itw
ASIA

# ACCELERATING CONNECTIVITY IN ASIA

3 - 4 December 2025
Shangri-La, Singapore

FEATURING

DATACLOUD
ASIA

Tower Xchange
Asia

#ITWAsia | #KeepingTheWorldConnected | #DatacloudAsia

techoraco

The single place to get business done if you are in the global connectivity, digital infrastructure or mobile access industry in Asia.
ITW Asia features the Global Leaders' Forum, Datacloud Asia, and TowerXchange Asia.

## GLOBAL LEADERS' FORUM GLF™

a techoraco brand

The Global Leaders' Forum (GLF) unites leaders across the global ICT ecosystem to collaboratively shape an inclusive, innovative and responsible digital future.

The GLF convenes 120+ members from across the global connectivity and digital infrastructure industry to drive interoperability, innovation, and trust in the industry.

Join the GLF Community to gain access to the exclusive GLF VIP Lounge at ITW Asia, open new sponsorship opportunities to set your brand apart, and much more.

Contact Joshua Littlefair, Head of Membership, to join the GLF Community today.

**EMAIL JOSHUA**

## DATACLOUD

a techoraco brand

Datacloud Asia is the premier event for the region's data infrastructure sector. Join us to explore trends, forge partnerships and drive innovation.

Datacloud Asia unites the entire data infrastructure ecosystem under one roof. From data centre operators and cloud service providers, to leading banks and private equity firms, attendees will gain unrivalled insights from the most influential leaders in the space. Extract actionable insights from our cutting-edge conference programme, forge strategic partnerships and drive growth in today's ever evolving landscape. With an abundance of networking opportunities, Datacloud Asia is your gateway to success in 2025 and beyond

## TowerXchange

a techoraco brand

Half of AI queries already start on mobile, and Asia is home to two thirds of the world's cell sites. That makes towercos a crucial conduit between terrestrial networks and end users.

Since 2014, TowerXchange Asia is has been the place where towercos, investors, equipment providers and mobile network operator decision makers strike deals, explore new technologies and discuss the future of the industry.

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CEO
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# WELCOME TO THE FUTURE OF CONNECTIVITY

ITW Asia is the end-to-end Asian event for the connectivity, digital infrastructure and wireless industries, in one location. Get business done with 1700+ leaders to shape the future of Asia's communications.

Connectivity enablers from network operators to satellite operators and CPaaS providers to cybersecurity solution providers increasingly need to partner and collaborate as an ecosystem. ITW Asia is the event for accessibility, quality, trading and networking opportunities – your trading platform for all things connectivity across the APAC region.

*ITW Asia provided an exceptional platform to engage with key industry stakeholders and explore emerging trends shaping the industry. With a top-tier audience and seamless event execution, it was an invaluable opportunity for Epsilon to showcase our leadership and strengthen connections with peers. We look forward to building on this success at future events!*

**Warren Aw, Chief Commercial Officer, EPSILON TELECOMMUNICATIONS**

*An enjoyable and well organised event, was really useful to have the Telco and data centre streams running concurrently, and a mix of industry leaders across both sectors added a valuable dynamic to the content and discussions.*

**Donna Bridgman, Regional Chair, IMWOMEN - APAC**

*The event provided a fantastic platform to connect with industry leaders, explore new opportunities, and exchange ideas that will shape the future of the telecom and tech landscape in Asia.*

