

Connecting Medical Professionals with Industry Solutions

The American Society of Metabolic and Bariatric Surgery and The Obesity Society present ObesityWeek 2018, where industry and the medical and scientific community connect to share solutions,advance treatment, and provide for the care and health maintenance of the adults and children impacted by obesity.

ObesityWeek is the largest conference of its kind in the world, providing an unmatched multi-track schedule with:

- ➡ An interactive Exhibit Hall
- Pre-conference courses
- Oral abstract and poster presentations
- Interdisciplinary research, education sessions and policy programming
- Hands-on skills labs
- Keynote speakers
- ➡ Industry-sponsored symposia
- And much more!

Join us in Nashville and connect with nearly 4,000 obesity professionals.

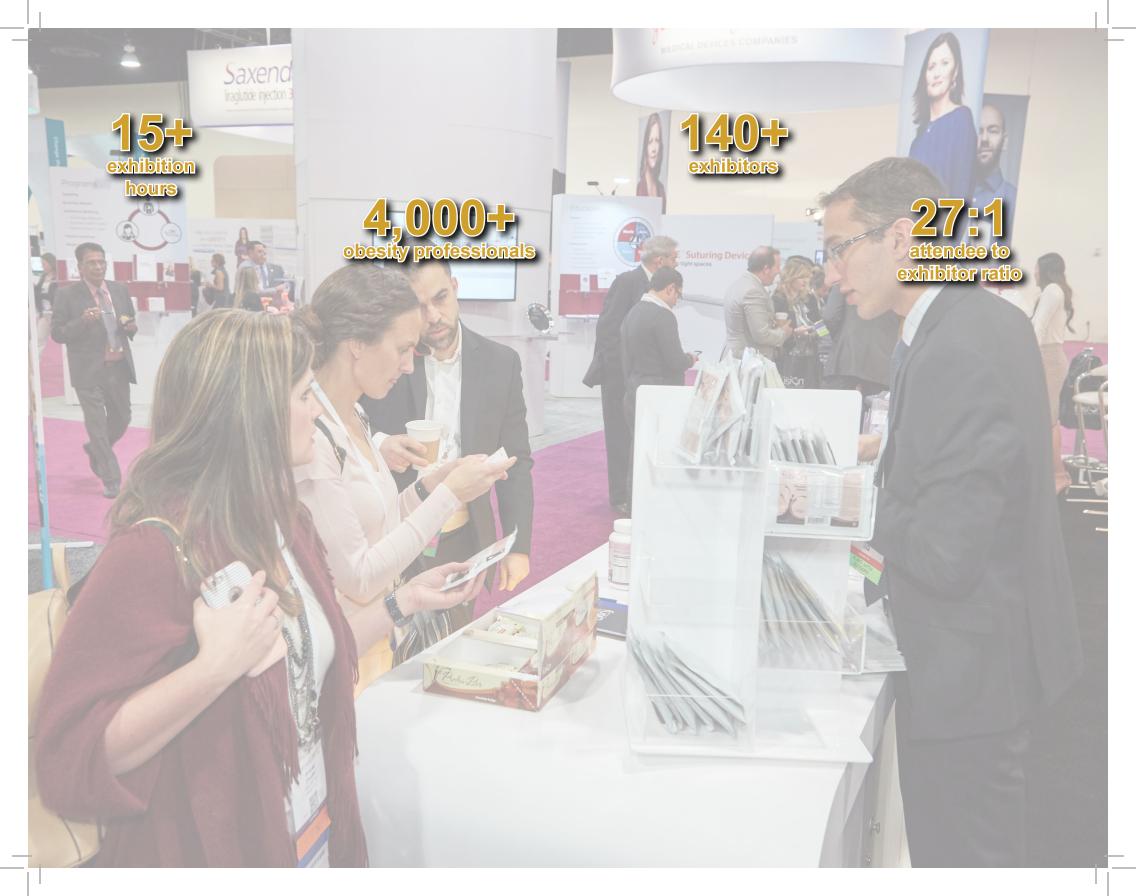
Secure your booth today!

