

The background of the entire page is a blue-tinted image of an oil rig. Overlaid on the right side of the rig is a white outline map of the African continent. The text 'OIL & GAS AFRICA 2012' is written in large, bold, blue letters across the map.

# OIL & GAS AFRICA 2012

**THE 5<sup>TH</sup> DEFINITIVE AFRICAN  
OIL & GAS INDUSTRY EVENT**

**13 - 15 MARCH 2012**  
**CTICC**  
**CAPE TOWN INTERNATIONAL  
CONVENTION CENTRE**  
**CAPE TOWN, SOUTH AFRICA**

The continuing success of the development of Cape Town and immediate surrounds as a repair and centralised maintenance hub servicing sub-Saharan Africa will be again highlighted and brought to the fore at the fifth

**OIL & GAS AFRICA 2012 EXHIBITION AND CONFERENCE.**



**FAIR CONSULTANTS SA**  
**FAIR CONSULTANTS**  
**INTERNATIONAL**

# WHY YOU SHOULD BE AT OIL & GAS AFRICA 2012



## Why Oil & Gas Africa 2012?



Says **John Thomson**, Managing Director of co-organisers Exhibition Management Services: "While the continent's growing importance as a new source of Crude Oil is attracting an increasing number of Afro-centric oil industry meetings and conferences, our event, OIL & GAS AFRICA, now in its fourth year, is still the largest and only Engineering Supply Chain exhibition. Previous events have delivered over 12000 visitors attending from 34 countries. With the ongoing discoveries being made on Africa's West Coast Oilfields and increasing numbers of operators working there, we expect the attendance to increase significantly at our 2012 event."

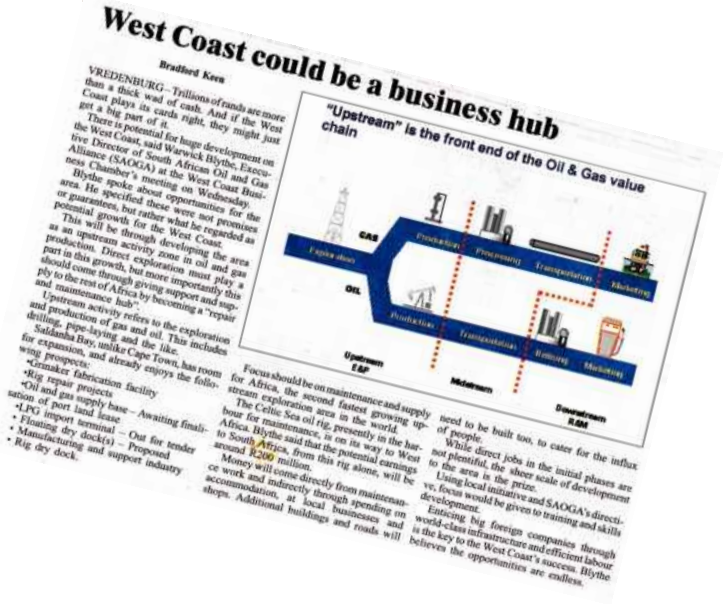


**Paul Runge**, Conference Director and Managing Director of Africa Project Access, has the following to say: "This, the 5<sup>th</sup> OIL & GAS AFRICA Exhibition and Conference, is of particular significance in that it will once again provide an opportunity to interact with those doing business with African National and Independent Oil companies from sub-Saharan Africa. The rise of these private African oil companies in the upstream and midstream sectors is a new and interesting phenomenon providing an important new client base for suppliers."



Says **Warwick Blyth**, Executive Director, South African Oil & Gas Alliance: "We look forward to building on the solid foundation of the previous four shows as we continue with the development of the Western Cape & South African Oil, Gas & Energy Industries and strengthen its international ties. We confirm our support for this initiative and look forward to meeting many new international and regional participants and welcoming them to the Mother City of South Africa."

## Huge Capital Injections for West Coast



Exhibiting at Oil & Gas Africa 2012 offers you the opportunity to invest in the resurgence of the Western Cape as well as new emerging markets, strengthen your current investments, demonstrate your companies advanced technologies and expertise, increase your brand awareness and develop projects for the African markets with a highly selected audience gathered to attend the event from around the globe.

