

SEVENTH EDITION

HOSTED BY



SAIPEC-EVENT.COM



# SAIPEC

Sub Saharan Africa International  
Petroleum Exhibition and Conference

**14 - 16 FEBRUARY 2023**  
Eko Convention Centre  
Lagos, Nigeria

**BROCHURE 2023**



ORGANISED BY



STRATEGIC PARTNERS



#SAIPEC2023



**AFRICA'S LARGEST ENERGY, OIL AND GAS CONFERENCE AND EXHIBITION**

# WITH THANKS TO OUR SPONSORS AND PARTNERS 2023

## STRATEGIC PARTNERS



## PLATINUM SPONSORS



## PRINCIPAL PARTNERS



## SILVER SPONSORS

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## ENDORISING PARTNERS



## CONTACT US

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PETAN Members  
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ellen.ishirima@petan.org  
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80+

INDUSTRY EXPERTS

300+

PARTICIPATING COMPANIES

150+

EXHIBITORS

6000+

VISITORS



### SUB SAHARAN AFRICA'S MOST SUPPORTED AND ONLY FULL STREAM ENERGY, OIL AND GAS CONFERENCE

With thanks to the invaluable contribution of our national partners

GHANA



SENEGAL



NIGERIA



GAMBIA



UGANDA



ANGOLA



LIBERIA



EQUATORIAL GUINEA



MOZAMBIQUE



SOMALIA



IVORY COAST



SIERRA LEONE



NAMIBIA



BURKINA FASO



MAURITANIA



NIGER



BENIN



GABON



KENYA



# THE ONLY FULL STREAM BUSINESS PLATFORM FOR THE WHOLE OF SUB SAHARAN AFRICA

With more than 50% of the exhibition space re-booked onsite, SAIPEC 2022 attracted a record breaking 1,086 delegates, drawn in from 41 countries, 15 NOCs, governments and regulators, 113 exhibitors and 90 speakers

The Sub Saharan Africa International Petroleum Exhibition and Conference will return to the Eko Convention Centre, Lagos in February 2023 for its 7th edition, as the only oil, gas and energy event held in partnership with the entire Sub Saharan African petroleum industry.

Working directly with PETAN, in strategic partnership with the Nigerian Content Development and Monitoring Board (NCDMB) and the Nigerian National Petroleum Corporation (NNPC), the organisers will draw on their global resources to ensure that the event delivers to the needs of all stakeholders throughout the region.

**SAIPEC continues to place its emphasis on the future of the oil and gas industry through Sub Saharan Africa with collaboration at the forefront of its objective and local content at its nucleus**



We have a full range of bespoke and exclusive sponsorship opportunities available, contact the team to tailor your package to your objectives

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DOWNLOAD SAIPEC  
2022 POST SHOW REPORT



# SUB SAHARAN AFRICA'S ENERGY LEADERS SHARING INSIGHT AND KNOWLEDGE

The SAIPEC programme feature a wealth of content for both strategically and technically minded companies seeking a full solution event

The content and proceedings are driven by an esteemed steering committee and speakers, representing a cross-section of key stakeholders and the most senior representatives from the Sub Saharan Africa oil and gas industry, delivering high-level strategic sessions and discussions on game-changing solutions, combined with an international exhibition