Contact me to discuss your exhibit and sponsorship goals:

Merle Zappan Exhibit and Sponsorships 856-302-0884 "Attending ObesityWeek was a great opportunity for our innovative, young company. We found those attending to be interested in finding new information and products for the benefit of their patient and clientele. We see ObesityWeek as a growth event and a perfect way to meet potential customers."

~ Livliga

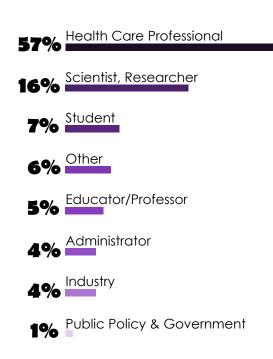




Demographics

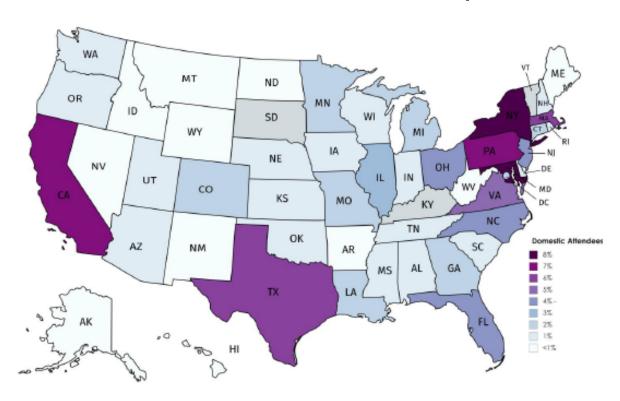
ObesityWeek caters to a wealth of occupations and specialties surrounding obesity research, treatment, and prevention. Among our attendees, you'll find surgeons, researchers, and healthcare professionals with an interest in adult and childhood obesity.

Attendee Professions*



81% of attendees are domestic

OW17 Domestic Attendee Heat Map*

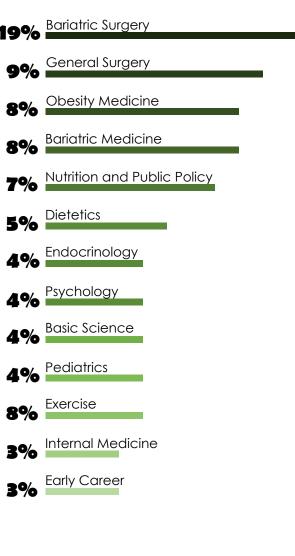


^{*} All data is self-reported and compiled from final registration at ObesityWeek 2017

Demographics

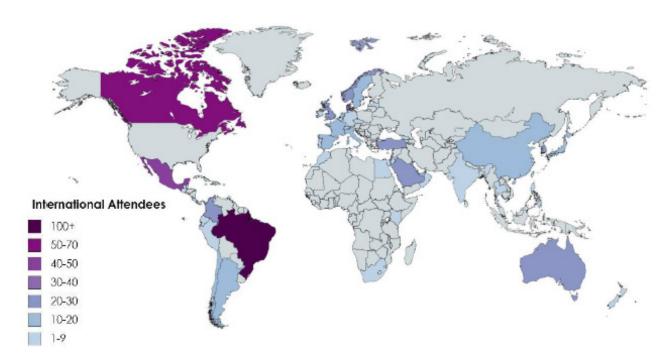
Attendee Specialties*

Connect and collaborate with world-renowned obesity professionals.



