



Society of Petroleum Engineers

APOGCE

Asia Pacific Oil & Gas Conference and Exhibition

23 – 25 October 2018 | Royal International
Convention Centre,
Brisbane, Australia

Challenge the Conventional



Principal Sponsor


ConocoPhillips

EXHIBIT PROSPECTUS AND SPONSORSHIP OPPORTUNITIES

WELCOME FROM CONFERENCE CHAIRPERSON AND TECHNICAL PROGRAMME CHAIRPERSON

Dear Colleagues,

We are delighted to announce the 2018 SPE Asia Pacific Oil & Gas Conference and Exhibition (APOGCE) will be held 23-25 October 2018 at the Royal International Convention Centre, Brisbane, Australia.

As our industry adapts to a new status quo operating under sustained low oil prices, we are also having to adjust to public pressure to provide affordable energy in a low carbon world. Given these often contradicting challenges, we believe our conference theme **Challenge the Conventional** provides opportunities to showcase our accomplishments, identify areas we can strive to improve, and enable collaboration and knowledge sharing amongst participants.

We have lined up a high quality set of keynote and panel sessions that address a wide range of topics to **Challenge the Conventional**. These include senior industry leaders, experienced regulators and prominent academics. We have also scheduled a diverse set of technical sessions to share experience on how to remain successful in today's low margin business climate, while taking into account society's expectations.

In conjunction with the comprehensive technical programme and showcase, APOGCE 2018 will also feature exciting activities and programmes organised to inspire the younger generation and broaden their knowledge of the energy industry such as the Young Professionals Workshop, the Regional Student Paper Contest, Education Day and Teachers' Day.

On behalf of SPE and the conference organising committee, it is our pleasure to invite your organisation to sponsor and exhibit at this event. Your participation in APOGCE will provide a unique opportunity to showcase emerging technologies and enhance your corporate profile to industry professionals. More information on how your company can be involved in this event is available in this brochure.

Thank you in advance for your participation. With the support of our industry colleagues, we believe that the conference will be a successful and significant event. We look forward to welcoming you at APOGCE in Brisbane.

Regards,



Wendy King
Conference Chairperson
President – Australia East
ConocoPhillips Australia



Chris Mijnsen
Technical Programme Chairperson
Group Manager – Exploration and Appraisal
Origin Energy



CONFERENCE CHAIRPERSON



Wendy King
President – Australia East
ConocoPhillips Australia

TECHNICAL PROGRAMME COMMITTEE

TECHNICAL PROGRAMME CHAIRPERSON



Chris Mijnsen
Group Manager – Exploration and Appraisal
Origin Energy

MEMBERS

Saikat Mazumder, **Arrow Energy**
Khalil Rahman, **Baker Hughes, a GE company**
Sadegh Asadi, **Baker Hughes, a GE company**
Xiuli Wang, **Baker Hughes, a GE company**
Peter Behrenbruch, **Bear and Brook Consulting**
Mark Jackson, **BHP Billiton Petroleum**
Roman Bulgachev, **BP Norge AS**
Daniel O'Reilly, **Chevron Australia**
Matthew Flett, **Chevron Australia**
Peter Tippet, **Chevron Australia**
Michelle Lim, **ConocoPhillips Australia**
Luke Connell, **CSIRO Petroleum**
Anwarudin Saidu Mohamed, **Deleum Berhad**
Zis G. Katelis, **Gaffney, Cline & Associates**
David Kersey, **Gatley Resources**
Jeremy Meyer, **Ikon Science**
Marie-Louise Lees, **Independent**
Mike Zuber, **Independent**
Colin Ingram, **Inflatable Packers International**
Takaaki Uetani, **INPEX Corporation**
David Cavanagh, **Integrated Energy**
Baojun Bai, **Missouri University of Science and Technology**
Robyn Tamke, **Oasis Oilfield Consulting**
Chris Fair, **Oilfield Data Services, Inc.**

David Close, **Origin Energy**
Natalie Chadud, **Origin Energy**
Sameer Ganpule, **Origin Energy**
Prady Chaliha, **Osaka Gas Australia**
Jan Bon, **Petrolab Australia**
Abdolrahim Ataei, **PETRONAS**
Dipak Mandal, **PETRONAS**
M Solehuddin Abdul Razak, **PETRONAS**
Mohamad Othman, **PETRONAS**
Raj Deo Tewari, **PETRONAS**
Gianluca Di Martino, **Quadrant Energy**
Liu He, **RIPED, CNPC**
Shuhong Wu, **RIPED, PetroChina**
Qinghai Yang, **RIPED, PetroChina**
Bruce Gunn, **RISC**
He Zhang, **Ryder Scott Company**
Andrew White, **Santos**
Darren Nicolson, **Santos**
Emma Tavener, **Santos**
James Griffiths, **Santos**
Mark Burgoyne, **Santos**
Simon Chipperfield, **Santos**
Jack Harfoushian, **Schlumberger**
Jaime Moreno Ortiz, **Schlumberger**
Salim Taoutaou, **Schlumberger**
Shripad Biniwale, **Schlumberger**

Wesley Atkinson, **Schlumberger**
John (Jonggeun) Choe, **Seoul National University**
Thomas Gan, **Shell**
Dominic Pepicelli, **South Australian Government**
Piotr Sapa, **South Australian Government**
Keith Rae, **TAM International Asia Pacific**
Zahid Hasan, **TechnipFMC**
Henricus Herwin, **TOTAL E&P Indonesia**
Abbas Zeinijahromi, **University of Adelaide**
Alireza Salmachi, **University of Adelaide**
Steve Begg, **University of Adelaide**
Sheikh Rahman, **University of New South Wales**
Brian Towler, **University of Queensland**
Ray Johnson Jr., **University of Queensland**
Vahab Honari, **University of Queensland**
Marcel Croon, **Weatherford**
Vikram Singh Grewal, **Wipro**
Alexis Whelan, **Woodside Energy**
Ben van Deijl, **Woodside Energy**
Neil Smith, **Woodside Energy**
Pieter Jagtenberg, **Woodside Energy**
Russell Byfield, **Yokogawa Australia**

