First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs
Challenges, Uncertainties and Solutions

4-6 October 2017
Potsdam, Germany
1 General information

1.1 EAGE
The European Association of Geoscientists and Engineers (EAGE) is a global professional, non-profit association for geoscientists and engineers with more than 19,000 members worldwide. The objective is to collect and distribute technical knowledge. It provides a global network of commercial and academic professionals to all members. The association is truly multi-disciplinary and international in form and pursuits. All members of EAGE are professionally involved in (or studying) geophysics, petroleum exploration, geology, reservoir engineering, mining and mineral exploration, civil engineering, tunneling and environmental matters.

EAGE’s Head Office is located in the Netherlands and has Regional Offices in Houten (Europe Office), Moscow (Russia & CIS Office), Dubai (Middle East Office), Kuala Lumpur (Asia Pacific Office) and Bogota (Latin America Office).

EAGE organizes following activities:
1. Conferences & Exhibitions;
2. Workshops & Symposia;
3. Educational Programmes;
4. Student and Young Professionals Activities
5. Publications (monthly magazine, scientific journals and an extensive bookshop).

1.2 The event
More than 60% of the world’s oil and 40% of the world’s gas reserves are held in carbonate reservoirs. Carbonates especially dominate fields in the Middle East with around 70% of oil and 90% of gas reserves found in these reservoirs. Carbonates accumulate predominately through the in situ growth and destruction of organisms, with transportation over relatively short distances. The nature of carbonate deposition, along with evolutionary changes in biota and primary mineralogy, results in the development of facies that can exhibit highly varying properties. Diagenetic processes (e.g., cementation, compaction, dolomization, dissolution) can cause considerable changes in textures resulting in complex reservoir porosities, permeabilities and flow mechanisms within small sections of the reservoir.

The complexity of sedimentological and diagenetic processes and resulting heterogeneities has historically made carbonate reservoirs difficult to characterize. The subsequent stratigraphical architecture of carbonate sequences and associated reservoirs provides complex challenges for drilling, geosteering, completion, stimulation and production. Carbonate characterization is becoming ever more important as the industry moves from the recovery of easy oil to more intense use of tertiary recovery (Improved Oil Recovery/ Enhanced Oil Recovery) mechanisms. A detailed understanding of the geological processes that define the nature of carbonate reservoirs is the key to identifying the uncertainties and challenges associated with the drilling and evaluation of these reservoirs.

This workshop aims to explore the challenges associated with drilling and characterizing carbonate reservoirs. It further strives to identify alternative workflows and technical solutions that are required for future development. This workshop appeals to multidisciplinary teams, geologists, engineers and technical experts in operating companies, service companies, and academic institutions.
Workshop Committee
Anne Bartetzko, (Co-chair) Baker Hughes
Maria Mutti, (Co-chair) University of Potsdam
Sylvia Anjos Petrobras
Guillaume Backe BP
Peter Gutteridge Cambridge Carbonates Ltd
Bastian Koehrer Wintershall
Djin Nio ENRES International
Hans-Martin Schulz GFZ Potsdam

1.3 Important dates
Call for Abstracts open 2 February 2017
Call for Abstracts deadline 30 April 2017
Registration open 1 May 2017
Early Registration deadline 15 August 2017
Late Registration deadline 1 October 2017

1.4 Contact
For more information about the event and/or sponsoring opportunities, please contact us at:

EAGE Events bv
The Netherlands
Tel. +31 889955055
Email: sponsoring@eage.org
Website: www.eage.org
2 Sponsoring Opportunities

With an array of unique promotional opportunities, we can help you design the perfect programme to enhance your company’s experience at the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs. The sponsor programme includes a variety of sponsorship opportunities.

2.1 Why become a sponsor

When you’re a corporate sponsor of the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs you get high visibility in a qualitative and uncluttered environment that makes your message stand out. EAGE is synonymous with quality, with proven track records in the past. The event programme offers a diverse menu that’s sure to help you reach your target audience.

