

# SPONSORSHIP & EXHIBITION PROSPECTUS



Adelaide, Australia | 2-6 October 2023

Transforming marine bio-resources  
into next-generation blue bio-industry

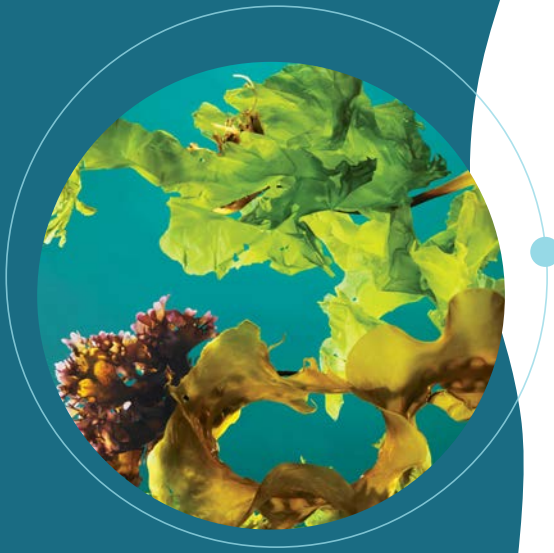
13th Asia Pacific Marine  
Biotechnology Conference  
(APMBC)

combined with the

5th Australia New Zealand  
Marine Biotechnology Society  
Conference (5th ANZMBS)



 [apmbc2023.com](https://apmbc2023.com)



# WELCOME

Dear friends and fellow marine biotechnologists,

I wish to invite you all to Adelaide, South Australia, from 2-6 October 2023 for the 13th Asia Pacific Marine Biotechnology Conference (**APMBC 2023**) and the 5th Australia New Zealand Marine Biotechnology Society Conference (**5th ANZMBS**). Australia has 70,000 km of coastline, a continental marine territory of some 8.6 million km<sup>2</sup> and oceanic jurisdiction of 16 million km<sup>2</sup> making it the third largest in the world, a perfect country in which to discover and develop marine-derived bioproducts. The waters off South Australia are host to unique temperate and sub-tropical marine biodiversity exemplified by 15% of world-recorded red and brown seaweed diversity, of which up to 70% are endemic species. These great marine bioresources hold potential biotechnological uses for natural products, marine drugs, biomaterials, functional foods and agricultural products.

In July 2012 Adelaide was the venue for the highly successful 8th Asia Pacific Conference on Algal Biotechnology (APCAB 2012), which attracted over 300 delegates from 27 countries. Delegates were able to participate in four concurrent scientific sessions and engage with industry exhibitors throughout the conference. We also included two out-of-session site tours and a social tour to savour the best wines in the Adelaide Hills, the Australian wine capital. At the International Marine Biotechnology Conference in Brisbane (IMBC2013) we organised the Australia New Zealand China Marine Biotechnology Collaboration Forum, where more than 80 senior delegates gathered to discuss the emerging marine biotechnology industry in the industry sectors of health and medical, pharmaceutical and functional foods, agriculture and aquaculture, industrial chemicals and the environment. In April 2016, as the newly formed Australia New Zealand Marine Biotechnology Society (ANZMBS) we organised the first ANZMBS Symposium at Flinders University in Adelaide, which attracted around 100 delegates and included an International Blue Bioeconomy Industry Forum tackling market drivers, product demand, technology gaps, policy, investment, trade opportunities and international cooperation.

In 2023 we will combine the 13th APMBC with our 5th ANZMBS conference to immerse biotechnologists, industry investors, and policy makers in current marine biotechnology research, and industry development in the Asia Pacific region. This will be the first time in the history of APMBC that it is held in the Australia and New Zealand region. The combination of Australia and New Zealand marine territories makes it the second largest in the world and the largest in the Asia-Pacific region. Therefore, providing a great resource to drive the future development of marine biotechnology industry in the region and globally. In advancing the marine biotechnology industry development and encouraging academic-industry partnerships across the region, this conference will feature heavily for the first time the balance of academic and industry participants. The conference will organise industry, investment and policy forums to highlight industry needs and government priorities so that we can develop productive collaborations and partnerships towards the prosperity of marine biotechnology industries for humans and the environment. We will build on the success of the conferences that we have previously organised and we are confident that once again we can produce a successful meeting and a long lasting platform for Asia-Pacific partnerships and global engagement in marine biotechnology.

