



**Challenges &
Opportunities**

ICNZ Conference, Tāmaki Makaurau Auckland
Thursday 7 March 2024, Hilton Hotel

Sponsor Prospectus



Te Kāhui Inihua o Aotearoa

www.icnzconference.nz



What is ICNZ?



Tim Grafton, Chief Executive

The Insurance Council of New Zealand Te Kāhui Inihua o Aotearoa's (ICNZ) is the industry organisation which represents fire and general insurers in Aotearoa New Zealand.

ICNZ comprises 29 companies and 4 associate members that write approximately 95% of Aotearoa New Zealand's general insurance business. Its members protect over a trillion dollars of New Zealander's assets. In the last year, its members paid around \$3.08 bn in claims

The 2024 conference returns after a very successful event in 2022 on Thursday 7 March at the Hilton Hotel, Tāmaki Makaurau Auckland. It's the insurance sector's premier event to hear from leading international and national speakers. Coming a year after the twin climate disasters of the Auckland Anniversary Weekend floods and Cyclone Gabrielle, the theme is appropriately Challenges and Opportunities.

The Hilton Hotel affords a glorious setting for the exhibition/catering area: allowing for lots of natural light with lots of space.

It's also the premier event to connect and re-connect with colleagues from across the sector. We look forward to welcoming you to what promises to be a great day.

Who will attend?

This event is the premier general insurance conference for the year and will be attended by many of the main decision makers in the industry. Attendance adds enormous value to delegates, their staff, company and colleagues providing a valuable opportunity for not only learning, but also networking with industry colleagues.

The conference will be of value to anyone in middle to senior management in the insurance industry, support industries and brokers as well as managers in the regulatory and Government sector.

This event is being targeted to:

- Insurance – Middle to Senior Management
- Underwriters/Claims Management
- Insurance Brokers
- Loss Adjusters
- Finance Managers
- Regulators
- Accountants and Auditors
- Insurance Lawyers
- Government Departments
- Insurance commentators, Analysts and Financial Services Media

Our day revolves around four sessions talking about the big issues of the day:

1. Resilience
2. Artificial Intelligence
3. Reinsurance
4. Affordability

We're lining up an outstanding roster of panellists and exciting keynote speakers for you. We'll bring you more news of these as we approach 7 March.

Thursday 7 March 2024

- | | |
|---|--|
| 7:45am Registration opens | 12:00pm Lunch, sponsored by JB Hifi |
| 8:30am Mihi whakatau | 1:00pm Cameron Bagrie, Keynote |
| 8:40am Housekeeping with Miriama Kamo, Conference MC sponsored by McLarens | 1:50pm Session 3: Reinsurance |
| 9:00am Opening keynote speech from Government Minister | 2:45pm Afternoon break, sponsored by Davies Financial & Actuarial |
| 9:40am Session 1: Resilience | 4:00pm Session 4: Affordability |
| 10:30am Morning break | 4:15pm President's wrap |
| 11:00am Session 2: AI | 4:30pm Networking drinks, sponsored by Godfrey and Company |

Please note that the running order is subject to change given the availability of the Minister.



Challenges & Opportunities

A year on from Aotearoa New Zealand's twin climate disasters we'll be inviting the new Government to set out how it will support our sector. We'll also be examining how we can improve resilience, so that we can keep people and communities safe, reduce risk and help keep cover in place. Another panel will look at the potential for AI to transform how we do business and improve outcomes for our customers.

We'll also get an update on the economic outlook, look at what the climate-impacted global reinsurance market means for Aotearoa and how we can rise to the affordability challenge for our customers.



