



**FSC
24**

**CONSUMER
resilience
& PROSPERITY**

**SPONSORSHIP OPPORTUNITIES
CONFERENCE 2024**
THE CORDIS HOTEL, AUCKLAND • 3-5 SEPTEMBER 2024

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 2024 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 gather friends and colleagues at last year's conference with close to 950 attendees over 3 days, who heard from 127 expert speakers across 42 sessions. The conference rated 88% overall, with a 92% rating for speakers and session content.

We are well on track to curate and create the FSC24 Conference to be held on 3-5 September 2024, with special Masterclasses on the afternoon of day 1 focused on specific policy and regulatory issues, before launching into the main plenary and breakout sessions on days 2 and 3. With last 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 2024 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 FSC24 Conference to life.



Richard Klipin
CEO
Financial Services
Council



George Gabriel
Events Project Lead
Financial Services
Council

FSC24 CONFERENCE TEAM



Adam McKenzie



Amy Wallis



Carissa Perano



Chris Hutton



Daniel Relf



David Bishop



David Callanan



Donna Mason



Emilie McCallum



Esther Zhuang



George Gabriel



Helen Skinner



Jason Roberts



Jessica Stone



Josh Daniell



Kelly Pulham



Kristina Kilner



Leigh Bennett



Mark Banicevich



Martin Gould



Meagan Tuckerman



Nidhi Wadhvani



Penny Sheerin



Rachelle HardieNeil



Rhonda Maxwell



Richard Klipin



Rob Kingston



Rosalyn Lambert



Russell Hutchinson



Sharon Mackay



Shelly Peebles



Steve Burgess



Tim Bakkenes



Tracey Berry



Tracey Cross



Troy Churton



Vanja Thomas



Yvonne Davie

DELIVERED IN 2023

INDUSTRY BEST PRACTICE

13 CONNECT WEBINARS

DIGITAL & IN-PERSON EVENT:

645 ATTENDEES
CONFERENCE 2022

582 ATTENDEES FUTURE READY
ADVICE SUMMIT 2023

3 CEO ROUNDTABLES

PROJECTS LAUNCHED



POLICY, REGULATION AND ADVOCACY

100+ MEETINGS WITH GOVERNMENT
AND REGULATORS

16 SUBMISSIONS

12 EDITIONS OF THE REGULATORY
OUTLOOK

CONSUMER

64 IT STARTS WITH ACTION
CAMPAIGN ACTIVITIES WITH **97**
SUPPORTING ORGANISATIONS

FINANCIAL RESILIENCE INDEX REPORT
BROADCAST ACROSS TV RADIO PRINT
AND **ONLINE MEDIA**

LEADERSHIP & INSIGHT

TWICE WEEKLY MEMBER UPDATES

24 MEDIA RELEASES

4 DISCRETE RESEARCH PIECES

8 MEMBER GUIDES

6 QUARTERLY DATA DASHBOARDS

COMMUNITY OF PROFESSIONALS

15 STANDING COMMITTEES

18 PROJECT-BASED
WORKING GROUPS

550+ MEMBERS
INVOLVED

2024 AND BEYOND

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



BLUEPRINT FOR GROWTH

1

**NEW ZEALANDERS
AREN'T FINANCIALLY
LITERATE**

OUR ASPIRATION
Kiwis better manage their finances and seek advice

2

**NEW ZEALANDERS
TAKE TOO
MUCH RISK**

OUR ASPIRATION
Kiwis better manage and understand their risk

3

**NEW ZEALANDERS
AREN'T PREPARED
FOR RETIREMENT**

OUR ASPIRATION
Kiwis have a dignified retirement

4

**NEW ZEALANDERS
WORRY ABOUT
HEALTHCARE
ACCESSIBILITY AND
AFFORDABILITY**

OUR ASPIRATION
Kiwis have accessible and affordable healthcare

WHY PARTNER IN 2024?

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 Connect with the who's who in the financial services, political and regulatory sectors

Our reach across the financial services, political and regulatory sectors is continuously increasing. Our audience includes a diverse group of product manufacturers, distributors and suppliers who support the financial services sector. Appearances by political and regulatory officials have become a staple part of our programme, attracting more and more delegates every year. We expect over 5,000 attendees across our 2024 in-person and online events.

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 2023 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 2024.

