

EGYPT PETROLEUM SHOW



12-14 FEBRUARY 2018

NEW CAIRO EXHIBITION CENTRE, CAIRO, EGYPT

The EIC in partnership with DIT are proud to be organising and managing the UK National Pavilion at Egypt Petroleum Show (EGYPS) 2018.

Following a successful launch in 2017, EGYPS will return to Cairo in February 2018. EGYPS brings together the Egyptian and North African government representatives, key project owners, NOCs, IOCs, international service providers, EPC contractors, consultants and financiers.

Exhibit on the UK National Pavilion and generate sales leads, increase brand awareness within the North African oil & gas markets, launch new products/services and meet with and sell to existing and new clients.



EGYPS
EGYPT PETROLEUM SHOW

500+

exhibitors



11,200

sqm of
exhibition space

8

country
pavilions

Full benefits of participation

- Prime location for the UK group at the show
- Innovative UK branded stand design to draw visitors to the group
- Your own specially designed and furnished stand within the UK group
- The use of a private group lounge
- Promotion of the group through various publications/press releases
- Entry for each exhibitor in the Guide to UK Group Brochure
- Networking opportunities
- Dedicated project manager to assist prior to and onsite at the show
- Dedicated travel (visa facilitation) and freight partners
- Experienced organisation

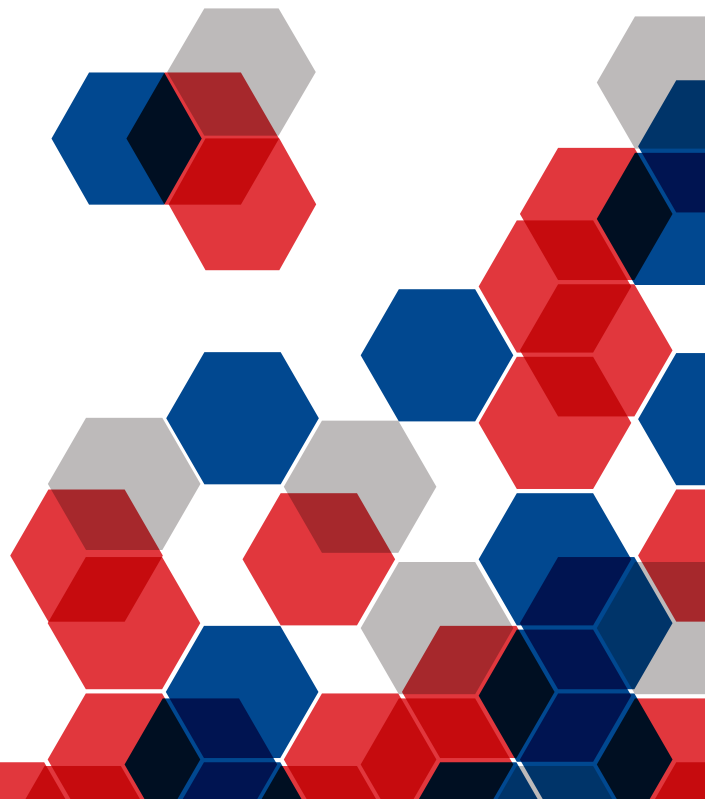
In partnership with:



**Department for
International Trade**

For further information
and to apply, contact:

Lucia Durante, Overseas Events Administrator
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+44 (0) 20 7091 8617



Breakdown of participation costs

There are various cost elements involved (all excluding VAT), as detailed below:

SPACE

The cost of space is £455/sqm.

FACILITIES CHARGE INCL. SHELL SCHEME

In addition to walls, carpeting and company/UK identification the shell scheme package will also provide power, lighting, display aids and furniture.

Facilities include stand cleaning, a UK group refreshment area, a UK group brochure, public relations, project management, organiser's costs, UK group branding, hanging banners and lounge consumables.

The above will be charged at a rate of £180/sqm.

"FREE-BUILD" OPTION (LIMITED SPACE)

If you wish to construct your own stand, in addition to the charge for space, a supplemental facilities fee of £140/sqm will be chargeable to recover EIC's costs of ancillary facilities listed above (apart from shell scheme and furniture package). PLEASE NOTE that exhibitors exercising this option will not be allowed to use hanging banners and walls cannot be constructed any higher than four meters.

MANAGEMENT FEE

The EIC management fee for work undertaken in organising, administering and supporting the UK Group is:

Members of EIC – £725
Non-members of EIC – £975

CORNER FEE

There will be a £200 charge for each corner location.

EXHIBITOR MARKETING KIT FEE (NEW FOR 2017)

There will be a £125 compulsory charge per exhibitor from the organisers that the EIC must pay on your behalf. This includes your catalogue entry, mobile app profile entry, online website entry, HTML email signature & e-invitation, HTML web banner, listing in the pocket map, touch screen onsite, listing with profile.

INSURANCE FEE (NEW FOR 2017)

There will be a £125 compulsory charge per exhibitor from the organisers that the EIC must pay on your behalf. Due to many companies not having insurance, the organisers have implemented this charge across all events.

SUB-EXHIBITORS' FEE

If you intend to have sub-exhibitors on your stand at EGYPS, a supplemental management fee of £150 per sub-exhibitor is applicable.