## Selected experts on the 2022 SAIPEC programme

### KEYNOTE ADDRESSES



**Mele Kolo Kyari**  
Group Managing Director, Nigerian National Petroleum Corporation (NNPC)



**Engr. Simbi Wabote**  
Executive Secretary, Nigerian Content Development & Monitoring Board (NCDMB)



**H.E. Dr. Omar Farouk Ibrahim**  
Secretary General, APPO



**Nicolas Odinuwe**  
Chairman, Petroleum Technology Association of Nigeria



**Tony Attah**  
Former Chief Executive Officer and Managing Director, Nigeria LNG



**H.E. Carlos Zacarias**  
Minister Of Natural Resources & Energy, Republic of Mozambique



**Joseph Medou**  
Exploration Director, PETROSEN



**Adayike Tombomিয়ে**  
Chief Executive Officer, Nigerian Upstream Petroleum Regulatory Commission



**Maggy Shino**  
Petroleum Commissioner, Ministry of Mines and Energy, Namibia



**Elohor Aiboni**  
Managing Director, Shell Nigeria Exploration and Production Company



**Alcides Fernandes Mendes de Andrade**  
Planning Department Director, ANPG



**Cany Jobe**  
Director of E&P, Gambia National Petroleum Corporation

## SPECIAL FEATURES

AFRICAN CONTENT SERIES

WOMEN IN INDUSTRY

SAIPEC PROSPECTING

365 CONNECT NETWORKING

THE SAIPEC AWARDS

PETAN GOLF DAY



"I am particularly delighted to see the tagline on the programme; Connect, Collaborate and Create so I urge all participants to use the unique opportunity offered by SAIPEC to connect, collaborate and particularly create."

Mr. Adokiye Tombomিয়ে, Chief Executive Officer Upstream, Nigerian National Petroleum Corporation,

# PARTICIPANT DEMOGRAPHICS

Sub Saharan African participation from:



IVORY COAST



NIGERIA



MOZAMBIQUE



SENEGAL



UGANDA



ANGOLA



CAMEROON



GHANA



LIBERIA



EQUATORIAL  
GUINEA



SOUTH SUDAN



GAMBIA



NIGER



BENIN



SOUTH AFRICA



MAURITANIA



GABON



SOMALIA



NAMIBIA



BURKINO FASO



CONGO



KENYA



GUINEA



SIERRA LEONE



SENEGAL



NIGER



IVORY COAST

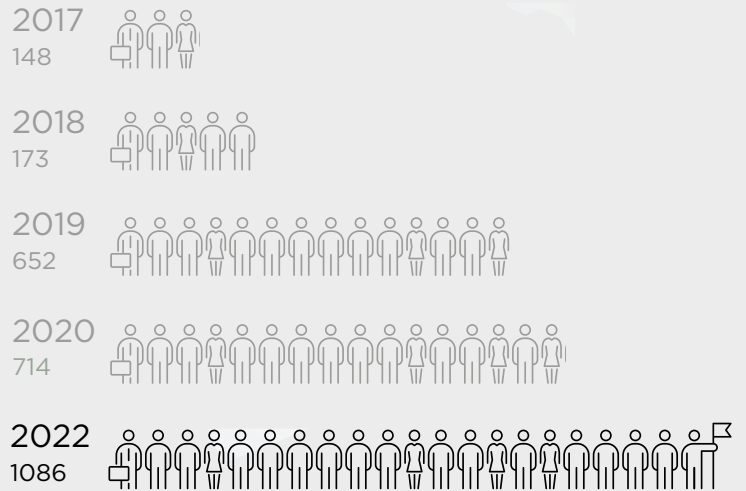


LEVEL OF NOC PARTICIPATION SINCE INCEPTION

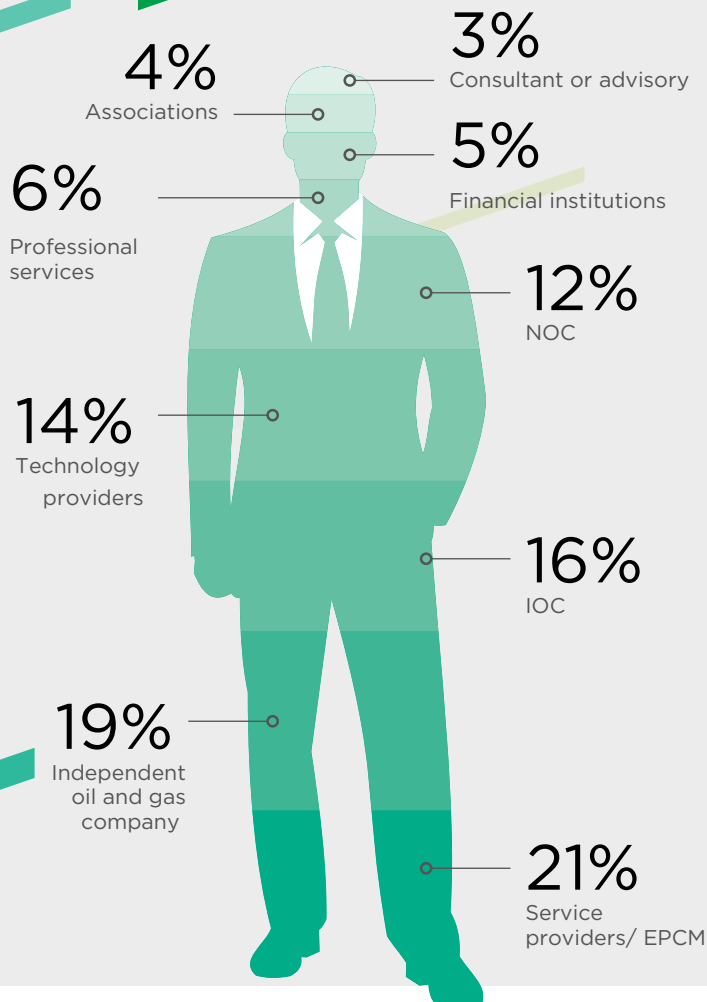
# DELEGATE DEMOGRAPHICS

## Year on Year Growth

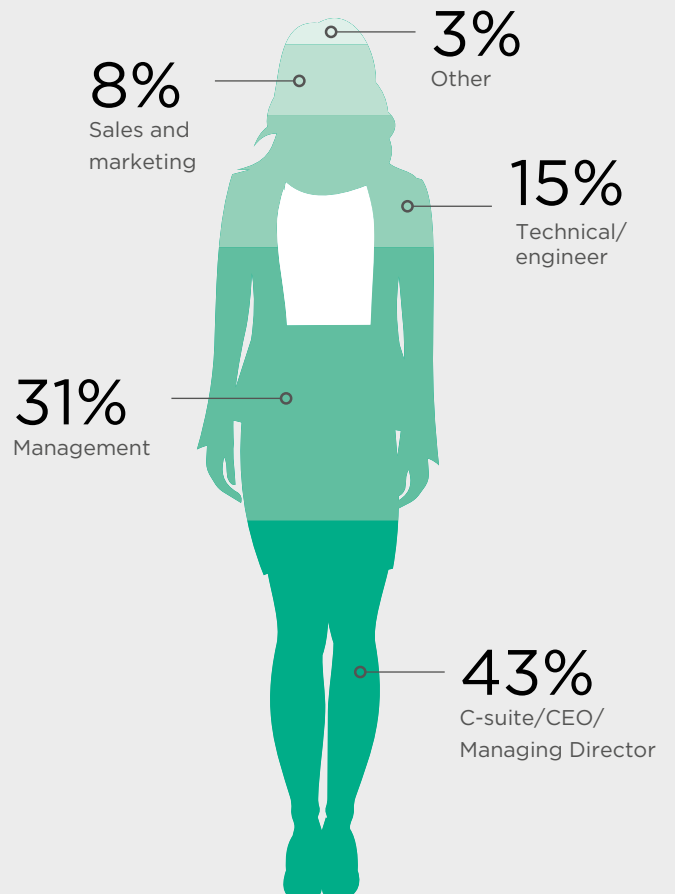
Physical delegate participation (2017-2022)



