



**AusAg & Foodtech
Summit 2017**
Turning science into business

29-30 August 2017
Adelaide Convention
Centre

 @AusBiotech

 # AusAgFood17

 www.agfoodtech.com.au

Partnership Packages

Caitlin Murray
Event Co-ordinator
AusBiotech Ltd
E: cmurray@ausbiotech.org
P: 03 9828 1420

AusAg&Foodtech Summit 2017

With more than \$3.6 billion invested globally in the agritech & foodtech space, AusBiotech recognises the importance of supporting Australian companies, researchers and entrepreneurs in this expanding industry. The AusAg&Foodtech Summit 2017 will create a national forum facilitating interaction between researchers, technology developers, start-ups and investors ready to capitalise on a growing opportunity.

The AusAg&Foodtech Summit 2017 will focus on “turning science into business”, bringing together industry, researchers and investors to explore recent advances in technology, new opportunities for growth, quality improvements and productivity gains.

The program will include keynote presentations from local and international experts, opportunities to hear from companies at various stages of development and panel discussions answering key questions across five major themes:

THE INVESTORS

What do investors look for? What are the factors involved in making investment decisions?

THE CUSTOMERS

What types of technologies are agribusiness and food processors looking for? How do I communicate with my end user?

THE FRAMEWORK

How do you navigate the complicated world of IP, risk, finance and regulation?

THE CREATORS

How can researchers and entrepreneurs better engage with commercial entities on the road to successful commercialisation?

THE ENABLERS

What programs are available? How do I find and access funding?

AusAg&Foodtech Summit 2017 Highlights:

The two-day summit will examine issues critical to the development, access, investment and adoption of agritech and foodtech:

- Investment trends and opportunities
- Translation, capital access, commercialisation and market drivers
- Company success stories demonstrating emerging technologies and research
- The marketplace, a dedicated exhibition space for networking and partnering opportunities
- Agritech and foodtech in the digital age

Who attends AusAg&Foodtech?

In 2017, 150 – 200 delegates are expected to attend the Summit including:

- Investors and agritech and foodtech investment experts
- Industry enablers including incubators, accelerators, service providers and government representatives
- Technology creators such as researchers, developers and academics
- Customer and user groups, seeking access to innovation in agriculture and food science

Program Highlights



Michael Dean
Co-Founder & CIO
AgFunder



Dr Mirjana Price
Managing Director
FIAL



Mary Turonek
Senior Associate
FB Rice



Sam Trethewey
General Manager
SproutX



Isabelle Decitre
Founder & CEO
ID Capital Pty Ltd



Duncan Ferguson
Director of Commercial
Engagement
UniQuest



Andrew Kelly
Executive Director
BioPacific Partners

Gold Partnerships

Pocket Program

Multiple Opportunities
Members \$4,400 | NonMembers \$6,600

The pocket program is a quick reference guide for delegates with information on the event, sessions and speakers.

Inclusions

- ▶ A full page (A6) advertisement on the back cover of the pocket program distributed to all delegates in their name badge (subject to print deadlines)
- ▶ Three (3) Summit registrations
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Lanyards

One Opportunity
Members \$4,400 | NonMembers \$6,600

Worn by all the delegates at the event and featured in photos, the lanyard partnership is an ideal way to ensure your brand is front of mind with all the delegates.

Inclusions

- ▶ Company logo featured prominently on the conference lanyards/name badges (selection of lanyard is at the discretion of AusBiotech)
- ▶ Three (3) Summit registrations
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Gold Partnerships

Water Bottles

One Opportunity

Members \$4,400 | NonMembers \$6,600

Keep the delegates hydrated throughout the Summit while keeping your brand front of mind with this fantastic branding opportunity. Reusable water bottles will be displayed prominently throughout the venue and/or be provided in the delegate satchels, providing you with valuable and long lasting brand exposure.

