



NEZUAC

NEW ZEALAND UNDERWRITING AGENCIES COUNCIL

CHRISTCHURCH EXPO

SPONSORSHIP PROSPECTUS

WEDNESDAY 7 MAY 2025



NZUAC Christchurch Expo Welcome

Welcome all, to the second Christchurch Expo of the New Zealand Underwriting Agencies Council. Following the first South Island event in 2024, we have received overwhelming feedback from our members and supply partners about the importance of continuing to support brokers and underwriting agencies in the South Island.

The theme for the event this year is “NAVIGATING SOFT MARKETS TOGETHER”, a theme that will be very relevant to many underwriting agencies and brokers as we head into 2025.

Over the recent months we have all seen significant changes in the global geo-political, economic and insurance markets. All of these changes, and those that we continue to experience over the coming months, will impact our businesses, insurers and, most importantly, our customers.

Previously when our industry has faced soft or softening markets, we have seen lower premium rates, increased competition among insurers, broader coverage terms, and more relaxed underwriting standards. Whilst soft markets can present opportunities for growth and client acquisition, they also require brokers and underwriting agencies to be strategic, adaptable, and focused on delivering value to their clients.

This Expo is a wonderful opportunity for our members and supply partners to demonstrate and reinforce the value of their offerings to our target audience of insurance brokers. Entry will again be free for all brokers. 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 tabletop display areas remains great value at only \$960 plus GST and we encourage early registration due to limited spaces.

This year we are also changing the format up with the introduction of a series of Rapid Roundtable discussions. This provides the opportunity for your business to have up to four face-to-face small group conversations on a topic of your choice, with a focus on our theme of Navigating Soft Markets Together. This opportunity is yours for only \$250 plus GST and is limited to the first eight applicants. If you are interested, let us know as soon as possible and provide details of your specialist topic.

The event will again be held at the Rydges Latimer Hotel in Christchurch on Wednesday 7 May 2025. The doors to our larger space will open at 8.00am for tabletop exhibitors to set-up. Brokers will arrive from 9.30am for registration and morning tea. We anticipate the event to be finished by 1.00pm.

The real value to be gained from the Expo will be the networking opportunities with all attendees and the tips on how to navigate our current environment. We look forward to your attendance and thanks you in advance for your support.

NZUAC Board

Event Overview

WEDNESDAY 7 MAY 2025
RYDGES LATIMER, CHRISTCHURCH

AGENDA:

8.00am	Access to set up trestle tables for exhibitors
9.30am	Registration & Expo Open
10.00am	Welcome address
10.10am	Keynote Address – Tim Grafton
10.40am	Morning Tea & Expo
11.20am	Rapid Roundtables
12.12pm	Additional time in Expo
12.30pm	Expo close

Keynote Speaker Address



Tim Grafton

Independent Director and Consultant and former Chief Executive of the Insurance Council of New Zealand

Tim Grafton led the Insurance Council of New Zealand through over a decade of unprecedented events, challenges and change in the New Zealand insurance market. During this time Tim also participated as a member of the Executive Committee of the Global Federation of Insurance Associations, chaired the Fair Insurance Code Compliance Committee and was an active member of the ANZIIF Advisory Board.

Tim is uniquely positioned to comment on the impacts of changing, and softening markets on our industry and to provide useful insights into how our current environment might impact us all.

Bio

Tim Grafton served as the Chief Executive of Te Kāhui Inihua o Aotearoa The Insurance Council of New Zealand (ICNZ) from 2012 till April 2024. During that time Tim led the ICNZ response to the Canterbury earthquake series, the 2016 Kaikoūra earthquake, the Auckland Anniversary Weekend Floods and Cyclone Gabrielle in 2023. He played a key role in insurers becoming the agents of the Natural Hazards Commission, formerly the EQC, he led two reviews of the Fair Insurance Code, and led the sector's response to the most extensive regulatory changes insurance has ever experienced.

He was awarded The Insurance Leader of the Year in 2015 at the ANZIIF Industry Awards and was the Vice-President of the Global Federation of Insurance Associations until last year.

Prior to joining ICNZ in 2012, Tim was an Executive Director of a leading market research company and as a consultant has provided strategic advice to leading public entities and private corporations across a broad range of sectors and has advised two former Prime Ministers. He is a Chartered Member of the Institute of Directors and is now working as a private consultant.

Rapid Roundtables

We are excited to introduce Rapid Roundtables as part of the NZUAC Christchurch Expo 2025. This is a unique opportunity for vendors to engage directly with attendees in an intimate and focused setting, encouraging meaningful conversations and deeper insights.

The Rapid Roundtables will be held in a separate room from the main Expo.

There will be 4 x 10-minute rounds with 4 minutes between each round for attendees to move between tables.

Attendees will pre-select 3 roundtable topics during their Expo registration, allowing them to participate in 3 Rapid Roundtable discussions most relevant to them.

