IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition
18–19 August 2020 Yangon, Myanmar

go.spe.org/20APDTC

Exhibition and Sponsorship Opportunities
About the Conference

Since 1983, the Society of Petroleum Engineers (SPE) and the International Association of Drilling Contractors (IADC) have conducted an annual drilling conference that rotates between Europe and the U.S. To better serve the growing membership and industry professionals in Asia Pacific, the IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition (APDT) has been held biennially since 1996, rotating amongst major cities in Asia Pacific. Over the past decade, APDT has established itself as a major technical conference on drilling technology and operations in the region.

APDT 2020 provides participants with crucial insights into the latest industry trends, technical expertise, best practices and innovative applications related to the field of drilling to continue to enhance the business value chain and propel the industry forward.

APDT 2020 will bring together industry leaders, drilling subject matter experts and energy companies to share new perspectives and discuss technological advancements through a comprehensive two-day conference programme with stimulating plenary, panel, special/project case study and multidisciplinary technical sessions.
Holding APDT for the first time in Myanmar will be an exciting opportunity to explore and learn about new opportunities and challenges in the region, as well as forge new partnerships to develop assets.

Phongsthorn Thavisin
President & CEO
PTTEP

Why Participate
The IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition (APDT) 2020 will be held for the first time in Yangon, Myanmar and is expected to attract more than 600 industry professionals from over 30 countries.

This premier regional technical event comprises a comprehensive conference and exhibition presenting the latest technological developments related to drilling. Apart from gaining new insights into the industry, participants will be able to secure new business partners, consultants and supplies for projects in the region and beyond. APDT 2020 provides an excellent opportunity to enhance your company profile and achieve maximum exposure through large pool of energy professionals.

What’s Planned for 2020
- 120+ multi-disciplinary technical presentations from 30+ organisations
- 4+ plenary, panel and special sessions for insights from senior executives and industry leaders
- 2 days of networking opportunities and social activities
- 2+ hours of high-level industry addresses and executive plenary sessions
- 5+ hours of interactive panel sessions
- 10+ hours of targeted networking functions at the exhibit floor
- 20+ hours of focused technical sessions

Who Attends
- Academicians
- Application Engineering
- Asset Integrity Management
- Automation and Digital Technology
- Business Development and Excellence
- Decommissioning and Abandonment
- Drilling and Completions
- Drilling Fluids and Cementing
- Exploration Engineering
- Facilities
- Field Operations
- Flow Assurance
- Geology, Geophysics, Geoscience and Geomechanics
- Government Relations and Public Affairs
- Health, Safety and Environment (HSE)
- Hydrocarbon Recovery
- Production and Operations
- Research and Development
- Reservoir Engineering
- Rig Operations
- Surface, Subsurface and Subsea Engineering
- Technology Development
- Well Intervention
- Well Systems and Applications

Why Exhibit and Sponsor
- Maximise exposure and visibility of your organisation
- Showcase your organisation’s advance technologies, services and expertise
- Meet and interact face-to-face with existing and new business prospects
- Obtain qualified leads and opportunities
- Establish and reinforce your marketing message and relationship with key buyers

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Attendee Statistics

Snapshot of APDT 2018 in Bangkok, Thailand

- 1,371 attendees from 30 countries
- 90+ technical presentations from 30+ companies and 20+ countries
- 40+ sponsors and exhibitors
- 97.50% would recommend APDT to others
- 96.50% of visitors rated the networking as fair to excellent
- 81.80% of exhibitors would exhibit again at APDT
- 79.97% of attendees spent up to 6 hours on the exhibition floor

Programme Highlights

- 20+ Conference Sessions
- 1 Opening Session
- 1 Executive Plenary Session
- 3 Panel Sessions
- 110+ speakers
- 90+ Technical Papers
- 15 Technical Sessions
- 7 Knowledge Sharing ePoster Sessions

Top 10 countries

- Thailand
- Malaysia
- Singapore
- USA
- Indonesia
- India
- China
- Australia
- UAE
- UK

Attendees by Technical Discipline

- Drilling: 50.0%
- Completions: 14.8%
- Production and Operations: 14.8%
- Management and Information: 10.2%
- Reservoir Description and Dynamics: 8.3%
- Projects, Facilities and Construction: 0.9%
- Health, Safety, Security, Environment, and Social Responsibility: 0.9%

Attendees by Job Function

- Engineer: 42.6%
- Manager: 17.6%
- Student: 13.9%
- Consultant: 5.6%
- Executive: 4.6%
- Business Operations: 4.6%
- Geologist or Geophysicist: 2.8%
- Sales and Marketing: 2.8%
- Research and Development: 1.9%
- Educator: 1.9%
- Superintendent or Foreman: 0.9%
- Other: 0.9%

98% would recommend APDT to others

97% of visitors rated the networking as fair to excellent

82% of exhibitors would exhibit again at APDT

80% of attendees spent up to 6 hours on the exhibition floor

go.spe.org/20APDTC
# Exhibition Opportunities

Save with Early Bird rates and confirm your package by 7 February 2020.

