Challenge the Conventional

APOGCE
Asia Pacific Oil & Gas Conference and Exhibition
23 - 25 October 2018 | Royal International Convention Centre, Brisbane, Australia

EXHIBIT PROSPECTUS AND SPONSORSHIP OPPORTUNITIES

Principal Sponsor

ConocoPhillips
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 Mijnssen
Technical Programme Chairperson
New Ventures Lead
Origin Energy
MEMBERS
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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 Fleet, Chevron Australia
Peter Tippett, Chevron Australia
Michelle Lim, ConocoPhillips Australia
Luke Connell, CSIRO Petroleum
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Zis G. Katelis, Gaffney, Cline & Associates
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Jeremy Meyer, Ikon Science
Marie-Louise Lees, Independent
Mike Zuber, Independent
Colin Ingram, Inflatable Packers International
Takaaki Uetani, INPEX Corporation
Mark Jackson, Integrated Energy
Boajun 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 Taverner, Santos
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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 Indonesie
Abbas Zeinijahromi, University of Adelaide
Allieza 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

MEMBERS
Parimal Raj, Accenture
Rod Bresnehan, CFT Holdings (HK) Limited
Daniel O’Reilly, Chevron Australia
Fiona McLeod, ConocoPhillips
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Mike Congreve, Independent
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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

TECHNICAL PROGRAMME CHAIRPERSON
Chris Mijnssen
New Ventures Lead
Origin Energy

CONDUCT COMMITTEE

CONDUCT COMMITTEE CHAIRMAN
Andrew White, Santos

CONDUCT COMMITTEE VICE-CHAIRMAN
Dean Sullivan, Weatherford 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

1.6% NORTH AMERICA

1.9% EUROPE

94.1% ASIA

2.4% MENA

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%

951 Attendees from 23 countries
200 Technical Presentations in 30 Technical Sessions
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.

<table>
<thead>
<tr>
<th>GOLD PACKAGE (18 sqm)</th>
<th>SILVER PACKAGE (9 sqm)</th>
<th>STANDARD PACKAGE (9 sqm)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Early bird rate</strong></td>
<td><strong>Early bird rate</strong></td>
<td><strong>Early bird rate</strong></td>
</tr>
<tr>
<td>AUD 15,000 per booth</td>
<td>AUD 8,000 per booth</td>
<td>AUD 5,000 per booth</td>
</tr>
<tr>
<td>(Normal Rate at AUD 16,500 per booth)</td>
<td>(Normal Rate at AUD 8,800 per booth)</td>
<td>(Normal Rate at AUD 5,500 per booth)</td>
</tr>
<tr>
<td><strong>Benefits:</strong></td>
<td><strong>Benefits:</strong></td>
<td><strong>Benefits:</strong></td>
</tr>
<tr>
<td>• Recognised as Gold Sponsor</td>
<td>• Recognised as Silver Sponsor</td>
<td>• 9 sqm Shell Scheme exhibition booth</td>
</tr>
<tr>
<td>• 18 sqm display style exhibition booth with pre-build back wall</td>
<td>• 9 sqm display style exhibition booth with pre-build back wall</td>
<td>• Two (2) Complimentary Exhibitor Plus Registrations*</td>
</tr>
<tr>
<td>• Five (5) Complimentary Exhibitor Plus Registrations*</td>
<td>• Three (3) Complimentary Exhibitor Plus Registrations*</td>
<td>• Fifty (50) Exhibition Visitor Passes**</td>
</tr>
<tr>
<td>• One Hundred (100) Exhibition Visitor Passes**</td>
<td>• Eighty (80) Exhibition Visitor Passes**</td>
<td>• Company / Product Listing in the Conference Programme</td>
</tr>
<tr>
<td>• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board.</td>
<td>• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board.</td>
<td>• 10% discount on additional sponsorship items</td>
</tr>
<tr>
<td>• Company / Product Listing in the Conference Programme</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• 10% discount on additional sponsorship items</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Entitlements:</strong></td>
<td><strong>Entitlements:</strong></td>
<td><strong>Entitlements:</strong></td>
</tr>
<tr>
<td>• 6mW x 2.5mH back wall and customised graphics</td>
<td>• 3mW x 2.5mH back wall and customised graphics</td>
<td>• 3m x 3m Shell Scheme booth</td>
</tr>
<tr>
<td>• Raised flooring</td>
<td>• Raised flooring</td>
<td>• 2.5mH wall partition with laminated in-fill panels</td>
</tr>
<tr>
<td>• One (1) 50-inch TV with floor stand and back shelf for laptop</td>
<td>• One (1) 42-inch TV with floor stand and back shelf for laptop</td>
<td>• One (1) information counter</td>
</tr>
<tr>
<td>• One (1) information counter with customised front graphics</td>
<td>• One (1) information counter with customised front graphics</td>
<td>• Two (2) bar stools</td>
</tr>
<tr>
<td>• Two (2) bar stools</td>
<td>• Two (2) bar stools</td>
<td>• Two (2) spotlights</td>
</tr>
<tr>
<td>• One (1) round table</td>
<td>• Two (2) spotlights for back wall</td>
<td>• One (1) power point</td>
</tr>
<tr>
<td>• Four (4) spotlights for back wall</td>
<td>• One (1) brochure stand</td>
<td></td>
</tr>
<tr>
<td>• Two (2) chairs</td>
<td>• One (1) power point</td>
<td></td>
</tr>
<tr>
<td>• One (1) brochure stand</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Two (2) power points</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