CONDUCT COMMITTEE

CONDUCT COMMITTEE CHAIRMAN

Andrew White, **Santos**

CONDUCT COMMITTEE VICE-CHAIRMAN

Dean Sullivan, **Weatherford Australia**

MEMBERS

Parimal Raj, **Accenture**
Rod Bresnehan, **CFT Holdings (HK) Limited**
Daniel O'Reilly, **Chevron Australia**
Fiona McLeod, **ConocoPhillips**
Ludovic Richard, **CSIRO**
Mike Congreve, **Independent**
Erhart Stockhausen, **Origin Energy**
Izaz Haque, **Oil Search Limited**
Jay Zou, **Origin Energy**

Natalie Chadud, **Origin Energy**
Mila Gorelova, **Origin Energy**
Siang Teoh, **Origin Energy**
Tony Kourakis, **Origin Energy**
Jan Bon, **Petrolab Australia**
Alan Teimoori, **Petro-Tech Central**
Janet Outhwaite, **Santos**
Daniel Kalinin, **Schlumberger**
Adam Kong, **Senex Energy Limited**
Kellie Hobbs, **Shell New Zealand**
Sara Chreide, **WorleyParsons**

APOGCE 2018 IN AUSTRALIA

Challenge the Conventional

SPE's flagship technical conference APOGCE returns to Brisbane, Australia in October 2018. The conference attracts professionals and business leaders across the upstream business and covers the widest range of disciplines involved in exploration, field development and production activities. With an attendance of over 1,000 industry experts, APOGCE is an important platform for technology dissemination, knowledge sharing and collaboration not only within the region, but globally.

The regional conference, themed "**Challenge the Conventional**", brings a high quality set of keynote and panel sessions to address a wide range of topics featuring senior industry leaders, experienced regulators and prominent academics. This presents an opportunity for extensive networking opportunities with industry professionals from various backgrounds and experience.

In addition, a diverse multi-disciplinary technical programme will share experience on how to remain successful in today's low margin business climate, while taking into account society's expectations. The conference will also feature a range of co-located programmes such as:

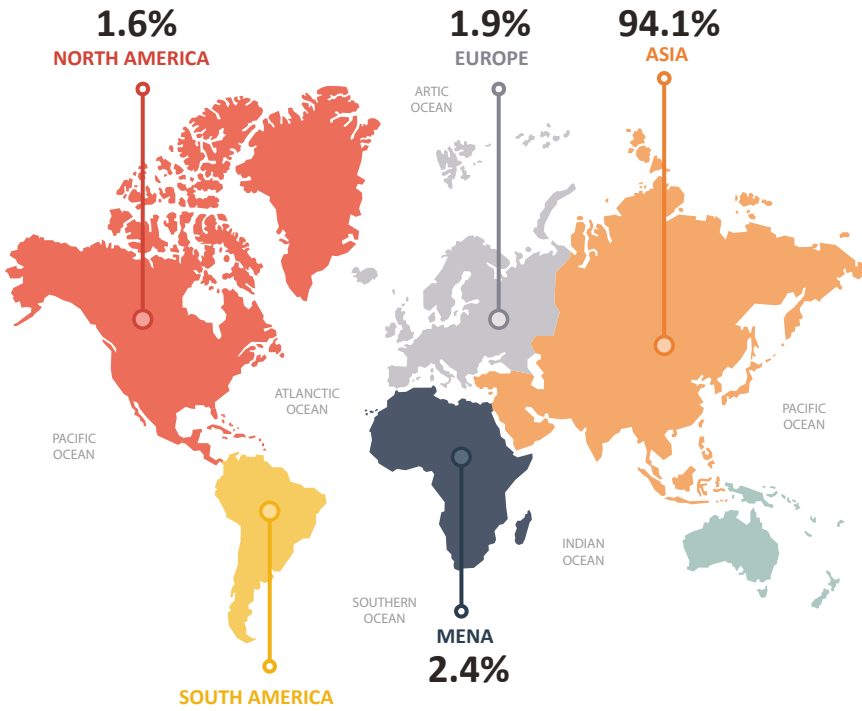
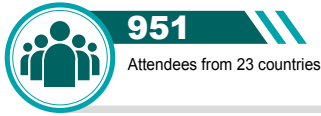
- Regional Awards Presentation
- Young Professionals Workshop
- Education and Teachers' Day
- Regional Student Paper Contest
- Training Courses

EVENT HIGHLIGHTS

- Multi-disciplinary technical presentations from experts and professionals
- Industry insights from senior executives and industry leaders
- Extensive networking opportunities
- Regional Awards presentation
- Young Professionals Workshop
- Regional Student Paper Contest
- Education Day and Teacher's Day
- Training Courses



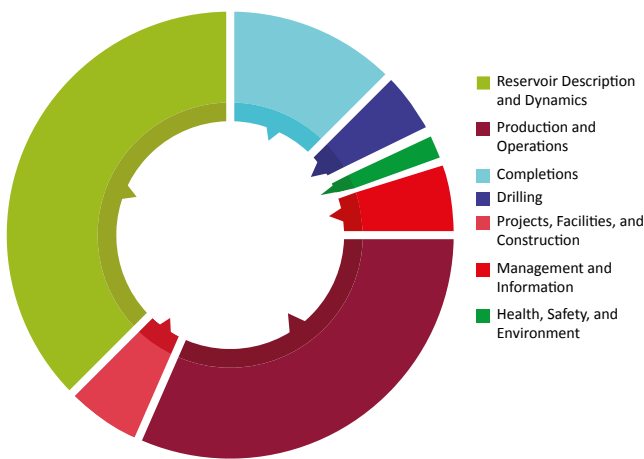
APOGCE 2016 IN PERTH, AUSTRALIA



TOP 10 PARTICIPATING COUNTRIES

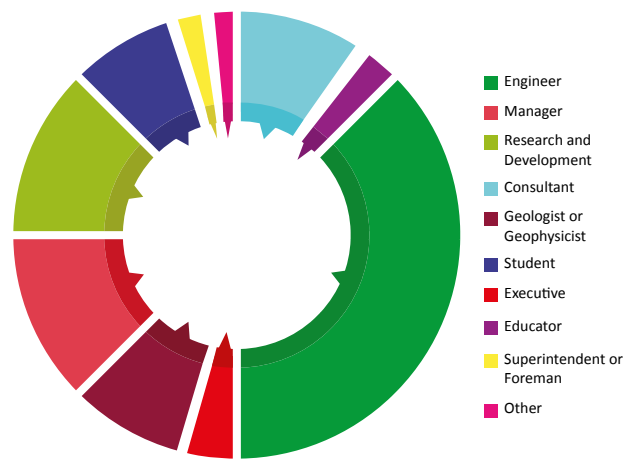
- Australia
- Brunei Darussalam
- Cambodia
- Canada
- China
- Denmark
- Germany
- India
- Indonesia
- Italy

