



# NEZUAC

NEW ZEALAND UNDERWRITING AGENCIES COUNCIL

## EXPO

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### **SPONSORSHIP PROSPECTUS**

Christchurch, Thursday 23 May 2024

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# NZUAC Expo Welcome

Welcome all, to New Zealand Underwriting Agencies Councils Christchurch Expo which is being held following overwhelming feedback from our members and supply partners that such an event was needed in the South island. We believe this will add value and encourage the expansion of underwriting Agencies in NZ.

The theme for this event is the same as that used for last year's Auckland Expo; **"Challenging Markets and Innovative Solutions"** and we expect this theme will continue to be relevant for years to come.

**"Challenging Markets"** because that is the environment our industry faces right now following a series of global and local events which have placed pressure on insurer capacity to accept risk and provide the security our customers expect and need. Recent increases in premiums is attracting a lot of attention which our broker partners have to manage.

**"Innovative Solutions"** because that is what Underwriting Agencies have always looked to bring to the challenges that insurance brokers and their customers are facing.

This is a wonderful opportunity for our members and supply partners to demonstrate their service offerings and solutions to our target audience of insurance brokers. Entry will be free to all brokers and clothed

trestle tables with space for free standing signage will be available for members and supply partners to engage with each other and attending brokers. The cost for these trestle tabletop display areas will be \$850 + GST and we encourage early registration as there are a limited number of spaces.

This event will be held at the Rydges Latimer Hotel in Christchurch's CBD on Thursday 23 May 2024. The doors will open at 8.30am for tabletop exhibitors to set up. We will be asking brokers to be there at 10.15am for registration, before spending time at the members tables and morning tea from 10.30am and we expect the event to be finished by 12.30pm.

The real value to be gained from this Expo will be the networking opportunities with all attendees. We do hope you will all attend and support this event and thank you in advance for your support.

**NZUAC Board**

# Event Overview

Thursday 23 May 2024  
Rydges Latimer, Christchurch

## AGENDA:

8.30am	Access to set up trestle table displays
9.45am	Short Members Forum - TBC
10.15am	Brokers arrival, Registration & Morning Tea
10.30am	Start of the Expo & Speaker address from the FMA
11.00am	Time to explore the Expo
12.00pm	Speaker Address from NSRA
12.30pm	Expo Close

# Speaker Address

## Speakers Timings

**Time:** 10.30am  
**Speakers:** Jane Brown (Head of Insurance, FMA)  
**Topic:** FMA priorities - OFR / CoFI / Monitoring Observations

**Time:** 12.00pm  
**Speaker:** Leon Midas (National Manager, NSRA) & Lisa Watts (NSRA)  
**Topic:** National Surveys & Risk Assessments (NSRA) are proud to announce their first live presentation hosted for the NZUAC audience. With over a 20-year history in Australia, NSRA steps into the risk engineering space in New Zealand and dives into the risk exposures that lithium-ion batteries pose to the insurance industry. NSRA discuss the technical background of a lithium-ion battery, what to look for, and how to mitigate the risk.

## Speakers



### Jane Brown

Jane Brown has been Head of Insurance at the FMA since October 2023 and is currently focused on preparation for implementation of the CoFI regime. She was previously General Counsel for the Insurance Council of New Zealand. Jane has a Master of Laws and a Bachelor of Arts and is a Senior Associate of the Australian and New Zealand Institute of Insurance and Finance.



### Leon Midas

Leon has a Bachelor of Engineering (Civil and Infrastructure) (Honours) degree. He began his career as a project engineer conducting risk mitigation methodologies in major projects with tier 1 construction companies. Eventually, he found his feet within the insurance industry and worked with large multinational insurers and brokerages as a



### Lisa Watts

partnered risk engineer. Leon has developed risk-focused solutions for businesses nationwide and specialises in hard-to-place and high-risk facilities. Additionally, Leon is a seasoned private investigator conducting factual investigations for worker's compensation and public liability cases.

