

# OFFSHORE DENMARK



STRENGTHEN YOUR RESULTS IN THE OIL- & GAS INDUSTRY

In December 2009 approximately 9 Danish suppliers for the oil & gas- and offshore industry will have the opportunity of participating at the offshore exhibition IPTC 2009 in Doha, Qatar.

TofKo Business Development A/S - with great experience with export drives - is coordinating the export drive.

The exhibition will attract important decision makers, organisations and specialists from all over the world.

The elements of the drive are include:

- Intro seminar
- Joint catalogue for the Danish exhibitors
- Listing in the IPTC exhibitor catalogue
- Listing on [www.offshore-denmark.dk](http://www.offshore-denmark.dk)
- Participation at the Danish joint stand



TofKo Business Development A/S has obtained subsidy from the Danish Export Council for this export drive.



## Participate at the most important exhibition in the Middle East!



International Petroleum Technology Conference  
7-9 December 2009  
Sheraton Doha Resort and Convention Hotel  
Doha, Qatar

**World Energy Challenges: Endurance and Commitment**

The export drive is directed at Danish companies, who produce and deliver products, processing equipment, materials, service and consultancy to the oil & gas- and offshore industry.

Today the demand is on system solutions. The objective of the export drive to create strategic cooperations and strengthen the Danish companies' sale - especially in the Middle East.

If you want to sign up for IPTC 2009, please make use of the reply fax in this brochure and send it to:

**TofKo - fax: +45 98 31 77 55**

You are also more than welcome to contact us for further information about the export drive.

The joint stand will be open with space for posters and products. Furthermore, the stand is equipped with a service area and meeting facilities for servicing you and your customers.

The price for participation in the export drive will be from DKK 20.000 - 90.000, depending on the stand size + VAT as well as DKK 3.000 in registration fee.

The Danish Export Council has granted a subsidy, which has reduced the price significantly.

*"Our experience with export drives tells us that there is great interest in the projects. Therefore, we encourage the interested companies to contact us as soon as possible".*

Managing Director - Mogens Koch,  
TofKo Business Development A/S

**OFFSHORE DENMARK c/o Tofko Business Development A/S**


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7-9 December 2009  
Exhibition Hall 2














 = 1 m<sup>2</sup>

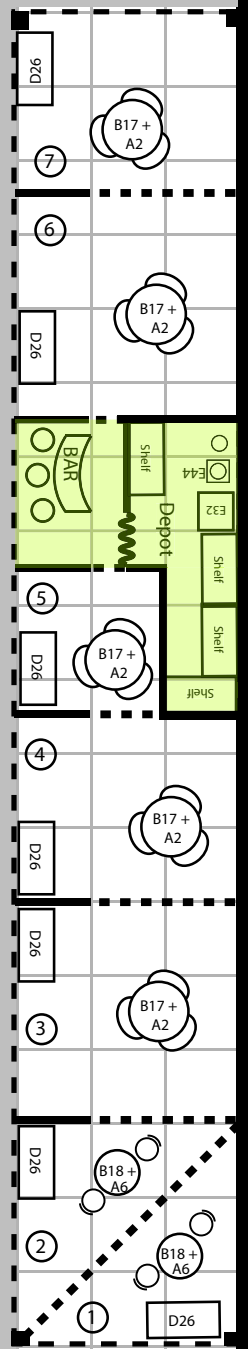
COFFE STATION

MAERSK OIL  
QATAR

18,0 m

Wall

- |  |   |   |   |
|--|---|---|---|
|  | Round Wood Top Table and<br>3x Fabric Chairs (1x B17 + 3x A2) |  | Litterature Rack Free Standing -<br>Stainless Steel (F46) |
|  | Pillar  |  | Sliding Door  |
|  | Wall Plate: 1 m x 2,5 m (w x h)                               |  | Bar Table (B18)   |
|  | Free Standing Counter (D26)                                   |  | Bar Stool (Black) (A6)                                    |
|  | Hot & Cold Water Dispenser (E44)                              |  | Coat Hook Wall Mounted (G59)                              |
|  | Refrigerator (medium) 188L (E32)                              |  | Power out for plug at floorlevel                          |
|  |   |  | Spot  |