19%

OW17 International Attendee Heat Map*



^{*} All data is self-reported and compiled from final registration at ObesityWeek 2017

of attendees are international

Reach a Growing Market, on a Global Epidemic

More than 33% of American Adults are Obese¹

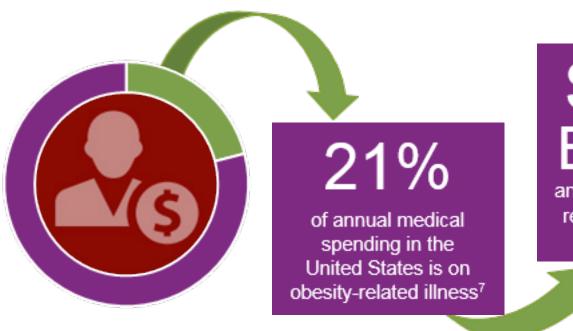
This rate has tripled from 19602



More than 17% of American Children Are Obese³

Nearly 13 million children and adolescents are affected⁴





\$200 Billion annual health costs related to obesity in the U.S.8

- 1 https://asmbs.org/resources/obesity-in-america
- 2 https://asmbs.org/resources/obesity-in-america
- 3 https://www.cdc.gov/nchs/products/databriefs/db219.htm
- 4 https://www.cdc.gov/obesity/data/childhood.html
- 5 http://www.who.int/mediacentre/factsheets/fs311/en/
- 6 http://www.who.int/mediacentre/factsheets/fs311/en/
- 7 http://www.obesitycampaign.org/obesity_facts.asp
- 8 http://www.obesitycampaign.org/obesity_facts.asp



Advancing the Profession

Include representation from your entire corporate structure in your sales and marketing strategy to ensure you reach the entire scope of obesity prevention and treatment. Engage professionals seeking solutions and tools to improve patient care, foster collaborative discussions that transcend into long-lasting partnerships, and receive immediate feedback from the professionals who use your products daily.

Sales Teams Will:

- Engage with nearly 4,000 obesity professionals
- Generate new leads and sales
- Strengthen relationships with current clients

Brand Teams Will:

- · Drive interest and visibility
- Re-energize your brand
- Increase brand awareness

Marketing Teams Will:

- · Launch new product lines
- Receive immediate feedback on current lines or pipeline products
- Conduct live demonstrations and hands-on presentations

Executive Management Will:

- Meet with key clients and industry partners
- Conduct business intelligence on mergers, acquisitions, and investments
- · Build on business opportunities

Connect with 4,000+ obesity professionals—your target audience.

Contact Merle Zappan at 856-302-0884 to discuss your exhibiting objectives and to create unique sponsorship packages.



Exhibitor Dates, Times, and Costs

Exhibit Dates and Hours:

Tuesday, November 13: 9:30 am - 4:00 pm

Coffee Break in the Exhibit Hall: 9:30 am – 10:15 am & 3:00 pm – 3:45 pm

Lunch in the Exhibit Hall: 12:00 pm - 1:30 pm

Wednesday, November 14: 9:30 am - 4:00 pm

Coffee Break in the Exhibit Hall: 9:45 am - 10:30 am & 3:00 pm - 3:45 pm

Lunch in the Exhibit Hall: 12:00 pm – 1:30 pm

Thursday, November 15: 9:30 am - 1:30 pm

Coffee Break in Exhibit Hall: 9:30 am – 10:30 am Lunch in the Exhibit Hall: 12:00 pm – 1:30 pm

Booth Space Fee:

Inline: \$3,400 per 10' x 10' Corner: \$3,600 per 10' x 10' Island: \$36.00 per sq. ft.

Nonprofit: \$900 per 10' x 10' (must provide 501(c) form)

Corporate Member Discount:

ASMBS Corporate Council members and TOS Corporate Advisory Council members receive a 10% discount on booth exhibiting fees*. Visit asmbs.org or obesity.org for additional benefits of membership and more information on joining these two groups.

*2018 corporate membership dues must be paid in full prior to receiving the 10% discount.

Booth Assignments:

All new exhibitors will be assigned booths on a first-come, first-served basis. Click here to review the floorplan.

Exhibit Hall Business Suites:

A Business Suite is perfect for holding small staff meetings, meeting privately with potential clients, conducting investigator meetings, or hosting hospitality events and one-on-one product demonstrations.

