



**24-26  
JANUARY  
2017**

**THE EKO  
HOTEL & SUITES  
LAGOS  
NIGERIA**

# **EXHIBITOR PROSPECTUS**

**FIND OUT MORE ABOUT OFFSHORE WEST AFRICA AND HOW TO  
EXHIBIT AT THIS PRESTIGIOUS ANNUAL EVENT.**

[www.offshorewestafrica.com](http://www.offshorewestafrica.com)

**JOIN US IN LAGOS FOR THE PREMIER  
WEST AFRICAN OIL & GAS EVENT**

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# OFFSHORE WEST AFRICA

## SERVING THE WEST AFRICAN REGION FOR OVER 20 YEARS

Offshore West Africa remains the region's premier technical forum focused exclusively on West Africa's offshore oil and gas industry, and for its 21st edition will return to Lagos, Nigeria in 2017, at the Eko Hotel & Suites.

Offshore West Africa 2016 brought together a record-breaking attendance of oil & gas professionals, creating a vibrant networking experience, generating new business ventures and initiating further learning opportunities, as we celebrated our 20th anniversary of this prestigious event. Providing an exclusive source of information for over the past 20 years, Offshore West Africa 2017 will once again showcase the most innovative technologies and ground-breaking solutions within the deepwater exploration and production industry. Combining both a high-quality conference and rich exhibition of services and equipment.

Offshore West Africa offers a unique insight into this exciting and progressive marketplace and including this key industry event as a vital component of your company's marketing strategy ensures one-on-one access to key industry professionals from around the world, all in one place.

**“ “ 91% of attendees surveyed stated that the exhibition met or exceeded expectations ” ”**

### WHO SHOULD EXHIBIT?

- ▶ Subsea Technology Providers
- ▶ Marine Equipment & Services
- ▶ Ships, Boats, Vessels, Equipment
- ▶ Instruments & Control
- ▶ Drilling & Well Control
- ▶ Tubulars & Piping
- ▶ Design & Construction
- ▶ Legal & Financial Services
- ▶ Monitoring & Instrumentation
- ▶ Data Acquisition
- ▶ Storage & Transmission
- ▶ Floating Production Systems
- ▶ Contracting Services
- ▶ Flow Control
- ▶ Umbilicals & Hoses
- ▶ Pump Equipment & Services

**“ “ 92% of Offshore West Africa 2016 exhibitors established contacts for future sales and improved prospects within the region ” ”**

### OFFSHORE WEST AFRICA CONFERENCE

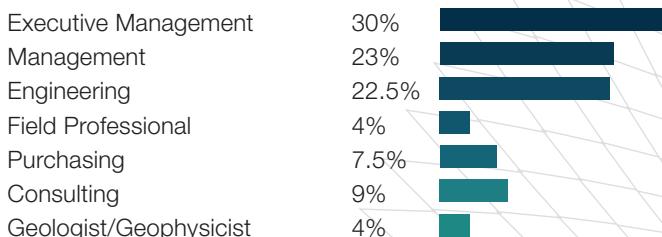
Running concurrently with the Offshore West Africa Exhibition will be a dual-track Conference. This conference is attended by over 700 delegates throughout the 3 days of the event, including a comprehensive Technical programme. Highlights over the 3 days include the Opening Plenary Session and numerous Panel Discussions.



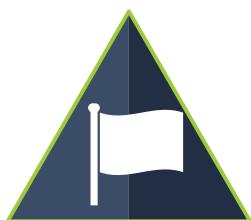
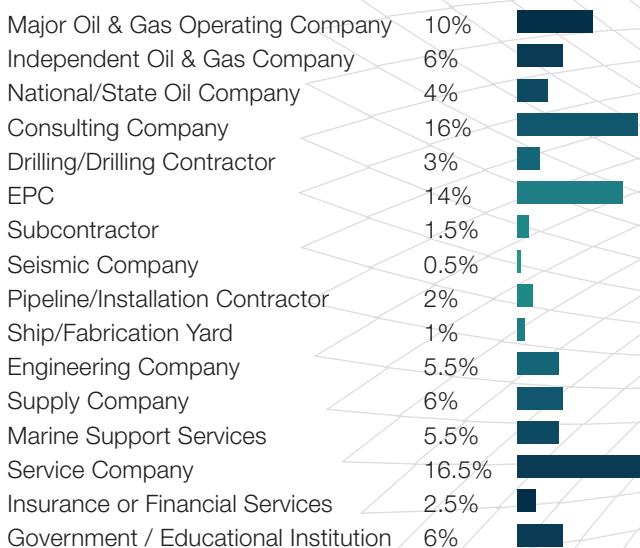
# AUDIENCE STATISTICS FROM OFFSHORE WEST AFRICA 2016