Lisa comes from an accomplished claims investigations background, having worked in the insurance industry for over 30 years, working for major insurers such as Suncorp, NRMA, and Zurich in claims, technical and manager roles. Lisa has also spent three years working in the investigation industry's private sector and five years as a New South Wales Police officer. Lisa has a passion for fraud investigations and has spent years working within the personal injury claims sector. Lisa enjoys building relationships with clients and assisting them in achieving their goals with our products, focusing on what we can do better and how to be the best we can be.

# Participate in the Christchurch Expo

## As an Attendee

### Insurance Brokers

Complimentary Registration.

### Benefits to NZUAC Member Organisations

NZUAC is offering free registrations to NZUAC Members and Supply/Partner members on annual membership spend, valued at \$250+GST per registration.

Annual Membership Spend	Complimentary Registrations
Up to \$2,000	1
Up to \$3,000	2
Up to \$4,000	3

### Non-Member or Underwriting organisations

Registrations are \$250+GST

You will be able to complete your complimentary or purchased registrations via an online registration page which will be available shortly.

## As an Exhibitor or Sponsor

### Benefits to your Organisation:

- A significant marketing advantage
- Corporate goodwill from the marketplace
- Relationship marketing
- Creation of brand awareness and acceptance
- Demonstration of your products and services
- Increased business potential
- Enhanced company profile
- Direct access to an audience consisting of your clients – current and potential



## Options:

<p><b>Tabletop Trestle Table</b></p> <ul style="list-style-type: none"> <li>• 1 complimentary registration.</li> <li>• Exposure to Expo attendees.</li> <li>• Your sponsorship will be acknowledged digitally.</li> </ul>	<p><b>\$850+GST</b></p> <p>Please touch base with Nigel directly to discuss non-member prices.</p>
<p><b>Expo Morning Tea Sponsor</b></p> <ul style="list-style-type: none"> <li>• Catering breaks are an integral part of the Expo networking and provide an additional opportunity for delegates to be informed.</li> <li>• Your sponsorship will be acknowledged verbally and digitally.</li> <li>• 2 complimentary registrations.</li> </ul>	<p><b>\$1,500+GST</b></p>
<p><b>Expo Name Badges &amp; Lanyards Sponsor</b></p> <ul style="list-style-type: none"> <li>• Your company name and logo displayed prominently on these items.</li> <li>• Your sponsorship will be acknowledged verbally and digitally.</li> <li>• 2 complimentary registrations.</li> </ul>	<p><b>\$2,500+GST</b></p>
<p><b>Water bottle Sponsor</b></p> <ul style="list-style-type: none"> <li>• Your brand/logo displayed prominently on this item.</li> <li>• 2 complimentary registrations.</li> <li>• To be environmentally friendly, there will be water coolers around the venue for refilling.</li> <li>• Water bottle and branding at the sponsor's expense. Please do advise at the time of confirming this option, whether you require assistance in getting these water bottles produced.</li> </ul>	<p><b>\$1,500+GST</b></p>
<p><b>Barista Coffee Machine Sponsor</b></p> <ul style="list-style-type: none"> <li>• Your signage or banner will be prominently displayed by the coffee machine.</li> <li>• Your sponsorship will be acknowledged verbally and digitally.</li> <li>• 2 complimentary registrations.</li> <li>• Should you wish to have the cups branded, reusable cups are preferred, otherwise eco-friendly branded coffee cups could be arranged, at an additional cost to the supplier. Please advise at the time of confirming this option whether you would like to do this.</li> </ul>	<p><b>\$2,000+GST</b></p>
<p><b>Additional Expo Staff Registration</b></p> <ul style="list-style-type: none"> <li>• Purchase additional staff registrations to man your table top at \$75+GST each</li> <li>• Includes catering</li> <li>• Additional passes will be available to purchase via the Registration portal. This will be circulated in due course.</li> </ul>	<p><b>\$75+GST</b></p>