## Premier Package (18 sqm)

**Early Bird Rate**

USD 15,000 per booth  
(Normal Rate: USD 16,000)

### BENEFITS

- Recognised as Exhibit Sponsor
- One (1) 18 sqm display style exhibition booth with pre-built timber back wall
- Two (2) complimentary Full Conference Registrations*
- Four (4) Complimentary Exhibitor 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****
- Group Registration discount

### DISPLAY STYLE EXHIBITION BOOTH ENTITLEMENTS

- 6m x 3m display style exhibition booth
- 4mW x 2.8mH timber back wall with customised graphics
- Plywood underlay flooring with carpet
- One (1) 2m x 1m storeroom
- One (1) wall-mounted 50-inch TV
- One (1) timber information counter with customised front graphics
- Three (3) LED halogen downlights
- Two (2) power points
- One (1) round table
- Four (4) easy arm chairs
- One (1) bar stool
- One (1) brochure rack
- One (1) waste paper basket

## Enhanced Package (9 sqm)

**Early Bird Rate**

USD 8,000 per booth  
(Normal Rate: USD 8,500)

### BENEFITS

- Recognised as Exhibit Sponsor
- One (1) 9 sqm display style exhibition booth with pre-built timber back wall
- One (1) complimentary Full Conference Registrations*
- Two (2) Complimentary Exhibitor 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****
- Group Registration discount

### DISPLAY STYLE EXHIBITION BOOTH ENTITLEMENTS

- 3m x 3m display style exhibition booth
- 3mW x 2.8mH timber back wall with customised graphics
- Plywood underlay flooring with carpet
- One (1) wall-mounted 42-inch TV
- One (1) timber information counter with customised front graphics
- Two (2) LED halogen downlights
- One (1) power point
- Two (2) easy arm chairs
- One (1) barstool
- One (1) brochure rack
- One (1) waste paper basket

## Exhibitor Package (9 sqm)

**Early Bird Rate**

USD 5,850 per booth  
(Normal Rate: USD 6,300)

### BENEFITS

- One (1) 9 sqm shell scheme exhibition booth
- Two (2) complimentary Exhibitor Registrations**
- Fifty (50) Exhibition Visitor Passes***
- Company/product listing in the Conference Programme****
- Group Registration discount

### SHELL SCHEME EXHIBITION BOOTH ENTITLEMENTS

- 3m x 3m shell scheme booth
- 2.5mH wall partition with white laminated in-fill panels
- Overhead fascia panel with company name and booth number
- Two (2) spotlights
- One (1) power point
- Two (2) easy arm chairs
- One (1) waste paper basket

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**Notes:**

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

** Exhibitor Registration includes access to the Exhibition, Knowledge Sharing ePoster Sessions, Welcome Reception, Networking Reception (if any) and Daily Coffee Breaks.

*** Exhibition Visitor Pass includes access to the Exhibition and Knowledge Sharing ePoster Sessions.

**** Exhibitors will be acknowledged in the Conference Preview (if confirmed by 7 February 2020) and Conference Programme (if confirmed by 3 July 2020).
Sample Booth Displays

Sample of 18 sqm display style exhibition booth (Premier Package)

Sample of 9 sqm display style exhibition booth (Enhanced Sponsor)

Exhibition Floor Plan

Sapphire Ballroom, Level 2F, Lotte Hotel Yangon

Book Now

1. Review all exhibit information carefully
2. Select your three (3) preferred booth locations and package preference
3. Complete and return the Application/Contract for Exhibit Space

For further information about sponsorship and exhibiting at APDT 2020, contact;

Nick Chantrell
SPE Senior Sales Manager – Asia Pacific
Tel: +60 3 2182 3145
Email: nchantrell@spe.org

go.spe.org/20APDTC
APPLICATION/CONTRACT FOR EXHIBIT SPACE

This is an application for exhibit space at the IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition ("Event"), which will become a binding contract ("Contract") if the undersigned company ("Exhibitor") satisfies the Society of Petroleum Engineers ("SPE") exhibitor requirements and if the application is accepted by SPE. The undersigned company does hereby make application to participate as an Exhibitor in the Event, which will be held on 18 – 19 August 2020 at the Lotte Hotel Yangon in Yangon, Myanmar. Exhibitor requests SPE to reserve exhibit space for their use at the Exhibition. Specific booth(s) will be assigned based on first-come, first-served basis. By signing this application, the Exhibitor agrees to abide by the Exhibit Terms & Conditions mentioned overleaf and the Exhibitor Services Manual ("ESM") of the Event, hereinafter collectively referred to as ‘Terms and Conditions’.

