12th Annual API Cybersecurity Conference for the Oil and Gas Industry

August 1, 2017

Dear Sponsor/Exhibitor,

Thank you for your interest in the 12th Annual API Cybersecurity Conference for the Oil and Natural Gas Industry. We are pleased to provide 2017 sponsor/exhibitor information below.

Note that all sponsorships include an exhibit booth. Prime booth locations are reserved for sponsors.

If you would like to be a Platinum Sponsor, you can submit your application immediately.

If you would like to be a Gold Sponsor, you can submit your application after August 14, 2017.

If you would like to be a Silver Sponsor, you can submit your application after August 25, 2017.

A limited number of booths are available for exhibitors only. If you would like to only exhibit, you can submit your application after **12:00 PM Eastern** on Wednesday, September 6, 2017. The number of exhibitor only booths available is dependent on the number of Sponsors. The remaining booths will sell out quickly. Our fax machine time stamps all incoming documents, and they will be processed in the order received. Please do not send before your applicable window.

Please check www.api.org/cybersecurityconference for booth availability.

Booths #32, 33, 39, and 38 are reserved until September 13, 2017 at a 50% discount for third-party certified minority and women owned businesses that are certified by either the National Minority Supplier Diversity Council (NMSDC) or Women's Business Enterprise National council (WBENC). Please contact me directly for additional information.

Sincerely,

Matthew Cunningham, CMP, CEM
Senior Events Manager
American Petroleum Institute

Exhibitor Agreement

energy **API** | **AMERICAN PETROLEUM INSTITUTE**

12th Annual API Cybersecurity Conference for the Oil and Natural Gas Industry

November 7-8, 2017
Woodlands Waterway Marriott
The Woodlands, Texas USA

Fax completed form to: 202-682-8222

Company Information

Company

Street Address

City

State/Province

Zip/Postal Code   Country

Applicant Phone

Applicant Name:

Applicant Email for Receipt:

Required: Complimentary Registrant Name: *Note: A link to register additional staff at the discount $395 rate will be sent with receipt of this form. Sponsors receive 3-5 complimentary registrations; a code to register these individuals will be sent with receipt of this form.*

Name

Phone   City/State

E-mail

Name of contact for graphics/logo requests *(for Sponsors only):*

Name:

Phone

E-mail

As a Sponsor you will receive:

✓ **One** 8' x 6' exhibit booth with a draped 6' table, electricity, WiFi, chairs,
✓ Garbage can, company name sign;
✓ Complimentary full conference registrations that you can use to register your exhibit staff or customers. A complimentary registration code will be sent upon receipt
  of this form; any additional beyond allocation are $395 each);
✓ Admission to all conference sessions and meal functions;
✓ Prominent exposure on a Sponsor Appreciation sign located in the registration area;
✓ A "Special Thanks to Sponsors" page in the conference program (this will include a brief paragraph about your company and the products or services you provide, plus a marketing contact name and telephone number);
✓ Special recognition during the opening session;
✓ Contact list of conference attendees
✓ Additional benefits noted below and on the right side of this page

As an Exhibitor you will receive:

✓ **One** 8' x 6' exhibit booth with a draped 6' table, electricity, WiFi, chairs,
✓ Garbage can, company sign;
✓ **One** complimentary registration (after one, each additional registrant pays a discounted registration fee of $395 – A link to register these people online will be sent upon receipt of this form);
✓ Admission to all conference sessions and meal functions;
✓ Contact list of conference attendees

Sponsorship Opportunities

Note: All sponsorships include an exhibit booth!
Prior to making your selection please check
http://www.api.org/cybersecurityconference
This website is updated daily with the latest sponsorships available. *Sponsorships are not held until we receive your signed Application Form. Please do not submit your application prior to your acceptance window.*

❑ PLATINUM LEVEL SPONSOR - $25,000

In addition to benefits listed for Gold and Silver Level Sponsors, Platinum Level Sponsor benefits also include:
• Your own logo icon in the conference app with a link to your customizable company and contact information
• 6 total complimentary registration passes
• Logo (large) on API conference website with link

❑ GOLD LEVEL SPONSOR - $15,000

In addition to benefits listed for Silver Level Sponsors, Gold Level Sponsor benefits also include:
• Recognition during opening session announcements
• Company logo and name on sponsored event "special thanks" signage
• A brief description of company in conference program
• An opportunity to include a promotional flyer in the conference program
• 4 total complimentary registration passes
• Logo (small) on API conference website with link

❑ SILVER LEVEL SPONSOR - $12,000

Silver Level Sponsor benefits include:
• An exhibit booth and table for the duration of the event
• First choice at exhibit location
• Printed acknowledgement of company in the conference program
• Company logo on all-inclusive sponsor sign placed at registration table
• Company logo displayed on "special thanks" signage during their sponsored event
• Link to company website from API Cybersecurity Conference website
• 3 complimentary registration pass