COFFEE STATION



## Danish Pavilion at IPTC2009 in Doha, Qatar - 7-9 December 2009

Price sheet for pavilion participation IPTC2009  
(64 m2 reserved altogether at IPTC2009)

Stand no.	Exhibiting company	Exhibition area m <sup>2</sup>	Gross m <sup>2</sup> w/ shared	Ordered	Reserved	A			B		C
						Price without subsidy project administration and full service DKK excl. VAT	+ reg. and adm. fee DKK excl. VAT	Subsidy to be paid back after the exhibition DKK excl. VAT	Net price after subsidy with full service package DKK excl. VAT		
1	Package solution	4,50	5,28			80.000,00	3.000,00	35.000,00	45.000,00		
2	Package solution	4,50	5,28			80.000,00	3.000,00	35.000,00	45.000,00		
3	Package solution	9,00	10,57			155.000,00	3.000,00	65.000,00	90.000,00		
4	Package solution	7,50	8,80			130.000,00	3.000,00	55.000,00	75.000,00		
5	Package solution	4,00	4,70			70.000,00	3.000,00	30.000,00	40.000,00		
6	Package solution	9,00	10,57			155.000,00	3.000,00	65.000,00	90.000,00		
7	Package solution	7,50	8,80			130.000,00	3.000,00	55.000,00	75.000,00		
P1	Poster space	-				20.000,00	3.000,00	5.000,00	15.000,00		
P2	Poster space	-				20.000,00	3.000,00	5.000,00	15.000,00		
			54,00								
	Shared depot	5,00									
	Shared bar	3,00									
	Total		54,00								
	<b>Reservations:</b>										

\*) the above prices include all activities listed in the project description e.g. market report, information meeting, listing in IPTC exhibitor catalogue.  
**A \*)** Gross price before deduction of subsidy.  
**B \*)** Subsidy to be paid back to the exhibitor after the exhibition and after approval of report to DER.  
**C \*)** Price after subsidy with full extended service package.  
 In all cases with Danish service personnel at the stand.  
**Poster space:** Subject to special conditions and without floor area.

For currently reserved, incl. shared area	0%
For currently ordered	0%
<b>Total</b>	<b>0%</b>

A subsidy has been granted by the Danish Trade Council (DER).  
Terms and conditions subject to amendments and alterations. Klarup, July 2009.

# Registration form/Reply fax

Binding registration for the export drive with participation in the oil-, gas- and offshore exhibition

**IPTC 2009**

**7-9 December 2009 in Doha, Qatar**

Fax: +45 98 31 77 55 – E-mail: mk@tofko.dk

TofKo Business Development A/S,  
Nørremarksvej 27, DK-9270 Klarup

**Yes**, we would like to participate in the export drive and hereby order stand no. \_\_\_\_\_ as shown on the enclosed sketch and accompanying prices over the Danish pavilion.

Please fill in all fields, since it is important in order for us to register each company correctly:

<b>Company name:</b>	
<b>Company address:</b>	<b>Company main telephone:</b>
<b>Postal code:</b> <b>City:</b>	<b>Company main fax:</b>
<b>State and country:</b>	<b>Company main e-mail:</b>
<b>Company/VAT number:</b>	<b>Company web address:</b>

<b>Contact person name:</b>	<b>Contact person title:</b>
<b>Contact person telephone:</b>	<b>Contact person fax:</b>
<b>Contact person mobile:</b>	<b>Contact person e-mail:</b>

I am familiar with the project conditions for IPTC 2009 as of July 2009.

**Signature and stamp:**

**Date:** \_\_\_\_\_ - 2009

.....

## Project conditions for IPTC 2009

(Supplement to registration form)

The conditions below are valid in relation to registration unless they have been deviated from in another written agreement between the parties.