EXHIBITOR INFORMATION

<table>
<thead>
<tr>
<th>Company Name</th>
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<tbody>
<tr>
<td>Mailing Address</td>
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<tr>
<td>City</td>
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<tr>
<td>State/Province</td>
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<tr>
<td>Postal Code</td>
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<tr>
<td>Country</td>
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<tr>
<td>Office Phone</td>
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<tr>
<td>Office Fax</td>
</tr>
<tr>
<td>Company URL</td>
</tr>
<tr>
<td>First Name (Forename)</td>
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<tr>
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<td>Email Address</td>
</tr>
<tr>
<td>Direct Line</td>
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<tr>
<td>Mobile Phone</td>
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</tbody>
</table>

Description of Product and/or services to be showcased.

I would like to receive updates on products, services and events from SPE.  

Yes  [ ]  No  [ ]

If yes, your information will be used in accordance with SPE Privacy Policy and you can unsubscribe at any time by sending your request to spekl@spe.org.

EXHIBIT SPACE APPLICATION

Preferred Booth Locations: All 3 preferred stand locations 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  | Early Bird Rate (Before 7 February 2020) | Standard Rate (After 7 February 2020) | Tick (✓) | Total (USD)  
---|---|---|---|---
Premier Package (18 sqm)  | USD 15,000 per booth  | USD 16,000 per booth  |  |  
Enhanced Package (9 sqm)  | USD 8,000 per booth  | USD 8,500 per booth  |  |  
Exhibitor (9 sqm)  | USD 5,850 per booth  | USD 6,300 per booth  |  |  

TOTAL AMOUNT  
USD

PAYMENT SCHEDULE

50% due in 30 days after invoicing  
100% due on or before 20 May 2020

PAYMENT METHODS

Telegraphic Transfer  
Bank details will be provided in the invoice.

Credit Card  
SPE accepts American Express, Visa, MasterCard and Diners Club and payment will be processed in US Dollars only. You will receive an email with instruction on securely submitting your payment will be provided.

SPE Contact:  
Nick Chantrell, SPE Senior Sales Manager – Asia Pacific  
Society of Petroleum Engineers (SPE)  
Telephone: +60 3 2182 3145  Email: nchantrell@spe.org

The Individual ("Authorised Representative") signing this Contract warrants that i) he/she has the requisite authority to bind contractually the organisation applying for exhibit space and ii) the product sought to be exhibited qualifies for the exhibition. If SPE later determines in its sole discretion that such product does not qualify for the exhibition, SPE can cancel the space and Contract without any refund and liability to the Exhibitor.

ACCEPTED BY (Exhibitor MUST Sign Here):

Authorised Representative Signature  
Full Name and Job Title  
Date

THE TERMS AND CONDITIONS PRINTED OVERLEAF SHALL FORM AN INTEGRAL PART OF THIS CONTRACT
1. 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:

a. To exhibit only products of their own manufacture, represents or distributes comprising materials, equipment, apparatus, systems, services, and other component products applicable to advancing the engineering and scientific knowledge, development/refining of energy and environmental resources; and
b. To exhibit such products or services in a tasteful manner so as to describe and depict the advantages of using such products or services.

2. RESERVATION OF RIGHTS
SPE reserves the right, in its sole and unfettered discretion, to:

a. determine the eligibility of Exhibitors, exhibits, and products displayed for the Event;

b. reject, prohibit, or remove exhibits or Exhibitors which SPE considers objectionable, inappropriate, disruptive, or offensive to SPE, other Exhibitors, or Event attendees;

c. require change or modification of the Event and/or the space exhibits or Exhibitors;

d. cancel, in whole or in part, the Event due to any event beyond the reasonable control of SPE making it impossible, illegal or commercially impracticable to perform its obligation under this Contract - including, but not limited to, explosion, fire, lightning, utility interruption, flood, weather, epidemic, hurricane, tornado, earthquake or other Acts of God, or any law, ordinance, rule or regulation, war, acts of public enemies, strikes, riots, or civil disturbances (“Force Majeure Event”);

e. change, within reasonable limits, the date, location, and duration of the Event;

f. without any liability to SPE, SPE Sponsoring Organizations, their respective officers, directors, employees, agents, and each of them;

3. PAYMENT TERMS

a. Upon receipt of the Contract, an invoice will be issued to the Exhibitor. The Exhibit space must be secured upon receipt of the Contract and payment of required deposit.

b. 50% deposit must be paid within thirty (30) days of invoicing to secure the exhibition space.

4. CANCELLATION/SPACE REDUCTION

a. Cancellation must be noticed in writing to 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.

b. In the event of cancellation by the Exhibitor, SPE shall have the right to impose cancellation penalty as follows:

i. If cancelled more than ninety (90) days prior to the Event, the cancellation penalty shall be 50% of the total cancelled exhibit space costs.

ii. If cancelled between ninety (90) days or less prior to the Event, the cancellation penalty shall be 100% of the total Exhibit space costs.

iii. If an Exhibitor cancels with an outstanding balance due, the Exhibitor remains responsible for the entire balance due.