❑ EXHIBITOR ONLY - $7,500

Note: All Sponsorships *include* a booth.
• One Exhibit Booth

Payment

❑   Credit Card *(API Preferred Method of Payment)*

❑   VISA
❑   MasterCard
❑   American Express

Card Number

Expiration Date

Print Cardholder's Name

Cardholder's Zip Code

Signature

❑   Please Invoice

Email invoice to: _____

Booth Number:

1st Choice: _____
2nd Choice: _____
3rd Choice: _____

❑   Credit Card *(API Preferred Method of Payment)*

Is your booth choice available? Prior to making your selection please check: http://www.api.org/cybersecurity

Fax your signed 3 page application to 202-682-8222. All pages required for processing. No cover sheet necessary.

Note: Sponsor/Exhibitor applications and booth selection can be submitted according to the dates noted in the application Cover Letter. Please do not submit prior to your acceptance window. Forms received outside this window will not be processed.

❑   Yes, I am sending this form within my eligibility window.

Sponsors: Let's get your logo on our website ASAP! Email a high resolution logo file (eps is best!) to registrar@api.org with "Sponsor Logo" in the subject line.

12th Annual API Cybersecurity Conference & Expo
Please complete and return all pages of the exhibitor application and agreement.

1. **API:** As used herein, "API 2017" or "Exhibition" shall refer to the API Cybersecurity Conference. Also as used herein "exhibitor," "applicant" and "company" shall refer to the party submitting the Application and Agreement. API will handle all pre-show and on-site-decisions and its decisions will be final.

2. **Cost of Exhibit Space and/or Sponsorship:** See previous pages.

3. **Payments:** A .Pdf invoice will be sent upon receipt of your application. All checks are to be made payable to: American Petroleum Institute, P.O. Box 1425, Merrifield, VA 22116-1425, USA. **Reference your invoice number.** The check must be in U.S. currency only, drawn on a U.S. bank. A $25.00 transaction fee will be due on each Wire Transfer received as payment, if not sent as U.S. currency. Please add this amount to your original payment. Credit cards are also accepted for payment.

   No exhibitor admission credentials will be distributed to any company who has not paid in full by November 6, 2017; and if any company still has not paid in full by the time of the first date of installation, November 6, 2017, they will not be allowed to set up their booth or receive any orders from contractors until the account is paid in full by Cashiers or Certified Check. **No personal checks or credit cards are accepted as payment for exhibit space on-site.**

4. **Cancellation:** An exhibitor may cancel or withdraw from the show subject to the following conditions and restrictions:
   - The exhibitor shall give API notice in writing of its intention to cancel or withdraw from the show.
   - In the event the said notice is received on or before October 4, 2017, the exhibitor shall be obligated and agrees to pay a cancellation penalty of 50% of the contract value.
   - In the event the said notice is received after October 4, 2017, the exhibitor shall be obligated and agrees to pay 70% of the contract value.
   - All refunds due will be paid to exhibitor no later than sixty (60) days after the close of the Exhibition.
   - In the event of cancellation, API shall have the right to use said space to suit its own convenience, including selling the space to another exhibitor, without any rebate or allowance to the cancelled exhibitor.
   - API assumes no responsibility and exhibitor waives any claims against API for having included the name of the cancelled exhibitor or description of their products in the show catalog, brochures, news releases or other materials concerning the show.

5. **Assignment of Space:** Whenever possible, space assignments will be made based on the location preferences requested by the exhibitor. API reserves the right to make the final determination of all space assignments in the best interests of the overall Exhibition.

   This Agreement will not be valid unless and until signed by an officer or representative of the Exhibiting Company on this official Space Application/Contract and returned to API Show Management.

6. **Right of Refusal:** API reserves the right to refuse rental of display space to any company whose display of goods, service or machinery is not, in the opinion of API, compatible with the general character and objectives of the Exhibition.

7. **Floor Plan Layout Changes:** Through the floor plans sent out periodically and the plans available through the official API 2017 Cybersecurity Conference website, all exhibitors should frequently review their space location and changes to neighboring booths/areas for updates. While API will send out updates to the layout, it is the exhibitor's responsibility to keep up with changes to their assigned area. API is anticipating alterations to the initial printed plan and cannot be held responsible for changes which may alter a participating exhibitor's selection of space. If a specific exhibitor is impacted by an adjacent major layout configuration, API will notify them directly.