**Professor Wei Zhang**  
**Conference Chair and Convenor**

Professor in Industry and Marine Biotechnology, Flinders University, Australia  
Research Director, Marine Bioproducts Cooperative Research Centre, Australia

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**13th Asia Pacific Marine Biotechnology Conference (APMBC)**

combined with the

**5th Australia New Zealand Marine Biotechnology Society Conference (5th ANZMBS)**



# MARINE BIOTECHNOLOGY AND INDUSTRY IN SOUTH AUSTRALIA

Several industry sectors are serviced by marine biotechnology in South Australia. South Australia is home to a large seafood industry that is constantly looking to value-add to its products. The Australian Seafood Cooperative Research Centre (Seafood CRC) was based in Adelaide from 2007 to 2014, and provided support in the way of funding research projects for several SA seafood/aquaculture industries e.g. Southern Bluefin Tuna, Yellowtail Kingfish, Sardines, Oysters and Southern Rocklobster. Australian Kelp Products (AKP) in Beachport, South Australia produces liquid kelp fertiliser, and animal feed from seaweed. In driving the Australian third-generation high-value marine bioproducts industry development, an Australian national industry-driven R&D consortium of over 70 industry and research Partners has secured a significant public and private funding in 2021 to support the establishment of Marine Bioproducts Cooperative Research Centre (MBCRC), the Australian national industry-driven R&D flagship.

Over the next 10 years, MBCRC aims to invest more than \$270 million in total project R&D value. The MBCRC will have its headquarters at Tonsley Innovation District in Adelaide, South Australia.

The objective of the MBCRC is to transform Australia's emerging marine bioproducts sector into a globally competitive industry. The focus will be on industry and market-driven innovations to improve both the supply chain and value chain and deliver economies of scale and competitive capacity, enabling Australia to access high value markets across the globe.

Adelaide's universities and government institutes collaborate with, and support, these industries in the production of marine bioproducts. The Centre for Marine Bioproducts Development (CMBD) at Flinders University has been pioneering biorefinery and bioprocessing in marine biotechnology using integrated biotechnology processes to help understand the functional components of raw materials and transform them into higher value products in a cost effective manner, whilst reducing waste and pollution. CMBD has collaborated on projects in the areas of biofuels, fish processing co-products, biomaterials, marine drugs, cosmetics and functional foods. The micro-algal biotechnology group in the Chemical Engineering Department at Adelaide University researches the ecology of microalgae towards assisting the development of bioactive compounds, aquaculture feed and renewable fuels.

The South Australian Development Institute (SARDI Aquatic Sciences) hosts the Algae and Biofuels Facility, providing raceway systems for microalgae production as well as analytical services to research and industry. SARDI also researches the potential for seaweed culture in integrated multi-trophic aquaculture as well as collaborating in research projects with several seafood industries. CSIRO is supporting the development of marine bioproducts for human health and nutrition in partnership with Universities and helping researchers accelerate their bioproducts to real world applications through their ON Prime-ON Accelerator program.

## CONTACT US

**For all Sponsorship and exhibition queries, or for any other conference matter, please contact the conference organisers.**

Rebecca Gabriel  
Sponsorship and Exhibition  
All Occasions Group  
12 Stirling Street  
THEBARTON SA 5031



P: (08) 8125 2200  
E: [rebecca.gabriel@aomevents.com](mailto:rebecca.gabriel@aomevents.com)  
W: [www.aomevents.com](http://www.aomevents.com)

# WHY SPONSOR AND EXHIBIT

## COMMITMENT LEVELS VARY AND CAN BE TAILORED TO SUIT YOUR MARKETING STRATEGIES.



**Maximum exposure** at a premier science and industry Conference



**Access** to a broad network of research and industry partners from the public and private sectors



Time to **network** with science and industry colleagues and key decision makers



Opportunity to **present your latest innovations** and new products or services to a pertinent audience in the fast-growing Asia-Pacific region



The opportunity to **demonstrate** your company's commitment to the industry



**Showcase your expertise** and capabilities, and educate the industry



An opportunity to build and reinforce **strategic relationships**



Increased **marketing opportunities** including visibility on the conference website and associated marketing materials



**Stay connected** to trends and issues



The chance to **affiliate your brand** with a unique and dynamic Conference package

## OUR COMMITMENT TO YOU

Commitment to our sponsors will begin from the time you confirm.



