



BUILDING consumer CONFIDENCE

CONFERENCE 2023
SPONSORSHIP OPPORTUNITIES
THE CORDIS HOTEL, AUCKLAND • AUGUST 15-17 2023

Financial Services
Council NZ



**GROW THE FINANCIAL
CONFIDENCE AND
WELLBEING OF
NEW ZEALANDERS**

FSC.

WELCOME

Dear Sponsors,

Thank you to all our sponsors for your continued support, hello to potential new sponsors and a warm welcome to the sponsorship opportunities for the 2023 Financial Services Council conference.

Working together with sponsors enables us not only to deliver flagship events and conferences in the sector known for leading edge content and speakers, but also contribute to the success of the wider financial services community and create better financial outcomes for all New Zealanders.

The financial services sector touches all New Zealanders, through life and health insurance, investments and KiwiSaver and as we undergo regulatory, technology and market change, we continue to adapt to the environment and help Kiwis learn the language of money to grow and protect their wealth in our ever-changing global world.

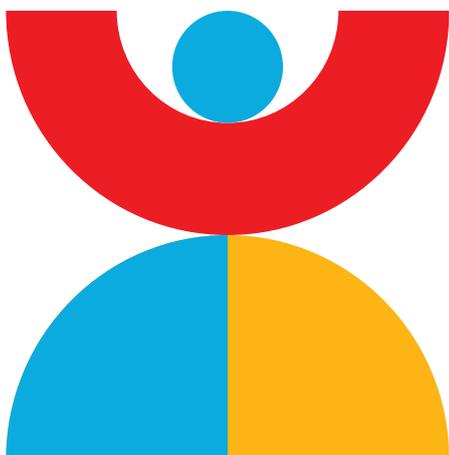
We were delighted to welcome back friends and colleagues in person again in 2022, after the challenge of the previous two years. With close to 650 attendees, 130 speakers and over 40 sessions, the conference rated 90% overall, and most commented on how positive it was to be back in the room together.

We are well on track to curate and create the FSC 2023 conference on 16-17 August, with special members-only pre-conference sessions on the afternoon of 15 August, focused on specific policy and issues, before launching into the conference sessions. With this year being an election year, the weather causing significant disruption and the economy continuing to be turbulent, we are looking forward to debating the issues affecting New Zealanders and the industry, and how we can, together, continue to build consumer confidence in the financial sector.

Great content drives great events, and in 2023 we will again showcase across our event series, New Zealand's political and regulatory leaders and explore the big issues of the day across topics of interest for our membership and New Zealanders.

We look forward to working with you to bring the FSC Conference to life in 2023.

The FSC Conference Committee





CONFERENCE TEAM



Donna Mason



Chris Hutton



Neisha Livermore



Russell Hutchinson



Vanja Thomas



Mark Banicevich



Rebecca Baily



Martin Gould



Penny Sheerin



Robert Sloan



Clarissa Hirst



David Boyle



Sharon Mackay



Daniel Relf



Leigh Bennett



Rob Kingston



Yvonne Davie



Emilie McCallum



Shelly Peebles



Richard Klipin



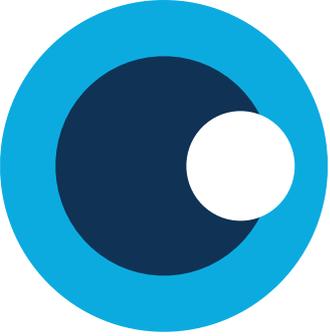
David Bishop



Esther Zhuang



Jason Roberts



DELIVERED IN 2021/2022

INDUSTRY BEST PRACTICE

64 ONLINE WEBINARS
DIGITAL & IN-PERSON EVENT:
4,324 REGENERATIONS
CONFERENCE 2021
334 FUTURE READY ADVICE SUMMIT
2022
3 CEO ROUNDTABLES

