

TowerXchange Meetup MENA

A senior-level networking opportunity with leaders of the Middle East and North Africa telecom tower industry



To discuss your participation, contact Sarah on +44 (0) 7714 775 700 or email skerr@towerxchange.com

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What is TowerXchange Meetup MENA?



TowerXchange Meetup MENA is going virtual, creating the world's only digital meeting place to interact with key decision makers and leaders from the MENA passive telecom infrastructure industry.

TowerXchange began our Meetup MENA in 2019 as an annual retreat for the top MENA telecom infrastructure elite. We will once again unite the industry, this time online, to bring high-calibre content, industry analyses and networking to the community - in the safety and convenience of a digital platform brought straight to your home office.

✓	Days of live discussion and Q&A with CXOs and VIPs managing MENA's passive infrastructure
✓	Video-chat roundtables connecting you with peers, partners and clients on the issues that matter most
✓	One-to-one messaging and meeting scheduling with all Meetup attendees
✓	Virtual exhibition with product demos, expert podcasts, live chat and interactive booths and meeting spaces

Past TowerXchange Meetup MENA attendees include:



TowerXchange enables access to the entire MENA telecom infrastructure ecosystem

The TowerXchange Meetup MENA responds to the current challenges by going virtual, a format that allows for:

- Interaction with a broader audience, deeper reach down the org chart and through operational functions
- Topical tracks and themed sessions tailored to cater to very specific audiences
- Complimentary registration for MNOs and towercos

Register today to join the community!

TowerXchange Meetup MENA 2020 at a glance



Industry breakdown



■ Towercos 31%

■ Energy equipment providers 18%

■ Advisory and investors 15%

■ ESCOs and MSPs 9%

■ MNOs 8%

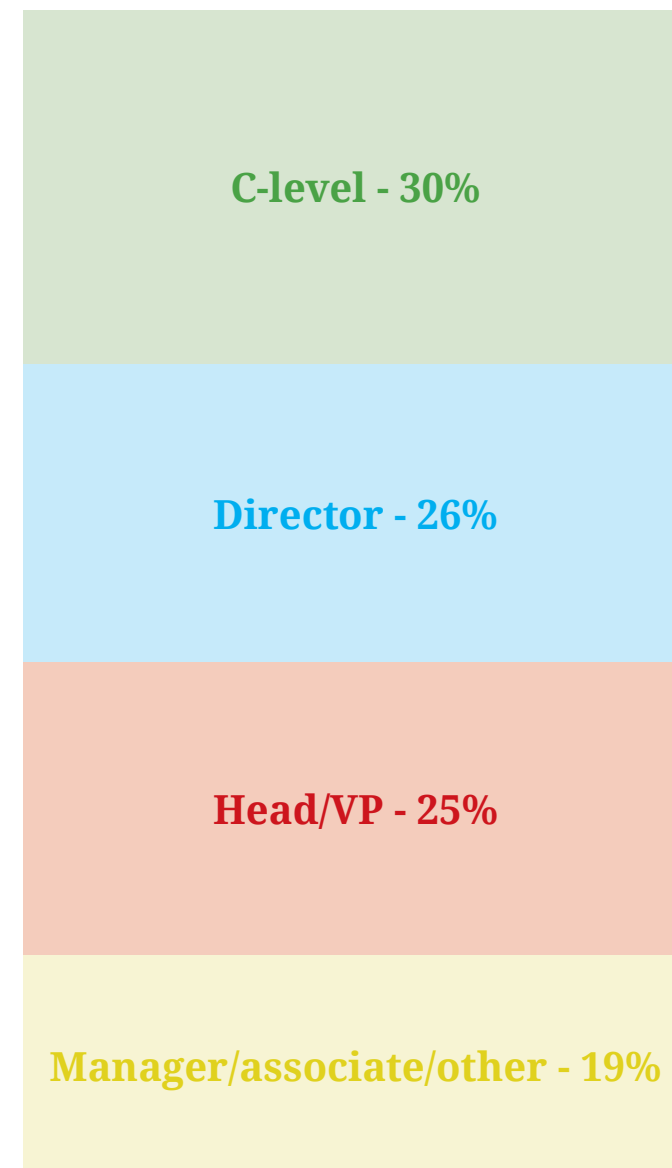
■ Data collection and utilisation 8%

■ Static assets and accessories 6%

■ OEM, satellite and active equipment 3%

■ Regulator 2%

Seniority breakdown



A packed out agenda and interactive sessions including:



23

Interactive roundtable discussions



4

Closed-door sessions



47

Speakers



8

Panel discussions



1

Networking dinner

Sponsors and exhibitors benefitted from:



Interviews & exposure in 200 special edition books



4 invitation-only closed-door sessions



1:2 buy-side: sell-side ratio



Exclusive pre-event briefings and access



Branding to 210 attendees over two days

Agenda



Five tracks | Keynote presentations and panels | Interactive roundtables | Invitation only sessions

CXO track:

High-level perspectives on the outlook for the industry and how companies are strategising for the future

Detailed coverage of the key players, rollout plans and operational challenges:

Towercos and MNOs will discuss their day-to-day challenges, points of presence growth, carve-outs and M&A.

Industry keynotes:

Telecom infrastructure innovators and regulators will deliver presentations on their financial performance, strategic vision and future plans

Closed door sessions and workshops:

Invitation-only sessions where MNO and towerco technical and operational teams present and answer Q&A on their priorities and procurement strategies

Market overviews:

In-depth insights on top markets:

- Saudi Arabia
- Egypt
- Pakistan
- Kuwait
- Oman

Innovation showcase:

How the advent of 5G is reshaping the business, and how new services and new assets are forcing a rethink at the top for towercos

What new services do network owners want from towercos in light of 5G?

How can towercos move into C-RAN, edge computing and neutral host models?

Standardising and expanding inbuilding solutions, smart city solutions and non-typical typologies

Energy and operations track:

Tackling the industry's biggest cost drivers: how can energy and operations

Greening the Network: what is the role of renewables and hybridisation in MENA?

Security and site monitoring innovations for new towerco sites

Closed door sessions: Invitation-only sessions where MNO and towerco technical teams discuss procurement priorities

Data Collection & Utilisation track:

TowerXchange's industry-leading working group brings together data and analytics leaders from across the world

How can towercos automate their operations and internal processes?

What is the potential of digital twins for revenue protection, maintenance improvement and network planning?

How do RMS and asset monitoring systems need to be upgraded to keep pace with changing technology?

Financial track:

Deal flows, regional capital trends and new commercial structures

How are towercos using their favourable valuations to raise equity and debt?

Investor perspectives on towercos' diversification and new revenue streams

Hedging against active sharing, new contracts for power and land right management

TowerXchange Meetup MENA confirmed speakers



Virtual event: 30th - 31st March 2020

Eng. Mohammed Alhakbani, CEO, TAWAL
Steve Howden, Deputy CFO, IHS Towers
Kamil Hilali, Chief Strategy Officer, Zain Group
Tom Greenwood, COO, Helios Towers
Stelios Savvides, CTO, Vodafone Oman
Fadi Shanaah, Senior Director - 5G, IoT, Smart Cities and Digital Transformation, Etisalat
Majid Al-Kharoosi, Managing Director, Oman Tower Company
Steve Harris, CEO, Paradigm Infrastructure
Fawad Haider, VP, Mergers, Acquisitions and Strategic Projects, Jazz
Gayan Koralage, Director Group Strategy, edotco
Mateen Tariq, CTO, Enfrashare
Mohammed AbuMansour, GM, Access Design, Mobily
Ayman Alharbi, Director of IT, the Red Sea
JoAnna Esty, Director/Advisor, Infrastructure, Transportation and Smart Cities (County Planning and Zoning), Royal Commission for AlUla
Saeed Alshehri, Chief Operating Officer, TAWAL
Richard Ltaif, Chief Strategy & Governance Officer, TAWAL
Abdulrahman AlMoaiqel, Chief Commercial Officer, TAWAL
Mohammed H. Alkussayer, General Manager, Technology & Innovation, TAWAL
Omar AlRasheed, General Manager, Commercial Planning & Development, TAWAL
Abdulrahman Al Moaiqel, Chief Commercial Officer, TAWAL
Bachir Estephan, Innovation Director, IHS Towers