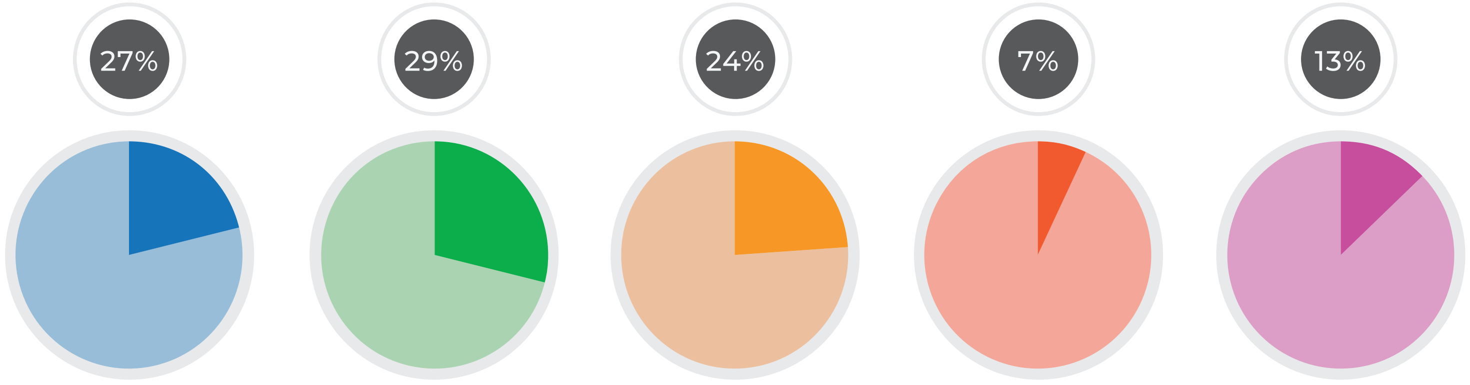
**Tulga Balcı, Business Development Specialist, SIGMA TELECOM**

*I was able to meet-up with existing as well as potential providers and customers to explore new opportunities and we were also able to learn from each other about evolution/changes that the industry is seeing accross different markets globally, as well as how players are adapting through new technologies and updated solutions in order to stay relevant.*

**Gautham Nagesh Rao, Carrier Vendor Relationship Manager, SIFY TECHNOLOGIES LTD**

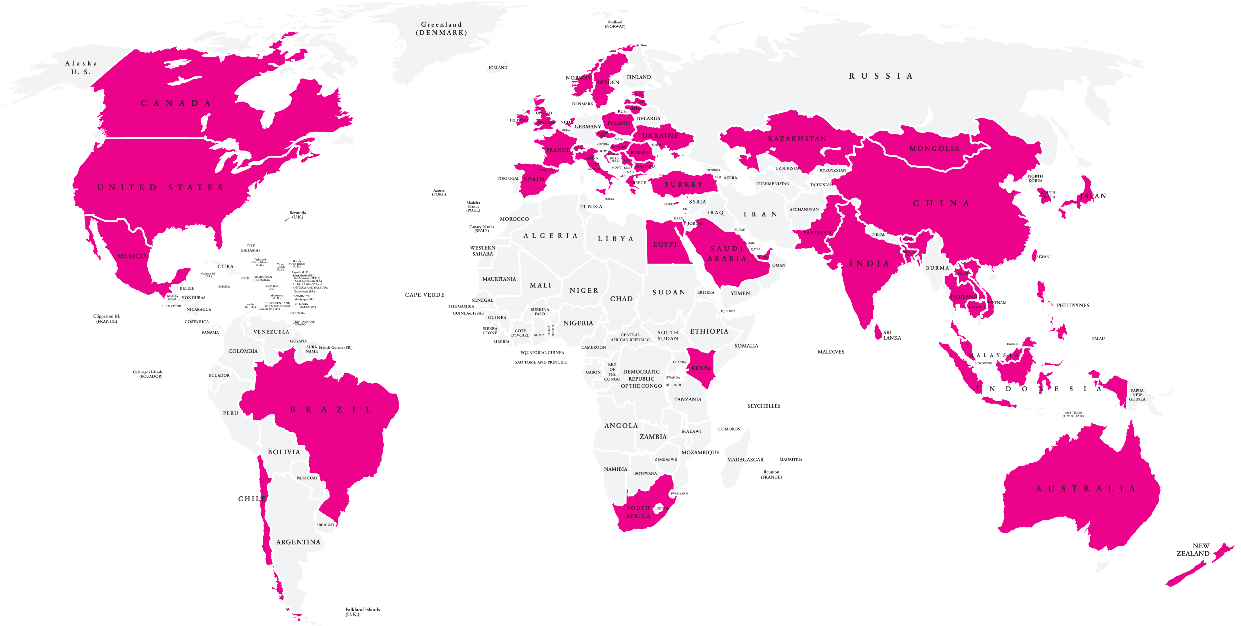
# WHAT HAPPENED AT ITW ASIA 2024?

