

# Australasian Pig Science Association Conference 2025



# SPONSORSHIP PROSPECTUS

# **INVITATION TO SPONSOR**

On behalf of the Australasian Pig Science Association (APSA), I would like to take this opportunity to invite you to support and celebrate our 20<sup>th</sup> Biennial Conference, being held at the RACV City Club, Melbourne from 17<sup>th</sup> – 19<sup>th</sup> November 2025.

APSA members come from all aspects of pig research, management, production and processing and are represented throughout Australia and New Zealand, Europe, North America and the Asia-Pacific region.

The APSA Conference is open to anyone with an interest in pig science and production, and the program will represent all disciplines.

The last two APSA Conferences demonstrated that even with the challenges of a global pandemic, the pig science community valued coming together to share their research and catch up with colleagues and friends. The continued generous support from our sponsors made this possible during trying times.

The Committee anticipates that the 2025 Conference will assemble more than 250 delegates in a faceto-face format. We're continually evaluating how we deliver value for delegates and sponsors alike, and in 2025 we're making some changes.

The first day of the 2025 program will be dedicated to applied science to encourage the attendance of pork producers. The day will include invited speakers, presentations from authors of contributed papers and opportunities for sponsors to share the science behind their products and services. This is a unique opportunity for sponsors to be part of the main program with no other scheduled meetings or workshops run alongside, ensuring direct access to all delegates. We also have some exciting new sponsorship opportunities to share with you.

We look forward to seeing you in Melbourne and welcome your support in making this event a great success.

If you have any questions regarding the Conference, please do not hesitate to contact myself on 0410 648 088 or Kate Murphy on 0408 732 277, or email <u>apsa@kamevents.com.au</u>.

Yours sincerely

Dr Kate Plush President APSA Committee

## COMMITTEE

President	Kate Plush
Vice President	Jessica Craig
Secretary	Emalyn Loudon
Treasurer	Frank Dunshea
Committee Members	Lauren Hemsworth, Tanya Nowland, Eugeni Roura, Rob Smits
Immediate Past President	Rebecca Athorn
Executive Manager APSA	Emalyn Loudon
Conference Manager	Kate Murphy and Jenny Lawler

# **CORPORATE PROSPECTUS**

#### WHAT IS THE AUSTRALASIAN PIG SCIENCE ASSOCIATION (APSA)?

The purpose of the Australasian Pig Science Association (APSA) is to provide a forum for excellence in science related to all aspects of the pig industry. By promoting interaction between scientists from different disciplines and from different countries, APSA ultimately benefits both domestic and international pig industries.

#### WHAT IS THE APSA CONFERENCE?

The APSA held its first Conference in Albury, NSW, in 1987. Researchers working with pigs saw a need for a society that would bring together people from a range of disciplines all with a primary interest in pig science. The aim was to provide a forum for scientific discussion that would create an impetus for further research in priority areas of pig production and ultimately improve overall productivity. Since that time APSA has met every two years and the Conference proceedings has gained an international reputation for the quality of its reviews and short papers.

Since 1987 the Conference has developed to a point where it now has a world-wide reputation as a forum for exchange on important issues relating to the pig industry. The meetings have a blend of basic and applied research covering every aspect, from nutrition to health, genetics to the environment and management.

The APSA recognises that much of the value of a Conference is the opportunity to meet new people in the industry or to renew old acquaintances. The Conference is therefore held in a relaxed atmosphere with ample opportunity to socialise with other delegates.

#### THE OPPORTUNITY

The APSA is expecting between 250 - 300 delegates to attend the 2025 Conference in Melbourne.

Only a small number of businesses and organisations will be invited to partner with us in our endeavour to provide a quality Conference program and an enjoyable experience for delegates. There are a range of sponsorship opportunities being offered to suit all budgets and desired level of impact.

The event schedule will commence on Monday 17<sup>th</sup> November 2025 and incorporates three days of presentations and three social functions.

