



# IADC/SPE ASIA PACIFIC DRILLING TECHNOLOGY CONFERENCE AND EXHIBITION

**Creating Value in Transforming Times**

**22-24 August 2016  
Sands Expo & Convention Centre  
Singapore**

**EXHIBITION AND  
SPONSORSHIP  
OPPORTUNITIES**

Sponsoring Organisations:



Society of Petroleum Engineers



Official Supporter:



SapuraKencana  
DRILLING

[www.spe.org/events/apdt/2016](http://www.spe.org/events/apdt/2016)

# Chairman's Message



On behalf of the Society of Petroleum Engineers (SPE), the International Association of Drilling Contractors (IADC), and the Programme Committee, I am pleased to invite you to the IADC/SPE Asia Pacific Drilling Technology Conference, which will be held in Singapore from the 22-24 of August 2016.

Since 1996, the conference has established itself as Asia Pacific's leading drilling event and we are confident that the strategic location of Singapore will lead to a truly regional event with high level support from the region's operators, international participants and both local and international service providers, drilling contractors and investors.

The theme of the conference is "Creating Value in Transforming Times". Since 2014, the industry has evolved significantly with new challenges requiring innovative approaches in applying technology to achieve cost and operational efficiencies, sustainability and stakeholder expectations. This new imperative calls for transformation across every aspect of how the industry engages externally and operates internally. Given the changes and commercial realities, a fit for purpose set of tools, systems, models and capabilities can further realise cost efficiencies throughout the value and supply chains. This conference will address the approaches, challenges, successes and the future direction for new growth opportunities in this dynamic environment.

As the 2016 Official Supporter, SapuraKencana Drilling, part of SapuraKencana Petroleum Group, welcomes your company to Singapore, to learn more about these opportunities first-hand and to meet with the region's industry leaders. The conference will provide a vibrant platform for knowledge transfer and networking, and we offer your organisation the opportunity to participate as an exhibitor, or to subscribe to one or more of the sponsorship opportunities outlined in this brochure.

We thank you in advance for your participation in, and your generous support of, the IADC/SPE Asia Pacific Drilling Technology Conference for 2016 in Singapore.

Yours sincerely,

**Raphael Siri**

CEO, SapuraKencana Drilling

## Committee (As of 25 August 2015)

### Conference Chairman

Raphael Siri

**SapuraKencana Drilling**

### Technical Programme Chairman

Eoin Christie

**SapuraKencana Drilling**

### Committee Members

Bernt S. Aadnoy

**U. of Stavanger**

Robert P. Kerr

**Scientific Drilling**

Mark Rivenbark

**EnTransInternational**

Martin L. Ansbjorn

**Maersk Drilling Malaysia Sdn. Bhd.**

Suresh Kumar

**Oil & Gas Consulting Firm**

Habil Akram Rosland

**Halliburton**

Jaime Avendano

**Shell International**

Argawal Manav Kumar

**Dynamic Drilling Holdco. Pte. Ltd.**

Koji Sakura

**TENARIS**

Tomaso Umberto Ceccarelli

**Schlumberger IPM**

Jeff Li

**Trican Well Service Ltd.**

Robello Samuel

**Halliburton-Landmark/  
Sperry Drilling Services**

David Chen

**Hess**

Basker Murugappan

**TQA**

Ozgun Senel

**Schlumberger**

Elie Daher

**United Safety**

Johann Plank

**Technische Universitat Munchen**

Peter Smith

**GE Oil and Gas**

Wade Davis

**Enhanced Drilling Solutions Co., Ltd.**

Guillaume Plessis

**NOV Grant Prideco**

Rishi Srivastava

**Shelf Drilling**

Jeremy Grzywa

**NOV**

Keith Rae

**TAM Intl. Asia Pacific Pty. Ltd.**

Karen Stanley

**Petrofac**

Feng Gui

**Baker Hughes**

Arun Rajagopalan

**Independent**

Tommy Tan

**Lloyd's Register Energy - Drilling**

Michael Jellison

**NOV Grant Prideco**

Wade Rebaridi

**Superior Energy Services LLC,  
Completion Services Division**

T. Fredric Young

**Dalma Energy**

Fikri Irawan

**Weatherford**

Matt Regan

**Kongsberg Oil & Gas Technologies**

Robert F Ziegler

**RZI**

# Why Participate?

## About the Conference

Since 1996, the IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition has provided the crucial platform for key professionals in the international drilling industry to discuss latest technology, challenges and opportunities in the Asia Pacific market.