LOADING DOCK

PRAYER ROOM
FIRST AID
STORE

P01

D01

D05

D07

C02
C01

B02
B01

C06
C05

C08
C07

P08
P07
P06
P05
P04
P03

NETWORKING LUNCHEON & COFFEE BREAK

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 from 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.

<table>
<thead>
<tr>
<th>Booth Type</th>
<th>Early Bird Rate (By 31 May 2018)</th>
<th>Standard Rate (After 31 May 2018)</th>
<th>Total (AUD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gold Package (18 sqm)</td>
<td>AUD 15,000 per booth</td>
<td>AUD 16,500 per booth</td>
<td></td>
</tr>
<tr>
<td>Silver Package (9 sqm)</td>
<td>AUD 8,000 per booth</td>
<td>AUD 8,800 per booth</td>
<td></td>
</tr>
<tr>
<td>Stand Package (min. 9 sqm)</td>
<td>AUD 5,000 per booth</td>
<td>AUD 5,500 per booth</td>
<td></td>
</tr>
</tbody>
</table>

TOTAL AMOUNT AUD

50% deposit due with 30 days of invoicing
100% due on or before 28 May 2018

EXHIBITOR INFORMATION

Company Name

Mailing Address

City

State

Province

Postal Code

Country

Office Phone

Office Fax

Last Name

Company URL

First Name

Email Address

Job Title

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 agrees to abide by the terms in the Exhibit Regulations and the Exhibitor Services Manual ("ESM") of the Event.

Please return to:
Nick Chantrell, SPE Senior Sales Manager – Asia Pacific Society of Petroleum Engineers (SPE)
Suite 12.01, Level 12, Menara IGB, Mid Valley City, Lingkaran Syed Putra 59200 Kuala Lumpur Malaysia
Telephone: +603 2182 3145
Email: ochantrell@spie.org

PROVISIONS:

ACCEPTED BY (ExhibitorMUST Sign Here):

Authorised Representative

Full Name and Job Title

Date

PAYMENT METHODS:

- Telegraphic Transfer: Bank details will be provided in the tax invoice.
- Credit Card: Credit card payment will be processed in US Dollars only. An email with instructions on securely submitting payment will be provided upon contract submission.

TAXES:

The amount charged are made free and clear of, and without any deduction or withholding for and on account of, any taxes, duties or other deductions. Any such deduction or withholding, if required by the laws of any country are your sole responsibility.
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 the person, firm or company who has made application for and has been granted 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 reallocated 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 contracts are settled.
      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. Reducing 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 Barring: 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; SELLING 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 acknowledges that he/she shall only be entitled to use contractors other than the Official Stand Contractor appointed by SPE to erect his/ownstand, 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 carnivorous type of animals 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.