## WHO ATTENDS?



## ATTENDANCE BY JOB TITLES





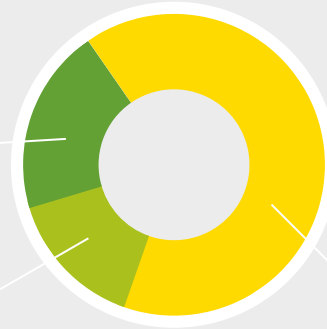
# THE SAIPEC EXHIBITION

Connecting you with buyers delivering unparalleled return on investment

Reach the decision makers, purchasers and stakeholders

**20%**

End User



**65%**

Decision Maker/Influencer

**15%**

Purchasing Authority



## Visitor Profile

**53%**

C-Level Executive Management

**18%**

Technical and Operations Management

**21%**

Middle Management

**8%**

Other

**21%**

Engineering, Procurement, Construction and Management

**10%**

NOC Delegations

**14%**

Exploration and Production

**12%**

Contracting, Commercial, Investment and Trading

**11%**

Service Company

**11%**

Marine, Shipping, Bunkering and Storage

**18%**

Support Services, Technology, HSSE, Data, Digital and Process Automation

**3%**

Media

VISITORS FROM ACROSS THE VALUE CHAIN

Number of exhibitors (from physical editions)

**67**

Exhibitors  
2017

**63**

Exhibitors  
2018

**104**

Exhibitors  
2019

**111**

Exhibitors  
2020

**113**

Exhibitors  
2022



Fostering collaboration  
to create cross border  
partnerships

SPECIAL FEATURES



This is a chance for all of us, across Africa, to create strategic partners amongst Africans, please let us not be afraid to partner amongst us.

Eng. Elizabeth Rogo, CEO, Tsavo Oilfield Services, President (East Africa), African Energy Chamber, Board Member (Non-Executive), Kenya Power Lighting Company



# SAIPEC

AFRICAN CONTENT

**COLLABORATE & CONNECT**

SAIPEC African Content Series addresses the opportunities in the successful implementation of local content across a series of discussions from heads of NOCs, IOCs and independent and indigenous oil and gas companies

In partnership with the Nigerian Content Development and Monitoring Board (NCDMB), SAIPEC African Content Series provides your company with the necessary plans of African oil-producing countries and the necessity of economic diversification and local content evolution

With CEOs from 11+ African NOC's, 10+ IOC's and experts from APPO, SAIPEC African Content Series is the must attend event, part of SAIPEC.

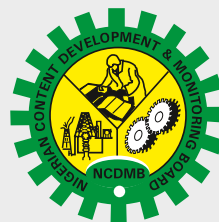
**SHOWCASE** your content successes and help drive through the current global agenda

**POSITION YOUR BRAND** as a leader in Nigerian and African content

**FOSTER RELATIONSHIPS** with existing and new partners

**PRESENT YOUR COMPANY** next to the leaders in Nigerian and African content

IN PARTNERSHIP WITH:





For the woman in industry, the key words are; confidence, excellence, persistency, being assertive and looking for support when you need it, your business will continue to run well if you have strong strategies, and interesting value, that is sustainable, so just keep on pushing.

Ranti Omole, SAIPEC Steering Committee and Vice Chairman, PETAN



# SAIPEC

WOMEN IN INDUSTRY

## DIVERSE & INCLUSIVE

SAIPEC's Women in Industry provides a unique platform for some of the finest minds of the oil and gas industry in Sub Saharan Africa to convene and connect, and put forward solutions towards building a diverse and inclusive oil and gas industry

### Why attend?

**DEVELOP KNOWLEDGE** of how men and women can become a stronger force within the oil and gas industry

**CASE STUDIES** and traits of women at C-level and how they are shaping and evolving the oil and gas industry

**UNDERSTAND** how women in Africa's oil and gas sector are playing a more important role than ever

**AWARENESS OF SENIOR ROLES** in the marketplace available and being acquired by women

**THE IMPORTANT ROLE** that demographics, labour markets and consumer behaviour across industries have on the future of women in the global economy

**HEAR FROM PANELS** on new ideas, initiatives and audience engagement, sharing ideas to implement in the workplace



### Who should attend?

Women and men in senior leadership positions within oil and gas companies throughout the value chain