5. ASSIGNMENT/SUBLETTING SPACE

The Exhibitor must comply in all respects with the requirements of every construction plan and engineering standards applicable to the Event and/or in the facility and the Event; and

6. EXHIBIT SPACE

a. 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.

b. 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 own stand, with prior written consent from SPE.

c. In deference to fellow exhibitors and to the professional people who constitute the exhibit audience, the Exhibitor is 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.

7. LIMITATION OF LIABILITY

SPE is not responsible for any loss, injury, or damages sustained by the Exhibitor or the Exhibitor’s personnel (i.e., the Exhibitor’s agents, servants, invitees, guests or employees) only to the extent such loss, injury or damages is solely caused by SPE’s 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 Contract. 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 Contract, including but not limited to, the exercise by SPE of any of its rights under this Contract.

8. INDEMNIFICATION

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 any legal costs (“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 contract 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 willful misconduct of SPE, its agents or employees. The terms of this provision shall survive the termination or expiration of this Contract.

9. INSURANCE

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.

10. EXHIBITOR SERVICES

a. To ensure the continuation of smooth booth setup/move-in, dismantling, and operation during the Event, Official Contractors will be appointed. 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”).

b. Approximately four (4) months prior to the Event, SPE will provide the 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.

c. Plans for specially built stands or displays (if any) other than those constructed from the Stand Package must be submitted by the Exhibitor to SPE for acceptance before construction is ordered.

11. TAXES

Exhibit space costs 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 the sole responsibility of the Exhibitor.

12. AMENDMENTS

Any and all matters and questions not specifically covered by the Terms and Conditions 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 exhibition and notice thereof shall be binding on the Exhibitors equally with the foregoing in this Contract.

13. PRIVACY POLICY

SPE cares about the protection of your personal information. SPE’s Privacy Policy describes your rights and choices regarding the personal information that you provide to us. SPE’s Privacy Policy describes the practices regarding how SPE, through its affiliated corporate entities, collects, uses, discloses, or transfers the personal information that you share with us or that we collect about you when you become an SPE member, attend one of our events or visit our websites, or use our mobile applications. Please visit our website at: www.spe.org/about/privacy-policy.php for further details on SPE’s Privacy Policy.

14. GOVERNING LAW AND JURISDICTION

This Contract will be construed and enforced in accordance with the laws of the State of Texas. All disputes arising out of or in connection with this Contract shall be referred to exclusive jurisdiction to the federal and state courts of Collin County, Texas.
Sponsorship Opportunities

Sponsorship opportunities for the IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition are designed to provide exposure and visibility for organisations in the oil and gas industry. We offer a variety of sponsorship packages to strengthen your brand identity and enhance your organisation’s image at the event.

As sponsorship packages are limited and available on a first-come first-served basis, we appreciate your support and request that you confirm your preferred sponsorship packages as soon as possible.

Please contact Nick Chantrell, SPE Senior Sales Manager – Asia Pacific at nchantrell@spe.org for more information.

Sponsorship Summary

<table>
<thead>
<tr>
<th>Sponsorship Item</th>
<th>Value</th>
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<tbody>
<tr>
<td>Principal Sponsor</td>
<td>SOLD</td>
</tr>
<tr>
<td>Platinum Sponsor</td>
<td>USD 20,000</td>
</tr>
<tr>
<td>Gold Sponsor</td>
<td>USD 15,000</td>
</tr>
<tr>
<td>Conference Bags</td>
<td>SOLD</td>
</tr>
<tr>
<td>Lanyards</td>
<td>SOLD</td>
</tr>
<tr>
<td>Networking Luncheon – Day 1 (18 August)</td>
<td>USD 10,000</td>
</tr>
<tr>
<td>Networking Luncheon – Day 2 (19 August)</td>
<td>USD 10,000</td>
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<tr>
<td>Networking Reception</td>
<td>USD 10,000</td>
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<tr>
<td>Conference Preview and Programme</td>
<td>USD 8,000</td>
</tr>
<tr>
<td>Directional Signage</td>
<td>USD 8,000</td>
</tr>
<tr>
<td>Entrance Arch</td>
<td>SOLD</td>
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<tr>
<td>Silver Sponsor</td>
<td>USD 8,000</td>
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<tr>
<td>Conference Umbrellas</td>
<td>USD 6,000</td>
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<tr>
<td>Coffee Breaks</td>
<td>USD 5,000</td>
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<tr>
<td>Conference Caps</td>
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<tr>
<td>Conference Digital Proceedings</td>
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<td>Conference Writing Pads and Pens</td>
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<td>Water Bottles and Stations</td>
<td>USD 5,000</td>
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<tr>
<td>Ice Cream Social</td>
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<tr>
<td>Conference Bag Insertion</td>
<td>USD 4,000</td>
</tr>
</tbody>
</table>

Sponsorship Items

Principal Sponsor

USD 30,000 per sponsor

The sponsor will receive:

**Branding**
- Recognised as a Principal Sponsor
- Company logo displayed at the Opening Session
- Acknowledgement during the Opening Session
- Company name, logo and/or link to Sponsor’s website on selected conference digital platforms including and not limited to the conference website, marketing materials and social media postings
- One (1) full page ROP colour advertisement in the Conference Preview***
- One (1) full page ROP colour advertisement in the Conference Programme***
- One (1) conference bag insertion (insertion to be provided by sponsor)
- Company logo in the Conference Preview***, Conference Programme***; event website and onsite sponsor recognition board

**ePoster Stations**
- One (1) holding slide bearing the sponsor’s company logo projected in all conference session rooms
- One (1) holding slide bearing the sponsor’s company logo on the screen of all ePoster stations

**Event Access**
- Twenty (20) complimentary Full Conference Registrations*
- Three hundred (300) Exhibition Visitor Passes**

**Discount**
- 20% discount on additional sponsorship items and exhibition booth
- Group Registration discount

Notes:

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

**Exhibition Visitor Pass** includes access to the Exhibition and Knowledge Sharing ePoster Sessions.

***Sponsors will be acknowledged in the Conference Preview (if confirmed by 7 February 2020) and Conference Programme (if confirmed by 3 July 2020).
### Sponsorship Opportunities

#### Sponsorship Items

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**Platinum Sponsor**

**USD 20,000 per sponsor**

The sponsor will receive:

**Branding**
- Recognised as a Platinum Sponsor
- Company logo displayed at the Opening Session
- Acknowledgement during the Opening Session
- Company name, logo and/or link to Sponsor’s website on selected conference digital platforms including and not limited to the conference website, marketing materials and social media postings
- One (1) full page ROP colour advertisement in the Conference Preview***
- One (1) full page ROP colour advertisement in the Conference Programme***
- One (1) conference bag insertion (insertion to be provided by sponsor)
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

**ePoster Stations**
- One (1) holding slide bearing the sponsor’s company logo projected in all conference session rooms
- One (1) holding slide bearing the sponsor’s company logo on the screen of all ePoster stations

**Event Access**
- Ten (10) complimentary Full Conference Registrations*
- Three Hundred (300) Exhibition Visitor Passes**

**Discount**
- 20% discount on additional sponsorship items and exhibition booth
- Group Registration discount

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**Gold Sponsor**

**USD 15,000 per sponsor**

The sponsor will receive:

**Branding**
- Recognised as a Gold Sponsor
- Company logo displayed at the Opening Session
- Acknowledgement during the Opening Session
- Company name, logo and/or link to Sponsor’s website on selected conference digital platforms including and not limited to the conference website, marketing materials and social media postings
- One (1) full page ROP colour advertisement in the Conference Preview***
- One (1) full page ROP colour advertisement in the Conference Programme***
- One (1) conference bag insertion (insertion to be provided by sponsor)
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

**ePoster Stations**
- One (1) holding slide bearing the sponsor’s company logo on the screen of all ePoster stations

**Event Access**
- Eight (8) complimentary Full Conference Registrations*
- Two Hundred (200) Exhibition Visitor Passes**

**Discount**
- 15% discount on additional sponsorship items and exhibition booth
- Group Registration discount

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**Conference Bags**

**USD 10,000**

The sponsor will receive:
- Company logo printed on the conference bags
- One (1) conference bag insertion (insertion 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

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### Notes:

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

** Exhibition Visitor Pass includes access to the Exhibition and Knowledge Sharing ePoster Sessions.

*** Sponsors will be acknowledged in the Conference Preview (if confirmed by 7 February 2020) and Conference Programme (if confirmed by 3 July 2020).
**Sponsorship Items**

### Lanyards

**USD 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

### Networking Luncheon

- **Day 1 (Tuesday, 18 August 2020)**
- **Day 2 (Wednesday, 19 August 2020)**

**USD 10,000 per luncheon**

Daily networking luncheons will be provided to all Full Conference delegates. 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 prominently displayed at the networking luncheon area
- An opportunity to give away goody bag or distribute company’s leaflet to the delegates (items to be produced and supplied by sponsor)
- Two (2) complimentary Full Conference Registrations*
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Networking Reception

- **Wednesday, 18 August 2020**

**USD 10,000**

The sponsor will receive:
- Acknowledgement during the Networking Reception
- Signage with company logo prominently displayed at the reception area
- An opportunity for a senior representative of the sponsor to deliver a 10-minute welcome address at the Networking Reception
- An opportunity to give away goody bags or distribute company leaflets to reception attendees (items to be produced and supplied by sponsor)
- Two (2) complimentary Full Conference Registrations*
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Conference Preview and Programme

**USD 8,000**

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 and IADC members, etc. and will also be posted in the event website.

