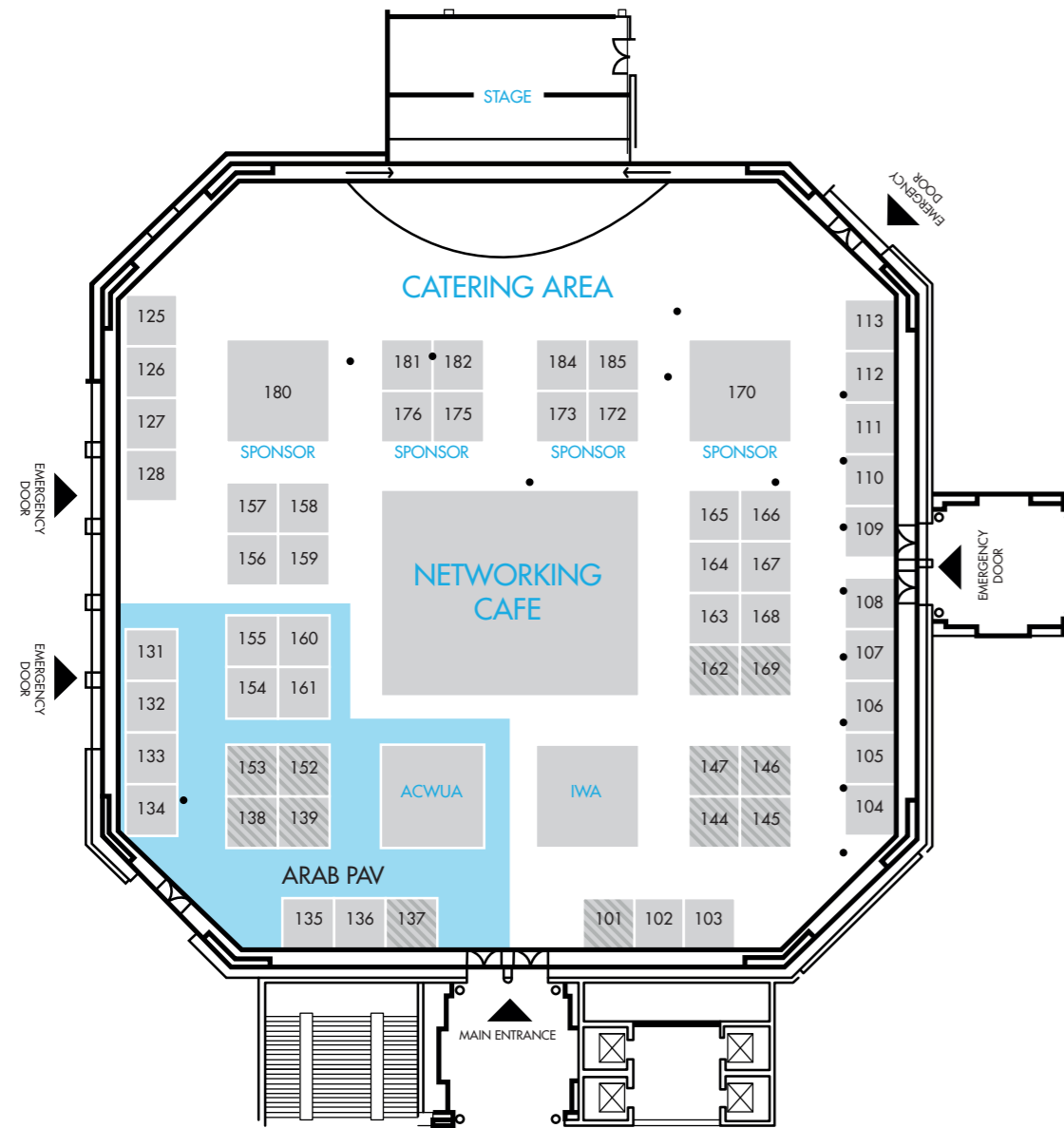


Exhibition Floor Plan



www.iwa-network.org

IWA HEADQUARTERS

Alliance House • 12 Caxton Street
London SW1H 0QS United Kingdom
Tel: +44 (0)20 7654 5500 • Fax: +44 (0)20 7654 5555
E-mail: water@iwahq.org

Company registered in England No.3597005
Registered Charity (England) No.1076690

IWA GLOBAL OPERATIONS

Anna van Buerenplein 48, 11th floor
2595 DA Den Haag • The Netherlands
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Invitation to Sponsor

Water is one of the most critical issues facing the world today, with developing and emerging economies facing some of the biggest water challenges and representing some of the biggest opportunities to get our water future right.