## Consistent Record of Success

	2008 Jakarta	2010 Ho Chi Minh	2012 Tianjin	2014 Bangkok
Number of Attendees	650+	600+	600+	1,600+
Countries Represented	28	26	26	37
Exhibition Space	200+ sqm	200+ sqm	450+ sqm	740+ sqm

## Who Attends?

Well Engineering Managers/Directors

Petroleum Engineers

Drilling Services Managers/Directors

Exploration Engineers/Managers

Procurement Managers, Drilling and Exploration

Geologists and Petrophysicists

Rig Operators

Contracts Managers

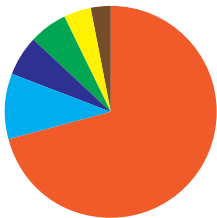
Drilling Team Leaders and Management

HSE Officers/Managers

Drilling and Completion Engineers/Managers

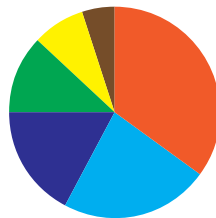
Senior Executives

## Primary Area of Technical Interest



- 71% Drilling and Completions
- 10% Production and Operations
- 6% Reservoir Description and Dynamics
- 6% Management and Information
- 4% Health, Safety, Security, Environment, and Social Responsibility
- 3% Projects, Facilities and Construction

## Job Classification



- 35% Engineer
- 23% Supervisor / Manager
- 17% Other / Academia
- 12% Entry Level
- 8% Executive / CEO / VP
- 5% Senior Advisor

## What's Planned for 2016?

- 2+ Hours of High Level Industry Addresses / Executive Plenary Sessions
- 5+ Hours of Interactive Panel and Special Sessions
- 10+ Hours of Targeted Networking Functions with Coffee Breaks, Ice-Cream Socials, Luncheons and Industry Receptions all Taking Place on the Exhibit Floor
- 20+ Hours of Focused Technical Sessions
- 30+ Exhibiting Companies

## 2014 Exhibitors

- Aberdeen Drilling School
- Alert Disaster Control (Asia) Pte. Ltd.
- Arnco Hardbanding
- Baker Hughes
- Cabot Specialty Fluids
- Castolin Eutectic Middle East FZE
- Chevron (Caltex)
- China Petroleum Technology and Development Corporation (CPTDC)
- CNPC Bohai Drilling Engineering Co. Ltd.
- CNPC Drilling Research Institute
- Derrick Services (UK) Ltd.
- DP-Master Manufacturing (S) Pte. Ltd.
- DrawWorks, L.P.
- Durum Verschleiss-Schutz GMBH
- EMAS
- Emerson Process Management (Rosemount, Micro Motion)
- Equilibria
- Halliburton Energy Services, Inc.
- Hardbanding Solutions By Postle Industries
- K2 Specialist Services Pte. Ltd.
- Kongsberg Oil and Gas Technologies
- Lloyd's Register Energy – Drilling
- McCoy Global
- National Oilwell Varco
- OCS Group
- Odfjell Well Services Ltd.
- OGRE Pte. Ltd.
- OPS Oilfield Services (Thailand) Limited
- Pegasus Vertex, Inc.
- Perisai Petroleum Teknologi Bhd.
- PetroEDGE (A Division of Asia Edge Pte. Ltd.)
- Production Solutions (Thailand) Ltd.
- PTT Exploration and Production Public Company Limited (PTTEP)
- PumpTek (Thailand) Ltd.
- Rock Drill Asia Co., Ltd.
- SapuraKencana Drilling
- Schlumberger
- Scientific Drilling International
- Superior Energy Services
- T H Hill Associates, Inc.
- TAM International Asia Pacific
- TCO AS
- The REACH Group
- Ulterra Drilling Technologies
- Unionchem Co. Ltd.
- Varel International Energy Services
- Weatherford

# How to Exhibit?

Once your organisation has decided to become a part of this prestigious event, please follow the steps below:

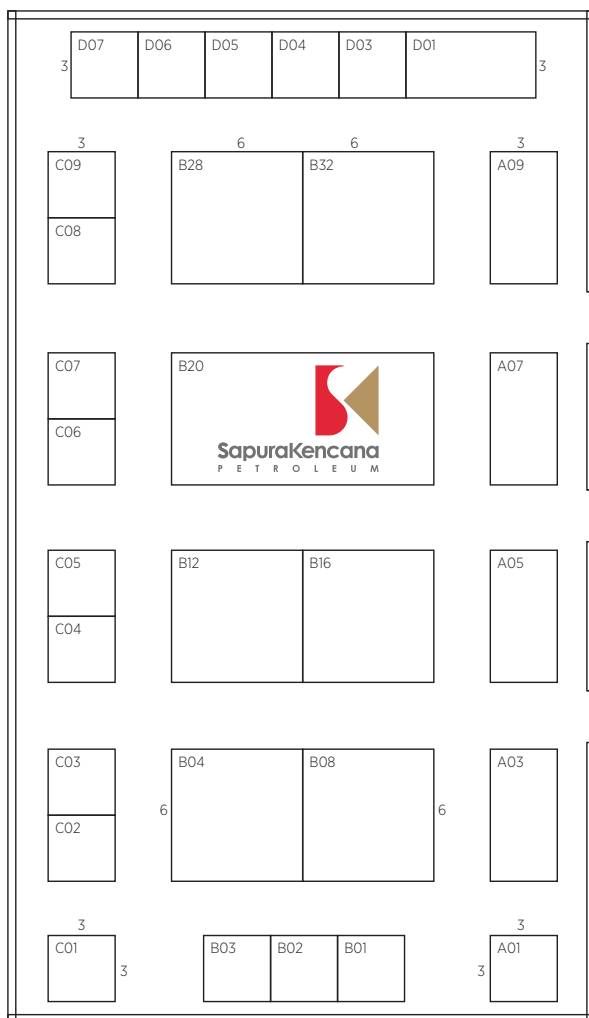
- Review all exhibit information carefully.
- Select your three (3) preferred stand locations from the floorplan below.
- Complete and return the Exhibit Space Reservation Contract (on the next page).