## ATTENDANCE BROKEN DOWN BY SENIORITY



- 🟦 C-level, President, VP, SVP, EVP
- 🟩 Director & Head
- 🟧 Manager
- 🟥 Sales/Business Dev Executive
- 🟪 Other

## ATTENDANCE BROKEN DOWN BY REGION


Greenland (DENMARK)
Alaska U. S.
CANADA
UNITED STATES
MEXICO
RUSSIA
KAZAKHSTAN
MONGOLIA
CHINA
IRAN
INDIA
ALGERIA
LIBYA
EGYPT
SAUDI ARABIA
MALI
NIGER
CHAD
SUDAN
ETHIOPIA
NIGERIA
ANGOLA
ZAMBIA
VENEZUELA
COLOMBIA
BRAZIL
PERU
BOLIVIA
CHILE
ARGENTINA
INDONESIA
AUSTRALIA
NEW ZEALAND

## ATTENDANCE SEGMENTATION BY COMPANY TYPE

- Network Provider
- Internet Service Provider
- Data Centre
- Messaging & SMS Aggregator
- Bank, Private Equity, Pension Fund
- Satellite Operator
- Towerco
- Enterprise
- Software Vendor
- Conultancy, Research
- Content Platform
- Voice Solutions
- Government, Regulatory
- Infrastructure Vendor
- Mobile Operator
- Service Provider

# WHAT HAPPENED AT ITW ASIA 2024?

**1,100+**
DELEGATES

**10,000+**
MESSAGES

**520+**
COMPANIES

**2,200+**
CONTACTS MADE

**85%**
C-LEVEL SPEAKERS

**1,100+**
MEETINGS

**70**
SPONSORS

**55+**
COUNTRIES

## OUR DIGITAL REACH

**1.5 Million +**
page views on our website

**1.2 Million +**
impressions on the 2024 campaign

# THANK YOU TO OUR 2024 SPONSORS

## DIAMOND SPONSORS

China Mobile International

中国电信 CHINA TELECOM

中国联通 China unicom

NTT DATA

Telin by Telkom Indonesia

## GOLD SPONSORS

Bankai®

PCCW Global | consoleconnect

Telstra

## SILVER SPONSORS

Business

colt

devotel

epsilon a kt company

LARUS IPv4 Anytime Anywhere

lightstorm

orange Wholesale

OTEGLOBE THE GLOBE AT YOUR SERVICE

Princeton Digital Group

sunevision

TATA COMMUNICATIONS

KDDI TELEHOUSE

TELESAT

# WHY YOU SHOULD PARTNER WITH ITW ASIA

## NETWORKING POWERHOUSE

ITW Asia is a hub for networking. Meet industry leaders, peers, and potential partners from around the world, creating connections that can drive your business forward.

itw Asia
STAGE

## INNOVATIVE INSIGHTS

Stay ahead of the curve by gaining access to the latest trends, technologies, and strategies. ITW Asia showcases cutting-edge solutions and thought leadership to inspire innovation.

## MARKET EXPANSION

Explore new markets and opportunities. Engage with diverse industry segments, fostering expansion and global growth for your business.

## THOUGHT-LEADERSHIP

Learn from industry experts and thought leaders who will share their experiences and knowledge, empowering you with the tools for success.

## DEAL-MAKING

ITW Asia is the ideal platform for deal-making and partnerships. From startups to industry giants, this event offers a fertile ground for collaboration and business development.

## SOCIAL ENGAGEMENT

Enjoy lively social activities, including happy hours and networking receptions. These events provide a relaxed and enjoyable atmosphere for building relationships and unwinding after productive sessions.