4 Flagship conference in September 2024

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 gives 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 Annual Awards Programme

We are delighted to present the industry awards at the FSC Awards Dinner on day 2 of the conference. In 2023 we introduced new award categories which showcased excellence and industry best practice, the movers and shakers, and the rising stars.

The FSC Awards Dinner 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.

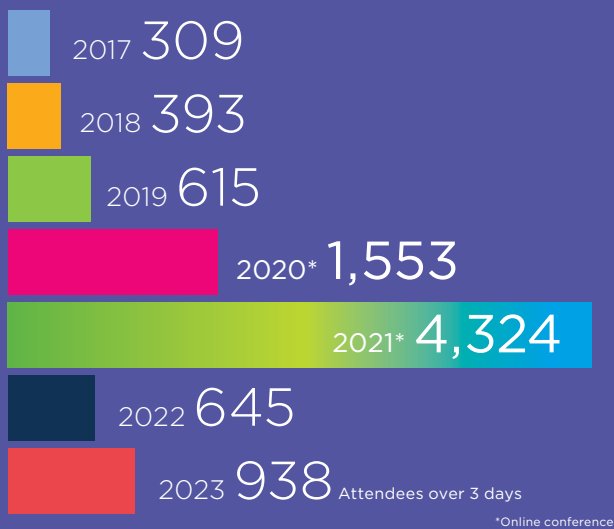
6 Exhibition and Sponsorship Opportunities

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 FSC24 Conference through an exhibition booth, event collateral, breakfast session, Awards Category, or a bespoke sponsorship package, let's chat.

CONFERENCE SNAPSHOT

PAST DELEGATE NUMBERS, COMPOSITION AND FEEDBACK

CONFERENCE ATTENDEES



127 SPEAKERS 42 SESSIONS 12 STREAMS

202 COMPANIES ATTENDED THE CONFERENCE

62% ATTENDEES FROM AN FSC MEMBER ORGANISATION

190 QUESTIONS ASKED THROUGH THE EVENT APP

780 COFFEES ORDERED THROUGH THE APP

2023 CONFERENCE ATTENDEE RATING

HOW DO YOU RATE THE FSC CONFERENCE OVERALL? **88%**

HOW DO YOU RATE THE SPEAKERS? **92%**

HOW DO YOU RATE THE SESSIONS? **92%**

DEMOGRAPHICS OF ATTENDEES

Male **53%**
Female **47%**

OCCUPATION

C Level **18%**
Director / HoD **33%**
Senior Manager **8%**
Manager **14%**
Government / Regulator **8%**
Adviser **9%**

CONFERENCE SNAPSHOT

- “ Well done to FSC for what I thought was the best conference yet. Still reeling from some of the policy announcements on Thursday!
- “ We’ve had some really good feedback on the initiatives and the session at conference, so well done!”
- “ It’s one of the best conferences I know of. The way the FSC can bring the whole industry together, including the regulators and politicians, to discuss a topical theme is very impressive and, in my view, pretty unique.
- “ I loved every minute of this incredible event. Speakers, accessibility of facilities, networking and the quality of the event was absolutely world class.
- “ In my opinion, the conference and the Gala Dinner get better every year. The quality of speakers and organisation has set the bar high for next year - bring it on!

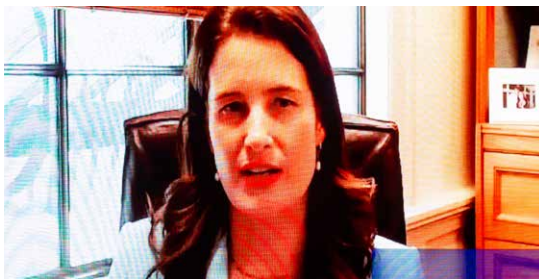




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CONFERENCE SNAPSHOT



FSC.