Business Suite Fee: \$4,000 per 10' x10' suite













Exhibitor Benefits

Included with Each 10' x 10' Booth:

- 8' tall back draping
- 3' tall side draping
- 7" x 44" identification sign with company name and booth number
- Company listing and 35-word description with an interactive map in OW 2018 Mobile App
- Three complimentary Exhibit Hall badges per 100 sq. ft. booth
- Two complimentary full-conference registration badges per 100 sq. ft. booth
- Complimentary pre and post list that includes name, title, company name, city/state in a pdf format
- Extensive pre-conference promotion, including direct mail, website listings and email marketing (blasts and monthly newsletters)
- Savings with early booth assignments at OW 2018. Sign-up in Nashville, TN

Experiential Area in the Exhibit Hall - ObesityWeek Backstage:

This lounge-styled atmosphere will foster conversations as attendees and exhibitors connect over coffee and refreshments at the center of the Exhibit Hall. ASMBS & TOS will be hosting scheduled events in this area, attracting attendees and increasing opportunities to connect and collaborate. Details on scheduled events will be available closer to show dates.

Contact <u>Merle Zappan</u> at 856-302-0884 to learn more about the benefits of exhibiting.

"The traffic patterns for this show were excellent.

Loved that you did meals in the exhibit hall. That

created a steady flow through mid-day."

~ DIEM Labs



2018 Exhibit Hall Traffic Builders:

- ObesityWeek Backstage
- All Poster Sessions conducted during exhibit hours in the Exhibit Hall
- Lunches and refreshment breaks held on the show floor
- Presentation Theaters and Tours in Exhibit Hall
- Targeted networking opportunities in Exhibit Hall

ObesityWeek 2018 Exhibiting Policies

1. Exhibitor Policy

ObesityWeek, LLC, ("OW") retains the right to refuse space to an exhibitor, sponsor or advertiser if the vendor or its product(s) or service(s) are not consistent with the mission of ObesityWeek or its member societies to safely treat or prevent obesity and prevent weight-related bias. The basis for refusal to exhibit said product(s) or service(s) for human use includes health or structure/function claims that are not approved by the appropriate federal agency, or any efficacy claims that are not supported by peer-reviewed publications. Upon request, exhibitors must provide proof of compliance with the above.

2. Non-Endorsement Policy

Neither OW, nor its member societies, ASMBS and TOS ("Member Societies"), shall endorse the product(s) or service(s) exhibited at ObesityWeek. Vendors are prohibited from making claims of endorsement, or implied endorsement, by OW or its Member Societies, regarding their product(s) or service(s). Vendors may not use the names or logos of OW or its Member Societies in advertisements or other promotional materials without expressed written permission from one of the above named.

3. Review Policy

Any exhibit, sponsorship or advertising application submitted by a company or organization shall be sent to the ObesityWeek Exhibitor Review Committee ("Review Committee") for consideration. The Review Committee is composed of an equal number (3) of members from each of the Member Societies.

Each member of the Review Committee shall examine the exhibitor and its product(s) or service(s), and will be asked to respond within two (2) business days with his/her recommendations to approve or deny (with an explanation) an applicant's request—or to request additional information, if appropriate.

- A majority agreement is required for approval.
- Any application not approved by the Review Committee will be escalated to the ObesityWeek Board of Managers ("Board"). The Board will deliberate and author a final decision, which may override the decision of the Review Committee.
- New exhibitors, sponsors and advertisers shall be informed of any decision on their applications.

Returning exhibitors may, at the discretion of the Review Committee, be reappraised. Reasons for such a reappraisal may include (but are not limited to):

- Engagement in new business activities;
- Promotion of (or plans to promote) new product(s) or service(s) that may be inconsistent with current OW policies contained herein.

Please <u>click here</u> to view the full exhibitor rules and regulations found on the back of the exhibitor application.

Thank you, ObestyWeek 2017 Exhibitors and Sponsors

ACell, Inc. Adako USA Aesculap, Inc

Allied Powers LLC

American Academy of PA's

American Institute for Cancer Research

American Society for Nutrition Apollo Endosurgery, Inc.