Women aiming to develop a career in Africa's oil and gas industry

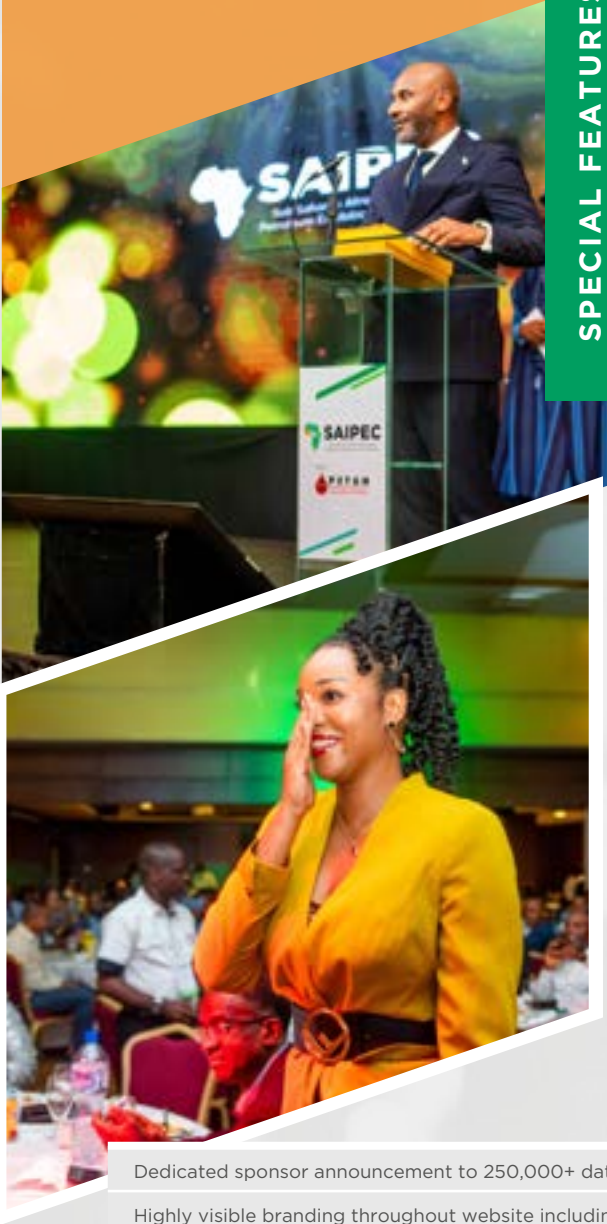
Women business leaders and entrepreneurs

High-potential women looking to enhance and advance their careers

Industry professionals responsible for hiring, developing and advancing a mixed workforce



SPECIAL FEATURES



# SAIPEC

## AWARDS

### RECOGNISE & CELEBRATE

The SAIPEC Awards unites the oil and gas industry's most prominent, market-leading and innovative companies throughout the value chain together to celebrate Sub Saharan Africa's developments and achievements

It presents an opportunity to recognise the best performing companies and individuals, who have developed above and beyond and inspired on many new projects across the region.

SAIPEC Awards sponsorship provides a fantastic opportunity for your company to demonstrate recognition to those companies and individuals who are shaping the oil and gas industry across Sub Saharan Africa.

The high impact packages below have been designed to ensure your company receives significant and prominent branding throughout the lead up, during and post awards ceremony.