**Ongoing point of contact** with our Conference organiser, All Occasions Group, with support from dedicated members of the committee



**Clear and timely information** in regards to your sponsorship and exhibition package and the logistics of putting the benefits into action



**Prompt response** to your queries



**Maximising the exposure** of your sponsorship by ensuring that your logos appear promptly on the Conference website and brochures as per your package

# CONFERENCE VENUE

**The Adelaide Convention Centre is a centre transformed - The recent expansion has seen it emerge as Australia's most flexible and technologically advanced convention centre.**

A striking landmark on Adelaide's Riverbank, the Centre comprises three independent yet seamlessly integrated buildings: East, Central and West. Each building takes advantage of their prime positioning on the River Torrens, providing plenty of natural light and panoramic views of the river to deliver a heightened sense of destination.



Adelaide Convention Centre  
North Terrace  
ADELAIDE SA 5000

Close proximity to the entertainment, cultural and sport precinct, the Centre is a short walk to international and boutique hotels and accommodation. Public transport, the Adelaide Railway Station and a taxi rank are on our doorstep. The international airport is just seven kilometres from the Centre, making a quick and economic taxi ride.



An underwater photograph of a kelp forest. Sunlight filters through the water from the top left, creating a bright, hazy atmosphere. The seaweed stalks are dark green and brown, with long, narrow leaves. A large, semi-transparent blue circle is centered in the upper half of the image. Inside this circle, the text "CONFERENCE SPONSORSHIP PACKAGES" is written in white, bold, uppercase letters. The circle is surrounded by a thin white line, and a small white dot is located on the right side of this line.

**CONFERENCE  
SPONSORSHIP  
PACKAGES**

**\$30,000  
(LIMIT 1)**

## **GOLD SPONSOR**

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**As the Gold Conference Sponsor you will receive the following entitlements and includes exclusive sponsorship of the Conference dinner.**

### **EXHIBITION**

- 4 x shell scheme exhibition booths (6x6m) in a prominent position. Should you have a custom stand the equivalent floor space will be provided

### **REGISTRATION AND SOCIAL FUNCTIONS**

- 4 x delegate registrations (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)

### **FUNCTION SPONSORSHIP**

- Exclusive Sponsorship of the Conference Dinner
- 5 minute opportunity for a company representative to speak during the opening of the conference
- 10 x Complimentary dinner tickets
- Prominent branding (at sponsors expense) of all aspects of the dinner including on the menu, table decorations, theming and signage
- Logo placed on all conference holding slides

### **MARKETING AND PROMOTION**

- Opportunity to conduct a brand activation (max. 5 mins) at your booth on one day of the conference within the exhibition hall. Timing and nature of activation to be approved by the Conference organising committee
- Your corporate signage (pull up banner) prominently displayed on stage in main plenary room. Freestanding banner to be supplied by sponsor.
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo displayed on the Conference registration site home page
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Logo displayed on Conference holding slides at the Conference
- Acknowledgement as the Gold Conference Sponsor during the Conference

**\$20,000**  
**(LIMIT TO 2)**

## SILVER SPONSOR

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**As the Silver Conference Sponsor you will receive the following entitlements:**

### EXHIBITION

- 2 x shell scheme exhibition booths (3x6m) in a prominent position. Should you have a custom stand the equivalent floor space will be provided

### REGISTRATION AND SOCIAL FUNCTIONS

- 3 x delegate registrations (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)
- 3 x Complimentary dinner tickets

### FUNCTION SPONSORSHIP

- 5 minute opportunity for a company representative to speak during the event (in consultation with organising committee of program)
- 3 x Complimentary dinner tickets
- Logo placed on holding slides

### MARKETING AND PROMOTION

- Your corporate signage prominently displayed in the plenary room. Free standing banner to be supplied by sponsor (location determined by conference organisers)
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Logo displayed on Conference holding slides at the Conference
- Acknowledgement as the Silver Conference Sponsor during the Conference





**\$15,000  
(MULTIPLE)**

## **BRONZE SPONSOR**

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**As a Bronze Conference Sponsor you will receive the following entitlements:**

### **EXHIBITION**

- 1 x shell scheme exhibition booth (3x3m<sup>2</sup>) in a prominent position. Should you have a custom stand the equivalent floor space will be provided

### **REGISTRATION AND SOCIAL FUNCTIONS**

- 2 x delegate registrations (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)

### **MARKETING AND PROMOTION**

- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Logo displayed on Conference holding slides at the Conference
- Acknowledgement as the Bronze Conference Sponsor during the Conference

