

MIDDLE EAST BUNKERING CONVENTION

—
WHAT IS THE NEW NORMAL
FOR SHIPPING AND THE
BUNKER SECTOR?

#MEBC22 

GUIDE TO CONFERENCE SPONSORSHIP

PETROSPOT



8-10 March 2022



Hilton Dubai Jumeirah Beach



ABOUT MEBC 2022

Now in its seventh year, the *Middle East Bunkering Convention* returns to Dubai in March 2022, providing a key forum for lively and informed discussion about the state of play for the bunker industry and wider shipping markets as global trade adjusts to the constraints and challenges caused by the COVID-19 pandemic.

As always, *MEBC* will look at the issues that have an impact on bunkering in the Middle East, whilst providing a useful and comprehensive overview of the global marine fuel supply and demand picture.

The pandemic continues to disrupt commerce and trade flows and the shipping market is in a state of flux as it tries to recalibrate and adjust to the 'new normal'. The container and bulk segments are booming but other sectors are still hoping for a bounce back. The bunker business has coped well with the recent volatility in the shipping market but bunker demand has not yet returned to 2019 levels and the spectre of a credit squeeze, although deflected after the introduction of the 0.50% global bunker cap in 2020, still remains.

The way the bunker sector goes about its business is also changing, with digitalisation playing a larger role in commercial transactions and areas such as fuel consumption optimisation and the requirements for compliance becoming ever more stringent. The marine fuels sector is experiencing unremitting pressure to be more transparent in its commercial and operational practices.

The Middle East market is also experiencing change and growth in the refining and port sectors, and new alternative bunker fuels are emerging on the horizon to enable compliance with IMO greenhouse gas reduction targets.

MEBC 2022 will bring together industry experts to explain what the 'new normal' may be for the bunker business and to share their insights on fuel quality, legal issues, commercial and technology developments, and the future supply and demand landscape.

INTERESTED IN SPEAKING?

Please email Llewellyn Bankes-Hughes:

LBH@petrospot.com

THE WEEK WILL INCLUDE:

TRAINING COURSE

Tuesday 8 March 2022:

AN INTRODUCTION TO SHIPPING MARKET FUNDAMENTALS

This one-day course introduces the main concepts in modelling physical shipping markets, including how to measure and report supply and demand; how to model freight rates using supply and demand; and how to model freight rates using econometrics. Lectured by Mark Williams.

Delegate Rate: £350

[READ MORE](#)



MEBC CONFERENCE

Wednesday 9 – Thursday 10 March

The one and a half-day conference will combine hard-hitting and absorbing intellectual content. It is aimed at shipowners and operators, bunker supplies and traders, surveyors, agents, maritime lawyers and related service industries.

Early Bird Rate: £550 (ends 14 January 2022)

Standard Pass: £750

[VIEW PROGRAMME](#)

JEBEL ALI PORT TOUR

Thursday 10 March

All registered training course and MEBC Conference delegates are invited to register their interest in joining the tour but should be aware that the itinerary could be subject to change, or the tour could be cancelled at short notice depending on COVID-19 restrictions that are in force within the port area at the time.

[REGISTER YOUR INTEREST](#)



ship.energy roundtable

Tuesday 8 March 2022:

Shipping's Energy Transition – Industry drivers and challenges

This roundtable will bring together industry experts to discuss shipping's decarbonisation and how the bunker industry should prepare for it. It will look at the challenges of scaling up the supply and global availability of alternative fuels, such as biofuels, LNG, methanol, ammonia and hydrogen, as well as the development of battery and fuel cell technology.

The discussion will also look at how this energy transition will be financed, who should share the cost burden and if – and when – market-based measures should be introduced to accelerate and support shipping's energy revolution.

VENUE

Petrosport is delighted to be holding *Maritime Week Las Palmas* at the **Hilton Dubai Jumeirah**.

The Walk, Jumeirah Beach Residence, Dubai



HOW YOU BENEFIT

Sponsorship impacts on visitors more powerfully than any other marketing tool and is a direct, cost-effective route to your target market. Your participation enables you to:

- Demonstrate your commitment to the maritime industry
- Get yourself noticed by key decision makers
- Increase your company's branding and publicity within the industry
- Initiate direct contact with potential clients
- Take advantage of unrivalled networking opportunities.