#### WHAT'S NEW FOR 2025

The 2025 APSA Conference will include an additional half day of presentations to provide more exposure for sponsors.

In lieu of Industry Workshops, the applied science day on Monday 17<sup>th</sup> November will provide six opportunities for sponsors contributing \$5,000 or above to make a twenty-minute science-based presentation. This aspect of the program will be promoted to encourage increased attendance by producers.

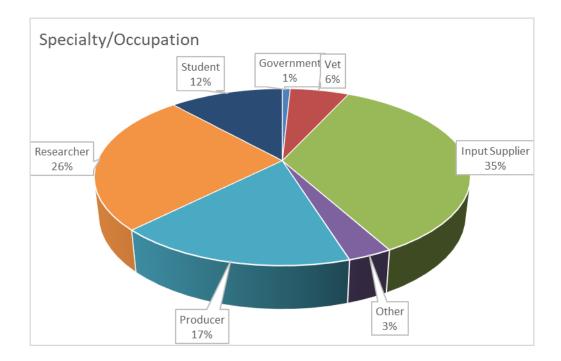
The Committee is also endeavouring to extend our reach into Asia. We're confident that the planned initiatives will attract increased participation from Asian delegates.

The Gala Dinner has been moved to the third day of the Conference program, Wednesday 19<sup>th</sup> November.

We again welcome APRIL and APL to hold their stakeholder and student meetings in conjunction with the Conference. These meetings will take place on Thursday 20<sup>th</sup> November.

# **DELEGATE PROFILE**

Being a sponsor of the APSA Conference will provide your business with a unique opportunity to link directly with a broad range of national and international delegates. APSA delegates will be within a unique demographic of scientists, pig industry consultants, nutritionists, veterinarians and innovative pig producers, therefore providing sponsors with a key target marketing opportunity. While the majority of delegates come from Australia and New Zealand, almost one quarter now come from the Asia-Pacific region, Europe and North America. This provides an excellent opportunity to not only learn what is happening in the international pig industry, but as a sponsor it provides opportunities to promote your business interests worldwide.



### MARKETING

The APSA provides sponsors with a unique opportunity to access a highly targeted and influential audience throughout the event.

The marketing campaign will include the following:

- All sponsor logos on the Conference website pre and post Conference
- Extensive email campaign
- Sponsor logos displayed in the Conference app
- Corporate signage displayed prominently throughout the Conference.

"It was great to see the industry so behind it and the R&D so linked."

# **SPONSORSHIP LEVELS AND ENTITLEMENTS**

Sponsorship Benefits Please note: all prices are in AUD inclusive of 10% GST	Principal 2 available	Diamond 1 available	Gold 8 available	Silver 15 available	Bronze 5 available	Supporting Product 3 available	International Travel Scholarship
	22,500	8,500	7,200	5,000	2,800	4,800	3,500
Acknowledgement as APSA Conference 2025 Principal Sponsor	✓						
Company logo predominately featured on the material mass media and internal media channels	√						
Company logo on all delegate and speaker nametags	✓						
Company logo on all directional signage throughout the Conference	✓						
Short presentation during the Conference (speaker to be supplied by sponsor)	√	√					
Company logo displayed on Conference website	✓	~	~	✓	✓	~	✓
Corporate banner on display (to be supplied by sponsor)	✓	✓	~	✓	✓	~	✓
The inclusion of "Sponsored by (your company)" in the Conference app	✓	✓	~	✓	✓	~	√
PowerPoint slide shown during the Conference acknowledging your company as a sponsor	✓	~	~	~	✓	~	✓
Verbal acknowledgement during the Conference	<b>~</b>	~	~	~	✓	~	√
Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day (timeslots will be offered to the first six applicants)	✓	✓	~	✓			
Complimentary full registration to the Conference (including attendance at all social functions)	<b>444</b>	<b>44</b>	4	√			
Complimentary invitations to your sponsored session or social function (or as appointed by the Committee)		<b>11</b>	<b>4</b> 4				
Exclusive naming rights to sponsored session or event, or exclusive sponsorship of award		✓	√	√	✓		
Opportunity to supply branded product (to be supplied by Sponsor)						1	
Selection of session, speaker or lunch sponsorship (based on availability)				~			
Selection of morning tea or afternoon tea sponsorship					✓		

NB. This is an overview only, please refer to full entitlements on proceeding pages.