POLICY, REGULATION AND ADVOCACY

100+ MEETINGS WITH GOVERNMENT
AND REGULATORS
14 SUBMISSIONS
1 SELECT COMMITTEES
12 EDITIONS OF THE REGULATORY
OUTLOOK

LEADERSHIP & INSIGHT

TWICE WEEKLY MEMBER UPDATES
18 MEDIA RELEASES
7 DISCRETE RESEARCH PIECES
4 MEMBER GUIDES
5 GET IN SHAPE UPDATES

PROJECTS LAUNCHED



CONSUMER

NEW CONSUMER INITIATIVE
MONEY AND YOU
40+ CONSUMER BLOG ARTICLES
PUBLISHED
5 WINNERS OF **WHY DOES MONEY
MATTER** SCHOOL COMPETITION
2021/2022
FEATURED IN NEWS AND MEDIA OUTLETS
19 VIDEO EPISODES

COMMUNITY OF PROFESSIONALS

14 STANDING COMMITTEES
12 PROJECT-BASED
WORKING GROUPS
500+ MEMBERS
INVOLVED



2023 AND BEYOND

The Financial Services Council's vision is to grow the financial confidence and wellbeing of New Zealanders



WHY PARTNER IN 2023?

1 A marketplace to showcase your business, products and services

Different businesses need different ways to showcase themselves to their audiences. The flagship events and conferences provide a flexible space to deliver innovative communications, and the theme provides the opportunity to innovate and show products and services through a different lens.

2 Access to a network of the who's who in financial services

We are continuously growing our reach across the financial services sector and its supply chain, and are expecting over 5000 delegates across our 2023 events alone. Delegate numbers continue to grow. In 2022 we around 650 delegates at our face to face conference.

We reach a diverse group of product manufacturers, distributors and suppliers who support the financial services sector as well as politicians and regulators.

Not only will sponsors get the opportunity to be face-to-face with the community, through events such as conference, there is also the opportunity through other FSC channels to showcase your business.

3 Nationwide Coverage

We also promote our activities through national and trade media. In 2022 our events and activities featured on TV, radio, national and trade media, with growing engagement on social media which we will continue to build in 2023.

4 Flagship conference in August 2023

Providing leading edge, global and market insights, the conference delivers a combination of high profile and quality keynote speakers and presenters. With plenary and specialist workstream sessions, it give delegates the opportunity to hear first-hand from experts, gaining access to real-time political insights and the latest thinking on global challenges.

The programme combines professional and personal development, providing tangible value for delegates.

5 Exhibition and Sponsorship Opportunities

We are flexible and collaborative, and our events team are happy to develop options and to work with you. If you would like to showcase your brand at the FSC conference with an exhibition booth, or a bespoke sponsorship package, let's chat.

6 Annual Awards Programme

We are delighted to present the industry awards at a gala dinner on the first night of the conference. 2023 will see the introduction of new awards categories which will showcase excellence and industry best practice, the movers and shakers and the rising stars.

The Gala Dinner and Awards evening provides an opportunity for both brand promotion and for sharing knowledge among peers. It is an excellent opportunity to network, enjoy the social scene and the full conference experience.



SPONSORSHIP OPTIONS

DIAMOND	PLATINUM	GOLD	SILVER
<p>The Diamond package is reserved for the Financial Services Council's closest partners through the year.</p> <p>It gives access to the full range of growing FSC markets including Financial Advisers, Consumers and the wider financial industry eco-system.</p>	<p>The Platinum package is reserved for organisations that want a presence in front of the core FSC audiences.</p> <p>It gives VIP access and opportunities across the two major events in 2023.</p>	<p>The Gold package is reserved for smaller organisations that would like to have presence with the key audiences</p> <p>It also allows for the creation of bespoke events.</p>	<p>The Silver package gives the opportunity for those organisations who want to get in front of the FSC community, face to face.</p>
AVAILABLE: 1	AVAILABLE: 3	AVAILABLE: 6	AVAILABLE: 10
CONFERENCE: \$40,000	CONFERENCE: \$30,000	CONFERENCE: \$20,000	CONFERENCE: \$10,000