## Booths Will be Allocated on a First-Come, First-Served Basis

To discuss your requirements, please contact **Mr. Christopher Wong**, SPE Sales Manager today on:  
 Telephone: +60.3.2182.3148 Fax: +60.3.2182.3030 Email: cwong@spe.org

# Exhibition Floor Plan

Sands Expo & Convention Centre, Singapore



## Rate Information

Exhibit Space	Rate (USD) per sqm	
	On/before 12 February 2016	After 12 February 2016
Stand Package (min. 9sqm)	USD 650	USD 700
Space Only (min. 18sqm)	USD 650	USD 700

## Stand Package Rental (per 9 sqm) Includes:

- 2.44m High Walls and Dividing Wall Partition with White Laminated in-Fill Panel
- Overhead Fascia Panel with Company Name and Stand Number
- One 13-Amp / 220V Single-Phase Power Point
- Two 40-Watt Fluorescent Tube Lights
- Two Folding Chairs
- One Information Counter
- One Waste Paper Basket

## All Exhibiting Companies Will Receive:

- 2 Complimentary Exhibitor Registrations per 9sqm, inclusive of access to the Exhibition, Opening Session, Welcome Reception, Technical Sessions, Luncheons and Coffee Breaks
- 50 Exhibition Visitor Passes per 9sqm, inclusive of access to the Exhibition, Welcome Reception and Coffee Breaks
- Company and Product Listing in the Conference Programme

## Exhibition Hours

Monday, 22 August 2016	1000-1930 hours
Tuesday, 23 August 2016	0900-1730 hours
Wednesday, 24 August 2016	0900-1400 hours

## Venue

Sands Expo & Convention Centre, Singapore



Society of Petroleum Engineers

# EXHIBIT SPACE RESERVATION CONTRACT

IADC/SPE Asia Pacific Drilling Technology Conference

22-24 August 2016 • Sands Expo & Convention Centre, Singapore



This is an application for exhibit space at the 2016 IADC/SPE Asia Pacific Drilling Technology Conference in Singapore ("Event"), which will become a binding contract if the potential exhibitor satisfies the Society of Petroleum Engineers ("SPE") exhibitor requirements and if such application is accepted by SPE. The undersigned company (the "Exhibitor") does hereby make application to participate as an Exhibitor in the Event to be held at the Sands Expo & Convention Centre in Singapore, 22-24 August 2016. We request SPE 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 Stand Locations:** All 3 Preferred Booth Locations must be completed. If all 3 locations are not complete, exhibitor forfeits the right to be contacted if selections are no longer available. In such case, SPE reserves the right to place the exhibitor in a like configuration in the best available location.

1.	2.	3.
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Exhibit Type	Price per Square Metre On/before 12 February 2016	Price per Square Metre After 12 February 2016	Square Metres Requested	Total in US\$
Stand Package (min. 9sqm)	USD650/sqm	USD700/sqm	Depth: _____ x Frontage: _____	
Space Only (min. 18sqm)	USD650/sqm	USD700/sqm	Depth: _____ x Frontage: _____	

Please return to:

Mr. Christopher Wong, SPE Sales Manager

SPE Asia Pacific (M) Sdn. Bhd.

Level 35, The Gardens South Tower, Mid Valley City,

Lingkaran Syed Putra, 59200 Kuala Lumpur, Malaysia

Telephone: +60.3.2182.3148 Fax: +60.3.2182.3030 Email: cwong@spe.org

**Total Square Metres Requested =** \_\_\_\_\_

**TOTAL EXHIBIT SPACE COST = USD** \_\_\_\_\_

Minimum 50% Deposit payable within thirty (30) days of invoicing = USD \_\_\_\_\_

100% Due On or Before 1 April 2016 = USD \_\_\_\_\_

EXHIBITOR INFORMATION:				
EXHIBITING COMPANY				
MAILING ADDRESS				
CITY	STATE	PROVINCE	POSTAL CODE	COUNTRY
COMPANY PHONE NUMBER		COMPANY FAX NUMBER		COMPANY WEB ADDRESS
PRIMARY CONTACT (will receive exhibitor mailings)		TITLE		PHONE NUMBER
		EMAIL ADDRESS		MOBILE NUMBER
CORPORATE DIVISIONS (NOT PRODUCT LINES) TO BE LISTED IN THE OFFICIAL PROGRAMME				
DESCRIPTION OF PRODUCT AND/OR SERVICES TO BE DISPLAYED				
COMPANIES FROM WHOM WE DESIRE BOOTH SEPARATION. SPE will make every effort to accommodate your request, but cannot guarantee separation				

