

VISITOR PROFILE AND STATISTICS OF OFFSHORE ENERGY 2011

OFFSHORE ENERGY 2012



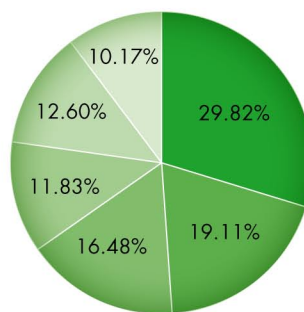
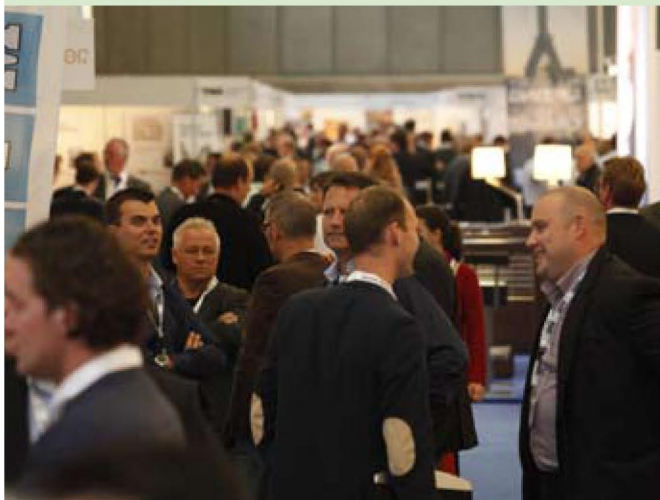
Visitor profile and statistics of Offshore Energy 2011

- The total rate of Offshore Energy by the visitors is a 7.8!
- 97% Of the visitors will definitely visit Offshore Energy again next year
- 25% Of the visitors are considering to participate as an exhibitor in Offshore Energy 2012
- 75% Of the visitors see Offshore Energy as a leading event in the offshore and energy industry



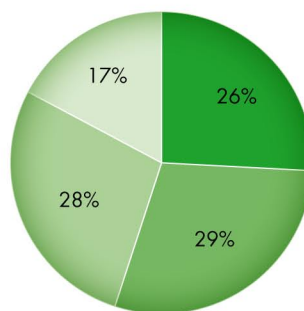
Visitors to Offshore Energy are

- National and international industry leaders
- Government officials
- Top management from key offshore and energy companies
- Purchasers, sales, supervisors, consultants, geoscientists, engineers and journalists



JOB FUNCTION OF VISITORS

Management	29.82%
Purchasing	19.11%
Sales	16.48%
Engineering	11.83%
Consultancy	12.60%
Other	10.17%



LEVEL OF DECISION MAKING AUTHORITY EXHIBITION VISITORS

Decision-maker	26%
Co-decision-maker	29%
Advisor	28%
User	17%

VISITORS' INTERESTS

Computer, hardware, software	1.86%
Contracting services	2.86%
Corrosion, abrasion control	1.67%
Dredging	4.67%
Drilling	4.46%
Exploration, production	3.30%
Instruments, control	2.58%
Lifting equipment and crane	4.99%
Marine equipment, services	6.48%
Materials	3.93%
Offshore well equipment/services	4.92%
Offshore Wind	7.55%
Oil and gas transport	4.94%
Others	1.18%
Pipelines and piping components	3.90%
Platform maintenance and decommissioning	4.38%
Power supply	2.84%
Process equipment, services	2.73%
Production	2.89%
Pump equipment, services	2.92%
Renewable energy	3.70%
Rope, wire rope, chain	1.75%
Safety, environmental protection, regulatory services	3.29%
Ships, boats, vessels, equipment	7.10%
Tools	2.33%
Transportation, communication	2.43%
Tubulars, piping	1.73%
Valves, actuators	2.60%



VISITORS' BUSINESS ACTIVITIES AND MARKETS

(Air) filtration and separation equipment	1.08%
(Subsea) design, engineering and construction	3.06%
Cabling	1.41%
Consultancy	6.34%
Dredging	3.41%
Drilling and well completion	2.37%
Engineering-Procurement-Contracting	4.50%
Exploration and Production	1.87%
Fire protection systems	1.22%
FPSO vessels and equipment	2.72%
Hardware, software and information technology	1.36%
HVAC systems	1.21%
Hydrographic, meteorological and seismic survey	0.80%
Lifting equipment and cranes	3.49%
Offshore contracting	4.41%
Offshore oil and gas E&P	5.80%
Offshore suppliers	7.08%
Offshore wind	5.85%
Other	7.87%
Personnel services	2.74%
Pipeline inspection and maintenance	1.95%
Pipelines and piping components	2.95%
Platform maintenance and decommissioning	2.33%
Professional services, training and recruitment	1.36%
QHSE	1.44%
Renewable energy	3.09%
Repair and conversion	3.23%
Reservoir and production monitoring	0.24%
Rigbuilding	1.03%
Rock dumping	0.76%
Rope access	0.70%
ROVs and dive support	1.41%
Safety products/equipment	2.14%
Shipbuilding	4.84%
Transport and storage	3.92%