Juliet Sotnick, VP, Procurement, IHS Towers
Gordon Porter, VP, Operation, IHS Towers
Roy Cursley, Director of Technology and Delivery, Helios Towers
Lara Coady, Head of Performance Engineering, Helios Towers
Jeff Schumacher, Commercial Director, Helios Towers
Chuck Green, Non-Executive Director and Advisor, Frontier Towers, edotco and Vantage Towers
Sajid Mahmood, Commercial Director, Associated Technologies Ltd
Rob Middlehurst, VP, Regulatory Affairs, Etisalat
Yildiray Orneki, Network Infrastructure Manager, Turkcell
Ahmed AlSharif, VP Engineering, ITC
Moustafa Sobh, North Africa Advisor, Paradigm Infrastructure
Samuel Tanon, Operations Director, Oman Tower Company
Saad Waraich, Group CTIO (Operations), PTCL
Hussein Abdulkader, COO, Asia Consultancy Group
Hisham Al Sabry, Group Head of SHERQ, Eastcastle Infrastructure
Jonathan Atkin, Managing Director, RBC Capital Markets
Gulfraz Qayyum, Managing Director, TMT, EMEA, Citi
Alexandre Lucas, Executive Director, Goldman Sachs
Walid Saleh, Regional Director, Aubren
Caroline Gabriel, Principal Analyst, Analysys Mason
Laura Graves, Head of Global Content & Research, TowerXchange
Matthew Edwards, Head of Research, MENA, TowerXchange

TowerXchange Meetup MENA agenda

All times: Gulf standard time



Day 1 - Tuesday 30th March 2020

09.00 TowerXchange introduction to the MENA tower market
Matthew Edwards, Head of Research, MENA, TowerXchange

10.00 Keynote interview
Eng. Mohammed Alhakbani, CEO, TAWAL

11.00 CXO Panel Discussion: What comes next for MENA's telecom tower market?

- Which new markets are ripe for sale and leaseback or organic expansion?
- How can we ensure a healthy telecom tower ecosystem in the region?
- Is the region ready for the entrance of digital infracos?
- How can towercos help support the unique operational challenges of the region?
- How can the industry help meet record demand for PoP growth?

Tom Greenwood, COO, Helios Towers
Richard Ltaif, Chief Strategy & Governance Officer, TAWAL
Steve Harris, Co-Founder and CEO, Paradigm Infrastructure
Steve Howden, Deputy CFO, IHS Towers

12.00 Panel Discussion: Finding value in passive infrastructure and delivering 5G

- How are 5G rollouts progressing in MENA? Are investments earning the desired returns?
- What strategies are getting the most value from telco's passive infrastructure?
- What will be the role for infrastructure sharing in reducing the total cost of networks?
- What will drive the next wave of 5G investment: consumers, regulators or private networks?
- What new site typologies and services do dense and heterogeneous 5G networks require?
- Does 5G's high capex require digital infracos or NaaS partners

for full rollout?
Kamil Hilali, Chief Strategy Officer, Zain Group
Majid Al-Kharoosi, Managing Director, Oman Tower Company
Abdulrahman AlMoaigel, Chief Commercial Officer, TAWAL

13.00 Networking Break

14.30 Interactive Roundtables and Working Groups
Our famous interactive roundtables in digital format; 30 minute discussions by industry leaders are followed by an open format of facilitated digital discussion. Listen in or join in, it's up to you.

1A: Data Collection and Utilisation Working Group
Lara Coady, Head of Performance Engineering, Helios Towers
Caroline Gabriel, Principal Analyst, Analysys Mason
Laura Graves, Head of Global Content & Research, TowerXchange
Mohammed H. Alkussayer, General Manager, Technology & Innovation, TAWAL

1B: Is regulation of towercos evolving in the right direction?
Richard Ltaif, Chief Strategy & Governance Officer, TAWAL
Rob Middlehurst, VP, Regulatory Affairs, Etisalat
Chuck Green, Non-Executive Director and Advisor, Frontier Towers, edotco and Vantage Towers

1C: Cell site power management in MENA
Walid Saleh, Regional Director, Aubren

1D: Towerco governance and MNO relationships in MENA
Yildiray Orneki, Network Infrastructure Manager, Turkcell

1E: Oman
Majid Al-Kharoosi, Managing Director, Oman Tower Company
Stelios Savvides, CTO, Vodafone

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1F: Egypt's new towerco landscape

Moustafa Sobh, North Africa Advisor, Paradigm Infrastructure

1G: Closed door session: IHS Towers

Closed-door sessions are invitation only briefings by the industry's leaders, access available only to sponsors and selected invitees.