TECHNICAL INTERESTS



Reservoir Description and Dynamics	37.7%
Production and Operations	36.4%
Completions	10.4%
Drilling	6.5%
Projects, Facilities, and Construction	5.2%
Management and Information	2.6%
Health, Safety, and Environment	1.3%

JOB CLASSIFICATIONS

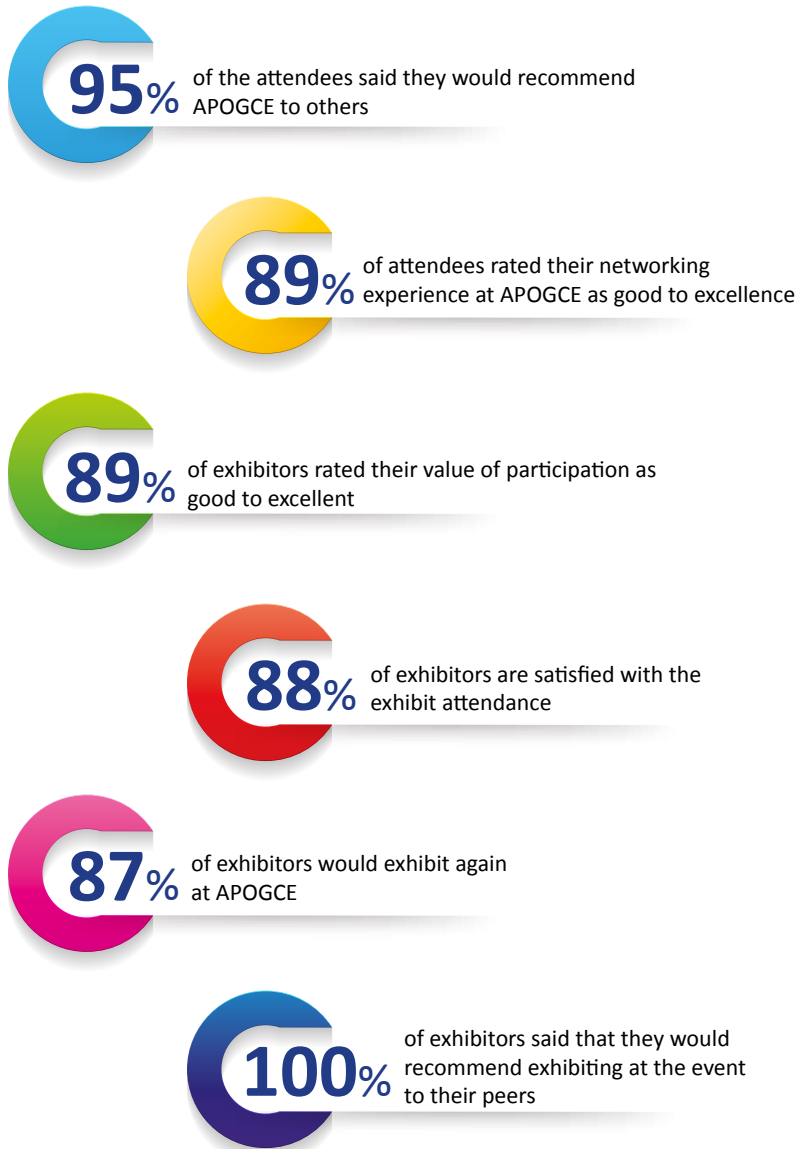


Engineer	40.3%
Manager	16.9%
Research and Development	13%
Consultant	9.1%
Geologist or Geophysicist	6.5%
Student	6.5%
Executive	3.9%
Educator	1.3%
Superintendent or Foreman	1.3%
Others	1.3%

WHY EXHIBIT AND SPONSOR?

Since its inception, APOGCE has managed to draw thousands of attendees, providing opportunities to secure potential business partners, consultants and suppliers for projects in the region. The 2018 edition of the SPE Asia Pacific Oil & Gas Conference and Exhibition (APOGCE) is estimated to attract over 1,000 energy professionals from more than 30 countries.

Exhibiting and sponsoring at the event will provide your organisation with the unique opportunity to showcase your services and offer your latest solutions to E&P professionals sourcing for the latest information, solutions and technology.



JOIN US TO:

- **Introduce** your organisation's latest products and services
- **Showcase** your organisation's advance technologies, services and expertise
- **Maximise** exposure and visibility of your organisation
- **Strengthen** and enhance your brand identity and organisation's image
- **Meet** and interact face-to-face with existing and new business prospects
- **Establish** and reinforce your marketing message and relationship with key buyers



EXHIBITION OPPORTUNITIES

BOOTH PACKAGES AND COST OF PARTICIPATION

Save with Early Bird rates and confirm your package **by 31 May 2018**.