# Sponsorship and Exhibitor Terms and Conditions

By confirming your trestle top display, or additional sponsorship opportunity and paying a fee you (the Sponsor/ Exhibitor) are entering into an Agreement with the NZUAC Expo 2024 and agree to the following terms and conditions:

## General Terms and Conditions

### 1. Confirmation of the Sponsorship or Exhibition

- 1.1 All Bookings must be made using the NZUAC Expo application form and will be confirmed within 3 business days via a confirmation e-mail.
- 1.2 Subletting of space will not be permitted.
- 1.3 The Organising Committee reserves the right of refusal of any application.

### 2. Payment Terms

- 2.1 The full cost of sponsoring or exhibiting will be invoiced once the confirmation form is received.
- 2.2 Payment is required by the 20 of the month following the invoice OR prior to the start of the Expo, whichever is sooner. Sponsors and Exhibitors may be refused entry to the Expo if funds are not received by the Expo Pack-in Day.
- 2.3 All monies are to be paid in New Zealand dollars (\$NZ).
- 2.4 If payment is not received, the Sponsorship or Exhibition may be cancelled and the Sponsor or Exhibitor will be liable to pay penalty interest of 4.5% per calendar month. The sponsor/ exhibitor will also indemnify the Organising Committee from and against all legal costs and disbursements for collection of outstanding debt calculated by a solicitor, including all debt collections costs.
- 2.5 The Sponsorship/Exhibitor Fee does not include insurance, cleaning, loading and handling of equipment, staff, telephones, exhibit equipment, or company advertising or promotional material.

### 3. Cancellations

- 3.1 All cancellations must be submitted in writing and sent to Marleen Goedhart at [events@iconevents.co.nz](mailto:events@iconevents.co.nz)
- 3.2 No refunds are granted after 25 April 2024.
- 3.3 In the event of an Act of God, natural disaster, fire, rain, wind storm, pandemic, or any other unforeseen event or catastrophe, the Organising Committee will work with you to transfer your sponsorship to the following years event, or to calculate a refund of all/partial funds where available. All refunds are at the discretion of the Organising Committee.

### 4. Organising Committees' Right of Termination

- 4.1 The Organising Committee shall have absolute discretion to give notice in writing to cancel the Expo and/or to terminate the Sponsorship or Exhibition.
- 4.2 Where the Expo is cancelled, and/or the sponsorship, the Organising Committee shall not be liable whatsoever for any expenditure or liability for loss, including consequential loss, incurred by the Sponsor/Exhibitor.

### 5. Liability and Insurance

- 5.1 By completing and submitting the confirmation form, the Sponsor/Exhibitor agrees to indemnify and hold harmless the Organising Committee from all claims, demands, damages, and liability of any kind, including loss, damage or destruction of property, breach of contract, injury, negligence, abuse or wilful misconduct on the part of any party.
- 5.2 Neither the Organising Committee nor the Expo provides insurance for the benefit of Sponsors or Exhibitors. Exhibitors/ Sponsors who wish to carry insurance on their property or for any other purpose must do so at their own expense.

### 6. Privacy

- 6.1 The Organising Committee will comply with the Privacy Act 1993. In the course of this Agreement the Organising Committee may collect personal information. Information collected will only be used for the purposes of conducting the Expo or for communicating with attendees after the Expo has concluded (where communications are by electronic means the Organising Committee will only communicate with those persons who have consented to receiving commercial electronic messages from the Organising Committee).
- 6.2 Personal information will only be kept for as long as it is required to conduct Expo business. We will only pass your information to official third party contractors, expo attendees and the Organising Committee for the purpose of assisting you with your Sponsor/Exhibition participation. We take all reasonable steps to ensure that information (including personal information) collected by the Organising Committee is securely stored and protected.
- 6.3 Persons have the right to access and request correction of their personal information held by us. Requests to access and or request correction of personal information should be sent to the Organising Committee.