Bachir Estephan, Innovation Director, IHS Towers

Juliet Sotnick, VP, Procurement, IHS Towers

15.30 Networking Break

16.00 Panel discussion: What is the role of infracos in smart city and megaproject development?

- Surveying the US\$1trn dollar projects of The Gulf: Smart cities, sports, oil and more
- Understanding connectivity's pivotal role in each projects' Master Plan
- How can starting from scratch change the dynamics for the infraco business model?
- What is the route to market for infracos collaborating on megaprojects?
- What contracts should govern infracos managing a smart city's networks?
- Temporary and permanent sites for connectivity during construction

Abdulrahman AlMoaiqel, Chief Commercial Officer, TAWAL

JoAnna Esty, Director/Advisor, Infrastructure, Transportation and Smart Cities (County Planning and Zoning] Royal Commission for AlUla

Fadi Shannah, 5G, IoT, Smart Cities & Digital Transformation expert, Sr. Director, Etisalat

Ayman Alharbi, Director of IT, the Red Sea

16.45 End of day one and networking session

Day 2 - Wednesday 31st March 2020

10.00 Panel discussion: Improving operational efficiency and site performance

- Where can lessons from COVID-19 be applied to enhance efficiency?
- How can digitisation best help improve network efficiency and the automation of sites?
- Can IoT analytics and predictive maintenance produce a step change in site performance?
- What is holding back wider adoption of digital twin technology in telecoms?
- How can the industry improve its back office performance?
- Should legacy equipment be run down or should we move to new systems immediately?

Saeed Alshehri, Chief Operating Officer, TAWAL

Lara Coady, Head of Performance Engineering, Helios Towers

Samuel Tanon, Operations Director, Oman Tower Company

Alistair Munro, CEO, Ryse Energy

Gordon Porter, VP, Operation, IHS Towers

11.00 Panel discussion: Supporting Pakistan's growing telecom market

- Will sale and leasebacks enable a towerco to reach scale in Pakistan?
- To what extent will operators move to completely outsource network building to towercos?
- What towerco offering is key to enable 4G network densification?
- Can RANsharing or alternative business models help open up rural Pakistan?
- Will the ESCO model take root in Pakistan?

Fawad Haider, VP, Mergers, Acquisitions and Strategic Projects, Jazz

Sajid Mahmood, Chief Commercial Director, Associated Technologies Ltd

Mateen Tariq, CTO, Enfrashare

Saad Waraich, Group CTIO (Operations), PTCL

12.00 Closed-door session: TAWAL

Closed-door sessions are invitation only briefings by the industry's

TowerXchange Meetup MENA agenda

All times: Gulf standard time



leaders, access available only to sponsors and selected invitees.

13.00 Networking Break

14.30 Interactive Roundtables and Working Group

Our famous interactive roundtables in digital format; 30 minute discussions by industry leaders are followed by an open format of facilitated digital discussion. Listen in or join in, it's up to you.

2A: Greening the Network Working Group

Power strategies for improved network resilience
Matthew Edwards, Head of Research, MENA, TowerXchange
Bachir Estephan, Innovation Director, IHS Towers
Esben Overgaard Hansen, Business Development Manager, SerEnergy
Henrik Sundh, Director Product & Applications - Energy Systems EMEA, Enersys
Stuart Kelly, VP Market Development, Bladon Micro Turbine

2B: Rural connectivity

Hussein Abdulkader, COO, Asia Consultancy Group
Alistair Munro, CEO, Ryse Energy

2C: Investor perspectives on towercos' diversification and new revenue streams

Jonathan Atkin, Managing Director, RBC Capital Markets
Gulfray Qayyum, Managing Director, TMT, EMEA, Citi
Alexandre Lucas, Executive Director, Goldman Sachs

2D: Lean Six Sigma and Machine Learning in the telecom industry

Hisham Sabry, Group Head of SHERQ, Eastcastle Infrastructure

2E: Saudi Arabia

Ahmed AlSharif, VP Engineering, ITC
Mohammed AbuMansour, GM, Access Design Mobily

2F: Closed door session: Helios Towers

Closed-door sessions are invitation only briefings by the industry's leaders, access available only to sponsors and selected invitees.