# BECOME AN EVENT SPONSOR

Uniting Asia's digital infrastructure community in a way that has never been done before, there is no better place to showcase your company at it's best. These packages are designed to provide brand visibility, networking opportunities and thought leadership engagement before, during and after the event.

| PLATINUM | DIAMOND | GOLD | SILVER | BRONZE |
|---|---|---|---|---|
| 1 position available | 6 positions available | 12 positions available | 20 positions available | 30 positions available |
| **£65,000** | **£50,000** | **£30,000** | **£15,000** | **£8,500** |

# BECOME AN EVENT SPONSOR

Access to the ITW Asia social media audience with over 1.2m impressions during the 2024 campaign.

Log in to the new and improved event networking app.

Expansive digital footprint across website and email marketing channels.

Site presence across 105,000+ sqm of branding.

Speaking engagements on the main stage.

Options for bespoke analysis demonstrating ROI.

Access to over 1,700 attendees for networking on-site and pre-event and post-event exposure for a year-round campaign.

Unlock discounts to event publishing opportunities including video interviews.

# BECOME AN EVENT SPONSOR

| | PLATINUM | DIAMOND | GOLD | SILVER | BRONZE |
|---|---|---|---|---|---|
| | £65,000 | £50,000 | £30,000 | £15,000 | £8,500 |
| **BRANDING** | | | | | |
| Logo to appear on website home page | ✓ | ✓ | ✓ | ✓ | ✓ |
| Logo & profile to appear on the sponsors' page of the website | ✓ | ✓ | ✓ | ✓ | ✓ |
| Logo to appear on the networking app home page | ✓ | ✓ | ✓ | ✓ | ✓ |
| Verbal recognition at the start of keynote sessions | ✓ | ✓ | | | |
| Logo to appear on all event emails | ✓ | ✓ | ✓ | ✓ | ✓ |
| Announcement on social channels promoting your sponsorship | INDIVIDUAL POST | INDIVIDUAL POST | GROUP POST | GROUP POST | GROUP POST |
| Push notification to be shared on the networking app with your message promoted to all delegates | ✓ | ✓ | | | |
| Branding on-site at the event, including relevant sponsor signage | ✓ | ✓ | ✓ | ✓ | ✓ |
| Logo to be larger than other event sponsors on on-site signage | LARGER THAN ALL OTHER LEVELS | LARGER THAN GOLD | LARGER THAN SILVER | LARGER THAN BRONZE | |
| Logo to appear on the post-event report | ✓ | ✓ | ✓ | ✓ | ✓ |
| One page advert in the post-event report | ✓ | | | | |
| Personalised post-event report detailing analysis of brand reach during the ITW Asia campaign. To be shared no later than 2 weeks post-event. | ✓ | ✓ | | | |
| Logo on holding slides of non-sponsored conference sessions | ✓ | ✓ | ✓ | ✓ | ✓ |
| Logo to be included on pre-event digital newsletters | ✓ | ✓ | ✓ | ✓ | ✓ |

# BECOME AN EVENT SPONSOR

| | PLATINUM | DIAMOND | GOLD | SILVER | BRONZE |
|---|---|---|---|---|---|
| | £65,000 | £50,000 | £30,000 | £15,000 | £8,500 |
| **NETWORKING** | | | | | |
| Attendee passes | 20 | 15 | 10 | 6 | 3 |
| Discounted attendee passes | 20% | 15% | 10% | 10% | 10% |
| Ability to receive messages and meeting requests from all attendees on the networking app | ✓ | ✓ | ✓ | ✓ | ✓ |
| Ability for team members to search the full attendee list on the networking app | ✓ | ✓ | ✓ | ✓ | ✓ |
| Ability to scan attendees on-site in the networking app | ✓ | ✓ | ✓ | ✓ | ✓ |
| Pre-Event list of companies interested in meeting with your company (information collected at registration check-out) shared once pre-event | ✓ | ✓ | ✓ | ✓ | ✓ |
| **THOUGHT LEADERSHIP** | | | | | |
| Option to provide content (white paper or equivalent) for the event resource centre | ✓ | ✓ | | | |
| Option to provide content to be posted on the ITW Twitter, LinkedIn & Facebook accounts (subject to availability and within a set date range) | 1 | 1 | | | |
| Discounted rate for event related publishing opportunities | 15% | 10% | | | |
| Speaker OR moderator position for a C-suite representative on the agenda (to be discussed with the event producer & subject to availability) | ✓ | ✓ | | | |
| Additional speaking position on the ITW agenda (to be discussed with the event producer & subject to availability) | ✓ | SUBJECT TO AVAILABILITY | SUBJECT TO AVAILABILITY | | |