### 7. General

- 7.1 These terms and conditions are governed by the laws of New Zealand.
- 7.2 Alterations to terms and conditions: The Organising Committee reserves the right to alter these terms and conditions at any time and for any reason.

- 7.3 The Organising Committee may at any time in the interests of the good management or safety of the Expo, introduce further Terms and Conditions to this Agreement as they may, in their discretion think fit.
- 7.4 If any part of this Agreement is found to be invalid or of no force or effect under the law, the Agreement shall be construed as though such part had not been inserted herein, and the remainder of this Agreement shall remain in full force and effect.
- 7.5 The description headings to these Terms and Conditions are merely for reference and do not form part of the Agreement between parties.
- (c) the space is kept clean and tidy and free from rubbish at all times;
- (d) business is conducted in an appropriate manner from the booth considering the Venue, Organising Committee, other Exhibitors and visitors.
- 11.6 Arrangement of displays: The Exhibitor is required to arrange their displays so as to not obstruct the general view or conceal other exhibits. No signs or banners are to be placed outside of the table top assigned to each Exhibitor.
- 11.7 Disturbance: Loud speakers, radios, televisions, Wi-Fi broadcast equipment or the operation of any machinery or equipment which is of sufficient volume to be distracting to neighbouring Exhibitors or Expo attendees are not permitted. Public address systems used to attract the attention of visitors passing near the Exhibitor's table top are also not permitted.

## Exhibition Terms and Conditions

### 8. Allocation of Table Tops

- 8.1 Table tops will be allocated to member organisations first. Should there still be availability, non-member organisations will have the opportunity to exhibit.
- 8.2 The Organising Committee reserves the right to amend the floorplan or alter the exact location of the table top within the floor plan. To accommodate sales, the Organising Committee will endeavour to consult with the exhibitors who are directly affected whenever possible and the Sponsor/Exhibitor undertakes to agree to such alteration(s).
- 10.3 You may not dismantle your table top until after the Expo closes; Exhibitors must not disrupt the Expo by dismantling early.
- 10.4 There is NO storage space at the conclusion of the event. ALL boxes and equipment must be removed prior to 7.00pm.

### 11. Exhibitor Obligations

- 11.1 It is the Exhibitors responsibility to educate attendees about the industry/product/service they represent in the most positive, competent, articulate and professional manner possible. Business casual attire is appropriate (we recommend wearing comfortable shoes).
- 11.2 Alcohol, illegal drugs, smoking, disruptive and/or disrespectful behaviour are prohibited.
- 11.3 Registration: All Exhibition staff must register and pay the appropriate fee to attend the Expo. Non registered staff may be refused entry to the Expo.
- 11.4 No "Booth Buddies": Booth Buddies are people (family, friends, business partners, colleagues, associates, etc.) who are not signed up to exhibit at the Expo but base themselves at or near the Exhibitor's table top with the intention of selling products or services. Booth Buddies are not permitted at the Expo.
- 11.5 General: The Exhibitor must ensure that:
- the Table Tops is fully staffed and continually kept open throughout the course of the Expo hours;
  - walkways are kept clear at all times;

- 11.8 Displaying Products: If the Exhibitor is displaying products or any material which is determined, in the Organising Committee's discretion, to be inappropriate, including, for example, materials that are offensive, disparaging or discriminatory, they will be asked to remove its products or exhibit.
- 11.9 Materials and Packing: All materials used in the exhibition must be non-flammable and non-conforming materials must be removed immediately from the Venue. All packing containers are to be removed from the exhibition floor.
- 11.10 Couriers and transportation of equipment etc. The Exhibitor is responsible for arranging couriers and transportation of exhibition equipment and exhibits to and from the Expo.
- 11.11 Responsibility for loss/damage if caused: The Exhibitor will be solely responsible for the cost of remedying any damage and repairs caused to the venue carpet, walls, floor and all property damaged or destroyed by an Exhibitor must be replaced to its original condition at the expense of the Exhibitor.

