



“Hydrocarbon Exploration and Production in the Black Sea, East Mediterranean and the Adriatic Sea”

2nd SE Europe Regional Upstream Workshop
Athens, 31 October-1 November, 2013

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 an international seminar such as the one on “Hydrocarbon Exploration and Production in the East Mediterranean and the Adriatic Sea” requires very high standards of organisation which is a prerequisite for the success of this unique event.

Sponsors' Benefits

IENE's workshop on “Hydrocarbon Exploration and Production in the East Mediterranean and the Adriatic Sea” is open to sponsorship and benefits for potential sponsors and supporters include the following:

- 1. The logo and name** of each sponsor or supporter will be displayed in various ways, such as:
 - On the 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 the banners which are usually located in the areas where the event is being held, as well as on publicity posters.

- On the event'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 given to each delegate upon registration
 - On the video cards projected on the screen during the event.
 - On the cover of the volume containing the conference abstracts and speakers CV's.
2. The possibility for a representative of the sponsor to speak during the event or participate in one of its panel discussions or to coordinate one of its sessions.
 3. The sponsor's name is mentioned in all press releases which are sent out to the media.
 4. The sponsor's name & logo appears on the first right-hand page of the volume containing the event's proceedings, or on the cover of the CD with the proceedings, which are published and distributed after the event. The sponsors' logo also appears on the special on the micro site which is created after the event and where all participations are uploaded.
 5. Each sponsor has the opportunity to distribute printed and other material (e.g. CD-ROMs) concerning his business' products and activities during the seminar. This material may be included in the conference folder if it is in the form of a slim brochure. Otherwise it will be displayed next to the registration desk.
 6. Each sponsor or supporter is entitled to register certain number of participants free of charge in the event, chosen from its executives and associates. This number depends on the level of funding to be provided.
 7. Each sponsor has a right to free advertising space in selected IENE publications.
 8. Each sponsor is entitled to certain months' free inclusion of its logo on IENE's web site as an official web site sponsor.

All the above describe the usual benefits that a sponsor or supporter of IENE's workshop on "Hydrocarbon Exploration and Production in the East Mediterranean and the Adriatic Sea" may enjoy. According to the particular profile of the supporting organisation, it is possible that further benefits can 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 will receive first a written proposal with the detailed list of the specific benefits that can be offered by IENE.

Sponsorship Opportunities

There are three sponsorship categories for IENE's "Hydrocarbon Exploration and Production in the East Mediterranean and the Adriatic Sea" international workshop:

- (i.) Major Sponsor
- (ii.) Sponsor
- (iii.) Supporter

➤ *Major Sponsor*

The seminar will have a sole major sponsor, whose total contribution will amount to 20,000€ + 23% VAT. The major sponsor is entitled to 12 free registrations.

➤ *Sponsor*

There can be several conference sponsors with each one contributing 12,000€ + 23% VAT each. Each sponsor is entitled to 8 free registrations.

➤ *Supporter*

Each Supporter will contribute € 5,000 + 23% VAT and is entitled to 4 free registrations.