Gold Package (18 sqm)



Silver Package (9 sqm)



Standard Package (9 sqm)

<h2>GOLD</h2> <p>PACKAGE (18 sqm)</p>	<h2>SILVER</h2> <p>PACKAGE (9 sqm)</p>	<h2>STANDARD</h2> <p>PACKAGE (9 sqm)</p>
<p>Early bird rate AUD 15,000 per booth <i>(Normal Rate at AUD 16,500 per booth)</i></p>	<p>Early bird rate AUD 8,000 per booth <i>(Normal Rate at AUD 8,800 per booth)</i></p>	<p>Early bird rate AUD 5,000 per booth <i>(Normal Rate at AUD 5,500 per booth)</i></p>
<p>Benefits:</p> <ul style="list-style-type: none"> • Recognised as Gold Sponsor • 18 sqm display style exhibition booth with pre-build back wall • Five (5) Complimentary Exhibitor Plus Registrations* • One Hundred (100) Exhibition Visitor Passes** • Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board. • Company / Product Listing in the Conference Programme • 10% discount on additional sponsorship items 	<p>Benefits:</p> <ul style="list-style-type: none"> • Recognised as Silver Sponsor • 9 sqm display style exhibition booth with pre-build back wall • Three (3) Complimentary Exhibitor Plus Registrations* • Eighty (80) Exhibition Visitor Passes** • Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board. • Company / Product Listing in the Conference Programme • 10% discount on additional sponsorship items 	<p>Benefits:</p> <ul style="list-style-type: none"> • 9 sqm Shell Scheme exhibition booth • Two (2) Complimentary Exhibitor Plus Registrations* • Fifty (50) Exhibition Visitor Passes** • Company / Product Listing in the Conference Programme
<p>Entitlements:</p> <ul style="list-style-type: none"> • 6mW x 2.5mH back wall and customised graphics • Raised flooring • One (1) 50-inch TV with floor stand and back shelve for laptop • One (1) information counter with customised front graphics • Two (2) bar stools • One (1) round table • Four (4) spotlights for back wall • Two (2) chairs • One (1) brochure stand • Two (2) power points 	<p>Entitlements:</p> <ul style="list-style-type: none"> • 3mW x 2.5mH back wall and customised graphics • Raised flooring • One (1) 42-inch TV with floor stand and back shelve for laptop • One (1) information counter with customised front graphics • Two (2) bar stools • Two (2) spotlights for back wall • One (1) brochure stand • One (1) power point 	<p>Entitlements:</p> <ul style="list-style-type: none"> • 3m x 3m Shell Scheme booth • 2.5mH wall partition with laminated in-fill panels • One (1) information counter • Two (2) bar stools • Two (2) spotlights • One (1) power point

Notes:

* **Exhibitor Plus Registration** includes access to the Exhibition, Opening Session, Executive Plenary Session, Panel Sessions, Technical Sessions, ePoster Sessions, Networking Luncheons, Welcome Reception, Networking Reception (if any) and Coffee Breaks.

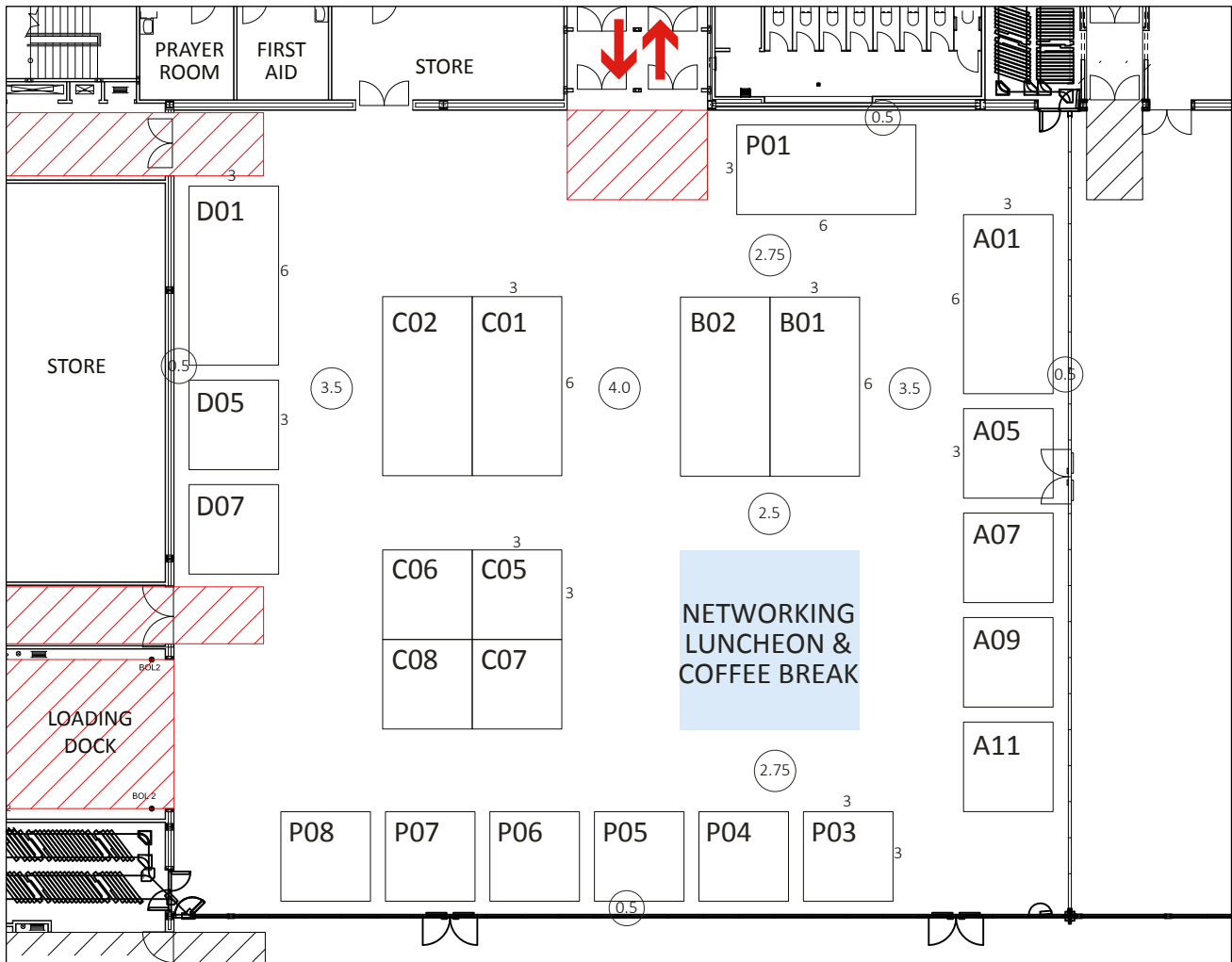
** **Exhibition Visitor Pass** includes access to the Exhibition, ePoster Sessions, Welcome Reception, Networking Reception (if any) and Coffee Breaks.

