

# IRAN OIL SHOW 2018



6-9 MAY 2018  
TEHRAN, IRAN

The EIC is proud to be organising and managing the UK National Pavilion at the Iran Oil Show 2018.



visitors from  
40+ countries

**100,000+**

exhibitors

**2,000+**

national  
pavilions

**7**

The second largest OPEC producer, Iran sits atop 11 percent of oil and 18 percent of gas reserves in the world. This lifting of most of the economic and financial sanctions in January 2016 now means that the UK and its companies are able to freely trade with the Islamic Republic.

Iran is the biggest new market to enter the global economy in over a decade. The Persian upstream sector targets to attain an oil production capacity of 4,7 MMbbl/d and a gas production volume of 306 Bcm per year by the end of the quinquennial plan, including the development of 31 priority fields that requires about \$130 billion of investment. Iran have been planning the construction of 4 new refineries and the upgrade of 5 of the existing ones. The downstream industry also has the ambition to overtake Saudi Arabia as largest regional petrochemicals producer by reaching 180 million t/y of design capacity by 2025.

## 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
- Dedicated event manager to assist prior to and onsite at the show
- Dedicated travel and freight partners
- Experienced organisation

In partnership with:



Department for  
International Trade

For further information  
and to apply, contact:

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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 & FACILITIES CHARGE INCL. SHELL SCHEME

The cost of space is £886/sqm.

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.

Please note: there is no free build option for Iran Oil Show.

## 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 £300 charge for each corner location.

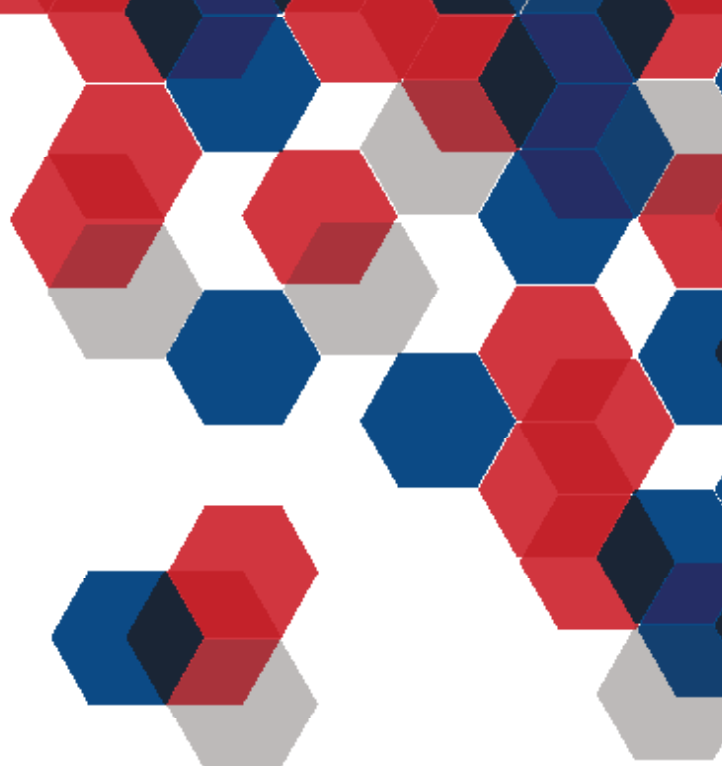
## ADMINISTRATION FEE (ORGANISER'S CHARGE)

There will be a £492 mandatory registration fee from the organisers that the EIC must pay on your behalf.

## SUB-EXHIBITORS' FEE

If you intend to have sub-exhibitors on your stand at Iran Oil Show, 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'.



## WHY EXHIBIT AT IRAN OIL SHOW 2018?

- Over 100,000 trade visitors from some 40 countries/regions are expected to attend the show.
- Some 2000 participating companies from 35 nations are expected to be there.
- 7 Country Group Pavilions from Germany, France, China, Republic of Korea, Italy, Russia and Turkey are expected.
- Iran Oil Show is a show for the regional market and major players like Shell, BP, TOTAL, and ENI will be present. Top prominent officials from Ministry of Petroleum, NIOC, NIGC, NIPC and NIORDC will also be at the exhibition to meet and mingle.
- Organised by NIOC, the country's market leader in Oil & Gas Industry.

## BREAKDOWN OF SHELL SCHEME COSTS (EX VAT)

Stand size	6m <sup>2</sup>	9m <sup>2</sup>	12m <sup>2</sup>
Costs			
Space and Facilities Charge @ £886/sqm	£5,316	£7,974	£10,632
Management Fee @ £725 <sup>i</sup>	£725	£725	£725
Administration Fee from Organisers @ £492	£492	£492	£492
Participation cost <sup>(iii)</sup>	£6,533	£9,191	£11,849

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor and £300 for each corner. Note: other stand sizes are available

We wish to participate in the UK group and confirm that we accept the Terms and Conditions issued by the EIC and the organisers Regency Expo (available on request).

Signature: \_\_\_\_\_

Name (in caps): \_\_\_\_\_ Date: \_\_\_\_\_

### 1. UK COMPANY DETAILS

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 6sqm.)

We wish to apply for the following space and shell scheme \_\_\_\_\_ m<sup>2</sup>

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 & Facilities charge (including Shell Scheme) – £886 per sqm: \_\_\_\_\_

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

Administration (organiser's fee) – £492 \_\_\_\_\_

Corner fee – £300 \_\_\_\_\_

Sub-exhibitors – £150 per sub-exhibitor \_\_\_\_\_

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 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 Reed Exhibitions 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.



## Testimonials from past EIC Exhibitions

"The whole EIC team were a pleasure to deal with. It was really helpful having the business lounge throughout the event"

Julia Stuckey,  
Nuclear South West

"Professionally hosted pavilion with friendly and welcoming event team staff"

Joe Wilcox,  
SC Innovation

"Excellent stand location and design"

Steve Shanahan, Vinci  
Technology Centre UK Ltd

"Thanks to the EIC for creating such an easy environment and excellent logistical support. The service enabled our people to focus on business development and do our job well"

Spencer Linsell,  
PJ Pipe & Valve Co

"The EIC pavilion at ADIPEC gives us the perfect platform to meet new clients, get enquiries and ultimately win new business"

Ellie Tough,  
TWMA