



NZUAC

NEW ZEALAND UNDERWRITING AGENCIES COUNCIL

AUCKLAND EXPO

SPONSORSHIP PROSPECTUS

Tuesday 27th August 2024



NZUAC Expo Welcome

Welcome all, to the New Zealand Underwriting Agencies Council (NZUAC) second Auckland Expo which is being held following overwhelming feedback from our members and support partners that another event would add value and encourage the expansion of Underwriting Agencies in New Zealand.

The theme for this year is continuing that of last year “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 after a series of global and local events in 2023 which have placed pressure on insurer capacity to accept risk and provide the security our customers expect and need. On top of this New Zealand in particular is facing the reality of two quarters in recession and a very tough economic outlook for NZ businesses and their customers.

“Innovative Solutions” because that is what Underwriting Agencies have always looked to bring to the challenges that insurance brokers and their customers are experiencing, and this is especially so with the more recent emerging technology innovation including AI.

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 our broker guests. The cost for these trestle tables/

tabletop displays will be \$1,200 + GST for our Members and Supply/Partner Members. This will also include a complimentary registration (in addition to members complimentary passes). We encourage early registration as there are a limited number of table spaces.

Like last year, this event will be held at the Grand Millennium Hotel in Auckland’s CBD on Tuesday 27th August 2024. The exhibition hall will be available for table set up from midday and the doors will open at 1.30pm for registration with a start at 2.00pm. The formal part of the day will be over by 5.00pm when we will take time over a drink and something to eat to socialise and network further.

We have a fantastic line up of speakers and panellists to talk about the challenges our industry faces and what the future solutions may look like. Two CPD points will be available for all brokers who participate in the whole afternoon but the real value to be gained from this half day Expo will be the networking opportunities with all attendees and engaging with our group of speakers and panellists.

We hope you will all attend and promote this event and thank you in advance for your valued support.

NZUAC Board

Tuesday 27 August 2024 Grand Millennium, Auckland

Agenda

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|--------|---|
| Midday | Access to set up trestle table displays in Expo space |
| 1.30pm | Registration tea & coffee and time to look around the Expo space |
| 2.00pm | Keynote & Panel presentations in main conference room - Including an Afternoon Tea break in the Expo space |
| 5.00pm | Networking Function |

Speakers & Panellists

Keynote Speakers



Michael Hewes

Michael Hewes is the financial markets Authority (FMA) Director – Deposit Taking, Insurance, and Advice. Responsible for the oversight of deposit takers, insurance companies, and financial advisers. He has held senior roles at AIA and Sovereign and has a post-graduate diploma in commerce from Lincoln University and a Bachelor of Arts from the University of Canterbury. He has been with the FMA for 7 years.



Michael Cavanaugh

Michael Cavanaugh is a Special Counsel based in Wotton + Kearney's Auckland office. Michael is an experienced advisor to local and offshore insurers on their policy wording and cover for claims under them, with expertise in Financial Lines, particularly Directors & Officers liability. Aside from advising on, monitoring and defending claims against insureds, Michael also helps insurers, brokers and insureds with legislative reform and emerging risks. He regularly delivers seminars and classes to underwriting, claims and broking teams. Most recently, he worked with clients on the Contracts of Insurance Bill, and is a key member of Wotton + Kearney's team submitting on it.



Panellists



Tim Warren

Tim Warren is an award-winning speaker at the forefront of artificial intelligence. Former Tech and Finance executive, and Founder of AI software company Ambit, Tim brings real-world expertise implementing advanced strategy to solve business challenges. His clients in Finance and Insurance have included Tower, TradeMe insurance, Southern Cross Travel Insurance and many others.