Roy Cursley, Director of Technology and Delivery, Helios Towers

15.00 Networking Break

16.00 Panel discussion: Transitioning to digital infracos

- What new services do network owners want from towercos in light of 5G?
- How can towercos move into C-RAN, edge computing and neutral host models?
- Standardising and expanding in-building solutions, smart city offerings and non-typical typologies
- How should towercos and MNOs approach new business models like Antenna as a Service and Network as a Service?
- Are towercos better placed to offer private networking and wholesale connectivity than MNOs?
- How will towercos be viewed by investors if they become broad digital infrastructure owners?

Gayan Koralage, Director Group Strategy, edotco
Omar AlRasheed, General Manager, Commercial Planning & Development, TAWAL
Jeff Schumacher, Commercial Director, Helios Towers
Hussein Abdulkader, COO, Asia Consultancy Group

Sponsors and exhibitors



Diamond Sponsor



TAWAL

Our ICT-dominated society promotes a persistent need among businesses and end users to be connected. Latest wireless technology, like the 5G and the IoT, necessitate the existence of compatible ICT infrastructure. At the heart of this transformation lies a macro network groundwork, namely telecoms towers, which are expected to continue to be the core of wireless networks and supply wide area coverage for a growing number of mobile network users. The leading Saudi telecommunications tower company, TAWAL, offers advanced ICT infrastructure solutions for the ICT sector to support your business through the technology transformation.

For more information regarding TAWAL, visit:

<https://tawal.com.sa>

Sponsors and exhibitors



Gold Sponsors



Bladon

Bladon is a pioneer in the design, development and manufacture of Micro Turbine Gensets (MTGs) - using high-speed, ultra reliable, low noise and clean-burning microturbines together with patented air-bearing and heat exchanger technologies that's transforming distributed power generation.

Bladon is the world's first manufacturer of microturbine gensets for the telecom market. Providing up to 12kW of power the Bladon MTG has once a year service intervals, fuel flexibility to use diesel or kerosene blends, secure packaging and reduced environmental impact. The Bladon MTG is the world's first EURO V emission standard compliant 12kW diesel genset and uses no engine oils or liquid coolants thanks to its one moving part and air bearings technologies.

This clean, quiet, and cost effective power solution is already reducing monthly operational costs for mobile networks, TowerCos and ESCO's in Africa today!

www.bladonmt.com



EnerSys

Surging bandwidth demand led by 5G and small cell deployment is transforming the communications network. Through compact, high efficiency rectifiers and intelligent controllers, enclosures with cutting-edge thermal management, and a broad range of energy storage options, EnerSys® is focused on the entire network power ecosystem.

Our services include site planning and engineering, installation and commissioning, as well as after-market services, such as facility management and preventative maintenance. EnerSys® is uniquely positioned to provide solutions that are tailored to our customers' needs, assisting them in lowering energy and OPEX costs while maintaining the world-class network reliability we've come to depend on.

<https://www.enersys.com/en-gb/industries/communications-networks/>



IHS Towers

IHS Towers is one of the largest independent owners, operators and developers of shared telecommunications infrastructure in the world by tower count, with more than 28,700 towers across nine markets. IHS Towers continues to grow and develop its existing positions and offerings in Brazil, Cameroon, Colombia, Côte d'Ivoire, Kuwait, Nigeria, Peru, Rwanda and Zambia.

For more information, please our website:
www.ihstowers.com

Sponsors and exhibitors



Gold Sponsors



Ryse Energy

We are global leaders in hybrid renewables for telecom sites with the aim of reducing OPEX by displacing diesel consumption. With mobile network operators, telecom tower companies and the wider telecom tower industry spend over \$19 billion on diesel fuel per year - Ryse Energy has an extensive portfolio of on and off-grid energy systems, utilizing both our bespoke wind turbine technology, solar power systems and battery storage.