Sponsorship Overview

Platinum Partner	SOLD	Silver Partner	15
Keynote Presenter Sponsor	7	Session Sponsor	16
Breakfast Sponsor	8	Lunch Sponsor	17
Gold Partner	9	Networking Drinks Sponsor	SOLD
MC Sponsor	SOLD	Morning Tea Sponsor	SOLD
Barista Cart Sponsor	SOLD	Afternoon Tea Sponsor	SOLD
Business Lounge Sponsor	12	Exhibitor	21
Event App Sponsor	SOLD	Supporting Sponsor	22
Conference Bag Sponsor	14		

SOLD

Platinum
\$10,500

As our Platinum Partner you will receive:

- Sponsorship acknowledged on programme
- Acknowledgement at the conference opening
- Your supplied banner in the conference area
- Prime exhibition space. All catering, other than breakfast, will be served in this space.
- One piece of literature to be placed at delegate seating
- Six complimentary registrations
- Logo on the name badge
- Logo feature and 100-word blurb on your organisation featured on the conference website and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference
- Promotional item may be given to delegates.
To promote less waste, we encourage sponsors to think beyond paper material. The conference organisers can assist you with other ideas.
- Invitation to speakers' dinner

Keynote
\$7,500

As our Keynote Presenter sponsor you will receive:

- Naming rights to keynote presenter
- Opportunity for two minute introduction at start of keynote presentation
- Sponsorship acknowledged on programme and acknowledgement at the conference opening
- Your supplied banner in the conference area
- Prime exhibition space. All catering, other than breakfast, will be served in this space.
- One piece of literature to be placed at delegate seating
- Four x complimentary registrations
- Logo feature and 100-word blurb on your organisation featured on the conference website, event app and logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference
- Promotional item may be given to delegates.
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- Invitation to speakers' dinner

Breakfast
\$6,500

This newly created, exclusive sponsor package offers you the opportunity to host a breakfast in a private room, away from the hustle and bustle of the main welcome area, on 7 March where you can invite your chosen attendees.

As our Breakfast sponsor you will receive:

- Naming rights to invite only breakfast for maximum 30 guests (including sponsor)
 - Your choice of plated or buffet breakfast
 - Opportunity to address your invited guests
 - Sponsorship acknowledged on programme
 - Acknowledgement at the conference opening
 - Your supplied banner in the conference area and in the private room
 - Prime exhibition space. All catering, other than breakfast, will be served in this space.
 - One piece of literature to be placed at delegate seating
 - Two x complimentary registrations to entire conference
 - Logo feature and 100-word blurb on your organisation featured on the conference website, and event app
 - Logo featured in static signage around the conference venue
 - Participation in an Exhibitors' quiz
 - List of delegates who have agreed to name disclosure in relation to the event sent one week after conference
 - Promotional item may be given to delegates.
- To promote less waste, we encourage sponsors to think beyond paper material. The conference organisers can assist you with other ideas.
- Invitation to speakers' dinner

As our Gold Partner you will receive:

- Sponsorship acknowledged on programme
- Acknowledgement at the conference opening
- Logo on screen relating to sponsors
- Complimentary exhibition space. All catering, other than breakfast, will be served in this space.
- One piece of literature placed at delegate seating
- Two x complimentary registrations
- Logo feature and 100-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference
- Promotional item may be given to delegates.
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- Invitation to speakers' dinner

MC Sponsor

SOLD

MC
\$5,500

As our MC sponsor you will receive:

- Naming rights to Miriama Kamo, Conference MC
- Regular acknowledgement by Miriama Kamo through out the day of the conference
- MC can wear branded clothing, subject to approval by ICNZ
- Opportunity for creative and innovative involvement with MC in consultation with ICNZ
- Sponsorship acknowledged on programme and acknowledgement at the conference opening
- Logo on screen relating to sponsors
- Complimentary exhibition space. All catering, other than breakfast, will be served in this space.
- One piece of literature at delegate seating
- Two x complimentary registrations
- Logo feature and 100-word blurb on your organisation featured on the conference website, event app and Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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Barista Cart
\$4,500

SOLD



Almost everyone enjoys a good coffee, so why not take up the opportunity to connect with many of the delegates as they visit for their daily dose. The barista cart will be in the exhibition area. Costs associated with the provision of the coffee cart, including labour, and consumption of coffee are included in the opportunity.

As our Barista Cart Sponsor you will receive:

- Sponsorship acknowledged on programme
- Acknowledgement at the conference opening
- Your supplied banner in the conference area
- Prime exhibition space
- One x complimentary registrations
- Logo feature and 100-word blurb on your organisation featured on the conference website and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

To promote less waste, we encourage sponsors to think beyond paper material. The conference organisers can assist you with other ideas.