Sponsoring the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs will enable you to:
- Increase your visibility before a national, regional and International audience.
- Enhance your corporate image.
- Reach an influential, exclusive audience.
- Break through the media clutter.
- Associate your company with EAGE – Worlds truly multi-disciplinary Geosciences society.

Please note that sponsoring opportunities are not restricted to packages in this guide. We would be delighted to explore ideas to fit your budget.

2.2 Main Sponsor

EAGE offers the opportunity to act as a main sponsor of the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs. The Main Sponsor Programme exposes attendees and business to your company and promotes your presence within the industry.

Publicity and benefits
- Company logo on the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs website
- A link from the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs website to the company’s website
- Company logo in the venue
- Company logo on the following printed material for the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs (Depending on the date of agreement)
  - Final Announcement
  - Workshop Programme
  - Event related Advertisements
  - EAGE Annual Report & First Break Magazine

Investment (excl. VAT) €7,500
3 Other Sponsors

Publicity and benefits
- Company logo on the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs website with the sponsored item identified
- Company logo on the following printed material for the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs (depending on the date of agreement):
  - Final Announcement
  - Workshop Programme
- As specified under the specific item

3.1 Technical Programme package (max. 3 sponsors)
The Technical Programme package consists of sponsoring the Workshop publication and the Technical programme. It offers a major visibility to all delegates and technical programme committee.

When booking the Technical Programme package we can offer you a discount of € 500!

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Company logo at lecture rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Logo on the Workshop publication</td>
</tr>
<tr>
<td>When</td>
<td>4-6 October 2017 (and afterwards)</td>
</tr>
<tr>
<td>Location</td>
<td>Workshop area</td>
</tr>
<tr>
<td>Exposure</td>
<td>60 delegates</td>
</tr>
<tr>
<td>Investment</td>
<td>€ 2,500 (excl. VAT)</td>
</tr>
</tbody>
</table>

Items of the Technical Programme package can also be sponsored separately.

3.2 Workshop publication (max. 3 sponsors)

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Company logo on workshop publication</th>
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</tbody>
</table>

3.3 Technical programme (max. 3 sponsors)

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Company logo in the lecture room</th>
</tr>
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<tr>
<td>When</td>
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</tr>
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<td>Exposure</td>
<td>60 delegates</td>
</tr>
<tr>
<td>Investment</td>
<td>€ 1,000 (excl. VAT)</td>
</tr>
</tbody>
</table>
3.4 **Catering sponsor package (max. 3 sponsors)**
The catering sponsor package consists of sponsoring the Coffee points, Lunches, Icebreaker reception and Dinner evening. It offers great visibility during the conference breaks and the social programme of the event.

*When sponsoring the catering package, we offer you a discount of € 500!*

**Benefits**  
- Company logo at the coffee points and lunch buffets  
- Company logo at the icebreaker reception  
- In the venue of the dinner evening