**\$20,000  
(LIMIT 1)**

## CONFERENCE DINNER SPONSOR

**As the Conference Dinner Sponsor you will receive the following entitlements:**

### EXHIBITION

- 1 x shell scheme exhibition booth (3x6m) in a prominent position. Should you have a custom stand the equivalent floor space will be provided

### REGISTRATION AND SOCIAL FUNCTIONS

- 2 x delegate registrations (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)
- 3 x complimentary dinner tickets

### FUNCTION SPONSORSHIP

- Naming rights of the allocated function
- 5 minute opportunity for a company representative to speak during the event
- 5 x Complimentary dinner tickets
- Opportunity to supply banners for display during the event
- 10 x Complimentary dinner tickets
- Prominent branding (at sponsors expense) of all aspects of the dinner including on the menu, table decorations, theming and signage

### MARKETING AND PROMOTION

- Your corporate signage prominently displayed on the main stage in the conference dinner room. Free standing banner to be supplied by sponsor
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Logo displayed on Conference holding slides at the Conference
- Acknowledgement as the Conference Dinner Sponsor during the Conference



**\$15,000**  
(LIMIT 1)

## WELCOME RECEPTION SPONSOR

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**As the Welcome Reception Sponsor you will receive the following entitlements:**

### EXHIBITION

- 1 x shell scheme exhibition booth (3x6m) in a prominent position. Should you have a custom stand the equivalent floor space will be provided

### REGISTRATION AND SOCIAL FUNCTIONS

- 2 x delegate registrations (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)
- 3 x complimentary dinner tickets

### FUNCTION SPONSORSHIP

- Naming rights of the allocated function
- 5 minute opportunity for a company representative to speak during the event
- 5 x Complimentary welcome reception tickets
- Opportunity to supply banners for display during the event. Free standing banner to be supplied by sponsor

### MARKETING AND PROMOTION

- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Logo displayed on Conference holding slides at the Conference
- Acknowledgement as the Welcome Reception Sponsor during the Conference

**\$12,500  
(LIMIT 1)**

## **DELEGATE SACHEL SPONSOR**

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**As the sponsor of the Conference satchel you will receive the following entitlements:**

### **REGISTRATION AND SOCIAL FUNCTIONS**

- 1 x delegate registration (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)

### **MARKETING AND PROMOTION**

- Logo displayed on the satchel
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Acknowledgement as the Delegate Satchel Sponsor during the Conference



**\$10,000**  
**(LIMIT 1)**

## EXHIBITOR LOUNGE SPONSOR

**The Exhibition Lounge will be one of the focal points of the Exhibition. The Lounge will be a great place for delegates to network, relax and provide a unique space to do business. The package will include furniture, the sponsor will have the opportunity to brand and add signage to complete the area at their own expense.**

### EXHIBITION BOOTH

- 1 x shell scheme exhibition booth (3x3m<sup>2</sup>). Should you have a custom stand the equivalent floor space will be provided

### REGISTRATION AND SOCIAL FUNCTIONS

- 1 x Exhibition registration (includes morning and afternoon refreshment breaks, lunches, access to exhibition and welcome reception)

### EXHIBITION LOUNGE

- Exclusive sponsorship and naming rights to the lounge with the opportunity to brand the area and place collateral (Branding and collateral at the Sponsor's expense)

### MARKETING AND PROMOTION

- Your corporate signage prominently displayed at the Exhibition Lounge. Free standing banner to be supplied by sponsor
- Logo displayed on the Conference website with company profile and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Logo displayed on Conference holding slides at the Conference
- 1 x satchel insert, item to be approved by the Conference organisers
- Acknowledgement as the Exhibition Lounge Sponsor during the Conference

**\$8,000**  
**(LIMIT 1)**

## CONFERENCE APP SPONSOR

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**The Conference app will be in the hands of all delegates. The app will be available on all iPhones, android and mobile devices. The Conference app provides delegates with access to the program, exhibitor listings and contacts and much more.**

**The Conference App Sponsor will receive the following entitlements:**

### MARKETING AND PROMOTION

- Sole branding of the mobile event app in conjunction with Conference branding
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Acknowledgement as the Conference App Sponsor during the Conference

**\$6,000**  
**(LIMIT 1)**

## PHOTO BOOTH SPONSOR

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**This is a unique opportunity to reinforce your brand to all delegates during the Conference dinner and provide a small keepsake as a memento of the event**

