



Oil Refining, Storage and Retail in SE Europe

The Met Hotel, Thessaloniki, 30-31 March, 2017

A SE Europe Energy Dialogue Event organized by IENE

Sponsorship Opportunities & Supporters' Benefits

Most IENE events are open to sponsorship and financial support from businesses and organizations. Sponsors are usually organizations and corporations operating within the broader energy field. Organizations and companies from other fields such as banking, financial services, shipping and law may also become sponsors. The amounts involved in the sponsorship and financial support of IENE events vary and are determined according to the standards and organizational conditions involved each time.

The convening of a major regional conference such as the one on “Oil Refining, Storage and Retail in SE Europe” requires very high standards of organisation which is a prerequisite for the success of this ground breaking event.

Sponsor's Benefit

The benefits for potential sponsors and supporters include the following:

- 1. The logo and name** of each sponsor or supporter to be promoted and displayed in various ways, such as:
 - In the electronic and printed announcements which are distributed before the event.
 - On all advertisements that are published in the Press.
 - On the backdrop of the stage and on all banners which are usually located in the areas where the conference is being held, as well as on publicity posters.
 - On the conference's special pages on the internet, via www.energia.gr and www.iene.gr.
 - On the event's official programme.
 - On all printed matter distributed to delegates.

- On the folder containing the conference documentation, which is handed out to each delegate upon registration
 - On the video card projected on the screen during the conference.
 - On the cover of the volume containing the conference abstracts and speakers CV's.
2. A representative of the sponsor may speak during the event or participate in one of the panel discussions or coordinate one of the sessions.
 3. The sponsor's name will be mentioned in all press releases which are sent out to the media.
 4. Each sponsor will have the opportunity to distribute printed and electronic material concerning his business' products and activities during the conference. This material may be included in the conference folder if it is in the form of a slim brochure. Otherwise it can be displayed next to the registration desk.
 5. Each sponsor or supporter is entitled to register a number of participants free of charge at the conference, chosen from its executives and associates. The number of a free registrations depends on the level of funding to be provided.
 6. Each sponsor is entitled to certain months' free inclusion of its logo on IENE's web sites.

All the above describe the usual benefits that a sponsor or supporter of the "Oil Refining, Storage and Retail in SE Europe" may expect. According to the particular profile of the supporting organisation, it is possible that further benefits may be offered by IENE which are not included in the above list. Such benefits are mentioned in writing in the "Sponsorship" agreement which is usually established between IENE and each Sponsor/Supporter. Interested sponsors or supporters receive first a written proposal with the detailed list of the specific benefits that can be offered by IENE.

Sponsorship Categories

There are six sponsorship categories for IENE's "Oil Refining, Storage and Retail in SE Europe" Conference:

- (i.) Major Sponsor
- (ii.) Lead Sponsor
- (iii.) Sponsors
- (iv.) Supporters
- (v.) Farewell Drinks Supporter
- (vi.) Registration Supporter

■ Major Sponsor

The conference will have a sole major sponsor, whose total contribution will amount to 20,000€ + 24% VAT. The major sponsor is entitled to 20 free registrations.

■ Lead Sponsor (includes exclusive dinner sponsorship)

The conference will have a sole lead sponsor, whose total contribution will amount to 15,000€ + 24% VAT. The lead sponsor is entitled to 15 free registrations.

■ Sponsors

There will be several sponsors with each one contributing 10,000€ + 24% VAT each. Each sponsor is entitled to 10 free registrations.

■ Supporters

Each Supporter will contribute € 6,000 + 24% VAT and is entitled to 6 free registrations.

■ Coffee Breaks and Farewell Drinks Supporter*

Companies may become secondary sponsors by hosting the Coffee Breaks and the Farewell Drink's reception on 31/3/2017. Contributions amount to 4.000€ +24% VAT while both Supporters are entitled to 3 free registrations

■ Registration Supporter

Registration Sponsor will contribute € 3,000 + 24% VAT and is entitled to 2 free registrations. The logo of the supporter will appear on the string strap of all delegate badges.

* The drink supporter's logo will appear on a printed invitation which will be placed inside the conference folder which is will be given to conference participants upon registration. Also, the Drink Supporter may place banners with its logo to be located in the Drinks area.