



SPONSORSHIP PROSPECTUS



The Association of International Energy Negotiators (AIEN), formerly known as Association of International Petroleum Negotiators (AIPN), will host its sixth annual International Energy Summit, September 27 - 29, 2022 at the Hilton on Park Lane in London, UK.

The International Energy Summit (IES) is three days of intense learning, business networking and career enhancement.

Highlights include: prestigious

speakers, updates on latest global and regional industry developments, sessions to strengthen negotiation and other commercial skills, four pre-conference workshops, an Awards Dinner and a highly-rated Speed Networking Event.

If you only make one event sponsorship investment this year, the AIEN International Energy Summit is THE event for commercial and legal energy professionals. Do not miss this unique opportunity!

2022 INTERNATIONAL ENERGY SUMMIT SPONSORSHIP OPPORTUNITIES

CONTACT US!

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- ✓ Sponsorship options to suit your needs and your budget - from networking areas and refreshment breaks, to evening entertainment and attendee gifts.
- ✓ Your brand associated with the well-regarded professional membership association: Association of International Energy Negotiators (formerly Association of International Petroleum Negotiators).
- ✓ Access to the top-talent, decision-makers from leading global energy companies, national oil/energy companies, and law firms.

AIEN, formerly AIPN, is the premier membership association serving around 2,800 international energy negotiators in some 113 countries. Members come from a variety of disciplines: commercial, legal, technical, and academic and represent numerous international energy companies, host governments, law firms and academic institutions. The association helps support its members through education, networking and producing balanced model contracts. AIEN's model contracts provide an invaluable service to the energy industry, significantly decreasing the time it takes to finalize a deal.



97% of delegates would recommend the Summit

"We have been supporting the IPS for many years and I think that it is the best event in the oil and gas industry worldwide."

- Past Sponsor Delegate

"This is one of the few places that you can always learn something. The calibre of the speakers and the attendees is such that you can always find somebody to learn from either in the programme or at the networking events."

- Past Sponsor Delegate

"The IPS is a place where you can meet people, make new connections and strengthen existing relationships. It is also an opportunity to showcase our company, our brand, so that people can get to know us more and more."

- Past Speaker Delegate

"I have enjoyed most, the networking, seeing old friends and meeting new ones, but also the knowledge that you pick up not only during the high-level sessions but also the in the corridors."

- Past Delegate



All conference sponsorship packages include the following benefits:

- Your company logo displayed on the event sponsorship page, including a link to your company/firm's website.
- Your company logo displayed on all pre-conference emails sent to more than 7,000 AIEN members and prospects.
- Your company logo displayed onsite through printed and digital slideshow signage, and displayed in the event mobile app.
- All delegates from your sponsoring organization will receive a badge ribbon with "Sponsor" designation to be worn throughout the entire conference. (Not included in the Exhibitor Space.)

To coordinate sponsorship recognition, commitment for all sponsorship packages must be made by **August 31, 2022**, unless otherwise noted.

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IF YOU WISH TO SPONSOR AND NONE OF THE LISTED OPPORTUNITIES ARE SUITABLE, AIEN IS WILLING TO DISCUSS OTHER SUGGESTIONS.



UNDERWRITING OPPORTUNITIES

AWARDS DINNER • \$25,000

- Your company is the host of the evening cocktail reception and awards dinner
- Opportunity to make brief welcoming remarks at the event (5 mins)
- Reserved table of eight (8) for company representatives or client base
- Logo displayed on signage throughout the event space
- Logo on custom cocktail napkins
- Logo listed in the IES program and website
- Ability to purchase additional tickets to the Awards Dinner at a reduced price

WELCOME RECEPTION • \$20,000

- Be the first to be recognized and on the forefront of attendees' minds at the welcome cocktail reception held the evening before the conference kicks off.
- Opportunity to make welcoming remarks (5 mins) at the reception and offer a toast to conference attendees
- Eight (8) complimentary passes to the reception for your organization or client base.
- Logo displayed on reception signage
- Logo on custom cocktail napkins
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