CONFERENCE 2024 SPONSORSHIP > 10

Contact Richard Klipin or George Gabriel on **09 802 1532** or at **events@fsc.org.nz**

2023 CONFERENCE SPONSORS

PLATINUM






SILVER

<p>HEARTLAND REVERSE MORTGAGES</p>		<p>nib health insurance</p>	<p>vcomply</p>	<p>POLITICAL SPEAKER</p>	<p>MASTERCLASS</p>
<p>INNOVATION LOUNGE</p>		<p>INNOVATION LOUNGE SUPPORTERS</p>		<p>chapman tripp</p>	<p>CHUBB</p>
<p>MinterEllison RuddWatts.</p>		<p>SEE TOMORROW FIRST NEW ZEALAND TECHNOLOGY</p>	<p>FinTechNZ</p>	<p>MOBILE APP</p>	<p>LANYARDS</p>
<p>INNOVATION LOUNGE SHOWCASERS</p>		<p>DELEGATE BAG</p>		<p>Public Trust</p>	<p>westpac</p>
<p>Dacreed</p>		<p>THATDAY</p>	<p>MOSAIC Financial Services Infrastructure</p>	<p>WATER BOTTLE</p>	
<p>MEET THE PROFESSIONALS</p>		<p>COFFEE CART</p>		<p>LUNCH</p>	
<p>Objective</p>		<p>The Adviser Platform</p>	<p>La Trobe financial</p>	<p>SMARTSHARES a member of the NBS group</p>	
<p>THE COMPLIANCE COMPANY empowering your people.</p>		<p>CHARITY PARTNER</p>		<p>NEWSLETTER</p>	
<p>EXHIBITORS</p>		<p>Good Shepherd New Zealand</p>	<p>nib health insurance</p>	<p>AWARDS DINNER</p>	
<p>AssureMe Health Protection</p>		<p>TE ARA AHUNGA ORA Retirement Commission</p>	<p>riskinfoNZ</p>	<p>AWARD CATEGORY</p>	
<p>pwc</p>		<p>Swiss Re</p>			

2024 CONFERENCE OUTLINE

Quality content has always driven the FSC Conference, and we are looking to make this year’s conference the best one so far. Apart from the leading-edge content that will be showcased on our main platform sessions, attendees can choose from the Insurance, Investment and Building Consumer Confidence workstreams with masterclasses and breakout sessions that focus on specific pathways for communities within the financial services sector.

Masterclasses

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 conduct and culture discussions and look ahead to the future of the sector.

Workstreams



Consumer Resilience & Prosperity

The FSC24 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.



DIAMOND PARTNER EXCLUSIVE

POA

The Diamond Partner package is designed for one of the Financial Services Council's closest members to fully align with the FSC24 Conference brand. It gives access to the full range of growing FSC markets including Financial Advisers, Consumers and the wider financial industry through speaking and networking opportunities as well as branding as the Principal Partner.

PRE EVENT:

- Priority branding as the FSC24 Conference Diamond Partner throughout the extensive promotional campaign
- Customised co-branded VIP invitation to invite guests to the FSC Conference and FSC Awards Dinner

SPEAKING AT THE EVENT:

- Opportunity to nominate a panellist for one of the thought leader panels within a breakout stream
- Opportunity to host a Meet the Professionals table

ATTENDING THE EVENT:

- 10 guest passes for the FSC24 Conference including a table of 10 in a prominent position at the FSC Awards Dinner
- 6 exhibitor passes for staff manning the exhibition booth (excludes the FSC Awards Dinner)
- Opportunity to purchase additional passes at a discounted rate

ONSITE DURING THE EVENT:

- 4m x 4m custom lounge space with barista cart, in a prominent area of the exhibition floor
- Priority branding throughout the event space as the FSC24 Conference Diamond Partner
- Lead scanner to capture attendee details

POST EVENT:

- Priority branding in the post event promotion of the conference
- Opportunity to host a follow up webinar through FSC's Connect webinar series



PLATINUM PARTNER 5 AVAILABLE

POA

The Platinum Partner package is designed for organisations that want a presence in front of the core FSC audiences. It gives VIP access and networking opportunities across the FSC24 Conference through a larger exhibition presence, speaker opportunities and extensive branding.

PRE EVENT:

- Priority branding as one of the Platinum Partners at the FSC24 Conference throughout the extensive promotional campaign

SPEAKING AT THE EVENT:

- Opportunity to nominate a panellist for one of the thought leader panels within a breakout stream
- Opportunity to host a Meet the Professionals table

ATTENDING THE EVENT:

- 8 guest passes for all 3 days of the FSC24 Conference including the FSC Awards Dinner
- 3 exhibitor passes for staff manning the exhibition booth (excludes the FSC Awards Dinner)
- Opportunity to purchase additional passes at a discounted rate

ONSITE DURING THE EVENT:

- Large exhibition booth (4.2m x 1.8m) in a prominent area of the exhibition floor
- Platinum tier branding throughout the event space as one of the FSC24 Conference Platinum Partners
- Lead scanner to capture attendee details



GOLD PARTNER 5 AVAILABLE

POA

The Gold package is designed for smaller organisations that would like to have presence at the FSC24 Conference through an exhibition booth, networking opportunities and branding.