Business Lounge Sponsor

Business
Lounge
\$3,500

Create a calm oasis for delegates to relax in during break times. Provide the ability for delegates to sit and network; check their messages, recharge their phones, iPads or computers.

As our Business lounge sponsor you will receive:

- Opportunity to plan the setup of the lounge in consultation with the conference organisers (e.g. funky furniture, magazines, the daily paper and your company promotional material)
- Naming rights to the business lounge
- Branding on the recharge bar (provided by the sponsor)
- Label on magazines with sponsor's logo
- Placement of company banner in the lounge
- One x complimentary registration
- Logo feature and 100-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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SOLD

**Event app
\$3,500**

The mobile app provided at the conference is the one stop destination for all the information leading up to, during and after the conference. Not only that but it holds all the speaker, sponsor, exhibitor and attendee information. This app is a must for everyone attending ICNZ 2024.

As our Event app sponsor you will receive:

- Naming rights to the event app
- Company logo included on the app cover page
- Three push notifications to delegates the day of the conference
- Signage around registration, trade and catering room; and conference meeting rooms promoting the app
- One x complimentary registration
- Logo feature and 100-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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Conference Bag Sponsor

Conference
bag
\$3,500

As our Conference Bag sponsor you will receive:

- Company logo on conference bag
- One x complimentary registration
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

To promote less waste, we encourage sponsors to think beyond paper material. The conference organisers can assist you with other ideas.



*Example only,
actual bag may differ

As our Silver Partner you will receive:

- Sponsorship acknowledged on programme
- Acknowledgement at the conference opening
- Your supplied banner in the catering area
- Logo on screen relating to sponsors
- Complimentary exhibition space. All catering, other than breakfast, will be served in this space.
- One x complimentary registration
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

To promote less waste, we encourage sponsors to think beyond paper material. The conference organisers can assist you with other ideas.



As a Session Sponsor you will receive:

- An opportunity for a company representation to do a 1 minute introduction of the session. Please choose from one of the following:
 1. Resilience
 2. Artificial Intelligence
 3. Reinsurance
 4. Affordability
- Company banners or logos to be displayed during the plenary session
- Company logo on the opening session and sponsored presenter introduction slide
- Complimentary exhibition space. All catering, other than breakfast, will be served in this space.
- One x complimentary registration
- Logo feature and 100-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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Lunch
\$3,500

As our lunch sponsor you will receive:

- Sponsorship acknowledged on programme
- Your supplied banner in the catering area
- One x complimentary registration
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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SOLD

Drinks
\$3,000

As our drinks sponsor you will receive:

- Sponsorship acknowledged on programme
- Your supplied banner in the drinks area, post conference
- Slide acknowledgement on screen before conclusion of event
- One x complimentary registration
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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Morning tea sponsor

SOLD

**Morning
Tea
\$2,000**

As our morning tea sponsor you will receive:

- Sponsorship acknowledged on programme
- Acknowledgement at the conference opening
- Your supplied banner in the catering area
- Logo on the screen at morning tea
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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Afternoon tea sponsor

SOLD

Afternoon
Tea
\$2,000

As our afternoon tea sponsor you will receive:

- Sponsorship acknowledged on programme
- Acknowledgement at the conference opening
- Your supplied banner in the catering area
- Logo on the screen at afternoon tea
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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Exhibition
\$2,000

There are a limited number of exhibition spaces available for companies to display their products for the attendees to view. This is a good opportunity for suppliers to the industry to make contacts in the insurance sector who can be followed up later. Opportunities when the industry gets together en masse like this don't happen often during the year. Stands can be provided, or exhibitors can bring their own displays. All catering, other than breakfast, will be served in this space.