### MARKETING AND PROMOTION

- Photo booth will be located in a prominent position during the Conference dinner
- Opportunity for the Photo Booth Sponsor to provide branded props (chalkboard, message signs etc), at the Sponsor's expense
- Opportunity to provide 2 pullup banners to be displayed next to the photo booth
- Logo to be featured on all printed photos
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo included in the Conference app

**\$5,000**  
**(LIMIT 1)**

**MARKETING AND  
PROMOTION**

## LANYARD SPONSOR

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**The Lanyard Sponsor will receive the following entitlements:**

- Logo printed on all lanyards alongside Conference logo
- Logo printed on Conference name badges
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Acknowledgement as the Conference App Sponsor during the Conference

**\$5,000**  
**(LIMIT 1)**

**MARKETING AND  
PROMOTION**

## WATER BOTTLE SPONSOR

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**You will have the option to supply a drink bottle branded with your company logo to be distributed to each delegate upon registration.**

- Opportunity to supply a branded drink bottle (recycled materials preferred)
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Acknowledgement as the Water Bottle Sponsor during the Conference

**\$POA  
(MULTIPLE)**

## **SPEAKER SESSION SUPPORT PACKAGE**

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**As a Speaker Presentation Partner you will receive the following entitlements:**

### **REGISTRATION AND SOCIAL FUNCTIONS**

- 1 x delegate registration (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)

### **MARKETING AND PROMOTION**

- Opportunity to provide 2 pullup banners to be displayed during your partnered session. Placement at the discretion of the Conference organisers
- Opportunity to provide a promotional item to be distributed to delegates prior to the session. Item to be approved by the Conference organisers
- Acknowledgement as the Speaker Presentation Partner during the session
- Logo displayed on the Conference website and hyperlinked to your company website
- Acknowledgement within the Conference program (displayed on the website and within the Conference handbook)
- Logo within Conference app
- Logo within Conference Pocket Program
- Logo displayed on the holding slide during your session

**\$3,500  
(LIMIT 1)**

## **HEALTH HYGIENE PARTNER**

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**This sponsorship package will enable each delegate attending the Conference to receive an individual hygiene pack complete with hand sanitizer and pack of tissues. Your company logo will be displayed on the hand sanitizer and literally in the hands of the delegates on a regular basis.**

### **MARKETING AND PROMOTION**

- Logo and company profile included in the Conference App
- Acknowledgement as the Health Hygiene Partner during the conference
- Branding of the individual sanitiser with Conference branding
- 1 x item or gift to be included with the delegate gift - item to be approved by the conference organisers
- Logo on conference promotional material including digital signage displayed at the venue through the conference



**\$10,000**  
**(LIMIT 1)**

## **BARISTA SPONSOR**

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**Due to Conference mission disposable cups will not be used with the Barista. We encourage a novel way to promote your organisation eg. each delegate getting a coffee to receive a sticker to wear.**

**As a sponsor of the Barista Coffee Cart you will receive the following entitlements:**

### **EXHIBITION BOOTH**

### **REGISTRATION AND SOCIAL FUNCTIONS**

### **MARKETING AND PROMOTION**

- 1 x shell scheme exhibition booth (3x3m<sup>2</sup>) located next to or near Barista cart
- 1 x delegate registration (includes all sessions, morning and afternoon tea breaks, lunches, access to exhibition and welcome reception)
- Your corporate signage prominently displayed at the Barista Coffee Cart. Free standing banner to be supplied by sponsor
- Branded cups available at sponsor's additional expense
- Logo displayed on the Conference website and hyperlinked to your company website
- Logo on any Conference signage displayed at the venue
- Logo on any Conference marketing materials
- Logo and company profile included in the Conference app
- Logo and company profile featured in any Conference printed or electronic program materials
- Opportunity to supply merchandise to be worn by the barista at sponsor's expense
- Acknowledgement as the Barista Sponsor during the Conference



**CONFERENCE  
EXHIBITOR  
PACKAGES**


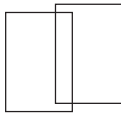



\$4,000

### EXHIBITION BOOTH

## EXHIBITOR

As an exhibitor of the Conference you will receive the following.

