

ADIPEC 2018



12-15 NOVEMBER 2018
ABU DHABI NATIONAL EXHIBITION CENTRE
ABU DHABI, UAE

The EIC is again proud to be organising and managing the UK Group at ADIPEC taking place from 12-15 November 2018.



Now in its 21st edition, ADIPEC 2018 will once again host the largest gathering of the global oil and gas community outside of North America.

ADIPEC has grown exponentially to become the world's meeting point for oil and gas professionals. Today, over \$9 billion of business is done during the exhibition, placing ADIPEC at the very heart of international business of the global energy sector.

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
- Experienced organisation - dedicated project manager to assist prior to and onsite at the show; appointed expert freight partner and stand designer
- One-to-one meetings with leading industry performers
- Pavilion Tours offering opportunities to meet buyers
- UK Networking Reception
- A full programme of presentations from operators and contractors in the UK Group Lounge
- Promotion of the Group through various publications/press releases; entry for each exhibitor in the Guide to UK Brochure
- **Sponsorship opportunities coming soon!**

In partnership with:



Department for
International Trade

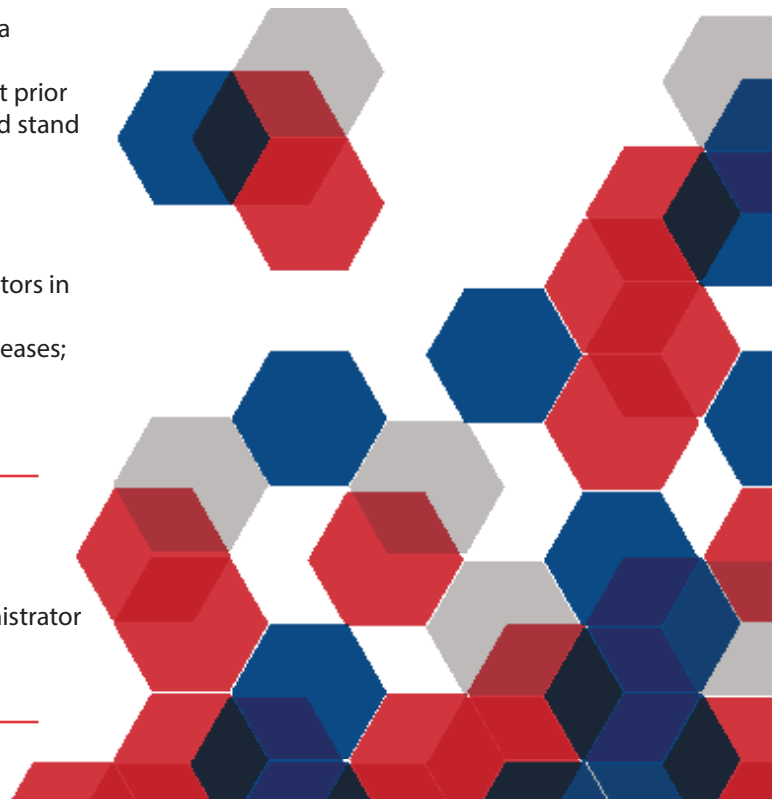
For further information
and to apply, contact:

Lucia Durante, Overseas Events Administrator
lucia.durante@the-eic.com
+44 (0) 20 7091 8617

100,000 ^{Visitors}

2,200+ ^{Exhibitors}

25 ^{National pavilions}



Breakdown of participation costs

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

SPACE

The cost of space is £535/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 £265/sqm. See the alternative "Free-build" option below.

"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.

Please note - as the design for the ADIPEC stand build includes over-hanging plinths, you will need to allow space for this along the back wall and sides by about 50cm.

MANAGEMENT FEE

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

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

CORNER FEE

There will be a £500 charge for each corner location.

EXHIBITOR MARKETING KIT FEE

There will be a £345 compulsory charge per exhibitor from the organisers that the EIC must pay on your behalf. We have managed to secure a reduced cost for UK Pavilion exhibitors. 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

There will be a £135 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 ADIPEC, 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	36m ²	45m ²
Costs			
Space @ £535 /sqm	£16,050	£19,260	£24,075
Facilities Fee @ £140/sqm	£4,200	£5,040	£6,300
Exhibitor Marketing Kit Fee	£345	£345	£345
Corner fee (x2 at £500)	£1,000	£1,000	£1,000
Insurance Fee	£135	£135	£135
Management Fee ⁽ⁱⁱ⁾	£725	£725	£725
Participation Cost ⁽ⁱ⁾	£22,455	£26,505	£32,580

(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	15m ²
Costs			
Space @ £535/sqm	£4,815	£6,420	£8,025
Facilities Charge @ £265/sqm	£2,385	£3,180	£3,975
Exhibitor Marketing Kit Fee	£345	£345	£345
Insurance Fee	£135	£135	£135
Management Fee @ £725 ⁱ	£725	£725	£725
Participation cost ⁽ⁱⁱ⁾	£8,405	£10,805	£13,205

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor and £500 for each corner. Note: other stand sizes are available

APPLICATION TO PARTICIPATE - ADIPEC 2018
ABU DHABI NATIONAL EXHIBITION CENTRE,
ABU DHABI, UNITED ARAB EMIRATES 12-15 NOVEMBER 2018

Please return to lucia.durante@the-eic.com

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 of up to **£2,500** to be confirmed for eligible SME's.

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 – £535 per sqm: _____

Facilities charge (including Shell Scheme) – £265 per sqm: _____

Facilities fee (freebuild) – £140 per sqm: _____

Exhibitor Marketing Kit Fee (compulsory) £345

Insurance Fee (compulsory) £135

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

Sub-exhibitors – £150 per sub-exhibitor _____

Corner fee – £500 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.



"The organisation by the EIC leading up to ADIPEC has been exceptional. Their involvement definitely gives us an edge to use the exhibition to our advantage"

Rafi Raza,
Goodwin International Ltd

"One of the best exhibitions we have attended in a long time!"

Steve Yorke-Robinson,
Pressure Tech

"The service and support provided by the EIC all through the ADIPEC 2017 exhibition process was first class"

Andy Gallear,
Walter Frank

"The most important marketing and promotional event in the Middle East. Being on the UK Stand (which is well organised) frees us to concentrate on meeting current and potential customers"

Owen Hillis,
Norbar Torque Tools