ATTENDEE BAG • \$18,000

- This opportunity provides excellent brand visibility for your organization and long-lasting awareness to all conference attendees
- Logo embroidered on professional quality bags and distributed to attendees at the conference attendees at the registration desk. (Logo will appear in conjunction with the IES logo)
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

ATTENDEE KEEPSAKE • \$10,000

- This opportunity provides excellent brand visibility for your company and long-lasting awareness in providing a conference keepsake to all conference participants
- Logo on the small keepsake item distributed to all attendees upon registration check-in. (Logo will appear in conjunction with IES logo)
- Item will be selected by AIEN with sponsor company input
- Logo listed in the IES Program and website
- Ability to purchase tickets to the Summit at a reduced price

CONFERENCE REFRESHMENT BREAKS • \$10,000

- Position your company as the host of all four (4) refreshment breaks during the Summit
- Logo displayed on table signage
- Logo on custom cocktail napkins
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

NECK LANYARDS • \$10,000

- High visibility and a keepsake item for attendees
- Company logo lanyards for all Summit attendees
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

SPEED NETWORKING EVENT • \$8,000

- Host this highly-rated event - the perfect forum for networking!
- This event allows participants to make up to 10 business connections in a short amount of time.
- Logo displayed on signage in the room during the event
- Opportunity to make welcoming remarks at the event (5 mins)
- Logo on the napkins distributed during the event
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price



UNDERWRITING OPPORTUNITIES

AWARDS DINNER TRANSPORTATION • \$7,500

- Company logo displayed on the signage in the hotel lobby area where attendees will gather prior to entering the buses as well as at the Awards Dinner location
- Acknowledgment at the Awards Dinner
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

REGISTRATION DESK • \$7,000

- Be the very first logo attendees see as they pick up their conference badge and bag!
- Logo will prominently be displayed on signage in the registration area
- Company name included on the registration webpage, online confirmation page and in registration confirmation emails
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

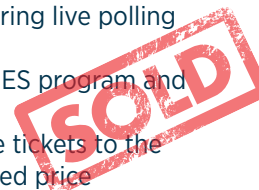


MOBILE APP • \$7,000

- Each time the app is opened, your logo is displayed on a secondary opening page.
- Other features include:
 - watermarked logo on the “My Schedule” page
 - rotating banner ad and landing page that links to your URL
 - option to feature a multimedia video within the app.
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

SLIDO AUDIENCE RESPONSE • \$6,000

- Logo displayed on screen whenever Slido is being used during Q&A sessions
- Logo displayed during live polling sessions
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

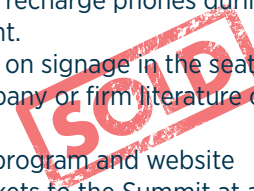


SPEAKER GIFTS • \$5,000

- Logo and/or special note recognizing company for the gift provided to all speakers (Logo will appear in conjunction with the AIEN logo).
- Selection of the gift will be made in consultation with the sponsor, however please note that the final design decision will be made by AIEN
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price

NETWORKING SEATING AREA • \$5,000

- Located outside the general session room, this is the perfect space for attendees to relax and recharge phones during the conference in a living room style environment.
- Logo will be displayed on signage in the seating area.
- Ability to display company or firm literature on coffee tables in the seating area.
- Logo listed in the IES program and website
- Ability to purchase tickets to the Summit at a reduced price





GENERAL EVENT SPONSORSHIPS

DIAMOND • \$30,000 • 1 PACKAGE

- Five (5) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Premier branding on all marketing and promotional materials before and during the conference, including a dedicated social media post.
- Logo listed in the IES program and website
- One (1) prominently positioned Exhibitor space available
- To maximize your exposure, your company or firm may also provide (at company's expense) chair covers with your company branding on them for the general session meetings