Aquaficial Aspire Bariatrics

Automated Medical Products Corp.

Bard Davol

Bariatric Advantage **Bariatric Times** BariatricFusion LLC

BariatricPal

Bariatric-Solutions Gmbh

Bariatrix Nutrition Baritastic

Baritrax360

Baxter Healthcare Corporation

BD

BeeWell, LLC **BiPRO USA** Bite Technologies

Boehringer Laboratories, LLC Brainchild Surgical Devices LLC

BTL Industries Callion Pharma Calmoseptine

Canadian Obesity Network

CareCredit

Celebrate Vitamins Celebrate Bariatric Supplements

Center for Medical Weight Loss

Cleveland Clinic CoachCare College Pharmacy

Commission on Dietetic Registration

Cook Medical COSMED USA, Inc. DIEM Labs, LLC EchoMRI, LLC Eisai Inc.

Elsevier

Empower Pharmacy Endo Pharmaceuticals EndoEvolution, LLC

EnteroMedics, Inc. **Erchonia Corporation**

Ethicon

European Association for the Study of Obesity

Exemplo Medical, LLC

Faxitron FHI 360

FIG Tree Capital Ventures Frontera Strategies

General Surgery News

Global Academy for Medical Education

Global Health Products Inc. Good Measures, LLC Gore & Associates

Healthy Habits Medical Consultants

Hilton Head Health

Hologic

Ideal Protein of America

IFSO

IFX Medical, Inc.

InBody

Infinity Massage Chairs Innovative Protein Products Intuitive Surgical, Inc.

Isopure JBN

Johnson & Johnson

Karl Storz Endoscopy - America, Inc.

Kelley Gunter

KORR Medical Technologies

KVK Tech Lara International

Livliga / Elegant Portion Control

L-Nutra

Mauna Kea Technologies

Mazama Media

Mederi Therapeutics Inc.

Medtronic Merck & Co., Inc. Mercodia

Merit Medical Endotek

MGIS, Inc.

Microlife Medical Home Solutions, Inc.

Miromatrix Medical, Inc.

Mouse Metabolic Phenotyping Centers NeoPro Nutritional Sciences, LLC

New Tri Health Norland at Swissray Novo Nordisk

Nutritional Resources, Inc.

Obalon Therapeutics Obesinov Corporation

Obesity Action Coalition

Obesity Medicine Association

Olympus America, Inc.

OPTIFAST®/Nestles Health Science

Orexigen Therapeutics Inc.

Orgain, Inc

PAL Technologies Ltd

Pharmics, Inc.

Portion Perfection US

Premier Nutrition / Premier Protein

ProCare Health

Protein Ventures International, LLC

Rational Foods, LLC Recro Pharma ReShape Medical, Inc.

Rethink Obesity

Rhythm Pharmaceuticals

R-Kane Nutritionals Robard Corporation

SBH seca corp.

Selvas Healthcare Sequence Health

Shire

SmartyPants Vitamins Sparrow Medical Group Standard Bariatrics STOP Obesity Alliance Strong Core LLC Suture Ease

Tanita Corporation of America

Teleflex

The Parthenon Co. Inc.

Thompson Surgical Instruments, Inc.

TOPS Club, Inc.

UNJURY Protein & OPURITY Vitamins

Virtual Health Partners Weight Loss Practice Builder

Weight Loss Surgery Foundation of America

Weight Management DPG of the Academy of Nutrition

Wiley

Sponsorship Levels and Benefits

Companies may purchase any of the level sponsorships listed below, or they may purchase a combination of a la carte sponsorship items that elevate their company to the Platinum, Gold, Silver or Bronze level of sponsorship.