In addition, industry related associations and organizations are planning various complimentary technical workshops, seminars and briefings to supplement the main conference. All functions will culminate in the annual South African Oil & Gas Alliance (SAOGA) golf day. Admission to the OIL & GAS AFRICA 2012 Trade Exhibition is open to all South African businesses.



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.... sub-Sahara's largest biennial OIL & GAS Exhibition...

## Who will attend Oil & Gas Africa?

Over the past 4 events, over 12000 visitors, 1000 highly qualified conference delegates and 600 industry specific exhibitors have attended. This 2012 event will again attract upwards of 2500 industry specialists with the following capacities:

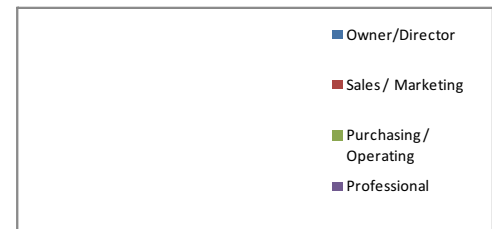
- **Senior technical decision makers** seeking information about optimising their operations.
- **Industry leaders & specialists** on the look-out for new technological advancements.
- **Engineering staff and management** involved in production, upgrading and maintenance.
- **Consultants** who advise the major industrial and political players in the region.
- **Operators**, contractors & service companies
- **NOC's, IOC's & Junior Oil Companies**

## Targeted VIP's

Our business team invites personally over 250 key regional industry players to attend the special functions, networking events and exhibition.

## Position visitor holds in company

Owner / director: 26.6%  
 Sales / marketing: 21.0%  
 Professional: 10.0%  
 Operating manager: 9.2%  
 Technical manager: 6.7%  
 Consultant: 5.5%  
 Purchasing: 3.4%



## Primary Area of Interest:

Oil: 38.5%  
 Petrochemical: 31.5%  
 Gas: 30.0%



## CALL FOR CONFERENCE PAPERS

The conference is taking shape with a theme in 2012 of **“Leveraging IPAP2 - The Inclusion of Oil & Gas as a Priority Sector”**

Should you or your organisation wish to submit a paper for consideration as part of the presentations at **OIL & GAS AFRICA 2012**, please submit a short abstract by the end of September 2011.

## CONTACT:



**JOHN VICTOR**  
 director@fairconsultants.com

# OIL & GAS AFRICA 2012


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## More reasons why you should be at Oil & Gas Africa 2012

 Meet decision makers involved in sub-Saharan Africa.


 Benefit from the latest investments in exploration and development of the oil and gas fields in East, West and Southern Africa.


 Meet international and regional experts, researchers and industry professionals.

 Forge new business relationships and reinforce previous ones.


 Engage with foreign companies in the region who aim to escalate their operations to meet increasing domestic demand for energy.

 Source new partners from the region.

 Enhance your visibility by displaying your products and services in this highly competitive and lucrative industry.

 Showcase your company's expertise with a focused local and international audience of professionals.

 Make new business deals on the spot.

 Monitor the latest technologies introduced by other industry participants.

 Benefit from the marketing and PR campaign for the event.

### DON'T MISS OUT!

#### Exhibition Research Worldwide

*Source UFI (Union des Foires Internationales)*

63% of Members in the Middle East & Africa think that 2012 will bring an end to the current 'economic downturn' and that show exhibitors and visitors will once again start to increase.

### ABOUT THE ORGANISERS

- Fair Consultants Intl (FCI) through its SA-owned and managed associate Fair Consultants SA (FCSA) and Exhibition Management Services (EMS) have been organising this event since 2003. It is the only SA-managed OIL & GAS event of its type.
- The upcoming Ghana Oil & Gas Expo is owned and managed by EMS.
- The two companies organise some 25-30 Exhibitions and Conferences around sub-Saharan Africa annually.

