

# OFFSHORE SOUTH EAST ASIA



MARINA BAY SANDS, SINGAPORE  
27 - 29 NOVEMBER 2018



The EIC is proud to be organising and managing the UK National Pavilion at Offshore South East Asia (OSEA) taking place from 27 - 29 November 2018.

OSEA is the most established oil and gas industry event in Asia. OSEA has evolved over 40 years by keeping up with industry needs and delivering content that is most sought after by trade professionals. Backed by strong support from the industry, OSEA has consistently attracted high level of international participation

SUBSEA Asia 2018 will return once again alongside OSEA to feature the latest subsea equipment and services.

**983+**

exhibitors  
from 48  
countries

**17**

international  
group pavilions

**20,000+**

sqm exhibition  
space



**£2,500**  
TAP funding for  
eligible SMEs

## 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 project manager to assist prior to and onsite at the show
- Dedicated stand and freight partners

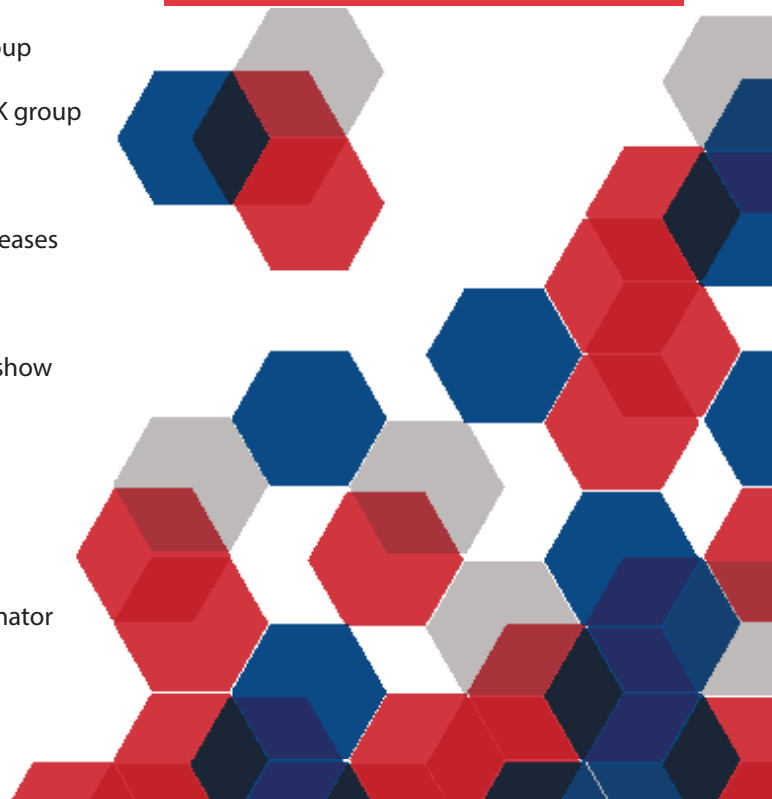
In partnership with:



Department for  
International Trade

For further information  
and to apply, contact:

Lucia Durante, Overseas Events Co-ordinator  
[lucia.durante@the-eic.com](mailto:lucia.durante@the-eic.com)  
+44 (0) 20 7091 8617



# Breakdown of participation costs

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

## SPACE

The cost of space is £405/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 Lounge facility, 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 £160/sqm.