### PRINCIPAL PACKAGE \$22,500 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Acknowledgement as APSA Conference 2025 Principal Sponsor
- Company name and logo predominately featured on the Conference app, mass media and internal media channels
- Company logo on all delegate and speaker nametags
- Company logo on all directional signage throughout the Conference
- Five (5) minute presentation on morning of Monday 17th November (speaker to be supplied by sponsor)
- Company logo displayed on Conference website
- Two corporate banners to be on prominent display during Conference (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as Principal Sponsor
- Verbal acknowledgement during the Conference as Principal Sponsor
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

COMPLIMENTARY REGISTRATIONS

• Four (4) complimentary Conference registrations which includes attendance at all social functions

"Thanks to the committee and secretariat for organising and running another great conference!"

### DIAMOND PACKAGE - GALA DINNER \$8,500 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Gala Dinner (Wednesday 19th November) including theming rights (to be supplied by sponsor)
- Three (3) minute presentation during the Conference (speaker to be supplied by sponsor, time slot allocated by Committee)
- Company logo displayed on Conference website
- Corporate banner to be displayed at the Gala Dinner (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Gala Dinner Sponsor
- Verbal acknowledgement of support during the introduction to the Gala Dinner
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

- Two (2) complimentary Conference registrations which includes attendance at all social functions
- Two (2) complimentary tickets to the Gala Dinner

### GOLD PACKAGE - DUNKIN LECTURE \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Dunkin Lecture (Monday 17<sup>th</sup> November)
- Company logo displayed on Conference website
- Corporate banner to be displayed at the Dunkin Lecture (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Dunkin Lecture Sponsor
- Verbal acknowledgement of support during the introduction to the Dunkin Lecture
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

#### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary Conference registration which includes attendance at all social functions
- Two (2) complimentary tickets to the Dunkin Lecture, Welcome Reception and After Reception Drinks

### GOLD PACKAGE - WELCOME RECEPTION \$7,200 INCL. GST

EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Welcome Reception (Monday 17th November)
- Company logo displayed on Conference website
- Corporate banner to be displayed at the Welcome Reception (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Welcome Reception Sponsor
- Verbal acknowledgement of support during the transition from the Dunkin Lecture
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

- One (1) complimentary Conference registration which includes attendance at all social functions
- Two (2) complimentary tickets to the Dunkin Lecture, Welcome Reception and After Reception Drinks

### GOLD PACKAGE - AFTER RECEPTION DRINKS \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the After Reception Drinks which will follow the Welcome Reception (Monday 17<sup>th</sup> November)
- Company logo displayed on Conference website
- Corporate banner to be displayed at After Reception Drinks (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the After Reception Drinks Sponsor
- Verbal acknowledgement of support during the transition from the Welcome Reception
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

#### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary Conference registration which includes attendance at all social functions
- Two (2) complimentary tickets to the Dunkin Lecture, Welcome Reception and After Reception Drinks

### GOLD PACKAGE - BATTERHAM MEMORIAL AWARD \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship of the Batterham Memorial Award
- Opportunity to present the Batterham Memorial Award to the winner at the Gala Dinner
- Company logo displayed on Conference website
- Corporate banner to be displayed at the Gala Dinner (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Batterham Memorial Award Sponsor
- Verbal acknowledgement of support during presentation of the Batterham Memorial Award
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

- One (1) complimentary Conference registration which includes attendance at all social functions
- One (1) complimentary ticket to the Gala Dinner

