address**: 

### Payment Schedule

- **Deposit Payment**: 25% due on 1 April 2018
- **2nd Payment**: 25% due on 1 July 2018
- **Balance Payment**: 50% due on 1 November 2018

### Payment Mode

- **By Telegraphic Transfer**
- **By Credit Card**
  - Amex
  - Visa
  - Mastercard
  - Diners Club
  - IPTC 2019 Mobile App
  - Conference Writing Pads and Pens

## IPTC Sales Contact

Mr. Nick Chantrell, Senior Sales Manager – Asia Pacific
Telephone: +603 2182 3145
Email: nchantrell@iptcnet.org

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**Signature & Name**

**Date**

All sponsorship balances are due prior to the conference. I hereby submit this sponsorship agreement and agree to abide the policies and procedures as outlined in this contract.
INTERNATIONAL PETROLEUM TECHNOLOGY CONFERENCE
SPONSORSHIP POLICIES
26 – 28 March 2019 • Beijing International Convention Centre
Beijing, China

The International Petroleum Technology Conference (IPTC) has instituted the following policies for sponsorship opportunities. The Sponsor agrees that these policies are considered binding and agrees to adhere to these policies in order to secure sponsorship.

IPTC SPONSORSHIP GUIDELINES
• Logo specifications information will be sent to the Sponsor once sponsorship is confirmed.
• It is the responsibility of the Sponsor to adhere to the advertising and logo specifications information provided, as it specifically relates to submission of company logos to be used in acknowledgement of the sponsorship.

SPONSORSHIP RECOGNITION ON WEBSITE
• All sponsorship opportunities that meet the guidelines are recognised on the IPTC 2019 official website: www.iptcnet.org/2019.
• Sponsor must provide a URL address on the contract for hyperlink – placement cannot be guaranteed.

BENEFITS
All sponsors will receive the following benefits:
• Company logo and link on the official IPTC 2019 website.
• Company logo on the conference sponsor recognition board at the event.
• Company name and logo listed in the IPTC 2019 Conference Preview and Conference Programme, provided applicable deadlines are met:
  o Conference Preview Sponsorship Contract and 50% deposit must be received by 1 July 2018.
  o Conference Programme Sponsorship Contract and 100% full payment must be received by 1 January 2019.

PAYMENT / CANCELLATION POLICY
A. Payment to be made by credit card or telegraphic transfer. For payment by telegraphic transfer, bank details will be provided in invoice.

B. Payment Schedule:
   Deposit payment: 25% due on or before 1 April 2018
   2nd payment: 25% due on or before 1 July 2018
   Balance payment: 50% due on or before 1 November 2018

C. No Deposit. Sponsorship Agreement received prior to 1 April 2018 need not be accompanied by a deposit.

D. Deposit Payment (25%). Sponsorship Agreement received between 2 April 2018 and 1 July 2018 must be accompanied by a minimum 25% deposit payment. The Organiser reserves the right to cancel and reassign any sponsorship item for which an invoice remains unpaid for more than thirty (30) days after invoice due date.

E. 2nd Payment (25%). Sponsorship Agreement received between 2 July 2018 and 1 November 2018 must be accompanied by a minimum 50% deposit payment. The Organiser reserves the right to cancel and reassign any sponsorship item for which an invoice remains unpaid for more than thirty (30) days after invoice due date.

F. Final Payment (50%). Sponsorship Agreement received after 1 November 2018 must be accompanied by 100% full payment. The Organiser reserves the right to cancel and reassign any sponsorship item for which an invoice remains unpaid for more than thirty (30) days after invoice due date.

G. Cancellation. Should the Sponsor cancel from the Event, the following shall apply:
   i. If the Sponsor cancels between 2 April 2018 and 1 July 2018, the Sponsor will be assessed a cancellation penalty equal to 25% of the total cost of cancelled sponsorship item.
   ii. If the Sponsor cancels between 2 July 2018 and 1 November 2018, the Sponsor will be assessed a cancellation penalty equal to 50% of the total cost of cancelled sponsorship item.
   iii. If the Sponsor cancels after 2 November 2018 with an outstanding balance due, the Sponsor remains responsible for the entire balance due.
   iv. No cancellation shall be acknowledged unless received in writing by the Organiser. The date upon which the notice of cancellation is received shall apply as the official date of cancellation. Upon the Sponsor notification of cancellation, the Organiser has the right to resell the sponsorship item forfeited.
The International Petroleum Technology Conference (IPTC) is an international oil & gas conference and exhibition. The event rotates in various venues in the Eastern Hemisphere. The scope of the conference programme and associated industry activities will address technology and relevant industry issues that challenge industry specialists and management around the world, particularly in the gas business and certain overarching issues such as HSE, Security, HR and training. IPTC is a collaborative event between the following societies.

The American Association of Petroleum Geologists (AAPG), founded in 1917, has been a pillar of the world-wide scientific community. The original purpose of AAPG, to foster scientific research, to advance the science of geology, to promote technology, and to inspire high professional conduct, still guides the Association today. Currently the world’s largest professional geological society with approximately 40,000 members in 129 countries, AAPG provides publications, conferences, and educational opportunities to geoscientists and disseminates the most current geological information available to the general public. For more information, visit the AAPG website www.aapg.org.

The European Association of Geoscientists & Engineers (EAGE) is a professional association for geoscientists and engineers. Founded in 1951, it is an organization with a worldwide membership, providing a global network of commercial and academic professionals. The association is truly multi-disciplinary and international in form and pursuits. EAGE operates two divisions: the Oil & Gas Geoscience Division and the Near Surface Geoscience Division. EAGE has around 19,000 members worldwide representing over 100 countries. All members of EAGE are professionally involved in (or studying) geophysics, petroleum exploration, geology, reservoir engineering, mining and civil engineering. For more information, visit the EAGE website at www.eage.org.

The Society of Exploration Geophysicists is a not-for-profit organization committed to connecting the world of applied geophysics. With more than 27,000 members in 128 countries, SEG provides educational and technical resources to the global geosciences community through publications, books, events, forums, professional development courses, young professional programs, and more. Founded in 1930, SEG fosters the expert and ethical practice of geophysics in the exploration and development of natural resources, characterization of near surface, and mitigation of earth hazards. For more information visit www.seg.org.

The Society of Petroleum Engineers (SPE) is a not-for-profit professional association whose members are engaged in energy resources development and production. SPE serves more than 168,000 members in 144 countries worldwide. SPE is a key resource for technical knowledge related to the oil and gas exploration and production industry and provides services through its publications, events, training courses and online resources at www.spe.org.

Direct enquiries to:
Nick Chantrell
Senior Sales Manager – Asia Pacific
Suite 12.01, Level 12, Menara IGB, Mid Valley City, Lingkaran Syed Putra, 59200 Kuala Lumpur, Malaysia.
Tel : +60.3.2182.3145
Email : nchantrell@iptcnet.org