**PROVISIONS:**

- A. The individual 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 SPE later determines that such product in fact does not qualify for the exhibition, SPE can cancel the space and contract without refunds.
- B. SPE may be held liable for loss, injury, or damages sustained by exhibitor or exhibitor's personnel (i.e., exhibitor's agents, servants, invitees, guests, or employees) only to the extent such loss, injury, or damages are solely caused by the negligence or willful misconduct of SPE or its agents or employees, and not otherwise.
- C. SPE shall not be responsible for any loss of business, loss of profits, injury, damage or expense, of whatever nature that the exhibitor may suffer due to event cancellation as a result of conditions that render the event impracticable. Causes of impracticability include, but without limitations, casualty, explosion, fire, lightning, utility interruption, natural disasters, hurricane, tornado, earthquake, flood, weather, epidemic, disease as declared by the World Health Organisation, or other acts of God, or any law, ordinance, rule or regulation, acts of public enemies, strikes, riots, or civil disturbances.
- D. The Exhibitor shall defend, indemnify and hold harmless, the Society of Petroleum Engineers ("SPE"), their respective officers, directors, employees, agents and each of them (collectively "Indemnitees"), with respect to any claims, suits, damages, liabilities, losses, expenses, and costs (including any of the foregoing resulting from the Indemnitees' own negligence, including reasonable attorney fees) as are solely caused by the negligence or willful misconduct of the Indemnitees. The terms of this provision shall survive the termination or expiration of this Agreement.

**ACCEPTED BY (EXHIBITOR MUST SIGN HERE):**

AUTHORISED REPRESENTATIVE	PRINT NAME AND DESIGNATION	DATE
<b>PAYMENT BY CREDIT CARD</b>		
	CREDIT CARD NUMBER	EXPIRATION DATE (dd/mm/yy)
NAME AS IT APPEARS ON CARD	AUTHORISED SIGNATURE	AMT. OF CHARGE
COMPANY NAME		COMPANY PHONE NUMBER
<b>FOR SPE MANAGEMENT USE ONLY</b>		
COMPANY #	CONTRACT RECEIVED (dd/mm/yy)	DEPOSIT AMOUNT
ASSIGNED BOOTH #	DIMENSION	DATE TO FINANCE (dd/mm/yy)
		CHECK/INVOICE #

# SPE Exhibit Regulations

## IADC/SPE Asia Pacific Drilling Technology Conference

22-24 August 2016 • Singapore

### I CHARACTER OF EXHIBIT

The IADC/SPE Asia Pacific Drilling Technology Conference is undertaken primarily for the technical education of participants. To provide the best possible atmosphere to discuss the technical application of the equipment and services displayed, each exhibitor agrees as follows:

1. To exhibit only products of his own manufacture comprising materials, equipment, apparatus, systems, services, and other component products applicable to advancing the engineering and scientific knowledge and development / refining of energy and environmental resources.
2. To exhibit such products or services in a tasteful manner so as to describe and depict the advantages of using such products or services. In deference to fellow exhibitors and to the professional people who constitute the exhibit audience, exhibitors are specifically prohibited from employing any carnival-type attraction, animal or human, or from operating such noise-creating devices as bells, horns, or megaphones. Costumed personnel must be appropriately clad and must remain within the exhibitor's booth space except when necessarily arriving and leaving the stand or exhibit area.  
NOTE: BALLOONS AND STICKERS ARE PROHIBITED IN THE EXHIBITION AREAS (HANDOUTS WITH GUMMED BACKING THAT ADHERE OR CAUSE ADHESION ARE CONSIDERED STICKERS).
3. If an exhibitor fails to exhibit in his stand during the above-mentioned exhibition, his contract will be considered null and void. The booth space can be re-allotted, and the exhibitor forfeits any claim to monies paid.

Exhibit space must be manned by a representative during all times when the Exhibition is officially open. Exhibit space must be maintained in a neat and orderly manner throughout the Exhibition, and no dismantling may begin before the official closing time (when the exhibition is officially open).

SPE reserves the right to prohibit any exhibit or part thereof that in their opinion violates this agreement or that is in other ways not suitable to and in keeping with the technical educational character and spirit of the Exhibition.

### II EXHIBIT SPACE COSTS AND PAYMENT

- Stand package @ US\$700.00 per square metre
- Space only @ US\$700.00 per square metre

For standard contract, a deposit in the amount of fifty (50) percent of the total cost of exhibit space reserved must accompany the exhibit space reservation contract or upon receipt of invoice. The remaining fifty percent is due on or before 1 April 2016

SPE reserves the right to cancel any stand space(s) for which an invoice remains unpaid 30 days after invoicing.