Paula Sheppard-Jones

Paula Sheppard-Jones is the General Manager for DUAL New Zealand having worked for the Company for 8 years building the New Zealand business to a multi-line operation, employing 35 people across the Country. Paula has 30 years' experience in the insurance industry gained both in the UK and in New Zealand, spanning broking, underwriting and MGA management. Paula's roles have included Corporate Broker, Account Manager, Claims Handler, Specialist Fin Lines & Liability Underwriter, Technical Resource Support, Group Business Manager, National Distribution Manager and General Manager.



Dan Xu

Dan Xu is the CEO of ElementX, an AI engineering consultancy based in Auckland. They specialise in helping organisations learn and apply AI to improve sales, productivity and customer experience. They have worked with numerous insurance clients including Southern Cross Insurance, Cove Insurance and Quashed Insurance.

Event Overview

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Keynote Speakers:

Michael Hewes – Financial Markets Authority (FMA), Director

(30 minutes including Q&A)

Topic: The FMA's regulatory focus and objectives including specific comment on the new CoFI regime and how they will achieve compliance.

Michael Cavanaugh - Wotton + Kearney, Special Counsel

(30 minutes including Q&A)

Topic: The Insurance Contracts Bill.

Panel Session: (1 hour including Q&A)

1. Paula Sheppard-Jones, DUAL NZ
2. Tim Warren
3. Dan Xu, ElementX
4. Igor Shadoff, Rothbury

Topic: Current and future impact of technology, in particular AI on the insurance industry. How or will it deliver value to brokers, customers, underwriters, capacity providers and what future talent will we need to attract and retain to deliver this value.

Members Stalls/exhibits:

- The participants will gain knowledge and access to participating members. They will connect with and learn from many underwriting agencies and supply partners, their specialty, appetite and solutions for clients/brokers.
- The participants will gain knowledge around current technology solutions for broking and underwriting systems.

Key Learning Outcomes:

1. Participants will gain knowledge around current and future technology trends including the future impact of AI for underwriting agencies and brokers.
2. Exploring and understanding the latest innovative technology solutions that enhance efficiency, accuracy, and speed in providing insurance solutions.
3. Exploring opportunities for collaboration between underwriting agencies, insurers, and technology providers to optimise claims and policy process delivery.
4. Exploring the importance of customer-centricity in designing and delivering insurance product solutions.
5. Identifying strategies to enhance transparency, accessibility, and affordability of insurance products for customers.
6. Recognizing the role of underwriting agencies in driving customer-focused product innovation and compliance.
7. Understanding the likely future impact of the Insurance Contracts legislation for brokers, underwriting Agencies, and their customers.
8. Gaining an appreciation of the role the Financial Markets Authority will play in the insurance market and how they will interact and enforce regulations for which they are responsible.
9. Learning about the capabilities and expertise of underwriting agencies in risk assessment, pricing, and risk management.
10. Identifying opportunities for collaboration and partnership between underwriting agencies and insurers/brokers.



Participate in this year's Expo

As an Attendee

Insurance Brokers

Complimentary Registration.

Benefits to NZUAC Member Organisation or Supply Partner Members

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 products and services
- Increased business potential
- Enhanced company profile
- Direct access to an audience consisting of your clients – current and potential.

Options:

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| Tabletop Trestle Table <ul style="list-style-type: none"> • 1 complimentary registration. • Exposure to Expo attendees. • Your sponsorship will be acknowledged digitally. • Non-Members who join NZUAC as a member within 2 months of the Expo will receive a \$500 refund of your Non-Member Trestle Table price. | \$1,200+GST Or \$1,700+GST for Non-Members. Member organisations receive priority. |
| Expo Afternoon Tea Sponsor <ul style="list-style-type: none"> • Catering breaks are an integral part of the Expo networking and provide an additional opportunity for delegates to be informed. • Your sponsorship will be acknowledged verbally and digitally. • 2 complimentary registrations. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$2,700+GST |
| Expo Name Badges & Lanyards Sponsor <ul style="list-style-type: none"> • Your company name and logo displayed prominently on these items. • Your sponsorship will be acknowledged verbally and digitally. • 2 complimentary registrations. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$3,200+GST |
| Water bottle Sponsor <ul style="list-style-type: none"> • Your brand/logo displayed prominently on this item. • 2 complimentary registrations. • To be environmentally friendly, there will be water coolers around the venue for refilling. • Your sponsorship will be acknowledged verbally and digitally. • 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. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$1,700+GST |
| Tote Bag Sponsor <ul style="list-style-type: none"> • Your brand/logo displayed prominently on this item • 2 complimentary registrations • Your sponsorship will be acknowledged verbally and digitally • Providing an environmentally option for delegates to carry any merchandise collected. • Tote bag production and branding at the sponsor's expense. Please advise at the time of confirming this option, whether you require assistance in getting these tote bags produced. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$1,700+GST |
| Barista Coffee Machine Sponsor <ul style="list-style-type: none"> • Your signage or banner will be prominently displayed by the coffee machine. • Your sponsorship will be acknowledged verbally and digitally. • 2 complimentary registrations. • 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. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$2,500+GST |
| Expo Networking Sponsor <ul style="list-style-type: none"> • Sponsor the Expo Networking function at the end of the Expo. Providing attendees another opportunity to network. • Your sponsorship will be acknowledged verbally and digitally. • Your signage or freestanding upright banner will be displayed prominently in the networking area. • 3 complimentary registrations. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$7,000+GST |

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| Keynote Speaker Sponsor <ul style="list-style-type: none"> • Your sponsorship will be acknowledged verbally and digitally. • All costs associated with a keynote speaker to attend and speak at the Expo including flights/accommodation etc. • 2 complimentary registrations for local staff or customers. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | All costs associated with a keynote speaker SOLD |
| Panel Discussion Sponsor <ul style="list-style-type: none"> • Your sponsorship will be acknowledged verbally and digitally. • All costs associated with a keynote speaker to attend and speak at the Expo including flights/accommodation etc. • 2 complimentary registrations for local staff or customers. • Access to purchase a Trestle Table at a discounted price of \$800 +GST. | \$2,200+GST |
| Additional Expo Staff Registration <ul style="list-style-type: none"> • Purchase additional staff registrations to man your booth at \$75+GST each • Includes catering | \$75+GST |

Additional passes will be available to purchase via the Registration page on the NZUAC Expo website (www.nzuacexpo.org.nz) which will be available shortly.



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
- 3.2 No refunds are granted after 9 August 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.

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 booths 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 booth 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.
- (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.
- 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.

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 booth with the intention of selling products or services. Booth Buddies are not permitted at the Expo.
- 11.5 General: The Exhibitor must ensure that:
- (a) the Table Tops is fully staffed and continually kept open throughout the course of the Expo hours;
 - (b) walkways are kept clear at all times;

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 NZUAC Expo

Complete and email this form to:
Icon Conference and Event Management Ltd
at jaime@iconevents.co.nz

A tax invoice will be supplied for all payments made.



AUCKLAND EXPO 2024

Organisation: _____

Exhibition booth name (Fascia): _____

Main point of contact: _____

Job Title: _____

Email: _____

Landline: _____ Mobile: _____

Additional contacts (Name and email): _____

☐ I am a NZUAC Member

Please confirm my sponsorship for:

☐ Tabletop Trestle Table @ \$1,200 + GST
(or \$1,700 +GST Non-member)

☐ Expo Afternoon Tea @ \$2,700 + GST

☐ Expo Name Badges & Lanyards @ \$3,200 + GST

☐ Water Bottle @ \$1,700 + GST

☐ Discounted Trestle Table @ \$800+GST
For those taking an additional sponsorship option

☐ Barista Coffee Machine @ \$2,500 + GST

☐ Tote Bag Sponsor @ \$1,700 + GST

☐ Expo Networking @ \$7,000 + GST

☐ Keynote Speaker (all costs associated)

☐ Panel Discussion @ \$2,200 + GST

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: _____