1. The conceptual basis for participation in this export drive is a binding registration form filled out by the company plus these present project conditions. The extent and terms of the export drive are outlined in the specific presentation and description provided by the project supplier Tofko Business Development A/S, from here on referred to as Tofko. Participating companies have to play an active role in the export drive and must contribute to an evaluation by answering questions asked by Tofko Business Development A/S and the Danish Trade Council in case the export drive is granted public subsidy.
2. The "IPTC2009" export drive will only be carried out to its full extent, if at least 80% of the full 54 m<sup>2</sup> stand area is sold before October 1<sup>st</sup> 2009. The given prices are based on the condition that the stand area is fully booked. The price "price with subsidy" refers to the application for public co-financing of the export drive. If the subsidy is granted, there will be a substantial reduction of the price, while the export drive will come to include more services.
3. Once the binding registration form is returned to Tofko, the company is obligated to pay the price stated in the presentation. The price is based on a minimum number of participants. If Tofko cannot secure this minimum number of participants, Tofko can cancel the export drive or choose to send out a revised presentation with new prices which can form the foundation for an export drive with a reduced group of participants.

Payment must proceed according to the following plan:

First rate: 50 % of the price + registration fee is paid after invoice is received. Second rate: 50 % of the price no later than August 1<sup>st</sup> 2009. The time allowed for payment is 14 days from date of invoice. If these terms of payment are not met, interests on overdue payments will be collected cf. conditions stated on invoice. The given times fixed for payments and amounts are necessary for the sake of the cash flow in the project. If the project is granted subsidy from the Danish Trade Council, the grant will be paid back to the companies once the project is concluded and the rapport and the accounts have been approved.

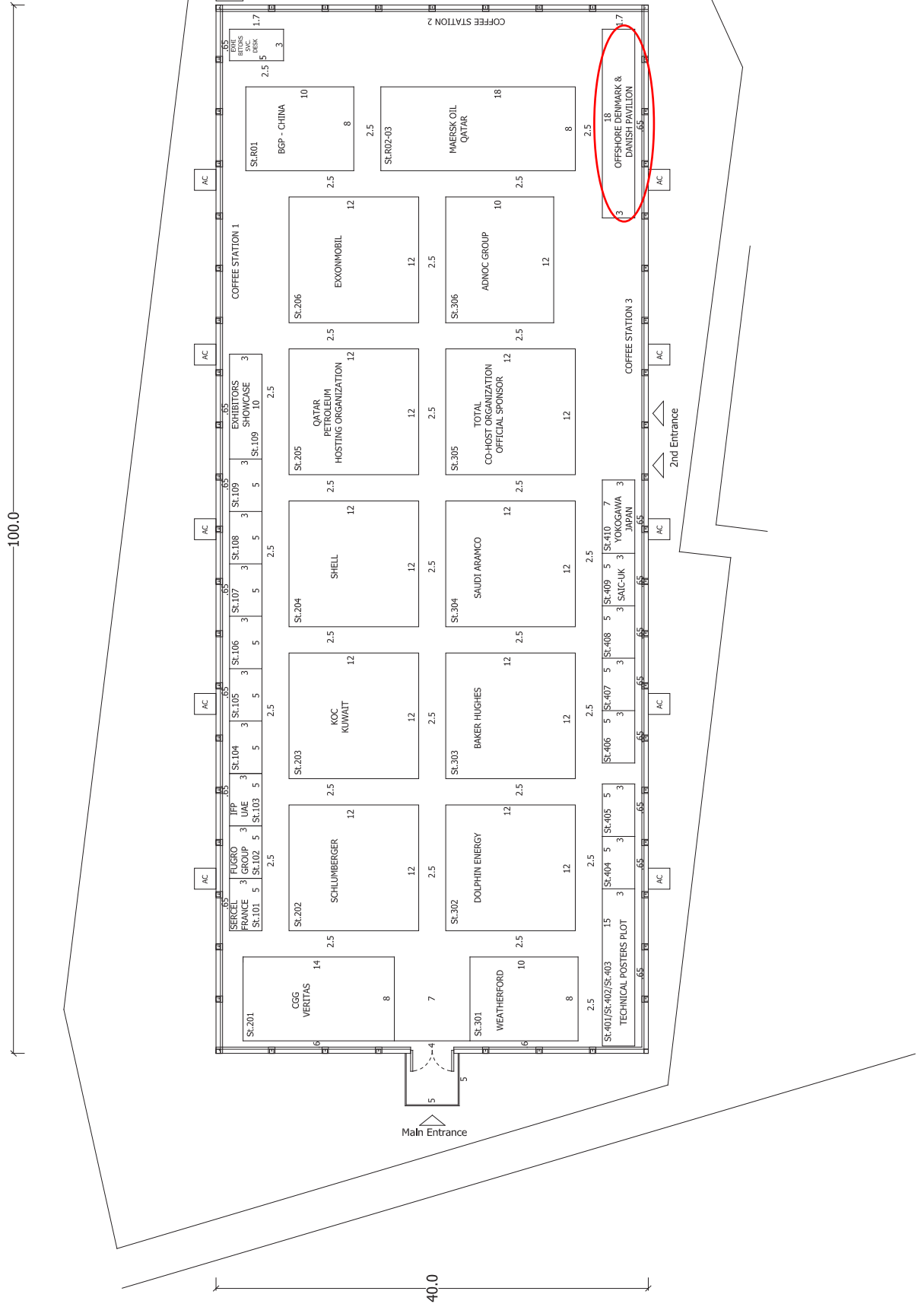
Should Tofko choose not to carry out the export drive due to lacking interest, all payments will be returned without deductions of any kind. If a participating company wishes to cancel or reduce its participation, whatever the reason, Tofko has a claim on the full price agreed.