HOW TO GET THE BEST EXPOSURE

Early confirmation of your sponsorship of the *Middle East Bunkering Convention* ensures a higher level of exposure, as an extensive promotional campaign (including editorial coverage, advertisements, direct mail, email campaigns and web presence) is implemented in the lead up to the event. It also gives you the opportunity to pick and choose the options best suited to your needs, or to work with us to produce your unique, tailor-made sponsorship package.

GET IN TOUCH

We have to work on a strictly first come, first served basis, so if you are interested in sponsorship, please make sure you book early, to avoid someone else getting there first!

Email: info@petrospot.com

WHAT YOU GET

ALL SPONSORSHIP OPTIONS INCLUDE:

- Your company logo, bio and URL link on the conference website
- Targeted announcements of your sponsorship via social media in the run-up to the event
- Company branding on Petrospot's conference e-mail campaigns to over 21,000 industry professionals
- Subject to space and availability, your company logo will appear in Bunkerspot magazine as part of Petrospot's print advertising campaigns promoting its global conferences

ON THE DAY

- Company logo on digital screens throughout the conference
- Company logo on conference banners and Delegate Folders

Maximize your participation,
book your sponsorship

SPONSOR HERE

SPONSORSHIP OPTIONS

POSITION YOURSELF AS A MARKET LEADER AND GENERATE LEADS

1	2	3	4
PLATINUM	GOLD	SILVER	BRONZE
<p>£14,000</p> <p>Sole sponsor and full branding of the Evening Reception</p> <ul style="list-style-type: none"> • 4 complimentary delegate passes to the conference and social activities • Complimentary table top exhibition opportunity included <p>On the Day</p> <ul style="list-style-type: none"> • A banner and table talkers with company branding at the Reception • The opportunity to offer a brief toast to open the Reception • Opportunity to distribute promotional materials at the conference 	<p>£10,500</p> <p>Exclusive sponsorship of one of two Networking Lunch Breaks</p> <ul style="list-style-type: none"> • 3 complimentary delegate passes to the conference and social activities • Complimentary table top exhibition opportunity included <p>On the Day</p> <ul style="list-style-type: none"> • A banner and table talkers with company branding displayed during the Networking Lunch • Opportunity to distribute promotional materials at the conference 	<p>£6,500</p> <p>Sponsorship of one of five prime Coffee Breaks</p> <ul style="list-style-type: none"> • 2 complimentary delegate passes to the conference and social activities <p>On the Day</p> <ul style="list-style-type: none"> • A banner and table talkers with company branding displayed during the Coffee Break 	<p>£3,500</p> <p>Unlimited</p> <p>Bronze Sponsorship guarantees extra exposure while remaining within budget.</p> <ul style="list-style-type: none"> • 1 complimentary delegate passes to the conference and social activities

SPONSORSHIP OPTIONS



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BADGES & LANYARDS

£7,000

Badges and lanyards are worn during all course, conference and networking events.

These display the sponsor's logo on the badge and around the lanyard.

All delegates will be required to wear the badges in the formal sessions as well as the exhibition and port tours.



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NOTEPADS & PENCILS

£7,000

Sponsor the notepads and pencils which are used by all conference delegates during *MEBC 2022*.

Your logo will be displayed on both.



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DELEGATE BAGS

£7,000

Every delegate receives a bag displaying the sponsor's logo.

The bag contains the full *MEBC 2022* programme folder and publications from organising companies and supporting media.

All prices subject to change.

To learn more about our sponsorship and exhibition packages, please contact info@petrospot.com

EXHIBITING OPTIONS

BENEFIT FROM FACE TO FACE MEETINGS WITH ATTENDEES

£2,000

Table top exhibit

[BOOK YOUR TABLE](#)

- A table, two chairs, a waste bin and an electric point
- Your company logo, bio and URL link on the conference website

Please note: Internet access, extra lighting, AV equipment, table decoration and other exhibition items may be acquired by separate negotiation with the hotel. Additional venue costs may apply for extra electric points, shipping/receiving fees and internet charges. Please contact us if you need any help with the above.

EXPECTED ATTENDEES

Shipowners and operators | Ship managers | Charterers | Bunker suppliers and traders | Maritime lawyers | Ship suppliers | Port and port service operators | Insurers and bankers | Non-Government organisations | Cruise and ferry operators | Warehousing and storage facilities | Port authorities | Automation, digitalisation and other technology innovators | LNG suppliers

THANK YOU

for your interest in the *Middle East Bunkering Convention 2022*.
We hope to see you there.

For further information or to register online visit

info@petrospot.com | Tel: +44 1295 814455 | www.petrospot.com/mebc