# MAKE AN IMPRESSION

Position your business as one of the leaders of the pack with key branding opportunities to ensure your company is front and centre. There are several options to choose from, but hurry – they're always popular!

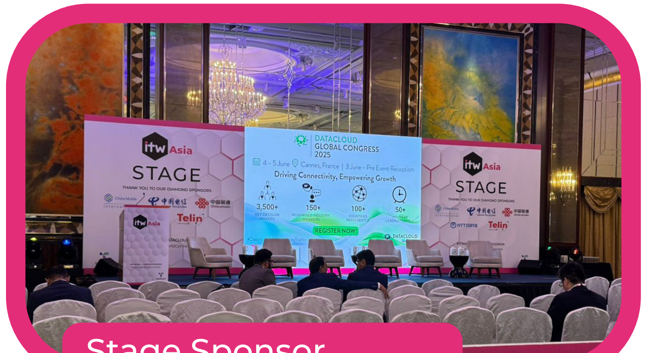
Welcome Reception Co-Host:
**£25,000**

Lanyards
**£15,000**

Badges
**£15,000**

REGISTRATION
itw Asia
DATACLOUD ASIA

Registration
**£15,000**


itw Asia
STAGE
DATACLOUD GLOBAL CONGRESS 2025
itw Asia
STAGE

Stage Sponsor
**£10,000**

Wi-Fi
**£12,000**

**Exhibition Space**

Inclusive of 3m x 2m space, 3 passes, power, 1 table and 4 chairs

**£6,500**

# CONNECT THE ECOSYSTEM

With connections at the heart of the event, seize the opportunity to consolidate existing partnerships and nurture new connections in an informal setting with a variety of networking breaks to choose from.

Hosted Workshop
**£8,000**

Hosted Breakfast
**£8,500**

Networking Lunch
**£12,500**

Welcome to
DATACLOUD GLOBAL CONGRESS 2022
Welcome to Datacloud Global Congress 2022
me to Datacloud Global Congress

Branded Tunnel
**£20,000**

China Mobile
International
ONE
Roaming
Connectivity
5G&IoT
Empowerment
iCONNECT

Networking Lounge
**£15,000**

HAPPY HOUR
China Mobile
International

Happy Hour
**POA**

ENTION CENTER

Drinks Reception
**POA**

Additional branding opportunities available.

Get in touch to find out more.

# MEETING SPACES

Whether you are looking to showcase your newest innovations on the exhibition floor or book a space that offers maximum privacy for closing deals, we have a solution for you.

| | |
|---|---|
| Premium Meeting Lounge | **£6,000** |
| Exhibition Space | **£6,500** |
| Bilateral table | **Book from our website** |
| Standard Meeting Room | **£7,500** |
| Meeting Suite | **£10,000** |

**Meeting spaces are limited, book yours today**

China Unicom Global
Your valued and trusted partner in global digital information services