**No exhibitor will be allowed to begin move-in operations until full payment and a duly executed space reservation contract have been received.**

### III CANCELLATION POLICY

Date of Cancellation	% of Total Exhibit Space Fee Incurred as Service Charge
Before 1 April 2016	50%
On or after 1 April 2016	100%

All charges will be imposed uniformly and will apply whether or not space is resold.

### IV SUBLETTING SPACE

No exhibitor shall assign, sublet, or apportion the whole or any part of the space allotted to him, nor exhibit therein, 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 his business except upon prior written consent of SPE.

### V EXHIBITOR SERVICES

To ensure the continuation of a smooth installation, dismantling, and operation during the Exhibition, Official Contractors will be appointed. Exhibitors are urged to obtain required labour and services from SPE Official Contractors.

For a complete list of official contractors and available services, refer to the Exhibitor Services Manual.

### VI EXHIBITOR SERVICES MANUAL

Approximately six (6) months prior to the Exhibition, SPE will prepare an Exhibitor Services Manual (ESM), which will be produced electronically and available on the official website. The Exhibitor Services Manual will include information integral to participation at the Exhibition, including, but not limited to additional exhibitor rules and regulations, official contractor order forms, registration, shipping and drayage, utilities and building services, exhibitor display rules, etc.

### VII INSTALLATION / DISMANTLING SCHEDULE

Installation of stands may begin from 0800 hours, Sunday, 21 August 2016 (the organiser reserves the right to adjust move-in/move-out timings). ALL EXHIBITS MUST BE INSTALLED BY 1630 hours, Sunday, 21 August 2016. SPE reserves the right to prohibit move-in after that time and to have a display not yet erected completed by the show contractor at the exhibitor's expense.

Dismantling schedule will begin at 1430 hours and to be completed by 2000 hours, Wednesday, 24 August 2016.

### VIII EXHIBITOR REGISTRATION

Exhibitors will be mailed a special package for advance registration, and accommodation information at a later date.

### IX FIRE REGULATIONS

The regulations of the Sands Expo and Convention Centre must be followed, and all exhibits may be subject to fire department inspection.

### X INSURANCE

Exhibitors are reminded of the need to consult their insurance companies or brokers to cover themselves fully against all risks at the event. Particular attention is drawn to the need for all risks, abandonment insurance, stand fixtures and fittings insurance, and public liability insurance.

**GENERAL CONDITIONS** The organisers shall be responsible for the control of the exhibit areas. Exhibitors are responsible for the supervision of their stands. The decision of the organisers is final and decisive on any questions not covered in the foregoing terms and conditions.

Exhibitors must comply in all respects with the requirements of every appropriate authority, with the terms of agreement by which the organiser may occupy the premises, and the policies of insurance effected by the organisers of the event.

# Sponsorship Opportunities

All sponsorships will be acknowledged in the Conference Preview (for sponsorships received before 29 January 2016) and in the Conference Programme (for sponsorships received before 3 June 2016).

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 **Mr. Christopher Wong**, SPE Sales Manager on: Telephone: +60.3.2182.3148 Fax: +60.3.2182.3030 Email: cwong@spe.org

The table below offers a summary of sponsorship options:

No.	Item	Full Sponsor (USD)
1	Principal Sponsors	25,000
2	Welcome Reception (Aug 22)	SOLD 
3	Happy Hour Drinks Reception (Aug 23)	15,000
4	Conference Bags	12,500
5	Nametag Lanyards (Strap)	12,500
6	Networking Luncheons (three days)	10,000 per luncheon
7	Conference Proceedings	10,000
8	Conference Programme	10,000
9	Entrance Banner	10,000
10	Phone Charging Stations	9,500
11	Umbrellas	9,000
12	ePoster and Audio Visual Equipment	8,500
13	Conference Caps	8,500
14	Writing Notepads and Pens	8,000
15	Directional Signage	8,000
16	Conference Preview	6,000
17	Gold Sponsors	6,000
18	Ice Cream Socials (One per day)	6,000 per day
19	Authors' Gifts	5,000
20	Drinking Water Stations	5,000
21	Coffee / Tea Breaks (Aug 22-23 Two breaks per day, Aug 24 One break)	5,000 per day (Aug 22-23) 3,000 per break (Aug 24)
22	Silver Sponsors	3,500

## 2014 Sponsors



# Sponsorship Opportunities

All sponsorships will be acknowledged in the Conference Preview (for sponsorships received before 29 January 2016) and in the Conference Programme (for sponsorships received before 3 June 2016).