## Gain maximum exposure by becoming a Sponsor.



Contact Bette McNaughton  
for sponsorship details.  
bettemc@fairconsultants.com  
Tel: +27 11 784 4279

Branding will be prominent all around the CTICC including the show website + weblink, conference areas, entrances, delegate lounges, lunch areas, cocktail functions, Conference & Show Directories, etc. There are Gold, Silver & Bronze packages available to suit your budget.

### Matchmaking

Once again industry specific 'one-on-one' matchmaking services will be provided by the Organisers.

### Conference

High Profile spots in the Conference area are available for desk top and pull-up or 'in-stand' displays. These are available to service companies who may prefer not to exhibit directly on the exhibition floor.

### Workshops

Full programme to be announced later in 2011. Register your interest with us now.

### On-site Branding

Banners, entrance features, VIP packages, bags, folders, show tickets, etc.

### In-depth PR and e-shots

Our PR can assist you with placing your Show-specific releases in key media and undertake show promoting product and services' e-shots to key industry personnel.

#### More Options

Online Exhibitor Listing  
Catalogue & Conference Guide Advertising  
One-on-One Networking

- The recent Pumps, Pipes & Valves - Watertec - Petrotex co-located Exhibitions and Conferences 2011 held at GCC Johannesburg are owned and managed by this same joint venture grouping.
- The companies have a combined staff of over 20 personnel available to assist you with all aspects of your show and conference participation.

For further information please contact the **organisers:**



#### Exhibition Management Services

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Fax: +27-11-783-7269

Email: [director@exhibitionsafrica.com](mailto:director@exhibitionsafrica.com)

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

#### FAIR CONSULTANTS SA FAIR CONSULTANTS INTERNATIONAL

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[www.oilafrika.co.za](http://www.oilafrika.co.za)

# OIL & GAS AFRICA 2012

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## PRICING FOR EXHIBITION STANDS

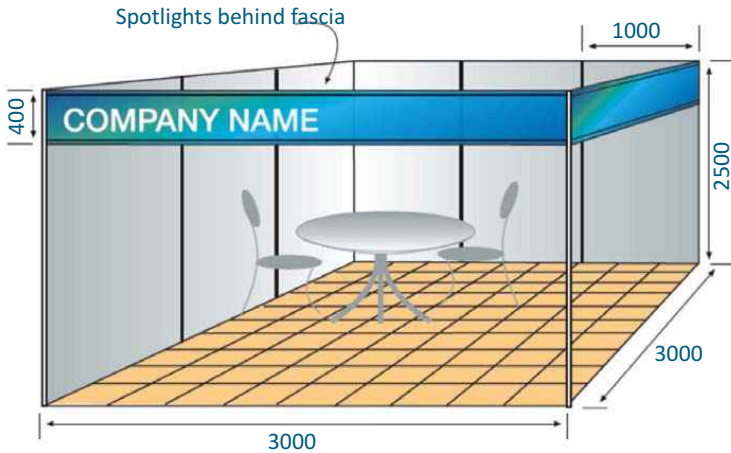


Illustration of Typical 9m<sup>2</sup> Corner Stand

To make use of these valuable advantages, all you need to do is complete the “Application to Exhibit” form which accompanies this communication. Please indicate where you would like to have your stand located on the floor plan and we will do our best to accommodate you.

But please remember - **First Come First Served!**

### Space / Stand Pricing:

#### A: SADC Registered Companies

**Stand Package\*:** ZAR 2,515 per m<sup>2</sup> + VAT

**Space Only:** ZAR 2,150 per m<sup>2</sup> + VAT

(Add R1,250 for 15 amp s/phase electrical distribution board with plug point)