### 12. Health & Safety Obligations

- 12.1 All exhibitions must meet the current Health & Safety at Work Act 2015.
- 12.2 Exhibitors must, at all times, comply with the venues regulations and policies including for example a strict no smoking rule and any other laws applying to the venue.
- 12.3 The Exhibitor will abide by, and notify its employees, agents, contractors, subcontractors, invitees and licensees of the Venue's health and safety plans. Exhibitors must comply with all reasonable direction of the Venue Operator.
- 12.4 The Exhibitor shall not bring into the venue any dangerous goods, except with the prior written approval of the Organising Committee. The Exhibitor shall at all times comply with all statutory requirements as to safety, including without limited the generality of the foregoing, the storage and handling of dangerous goods. All exhibits must be properly protected to avoid danger to any person.



### 13. Failure to Perform

13.1 In the event of the Exhibitor being unable or unwilling to comply with or otherwise breaching this Agreement, the Organising Committee may terminate the Agreement by giving notice in writing. Thereafter, the Organising Committee may retain any payment made by the Exhibitor under this Agreement as liquidated damages and the Exhibitor shall be prohibited from occupying the table top or providing the sponsorship and shall immediately remove their exhibits from the Expo, in accordance with the Organising Committees' instructions, provided that the Organising Committee may remove such exhibits and despatch them to the Exhibitors' address as stated on this Agreement. The Organising Committee shall be under no liability for the loss or damage of such exhibits in transit and the cost of such removal and despatch shall become a debt due by the Exhibitor to the Organising Committees.