## Principal Sponsors - USD 25,000

Your commitment as a principal sponsor entitles you to have:

- One (1) item inserted in the conference satchel.
- One (1) full page colour advertisement in the Conference Programme.
- Prominent signage on the stage during the Conference Opening Session and Executive Plenary Session.
- Acknowledgement at the Opening Session.
- Five (5) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Happy Hour Drinks Reception - USD 15,000

A Happy Hour reception will be held in the exhibition area on Tuesday, 23 August for all delegates, exhibitors and visitors to network and enjoy the hospitality of the sponsoring company. Drinks will be served. Sponsor benefits include:

- Company name and logo prominently displayed at the reception area.
- The opportunity to host a lucky draw during the Happy Hour for exhibition attendees.
- Three (3) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Conference Bags - USD 12,500

All full conference delegates will receive a satchel during registration which will contain information and materials for the conference. The sponsor will receive:

- Company's name and logo on the satchel.
- One (1) item inserted in the satchel.
- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Conference Lanyards (Strap) - USD 12,500

An ideal way to display your company's name and logo. The sponsor will receive:

- Company's logo imprinted on the conference lanyard (strap).
- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Networking Luncheons - USD 10,000 Per Luncheon

Each day, luncheon will be provided at the Sands Expo & Convention Centre to all full conference delegates. These luncheons will provide the attendees with the opportunity for networking and offer the sponsor an avenue to demonstrate their hospitality. The sponsor of each luncheon will receive:

- Acknowledgement at the luncheon for that day.
- Company's name and logo prominently displayed as the luncheon area.
- Company's name and logo displayed on acknowledgment cards within the luncheon area.
- Your company's publicity material to be available at the luncheon area.
- Opportunity to make a short speech or host a lucky draw.
- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Conference Proceedings - USD 10,000

The Conference Proceedings, which will be distributed to all full conference registrants, contains the papers which are presented at the conference making it the most important technical documentation as well as an indispensable resource tool for those in the oil and gas community. The sponsor will receive:

- Acknowledgement as Conference Proceedings sponsor(s) on the introductory page of the Proceedings.
- Fifty (50) complimentary guest passes (access to exhibits areas only) for each day of the conference.
- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

\*(Full Conference Registrations includes access to the technical sessions and exhibition area, daily luncheon, daily coffee/tea breaks, one Conference Proceedings, and Welcome Reception).



## Conference Programme - USD 10,000

The Conference Programme is a handy pocket book that contains detailed information on the conference, sessions and special events. It also contains an exhibitors' product listing and exhibition floorplan which will be distributed to all conference delegates. The sponsor will receive:

- One (1) full page complimentary colour advertisement in the Conference Programme.
- Acknowledgement inside the Conference Programme.
- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Entrance Banner - USD 10,000

The entrance banner will greet conference delegates and exhibition participants as they enter the Exhibition Hall. Benefits include:

- Company's logo printed on the entrance banner as "Entrance Sponsor".
- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Phone Charging Stations - USD 9,500

Promote your brand and reach attendees while they charge their mobile phones. Charging stations will be strategically placed in key areas of the conference and exhibition. The sponsor will receive:

- Company name and logo prominently displayed on signage at all phone charging stations.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Umbrellas - USD 9,000

Shelter attendees come rain or shine during the event by sponsoring the conference umbrellas. The sponsor will receive:

- Company name and logo printed on conference umbrellas, which will be included inside the conference bags.
- One (1) complimentary full conference registration\*.
- Corporate logo will appear in the Conference Programme, Conference Preview, and on the Event Website.
- Corporate logo included onsite on the Sponsorship recognition board.

## ePoster and Audio Visual Equipment - USD 8,500

The ePoster display stations and audio visual equipment in all technical session rooms form the cornerstone of the technology transfer at the conference. Sponsoring these items will raise your company profile and highlight your company's commitment to the technical presentations that are at the heart of the conference. Sponsor benefits include:

- Company's name and logo prominently featured on all signages used in the ePoster area.
- A slide bearing your company's name and logo projected on the screen in all of the technical session rooms.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Conference Caps - USD 8,500

Baseball caps will be distributed to all conference delegates onsite. The sponsor will receive:

- Company's name and logo imprinted on the caps.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Writing Notepads and Pens - USD 8,000

All conference delegates will be provided with the conference writing pads and pens. The sponsor will receive:

- Company's name and logo printed on the notepads and pens.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Directional Signage - USD 8,000

Clear signage will be in place to direct all attendees to the various conference and exhibition venues. The sponsor will receive:

- Company's name and logo on all directional signages used for the above purposes.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Conference Preview - USD 6,000

The preview will be distributed to more than 2,500 IADC and SPE members and posted on the SPE website. The Conference Preview is the key marketing tool for the event and will contain the programme of the conference and exhibition, list of papers/events, general information, registration and hotel booking forms, etc. The sponsor will receive:

- One (1) full-page complimentary advertisement in the Conference Preview.
- Acknowledgement inside the Conference Preview.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Gold Sponsors - USD 6,000

Show your support and raise your brand identity at this important event to make it a truly unforgettable experience for all attendees. The sponsor will receive:

- Two (2) complimentary full conference registrations\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Ice Cream Socials - USD 6,000 Per Day (One Per Day)

