2018 in Review

**Attendee Demographics**

**Company Type**

- Oil & Gas Operator: 27%
- Engineering/Construction: 16%
- Contractor: 13%
- Consulting Company: 14%
- Service/Supply: 18%
- Government/Library/Education: 1%
- Financial: 3%
- Other: 8%

Out of about 150 delegates, the majority (27%) work for an Oil & Gas Operator followed by Service/Supply at 18% and Engineering/Construction at 16%.

**Job Type**

- Management (CEO, Pres, VP...): 66%
- Sales & Marketing: 11%
- Other: 9%
- Purchasing/Consulting: 4%
- Engineering/Technical/Geosciences: 9%
- Superintendent/Field Professional/Foreman: 1%

Well over half of attendees are decision makers (CEOs, Presidents, Vice Presidents, Executive Management).

**Attendee Feedback**

"We had 5 different operators presenting (3 Majors / 2 Independents) different perspectives of what each are targeting to grow its reserve base. Having leadership positions present for each company elevated the event to a “Must Attend” moving forward. I truly enjoyed the opportunity to speak with each presenter during the VIP Dinner, which validated the sponsorship for the event."

- North America Sales Director, Service/Supply Company

"Extremely well done. Speakers were well prepared and connected well with the audience. Subject matter was relevant and business focused."

- VP Offshore Hydrocarbons, Engineering/Construction Company

"I found the Q&A panel session at the end of the day most valuable. It was a rare opportunity to compare viewpoints from the majors and the independents. All questions came from the audience and it was quite easy to hear about something that applied to your company or situation."

- Corporate Planning Manager, Drilling Contractor

"Timely topics and focused discussions and presentations. Useful insights into the industry."

- BD & Commercial, North America, Major Oil Operator

**Overall Deepwater Executive Summit Rating**

- ★★★★★ 58%
- ★★★★ 38%
- ★★★ 4%
Deepwater Executive Summit’s focused agenda provided a superior quality delegate experience. The exceptionally well organized program delivered enlightening panel discussions which were extremely well received by the audience. Each of the distinguished speakers prepared remarks were insightful and provided timely information to better understand their companies corporate strategies in deepwater.

Key Tangible Takeaways from 2018 include:

- *Delivering the Metrics* - Value creation is now a strategic policy of the IOC’s led from a focus on value-based performance and commitment to capital discipline; higher competition for capital across their portfolios
- Focus on lower break-evens by achieving accelerated delivery at significantly reduced CapEx
- Leveraging the downturn through early mover advantage and strategic portfolio building
- A shift towards optimization of assets and focus on advantaged reserves; move away from undisciplined reserve and production growth
- IOCs are bullish on deepwater exploration with vast potential identified (Deep, Deeper and Harsh environments)

We are reaching a critical “Turning of the Tide” in the deepwater industry with Final Investment Decisions under greater scrutiny than ever before. A number of projects are starting to move forward, but the dynamics have changed and not all projects are a given.

Both Operator and Service Company executives involved in the global deepwater industry will be joining us for this unique event, it should represent an ideal opportunity for you to network with your peer group, learn about what others have to say about the evolving deepwater industry, and share your valuable and unique insights.

**2019 CALL FOR PARTICIPATION**

We are looking for high level participants for Deepwater Executive Summit 2019!

The goal of the Deepwater Executive Summit is to facilitate moving the industry forward through shared learnings, best practices, and networking amongst industry leaders.

If you work for an Operator (Major or Independent Oil Company) and are interested in participating in this year’s summit please email conferences@questoffshore.com.

**TOPICS**

The Deepwater Executive Summit explores several important topics, such as:

- What types of projects are being approved?
- What are the dynamics driving deepwater costs?
- How do costs for different deepwater basins differ, and how will deepwater continue to attract investment?
- What drives the variance in break-even costs amongst major deepwater Operators?
- How has the deepwater supply chain transitioned in the last three years, and what impact has the transition had on quality and breadth of service?

**2018 FEATURED SPEAKERS**
**Preliminary Agenda**

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<tr>
<th>Time</th>
<th>Event</th>
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<tr>
<td>7:30 - 6:30</td>
<td>Registration &amp; Badge Pick-Up</td>
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<td>7:30 - 9:00</td>
<td>Continental Breakfast</td>
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<tr>
<td>9:00 - 10:30</td>
<td>Plenary Session with Majors</td>
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<td>10:30 - 11:15</td>
<td>Coffee Break</td>
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<td>11:15 - 12:15</td>
<td>A Perspective from Independents</td>
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<td>12:15 - 1:30</td>
<td>Lunch followed by Dessert &amp; Coffee</td>
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<td>1:30 - 2:30</td>
<td>Latin America Session</td>
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<td>2:30 - 3:00</td>
<td>Coffee Break</td>
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<td>3:00 - 5:00</td>
<td>Operator Forum</td>
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<tr>
<td>5:00 - 6:30</td>
<td>Evening Reception</td>
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**Sponsorship Opportunities**

**Diamond Level - $7,500**
- Lanyards
- Event Happy Hour
- Lunch
- VIP Dinner

**Gold Level - $5,000**
- Audience Response
- Conference Padfolio & Pen
- VIP Speaker Gifts
- Water Bottles

**Silver Level - $3,500**
- Coffee Breaks
- Continental Breakfast

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**Additional Exposure through Exclusive Media Partner World Oil**

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For more information please visit www.DeepwaterExecSummit.com/Sponsor.

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