# STAND OUT FROM THE CROWD - MAKE WAVES AT ITW ASIA

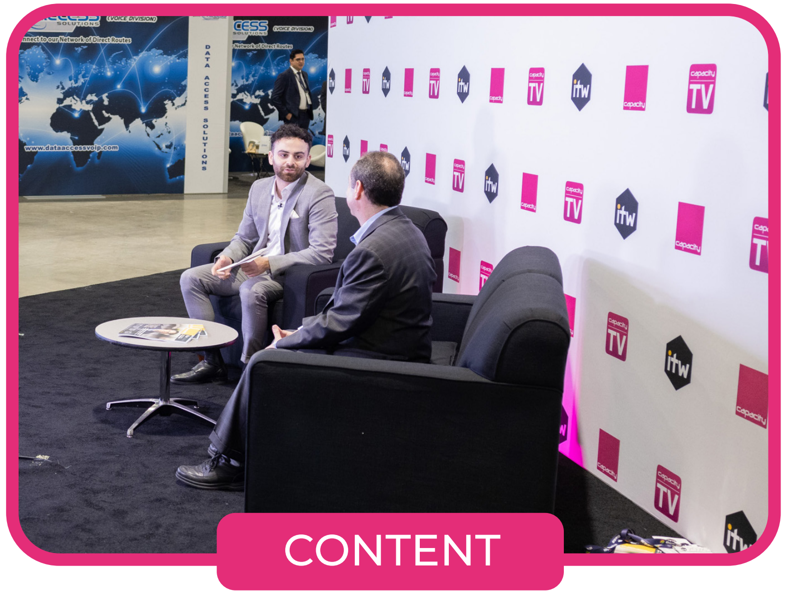
Tailor your package and elevate your campaign, ensuring your announcement is full of excitement and echoes around ITW Asia 2025. Get in touch with us today to explore a customised campaign.

## KEY PACKAGE INCLUSIONS:

Globe BUSINESS

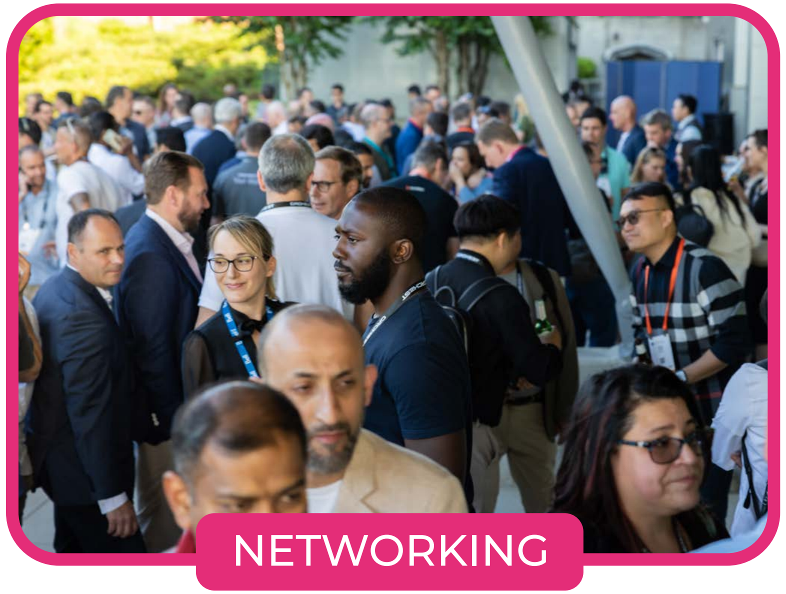
### BRANDING

- Elevate your rebrand announcement on our social platforms
- Take advantage of our digital screens around the venue



### CONTENT

- Showcase your new vision in an exclusive Capacity TV interview with your CEO
- Discuss your brand's strategy on stage with an aligning summit



### NETWORKING

- Targeted networking for your rebrand announcement
- Host a private function to celebrate
- Gain that all important lead generation

# PUBLISHING OPPORTUNITIES

Marc Ganzi: building a global tower empire

## PARTNER CONTENT

Thought leading content written and edited by Capacity on your behalf, published in Capacity Magazine's ITW Asia edition. Distributed in print at the event and digitally to Capacity's wide and global audience of 25k+.