PLATINUM • \$20,000

- Four (4) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Logo listed as a Platinum sponsor on select marketing and post event materials
- Premier branding placement on select marketing and event materials
- One (1) Exhibitor space available
- Logo listed in the IES program

GOLD • \$15,000

- Three (3) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Logo listed as a Gold sponsor on select marketing and post event materials
- Logo listed in the IES program and website

SILVER • \$10,000

- Two (2) Full Delegate tickets to the Summit
- Ability to purchase additional tickets at a reduced price
- Name listed as a Silver sponsor on select marketing and post event materials
- Name listed in the IES program and website

EXHIBITOR

EXHIBITOR SPACE • \$4,000 • 3 PACKAGES

- One 6 foot dressed table, two chairs and power supply provided situated in the foyer outside the general session room for both days of the Summit
- Two (2) Networking Delegate tickets
- Recognition as an exhibitor in conference signage and online
- As space is limited, exhibitor-provided signage must be pre-approved by AIEN

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2022 International Energy Summit

The IPS is now the IES!



2022 IES SPONSORSHIPS AT-A-GLANCE

| | SPONSORSHIP AMOUNT | EXCLUSIVE OPPORTUNITY | COMPLIMENTARY FULL DELEGATE REGISTRATIONS | COMPLIMENTARY NETWORKING REGISTRATIONS | ACCESS TO DISCOUNTED REGISTRATIONS | LONG-LASTING SUMMIT REGISTRATIONS | OPPORTUNITY TO ADDRESS AUDIENCE | PROVIDE LITERATURE | LOGO DISPLAYED ONLINE, APP & PROGRAM | LOGO DISPLAYED ONSITE | LOGO DISPLAYED IN PRE-EVENT EMAILS | VERBAL ACKNOWLEDGEMENT |
|--|----------------------|-----------------------|---|--|------------------------------------|-----------------------------------|---------------------------------|--------------------|--------------------------------------|-----------------------|------------------------------------|------------------------|
| AWARDS DINNER | \$25,000 | x | | x | | x | x | x | x | x | x | x |
| WELCOME RECEPTION | \$20,000 | x | | x | | x | x | x | x | x | x | x |
| ATTENDEE BAG - SOLD OUT! | -\$18,000 | x | | x | x | | x | x | x | x | x | x |
| ATTENDEE KEEPSAKE | \$10,000 | x | | x | x | | x | x | x | x | x | x |
| CONFERENCE REFRESHMENT BREAKS | \$10,000 | x | | x | | | x | x | x | x | x | x |
| NECK LANYARDS - SOLD OUT! | -\$10,000 | x | | x | x | | x | x | x | x | x | x |
| SPEED NETWORKING EVENT | \$8,000 | x | | x | | x | x | x | x | x | x | x |
| AWARDS DINNER TRANSPORTATION | \$7,500 | x | | x | | | x | x | x | x | x | x |
| REGISTRATION DESK - SOLD OUT! | -\$7,000 | x | | x | | | x | x | x | x | x | x |
| MOBILE APP | \$7,000 | x | | x | x | | x | x | x | x | x | x |
| SLIDO AUDIENCE RESPONSE - SOLD OUT! | -\$6,000 | x | | x | | | x | x | x | x | x | x |
| SPEAKER GIFTS | \$5,000 | x | | x | x | | x | x | x | x | x | x |
| NETWORKING SEATING AREA - SOLD OUT! | -\$5,000 | x | | x | | | x | x | x | x | x | x |
| DIAMOND SPONSOR - SOLD OUT! | -\$30,000 | x | x | | | | x | x | x | x | x | x |
| PLATINUM SPONSOR | \$20,000 | | x | | | | x | x | x | x | x | x |
| GOLD SPONSOR | \$15,000 | | x | | | | x | x | x | x | x | x |
| SILVER SPONSOR | \$10,000 | | x | | | | x | | | | | x |
| EXHIBITOR SPACE | \$4,000 | | | x | | | x | | x | | | x |