With the region's major players under one roof, Offshore West Africa has an unrivalled audience demographic, consistently attracting the highest level of attendees and leading manufacturers. Please see below Audience and Event statistics from our 2016 Offshore West Africa event in Lagos, Nigeria:

## PRIMARY JOB FUNCTION/RESPONSIBILITY



## TYPE OF COMPANY OR ORGANIZATION



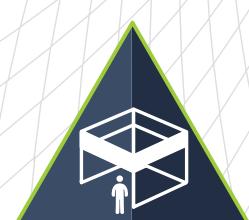
**35**  
COUNTRIES  
REPRESENTED



**2,609**  
ATTENDEES



**701**  
DELEGATES



**47**  
EXHIBITORS

# OFFSHORE WEST AFRICA

## WHY EXHIBIT?

Offshore West Africa is a unique annual forum for the industry, with both a world class conference combined with the exhibition showcasing the latest technological developments. This truly West African event attracts senior decision makers, enabling you to make crucial contacts within the industry.

### Why exhibit?

- ▶ Increasing company and brand awareness
- ▶ Increasing product and services awareness
- ▶ To launch new products and services
- ▶ Targeting particular market areas

- ▶ Meeting customers and prospects face to face
- ▶ Staying ahead of the competition
- ▶ Direct access to an international audience of high level decision makers

### What are delegates' main areas of interest?

- ▶ Production
- ▶ Exploration
- ▶ Pipeline / transportation
- ▶ Gas processing
- ▶ Drilling
- ▶ Petrochemical / refining
- ▶ Financial

### Exhibiting at Offshore West Africa provides opportunities to:

- ▶ Meet strategic decision makers face-to-face
- ▶ Build relationships with clients and potential clients
- ▶ Raise brand awareness in the market place
- ▶ Source new clients, suppliers and business partners

**“ 87% of attendees think attending Offshore West Africa is important for meeting business objectives ”**



# OFFSHORE WEST AFRICA FLOOR PLAN

3 Easy Steps to Book Your Booth

1

Review the exhibit floorplan for available space at [www.offshorewestafrica.com](http://www.offshorewestafrica.com)