Inclusions:

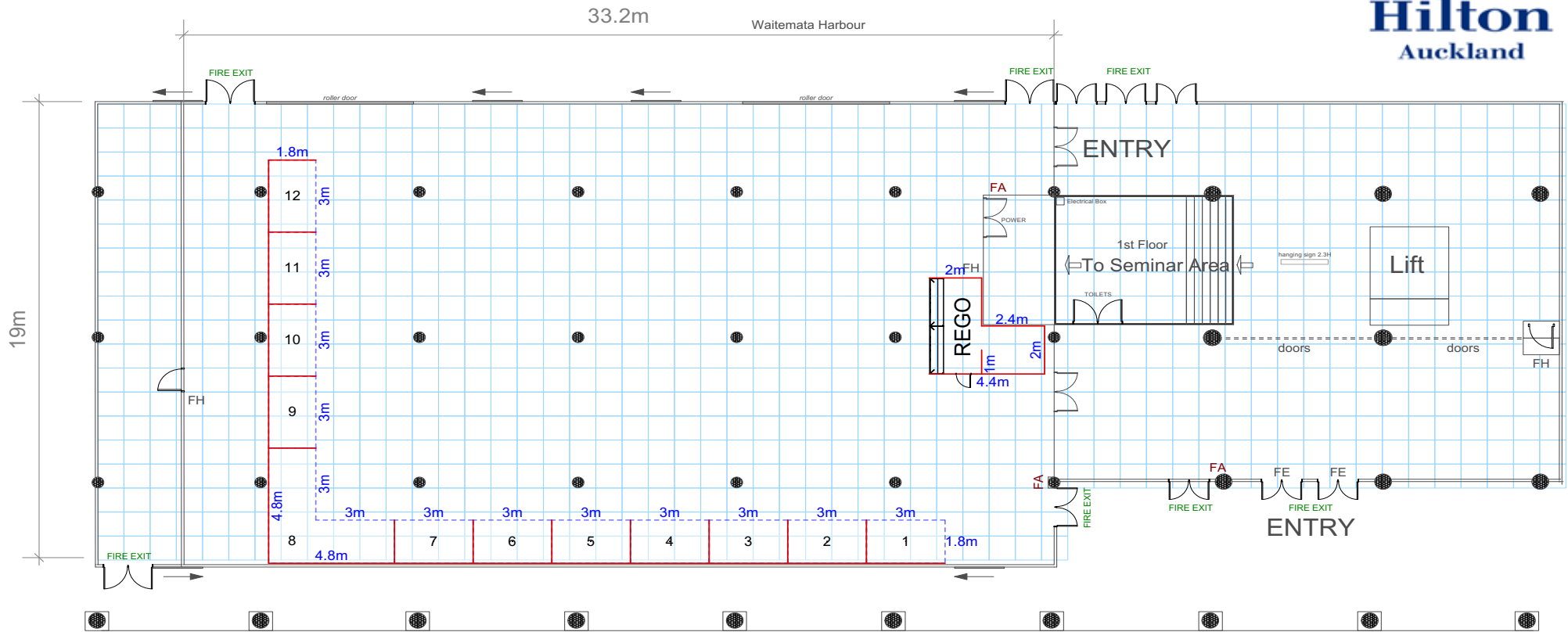
- Single stand space (3m x 1.8m)
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- List of delegates who have agreed to name disclosure in relation to the event sent one week after conference.
- Promotional item may be given to delegates.

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As a Supporting sponsor you will receive:

- Opportunity to present your organisation on a small pull up banner (to be provided by the sponsor)
- Logo feature and 50-word blurb on your organisation featured on the conference website, and event app
- Logo featured in static signage around the conference venue
- Participation in an Exhibitors' quiz
- Tickets can be purchased to attend the conference – you will need to register should you wish to attend

Hilton Hotel, Princes Wharf



Promotional Aides

All promotional aides are to be supplied by participating partners.

Accommodation

Accommodation is not included in any sponsorship package but can be organised through Harding Conferences to guarantee booking and special negotiated conference rates.

Registration

Complimentary conference registration including attendance at the conference sessions and social function is included depending on sponsorship level outlined above. Additional representatives are welcome with payment of registration fee. For further information, please contact our Conference Secretariat at Harding Conferences +64 3 352 5598 or by email to: rachael@hardingconsultants.co.nz

Booking your sponsorship or exhibition package

Sponsorship and/or Exhibition must be booked online by clicking on the following links to take you to the relevant portals:

[Exhibition Portal](#)

[Sponsorship Portal](#)

By submitting the sponsorship and/or exhibitor application form you acknowledge and accept the sponsorship and/or exhibitor terms and conditions outlined on the following page. You will receive a confirmation letter and tax invoice once your booking has been accepted.