Ice cream counters will be strategically positioned in the exhibition hall to provide a delightful refreshment each afternoon during the event. Sponsor benefits include:

- Company name and logo prominently displayed on signage at all ice cream stations.
- A sticker with the company's logo will be placed on each ice cream cup.
- One (1) complimentary full conference registration.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Authors' Gifts - USD 5,000

Presenting authors at the conference will be given a memento for their participation in, and contribution to the conference. The sponsor will receive:

- Company's name and logo imprinted on the authors' gifts.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Drinking Water Stations - USD 5,000

Branded drinking water stations will be provided at key areas of the conference and exhibition. The sponsor will receive:

- Company name and logo prominently displayed on signage at all water stations.
- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Coffee/Tea Breaks - USD 5,000 Per Day (Aug 22-23) Two Breaks Per Day - USD 3,000 (Aug 24) One Break

Morning coffee and afternoon tea breaks will be provided at the exhibit area. The sponsor will receive :

- Signage with the company's name and logo displayed at the coffee/tea area.
- One (1) complimentary full conference registration\* for full day sponsor only.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

## Silver Sponsors - USD 3,500

Show your support and raise your brand identity at this important event. This sponsorship will underwrite general costs of the event to make it a truly unforgettable experience for all attendees. The sponsor will receive:

- One (1) complimentary full conference registration\*.
- Company logo included in the Conference Preview, Conference Programme and Event Website.
- Company logo included onsite in the sponsorship recognition board.

### Tailormade Sponsorships

If your organisation would like to discuss any new sponsorship opportunities, kindly contact us. The SPE team will be happy to discuss your marketing objectives and will offer your organisation a special customised package, which will serve both your organisation's goals and budget.

For the latest information and to discuss your requirements, please contact **Mr. Christopher Wong**, SPE Sales Manager on:  
Telephone: +60.3.2182.3148 Fax: +60.3.2182.3030 Email: cwong@spe.org



# SPONSORSHIP OPPORTUNITIES CONFIRMATION

## IADC/SPE Asia Pacific Drilling Technology Conference

22-24 August 2016 • Sands Expo & Convention Centre, Singapore



Society of Petroleum Engineers

This is a Sponsorship Contract for the IADC/SPE Asia Pacific Drilling Technology Conference in Singapore, which will become a binding contract if the sponsor satisfies and agrees to the Sponsorship Policies as set out in this Contract. The undersigned company (the "Sponsor") does hereby request a sponsorship for the IADC/SPE Asia Pacific Drilling Technology Conference, scheduled 22-24 August 2016 at the Sands Expo & Convention Centre in Singapore. The individual signing this agreement warrants that he/she has the authority to bind contractually the organisation contracting for the sponsorship.