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 are solely caused by the gross negligence or willful 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”). If 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 willful 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 insurances 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 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 charge 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 responsibility of any law, ordinance, rule or regulations, 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:

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

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**

- 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.

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**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).

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### 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 Engineers ("SPE") Sponsorship Policy as set forth in this contract. The undersigned company (the "Sponsor") does hereby request a sponsorship in the Event, scheduled from 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.

<table>
<thead>
<tr>
<th>SPONSOR INFORMATION</th>
<th>SPONSORSHIP OPPORTUNITIES</th>
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</thead>
<tbody>
<tr>
<td>Company Name</td>
<td>Sponsorship Category</td>
</tr>
<tr>
<td>Mailing Address</td>
<td>Principal Sponsor</td>
</tr>
<tr>
<td>City</td>
<td>Opening Session</td>
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<td>Postal Code</td>
<td>Coffee Breaks</td>
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<tr>
<td>State / Province</td>
<td>Conference Bags</td>
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<tr>
<td>Country</td>
<td>Educational Programmes</td>
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<tr>
<td>Office Phone</td>
<td>Lanyards</td>
</tr>
<tr>
<td>Office Fax</td>
<td>Young Professionals Workshop</td>
</tr>
<tr>
<td>Company URL</td>
<td>Networking Luncheon – Day 1 (23 October)</td>
</tr>
<tr>
<td>Contact Person First Name</td>
<td>Welcome Reception (23 October)</td>
</tr>
<tr>
<td>Contact Person Last Name</td>
<td>Networking Reception (24 October)</td>
</tr>
<tr>
<td>Job Title</td>
<td>Bottled Drinking Water</td>
</tr>
<tr>
<td>Email Address</td>
<td>Conference Preview and Programme</td>
</tr>
<tr>
<td>Direct Line</td>
<td>Directional signage</td>
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<tr>
<td>Mobile Number</td>
<td>ePoster Stations and Audio Visual Equipment</td>
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<td>TOTAL SPONSORSHIP AMOUNT</td>
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SPONSORSHIP POLICY

Sponsorship Guidelines
- 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 submission of company logo to be used in promotion of the sponsorship.

Sponsorship Recognition on Website
- All sponsorship opportunities that meet the guidelines are recognised on the event website www.spe.org/go/18apog
- Sponsor must provide an URL address on the contract to be embedded on the logo on the website.

Sponsorship Benefits
All sponsors will receive the following benefits:
- 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.
  - 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 25 August 2018.

Payment & Cancellation Policy
- 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 submission 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 wire 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.

Amendments
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.

I hereby submit this sponsorship contract and agree to abide by the policies and procedures as outlined in this contract.

--------------------------------------------------
Authorised Representative                          Date
Signature & Name
--------------------------------------------------

PAYMENT SCHEDULE
50% due in 30 days after invoicing
100% due on or before 23 July 2018

PAYMENT METHODS
PAYMENT METHODS:
- Telegraphic Transfer: Bank details will be provided in the tax invoice.
- Credit Card: Credit card payment will be processed in US Dollars only. An email with instructions on securely submitting payment will be provided upon contract submission.

TAXES:
The amount charged are made free and clear of, and without any deduction or withholding for and on account of, any taxes, duties or other deductions. Any such deduction or withholding, if required by the laws of any country are your sole responsibility.

Please return to:
Nick Chantrell
SPE Senior Sales Manager – Asia Pacific
Society of Petroleum Engineers (SPE)
Telephone: +603 2182 3148  Email: cwnaw@spe.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 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)  
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Menara IGB, Mid Valley City  
Lingkaran Syed Putra  
59200 Kuala Lumpur, Malaysia  
Office Tel: +603.2182.3000  
Office Fax: +603.2182.3030

www.spe.org/go/18APOG