	LEAD PARTNER	CATEGORY PARTNER
Dedicated sponsor announcement to 250,000+ database via our national and global media partners	.	.
Highly visible branding throughout website including a profile page	.	.
Communication sharing across social media platforms including campaign announcements	.	.
Branding on all newsletters sent out for SAIPEC 2023 and the SAIPEC Awards	.	.
Opportunity to feature an exclusive interview in newsletter	.	
Invitation for a senior representative to join the high calibre judging panel	.	
Judging panel exposure for the company and individual on the SAIPEC website	.	
Branding throughout all event day material	.	.
Branding on awards backdrop	.	.
Multiple tickets to the awards dinner	20	10
Photo opportunity with distinguished guests	.	.
Sponsorship of one award category and presentation to the winner	.	.
Post event communications	.	
Logo on awards and on all tables	.	
INVESTMENT	\$20,000	\$10,000



# SAIPEC

PROSPECTING

## SUB SAHARAN SHOWCASE

**SAIPEC Prospecting provides an unrivalled opportunity for prospecting NOCs and governments alongside geoscience companies to showcase the latest blocks on offer from throughout Sub Saharan Africa**

With an increase of new license rounds across East and West Africa, and with SAIPEC providing a one-stop opportunity to meet all of Sub Saharan Africa's stakeholders, policymakers and buyers under one roof, SAIPEC Prospecting is a must attend feature.

Network and hear first hand from national oil companies presenting their current blocks on offer, understanding their objectives and opportunities within their respective countries.

Alongside these, are the geoscience companies and independent oil companies, all looking to break in to nascent and existing oil and gas markets.



### SPECIAL FEATURES

#### Hear, meet and network with:

##### NOCs

CEOs  
Petroleum Commissioners  
Petroleum Administrations  
Managing Directors  
Heads of Planning  
Heads of Exploration

##### International and Independent Oil Companies

CEOs  
Managing Directors  
Directors  
Heads of New Ventures  
Heads of Exploration  
Heads of Upstream Heads of New Business

##### Geoscience/Service Companies

CEOs  
COOs  
Managing Directors  
Directors  
Heads of New Ventures  
Heads of Geoscience  
Heads of Multi-client Services  
Heads of Seismic Imaging



I want to begin by thanking you for the wonderful organisation. In 2019, that was the first time Gambia attended SAIPEC - when were contacted this year, I said we must attend this. SAIPEC has actually been very successful and I've seen a lot of improvement compared to 2019.

Mr. Yaya F. Barrow, Managing Director, Gambia National Petroleum Corporation



# SAIPEC

EXHIBITION

**SHOWCASE & CONNECT**

Be part of SAIPEC's international exhibition and become part of the growth in the Sub Saharan African energy market

Meet and speak with the region's largest potential customer base, gain entry into new markets and increase your brand and product awareness all whilst discovering new products, innovation, technologies and solutions for the sector.

## Why attend?

**SHOWCASE** your latest products and solutions

**GENERATE** new leads and exceptional ROI

**CONDUCT** business transactions

**EXCHANGE** knowledge and ideas

**CONNECT** with existing suppliers

**MEET** buyers and partners

**GAIN** regional and international exposure

**NETWORK** with industry peers

**DISCOVER** the industries latest technologies



# 55%

exhibition space  
rebooked for  
2022



Exhibition prices start from just \$395 per square metre

- Booked
- Reserved
- Sponsors

SAIPEC Delegate Lunch



**GET INVOLVED TODAY**

Additional special participation rates are available to members of PETAN

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**CONTACT US**

REAL VALUE THAT DELIVERS



## SPONSORSHIP AND EXHIBITING AT SAIPEC DELIVERS EXCEPTIONAL VALUE

As a sponsor and or exhibitor, you will be positioned amongst the most influential players across Sub Saharan Africa

SAIPEC provides your company with the opportunity to place your marketing and branding in front of 6,000+ industry professionals, enabling you to secure new business, service your existing clients and engage in industry dialogue.