8. **Subletting of Space:** The exhibitor agrees not to assign, sublet or apportion space or any part thereof contracted for, nor to exhibit, advertise or offer for sale merchandise or services other than those manufactured or sold by exhibitor company in the regular course of business. As an example: when articles are required for the proper demonstration or operation of exhibit displays, in which case identification of such articles shall be limited to the regular name plate, imprint or other identification, which in standard practice appears normally on the article. Exhibitors may not permit non-exhibiting company representatives to work in their booths except their own dealers and representatives.

9. **Sharing of Booths:** Exhibit booth signage and listing in program will include only one company name. Co-sponsoring or co-exhibiting is not permitted.

10. **Competitors:** API will attempt to keep direct competitors no nearer than 8 feet from the other exhibitor if requested in the original application to exhibit, however, there is no guarantee if competitor is assigned long after original exhibitor's contract has been filed and reviewed.

11. **Default of Occupancy:** Any exhibitor failing to occupy their exhibit booth (contracted for but not cancelled) by 6:00 p.m., Monday, November 6, 2017 is obligated to pay the full cost of such space. API has the right to take possession of said space and lease.

12. **Failure to Hold Exposition:** Should any contingency prevent the holding of API 2017, API shall retain only such part of exhibitor's rental as required for expenses incurred up to the time such contingency shall have occurred. The exhibitor waives all claims for damages. If, for any reason, the Exhibition shall be cancelled or deferred, the exhibitor waives all claims for damages or recovery of payments made.

13. **Exhibit Hours:** Exhibitors are required to keep at least one attendant in their booth during all show hours, subject to removal of their exhibit from the show at the company's expense.

14. **Exhibit Booth Displays:** Please refer to the specific rules and regulations that will be included in the Exhibitors Service Manual for all related rules and regulations regarding heights, sightlines, demonstration areas and signage.

15. **Liability, Insurance:** Exhibitors shall assume, and shall indemnify, hold harmless and defend API and their respective members, officers, directors, employees, contractors and agents (collectively "API Parties") from and against, any and all claims, damages, liabilities, costs (including reasonable attorneys' fees) and expenses (collectively, "Claims") arising out of or in any way relating to exhibitor's acts or omissions while a participant of API 2017, including but not limited to any Claims arising out of or in any way related to any bodily injury or property damage caused by exhibitor's acts or omissions. Additionally, exhibitors hereby waive, and release API Parties from, any claim against API Parties for damages or to liabilities of any kind, type or nature (including but not limited to any damage to property or business or injury to persons) arising out of or in any way relating to the Exhibition, except to the extent caused by an API Party's gross negligence or willful misconduct. In no event shall exhibitor be entitled to claim, and exhibitor hereby waives the right to claim, any special, consequential, indirect or punitive damages arising out of or relating to this Application and Contract of API 2017.

16. **Personal Property:** Exhibitor acknowledges that any/all property of exhibitor, including any personal properties of individuals, are the sole responsibility of such Exhibitor/Participant and API will not assume any liability for such properties in the event of fire, theft, mysterious disappearance or any loss of physical damage or any indirect damage as a result thereof. Participation attendance of the Exhibition will acknowledge the acceptance of all terms and conditions stated herein.

17. **Additional Insurance:** Additional insurance requirements, minimum coverage and liability clauses will be contained in the complete Rules and Regulations document which will be a part of the API Exhibitors Service Manual, which Rules and Regulations are incorporated herein and are a part of this Application and Contract.

18. **Assignment:** Neither API nor the sponsor/exhibitor may assign their rights under this Agreement without the express written consent of the other party. API is unable to sign counter-agreements or 3rd party agreements.

19. **Children:** Conference Sponsor(s) and Management forbid all children under the age of 18 years (including infants and strollers) to be brought onto the exposition floor prior to, during or after set-up/dismantle hours and all show hours.

20. **General Requirements:** All matters and questions covered in the "Rules and Regulations" may be amended at any time by API. Such amendments or additions shall be equally binding on all parties affected by this original "Rules and Regulations."

Representatives Name (Please Print)

Signature

Date Signed

API CYBERSECURITY CONFERENCE & EXPO | energy API

Track A

Track B

Track C

EXIT EXIT EXIT EXIT EXIT EXIT

F&B F&B

21	22	35		36	49
20	23	34		37	48
19	24	33		38	47
18	25	32	LOUNGE	39	46
17	26	31		40	45
16	27	30		41	44

10'

10'

EXIT 8 C EXIT
50 EXIT B EXIT
51
EXIT 7 B EXIT
52 A EXIT
EXIT 6

| 28 | 29 | | 42 | 43 |

EXIT EXIT EXIT

1 SOUND 4 5 6 SOUND

PREFUNCTION

15 14 13 12 11 10 9 8 7 6 5 4 3 2 1

PREFUNCTION

REGISTRATION