SPONSORSHIP TIER BENEFITS	DIAMOND	PLATINUM	GOLD	SILVER
FLAGSHIP CONFERENCE				
Sponsor recognition	Priority	Priority	✓	✓
Exhibition booth	4.2m x 1.8m*	4.2m x 1.8m	3m x 1.8m	3m x 1.8m
Complimentary guests + Gala Dinner (value \$1600pp)	10	8	6	4
Exhibitor passes	6	4	4	2
Recognition in event communications	Priority	Priority	✓	✓
Speaker opportunity	10 minute**	x	x	x
Panellist opportunity	Priority	✓	✓	x
Provide merchandise in delegate bag	✓	✓	✓	✓
Digital advertisements (at event)	Priority	Priority	✓	x
Branding at the Conference VIP event	Priority	✓	x	x
OTHER BENEFITS				
Branding rights across the year	Priority	✓	x	x
Articles/advertise in FSC materials opportunity	Priority	✓	✓	✓
Research sponsorship opportunity	Priority	✓	✓	✓

* Or 5x5m space for custom build

** Ted-style talk on main stage



PICK + MIX PRICING

To supplement and develop your package to meet your bespoke needs, or for those that would like to choose a difference level of sponsorship, we have a pick and mix selection.

OPPORTUNITIES AVAILABLE

Conference Newsletter	\$5,000
Morning/Afternoon Tea	\$4,000
Exhibition Booth	\$4,000
Conference Lanyard	\$4,000
Coffee Station Partner x2	\$4,000*
Water Station Partner	\$4,000
Juice Bar Partner	\$4,000*
Food Station Partner	\$4,000
Conference Bag	\$5,000
VIP Event	\$6,000
Delegate App	\$6,000
Awards sponsorship	By negotiation
Breakfast Masterclass/es	By negotiation
Gala Dinner	By negotiation
FinTech, RegTech and SupTech Opportunities	By negotiation
Made in New Zealand Sponsorship	By negotiation
FSC Connect Events Sponsorship	By negotiation
Group ticket bookings	By negotiation
At event advertising	By negotiation

* Sponsorship does not include consumables

CONFERENCE OUTLINE

Quality content drives great conferences and we will again provide a platform for leading edge content. The Conference will have main platform sessions, along with Insurance, Investment and Building Consumer Confidence workstreams and specific pathways for communities within the financial services sector. The FSC Conference 2023 will be on 16 and 17 August, with a choice of four 2-hour pre-Conference Workshops included on 15 August, followed by conference welcome drinks. These will be **member-only sessions**, with guest speakers, to facilitate open conversation.

Pre-Conference Workshops

The sessions are designed to deep dive and debate practical issues facing the FSC's main areas of focus: Life and Health Insurance, Investment, KiwiSaver and Retirement, Professional Financial Advice along with a fourth Diversity & Inclusion session. The outcomes will include collaborative industry narratives and practical tools and ideas to take back into your business.

Main Platform



On our main platform we will again showcase New Zealand's political and regulatory leaders, and explore the big issues of the day including our pre-election political series, conduct and culture discussions and look ahead to the future of the sector.

Workstreams



Building Consumer Confidence

The 2023 FSC. Conference theme reflects the FSC. Vision to 'Grow the Financial Confidence and Wellbeing of New Zealanders'.



Life & Health Insurance

Sessions will explore how data and medical innovations are revolutionising the industry and engage with how to connect with customers whilst providing sustainable products.



Investment, KiwiSaver and Retirement

Expert speakers will look into the behaviour of switching, what we have learnt from severe weather events and how the digital world is changing the face of distribution.

Pathways



LADUCA (CLAIMS AND UNDERWRITERS)

This stream will look at issues of diversity and claims management, and underwriting through crises.



PROFESSIONAL ADVICE

With the sector undergoing significant change, this stream will tackle issues faced by Professional Advice businesses.



LITS AND WORKPLACE SCHEMES

This stream will explore a range of topics relating to LITS and the Workplace Savings community.



FINTECH

This stream will investigate the role of tech in the life insurance and wealth value chain.



EMERGING LEADERS

This stream is targeted at connecting world class speakers with the leaders of tomorrow.



TRUSTEES AND SUPERVISORS

This stream will cover key issues facing trustees, supervisors and their clients.