## 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

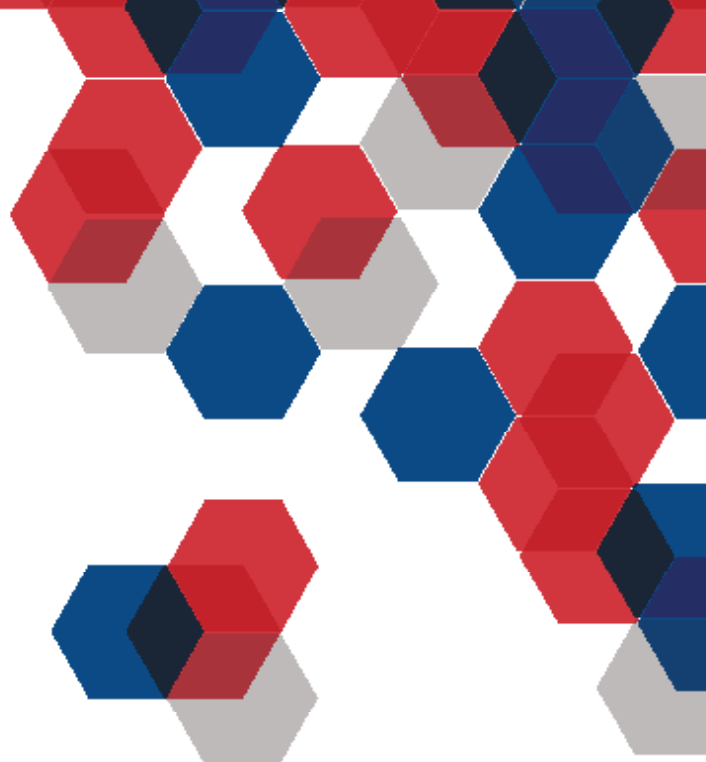
## CORNER FEE

There will be a £200 charge for each corner location.

## SUB-EXHIBITORS' FEE

If you intend to have sub-exhibitors on your stand at OSEA, 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 SOUTHEAST ASIA?

The Southeast is a key pillar of Asia's growth, made up of a mix of 10 countries, where energy efficiency remains a large unexploited resource across the region. Over the next twenty years, the IEA anticipates Southeast Asia's energy demand to surge by 80 percent. Moreover, over the next five years, the region is expected to receive record levels of offshore investment, fuelling the expansion of the region's upstream industry.

In 2016, the top five countries (Indonesia, Malaysia, Thailand, Vietnam and Philippines) were leading offshore projects with a total investments amounting to approximately US\$183 billion.

According to EICDataStream, across the offshore upstream and midstream sectors, there are around a total of 174 projects proposed or under development in the Southeast Asia region, worth an estimated US\$197 billion in the coming years.

## BREAKDOWN OF SHELL SCHEME COSTS (EX VAT)

Stand size	9m <sup>2</sup>	12m <sup>2</sup>	15m <sup>2</sup>
Costs			
Space @ £405/sqm	£3,645	£4,860	£6,075
Facilities Charge @ £160/sqm	£1,440	£1,920	£2,400
Management Fee @ £725 <sup>(i)</sup>	£725	£725	£725
Participation cost <sup>(iii)</sup>	£5,810	£7,505	£9,200

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor and £200 per corner

Note: other stand sizes are available

## APPLICATION TO PARTICIPATE – OSEA 2018

Please return to [lucia.durante@the-eic.com](mailto:lucia.durante@the-eic.com)

MARINA BAY SANDS, SINGAPORE

27 - 29 NOVEMBER 2018

We wish to participate in the UK group and confirm we accept the Terms & Conditions issued by the EIC and the organisers of Offshore South East Asia (OSEA), Singapore Exhibition Services Pte Ltd (available on request). TAP Funding Confirmed for SMEs - £2,500 for eligible companies.

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 \_\_\_\_\_ 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 – £405 per sqm: \_\_\_\_\_

Facilities charge (including Shell Scheme) – £160 per sqm: \_\_\_\_\_

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

Corner fee – £200 per corner \_\_\_\_\_

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

Total: \_\_\_\_\_

### 5. INVOICES REQUIREMENTS

Please provide the invoice address, if different from above: \_\_\_\_\_

Please provide a Purchase Order number, if required. PO: \_\_\_\_\_

### 6. 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 Singapore Exhibition Services Pte Ltd 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 quality of visitors calling to our stand was very strong. Very happy with the show."

Peter Dunne,  
Impact Special Metals

(OSEA 2016)

"A well-run event with an impressive well branded pavilion."

Geoff Holden,  
LEEA

(OSEA 2016)

"A very well organised and supported event."

Robert Cash,  
Parkbum

(OSEA 2016)

"Excellent support from EIC made the life easier during the show."

Thinesh Rajan,  
AMOT

(OSEA 2014)