**When**  
4-6 October 2017

**Location**  
Workshop and dinner evening area

**Exposure**  
60 delegates

**Investment**  
€ 2.250 (excl. VAT)

*Items of the catering package can also be sponsored separately.*

3.5 **Coffee points (max. 3 sponsors)**

**Benefits**  
- Company logo on the coffee points of the event

**When**  
4-6 October 2017

**Location**  
Company logo on the coffee point

**Exposure**  
2 coffee breaks on 20 & 21 March 2017

**Investment**  
€ 1.000 (excl. VAT)

3.6 **Dinner evening (max. 3 sponsors)**

**Benefits**  
- Company logo at the dinner location

**When**  
4-6 October 2017

**Location**  
TBC

**Exposure**  
60 visitors

**Investment**  
€ 750 (excl. VAT)

3.7 **Lunches (max. 3 sponsors)**

**Benefits**  
- Company logo on the lunch buffet

**When**  
4-6 October 2017

**Location**  
Workshop venue

**Exposure**  
60 visitors daily

**Investment**  
€ 750 (excl. VAT)

3.8 **Icebreaker reception**

**Benefits**  
- Company logo at Icebreaker reception

**Icebreaker**  
4-6 October 2017

**Location**  
Workshop venue

**Exposure**  
50 visitors

**Investment**  
€ 500 (excl. VAT)
### 3.9  Lanyards (max. 1 sponsor)

**Benefits**  
Company logo on the lanyards

**When**  
4-6 October 2017 (and afterwards)

**Exposure**  
60 delegates

**Investment**  
€2,000 (excl. VAT)

*Please note that production costs of the lanyards are not included*

### 3.10  Portfolio (max. 4 sponsors)

**Benefits**  
Company logo on the bag/portfolio  
Insert brochure in the bag/portfolio (max 2 pages)

**When**  
4-6 October 2017 (and afterwards)

**Exposure**  
60 delegates

**Investment**  
€2,000 (excl. VAT)
4 Company display

To have the maximum exposure at the event companies can have a company display in the workshop area.

Publicity and benefits:
- Company logo on the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs website
- Company logo on the following printed material for the First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs (depending on the date of agreement):
  - Final Announcement
  - Workshop Programme
- Company display in the coffee break area during the workshop

The display package consists out of:
- 1 full delegate registration
- Table & 2 chairs
- Lunch and coffee breaks
- Power socket, including normal power consumption
- 3 meters of space behind the table that can be used for company pop up of posters (Companies produce and bring this to the venue themselves).

Company display package €3,000 (excl. VAT)
5 Inserts

The delegate bags will be distributed among all delegates and inserting an item in the bag is therefore another great opportunity to get your message across to a wide audience.

5.1 Insert brochures and/or items in delegate bags

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Insert a brochure of your company in the delegate bag</th>
</tr>
</thead>
<tbody>
<tr>
<td>When</td>
<td>4-6 October 2017 (and afterwards)</td>
</tr>
<tr>
<td>Location</td>
<td>Workshop area</td>
</tr>
<tr>
<td>Exposure</td>
<td>Your insert will be included in 60 bags</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brochure 3-5 pages</td>
<td>€ 600</td>
</tr>
<tr>
<td>Brochure 1-2 pages</td>
<td>€ 500</td>
</tr>
<tr>
<td>Pen</td>
<td>€ 450</td>
</tr>
<tr>
<td>Mouse Pad</td>
<td>€ 450</td>
</tr>
<tr>
<td>Note Pad</td>
<td>€ 450</td>
</tr>
</tbody>
</table>

The company has to supply the brochure or item including logo. If you would like EAGE to arrange the production of the brochure or item, EAGE will be happy to make you an offer. If you would like to insert other items, please contact EAGE for your ideas.

For more information, please contact us at sponsoring@eage.org.
CONTRACT

Company: ____________________________________________
Address: ____________________________________________
City/Postal Code: ______________________________________
Country: ______________________________________________
General telephone: ______________________ General fax: __________
General e-mail: ______________________ Website: ______________
Contact person: Dr/Mr/Mrs/Ms: _____________________________
Direct telephone: ______________________ Direct fax: __________
Direct e-mail: __________________________________________

EU VAT Number: ________________________________________(Obligatory for European companies)
Purchase Order Number: _____________________________(Please enclose a copy of your PO if applicable)

Sponsor Item(s)

___________________________________________________________________________  € __________

TOTAL (excl. VAT)

___________________________________________________________________________  € __________

On receipt of the confirmation we will send you an invoice. The sponsoring benefits will be initiated after receipt of the full payment of the invoice.

On behalf of ______________________ (Company), I ______________________ (Name)
hereby authorize sponsoring as indicated.

________________________________________ (Authorized Signature)  __________ (Date)

I ACCEPT ALL TERMS & CONDITIONS MENTIONED OVERLEAF

Please sign and fax this form to sponsoring@eage.org
Do not forget to make a copy for your files

First EAGE Workshop on Evaluation and Drilling of Carbonate Reservoirs
4-6 October 2017, Potsdam, Germany
1. TERMS
EAGE – is EAGE Events B.V., a limited liability company under Dutch law and the contracting party in this agreement, and as the case may be in this contract, any of its designated employees.

EVENT – is any conference, workshop, field trip or exhibition organized by EAGE.