- 1 x shell scheme exhibition booth (3x3m<sup>2</sup>). Should you have a custom stand the equivalent floor space will be provided

				
3m x 3m booth	Octaboard white wall paneling 2.5m	Fascia sign	Two 150 watt spotlights	One standard power feed (Max 5 amps loading)

### REGISTRATION AND SOCIAL FUNCTIONS

- 1 x Exhibition registration (includes morning and afternoon refreshment breaks, lunches, access to exhibition and welcome reception)

### MARKETING AND PROMOTION

- Listed on the Conference website
- Listed in any Conference printed or electronic program materials

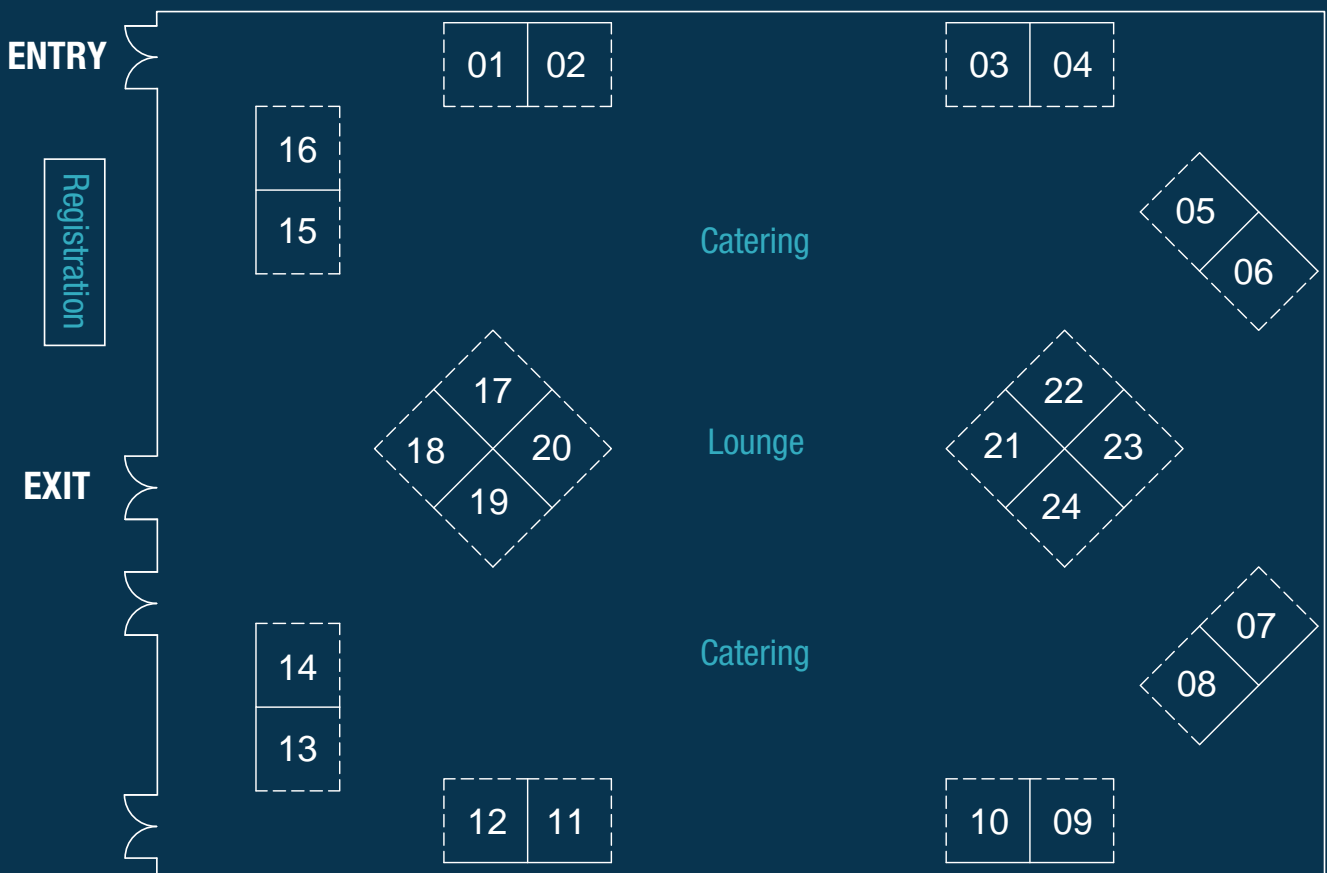
\$500

## ADDITIONAL EXHIBITION REGISTRATION

If you have additional staff that you would like to attend to manage your exhibition booth this will include all day catering and welcome reception. You will also be able to purchase a dinner ticket separately if they wish to attend the Conference dinner.