For companies looking to stand out as a leading brand, the Water and Development Congress & Exhibition offers a unique opportunity to profile your company and showcase your technical and service solutions amongst water professionals from over 70 countries.

Taking advantage of sustained exposure before, during and after the Congress, 60 companies sponsored or bought exhibit space at the Water and Development Congress & Exhibition in Nairobi two years ago. Building on this platform, 2015 is the opportunity for your company to take advantage of these benefits as well:

- branding of your company with comprehensive signage and merchandise
- targeted promotion by IWA to its 20,000-strong global network
- business forums to present your services, projects and case studies to a high-level audience
- international media exposure and publicity
- participation in structured networking events such as the gala evening and one on one meetings.

Principal Sponsor €40,000

Max 2 sponsors

- 18 sqm trade exhibition space
- 2 complimentary delegate registrations
- 1 corporate table at the conference gala dinner for 10 persons.
- Logo and 200-word company profile in Congress programme book and website.
- Acknowledgement in media releases.
- Logo on opening audio-visual slides at sessions.
- Links from the Congress website to your company website.
- Complimentary one A4-page B&W advert in the Congress programme book (sponsor to provide artwork)
- One item of promotional material in delegate bags
- Opportunity to organize a session for delegates at the business forum

Welcome Reception Sponsor €15,000

Evening reception attended by all delegates, only one sponsor

- Logo and 100-word company profile in Congress programme book and website
- Acknowledgement in media releases.
- Corporate display at reception venue
- Corporate decoration at reception venue
- 2 complimentary delegate registrations
- Opportunity to organize a session for delegates at the business forum

Gala Dinner Sponsor €30,000

Evening dinner attended by all delegates, only one sponsor

- Logo and 100-word company profile in Congress programme book and website
- Acknowledgement in media releases.
- Speaking opportunity at dinner
- Corporate display at the dinner venue
- Corporate decoration at the dinner venue
- One corporate table at the gala dinner (10 people)
- 2 complimentary delegate registrations
- Opportunity to organize a session for delegates at the business forum

Delegate Bag Sponsor €10,000

Only one sponsor

- Corporate design in full colour on one side of Congress delegate satchel
- 1 complimentary delegate registration

We give you the opportunity to be recognised as a serious and competitive organisation in an industry with an ever-expanding number of providers.

For sponsors, we understand that your aim is to be at the forefront of people's minds. At the Congress we want people to know that you are a water industry leader. We make sure your organisation is given VIP treatment at the many business, technical and social functions during the congress. Your brand is given extensive exposure through multiple communications channels at the congress, as well as to non-attending water professionals through IWAs Congress communications.

Sponsorship brings high profile association with IWA's Water and Development Congress & Exhibition, which is promoted to water sector professionals worldwide through trade, technical and business media.

The benefits of sponsoring or exhibiting go well beyond the congress and can help cement your products and services as the 'go-to' brand for water professionals. You will take advantage of branding rights, targeted IWA promotions, online and offline exposure through multiple communications and media channels, business forums and VIP networking.

Gold Sponsor €20,000

Max 4 sponsors

- 9 sqm trade exhibition space
- 2 complimentary delegate registrations
- Logo and 100-word company profile in Congress programme book and website
- Acknowledgement in media releases
- Logo on selected event signage
- Link from the Congress website to the company website
- Complimentary half A4-page B&W advert in the Congress programme book (sponsor to provide artwork)
- One item of promotional material in delegate bags
- Opportunity to organize a session for delegates at the business forum

Sponsorship Enquiries

Interested in tailoring our standard packages to meet your needs? We welcome your questions and discussion.

Contact: *Keith Robertson*
Tel: +31 70 315 07 81
Email: keith.robertson@iwahq.org

Water and Development Congress & Exhibition 2015



Invitation to Exhibit & Sponsor

18 - 22 OCTOBER, 2015
JORDAN
www.iwa-network.org/WDC2015



Organised with:



Gold Sponsor

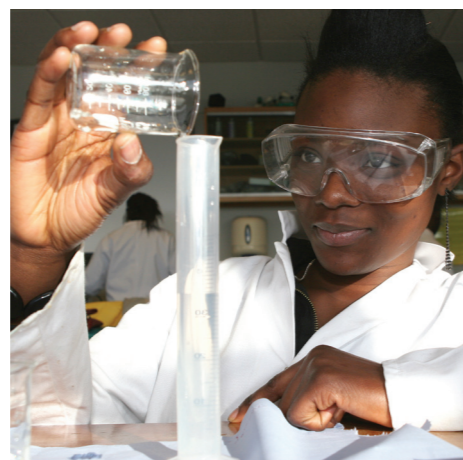
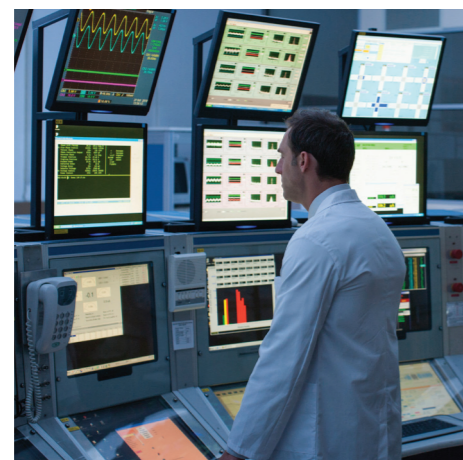


Institutional Partner



10 Reasons to Exhibit and Sponsor

- You will be joining the world's leading institutions, companies and other organisations involved in the development of clean, safe drinking water and sanitation services.
- It is a unique opportunity to be in contact with over 1000 delegates and visitors drawn from a wide range of organisations working across all aspects of the water cycle, from over 70 countries worldwide.
- Exhibiting at the world's premier water and development event will highlight your company as a leading entity in the sector
- The event will focus on emerging economies and on technologies, innovations and solutions to challenges faced in the delivery of water supply and wastewater services to low-and-middle income countries.
- There is a wide range of networking opportunities available for exhibiting organisations during the event.
- All exhibitors will be located in the main Exhibition hall where all lunch and coffee breaks will be served.
- The congress and exhibition will be attended by international media.
- Specially-tailored sponsorship and partnership opportunities are available for exhibitors.
- An opportunity to play a leading role of an inspiring event that will take place in an attractive and unique destination on the Dead Sea in Jordan.
- This leading water and development event is organised by IWA, a trusted and professional association with an excellent reputation and track record of delivering high-profile international events around the world.



Marketing & Promotion

IWA will promote this event to its worldwide network of members and associates. This will consist of pre and post-event promotion to more than 20,000 water professionals worldwide.

The organisers will promote the event through multiple communications channels, including digital channels and international, regional and local media partners.

Your organisation or company name and a 100-word description will be published in the programme book for delegates. All exhibitors will also be listed in the exhibition guide for trade visitors and on the congress website.

2009 MEXICO – 16 EXHIBITORS

2011 KUALA LUMPUR – 43 EXHIBITORS

2013 NAIROBI – 59 EXHIBITORS

2015 JORDAN – OVER 80 EXHIBITORS (EXPECTED)

Exhibition Enquiries

IWA Exhibition Management / Match+
IWA Exhibition Manager

PO Box 82327, 2508 EH The Hague
The Netherlands

Tel: + 31 70 382 0028
Fax: + 31 70 382 6814
Email: info@iwa-exhibitions.com
Website: www.iwa-network.org/WDCE2015

Sponsorship Enquiries

Interested in tailoring our standard packages to meet your needs? We welcome your questions and discussion.

Contact: *Keith Robertson*
Tel: +31 70 315 07 81
Email: keith.robertson@iwahq.org

Invitation to Exhibit

Target audience

The key target audience for the exhibition is congress delegates, water professionals from across the full water cycle from over 70 countries worldwide. The organisers expect over 1000 delegates from the sector, with a focus on the emerging economies. In addition to Congress delegates, the exhibition will attract local, regional and international trade visitors.

VISITORS (DELEGATES AND TRADE VISITORS) BY ORGANISATION TYPE / ROLE:

- Practitioners - utility managers and consultants
- Governments
- International organisations
- NGOs
- Academics
- Financial institutions



The networking hotspot during the Congress

The International exhibition floor will be the networking hotspot during the event. All lunches, coffee and tea breaks will be served in the Exhibition hall providing key opportunities to showcase your brand and to network with delegates.

Exhibitors can benefit from a discount on the congress registration fee. Being part of the congress sessions and side events you will have the opportunity to use the wider networking opportunities the Congress and Exhibition offers.

RESERVE A TIME SLOT FOR HOSTING A BUSINESS FORUM.