The Conference Programme is a 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:
- One (1) full page ROP colour advertisement in the Conference Preview***
- One (1) full page ROP colour advertisement in the Conference Programme***
- Two (2) complimentary Full Conference Registrations*
- Company logo in the Conference Preview***, Conference Programme***, event

### Directional Signage

**USD 8,000**

The sponsor will receive:
- Company logo on all onsite signage to direct attendees to registration counter, various conference sessions and functions rooms
- Two (2) complimentary Full Conference Registrations*
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Entrance Arch

**USD 8,000**

The sponsor will receive:
- Company logo printed on the Entrance Arch
- Two (2) 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 Session, Panel Sessions, Technical Sessions, Knowledge Sharing ePoster Sessions, Exhibition, Daily Coffee Breaks, Daily Networking Luncheons, Welcome Reception, Networking Reception (if any) and one (1) Conference Digital Proceedings.

**Exhibition Visitor Pass** includes access to the Exhibition and Knowledge Sharing ePoster Sessions.

***Sponsors will be acknowledged in the Conference Preview (if confirmed by 7 February 2020) and Conference Programme (if confirmed by 3 July 2020).
## Sponsorship Opportunities

### Sponsorship Items

<table>
<thead>
<tr>
<th><strong>Silver Sponsor</strong></th>
<th><strong>Conference Caps</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>USD 8,000 per sponsor</strong></td>
<td><strong>USD 5,000</strong></td>
</tr>
<tr>
<td>The sponsor will receive:</td>
<td>Caps will be inserted in the conference bags. The sponsor will receive:</td>
</tr>
<tr>
<td>• <strong>Branding</strong></td>
<td>• Company logo printed on the caps that will be inserted in the Conference Bags</td>
</tr>
<tr>
<td>• Recognised as a Silver Sponsor</td>
<td>• One (1) complimentary Full Conference Registrations*</td>
</tr>
<tr>
<td>• Company logo displayed at the Opening Session</td>
<td>• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board</td>
</tr>
<tr>
<td>• Acknowledgement during the Opening Session</td>
<td></td>
</tr>
<tr>
<td>• Company name, logo and/or link to Sponsor’s website on selected conference digital platforms including and not limited to the conference website, marketing materials and social media postings</td>
<td></td>
</tr>
<tr>
<td>• One (1) half page ROP colour advertisement in the Conference Preview***</td>
<td></td>
</tr>
<tr>
<td>• One (1) half page ROP colour advertisement in the Conference Programme***</td>
<td></td>
</tr>
<tr>
<td>• One (1) conference bag insertion (insertion to be provided by sponsor)</td>
<td></td>
</tr>
<tr>
<td>• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board</td>
<td></td>
</tr>
</tbody>
</table>

**ePoster Stations and Audio Visual Equipment**

• One (1) holding slide bearing the sponsor’s company logo on the screen of all ePoster stations

**Event Access**

• Five (5) complimentary Full Conference Registrations*

• 150 Exhibition Visitor Passes**

**Discount**

• 15% discount on additional sponsorship items

• Group Registration discount

### Conference Umbrellas

#### USD 6,000

Umbrellas will be inserted in the conference bags. The sponsor will receive:

• Company logo printed on the umbrellas

• One (1) complimentary Full Conference Registrations*

• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Water Bottles and Stations

#### USD 5,000

The sponsor will receive:

• Company logo printed on the reusable water bottles that will be inserted in the Conference Bags

• Company logo prominently displayed at water stations

• One (1) complimentary Full Conference Registrations*

• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Coffee Breaks

#### USD 5,000

Daily morning and afternoon coffee breaks will be provided to all conference attendees. The sponsor will receive:

• Signage with company logo prominently displayed at the coffee break areas

• One (1) complimentary Full Conference Registrations*

• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Conference Digital Proceedings

#### USD 5,000

The sponsor will receive:

• Company logo printed on the Conference Digital Proceedings leaflet

• One (1) complimentary Full Conference Registration*

• Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Conference Caps

#### USD 5,000

Caps will be inserted in the conference bags. The sponsor will receive:

• 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 Session, Panel Sessions, Technical Sessions, Knowledge Sharing ePoster Sessions, Exhibition, Daily Coffee Breaks, Daily Networking Luncheons, Welcome Reception, Networking Reception (if any) and one (1) Conference Digital Proceedings.

** Exhibition Visitor Pass includes access to the Exhibition and Knowledge Sharing ePoster Sessions.

*** Sponsors will be acknowledged in the Conference Preview (if confirmed by 7 February 2020) and Conference Programme (if confirmed by 3 July 2020).
## Sponsorship Items

### Conference Writing Pads and Pens

**USD 5,000**

Writing pads and pens will be inserted in the Conference Bags. The sponsor will receive:
- Company logo printed on the writing pads and pens
- One (1) complimentary Full Conference Registration*
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Ice Cream Social

**– Day 1 (Tuesday, 18 August 2020)**

**– Day 2 (Wednesday, 19 August 2020)**

**USD 5,000 per day**

Daily ice cream socials will take place during the afternoon coffee break for all conference attendees. The sponsor will receive:
- Signage with company logo prominently displayed at the sponsored ice cream social’s area
- One (1) complimentary Full Conference Registration*
- Company logo in the Conference Preview***, Conference Programme***, event website and onsite sponsor recognition board

### Conference Bag Insertion

**USD 5,000**

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

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## Customised Sponsorship Package

Sponsoring the IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition is a unique way to raise your organisation’s profile and increase 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 event.