	Platinum \$100,000+	Gold \$75,000+	Silver \$50,000+	Bronze \$25,000+	\$24,999 & below
Complimentary use of OW 2018 pre-registration list through ObesityWeek approved vendor for email or mailings*	3 X	1X	1X	1X	
Complimentary use of OW 2018 post-registration list through ObesityWeek approved vendor for email or mailings*	2X	1X	1X	1X	
Complimentary breakfast corporate-sponsored symposia at OW 2018	1				
Complimentary refreshment break at OW 2018	1				
Complimentary full conference registrations	5	4	3	1	
Complimentary promotional marketing piece in the OW 2018 virtual bag	2	1	1	1	
Priority points towards 2019 exhibit space selection	10	7	5	3	
Meeting room available for company press conference at OW 2018	•				
Sponsor recognition on OW 2018 website with link to your site	✓	*	*	*	✓
Sponsor recognition on prominent onsite signage	✓	✓	✓	✓	✓
Sponsor recognition sign for display in your exhibit booth	✓	✓	✓	✓	✓
Sponsor ribbons for booth staff	✓	✓	✓	✓	✓

^{*}All mailings will be distributed through ObesityWeek preferred vendors. Sponsors will not receive the list directly.

Please note: for CME standards, commercial logos are not permitted in the educational area of conference.

Contact Merle Zappan at 856-302-0884 to learn more about the benefits you'll receive as a sponsor.

Conference Advertising

Mobile App Opportunities—The Growing Way to Reach Attendees

Mobile App - \$12,000

Welcome attendees as the sponsor of the ObesityWeek 2018 Mobile App! As the exclusive sponsor of the mobile app, your company logo will be displayed on the opening splash screen (for 2 seconds) before the mobile app opens. This sponsorship also includes a rotating banner ad at the top of the screen, as well as your company name highlighted in the exhibitor listing and exhibitor map. The homepage will include a button that clicks directly to your site (or URL of choice). The sponsor's name will also be recognized in onsite signage and advance marketing promoting usage of the app.

Mobile App Banner Ad - \$3,000

Put your company message in a banner ad at the top of the ObesityWeek 2018 Mobile App screen. Your banner ad can link to your url or a special message for ObesityWeek attendees. Ads rotate at the top of the app Dashboard Page and can include logos*.

*Except where prohibited by ACCME rules.

Virtual Event Bag - \$3,000 each

Place your company's messaging in the Virtual Event Bag inside of the ObesityWeek 2018 Mobile App! Connect with attendees before, during, and after the conference. The Virtual Event Bag is integrated across platforms and devices and will allow you to upload links to a video as well as web and PDF content to increase booth traffic. Sponsors will receive detailed analytics.

OW Push Notifications – \$2,000

(Per notification, one per company per day)

Push notifications deliver your messaging right to attendees' home screens. Push notifications are proven, proactive ways to drive engagement and your brand. Use the ObesityWeek push notifications as an opportunity to get attendees to your booth, special events, or alert attendees to your company.

OW Enhanced Listing - \$1,000

Include your company name and PDF handouts on the exhibitor detail page of the ObesityWeek 2018 Mobile App.



ObesityWeek 2017 Mobile App Stats:

- 95% of attendees downloaded the mobile app
- 160,000+ Dashboard views
- 22,400+ Alert views
- 5,500+ Exhibitor pageviews
- 1,190+ Exhibitor bookmarks

Conference Advertising

Hotel Keycards - \$22,000

Welcome guests to Nashville by sponsoring the hotel room keycards. Cards will be given to hotel guests at check-in and used to access their rooms throughout their stay. Your custom artwork will be printed on each card (artwork must incorporate ObesityWeek 2018 name and is subject to final approval by ObesityWeek). Your sponsorship includes keycards at the Omni, Renaissance, and JW Marriott.

Extend your marketing reach and drive traffic to your exhibit booth by delivering your promotional literature directly to the doors of ObesityWeek attendees staying at ObesityWeek 2018 hotels. Customized limited opportunities available on Monday, Tuesday, or Wednesday. Available hotels include the Omni, Renaissance, and JW Marriott.