### GOLD PACKAGE - NETWORKING DINNER \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive sponsorship and naming rights to the Networking Dinner (Tuesday 18<sup>th</sup> November)
- Company logo displayed on Conference website
- Corporate banner to be displayed at the Networking Dinner (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Networking Dinner Sponsor
- Verbal acknowledgement of support during session close prior to the Networking Dinner
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

#### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary Conference registration which includes attendance at all social functions
- Two (2) complimentary tickets to the Networking Dinner

### GOLD PACKAGE - MICROPHONE \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- An amazing opportunity throughout the Conference during session time, with floor microphones displaying your logo
- Supply two (2) branded "Catch Box™" covers (to be supplied by the sponsor)
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room (to be supplied by the sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Microphone Sponsor
- Verbal acknowledgement of support at the beginning of the Conference
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

Please note: This sponsorship is subject to current health and safety regulations in place at the time of the meeting.

- One (1) complimentary Conference registration which includes attendance at all social functions
- One (1) complimentary ticket to the Gala Dinner

### GOLD PACKAGE - COFFEE CART \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- A favourite meeting spot where delegates assemble, giving your brand excellent exposure
- Opportunity to supply branded coffee cups (to be supplied by the sponsor)
- Company logo displayed on Conference website
- Corporate banner to be displayed next to the Coffee Cart (to be supplied by the sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Coffee Cart Sponsor
- Verbal acknowledgement of support at the beginning of the Conference
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

#### COMPLIMENTARY REGISTRATIONS

- One (1) complimentary Conference registration which includes attendance at all social functions
- One (1) complimentary ticket to the Gala Dinner

### GOLD PACKAGE - CONFERENCE APP \$7,200 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Logo featured on each page of the Conference mobile app for iPhones, androids and tablets. The most visited sponsorship opportunity of the Conference
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as the Conference App Sponsor
- Verbal acknowledgement of support at the beginning of the Conference
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

- One (1) complimentary Conference registration which includes attendance at all social functions
- One (1) complimentary ticket to the Gala Dinner

### SILVER PACKAGE - SESSION OR SPEAKER \$5,000 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive naming rights to your company's selected sponsored session
- Choice of one of the below:
  - Main Session
  - o Speaker
  - o Lunch (3 available)
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room during sponsored session or when speaker is presenting (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as a Silver Sponsor
- Verbal acknowledgement of support during sponsored session
- Opportunity to be one of six sponsors with a twenty-minute presentation during the exclusive sponsor-only timeslots at the applied science day on Monday 17<sup>th</sup> November (timeslots will be offered to the first six applicants)

#### COMPLIMENTARY REGISTRATIONS

• One (1) complimentary Conference registration which includes attendance at all social functions

### BRONZE PACKAGE - TEA BREAK \$2,800 INCL. GST

EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Exclusive naming rights to your company's selected sponsored break
- Selection of morning tea or afternoon tea sponsorship including selection of day (based on availability)
- Company logo displayed on Conference website
- Corporate banner to be displayed during your sponsored break (to be supplied by sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as a Bronze Sponsor
- Verbal acknowledgement of support prior to sponsored break

### LANYARD \$4,800 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Opportunity to supply and brand the Conference lanyard which all delegates wear for the duration. Cost of lanyard is at the expense of sponsor and the design will need to be approved by committee (double clips preferred).
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room (to be supplied by the sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as Lanyard Sponsor
- Verbal acknowledgement of support at the beginning of the Conference

# PEN & NOTEBOOK

#### \$4,800 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Opportunity to supply and brand pens and notebooks to be placed on tables for all delegates. Cost of pens and notebooks is at the expense of sponsor
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room (to be supplied by the sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as Pen & Notebook Sponsor
- Verbal acknowledgement of support at the beginning of the Conference

### **WATER BOTTLE** \$4,800 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Opportunity to supply and brand water bottles for all delegates. A great visual advertisement throughout the duration of the Conference. Cost of water bottles is at the expense of sponsor
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room (to be supplied by the sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as Water Bottle Sponsor
- Verbal acknowledgement of support at the beginning of the Conference