*** **Sponsors** will be acknowledged in the Conference Preview (if confirmed by 23 May 2018), Conference Programme (if confirmed by 23 August 2018).

EXHIBITION FLOOR PLAN

HALL A

ENTRANCE / EXIT



HOW TO EXHIBIT

- 1 Review all exhibit information carefully.
- 2 Select your booth location and package preference.
- 3 Complete and return the Exhibit Space Reservation Contract

BOOK NOW

Book your space now at the SPE Asia Pacific Oil & Gas Conference and Exhibition. For more information, contact:

Nick Chantrell
 SPE Senior Sales Manager – Asia Pacific
 Tel : +603 2182 3145
 Email : nchantrell@spe.org

EXHIBIT SPACE RESERVATION CONTRACT

This is an application for exhibit space at the **SPE Asia Pacific Oil & Gas Conference and Exhibition** ("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 scheduled **23 – 25 October 2018** and held at the **Royal International Convention Centre in Brisbane, Australia**. 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 stand location MUST be completed. If all 3 preferred locations are not available, SPE reserves the right to place the exhibitor in a like configuration in the best available location.

1.	2.	3.
----	----	----

Package Type	Price Per Booth		Total in AUD
	Booked by 31 May 2018	Booked after 31 May 2018	
Gold Package (18 sqm)	AUD 15,000 per booth	AUD 16,500 per booth	
Silver Package (9 sqm)	AUD 8,000 per booth	AUD 8,800 per booth	
Standard Package (9 sqm)	AUD 5,000 per booth	AUD 5,500 per booth	

EXHIBITOR INFORMATION						
Company Name						
Mailing Address						
City	State		Province			
Postal Code	Country					
Office Phone	Office Fax	Company URL				
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. SPE 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 SPE later determines that such product in fact does not qualify for the exhibition, SPE can cancel the space and contract without refunds.
- B. By signing this Exhibit Space Reservation Contract, 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 BY CREDIT CARD	
<input type="checkbox"/> Amex <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Diners Club	Amount (US \$): _____
Card Number: _____	Exp. Date: _____
Card Holder Name (Printed on Card): _____	
Card Billing Address: _____	
Signature: _____	

PLEASE RETURN THIS FORM TO:	FOR SPE OFFICE USE ONLY:
Nick Chantrell, SPE Senior Sales Manager – Asia Pacific Society of Petroleum Engineers Suite 12.01, Level 12, Menara IGB, Mid Valley City Lingkaran Syed Putra, 59200 Kuala Lumpur Malaysia Telephone: +603.2182.3148 Email: nchantrell@spe.org	Total Square Metres Requested =
	TOTAL EXHIBIT SPACE COST = AUD
	50% deposit due within 30 days of invoicing = AUD
	100% due on or before 23 July 2018 = AUD

EXHIBIT REGULATIONS

1. DEFINITION

In these Exhibit Regulations, the terms:

- a. "Event" - means SPE Asia Pacific Oil & Gas Conference and Exhibition.
- b. "Organiser" - means the Society of Petroleum Engineers (SPE).
- c. "Exhibitor" - means any persons, firm or company who has made application for and who has been granted stand space.

2. CHARACTER OF EXHIBIT

a. **Character.** The Event 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:

- i. To exhibit only products of his own manufacture / or principal 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;
- ii. To exhibit such products or services in a tasteful manner so as to describe and depict the advantages of using such products or services;
- iii. To determine the eligibility of Exhibitors, exhibits and products displayed for the Event; and
- iv. To reject, prohibit or remove exhibits or Exhibitors which SPE considers objectionable, inappropriate, disruptive or offensive to SPE, other Exhibitors or Event attendees.

3. PAYMENT/CANCELLATION/SPACE REDUCTION

a. **50% Deposit.** A deposit in the amount of 50% of the total cost of exhibit space reserved must accompany the exhibit space reservation contract or be made within 30 days of receipt of invoice. The remaining 50% is due 90 days prior to the Event. SPE reserves the right to cancel and reassign any exhibit space for which an invoice remains unpaid for more than thirty (30) days.

b. **100% Full Payment.** Contract received less than 90 days prior to the Event must include 100% full payment for the stand size requested. 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 a duly executed space reservation contract and full payment have been received.

c. **Cancellation.** Should the Exhibitor cancels from the Event, the following shall apply:

- i. If the Exhibitor cancels more than 90 days prior to the Event, the Exhibitor will be assessed a cancellation penalty equal to 50% of the total cost of cancelled exhibit space.
- ii. If the Exhibitor cancels less than 90 days prior to the Event, the Exhibitor will be assessed a cancellation penalty equal to 100% of the total cost of cancelled exhibit space.
- iii. If the Exhibitor cancels with an outstanding balance due, the Exhibitor remains responsible for the entire balance due, plus reasonable attorney's fees to collect. The Exhibitor will not be permitted to participate in future SPE events until all outstanding balances have been paid.
- iv. No cancellation shall be acknowledged unless received in writing by SPE. The date upon which the notice of cancellation is received shall apply as the official date of cancellation. Upon the Exhibitor notification of cancellation, SPE has the right to resell the space vacated.

d. **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 Clause 3c. Reduction in space can result in relocation of exhibit space at SPE's discretion.

e. **Event Ruling.** If the Exhibitor fails to utilise the exhibit space and/or the space is vacant at the time of the published deadline for completion of booth setup / move-in, SPE reserves the right to consider the space to be cancelled and vacated. All requests for booth setup / move-in beyond the published booth setup / move-in completion deadline must be submitted to SPE in writing. Approval of late booth setup / move-in requests are at the discretion of SPE. Should SPE not be notified in writing, SPE reserves the right to resell the cancelled space and the contract will become null and void.

4. ASSIGNMENT; SUBLETTING SPACE

The Exhibitor shall not assign, sublet or appoint the whole 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 SPE.