- Full page: **£6,000**
- Double page: **£8,000**

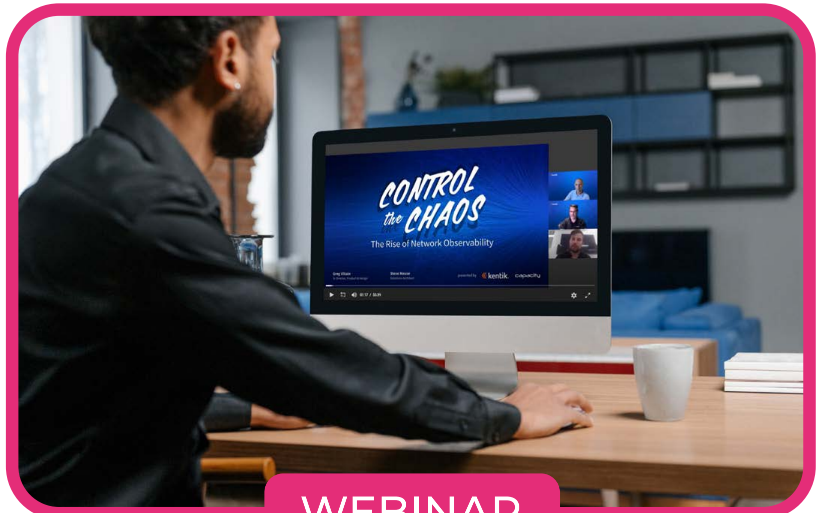
Read last year's ITW Asia Magazine edition **here**

capacity
VERIZON PARTNER SOLUTIONS

## DISPLAY ADVERTISING

Build brand awareness and extend your reach by advertising within Capacity Magazine's ITW Asia edition. Distributed in print at the event and digitally to Capacity's wide and global audience of 25k

- Half page: **£3,000**
- Full page: **£4,000**
- Double page: **£6,000**
- Back page: **£6,000**
- Front cover: **£13,000**


CONTROL the CHAOS
The Rise of Network Observability

## WEBINAR

Sponsor a webinar on a topic of your choice and take advantage of this opportunity to highlight your industry expertise to the ITW Asia audience and beyond. Highlight key members of your team, promote your service offering and generate leads in the process.

- Webinar: **£13,000**

Watch previous webinars **here**

# PUBLISHING OPPORTUNITIES

capacity
TV
SAF MALIK
Senior Reporter, Capacity Media
NICHOLAS NIKROUYAN
Vice President, Voice & Mobile Solutions

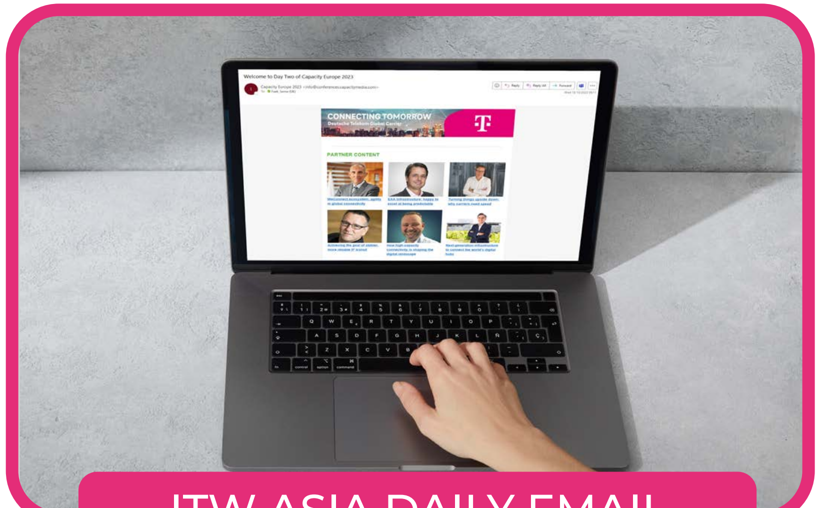
## CAPACITY TV INTERVIEW

Promote your company's vision and highlight key members of the team, through a video interview recorded on-site at ITW Asia. The video will be distributed digitally via our websites, social media and email channels.