### INTERNATIONAL APSA TRAVEL SCHOLARSHIP \$3,500 INCL. GST

#### EXPOSURE / BRANDING / ACKNOWLEDGEMENT

- Opportunity to support an international travel scholarship for overseas post-graduate students (and recently graduated students) to attend the APSA Conference (two (2) available)
- Company logo displayed on Conference website
- Corporate banner to be displayed in Conference room (to be supplied by the sponsor)
- The inclusion of "Sponsored by (your company)" in the Conference app
- PowerPoint slide shown during the Conference acknowledging your company as an International APSA Travel Scholarship Sponsor
- Verbal acknowledgement of support during presentation of the awards

Please note all sponsorship prices include GST. Organisations wishing to discuss alternate sponsorship opportunities should contact Kate Murphy on 0408 732 277 or email <u>apsa@kamevents.com.au</u>

APSA 2025 SPONSORSHIP APPLICATION / CONTRACT Please email this two page document to: <u>apsa@kamevents.com.au</u> ABN: 72 821 465 989 PLEASE RETAIN A COPY OF THIS FORM FOR YOUR RECORDS				
COMPANY NAME:				
CONTACT PERSON: _				
POSITION:			ABN:	
ADDRESS:				
STATE:		_ POSTCODE:	PHONE:	
MOBILE:	EMAIL:			

Please email your logo to <u>apsa@kamevents.com.au</u>

To ensure your participation at the APSA 2025 Conference please choose from the options listed below, complete the payment details and return as soon as possible to confirm your application for sponsorship. Please tick the package(s) your company would like to sponsor (refer to the above for details):

All prices are inclusive of GST		Please select	Amount
Principal Package	\$22,500.00		
Diamond Package – Gala Dinner	\$8,500.00		
Gold Package – Dunkin Lecture	\$7,200.00		
Gold Package – Welcome Reception	\$7,200.00		
Gold Package – After Reception Drinks	\$7,200.00		
Gold Package – Networking Dinner	\$7,200.00		
Gold Package – Batterham Memorial Award	\$7,200.00		
Gold Package – Microphone	\$7,200.00		
Gold Package – Conference App	\$7,200.00		
Gold Package – Coffee Cart	\$7,200.00		
Silver Package - Session or Speaker	\$5,000.00		
Please indicate session preference:	Main Session		
Lunch (Mon/Tues/Wed)	Speaker		
Considered for presentation at applied science day	(≥ \$5,000.00 only)		
Bronze Package - Tea Break	\$2,800.00		
Please indicate catering preference:			
Morning tea (Tues/Wed)			
Afternoon tea (Mon/Tues/Wed)			
Water Bottle Sponsor	\$4,800.00		
Lanyard Sponsor	\$4,800.00		
Pen & Notebook Sponsor	\$4,800.00		
International APSA Travel Scholarship Sponsor	\$3,500.00		
	S	ubtotal Incl. GST	\$
		TOTAL	\$

Please note a Tax Invoice will be issued on receipt of Contract Form Total (including GST).

PAYMENT DETAILS
Full Payment on signing of booking form
Dr.
□ 50% balance on signing of booking form □ 50% balance 2/08/2025
EFT Our company has decided to EFT \$ direct into the bank details below, a remittance will also be forwarded to apsa@kamevents.com.au
Bank: NAB Branch: Indooroopilly Account Name: KAM Events - APSA BSB: 084 255 Account Number: 390 370 591
Purchase Order no:
MasterCard Visa American Express
PLEASE NOTE: a 1.7% credit card fee is payable for MasterCard, Visa and American Express
Cardholders Name:
otal Amount:
Cardholders Signature:
We accept the Sponsorship package(s) allocated and have accepted and read the Terms an Conditions of the contract (below) and will pay the total sum of: \$ (including GST) as the ponsorship fee in accordance with 30 day payment terms from the date of this application.
Printed Name: Date:
Authorised Signature:

#### **TERMS AND CONDITIONS**

#### 1. Definitions

'Agreement' means an agreement made in accordance with the APSA Sponsorship Application/Contract.