As the industry leader in hybrid renewables for the telecoms sector, Ryse Energy has worked in partnership with several major MNO's including Telefonica, Seintec MTN and Vodafone to deliver reliable, clean energy. Using a hybrid energy system at these sites ensures a reliable and more consistent electricity supply to telecommunication towers.

www.ryse.energy



SerEnergy

SerEnergy is a world-leading supplier of power solutions based on methanol fuel cell systems, from our Danish headquarter offering a global footprint through sales offices and partner network. Serenergy's technology platform offers a reliable power system for on- and off grid stationary applications such as telecom, with low service need and remote monitoring. On top of that it offers huge benefits such a co2 reduction, low noise and complete removal of NOX/SOX emissions. All in all the systems can be used and adapted to any installation in urban or rural areas, indoor or outdoor - on rooftops or street corners - with renewable energy solutions such as solar or wind or simply standalone. Finally, a solution where the preference of the customers is the limiting factor.

www.sereenergy.com

Bronze Sponsors



BSS Engineering

As a global engineering provider of telecoms infrastructure solutions and services, we strongly work with our customers to reduce their capex, to increase revenues and to open new opportunities in the business. We have a multidisciplinary team working in worldwide projects to optimise value on customers' tower portfolio. Headquartered in Porto, Portugal, BSS Engineering have strong capabilities in telecoms infrastructure consultancy, steelwork, structures, and technology improvements. We work with MNO's and Towercos to overtake the next tower infrastructure challenge and to provide highly qualified tower engineering services and solutions.

www.bsse.pt

Sponsors and exhibitors



iLOQ

iLOQ is a rapidly growing Finnish company that is leading the technological revolution in the locking industry. iLOQ replaces mechanical/electromechanical locking systems with environmentally friendly, battery - and cable-free systems that solve the problems of lost, copied or unreturned keys, reduce lock maintenance and minimize lifecycle costs.

iLOQ provides smart locking and secure access to buildings and spaces used daily and caters to the needs of the telecom industry, critical infrastructure and power generation/harvesting sectors with mobile and digital systems for efficient access sharing and management. iLOQ is making life more accessible for both access rights administrators and end users.

www.iloq.com



Infozech

Infozech is an IT solution partner serving large Tower Companies and large Telecommunication

Operators embedded with its deep domain understanding of telecom -tower infrastructure business and ability to understand the client's business processes and convert them into efficient workflows for automation. We do this with our proven Software Modules, customization capabilities, services and consultancy, in the Tower Domain business.

We enable operators of telecom-towers infrastructure to improve their financial performance and enhance their end-customer experience. We do this by optimizing and reducing the cost of operations and maintenance, energy and businesses processes. We utilize our deep understanding of their current and future needs and satisfy them based on our profound expertise of the infrastructure, customizable modules of our module suite and integrate them with embedded IT systems and hardware. By accelerating information flow, we provide meaningful insights for smart, actionable decisions. We deliver business solutions, specific to customer's core business functions using latest technologies, library of validated domain specific system/modules, operational procedures and process flows. We help improve telecom and tower companies' responsiveness, agility and ability to a faster turnaround to their stakeholders, building enduring relationships based on trust.

www.infozech.com



IPT PowerTech

IPT PowerTech Group is a leading full-fledged energy systems integrator, and complete energy-efficient solutions provider; offering the Largest portfolio of customized telecom hybrid solutions worldwide with advanced inhouse solutions development and manufacturing capabilities. IPT Powertech Group is also a complete telecom infrastructure solutions provider combining telecom services expertise with managed services proficiencies with more than 4,500 specialists on board across Middle East, Africa and South East Asia. Through our unique model, coupling our innovation in energy savings solutions along with our telecom infrastructure services expertise we have developed to become the largest T-ESCO globally with more than 10,000 sites under full management, where power is sold as a service on full or partial OPEX model basis.

www.iptpowertech.com

Sponsors and exhibitors



Exhibitors



BASE Technologies

BASE Technologies is one of the leading global power backup solution providers in South East Asia. We are also working on developing our business in Africa and Middle East region. Our state-of-the-art Lithium-ion battery along with passive infrastructure for power backup in telecom industry sets us apart from competitors.