INNOVATION

With continuous technological developments, SAIPEC provides the opportunity to showcase your key USPs and differentiators over your competitors, ensuring you access over 90% of delegates, whom are decision makers, purchasers and influencers

### POWER OF LIVE EVENTS

- ✓ 2X more powerful than TV ads
- ✓ 3X more powerful than print media
- ✓ 4X more effective than radio

### CORPORATE ENHANCING

Increase your companies perception by **SHOWCASING** real services and products that your customers can visually see

Delegates of live events, perceive your products and services to be more **INNOVATIVE** than they previously did before

After attending events, 73% of delegates would **RECOMMEND** a brand they have met

LASTING IMPRESSION

### MAKE SALES AND BUSINESS TRANSACTIONS

SAIPEC enables you to meet with your existing and future clients, to ensure you sign contracts and meet your company's objectives across Sub Saharan Africa

COMMUNICATE

ACHIEVE BUSINESS OBJECTIVES



### THOUGHT LEADERSHIP

With over 50 countries convening in Lagos, SAIPEC provides your business with multiple opportunities to reach new and potential customers from across the world

GLOBAL EXPOSURE

SAIPEC regularly updates stakeholders, decision makers and industry leaders with dedicated marketing and support, enabling your company to portray to communicate directly with your clients.

# INVESTMENT OPTIONS

	STRATEGIC (Exclusive)	DIAMOND (2 available)	PLATINUM (4 available)	GOLD	SILVER	BRONZE
INVESTMENT (US\$)	\$40,000	\$35,000	\$25,000	\$20,000	\$15,000	\$10,000
Logo displayed on top of event collateral	✓					
Logo on all marketing collateral pre, during and post event	✓	✓	✓	✓	✓	✓
Logo on all SAIPEC newsletters distributed to 150,000+	✓	✓	✓	✓	✓	✓
Logo on SAIPEC website and all digital marketing	✓	✓	✓	✓	✓	✓
Distribution of company press release	✓	✓	✓	✓		
Official event app delegate profile and full access	8	6	5	4	3	2
Conference passes (including speakers)	15	12	10	8	6	3
Discount on exhibition space (per sqm)	30%	20%	15%	12%	10%	5%
Selected partners can also choose from the below branding and sponsorship options	Select 3	Select 2	Select 2	Select 1	Select 1	
Pre event seminar host	✓	✓	✓	✓		
Golf day host	✓	✓	✓	✓		
<del>SOLD</del> Day one / two cocktail drinks host	✓	✓	✓	✓	✓	
Gala dinner	✓	✓	✓			
<del>SOLD</del> Lunch host, day one, two or three	✓	✓	✓	✓		
Exclusive Technical Theatre sponsor	✓	✓	✓	✓	✓	
<del>Refreshment break host, day one, two or three</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>Day 2 or 3</del>	<del>SOLD</del>
Site visit	✓	✓	✓	✓		
Conference registration desk	✓	✓	✓	✓		
Exhibition registration desk	✓	✓	✓	✓		
<del>Conference and exhibition badge and lanyard</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>		<del>SOLD</del>
<del>Welcome wall</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>SOLD</del>
Official event app	✓	✓	✓	✓		
<del>Agenda and floorplan</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>		<del>SOLD</del>
<del>Directional signage</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>		<del>SOLD</del>
Notepads and pens	✓	✓	✓	✓	✓	
SAIPEC VIP Club lounge	✓	✓	✓			
Stage podium	✓	✓	✓	✓	✓	
<del>Water bottles</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>SOLD</del>	
<del>Delegate bags</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>	<del>SOLD</del>	
<del>Seat covers</del>	<del>✓</del>	<del>✓</del>	<del>✓</del>		<del>SOLD</del>	
Stage tables	✓	✓	✓	✓		

SAIPEC 2023 SPONSORSHIP OPTIONS

Packages can be tailored to suit budgets and requirements and function or branding opportunities can be booked separately, please enquire for further details





# SAIPEC

Sub Saharan Africa International  
Petroleum Exhibition and Conference

HOSTED BY



**PETAN**  
PETROLEUM TECHNOLOGY  
ASSOCIATION OF NIGERIA



**Discover more about sponsorship, delegate options  
or book your place on the 7th SAIPEC exhibition  
floor**

Additional special participation rates are available to  
members of PETAN

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