'Organiser' means APSA and its employees, agents and representatives.

'Sponsor' is that listed at "Company Name" on the APSA Sponsorship Application/Contract, where a representative has accepted the Sponsorship package and Terms and Conditions.

#### 2. Agreement for Participation and Acceptance

a) A binding contract comes into existence in accordance with the Agreement and these Terms and Conditions upon the Organiser's acceptance of the Agreement.

b) The Organiser may reject any Agreement or accept such Agreement in respect of varied conditions of sponsorship.

c) Upon acceptance of an Agreement, the Sponsor will be granted a non-exclusive licence to Sponsor the Conference with no right to grant sublicences.

#### 5. Terms of Payment

a) The Sponsor must pay the fee on the due date set out in the Agreement.

b) The Sponsor's agreement will be terminated if the Sponsor defaults in the payment of the fee by the dates specified in the Agreement. The Sponsor will not be entitled to any form of compensation whatsoever, whether for loss of profits or otherwise.

#### 6. Withdrawals

The Sponsor will not withdraw, cancel, alter or reduce in any way their Agreement. However, the Organiser may, in its sole discretion, grant partial refunds to Sponsors who give the Organiser written notice of their intention to withdraw from the Sponsorship as follows: Months' written notice before start of Conference for a Refund

i) More than 3 months - 70%

ii) More than 2 months to 3 months - 20%

iii) 2 months or less - 0%

#### 8. Insurance and Indemnity

a) The Sponsor will indemnify the Organiser against any cost, claim, liability, loss, damage, proceeding and expense whatsoever to which the Organiser, its directors, officers, contractors, employees and agents are in any way subject arising from or in connection an act or omission of the Sponsor (or of any contractor, director, officer, employee, or agent of the Sponsor) including, without limitation, liability in relation to personal injury, damage to or theft of property, or economic loss.

b) The Organiser will not be liable in any way whatsoever for any cost, claim, liability, loss damage, proceeding and expense whatsoever arising from or in connection with the Conference, including, without limitation, liability in relation to personal injury, damage to or theft of property, economic loss, any conditions or restrictions that affect the construction, erection, completion, alteration or dismantling of a table top or exhibit, the failure of any service at the Conference venue and the cancellation or change in mode of delivery of the Conference either as a whole or in part.

#### 9. Damage to the Conference Venue

The Sponsor will take good care of and will not cause any damage or permit or suffer any damage to be done to the venue or to any part or parts thereof or to any fittings, equipment or other property therein. The Sponsor will make good and compensate the owner of the venue for damage (including accidental damage and damage by fire) caused by any act or omission of the Sponsor or other persons arising from or in connection with the use of the Conference venue by the Sponsor.

#### 10. Compliance

The Sponsor will comply with all applicable laws and regulations and all reasonable directions from the Organiser and the owner of the Conference venue.

#### 11. Default

Any breach of this agreement by the Sponsor will result in the exclusion of the Sponsor from the Conference, and the Organiser may, at the Sponsor's expense, remove the Sponsor's promotional materials from the Conference, and the Sponsor will have no right to claim compensation or demand refund of the fee, loss or expenses, nor shall the Sponsor be released from their contractual obligations. All promotional materials are subject to a general lien in favour of the Organiser for sums, whether for unpaid fees or otherwise, due from the Sponsor to the Organiser. Time is of the essence in this agreement.

#### 12. Force Majeure

If the holding of the Conference or the supply of any services in relation to the Conference is prevented, delayed or abandoned by strikes, riots, lockouts, trade disputes, acts of restraint of foreign governments or other causes not within the control of the Organiser then it is agreed that the Organiser will not be held responsible for any loss of trade or profit consequent upon such cause.