CONFERENCE SNAPSHOT

PAST DELEGATE NUMBERS, COMPOSITION AND FEEDBACK

CONFERENCE ATTENDEES



645 ATTENDEES
(over 2 days)

126 SPEAKERS 42 SESSIONS

213 COMPANIES
ATTENDED THE
CONFERENCE

57% ATTENDEES FROM
AN FSC MEMBER
ORGANISATION

220 QUESTIONS ASKED
THROUGH THE
EVENT APP

691 COFFEES ORDERED
THROUGH THE APP

DEMOGRAPHICS OF ATTENDEES

Male 52%

Female 48%

OCCUPATION

Manager 28%

Director/ HoD 26%

C Level 15%

Senior Manager 15%

Other 7%

Government/ Regulator 4%

Adviser 4%

MOST ATTENDED BREAK OUT SESSIONS

Investment Breakout 3 - Value for money and getting the best outcomes for consumers 107

Investment Breakout 4 - Preparing for 2050: Is KiwiSaver fit for purpose? 98

Life Insurance Breakout 1 - Life insurance 2030: The global future of life Insurance - impacts, opportunities, challenges. 87

Life and Health Insurance Breakout 1 - Is consumer change driving regulatory change? The impacts on consumers of global and regional regulatory change 81

Life and Health Insurance Breakout 2 - How do we manage the mental health crisis? 65



2022 SNAPSHOT

“ My first experience and I hope many more to come. So many learnings in work and life, and so much to take forward for myself, my role and my colleagues.

“ Diverse speakers, delegate experience end-to-end, networking opportunities, sense of optimism about the industry’s contribution.



“ The FSC conference (this year in particular) has been a phenomenal forum and I am so thrilled to have participated.

“ It was truly a treat to hear the speakers (the calibre was just outstanding) and ALL the topics/ issues tabled were extremely relevant and useful for the consumption of the audience.

“ The level of topics and speakers was amazing. Organisation, direction and assurance was great. Food, hospitality and service second to none.

“ The energy, diversity of attendees, variety of content and presenters, and the obvious camaraderie over the 2 days. Good balance of political, regulator, supervisors, industry players.



“ Every session I attended was wholesome, insightful, thought provoking, profoundly engaging and very well planned and organised.



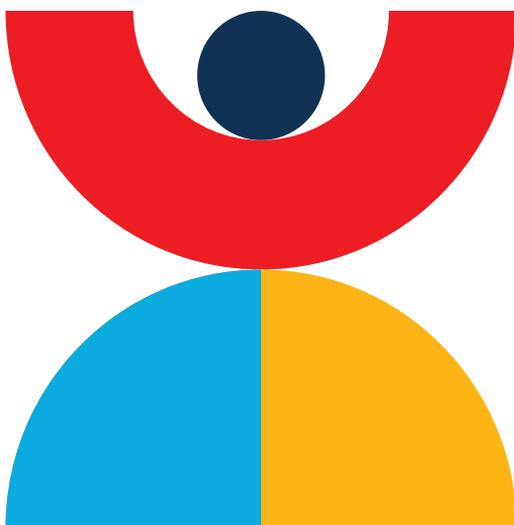
GET IN TOUCH

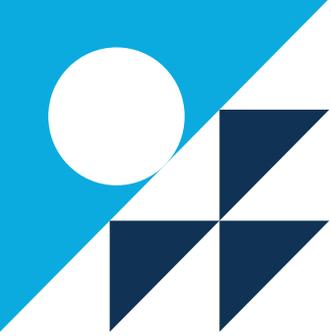
Find out more about our sponsorship opportunities, follow us on LinkedIn **Financial Services Council New Zealand** and get in touch with us to discuss your ideas, thoughts and needs.

Alongside the events and conference, we have a number of event series, research and other opportunities through the year. Get in touch and let's talk about creating a sponsorship package that helps you deliver to your organisational needs.

We look forward to working with you and developing a strong platform for your business to reach the industry through the conference and other opportunities across the FSC.