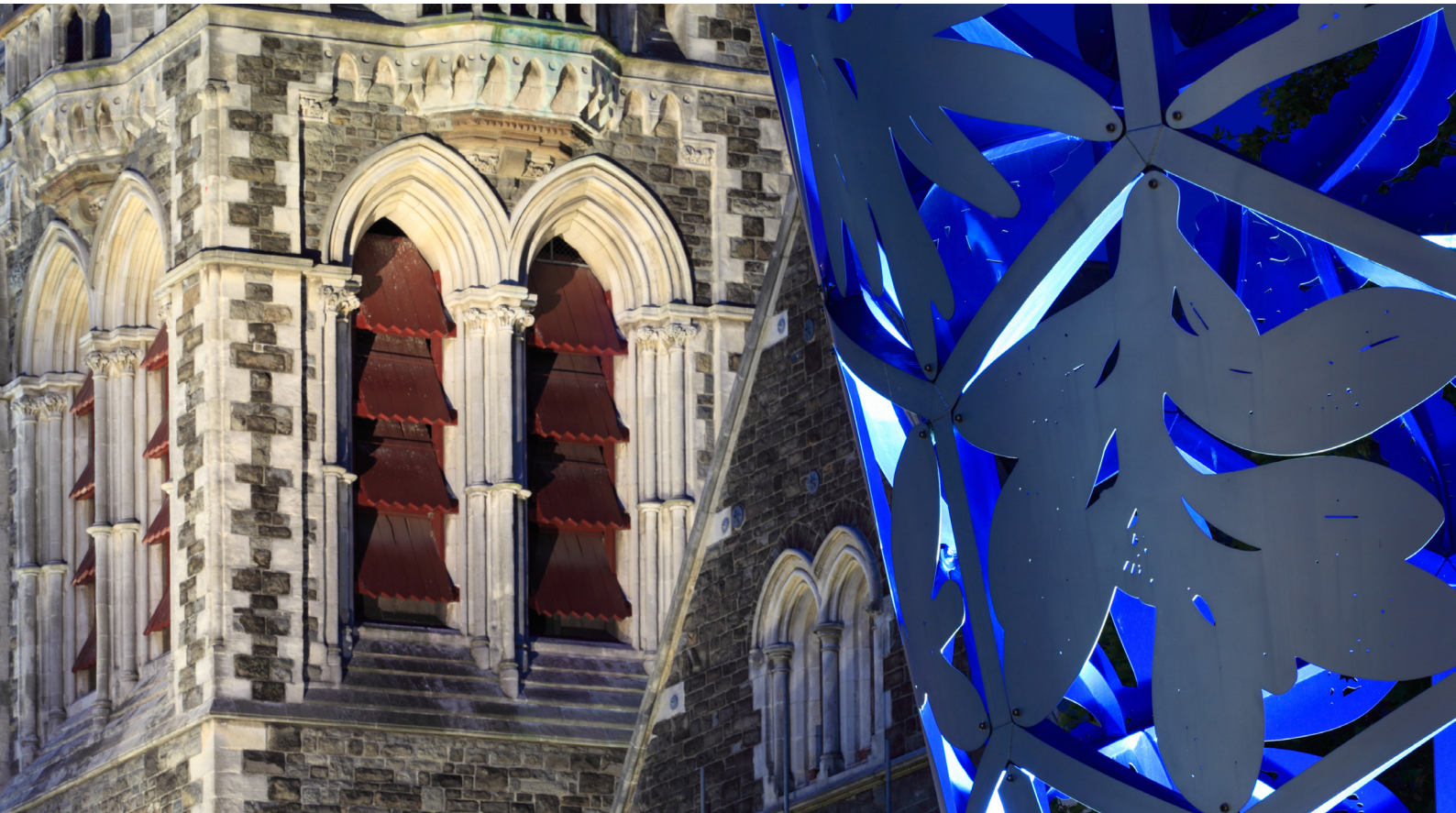
### 14. Security

14.1 The Exhibitor is responsible for its own property: The property of the Exhibitor is deemed to be under their custody, control and oversight at all times, including in transit to and from the Expo and within the confines of their table top. The table top, materials, displays and equipment should not be left unattended at any time. The Exhibitor is wholly responsible for the security of their materials during set up, expo hours and pack out/ dismantling.

### ACCEPTANCE

The Sponsor/Exhibitor has read the terms and conditions and understands that this agreement is legally binding between the Organising Committee and the Sponsor/Exhibitor.

Sponsors will be issued with a tax invoice and all sponsorships exclude 15% GST.



# Application Form

to Sponsor or Exhibit at the Christchurch NZUAC Expo

Complete and email this form to:  
**Icon Conference and Event Management Ltd**  
at [events@iconevents.co.nz](mailto:events@iconevents.co.nz)

A tax invoice will be supplied for all payments made.



## Christchurch Expo - Thursday 23 May 2024

Organisation: .....

Exhibitor company name (Fascia): .....

Main point of contact: .....

Job Title: .....

Email: .....

Landline: ..... Mobile: .....

Additional contacts (Name and email): .....

### Please confirm my sponsorship for:

- Tabletop Trestle Table @ \$850 (+ GST)
- Expo Morning Tea @ \$1,500 (+ GST)
- Expo Name Badges & Lanyards @ \$2,500 (+ GST)
- Water Bottle @ \$1,500 (+ GST)
- Barista Coffee Machine @ \$2,000 (+ GST)

### Auckland NZUAC Expo:

- I'm interested in also Exhibiting at the Auckland Expo - Tuesday 27 August, Grand Millennium, Auckland CBD.  
*This is just an expression of interest, we will be in touch with more information once it's available.*

### Payment method:

- Invoice
- Credit card

### Invoice

Postal Address: .....

City: ..... Country: .....

Purchase Order (If required): .....

### Credit Card

We will contact you by phone for your credit card details

### Signed on Behalf of Company

Name: .....

Job Title: .....

Signature: .....

Date: .....