5. EXHIBIT SPACE

- i. Exhibit space must be manned by a representative during all times when the Event is officially open. Exhibit space must be maintained in a neat and orderly manner throughout the Event.
- ii. The Exhibitor acknowledge that he/she shall only be entitled to use contractors other than the Official Stand Contractor appointed by SPE to erect his own stand, with prior written consent by SPE.
- iii. In deference to fellow exhibitors and to the professional people who constitute the exhibit audience, the Exhibitor 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 ADHESIVE BACKING THAT ADHERE OR CAUSE ADHESION ARE CONSIDERED STICKERS).

iv. 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 Event.

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

vi. The Exhibitor 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.

6. LIMITATION OF LIABILITY

SPE may be held liable for loss, injury or damages sustained by the Exhibitor or The Exhibitor's personnel (i.e. the Exhibitors' agents, servants, invitees, guests or employees) only to the extent such loss, injury or damages solely caused by the gross negligence or wilful misconduct of SPE or its agents or employee and not otherwise. SPE shall not be responsible for any loss of business, loss of profits, injury, damage or expense or whatever nature that the Exhibitor may suffer due to Event cancellation as a result of a Force Majeure Event or other conditions that render the Event impracticable in SPE's sole determination. In no event will SPE's liability exceed the amount paid to SPE by the Exhibitor under this Agreement. Under no circumstances will SPE be liable to the Exhibitor for indirect, incidental, consequential, special or exemplary damages (even if SPE has been advised of the possibility of such damages) arising from any provision of this Agreement, including but not limited to, the exercise by SPE of any of its rights under this Agreement.

7. INDEMNIFICATION

The Exhibitor shall defend, indemnify and hold harmless SPE, its officers, directors, employees, agents and each of them, with respect to any claims, suits, damages, liabilities, losses, expenses and costs (including attorney's fees) ("Claims") which SPE its officers, directors, employees, agents and each of them may suffer or be subject to, and which are in any way connected with the Agreement or the presence of the Exhibitor, the Exhibitor's personnel or any Exhibitor Appointed Contractor ("EAC") at the Event; provided, however, that the Exhibitor's duty to indemnify, defend and hold harmless shall not extend to Claims, as are solely caused by the gross negligence or wilful misconduct of SPE, its agents or employees. The terms of this provision shall survive the termination or expiration of this Agreement.

8. INSURANCE

The Exhibitor agrees and understand that insurance for 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.

9. EXHIBITOR SERVICES

- i. To ensure the continuation of smooth booth setup / move-in, dismantling, and operation during the Event, Official Contractors will be appointed. The Exhibitors are urged to obtain required labour and services from the Official Contractors. A complete list of official contractors and available services will be provided in the Exhibitor Services Manual (ESM).
- ii. Approximately four (4) months prior to the Event, SPE will provide the Exhibitor Services Manual (ESM) to all Exhibitors. This manual includes information integral to participation at the Event, including, but not limited to additional exhibit rules and 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.
- iii. Plans for specially built stands or displays (if any) other than those constructed from Stand Package must be submitted by the Exhibitor to SPE for acceptance before construction is ordered.

10. GENERAL

- a. These Exhibit Regulations together with the Exhibit Space Reservation Contract and Exhibitor Services Manual, contain the entire agreement between SPE and the 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.
- b. These Exhibit Regulations shall be construed and enforced in accordance with the Malaysia Law. The parties submit to exclusive jurisdiction to the Malaysia courts.
- c. SPE reserves the right to change or modify the layout of the Event and/or relocate exhibits or the Exhibitors;
- d. SPE reserves the right to cancel, in whole or in part, the Event due to an event beyond the reasonable control of SPE – including, but not limited to, casualty, explosion, fire, lightning, utility interruption, flood, weather, epidemic, hurricane, tornado, earthquake or other Acts of God, or any law, ordinance, rule or regulation, acts of public enemies, strikes, riots or civil disturbances ("Force Majeure Event");
- e. SPE reserves the right to change within reasonable limits, the date, location and duration of the Event, without any liability to SPE.

SPONSORSHIP OPPORTUNITIES

Sponsorship opportunities have been designed to offer maximum exposure and visibility for organisations. 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, SPE Senior Sales Manager – Asia Pacific
Tel: +603 2182 3145 or email: nchantrell@spe.org

The table below offer a summary of available sponsorship items:

SPONSORSHIP ITEMS	VALUE (AUD)
Principal Sponsor (per sponsor)	45,000
Opening Session	30,000
Coffee Breaks	10,000
Conference Bags	10,000
Educational Programmes	10,000
Lanyards	10,000
Young Professionals Workshop	10,000
Networking Luncheon (per luncheon)	9,000
Welcome Reception (23 October)	9,000
Networking Reception (24 October)	9,000
Bottled Drinking Water	8,000
Conference Preview and Programme	8,000
Directional Signage	8,000
ePoster Stations and Audio Visual Equipment	8,000
Conference Digital Proceedings	6,000
Conference Bag Insertion	5,000
Exhibition Visitor Passes	5,000
Writing Pads and Pens	5,000

Principal Sponsor

AUD 45,000 (per sponsor)

The sponsor will receive:

- Company logo displayed at the Opening Session.
- Acknowledgement during the Opening Session.
- Complimentary one (1) full page ROP full colour advertisement in the Conference Preview**.
- Complimentary one (1) full page ROP full colour advertisement in the Conference Programme**.
- Complimentary one (1) conference bag insertion (insertion/item to be provided by sponsor).
- Three (3) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board*.

Notes:

* **Full Conference Registration** includes access to the Opening Session, Executive Plenary Sessions, Panel Sessions, Technical Sessions, ePoster Sessions, Exhibition, Coffee Breaks, Networking Luncheons, Welcome Reception, Networking Reception (if any) and one (1) Conference Digital Proceedings.

** Sponsors will be acknowledged in the Conference Preview (if confirmed by 23 May 2018), Conference Programme (if confirmed by 23 August 2018).

Opening Session

AUD 30,000

The Opening Session will feature regional industry leaders and keynote addresses on the conference theme, setting the scene for the technical discussions and knowledge sharing that will take place over three days of the conference. The sponsor will receive:

- Acknowledgement during Opening Session.
- Company logo displayed prominently in the Opening Session.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board*.

Coffee Breaks

AUD 10,000

Morning and afternoon coffee breaks will be provided at the exhibition hall to all conference attendees. The sponsor will receive:

- Company logo displayed prominently at the coffee break areas.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board*.