# EXHIBITION FLOORPLAN

Please note priority placing will be given to high level Sponsors and choices of location will be on first reply basis.



Floorplan is be subject to change by venue or Organisers.

# SPONSOR AND EXHIBITION APPLICATION FORM



All prices are listed in AUD and include GST

## CONTACT PERSON\*

\*All correspondence will be directed to this person.

First Name		Surname	
Organisation		Position	
Address			
City/Suburb	State	Postcode	Country
Phone	Fax		
Mobile	Email		

## SPONSORSHIP AND EXHIBITION PACKAGES (please tick preference)

### CONFERENCE SPONSORSHIP PACKAGES

<input type="checkbox"/>	Gold Sponsor	\$30,000
<input type="checkbox"/>	Silver Sponsor	\$20,000
<input type="checkbox"/>	Bronze Sponsor	\$15,000
<input type="checkbox"/>	Conference Dinner Sponsor	\$20,000
<input type="checkbox"/>	Welcome Reception Sponsor	\$15,000
<input type="checkbox"/>	Delegate Satchel Sponsor	\$12,500
<input type="checkbox"/>	Exhibitor Lounge Sponsor	\$10,000
<input type="checkbox"/>	Conference App Sponsor	\$8,000
<input type="checkbox"/>	Photo Booth Sponsor	\$6,000
<input type="checkbox"/>	Lanyard Sponsor	\$5,000
<input type="checkbox"/>	Water Bottle Sponsor	\$5,000
<input type="checkbox"/>	Speaker Session Support Package	\$POA
<input type="checkbox"/>	Health Hygiene Partner	\$3,500
<input type="checkbox"/>	Barista Sponsor	\$10,000

### CONFERENCE EXHIBITOR PACKAGES

<input type="checkbox"/>	Exhibitor	\$4,000
<input type="checkbox"/>	Additional Exhibition Registration	\$500

### FLOORPLAN

Please indicate your top 3 requested places for your exhibition booth display location.

\*\*\*Note that floorplan may be subject to change

1st Preference	2nd Preference	3rd Preference
Booth Number:	Booth Number:	Booth Number:

**I/We agree to the terms and conditions set out in this Conference Sponsorship and Exhibition Prospectus.**

Signature

Date

Return completed form to:

All Occasions Group  
 A: 12 Stirling Street, Thebarton, SA 5031  
 E: rebecca.gabriel@aomevents.com  
 P: 08 8125 2200



# SPONSORSHIP AND EXHIBITION CONTRACT TERMS AND CONDITIONS

These terms and conditions constitute a contract between you ('the Exhibitor/Sponsor'), **Australia New Zealand Marine Biotechnology Society** and **All Occasions Group Pty Ltd** (ABN 44 109 863 514) ('the Organisers') in relation to the sponsorship and/or use of exhibition space at the **13th Asia Pacific Marine Biotechnology Conference (APMBC)** combined with the **5th Australia New Zealand Marine Biotechnology Society Conference (5th ANZMBS)** at the Adelaide Convention Centre ('the Venue') in Adelaide from 2–6 October 2023 ('the Conference'). By signing the application form you are indicating your acceptance of these terms and conditions.

## Acceptance and Allocation

The Organiser reserves the right to accept or reject any application at its absolute and unfettered discretion with the return of any deposit paid in the event of a rejection. Sponsorship and exhibition packages, which may be limited in number, will be generally allocated in the order of the receipt of application forms. Allocation of Sponsorship packages and booths regardless of the preference indicated, and alteration of the floor plan is at the discretion of the Organiser, whose decision will be final.

## Application and Payment

To confirm your acceptance of a Sponsorship or exhibition package please complete the Booking form at the back of this brochure and return to [rebecca.gabriel@aomevents.com](mailto:rebecca.gabriel@aomevents.com) and specify the package required. A confirmation letter will then be sent to you outlining the exhibitor or Sponsorship details, along with a tax invoice due within 21 days. If payment is not received by this date, the package will be released for re-sale. As spaces are strictly limited, returning a Booking Form does not guarantee a place as a Sponsor/Exhibitor. You will be contacted with a confirmation letter to confirm your acceptance as a Sponsor/Exhibitor.