For more information, please contact:

**Nick Chantrell**  
SPE Senior Sales Manager – Asia Pacific  
Tel: +60 3 2182 3145  
Email: nchantrell@spe.org
SPONSORSHIP CONTRACT

This is a sponsorship contract ("Contract") at the IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition ("Event"), which will become a binding contract if the potential sponsor satisfies and agrees to Society of Petroleum Engineers ("SPE") sponsorship benefits stated in the Exhibit Prospectus and Sponsorship Opportunities brochure, and Sponsorship Terms & Conditions as set forth in this contract. The undersigned company ("Sponsor") does hereby request a sponsorship in the Event which will be held 18 – 19 August 2020 at the Lotte Hotel Yangon in Yangon, Myanmar. The individual ("Authorised Representative") signing this contract represents and warrants that he/she has the requisite authority to execute this binding contract on behalf of the Sponsor.

SPONSOR INFORMATION

Company Name
Mailing Address
City
State/Province
Postal Code
Country
Office Phone
Office Fax
Company URL
First Name (Forename)
Last Name (Surname)
Job Title
Email Address
Direct Line
Mobile Phone

I would like to receive updates on products, services and events from SPE.  Yes  No
If yes, your information will be used in accordance with SPE Privacy Policy and you can unsubscribe at any time by sending your request to spekl@spe.org

SPONSORSHIP OPPORTUNITIES

<table>
<thead>
<tr>
<th>Sponsorship Category</th>
<th>Value (USD)</th>
<th>Tick (✓)</th>
<th>Sponsorship Category</th>
<th>Value (USD)</th>
<th>Tick (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Sponsor</td>
<td>USD 30,000</td>
<td></td>
<td>Entrance Arch</td>
<td>USD 8,000</td>
<td></td>
</tr>
<tr>
<td>Platinum Sponsor</td>
<td>USD 20,000</td>
<td></td>
<td>Silver Sponsor</td>
<td>USD 8,000</td>
<td></td>
</tr>
<tr>
<td>Gold Sponsor</td>
<td>USD 15,000</td>
<td></td>
<td>Umbrellas</td>
<td>USD 6,000</td>
<td></td>
</tr>
<tr>
<td>Conference Bags</td>
<td>USD 10,000</td>
<td></td>
<td>Caps</td>
<td>USD 5,000</td>
<td></td>
</tr>
<tr>
<td>Lanyards</td>
<td>USD 10,000</td>
<td></td>
<td>Conference Breaks</td>
<td>USD 5,000</td>
<td></td>
</tr>
<tr>
<td>Networking Luncheon – Day 1 (18 August)</td>
<td>USD 10,000</td>
<td></td>
<td>Conference Digital Proceedings</td>
<td>USD 5,000</td>
<td></td>
</tr>
<tr>
<td>Networking Luncheon – Day 2 (19 August)</td>
<td>USD 10,000</td>
<td></td>
<td>Water Bottles and Stations</td>
<td>USD 5,000</td>
<td></td>
</tr>
<tr>
<td>Networking Reception</td>
<td>USD 10,000</td>
<td></td>
<td>Writing Pads and Pens</td>
<td>USD 5,000</td>
<td></td>
</tr>
<tr>
<td>Conference Preview and Programme</td>
<td>USD 8,000</td>
<td></td>
<td>Ice Cream Social</td>
<td>USD 4,500</td>
<td></td>
</tr>
<tr>
<td>Directional Signage</td>
<td>USD 8,000</td>
<td></td>
<td>Conference Bag Insertion</td>
<td>USD 4,000</td>
<td></td>
</tr>
</tbody>
</table>

TOTAL SPONSORSHIP AMOUNT  USD

PAYMENT SCHEDULE

50% due in 30 days after invoicing
100% due on or before 20 May 2020

PAYMENT METHODS

- Telegraphic Transfer
  Bank details will be provided in the invoice.
- Credit Card
  SPE accepts American Express, Visa, MasterCard and Diners Club and payment will be processed in US Dollars only. You will receive an email with instruction on securely submitting your payment will be provided.

SPE Contact:
Nick Chantrell, SPE Senior Sales Manager – Asia Pacific
Society of Petroleum Engineers (SPE)
Telephone: +60 3 2182 3145  Email: nchantrell@spe.org

ACCEPTED BY (Sponsor MUST Sign Here):  

Authorised Representative Signature  Full Name and Job Title  Date

THE TERMS & CONDITIONS PRINTED OVERLEAF SHALL FORM AN INTEGRAL PART OF THIS CONTRACT
Company Logo and Advertisement (If any)
- Company logo and advertisement (if any) specifications information and submission deadlines will be sent to the Sponsor once sponsorship is confirmed.
- It is the responsibility of the Sponsor to adhere to the company logo and advertisement (if any) specifications information and submission deadlines provided, as it specifically relates to submittal of company logo to be used in promotion of the sponsorship.