At-A-Glance – \$12,000

This is the only official printed piece at ObesityWeek 2018. The At-A-Glance Schedule will be handed out to each attendee at registration and will be used daily by nearly 4,000 conference attendees, benefits include:

- Your company's exclusive full-page, 4/color ad on the schedule back cover*
- * Must comply with ACCME rules.

Direct Access Handout - \$10,000

Give attendees your material right at the entrance of the Exhibit Hall. This cost includes one of the two Exhibit Hall entrances (noted on the floorplan), and one preferred time slot for two of your company staff members. Multiple opportunities available.

Contact <u>Merle Zappan</u> at 856-302-0884 to customize your sponsorship package.



Omni Hotel Lobby Logo - \$10,000

Project your logo on the main entrance floor of the Omni Hotel lobby November 12 – November 15, 2018.

OW Newsletter – Prices Vary

Each month leading up to, and each day of the conference, attendees receive the web-based ObesityWeek Newsletter, which is distributed to more than 20,000 scientists, clinicians, and surgeons. This is perfect to help drive attendees to your exhibit booth. Click here to find more details on advertising options and rates, or contact Grant Connell at 972-402-7070 or salesinquiries@multiview.com.

Engagement

NEW! Professional Head Shots - \$10,000

Sponsorship will include the opportunity for the sponsor to have one company representative check everyone in to get their professional shot done by a photographer, or they could also schedule appointments in their booth.

NEW! Strolling Cowboy- \$6,000

This new opportunity will be sure to create buzz and excitement during the lunch breaks in the Exhibit Hall, strolling with guitar and company/logo and booth number. Your strolling cowboy will walk the Exhibit Hall and direct attendees to your booth.

Available Days:

Tuesday, November 13: 12:00 – 1:30 pm Wednesday, November 14: 12:00 – 1:30 pm Thursday, November 15: 12:00 – 1:30 pm

NEW! Lunch Date - \$5,500

Reserve your seat! Sponsors can set aside three tables in the Exhibit Hall close to their exhibit space to engage up to 30 invited attendees. Show management will handle invitations based on your criteria. Attendees will RSVP to your contact person. Sponsors will spend time networking with attendees, conducting product demonstrations, or distributing samples.

NEW! Product Displays (3 Available) - \$5,000

Put the spotlight on your product! Displayed in high-traffic area outside of the Exhibit Hall, with company name, logo, or booth number. Sponsor responsible for rope and stanchion (if needed) and signage.

NEW! Executive Board Room - Call For Pricing

Meet your clients in style! Furnished board room is available for rent Monday, Tuesday, Wednesday, and Thursday.

Contact <u>Merle Zappan</u> at 856-302-0884 to create engaging experiences.

Relax and Refresh





Relaxation Station - \$20,000

A real feel-good sponsorship that builds brand value and creates positive feelings with your company. You'll generate booth traffic and create outstanding visibility by sponsoring the ObesityWeek 2018 Massage Station, located in a high-traffic area of the Exhibit Hall. You can choose to have attendees stop by your booth to pick up a coupon for a free massage, or you can make the lounge open to everyone!

Exhibit Hall Luncheon – \$10,000

Place your branding on napkins and signage during the complimentary buffet lunch each day in the Exhibit Hall. Table tent cards with your company name will be placed on a limited number of tables in the Exhibit Hall. Space will also be available for your company's literature and verbal acknowledgement of your sponsorship will also be announced over the PA system in the Exhibit Hall.

→ AM/PM Refreshment Breaks – \$7,500 per break

Satisfy attendees thirst! As attendees re-group, in between educational sessions and other conference events, be sure to help them re-energize with refreshments. Imprinted napkins, table tent cards, and full-color recognition signage will further elevate your brand. Sponsor responsible for providing napkins and/or cup sleeves.

Hydration Stations – \$6,500

A chance for terrific exposure with a fully branded unit that includes the company name, logo, and booth location. Hydration stations will be positioned throughout the Exhibit Hall.