Contact Richard Klipin or Rebecca Baily on 09 802 1532 or at fsc@fsc.org.nz





TERMS & CONDITIONS

FINANCIAL SERVICES COUNCIL OF NEW ZEALAND INCORPORATED CONFERENCE SPONSORSHIP PROSPECTUS 2023

1. Parties:

Upon receipt of a letter of sponsorship (Sponsorship Letter) from the Financial Services Council of New Zealand Incorporated (the Organiser, we, us) outlining the scope of sponsorship, a signed copy is required to be returned to the Organiser, along with the sponsorship fee, subsequently rendering the recipient a sponsor (the Sponsor, you, your) for the event named in the Sponsorship Letter (the Event).

2. Sponsorship Agreement:

These terms and conditions from the Organiser are to be read in conjunction with the Sponsorship Letter and the Building Consumer Confidence Sponsorship Prospectus 2023 and form the agreement between the parties (the Sponsorship Agreement).

3. Use of organiser event materials

As a Sponsor you have the right to a non-transferable, non-exclusive, royalty free licence to use the Event logos and trademarks (the Event Marks) provided to you solely to promote your sponsorship of the Event, upon entering into this Sponsorship Agreement until such reasonable time following the Event (the Term) and in accordance with the Sponsorship Agreement.

The Organiser will record the Event through filming and photography and reserve the copyright to all materials recorded in this manner. Request for footage by any sponsor will be reviewed on a case by case basis.

4. Use of sponsor logo and promotion

You grant to the Organiser, a non-exclusive, royalty free, sub-licence to use your logos and trademarks (the Sponsor Marks) provided to us as part of this Sponsorship Agreement, including promotion across all Event materials and will provide them to the Organiser as part of this Sponsorship Agreement.

You undertake to support the Event through appropriate marketing and promotional channels and to collaborate with us on any appropriate joint marketing or promotional projects relating to the Event. The Organiser accepts no responsibility for the accuracy or content of any statements whether written or orally made by speakers in connection with the Event.

5. Sponsorship Benefits

If for any reason, the Organisers are unable to deliver any of the benefits of sponsorship (Sponsorship Benefits) as detailed in the Sponsorship Letter, we will inform you as soon as reasonably practicable. We may offer substitute Sponsorship Benefits in respect of the same Event to an equivalent value with your acceptance without any liability to you.

6. Costs associated with sponsorship

As a Sponsor, you acknowledge and agree that you shall be solely responsible for all costs that you incur relating to your attendance at the Event, including, without limitation, any travel and accommodation costs, the costs of any temporary staff and any costs relating to any materials or equipment used at the Event.

7. Loss or Damage

The Organiser, the Event venue and the Event management committee, will not be responsible for any loss or damage to the Sponsor's property. All Sponsor's material and equipment is the sole responsibility of the Sponsor.

8. Insurance Requirements

The Sponsor shall procure all appropriate insurance cover in relation to all activities and undertakings as a result of the Event at the cost of the Sponsor and a certificate of insurance shall be made available to the Organiser on request. The Organiser, the

Event host body and Event management committee, their agents and their employees and the Event venue act as only organisers of the Event and subsequent activities and do not accept any responsibility for any acts, accidents, or omissions on the part of service providers.

9. Sponsor activities, displays and demonstrations

All Sponsor activities shall remain in keeping with the dignity and the atmosphere of the Event and the Organiser retains the right to reject any display or demonstration, which does not achieve this objective. Microphones and sound amplifiers will be permitted only as long as they cause no disturbance to neighbouring sponsors or attendees of the Event. The Organiser or its authorised agent shall be the sole judge as to whether there is a disturbance being caused to any party.

10. Privacy Policy

In registering as a Sponsor for this Event, relevant sponsor details will be incorporated into a delegate list for the benefit of all delegates (including the name and organisation of the Sponsor) and may be made available to parties directly related to the Event, including all employees, contractors and board members of the Organiser, the Event venue and accommodation providers and other sponsors. The Organiser will also promote sponsors through its communication channels as part of the overall Event promotion. The Sponsor may seek amendment to these details by the Organiser at any time. The Event will be recorded, filmed and photographed. Media will also be invited to the Event. It is the Sponsors responsibility to manage their content accordingly.