Conference Bags

AUD 10,000

The conference bags are distributed to all full conference delegates. The sponsor will receive:

- Company logo printed on the conference bags.
- Complimentary one (1) conference bag insertion (insertion/item to be provided by sponsor).
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Educational Programmes

AUD 10,000 (per co-sponsor)

SPE hosts three important educational programmes at APOGCE.

1. **Regional Student Paper Contest** (Wednesday, 24 October 2018)
Regional undergraduate and postgraduate students are shortlisted to compete at this exciting event for the opportunity to secure an SPE-sponsored participation at the 2019 International Student Paper Contest at ATCE 2019.
2. **Education Day** (Thursday, 25 October 2018)
Local high school students are introduced to the discipline of petroleum engineering and the industry through hands-on activities and meaningful sharing sessions by industry leaders and young professionals at Education Day.
3. **Teachers' Day** (Thursday, 25 October)
Teachers' Day is an initiative to share fresh energy education teaching and learning methodologies with local high school teachers.

Educational programmes sponsorship will be used to support these three programmes. Each sponsor will receive:

- Acknowledgement during opening of each educational programme.
- Company logo displayed prominently at each educational programme.
- Opportunity for a senior representative of the sponsor(s) to deliver a 10-minute remarks at each educational programme.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Lanyards**AUD 10,000**

The sponsor will receive:

- Company logo printed on the lanyards.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Young Professionals Workshop**AUD 10,000 (per co-sponsor)**

The Young Professionals (YPs) Workshop provides an opportunity for YPs to participate in designated APOGCE sessions and specially designed workshop programmes. The workshop includes formal discussions and informal networking sessions with senior industry executives. The sponsor will receive:

- Acknowledgement during the opening of the workshop.
- Company logo displayed prominently at the workshop.
- Opportunity for a senior representative of the sponsor(s) to deliver a 10-minute remarks at the workshop.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Networking Luncheons – Day 1 and 2 (23 and 24 October)**AUD 9,000 (per luncheon)**

Daily luncheons will be provided to all full conference delegates at the exhibition hall. These luncheons allow conference attendees the opportunity to network and offer the sponsor an avenue to demonstrate hospitality to conference attendees. The sponsor of each luncheon will receive:

- Signage with company logo displayed prominently at the networking luncheon area.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Welcome Reception (23 October)**AUD 9,000**

The Welcome Reception will be held on Tuesday, 23 October 2018. The sponsor will receive:

- Acknowledgement during the Welcome Reception.
- Signage with company logo displayed prominently at the welcome reception area.
- An opportunity for a senior representative of the sponsor to deliver a 10-minute welcome message to reception attendees.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Networking Reception (24 October)**AUD 9,000**

The Networking Reception will be held on Wednesday, 24 October 2018. The sponsor will receive:

- Acknowledgement during the Networking Reception.
- Signage with company logo displayed prominently at the networking reception area.
- An opportunity for a senior representative of the sponsor to deliver a 10-minute welcome message to reception attendees.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Bottled Drinking Water**AUD 8,000**

Bottled drinking water will be made available in all technical session rooms during the conference. The sponsor will receive:

- Company logo printed on the label of the water bottles
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Directional Signage**AUD 8,000**

Signage will be placed onsite to direct attendees to various conference and function venues. The sponsor will receive:

- Company logo on all onsite directional signage.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Conference Preview and Conference Programme**AUD 8,000**

Approximately 4 months before the event, the Conference Preview will be produced as a sneak peek for the conference. The copy will be distributed to all registered conference delegates, authors, SPE members, etc. and will also be posted in the event website.

The Conference Programme is a handy pocket size booklet that contains detailed information about the conference, sessions, special events, sponsors, exhibition, etc. which will be distributed to all conference attendees.

The sponsor will receive:

- Complimentary one (1) full page ROP full colour advertisement in the Conference Preview**.
- Complimentary one (1) full page ROP full colour advertisement in the Conference Programme**.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Notes:

* **Full Conference Registration** includes access to the Opening Session, Executive Plenary Sessions, Panel Sessions, Technical Sessions, ePoster Sessions, Exhibition, Coffee Breaks, Networking Luncheons, Welcome Reception, Networking Reception (if any) and one (1) Conference Digital Proceedings.

** Sponsors will be acknowledged in the Conference Preview (if confirmed by 23 May 2018), Conference Programme (if confirmed by 23 August 2018).

ePoster Stations and Audio Visual Equipment

AUD 8,000

The ePoster display stations and audio visual equipment in all conference rooms form the cornerstone of the technology transfer at the conference. Sponsoring these items will raise your organisation's profile and highlight your organisation's commitment to the technical presentations that is at the heart of the conference. Each co-sponsor will receive:

- One (1) slide bearing your company logo projected on the screen in all conference rooms.
- Company logo featured on all ePoster stations.
- One (1) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Conference Digital Proceedings

AUD 6,000

- Company logo printed on the Conference Digital Proceedings leaflet.
- Two (2) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Conference Bag Insertion

AUD 5,000

The sponsor will receive:

- One (1) conference bag insertion (insertion/item to be provided by sponsor).
- One (1) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Exhibition Visitor Pass

AUD 5,000

Exhibition Visitor Passes are shared with sponsoring and exhibiting companies for invitation of their business associates to the event and distribution to potential conference visitors. Conference visitors are also able to secure the passes online via the event website. The sponsor will receive:

- Company logo printed on the exhibition visitor passes.
- One (1) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Writing Pads & Pens

AUD 5,000

One (1) writing pad and one (1) pen will be inserted in the conference bag. The sponsor will receive:

- Company logo printed on the writing pads and pens.
- One (1) complimentary Full Conference Registrations*.
- Company logo in the Conference Preview**, Conference Programme**, event website and onsite sponsor recognition board.

Notes:

* **Full Conference Registration** includes access to the Opening Session, Executive Plenary Sessions, Panel Sessions, Technical Sessions, ePoster Sessions, Exhibition, Coffee Breaks, Networking Luncheons, Welcome Reception, Networking Reception (if any) and one (1) Conference Digital Proceedings.