PRE EVENT:

- Priority branding as one of the Gold Partners at the FSC24 Conference throughout the extensive promotional campaign

SPEAKING AT THE EVENT:

- Opportunity to nominate a panellist for one of the thought leader panels within a breakout stream
- Opportunity to host a Meet the Professional table

ATTENDING THE EVENT:

- 6 guest passes for all 3 days of the FSC24 Conference including the FSC Awards Dinner
- 3 exhibitor passes for staff manning the exhibition booth (excludes the FSC Awards Dinner)
- Opportunity to purchase additional passes at a discounted rate

ONSITE DURING THE EVENT:

- Large exhibition booth (4.2m x 1.8m) in a prominent area of the exhibition floor
- Gold tier branding throughout the event space as one of the FSC24 Conference Gold Partners
- Lead scanner to capture attendee details



SILVER PARTNER 5 AVAILABLE

POA

The Silver Partner package is designed for smaller organisations that would like to have presence at the FSC24 Conference through an exhibition booth, networking opportunities and branding.

PRE EVENT:

- Priority branding as one of the Silver Partners at the FSC24 Conference throughout the extensive promotional campaign

ATTENDING THE EVENT:

- 4 guest passes for all 3 days of the FSC24 Conference including the FSC Awards Dinner
- 2 exhibitor passes for staff manning the exhibition booth (excludes the FSC Awards Dinner)
- Opportunity to purchase additional passes

ONSITE DURING THE EVENT:

- Exhibition booth (3m x 1.8m) in a prominent area of the exhibition floor
- Silver tier branding throughout the event space as one of the FSC24 Conference Silver Partners
- Opportunity to purchase a lead scanner to capture attendee details

INNOVATION LOUNGE PARTNER EXCLUSIVE

POA

The Innovation Lounge Partner package is designed for organisations that are looking to align with the FinTech, RegTech and SupTech space. The lounge space will allow brand awareness, networking and the opportunity to align with successful start ups.

PRE EVENT:

- Priority branding as an Innovation Lounge Partner throughout the extensive promotional campaign

SPEAKING AT THE EVENT:

- Opportunity to nominate a panellist for one of the thought leader panels within a breakout stream
- Opportunity to host a Meet the Professional table
- Opportunity to participate in the curation of the content housed within the Innovation Lounge during the event

ATTENDING THE EVENT:

- 5 guest passes for all 3 days of the FSC24 Conference including the FSC Awards Dinner
- 3 exhibitor passes for staff manning the exhibition booth (excludes the FSC Awards Dinner)
- Opportunity to purchase additional passes at a discounted rate

ONSITE DURING THE EVENT:

- 4x4 custom lounge space with barista cart in a prominent area of the exhibition floor
- Priority branding throughout the lounge space
- Host the welcome function in the Innovation Lounge on the 3rd of September



MASTERCLASS PARTNER 4 AVAILABLE

POA

The Masterclass Partnership allows organisations to align with one of the 4 themes running in the Masterclasses. The package gives opportunities to network with attendees of the specialised classes as well as during the following VIP networking drinks, and branding throughout the Masterclass promotion and call for registrations.

PRE EVENT:

- Priority branding as one of the Masterclass Partners at the FSC24 Conference throughout the extensive promotional campaign
- Opportunity to participate in the content curation of a Masterclass

SPEAKING AT THE EVENT:

- Opportunity to participate in the curation of the content within the partnered Masterclass
- Opportunity to host a Meet the Professional table

ATTENDING THE EVENT:

- 1 guest pass for all 3 days of the FSC24 Conference including the FSC Awards Dinner
- 4 passes to attend the partnered Masterclass and the welcome function on the 3rd of September
- Opportunity to purchase additional passes at a discounted rate



FSC AWARDS DINNER PARTNER EXCLUSIVE

POA

The FSC Awards Dinner Partner package is designed for an organisation to fully align with the FSC 2024 Awards Dinner brand and theme around recognising and celebrating the achievements of the financial services sector. With an average attendance of 400 at the Awards Dinner, it gives branding and networking access to the full range of growing FSC markets including Financial Advisers, Consumers and the wider financial industry through a speaking opportunity and priority branding.