- 5–10-minute interview: **£5,500**

Capacity TV with Lightstorm

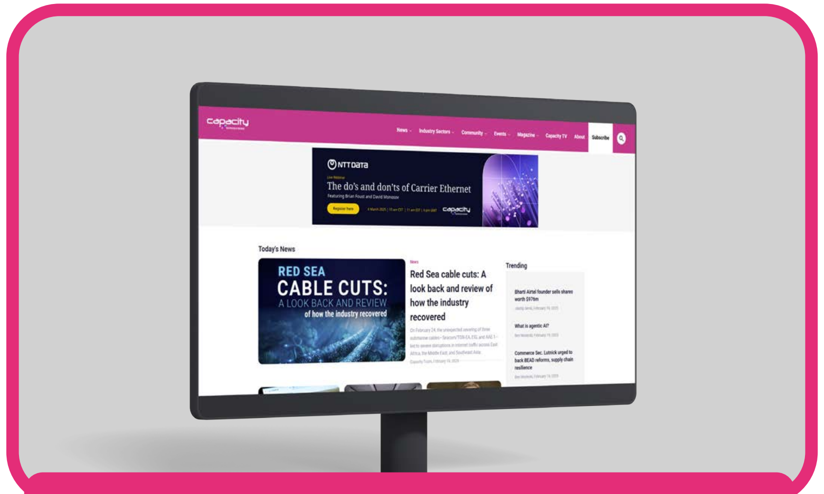
Deutsche Telekom at Capacity Asia 2023


CONNECTING TOMORROW
PARTNER CONTENT

## ITW ASIA DAILY EMAIL

Position your brand and messaging directly in front of ITW Asia attendees with a sponsored placement within the official daily email. This exclusive opportunity ensures high engagement and increase awareness.

- Digital banner: **£3,300**
- Online partner content: **£4,600**


capacity
NTT DATA
The do's and don'ts of Carrier Ethernet
Today's News
RED SEA
CABLE CUTS:
A LOOK BACK AND REVIEW
of how the industry recovered
Red Sea cable cuts: A look back and review of how the industry recovered
Trending

## DIGITAL BANNER ADVERTISING

Maximise brand visibility with digital banner advertising slots on the ITW Asia and Capacity Media websites. Engage our audience from Asia and beyond, ensuring your brand stays on top of mind.

- Exclusive slot for 1 month: **£3,300**

**BECOME AN ITW ASIA EVENT SPONSOR TO ACCESS EXCLUSIVE PUBLISHING DISCOUNTS.**

itw
AFRICA

# ACCELERATING CONNECTIVITY IN AFRICA

## 9 - 11 September 2025

Radisson Blu, Upper Hill, Nairobi, Kenya

FEATURING

DATACLOUD
AFRICA

CO-HOSTED

Tower Xchange
Africa

**Louis Crabbe**
Africa Sales Lead, ITW

☎ +44 207 779 7207
in Reach me on LinkedIn

#ITWAfrica | #KeepingTheWorldConnected

GLOBAL LEADERS' FORUM

# GLF™ community

The GLF Community is a membership organisation of 130+ members, that provides a single voice to the broader digital ecosystem, ensuring alignment amongst international connectivity leaders for industry transformation.

## Benefits of being a member include:

- GLF Lounge access (across our events)
- 4 complementary delegate passes (per annum)
- Branding across our events (as a GLF member)
- Exclusive access to GLF event sponsorship opportunities

**GLF Lounge Sponsorship Opportunities**

Please contact Paul Robinson for GLF Membership or GLF Sponsorship Enquiries.

GLF COMMUNITY

itw

a techoraco brand

# 19 May - 21 May 2026

18 May - Warm Up Day

Gaylord National Resort & Convention Center,
National Harbor, MD

**Rachael Lupton**
Head of Sales, ITW

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in Reach me on LinkedIn

✉

itw
ASIA

FEATURING

DATACLOUD
ASIA

Tower Xchange
Asia

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