From its inception in 2012, BASE Technologies flourished under the leadership of its founders. The young company prospered quickly gaining a reputation for innovative solutions and superior service.

With a diverse client portfolio of Telecom Operators, Towercos and other industries, we envision being one of the strongest integrated providers of a wide range of power backup solutions. Our own brand of Lithium Ion Battery & Optical Fiber cable enables us to customize & serve our clients better than others.

<https://base-technologies.net>



ieng Group

I engineering Group provides end-to-end engineering infrastructure solutions to the telecommunications and power industries across Africa, the Middle East and Southeast Asia. Employing a dynamic and personal approach, we have grown rapidly since our inception in 2007 and are now operational in 19 countries: Afghanistan, Algeria, Cameroon, Central African Republic, Chad, Congo, DR Congo, Ethiopia, Ghana, Guinea, Kenya, KSA, Lebanon, Liberia, Myanmar, Nigeria, Pakistan, Philippines and Uganda. We offer O&M services on one hand (Active and Passive) as well as Full Turnkey Site Builds and Fiber Optic. Today, we maintain over 21,000 sites for Africa's largest MNOs and all 3 towercos.

<http://www.ieng-group.com>



Morningstar Corporation

Morningstar Corporation is a world-leading supplier of solar charge controllers & inverters,

with over 4 million units installed in over 100 countries. Morningstar's products have been recognized in international solar markets as the most advanced and highest quality products available. We have been recognized in international solar markets as the most advanced and highest-quality products available. Our products exceed all other PV controllers & inverters for protection against extreme environments, corrosion, lightning surges and harsh ambient operating temperatures (common to remote PV systems) - all while delivering more than twice the industry's average operating life.

www.morningstarcorp.com

Tower  Xchange

TowerXchange Meetup MENA

30-31 March 2021, Virtual Event

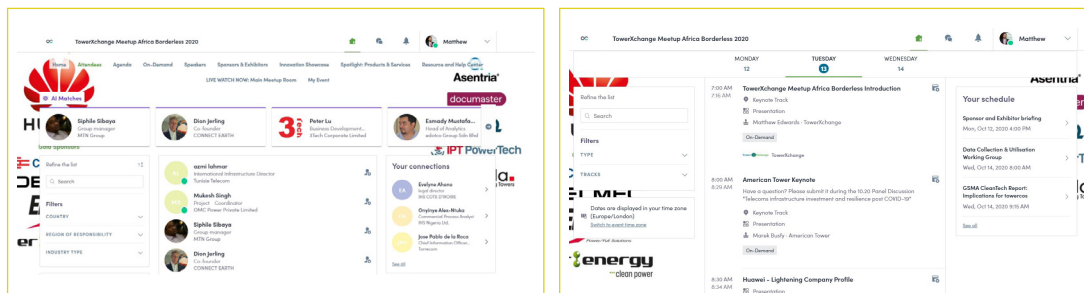
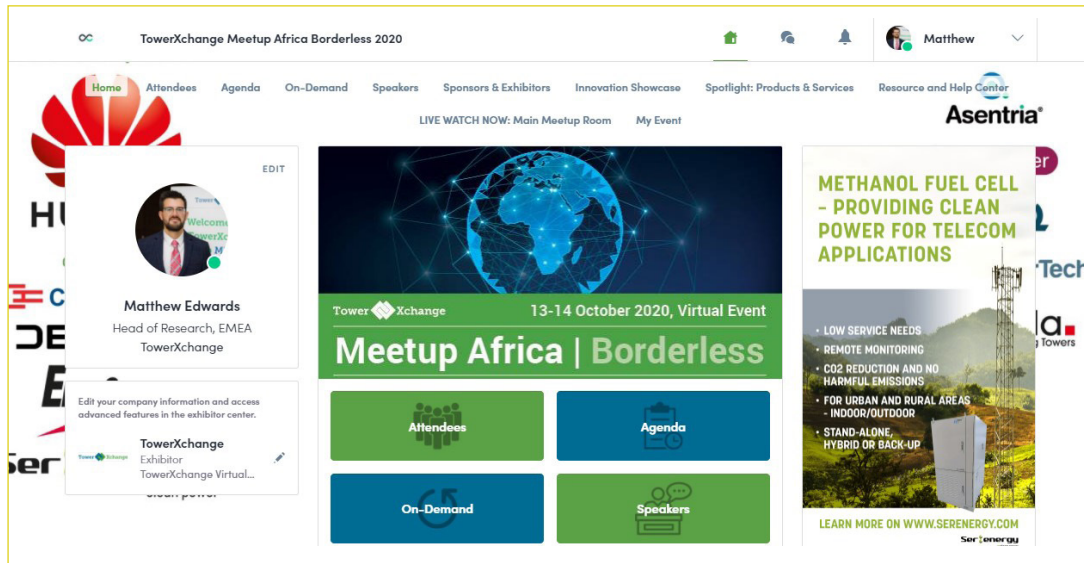
A senior-level networking opportunity with leaders of the Middle East and North Africa telecom tower industry