** Sponsors will be acknowledged in the Conference Preview (if confirmed by 23 May 2018), Conference Programme (if confirmed by 23 August 2018).

HOW TO SPONSOR?

- 1 Review all the sponsorship information carefully.
- 2 Select your preferred sponsorship items.
- 3 Complete and return the Sponsorship Contract.

CUSTOMISED SPONSORSHIP PACKAGE

Sponsoring the SPE Asia Pacific Oil & Gas Conference and Exhibition is a unique way to raise your organisation's profile and brand awareness within the oil and gas industry. Our sponsorship packages are flexible and may be customised to give your organisation targeted exposure and increase your presence at the conference.

For more information, please contact:

Nick Chantrell

Senior Sales Manager – Asia Pacific

Tel: +603 2182 3145

Email: nchantrell@spe.org

SPONSORSHIP CONTRACT

This is a sponsorship contract at the **SPE Asia Pacific Oil & Gas Conference and Exhibition** ("Event"), which will become a binding contract if the potential sponsor satisfies and agrees to Society of Petroleum Engineer ("SPE") Sponsorship Policy as set forth in this contract. The undersigned company (the "Sponsor") does hereby request a sponsorship in the Event, scheduled **23 – 25 October 2018** at the **Royal International Convention Centre** in **Brisbane, Australia**. The individual signing this contract warrants that he/she has the authority to bind contractually the organisation contracting for the sponsorship.

SPONSOR INFORMATION		SPONSORSHIP OPPORTUNITIES		
Company Name		Sponsorship Category	Value	Tick (✓)
Contact Name		Principal Sponsor (per sponsor)	AUD 45,000	
Job Title		Opening Session	AUD 30,000	
Office Tel/Direct Line		Coffee Breaks	AUD 10,000	
Mobile Number		Conference Bags	AUD 10,000	
Email Address		Educational Programmes	AUD 10,000	
Company URL		Lanyards	AUD 10,000	
BILLING DETAILS		Young Professionals Workshop	AUD 10,000	
Company Name		Networking Luncheon – Day 1 (23 October)	AUD 9,000	
Mailing Address		Networking Luncheon – Day 2 (24 October)	AUD 9,000	
		Welcome Reception (23 October)	AUD 9,000	
City/State/Province		Networking Reception (24 October)	AUD 9,000	
Postal Code		Bottled Drinking Water	AUD 8,000	
Country		Conference Preview and Programme	AUD 8,000	
Office Tel		Directional Signage	AUD 8,000	
Office Fax		ePoster Stations and Audio Visual Equipment	AUD 8,000	
SPONSORSHIP POLICY		Conference Digital Proceedings	AUD 6,000	
Sponsorship Guidelines		Conference Bag Insertion	AUD 5,000	
<ul style="list-style-type: none"> Advertising and 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 related to submittal of company logo to be used in promotion of the sponsorship. 		Exhibition Visitor Passes	AUD 5,000	
Sponsorship Recognition on Website		Writing Pads and Pens	AUD 5,000	
<ul style="list-style-type: none"> All sponsorship opportunities that meet the guidelines are recognised on the event website: www.spe.org/go/18apog. Sponsor must provide a URL address on the contract to be embedded in the logo on the website. 		TOTAL EXHIBIT SPACE COST = AUD		
Sponsorship Benefits		50% deposit due within 30 days of invoicing = AUD		
All sponsors will receive the following benefits: <ul style="list-style-type: none"> Company logo and link on the event website. Company logo on the sponsorship recognition board at the event. Company name and logo listed in the Conference Preview and Conference Programme, provided applicable deadlines are met: <ul style="list-style-type: none"> Conference Preview: Sponsorship Contract and 50% deposit must be received by 23 May 2018. Conference Programme: Sponsorship Contract and 50% deposit must be received by 23 August 2018. 		100% due on or before 23 July 2018 = AUD		
Payment & Cancellation Policy		I hereby submit this sponsorship contract and agree to abide by the policies and procedures as outlined in this contract.		
<ul style="list-style-type: none"> SPE requires a 50% deposit to be paid within thirty (30) days of invoicing in order to secure sponsorship. Upon receipt of the signed contract and deposit, an invoice will be emailed to the Sponsor. A sponsor will not be acknowledged or promoted until the company has submitted the Sponsorship Contract and required deposit. The remaining 50% of sponsorship value is due ninety (90) days prior to the Event. If a participant has contracted a sponsorship within ninety (90) days of the event, full payment is required with submittal of Sponsorship Contract in order to confirm sponsorship. If a sponsorship cancellation occurs on or more than ninety (90) days prior to the Event, a 50% penalty shall be incurred. If a Sponsor cancels less than ninety (90) days prior to the Event, the Sponsor will be assessed a cancellation penalty equal to 100% of the total contracted sponsorship value. 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 future SPE events until all outstanding balances have been paid. Credit cards and wired transfers are accepted. No cancellation shall be acknowledged unless received in writing. The date of the notice of cancellation received shall apply as the office date of cancellation. Upon Sponsor notification of cancellation, SPE has the right to resell the sponsorship item(s) forfeited. 		Authorised Representative _____ Date _____ Signature & Name		
Amendments		PAYMENT BY CREDIT CARD		
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.		<input type="checkbox"/> Amex <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Diners Club		
		Card Number		
		Card Expiry Date (mm/yy)		
		Card Holder Name (Printed on Card)		
		Card Billing Address		
		Amount (AUD)		
		Signature		
		Please return to: Nick Chantrell , SPE Senior Sales Manager – Asia Pacific Telephone: +603.2182.3145 Fax: +603.2182.3030 Email: chantrell@spe.org		



Society of Petroleum Engineers

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 164,000 members in 143 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.

Please direct enquiries to:

Nick Chantrell

Senior Sales Manager – Asia Pacific

Direct Line: +603.2182.3145

Email: nchantrell@spe.org

Society of Petroleum Engineers (SPE)

Suite 12.01, Level 12

Menara IGB, Mid Valley City

Lingkaran Syed Putra

59200 Kuala Lumpur, Malaysia

Office Tel: +603.2182.3000

Office Fax: +603.2182.3030