4. The company itself is responsible for taking out insurances on luggage, goods and public liability in connection with the project. The companies themselves must defray travel- and accommodation expenses plus all expenses relating to proper time and the use of their own brochure- and sales material.
5. The information given and received by the company is considered confidential and project participants are not allowed to pass on such information without the acceptance of the respective companies. Tofko will not take on any obligations or responsibility for any breaches to third parties.
6. Tofko cannot be held responsible for damages caused by tortuous act in connection with the participant's use of project materials or methods, and the participants cannot demand restitution from project holder for any loss, disadvantage or damage in connection with any flaws and lacks in the acquired project knowledge or the carried out export drive, even if the cause should be inadvertent actions or omissions committed by project supplier or associated employees. Nor can project supplier be held responsible for incidents and consequences stemming from war, strike, lock-out, political conditions, force majeure, or any other circumstances beyond the control of the project supplier. Likewise, in case of cancellation of the export drive due to the above-mentioned conditions, the participating companies are obligated to pay their share of agreed commitments and expenses already defrayed in connection with the project, unless these costs are covered by another party.
7. Products, deliveries and services, which are not included in the project, will only be delivered against separate payment and only with reference to written order confirmation.
8. Ownership of the project and materials developed, including websites, computer models etc., remains with the project supplier, and copying of project material and –disc is only allowed after written agreement with Tofko Business Development A/S.
9. Our services are subject to VAT cf. current law.
10. Project supplier reserves the right to change the content and development of the project along the way and to replace consultants and other resource personnel.
11. All disputes between the parties in relation to this agreement or its interpretation in connection with the project are settled amicably, or if not possible, at the Danish court of arbitration at the court in Aalborg, Denmark.

Ref. MK/ms, Klarup, July 2009

# Exhibition Hall 2

## The Golf Range



## About 2009 IPTC

The 2009 IPTC is held under the patronage of H.E. Abdulla Bin Hamad Al-Attiyah, Deputy Premier, and Minister of Energy and Industry, Qatar, and hosted by Qatar Petroleum.

The event is expecting 4500+ attendees including delegates and business visitors. The attendees will primarily be members of the sponsoring societies, technical professionals including petroleum engineers, geologists, geophysicists, researchers, technologists, gas and oil company representatives, industry officials, and ministry personnel in the region. The event is offering a unique overall programme for its participants and a robust technical programme that will cater to all industry disciplines.