Enhanced Opportunity - \$1,500

Enhance this opportunity by providing your own branded reusable water bottle (plus cost of water bottles and any other service fees).

Music City Center Branding

Brand and Deliver! Banners and digital banners deliver the branding industry wants, and provide the recognition attendees respond to.

Escalator Banners - \$32,000/\$25,000

Be the first logo they see. 2 opportunities available.

Escalators from 3 to 3M - \$32,000

Escalators from 3M to 4 - \$25,000



Your double-sided 25x35 banner will be visible from inside and outside of the convention center in the pre-function area of the Grand Lobby.

Grand Lobby Level 3 Banner (Sonatina) - \$32,000

35x25 double-sided Grand Lobby banner above the escalators.

Exhibit Hall Concourse Level 3 Window Banner Facing Exhibit Hall B, C, D (Ensemble) – \$17,000 Each

Buy all 3 for one large banner or purchase individually. \$17,000 – price per each 25x18 banner (double sided)

Show Manager's Office Window Clings – \$15,000

As attendees look up from the Exhibit Hall your message is prominently displayed. Three opportunities are available.

Exhibit Hall Level 3 Floor Clings - \$14,000/\$10,000

At the top of the escalators on level 3 - \$10,000 From Exhibit Hall entrance (inside) to sponsors booth - \$14,000 In front of Main Exhibit Hall doors - \$10,000







Music City Center Branding

Column Wraps - \$9,500 (each)

There are approximately 11 opportunities available right outside of the Exhibit Hall.

Exhibit Hall Concourse Level Wall Banner (Concerto) – \$8,000

Your 25x10 single-sided banner is like a symphony outside of Exhibit Hall A.

Level 3 F&B Table Rounds Clings - \$8,000

Clings on the 27 F&B tables in the alcove on level 3.

Level 3 Elevator Branding – \$5,500

Two separate areas. Also includes floor graphics in front of each door. These would be in front of the Exhibit Hall (near the escalators) and on the Omni side of the Convention Center.

Level 3 Power Stations -\$5,500

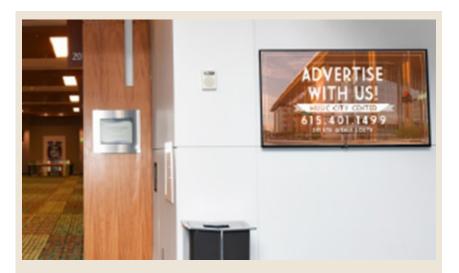
Sponsor 2 (of 4) power stations on level 3 in CME compliant area. Up to two sponsors.

Exhibitor Floor Graphics - \$2,500

Place a 9x5 floor graphic in front of your booth.

Contact <u>Merle Zappan</u> at 856-302-0884 to discuss new branding opportunities.

Music City Center Branding builds, expands, and reinforces brand awareness, and highlights your new products or service.



ObesityWeek 2018 Digital Opportunities

Billboard (Exhibit Halls B, C, D) - \$10,500

Dimensions: 576 x 1152 pixels 96 dpi

File types: .png, .jpeg for .mp4

Billboard (Exhibit Hall A) - \$8,500

Dimensions: 1080 x 1920 pixels 96 dpi

File types: .png, .jpeg for .mp4

LCD 65" Screens – \$4,500 per package Package of 3. Three packages available.

Main Contacts

Exhibit and Sponsorship Opportunities

Merle Zappan 856-302-0884 merle zappan@AFassanoCo.com

Exhibitor Booth and Business Suite Assignments

Debi Maines 856-302-0890 debra_maines@AFassanoCo.com

Financial and Administrative Services

Cecilia Manley 856-481-0626 cecilia_manley@AFassanoCo.com

Sponsorship Fulfillment and Logistics

Debi Maines 856-302-0890 debra_maines@AFassanoCo.com

General Services Contractor

Freeman 615-884-5785 FreemanNashvilleES@freemanco.com Let us help you with your ObesityWeek 2018 involvement.