The Business Forums are a component of the Congress Programme and provide a series of sessions where delegates can interact with national delegations, commercial and non-commercial organizations to discuss and learn about the innovations and new developments (projects, services, research,

Who will exhibit?

Exhibitors at the 4th Water & Development Congress & Exhibition in Jordan will be:

- Technology/product manufacturers
- Water & wastewater utilities
- Knowledge & research institutes
- Non-governmental organisations (NGOs)
- Consultants
- International organizations
- International, regional and local trade media

The exhibition will host several country pavilions and will have key focus areas, for example:

- Water reuse and desalination
- Water efficiency, asset management and monitoring
- Water and wastewater treatment technologies

Water and Development Congress & Exhibition 2015



19 - 22 OCTOBER, 2015 / DEAD SEA, JORDAN
www.iwa-network.org/WDCE2015

APPLICATION FOR STAND SPACE

Company Name	
Address	
Town / City	Zip
Country	
Telephone	Mobile
E-Mail	
Website	
Contact Person	Mr. Mrs. Ms.
Position	

Exhibition Space

The undersigned hereby agrees to participate as an exhibitor in the IWA Water and Development Congress & Exhibition, to be held from **19 - 22 October, 2015 at the Dead Sea, Jordan**. The undersigned agrees to rent exhibition space or exhibition space including shell scheme, as described below and is in agreement with the Terms and Conditions as published on the website www.iwa-network.org/WDCE2015

No. of sqm. stand space incl. shell scheme: _____ sqm

Exhibition Fees in Euro (€)*

	NGOs	Knowledge Institutes	IWA Corporate Members	Non Members
Stand space per 6 sqm	1.200	1.650	2.100	2.350
Stand space per 8 sqm		2.200	2.800	3.100
Stand space per 9 sqm		2.450	3.150	3.500
Stand space per 10 sqm		2.750	3.500	3.900
Stand space per 12 sqm		3.300	4.200	4.700

Larger units available upon request

All fees include shell scheme. **Please circle the fee that applies.** *Early Bird fee: if you book your stand space before 1 March 2015, you will receive a 10% discount on the stand rental fee. * Taxes may apply.*

Shell Scheme consists of a hard wall system, fascia board with the company name and stand number, floor covering, 1 table, 2 chairs, 1 wall socket (electrical outlet) incl. electricity supply and use (standard), spotlights, waste basket, 1 counter.

Stand space applications will be considered on a first come first served basis. The available space is limited.

The following goods / services will be exhibited

Please enter a list of all products / services that will be exhibited.

Date: _____ Company stamp and signature

Name Mr./Mrs./Ms: _____

Business Nature - please indicate

- | | |
|---|-------------------------------------|
| <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Research |
| <input type="checkbox"/> Supplier / Agent | <input type="checkbox"/> Consultant |
| <input type="checkbox"/> Utility | <input type="checkbox"/> Regulator |
| <input type="checkbox"/> Knowledge provider | <input type="checkbox"/> NGO |

Exhibition Catalogue Advertisement

Yes, we would like to book an advertisement in the Exhibition Catalogue (as part of the Conference Programme Book):

- Full page / €1.500: portrait, 190 x 277mm
- Half page / €800: landscape, 190 x 136mm
- One quarter page / €500: landscape, 190 x 65,5mm

The artwork for the advertisement should be provided by the exhibitor in accordance with specifications provided by the exhibition organiser.

Bookings for advertisements will be dealt with by the organisers on a first come first served basis.

Payment Conditions for Stand Spaces

The stand rental has to be paid in the following instalments:

- 100% of the overall rental fee within 30 days of the invoicing date of the invoice
- the invoice will be sent directly following receipt of your application

Stand locations can only be considered as confirmed after payment of the stand rental and official allocation. All payments must be received by the organisers at least 5 days before the first construction day of the event.

Cancellation Conditions

- Cancellations before 1 January 2015 are liable to 10% of the rental fee (*)
- Cancellations between 1 January 2015 and 4 months to the event are liable to 50% of the rental fee (*)
- Cancellations less than 4 months to the event are liable to 100% of the rental fee (*)
- * Costs considered within the cancellation conditions are space rental fees and shell

Match+ / IWA Exhibition Management

Please keep a copy for your own records and send this form to:

Match+ / IWA Exhibition Management

Email: info@iwa-exhibitions.com

Fax: +31 70 3826814

match+

EXHIBITION | MATCH+ | IWA EXHIBITION MANAGEMENT | TRADE PROMOTION

Organised with:



Arab Countries Water Utilities Association