2

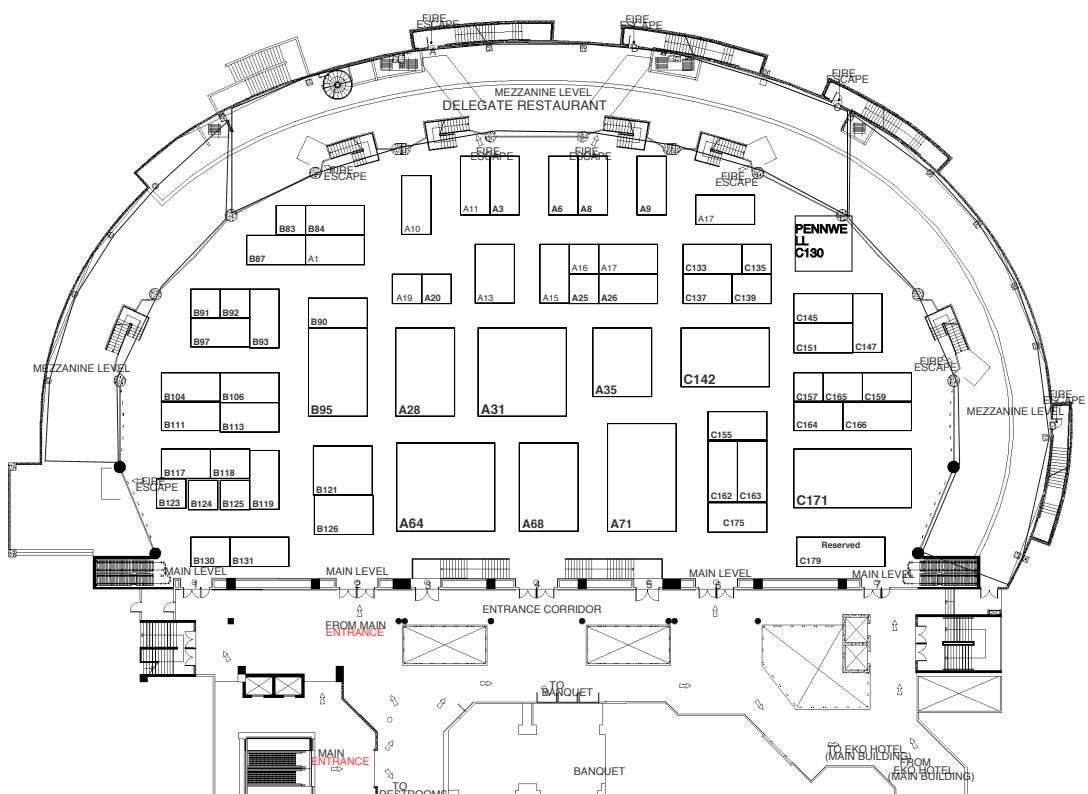
Select your desired booth location

3

Contact your exhibit sales representative to secure your space to complete the booking process

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**OFFSHORE**  
West Africa®



# OFFSHORE WEST AFRICA EXHIBITING PACKAGE

Offshore West Africa is a unique annual forum for the industry, with both a world class conference combined with the exhibition showcasing the latest technological developments. This truly West African event attracts senior decision makers, enabling you to make crucial contacts within the industry.

## Cost to Exhibit

Exhibition space is \$705 per s/m raw.

Exhibition space is \$810 per s/m with shell scheme.

## What You Get with Space Only

Space starts at 9sq/m units.

- ▶ Free exhibit floor passes to distribute to your clients and customers
- ▶ 1 full conference registration, and unlimited exhibit booth staff passes
- ▶ Discounted conference registration for your company staff
- ▶ Listing on the Offshore West Africa website recognizing your company as a 2017 exhibitor with enhanced product/service listings
- ▶ Event will be advertised extensively in leading industry publications including Offshore and Oil & Gas Journal to generate attendance at Offshore West Africa

## What You Get with Shell Scheme

All the above items plus:

- ▶ Hard walls on 2 or 3 sides
- ▶ Fascia board with company name
- ▶ 1 table and 2 chairs
- ▶ Electricity point and lights
- ▶ 1 full conference registration, and unlimited exhibit booth staff passes

## ENHANCED EXHIBITOR LISTING:

In addition to the exhibit space above, you receive a compulsory basic listing on the Exhibition website's interactive online floor plan at a flat rate of \$275.

This online listing includes company name, booth number, address, phone, fax, e-mail address, website URL, company contact, 50-word company description, company logo, three (3) product listings and three (3) product categories, social media icons; as well as a 35-word standard listing in the official print show guide.

This fully searchable interactive floor plan will give your buyers access to your information and provide an opportunity for you to communicate with potential customers before, during and after the Exhibition.

### Enhanced Exhibitor Listings Upgrades Available :

Increase your visibility by upgrading your listing to Gold (\$495), Platinum (\$995) and Elite (\$1995) and receive these additional features:

1. Include your full colour logo in the printed Show Guide
2. Increase your company description in the printed Show Guide from 35 to 75 words (Gold) or 100 words (Platinum and Elite)
3. Increase your company description online from 50 to 150 (Gold) or 250 words (Platinum and Elite)
4. Increase your product listings from 3 to 7 (Gold), 10 listings (Platinum) and 20 listings (Elite) and get one (1) video upload (Platinum) or two (2) video uploads (Elite)

(NOTE: Upgrade Package prices are a flat fee per Exhibitor, inclusive of the compulsory basic listing charge. All listing word counts are estimates based on average characters per word which may vary.)

# OFFSHORE WEST AFRICA 2017 SPONSORSHIP OPPORTUNITIES

## MAKE MORE OF YOUR ATTENDANCE AT OFFSHORE WEST AFRICA.

Sponsorship opportunities offer a great way to enhance the profile and awareness of your company. Whether your company is well established in the region or seeking new business opportunities, we can tailor a unique sponsorship package that meets with your event objectives. Contact us to discuss your sponsorship requirements, sales contacts can be found on the next page. Alternatively please visit [www.offshorewestafrica.com](http://www.offshorewestafrica.com)



\*Bronze Sponsorship for Offshore West Africa 2017 SOLD to



## PREVIOUS SPONSORS INCLUDE:



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