Relevant Supporter details will also be made available to the Event venue pursuant to any requirements of the Event venue, including any COVID-19 Protection Framework requirements or similar.

In all other respects the [FSC Privacy Policy](#) applies.

11. Sponsorship Fee

An invoice for your sponsorship fee is included with your Sponsorship Letter (Sponsorship Fee). If the Sponsorship Fee is not received by us when due, we reserve the right not to supply, or cease to supply, any or all of the Sponsorship Benefits.

For the avoidance of doubt, sponsors shall not be permitted entry to the Event unless full payment has been received by us.

12. Cancellation, postponement and Force Majeure

The Organiser will use their best endeavours to ensure the supply of services to the Event, but it shall not be liable for any loss, damage or expense incurred by the Sponsor, for any failure or delay in performing our obligations under this Sponsorship Agreement as a result of an event or series of connected events outside of our reasonable control and or the reasonable control of our sub-contractors and or suppliers as applicable, including, without limitation, strikes or other industrial disputes, failure of a utility service or transport network, act of God, war, riot, civil commotion, terrorism, malicious damage, compliance with any law or governmental order, rule, regulation or direction, accident, breakdown of plant or machinery, fire, flood or storm or pandemic (Force Majeure Event).

For the avoidance of doubt, a Force Majeure Event includes any health pandemic such as a COVID-19 order imposed pursuant to any COVID-19 Public Health Response Order, COVID-19 Protection Framework (Traffic Light System), or similar order, including any Order Amendments, that prohibits the holding of the Event or associated events in the Auckland region up to and including the dates of the Event.

It may be necessary for us to alter the advertised content, timing, date and or location of the Event. We reserve the right to do this at any time following the commencement of the Sponsorship Agreement to the date of the Event and without liability to you, provided that the Event, as altered, is substantially similar to

Event as originally advertised. We will provide you with notice of any alterations as soon as is reasonably practicable. We reserve the right to cancel the Event at any time up until the date of the Event and will provide you with notice of the same as soon as is reasonably practicable. In the event that we cancel the Event or materially alter the advertised content, timing, date and or location of the Event, you shall be entitled to either:

- (i) a credit for a future event held by us of your choice (up to the value of sums paid by you in respect of the Event); or
- (ii) terminate this Sponsorship Agreement with immediate effect and obtain a refund (calculated in good faith) of an amount that reflects the total sums paid by you at the date of cancellation minus the value of any benefits received by you in accordance with the Sponsorship Letter prior to the date of cancellation. Any such refund shall be paid by us within 30 calendar days of receipt of confirmation from you of your wish to terminate this Sponsorship Agreement.

13. COVID-19 Protection Framework

The Organiser and all sponsors, delegates, and contractors of the Event are required to comply with any Event venue requirements, which may include the provision of a valid My Vaccine Pass (or similar approved vaccination certificate) and personal identification (if required) and adhere to all requirements as per any New Zealand Government's protocols that may be in force at the time of the Event.

14. Termination

Either party has the right at any time to terminate this Sponsorship Agreement immediately by giving written notice to the other in the event that the other:

- has committed a material breach of any of its obligations under this Sponsorship Agreement and has not remedied any such breach (if capable of remedy) within fourteen (14) days of being required to do so by written notice; or
- ceases or threatens to cease to carry on business, is unable to meet its debts as they fall due, has an order made or a resolution passed for its winding-up, has an administrator, receiver or manager appointed, makes any arrangement or composition with its creditors, or makes an application for the protection of its creditors in any way.

Termination of this Sponsorship Agreement by either party for any reason shall be without prejudice to any rights or obligations that may have accrued as at the date of such termination.

15. Liability

The Organiser aggregate liability to the Sponsor, whether such liability arises in contract, negligence or otherwise, for any damages, loss, costs, claims or expenses of any kind howsoever arising, out of or in connection with the Event, shall be limited to the Sponsorship Fee paid by you.

Financial Services Council NZ

Grow the financial
confidence and wellbeing
of New Zealanders

The Financial Services Council of New Zealand's reports and publications are available on our website.

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[fsc.org.nz](https://www.fsc.org.nz)

 Financial Services Council

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MARCH 2023