

PETROSPOT

2021

MIDDLE EAST

BUNKERING CONVENTION

26-27 JANUARY

VIRTUAL CONFERENCE
& EXHIBITION

GUIDE TO VIRTUAL CONFERENCE SPONSORSHIP

Position your business and services as market leaders, distinct from your competitors, driving growth and brand recognition

**FREE
REGISTRATION**



MIDDLE EAST BUNKERING CONVENTION

BUILDING RESILIENCE IN A CHALLENGING MARKET

VIRTUAL CONFERENCE & EXHIBITION

The ***Middle East Bunkering Convention (MEBC)*** has built a robust reputation for the quality and scope of debate it provides on the key issues and challenges facing the marine fuels sector and wider shipping industry.

Now in its sixth year, *MEBC21* will focus on **how shipping energy and bunker markets are attempting a recovery in the wake of the disruption wrought by the coronavirus pandemic**, both in the Middle East and worldwide.

It will also offer informed perspectives on the **marine fuel supply chain** and discuss, one year on from **IMO 2020**, how markets are faring now and what can be expected as far more rigorous **emission reduction targets** are introduced in 2030 and 2050.

The audience will hear **expert views and opinions** from bunker suppliers and buyers, traders and brokers, fuel testing agencies, maritime lawyers and shipping analysts, in a hard-hitting series of **live interviews and discussions**.

JOIN US VIRTUALLY

HELPING YOU KEEP CONNECTED FROM THE COMFORT OF YOUR DESK

In the current global climate, it is vital to continue the **knowledge sharing and relationship building** we have previously taken for granted at face-to-face conferences.

For the first time, *MEBC21* will be going virtual to bring speaking and branding opportunities to you in the comfort of your own home.

Virtual conferencing provides sponsors, speakers, exhibitors, and delegates with a roster of **dedicated means to engage** with *MEBC21* and **shape their experience**.

MEBC21 is **entirely free of charge to attend and open to everyone**. You just have to register and complete your personalised profile so that you can connect with others and others can connect with you.



PRE-EVENT ACTIVITIES

Start building your pipeline before the event begins



TOP-CLASS VIRTUAL CONFERENCE PROGRAMME



DEDICATED SCHEDULING SYSTEM FOR 1-2-1 MEETINGS



ONLINE HELP DESK SUPPORT TEAM

[VIRTUAL PLATFORM GUIDE](#)

WHO WILL ATTEND ONLINE

BRINGING TOGETHER MAJOR PLAYERS FROM THE BUNKER SUPPLY CHAIN

As a virtual event, *MEBC21* will expand on its reputation by providing an even more compelling programme while opening the event to a worldwide audience.

The virtual *MEBC21* will showcase the **Middle East energy and shipping sectors** to a far larger and more diverse audience than any physical event is able to do.

We'll be inviting our community of 16,000 active contacts to attend the Virtual conference, which will bring together all the major players across the entire marine fuel supply chain.

16,000

ACTIVE
PROFESSIONALS

- Ship Owners & Operators
- Ports, Port Authorities
- Bunker Suppliers
- Bunker Traders & Brokers
- Law Firms
- Service Providers
- Port Agents
- LNG Suppliers

Putting you in front of the people that matter, in a position to develop your business.



WHY YOU SHOULD SPONSOR

POSITION YOURSELF AS A MARKET LEADER AND GENERATE LEADS

For **sponsors and exhibitors**, **visitor data is automatically captured** for future follow-ups, providing a fast and efficient way to reach a large number of potential clients.



GENERATE LEADS

Identify Hot Prospects

Access all event and attendee information on the virtual platform for up to 6 weeks after the event closes



VIRTUAL NETWORKING

Engage and Connect

Engage with a full spectrum of networking tools, comprising text chat, video calls, 1-2-1 video meetings, and a dedicated scheduling system to help you manage your experience across the conference



BRAND AWARENESS

Put your Brand Front of Mind

Showcase your company in our virtual exhibition hall; brand your stand, promote your products and services, and direct visitors towards key resources on your website



THOUGHT LEADERSHIP

On Demand Engagement

Utilise the in-built Q&A interface to engage audiences, take queries, and pose polls and questions during presentations and panel discussions

SPONSORSHIP PACKAGES



GOLD - £7,500

Included in a Gold Sponsorship:

- Virtual event keynote speaker, plus Q&A with a live audience
- Exhibition package
- Your corporate logo displayed within the virtual platform
- Virtual platform main banner logo included
- Sponsor push notifications
- Hyperlinks from the event to your corporate website
- Targeted announcements of your sponsorship via social media in the run-up to the event
- Company branding on Petrospot's virtual event email campaigns to over 16,000 industry professionals
- Your company logo will appear in digital marketing via the Petrospot website

SILVER - £5,000

Included in a Silver Sponsorship:

- Virtual event speaker, plus Q&A with a live audience
- Exhibition package
- Your corporate logo displayed within the virtual platform
- Virtual platform main banner logo included
- Sponsor push notifications
- Hyperlinks from the event to your corporate website
- Targeted announcements of your sponsorship via social media in the run-up to the event
- Company branding on Petrospot's virtual event email campaigns to over 16,000 industry professionals
- Your company logo will appear in digital marketing via the Petrospot website

Generate leads from everyone who watched your session

BRONZE - £2,500

Included in a Bronze Sponsorship:

- Virtual platform main banner logo included
- Sponsor push notifications
- Hyperlinks from the event to your corporate website
- Targeted announcements of your sponsorship via social media in the run-up to the event
- Company branding on Petrospot's virtual event email campaigns to over 16,000 industry professionals
- Your company logo will appear in digital marketing via the Petrospot website

EXHIBITORS PACKAGE - £1,950

Included in Exhibitors package:

- Virtual platform main banner logo included
- Social media Links
- Company contact information displayed
- Opportunity to include your website link and downloadable resources
- Attendees can live chat with your company
- Attendees can send meeting requests
- Ability to showcase your products and services
- Customer support from the moment you book to throughout the event
- Page visits data (GDPR rules apply)

This is a valuable and cost-effective means of engaging with your target audience over the course of the year, maintaining brand awareness and promoting thought-leadership to a wider network.

REGISTER FREE

www.petrospot.com/mebc21

PETROSPOT

THANK YOU

for your interest in the *Middle East Bunkering Convention 2021*.
We hope to see you there.

To learn more about our sponsorship and exhibition packages,
please contact Jerry Carter at jerry@petrospot.com

If you'd be interested in participating as a speaker at *MEBC21*
please contact Llewellyn Bankes-Hughes at LBH@petrospot.com

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