PRE EVENT:

- Priority branding as the FSC Awards Dinner Partner throughout the extensive promotional campaign
- Opportunity to nominate a senior leader from the partnering organisation to join the Awards judging panel

ATTENDING AND SPEAKING AT THE EVENT:

- 10 guest passes (table of 10) for staff and/or guests at the FSC Awards Dinner, in a prominent position
- 1 seat at the FSC Awards Dinner VIP table with the hosts and guest speakers
- 3 minute welcome as the FSC Awards Dinner Partner
- 5 guest passes for all 3 days of the FSC24 Conference
- Opportunity to purchase additional passes at a discounted rate

ONSITE DURING THE EVENT:

- Opportunity to supply a co-branded activation (e.g. Spirits bar, photo booth)
- Priority branding on FSC Awards Dinner collateral and during the event

POST EVENT:

- Priority branding in FSC's post event promotions of the FSC Awards Dinner





FSC AWARDS CATEGORY PARTNER 8 AVAILABLE

POA

The FSC Awards Category Partner packages are designed for organisations to fully align with one of the eight FSC 2024 Awards categories. With over 30 award entries per year, it gives branding and networking access to category finalists through networking opportunities and branding of the selected category, as well as a speaking opportunity at the FSC Awards Dinner.

PRE EVENT, ONSITE, AND POST EVENT:

- Priority branding as the FSC Awards Category Partner throughout the extensive marketing campaign including call for entries and finalist announcements and promotion
- Priority branding on FSC Awards Dinner collateral
- Priority branding in FSC's post event promotions of the FSC Awards Dinner

ATTENDING AND SPEAKING AT THE EVENT:

- 3 guest passes for staff and/or guests at the FSC Awards Dinner, in a prominent position
- Opportunity to introduce the partnered category and announce the winner at the FSC Awards Dinner
- 1 guest pass for all 3 days of the FSC24 Conference
- Opportunity to purchase additional passes at a discounted rate

CATEGORIES AVAILABLE:

1. Contribution to Community Award
2. Emerging Trailblazer Award
3. Excellence in Governance Award
4. Workplace Savings Award
5. Excellence in Sustainability Practices Award
6. Excellence in Wellbeing & Inclusion Award
7. Team of the Year Award
8. Chairman's Award for Service to the Industry



8	37	400
2023 AWARD CATEGORIES	2023 AWARD ENTRIES	2023 DINNER ATTENDEES

PICK + MIX OPPORTUNITIES

The pick and mix options are for those looking for exclusive branding opportunities.

DELEGATE APP PARTNER

Principal branding with event app

CONFERENCE NEWSLETTER

Exclusive advertising in post conference wraps

DELEGATE BAG PARTNER

LANYARD PARTNER

Company logo + FSC logo on event lanyards

BREAKFAST SESSION PARTNER (6 AVAILABLE)

LUNCH SESSION PARTNER (2 AVAILABLE)

FOOD STATION PARTNER

COFFEE STATION PARTNER (2 AVAILABLE)

MORNING / AFTERNOON TEA

WATER STATION PARTNER

Exclusively supply reusable water bottles and branding of the water stations throughout the event

AT-EVENT ADVERTISING

ADVERTISE IN THE FSC EVENTS NEWSLETTER

Ad space in the weekly FSC event's newsletter in the lead up to the event

ADD ON: FSC CONNECT WEBINAR PARTNER

Opportunity to participate in an FSC Connect Webinar as a follow on from your participation at the event

GROUP TICKET BOOKINGS

MEET THE PROFESSIONALS TABLE

Opportunity to host 2 x 30 minute roundtable sessions during the FSC24 Conference, to leverage and utilise an industry expert (sponsor host) to engage in the facilitated discussions. Opportunity to brand your table and provide corporate gift/take-aways for each 30 minute session.

WINE PARTNER

Priority branding as the FSC Awards Dinner Wine Partner + opportunity to host a wine tasting event prior to the Awards Networking Drinks



**CONSUMER
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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 George Gabriel on 09 802 1532 or at events@fsc.org.nz



TERMS & CONDITIONS

FINANCIAL SERVICES COUNCIL OF NEW ZEALAND INCORPORATED CONFERENCE SPONSORSHIP PROSPECTUS 2024

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 Conference Sponsorship Prospectus 2024 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.

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