After the 4 rounds, there will be additional Expo time to allow for continued conversations and follow-ups with attendees.

Please select your top 3 preferred topics from the list below, for your Roundtable presentation, noting them within application form at the end of the document.

- i. Commercial Property
- ii. Commercial motor / heavy plant
- iii. Personal lines
- iv. Cyber
- v. Liability / fin lines
- vi. High / hard-to-place risks
- vii. Corporate travel
- viii. Marine
- ix. NHC (old EQC)

Should you have a suggested topic, please note this within the application form for consideration.

Within your Rapid Roundtable, we would like you to touch on the below areas –

- i. Capacity reaction
- ii. MGA response
- iii. Opportunities for brokers

The final topics will be selected to ensure a balanced and diverse range of topics for attendees to choose from.

This is a fantastic opportunity to showcase your expertise, engage with potential clients, and build meaningful connections in a fast-paced, high-impact format. We look forward to your participation.

Time	Duration	Round
11.20am	10minutes	Round 1
11.30am	4 minutes	Table change
11.34am	10 minutes	Round 2
11.44am	4 minutes	Table change
11.48am	10 minutes	Round 3
11.58am	4 minutes	Table change
12.02pm	10 minutes	Round 4
12.12pm		Additional Expo Time

Rapid Roundtables are only available to those who also take a Trestle Table

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

This year NZUAC is pleased to offer a discount on cost of participating in the Auckland Expo to any organisations that attend both Christchurch and Auckland. Further details about this exciting offer will be made available in the Auckland Expo prospectus.

Options:

Tabletop Trestle Table <ul style="list-style-type: none"> • 1 complimentary registration. • Exposure to Expo attendees. • Your sponsorship will be acknowledged digitally. 	\$960+GST Non-Member Price \$1,500 +GST
Rapid Roundtable <ul style="list-style-type: none"> • 4 rounds of 10-minute Rapid Roundtables, where you can discuss your chosen topic in an intimate and focused setting, encouraging meaningful conversations and deeper insights. • This is only available to those who also take a Trestle Table 	\$250+GST
Keynote Address Sponsor <ul style="list-style-type: none"> • Your sponsorship acknowledged verbally and digitally • Your company name/logo featured on the Keynote Address holding slide • 2 Complimentary registrations 	\$1,500+GST
Expo Morning 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. 	\$1,695+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. 	\$2,500+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. • 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. 	\$1,695+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. 	\$2,260+GST
Additional Expo Staff Registration <ul style="list-style-type: none"> • Purchase additional staff registrations to man your table top at \$75+GST each • Includes catering • Additional passes will be available to purchase via the Registration portal. This will be circulated in due course. 	\$75+GST

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 2025 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 Jaime Beetson at jaime@iconevents.co.nz
- 3.2 No refunds are granted after 16 April 2025.
- 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 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).
- 8.3 You may not dismantle your table top until after the Expo closes; Exhibitors must not disrupt the Expo by dismantling early.
- 8.4 There is NO storage space at the conclusion of the event. ALL boxes and equipment must be removed prior to 7.00pm.

9. Exhibitor Obligations

- 9.1 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).
- 9.2 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.
- 9.4 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.
- 9.5 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;

- the space is kept clean and tidy and free from rubbish at all times;
 - business is conducted in an appropriate manner from the booth considering the Venue, Organising Committee, other Exhibitors and visitors.
- 9.6 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.
- 9.7 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.
- 9.8 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.
- 9.9 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.
- 9.10 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.
- 9.11 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.

10. Health & Safety Obligations

- 10.1 All exhibitions must meet the current Health & Safety at Work Act 2015.
- 10.2 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.
- 10.3 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.
- 10.4 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.

11. Failure to Perform

11.1 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.

12. Security

12.1 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 jaime@iconevents.co.nz

A tax invoice will be supplied for all payments made.



Christchurch Expo - Wednesday 7 May 2025

Organisation:

Exhibitor company 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 @ \$960 (+ GST)

Rapid Roundtables @ \$250 (+ GST)

My 3 top preferred topics - see topics below

1. 2. 3.

Expo Morning Tea @ \$1,695 (+ GST)

Expo Name Badges & Lanyards @ \$2,500 (+ GST)

Water Bottle @ \$1,695 (+ GST)

Keynote Speaker Sponsor @ \$1,500 (+GST)

Barista Coffee Machine @ \$2,260 (+ 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:

Auckland NZUAC Expo:

I'm interested in also Exhibiting at the Auckland Expo - 21 August 2025, Grand Millennium, Auckland CBD.

This is just an expression of interest, though those who participate in both CHC and AKL will receive a discount on the AKL fee. We will be in touch with more information available.

Rapid Roundtable Topics

Commercial Property	Cyber
Commercial motor / heavy plant	Corporate travel
High / hard-to-place risks	Marine
Personal lines	EQC
Liability / fin lines	

If you have a suggested topic, please note it below.

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