#### B: NON - SADC Registered Companies

**Stand Package\*:** US\$ 375 per m<sup>2</sup>

**Space Only:** US\$ 315 per m<sup>2</sup>

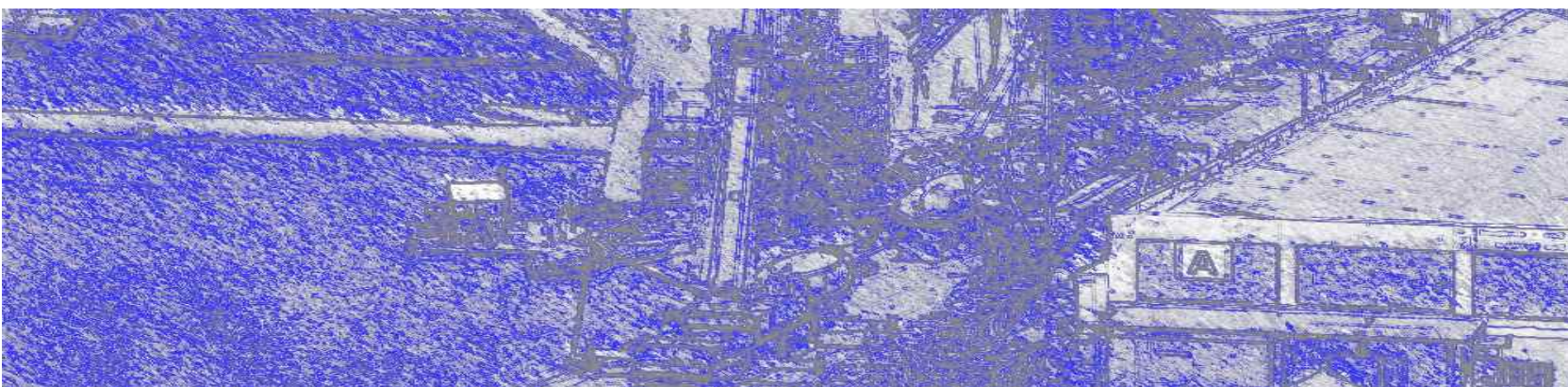
(Add US\$ 210 for 15 amp s/phase electrical distribution board with plug point)

#### \*Walk on Package:

The stand package consists of shell scheme, carpet, electrical connection with 15 amp plug point, 2 spotlights, fascia with company name and stand number, 1 conference table and 2 chairs.

#### Payment:

30% deposit on signature, balance due at the end of January 2012.





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## “Talking Points”

### 'Let's Go It Alone'

- *Source Cape Business News 15/08/11*

The City should go into partnership with the private sector to build a gas-fired power station .... This suggestion was made by Mr Michael Bagraim, President of the Cape Chamber of Commerce at “Business Meets the City of Cape Town” symposium recently.

### 'PetroSA Urged to Move on the Mthombo Project'

- *Source Petroleum Africa 12/08/11*

The committee on economic development selected by the National Council of Provinces in South Africa is urging state-run oil and gas firm PetroSA to get moving on its planned Mthombo refinery.

### IPAP2 Industry Policy Action Plan

- *Source Dti, South Africa*

Minister Rob Davies confirms that OIL & GAS is now a priority sector under the new IPAP2 for 2011-2013/2014 released earlier this year.

### 'PetroSA, Korea National Oil Corporation to Partner on African Prospects'

- *Source Engineering News 15/07/11*

### Eni and PetroSA sign Memorandum of Understanding for co-operation in South Africa and abroad. (Upstream)

- *Source www.eni.com web site, 20.6.2011*

### The Fracking Debate Continues.....

- *Numerous sources*

An area of on-going debate to be addressed at the 2012 conference.

### Anadarko encounters gas offshore Mozambique

- *Engineering News, supplied by Reuters, 22.8.2011*

### 'PetroSA in Urgent F-0 Gasfield Push ....'

- *Source Engineering News, 05.11.2010*

### 'PetroSA Approves US\$1bn Offshore Gas Project'

- *Source Fin24, 23.11.2010*

### 'IDC to Invest ZAR102bn to Boost Industry'

- *Source Engineering News/Reuters, 12.04.2011*

... the IDC will invest R102 billion over the next five years to boost the industrial sector, Economic Development Minister Ebrahim Patel said....

### 'FDI into Africa on the Up'

- *Source Ernst & Young Newsletter 03.05.2011*

Johannesburg 3 May 2011. Foreign Investors see the huge long-term growth possibilities that Africa presents according to Ernst & Young's first Africa Attractiveness Survey which combines an analysis of investment into Africa over the last decade with a survey of 562 global executives on their views about how and where their investment will take place in the next decade.