The provision of space, arrangements for design and construction of stands and the administration and co-ordination of the UK group are referred to in EIC's Terms and Conditions as the 'Services'.

BREAKDOWN OF FREE-BUILD COSTS (EX VAT)

Stand size	30m ²
Costs	
Space @ £455 /sqm	£13,650
Facilities Fee @ £140/sqm	£4,200
Exhibitor Marketing Kit Fee	£125
Corner fee (x2 at £200)	£400
Insurance Fee	£125
Management Fee ⁽ⁱⁱ⁾	£725
Participation Cost ⁽ⁱ⁾	£19,225

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor

BREAKDOWN OF SHELL SCHEME COSTS (EX VAT)

Stand size	9m ²	12m ²
Costs		
Space @ £455/sqm	£4,095	£5,460
Facilities Charge @ £180/sqm	£1,620	£2,160
Management Fee @ £725 ⁱ	£725	£725
Exhibitor Marketing Kit Fee @125	£125	£125
Insurance Fee @125	£125	£124
Participation cost ⁽ⁱⁱ⁾	£6,690	£8,595

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor and £200 for each corner.

APPLICATION TO PARTICIPATE - EGYPS 2018
CAIRO, EGYPT, 12-14 FEBRUARY 2018

Please return to lucia.durante@the-eic.com
Deadline for applications **31 October 2017**

We wish to participate in the UK group and confirm that we accept the Terms and Conditions issued by The EIC and the organisers DMG World Media (available on request). TAP Funding confirmed for SMEs - **£2,500** for eligible companies.

Signature: _____

Name (in caps): _____ Date: _____

The Exhibitor warrants that the person submitting the Application Form is fully authorised to enter into the Contract on behalf of the Exhibitor.

1. UK COMPANY DETAILS (FORMS WITHOUT UK REGISTERED COMPANY DETAILS WILL NOT BE ACCEPTED)

UK Company: _____ Member/non-member: _____

UK Address: _____

Contact name: _____ Position: _____

Email: _____ Website: _____

Tel (switchboard): _____ Tel (direct line): _____

Products/services: _____

Note: if you intend to have sub-exhibitors, please provide similar details for each sub-exhibitor.

2. SPACE RESERVATION (Please note that the minimum stand size is 9sqm.)

We wish to apply for the following space and shell scheme _____ m²

Our preferred stand numbers (in order of preference) are: 1. _____ 2. _____ 3. _____

3. MANAGEMENT FEE

EIC member – £725 (ex VAT); EIC non-member – £975 (ex VAT). The management fee is payable forthwith in any event.

4. PAYMENT (1) Payment of the management fee is due with the application and is a precondition of a valid booking. (2) On receipt of your booking, EIC will invoice for the balance of charges. Payment is due within 30 days of invoice. All costs and fees below are excluding VAT. NB Outstanding payments will result in your space being released.

Space costs – £455 per sqm: _____

Facilities charge (including Shell Scheme) – £180 per sqm: _____

Management fee – £725/£975 (due with application) _____

Sub-exhibitors – £150 per sub-exhibitor _____

Marketing Kit fee - £125 per exhibitor _____

Insurance fee – £125 per exhibitor _____

Corner fee – £200 per corner _____

Total: _____

I enclose a cheque/bankers draft made payable to the Energy Industries Council for the sum of: _____

Note: Please contact EIC for account details if you wish to pay by bank transfer.

5. CREDIT CARD FOR MANAGEMENT FEE PAYMENT

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: _____ Card type: _____

Start date: _____ Expiry date: _____

Name on card: _____ Signature: _____

6. VAT

The management fee and all other charges will be inclusive of VAT when invoiced. A receipted invoice will be forwarded to you as acknowledgement of your payment.

7. TERMS AND CONDITIONS

EIC Terms and Conditions for Companies Participating in Exhibitions apply and have precedence in case of conflict. In addition this Application and the explanatory note issued by EIC and DMG World Media are deemed to be incorporated in and form part of this contract. The contract contains some limitations and exclusions of liability in favour of EIC, which are included so that we can keep the costs within reasonable bounds. The availability of the space and shell scheme applied for is not guaranteed. The contract will come into existence when (1) you and EIC have initially agreed the size of the space and shell scheme and (2) EIC has received payment of the Management Fee. Please note also that, in order to present a tidy appearance and give fair prominence to all exhibitors, (1) you may not embellish the identity panels of your stand by using unauthorised graphics etc, and no graphics outside or above the allocated stand space are permitted; and (2) EIC may, at its discretion, require you to reduce the volume or turn off your audio equipment.



"An event where the exhibitors actually had key individuals and decision makers available for open discussions"

Mark Jones,
Intecsea

"Exhibiting with the EIC is a very effective way of creating a presence with our clients and connections"

Dorreya Zaki,
Andrews Kurth Kenyon

"The EIC did a great job organising the British Pavilion"

Miles Jackson, Wolf Safety

The UK Pavilion was situated in a great spot - with lots of footfall. We met lots of potential and current clients and were impressed with the level of attendees at the event. The EIC staff were very helpful and friendly and kept us in the loop with all the plans for the show. We will be looking at this event again for next year"

Ellie Tough,
TWMA