SPONSOR CONTRACT – the agreement between EAGE and the Sponsor, to which these Terms and Conditions are annexed.

SPONSOR – is the contracted party, as mentioned in the Sponsor Contract.

2. ENTIRE AGREEMENT
This Sponsor Contract constitutes the entire and only agreement between the Parties, and supersedes all prior or contemporaneous agreements, representations, warranties and understandings with respect to this Sponsorship, and the subject matter of this Sponsor Contract. To the extent that anything in or associated with the Sponsorship is in conflict or inconsistent with the Sponsor Contract, the Sponsor Contract shall take precedence. Amendments to the Sponsor Contract shall only be valid when made in writing and signed by both Parties.

3. SPONSORSHIP BENEFITS
During the Term of sponsorship, Sponsor shall be entitled to the benefits as described in the Exhibition & Sponsor Guide or Sponsoring Opportunities which can be found on www.eage.org.

4. PAYMENT
a) Payments must be in made in Euros, according to the instructions stated on the invoice;

b) For credit card payments, a 5% surcharge is applicable;

c) On all invoices, VAT will be applicable at the rate of the country where the event takes place.

d) When a sponsor requires a Purchase Order number on the invoice, the Purchase Order number must be indicated on the Sponsor Contract.

e) In the event of the failure of the sponsor to provide a Purchase Order number on time, the absence thereof on an invoice or related documentation shall not constitute in any way a reason to delay or postpone payment. Any such omission shall not affect EAGE’s rights under this contract. The sponsor’s purchase conditions shall not be applicable to this Contract.

5. CANCELLATION
Upon providing written notice, a sponsor may cancel, subject to the following conditions and restrictions:

a) Cancellations received 3 months prior to the Event: the cancellation penalty fee shall be 50% of the total Sponsor Contract;

b) Cancellations received after 3 months prior to the Event: the cancellation penalty fee shall be 100% of the total Sponsor Contract;

c) Cancellations must be in writing and received by EAGE before the stated deadline(s);

6. TERMINATION OF THE EVENT
If the premises where the Event is to be accommodated are destroyed or damaged, or the Event fails to take place as scheduled, or is relocated or interrupted and discontinued, or access to the premises is prevented or interfered with by reason of any strike, lockout, injunction, act of war, act of God, emergency declared by any government agency, or for any other reason, this contract may be terminated by EAGE. In the event of such termination, the sponsor waives any and all damages and claims for damages and agrees that the sole liability of EAGE shall be to return to each sponsor any rental payments received.

7. ASSIGNMENT
EAGE may, without Sponsor’s consent, assign this Agreement, including all rights and obligations hereunder, at any time to any of its affiliates or to any entity acquiring substantially all of EAGE’s assets. Subject to this Section, this Agreement is binding upon and for the benefit of the parties and their respective successors and assigns.

8. LIABILITY
In no event shall EAGE be liable to the Sponsor for any direct, indirect, incidental, special, consequential or punitive damages, or any damages whatsoever, resulting from the execution or non-execution of this agreement.

9. PRIORITY POINTS
For every € 1.000 spend on sponsoring, the sponsor will receive 1 point.

Priority points are the property of EAGE and not the property of any exhibiting company; they are rather simply used to determine the order of space selection. Priority points cannot be transferred, sold or assigned.

Points can be used for booth allocation for annual exhibitions.

10. GENERAL
EAGE reserves the right to determine the eligibility of any sponsor. EAGE reserves sole control over admission policies. These Rules and Regulations are established for the mutual protection of EAGE and the sponsors. EAGE reserves the right to make such changes in the time schedule or in the general plan of the Event as may be deemed by EAGE to be in the best interests of exhibitors and the Event generally. All matters and questions not covered by these Rules and Regulations are at the discretion of EAGE.

11. APPLICABLE LAW
Any dispute with regard to the conclusion, interpretation or implementation of this agreement or further agreements originating from the same as well as any other dispute related to or in connection with this agreement, either legal or factual, none excluded, shall be settled by the competent court in Utrecht (the Netherlands).

Dutch law is exclusively applicable to this agreement and further agreements originating from the same.