To discuss your participation, contact Sarah on +44 (0) 7714 775 700 or email skerr@towerxchange.com

Sponsorship and exhibition opportunities at TowerXchange Meetup MENA



TowerXchange Meetup MENA enables you to catch-up on months of missed travelling, client visits and business development meetings through a single platform. Removing the travel barriers and travel costs of attendance, we are expecting record attendance from across MENA, and you will need to find a way to stand out from the crowd.



Opportunities include:

Branding

- Prominent branding on virtual event lobby, auditorium and more
- Extensive pre and post event marketing campaign to TowerXchange's database of 44,000+ communications infrastructure contacts
- Exposure on the TowerXchange website, with 550,000+ annual page views

Thought leadership

- Host a podcast and live chat on your stand
- Join a roundtable or panel with industry experts
- Arrange an interview in the TowerXchange journal

Lead generation

- Intelligent booth analytics: who visited your stand and what did they do?
- One-to-one messaging and live video chat at your booth
- Personalised introductions to key stakeholders

Contact Sarah Kerr, Global Head of Sales, to discuss the opportunities available

T: +44 (0) 7714 775 700 E: skerr@towerxchange.com

Sponsorship and exhibition packages



Contact Sarah Kerr to discuss the range of opportunities available and how to tailor your package to meet your business development and marketing goals: skerr@towerxchange.com

	Exhibitor	Bronze	Gold	Diamond
Access to live and on demand presentations, panels, and roundtable sessions	✓	✓	✓	✓
Access to sponsor and exhibitor area	✓	✓	✓	✓
Access to attendee list and direct message facility	✓	✓	✓	✓
Dedicated Sponsor/exhibitor platform page with visitor analytics and lead generation capability	✓	✓	✓	✓
Advanced meetup scheduling capability for you and your team on your sponsor/exhibitor webpage	✓	✓	✓	✓
Live 1:1 video meeting capability on sponsor/exhibitor webpage	✓	✓	✓	✓
Content hosting for brochures and documents on sponsor/exhibitor webpage	✓	✓	✓	✓
Podcast/product video on webpage	✓	✓	✓	✓
Listed as a Sponsor or exhibitor in the Prospectus and Special Edition Journal	✓	✓	✓	✓
Pre-event, in-event, and post-event branding	Select Areas	Select Areas	Multi area	Multi area - prominent
Pre event briefing on potential target clients	✓	✓	✓	✓
Logo on registration pages		✓	✓	✓
Product demo in Innovation Showcase	✓	✓	✓	✓
60 second Lightning company profile to be played between Meetup Sessions		✓	✓	✓
Interview in a TowerXchange Journal		✓	✓	✓
Banner Advert on event platform			✓	✓
Advertisement in TowerXchange Journal		✓	✓	✓
Column Advert on platform			✓	✓
Push notifications			✓	✓
Bespoke branded landing page with lead gen capture			✓	✓
Speaking Opportunity			✓	Keynote +1 other
Content driven eShot to all attendees			Post Event	Pre & Post event
Delegate passes	1	2	3	Unlimited