SPONSORSHIP INFORMATION		SPONSORSHIP OPPORTUNITIES		
Company Name:		<b>Item</b>	<b>Price</b>	
Booth Number:		Principal Sponsors	USD 25,000	
Contact Name:		Happy Hour Drinks Reception (Aug 23)	USD 15,000	
Position:		Conference Bags	USD 12,500	
Phone:		Nametag Lanyards (Strap)	USD 12,500	
Fax:		Networking Luncheons (three days)		
Email:		Day 1 (22 August 2016)	USD 10,000	
Website URL:		Day 2 (23 August 2016)	USD 10,000	
<b>BILLING ADDRESS FOR INVOICING</b>		Day 3 (24 August 2016)	USD 10,000	
Company/Agency:		Conference Proceedings	USD 10,000	
Street Address:		Conference Programme	USD 10,000	
		Entrance Banner	USD 10,000	
City/State/Province:		Phone Charging Stations	USD 9,500	
Postal Code:		Umbrellas	USD 9,000	
Country:		ePoster and Audio Visual Equipment	USD 8,500	
Phone:		Conference Caps	USD 8,500	
Fax:		Writing Notepads and Pens	USD 8,000	
Email:		Directional Signage	USD 8,000	
<b>PAYMENT METHOD</b>		Conference Preview	USD 6,000	
	Cheque Enclosed	Cheque Number:		
Please make cheque payable to Society Petroleum Engineers in U.S. dollars.				
	Wire Transfer*	Credit Card*		
* Details on paying by wire transfer or credit card will be provided upon confirmation.				
<b>SPONSORSHIP POLICY</b>				
IADC/SPE Asia Pacific Drilling Technology Conference 22-24 August 2016 • Sands Expo & Convention Centre, Singapore				
<b>SPONSORSHIP GUIDELINES</b>				
<ul style="list-style-type: none"> <li>Advertising and logo specifications information will be sent to the Sponsor once sponsorship is confirmed.</li> <li>It is the responsibility of the Sponsor to adhere to the advertising and logo specifications information provided, as it specifically related to submittal of company logos to be used in promotion of the sponsorship.</li> </ul>				
<b>SPONSORSHIP RECOGNITION ON WEBSITE</b>				
<ul style="list-style-type: none"> <li>All sponsorship opportunities that meet the guidelines are recognised on the official conference website: <a href="http://www.spe.org/events/apdt/2016">www.spe.org/events/apdt/2016</a></li> <li>Sponsor must provide a URL address on the contract to be embedded in the logo on the website.</li> </ul>				
<b>SPONSORSHIP BENEFITS</b>				
All Sponsors will receive the following benefits:				
<ul style="list-style-type: none"> <li>Company logo and link on the conference website.</li> <li>Company logo on the conference sponsor recognition board at the event.</li> <li>Company name and logo listed in the Conference Preview and Conference Programme, provided applicable deadlines are met: <ul style="list-style-type: none"> <li>Conference Preview Sponsorship Contract and 50% deposit must be received by 29 January 2016.</li> <li>Conference Programme Sponsorship Contract and full payment must be received by 3 June 2016.</li> </ul> </li> </ul>				
<b>PAYMENT / CANCELLATION POLICY</b>				
<ul style="list-style-type: none"> <li>SPE requires a 50% deposit to be paid within thirty (30) days of invoicing in order to secure sponsorship.</li> <li>Upon receipt of the signed contract and deposit, an invoice will be emailed to the Sponsor. A sponsorship will not be acknowledged or promoted until the company has submitted the Sponsorship Contract and required deposit.</li> <li>The remaining 50% of all sponsorship is due by 1 April 2016. If a participant has contracted a sponsorship within 60 days of the event, full payment is required with submittal of Sponsorship Contract in order to confirm sponsorship.</li> <li>If a sponsorship cancellation occurs on or before 1 April 2016, a 50% penalty shall be incurred.</li> <li>If a Sponsor cancels after 1 April 2016, the Sponsor will be assessed a cancellation penalty equal to 100% of the total contracted sponsorship.</li> <li>If a Sponsor cancels with an outstanding balance due, the Sponsor remains responsible for the entire balance due, plus reasonable attorney's fees to collect. Sponsor will not be permitted to participate in the future SPE events until all outstanding balances have been paid.</li> <li>Payment is accepted in U.S. dollars only. Credit cards, cheques, and wire transfers are accepted.</li> <li>No cancellations shall be acknowledged unless received in writing. The date the notice of cancellation received shall apply as the official date of cancellation.</li> <li>Upon Sponsor notification of cancellation, SPE has the right to resell the sponsorship item(s) forfeited.</li> </ul>				
<b>AMENDMENTS</b>				
Any and all matters and questions not specifically covered by the articles in this Contract shall be subject to the decision of SPE and may be amended at any time by SPE in the overall best interest of the sponsorship and notice thereof shall be binding on the sponsors equally with the foregoing in this Contract.				
		<b>Total Sponsorship Amount = USD</b>		
		<b>Minimum 50% Deposit payable within thirty (30) days of invoicing = USD</b>		
		<b>100% Due On or Before 1 April 2016 = USD</b>		
I hereby submit this contract for a sponsorship for the IADC/SPE Asia Pacific Drilling Technology Conference and agree to abide by the policies and procedures as outlined in this contract.				
AUTHORISED REPRESENTATIVE			DATE	
PRINT NAME				
<b>SALES CONTACT</b>				
Mr. Christopher Wong, SPE Sales Manager Telephone: +60.3.2182.3148 Fax: +60.3.2182.3030 Email: cwong@spe.org				



## Society of Petroleum Engineers

The Society of Petroleum Engineers (SPE) is a not-for-profit organisation. Income from this event will be invested back into SPE to support many other Society programmes. When you attend an SPE event, you help provide even more opportunities for industry professionals to enhance their technical and professional competence. Scholarships, certification, the Distinguished Lecturer programme, and SPE's energy education programme Energy4me are just a few examples of programmes that are supported by SPE.



The International Association of Drilling Contractors (IADC) is dedicated to enhancing the interests of oil and gas and geothermal drilling contractors worldwide. IADC's contract-drilling members own most of the world's land and offshore drilling units and drill the vast majority of the wells that produce the planet's oil and gas. IADC's membership also includes oil and gas producers, and manufacturers and suppliers of oilfield equipment and services. Founded in 1940, IADC strives to secure responsible standards, practices, legislation and regulations that provide for safe, efficient and environmentally sound drilling operations worldwide. IADC holds Accredited Observer status at the International Maritime Organization and the International Seabed Federation, branches of the United Nations. The Association is a leader in developing standards for industry training, notably its well control training and assessment program, WellSharp®, and rig-floor orientation program, RigPass®. IADC is headquartered in Houston, with offices in Washington D.C., the United Kingdom, the Netherlands and the Middle East, as well as chapters in the UK, Venezuela, Brazil, Australasia, South Central Asia, Southeast Asia, the Middle East and across the United States. For more information, visit the IADC website at [www.iadc.org](http://www.iadc.org).

Direct Enquiries to:

**Joel Morgan**

Project Manager

Society of Petroleum Engineers

SPE Asia Pacific (M) Sdn. Bhd.

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