## Cancellation Policy

Cancellations will be accepted in writing only. A cancellation notice received 3 months or further prior to the Conference start date will be subject to a 50% cancellation fee. A cancellation notice received within 3 months of the Conference start date will be subject to a 100% cancellation fee. All requests must be received in writing for Committee approval should you wish for reimbursement.

Should a cancellation occur due to a pandemic (COVID-19 or otherwise) which results in restrictions, immediate lockdowns or closed borders that are put in place by the Government, your Sponsorship or Exhibition arrangements will be transferred to virtual only, and the difference reimbursed.

## Legal Responsibility

The Australian Institute of Physics, the Organiser and the Adelaide Convention Centre ('the Organisers') accept no responsibility for any act, omission or other default on the part of the Exhibitor/Sponsor during or in connection with the Conference that results directly or indirectly in any loss, damage, personal injury or death. The Exhibitor/Sponsor agrees to indemnify the Organisers in respect of any claim and demands in respect thereof. The Exhibitor acknowledges that the Organisers are not responsible for any loss or damage to the Exhibitor's property and that all Exhibitor material and equipment is the sole responsibility of the Exhibitor. The Organisers will not be liable for any indirect or consequential damages arising out of a breach of this Exhibition/Sponsorship contract. In the event that the Conference or Exhibition is cancelled or delayed through no fault of the Organisers, including but not limited to fire, flood, labour disputes, natural disasters, acts of God, civil disorders, riots, insurrections, work stoppages, slowdowns or disputes, or other similar events then the Sponsor/Exhibitor shall not be entitled to any refund or any claim for any loss of damage.

## Exhibitor Manual

An Exhibitor Manual outlining all technical aspects of exhibiting will be circulated no later than 3 months before the Conference. It will include the following:

- Technical details about the venue, final exhibition details and information.
- Contractor details services available to exhibitors and order forms.

## Exhibitor Display Rules

- The Organiser shall determine the hours during which the Exhibition shall be conducted and the hours of access for Exhibitors, including any variations of access times as may be necessary.
- The allocated exhibition booth must be staffed at all times during the exhibition and removal of any exhibition display must not commence until after the exhibition closes.
- All advertising material, such as banners, must be displayed within the designated booth area.
- Excessive noise that inconveniences other exhibitors or the Conference must be avoided.
- Exhibitors must not obstruct aisles and walkways.
- While Exhibitors are encouraged to pursue novel methods of attracting people with their stand, practices disadvantaging other exhibitors or detracting from the Exhibition are not permitted.

## Custom Stand

All custom stand designs must be approved by the Organiser and Adelaide Convention Centre to allow for unrestricted views. Custom booths which aren't open plan (for example a structure with one or more walls) may need to be located against the perimeter of the Exhibition.

## Detailed Requirements and Due Dates:

- The Organiser's requirements regarding the artwork for logos and advertisements, specifications and delivery details for signage, arrangements for static display, delivery of satchel inserts or other arrangements will be sent to you in a confirmation letter at a later date with relevant due dates.
- Logos will be requested in both .jpg and .eps format, high resolution 300dpi. If logos in other formats are received, the Organiser are not responsible for the quality of the logos displayed in any of the promotional material.
- In the event that materials, information or artwork required by the Organiser are not received by the designated due date, their use for their intended purpose cannot be guaranteed. The Organisers are not responsible for any losses sustained as a result.

## Sponsorships

Nothing contained in the agreement will be deemed to constitute a joint venture or agency relationship between you and Organisers.

You must not do anything where you will, in any way, be represented that you are a partner of the Organisers.

## Registrations

Sponsors/Exhibitors are not permitted to attend Conference Sessions or Networking Functions unless the relevant tickets are offered as part of the particular Sponsorship or Exhibition package. Should Sponsors/Exhibitors wish to attend the Conference as a delegate or attend Networking Functions, the appropriate registration must be purchased. Specific Sponsor/Exhibitor registration online link will be sent out at a later date.

## Sponsorship and Exhibition Packages

Please refer to the Sponsorship packages in this Sponsorship & Exhibition Proposal document. Any variations to the description of each package must be as agreed in writing with the Organiser. Sponsorship and Exhibition entitlements will not commence until the Acceptance Form and deposit is received by the Organiser.

## Venue

The Sponsor/Exhibitor and the servants, agents, contractors and invitees of the Sponsor/Exhibitor are also to observe the rules, regulations and procedures as prescribed by the Adelaide Convention Centre.