Talk to us

If you wish to discuss other packages outside those listed, please contact our Conference Secretariat at Harding Conferences +64 3 352 5598 or by email to: glenda@hardingconsultants.co.nz

Acceptance of Terms & Conditions

By submitting the sponsorship/exhibition application form, you acknowledge and accept the terms and conditions outlined below.

Cancellation policy

ICNZ reserves the right to change the venue and duration of the event if exceptional circumstances demand. In the event of a change of venue and/or duration, the agreement to participate will remain in force so long as the sponsor is informed in reasonable time before the event.

After the official booking has been accepted by ICNZ, if the sponsorship or floor space can be resold to another company, the sponsor/exhibitor will receive a full refund, less administrative fees of 20% of the total sponsorship and or exhibition rate. If not able to be resold, the sponsor/exhibitor will be liable to pay the following fees:

- 50% of the total sponsorship/exhibition rate, if the cancellation request is received in writing before 2 February 2024.
- 100% of the total sponsorship/exhibition, if the cancellation request is received in writing after 2 February 2024.

Please note that all cancellation fees are payable irrespective of whether the invoice for sponsorship/exhibition has been paid or not at the time of cancellation.

Participation as a sponsor or exhibitor is at the discretion of the organisers and the organisers reserve the right to approve sponsorship materials.

The sponsor will fully reimburse ICNZ for all claims, losses or expenses arising because of any breach or failure to perform any of the terms of the sponsorship agreement.

If, for reasons beyond the control of the conference organising committee, the conference is cancelled, the sponsorship fee will be refunded after deduction of expenses already incurred.

Conference registration

For sponsorship packages that include complimentary registrations you will be asked to nominate the recipient of the complimentary registration(s).

Please note all other attendees (including those manning the booth) will need to register for the conference. Please refer to the website for pricing details.

Delegate details

Provision of delegate details is subject to privacy laws.

Health & safety

We take the health and safety of our delegates, exhibitors and suppliers seriously. An exhibitor manual will be provided to exhibitors closer to the conference. This will ask details around compliance when packing in your stand and working throughout the conference. Please note that all electronic equipment plugged in onsite must be tagged and tested. By agreeing to exhibit at the conference, you agree to adhere to our health and safety policy.

Insurance & liability

Sponsors and exhibitors must ensure that they are adequately covered for public liability insurance. This refers to damage or injury caused to third parties/visitors near an exhibition stand.

Neither ICNZ, Harding Conferences, Hilton Hotel, Exhibition Hire nor any of their staff, employees, agents or other representatives shall be held accountable for, or liable for, and the same are released from accountability, or liability for any damage, loss, harm or injury to the person or any property of the exhibition, however caused or any of its staff, employees, agents or other representatives. In the event of industrial disruption and/or equipment failure due to power supply problems, ICNZ, Harding Conferences, Hilton Hotel, Exhibition Hire will not be held liable and accept no responsibility for loss of monies incurred by sponsors or exhibitors or damage to property.

The conference organisers accept no liability for damage to exhibits by loss, damage, theft, fire, storms, strikes, riots, or any cause whatsoever. Exhibitors are advised to insure against such liability.

Payment

A confirmation letter and invoice will follow containing the detail of the agreement; payment is due within 14 days of the date displayed on the invoice. ICNZ reserves the right to withdraw and/or re-allocate sponsorship if payment is not received by the due date.

To comply with all the obligations as specified under each level of sponsorship or trade exhibition, it is the responsibility of each exhibitor and/or sponsor to provide appropriate material by the date(s) specified. Failure to meet the due date for payment may result in the cancellation of all or part of the obligations agreed between the parties.

ICNZ reserves the right to charge interest on all outstanding debts or for any collection costs relating to outstanding invoices.

Promotional material

If your sponsorship package entitles you to provision of material for delegates these are to be provided by the sponsor and must be delivered to Hilton Hotel using a customised delivery docket by Monday 4 March 2024

Glenda Harding
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