### IPTC Exhibition

Major industry organisations including National Oil Companies (NOC's), International Oil Companies (IOC's) and Global Service Providers, are regular participants in the event, in addition to other oil and gas regional establishments that are participating for the first time.

### IPTC Exhibition Features Include

- Multidisciplinary technical programme
- Multi-Sector exhibition
- Education day
- Education week
- Career fair
- Library and learning centre
- Field trips
- Networking sessions

### Why Exhibit?

- **Event Growing in Importance**  
The steady growth of 15.7 % per year for IPTC, makes the fourth round of this event almost double the size of the 2005 IPTC.
- **A Well-Attended International Event**  
A global audience from six continents, reaching an exceptional level of diversity at one time and in one location.
- **Unmatched Networking Opportunity**  
Over 50 technical sessions in six streams, four panel discussions, poster sessions, student activities, exhibitor's showcase, technical field trips and tours, IPTC award ceremony, social functions, and much more ...
- **Leadership and Governance**  
A platform where the top industry echelons (CEOs, COOs, presidents and vice presidents, managing directors, directors, senior managers) meet.
- **Generate Quality Leads**  
A highly robust programme chosen by the industry, for the industry.
- **Close Deals on the Spot**  
Finalise contracts and deals directly during the exhibition. Meet the people who really matter to you and to your business.

## ESVAGT A/S



“Første gang vi deltog i et eksportfremstød arrangeret af Tofko Business Development havde vi ingen erfaring med udstillinger, og markedet var relativt nyt for os. TBD var under hele forberedelsen og i den efterfølgende opfølgning en meget kompetent sparringspartner, som kunne rådgive og hjælpe med planlægningen. Under udstillingen var servicen fra TBD i top, så vi kunne koncentrere os om det vi var der for; SÆLGE SÆLGE ...

Vi har gennem de sidste par år været med på flere af de store eksportfremstød i Stavanger, Houston og Aberdeen og har været særdeles godt tilfreds med arrangementerne. Vi har kunnet se en stor positiv effekt rent omsætningsmæssigt på de respektive markeder efter deltagelse i eksportfremstød arrangeret af TBD.”

*Lars Christian Andersen*  
*Assistant Manager*

## DHI Water & Environment



”Det er rart at have med en organisation at gøre, som husker på det hele. Vi har deltaget på flere messer, og nyder hver gang den gennembearbejdede planlægning, som ydes af Offshore Denmark. Vi modtager altid en udstillingsmanual i god tid før messen og ved at følge den hele vejen, føler vi os velforberedte til at møde op på messen.”

*Estelle Bjørnstad*  
*Chief biologist*

## HH CONSULT A/S



”Udbygningen af sit netværk og synergieffekten ved at deltage i fælles front på Offshore Denmark fællesstande er af stor betydning for mindre og mellemstore virksomheder. I samlet flok ser vi ud af mere og bliver interessante for de store kunder. For vort egen vedkommende oplyser vi gerne, at HH Consult A/S hver gang vi deltager på fællesstandene, har konkrete forespørgsler og muligheder for nye alliancer med hjem i tasken. Fællesstande er en effektiv måde at udbrede kendskabet til sin virksomhed.”

*Joan Bonde Bach*  
*Managing Director*

## FALCK NUTEC



”De danske eksportfremstød - organiseret og gennemført af Offshore Denmark - er effektive og succesfulde. Specielt nyder vi, at der er taget vare på alle praktiske gøremål, og vi føler os sikre på, at alt er husket og gennemarbejdet til mindste detalje. Fællesstandene er altid en flot repræsentant for dansk olie & gas industri, - de er meget synlige, og den fælles markedsføring giver stor gennemslagskraft. Som deltager på flere messer, kan vi uden tøven sige, at vores virksomhed har fået stort udbytte ved at udstille, - også større end forventet.”

*Torben Korsgaard*  
*Business Development Direktør*

OFFSHORE DENMARK



**c/o TofKo Business Development A/S**

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