Payment Terms
- Upon receipt of the signed Contract, an invoice will be issued to the Sponsor. The sponsorship will only be secured upon submittal of the Contract and payment of required deposit.
- 50% deposit must be paid within thirty (30) days of invoicing to secure the sponsorship.
- The remaining 50% of the sponsorship amount 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 Contract.
- Payment may be made via telegraphic transfer or credit card.

Cancellation
- Cancellation must be notified in writing. The date upon which the notice of cancellation is received shall apply as the official date of cancellation. Upon Sponsor notification of cancellation, SPE has the right to resell the sponsorship item(s) forfeited.
- 50% penalty on the Sponsorship Amount shall be imposed on cancellation notice received on or more than ninety (90) days prior to the Event.
- 100% penalty on the Sponsorship Amount shall be imposed on cancellation notice received less than ninety (90) days prior to the Event.
- If a Sponsor cancels with an outstanding balance due, the Sponsor remains responsible for the entire balance due. SPE may recover from the Sponsor all costs relating to action taken to recover the amount owing for sponsorship, including without limitation any legal costs. The Sponsor will not be permitted to participate in future SPE events until all outstanding balances are paid.

Taxes
- Sponsorship amount 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 the sole responsibility of the Sponsor.

Amendments and Assignment
- Any and all matters and questions not specifically covered by the Terms and Conditions 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. This Contract may not be assigned by Sponsor without the written permission of SPE.

Limitation of Liability
- SPE may be held liable for loss, injury or damages sustained by the Sponsor or the Sponsor’s personnel (i.e. the Sponsor’s agents, servants, invitees, guests or employees) only to the extent such loss, injury or damages is 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 Sponsor 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 Sponsor under this Contract. Under no circumstances will SPE be liable to the Sponsor 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 Contract, including but not limited to, the exercise by SPE of any of its rights under this Contract.

Indemnification
- Sponsor 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 any legal costs) (“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 Contract or the presence of the Sponsor, the Sponsor’s personnel or any Sponsor Appointed Contractor (“EAC”) at the Event; provided, however, that the Sponsor’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 Contract.

Privacy Policy
- SPE cares about the protection of your Personal Information. This Policy describes your data subject rights and choices regarding the Personal Information that you provide to us.
- SPE Privacy Policy describes the information practices regarding how the SPE, through its affiliated corporate entities, collects, uses, discloses, or transfers the Personal Information that you share with us or that we collect about you when you become an SPE member, attend one of our events or visit our websites, or use our mobile applications.
- Please visit our website at www.spe.org/about/privacypolicy.php for further details on SPE Privacy policy.

Force Majeure and Termination
- Should any event occur including but not limited to explosion, fire, lightning, utility interruption, flood, weather, epidemic, hurricane, tornado, earthquake or other Acts of God, or any law, ordinance, rule or regulation, war, acts of public enemies, strikes, riots, or civil disturbances or any other occurrence or emergency beyond the party’s control, making it impossible, illegal, or commercially impracticable for either party to perform its obligations under this Contract, in whole or in part, both SPE or Sponsor shall not be held in breach of their sponsorship obligations.

Governing Law and Jurisdiction
- This Contract will be construed and enforced in accordance with the laws of the State of Texas. All disputes arising out of or in connection with this Contract shall be referred to exclusive jurisdiction to the federal and state courts of Collin County, Texas.

Disclaimer
- SPE reserves the right to change the Event date(s), venue or to cancel the Event should circumstance beyond its control arises.
- SPE will not be liable to you for any damages, costs, losses or expenses of any kind incurred or suffered by the Sponsor as a result of or in relation to SPE modifying, postponing or cancelling the Event or any part of the Event.
- The Sponsor acknowledges and agrees that by signing the Contract, the Sponsor accepts these Terms & Conditions and agrees to be bound by them.
Contacts

Society of Petroleum Engineers (SPE)
Suite 12.01, Level 12, Menara IGB
Mid Valley City, Lingkaran Syed Putra
59200 Kuala Lumpur, Malaysia
+603 2182 3000
+603 2182 3030
spekl@spe.org

Nick Chantrell
Senior Sales Manager – Asia Pacific
+603 2182 3145
+603 2182 3030
nchantrell@spe.org

International Association of Drilling Contractors (IADC)
3657 Briarpark Drive,
Suite 200
Houston, TX 77042 USA
+1 713 292 1945
+1 713-292-1946

Visit go.spe.org/20APDTC for more information about IADC/SPE Asia Pacific Drilling Technology Conference and Exhibition