Inclusions

- ▶ Company branding included on reusable water bottles displayed prominently throughout the venue and/or provided to each delegate in the conference satchel
- ▶ Three (3) Summit registrations
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Coffee

One Opportunity

Members \$4,400 | NonMembers \$6,600

Coffee is an integral part of every conference delegate's experience. Your brand will be prominently displayed on a printed panel on each of the coffee stations and you can also include your branding on printed cups used throughout the Summit or on custom printed sleeves which double as a business card.

Inclusions

- ▶ Company branding printed on the coffee stations located throughout the venue and on disposable coffee cups
- ▶ Opportunity to provide reusable cups (to be provided by partner)
- ▶ Three (3) Summit registrations
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Silver Partnerships

Charging Station

One Opportunity

Members \$3,300 | NonMembers \$5,500

Give the delegates a central and convenience point to charge up mobile devices during the Summit.

Inclusions

- ▶ Company branding on a charging station located in a prominent position
- ▶ Two (2) Summit registrations
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Delegate Satchel

One Opportunity

Members \$3,300 | NonMembers \$5,500

Used by the delegates at and after the event, the delegate satchel will feature your brand and corporate colours. Include a promotional item in the satchel to maximise your impact.

Inclusions

- ▶ Company logo printed on the conference satchel alongside AusBiotech's (selection of bag is at the discretion of AusBiotech)
- ▶ Opportunity to upgrade the choice of bag used (additional charges will apply)
- ▶ Opportunity to provide collateral for inclusion in the delegate satchel (material to be provided by the Partner subject to size and weight restrictions)
- ▶ Two (2) Summit registrations
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Other Opportunities

Satellite Events

Multiple Opportunities
Price on Application

Create your own networking event, briefing or business breakfast to be run in conjunction with the AusAg&Foodtech Summit 2017.

Inclusions

- ▶ All inclusions to be agreed with AusBiotech and may depend on available space, timing and competing events
- ▶ Acknowledgement of support in electronic and printed materials leading up to and during the Summit including the event website and printed program
- ▶ Acknowledgement of support within pre and post marketing activities including e-marketing, direct mailings and social media

Delegate Satchel Insert

Multiple Opportunities
Members \$500 | NonMembers \$1,500

Include your collateral in the satchel given to all Summit delegates. Material is to be supplied by the company and size and weight restrictions apply.



AusAg&Foodtech Summit Marketplace



Take the opportunity to showcase your product, service or research project to the delegates at the AusAg&Foodtech Summit Marketplace.

Breaking away from the traditional exhibition, the Marketplace will be set up for the duration of the event and will be the location for 'Dinner @ the Marketplace', an extended networking dinner following the Summit sessions on Tuesday 29 August.

The set up will enable delegates to have in depth conversations with potential collaborators and investors about technology, research and projects.

Each dedicated area in the marketplace includes space with custom printed signage, a high table and stool.

Marketplace displays are available as an add-on to any Summit registration or Partnership Package for only \$500 (incl. GST).

Space is limited so be sure to get your application in secure your spot.



Each Marketplace Display includes:

- 1m wide x 2.48m high flat display wall with a 970mm x 1200mm full colour digital printed panel (set into the top portion of the display)
- One round high bar table and one bar stool
- Optional extras such as a full length printed panel, additional stool, zigzag display stand can be arranged at an additional cost

Booking Form

Company Information

Name _____

Organisation _____

Address _____

Suburb _____ State _____ Post Code _____

Email _____

Phone _____ Mobile _____

Partnership & Exhibition Options

I/We would like book a partnership package for the AusAg&Foodtech Summit 2017 (please provide details below)

Partnership Package: _____ Add a satchel insert: \$550 Yes / No

Add Marketplace (\$500): Yes / No


I accept the terms and conditions: _____ Date: _____

Please return the completed, signed copy of this form to events@ausbiotech.org

Terms & Conditions

Partnership & Exhibitor Terms and Conditions of Sale

- ▶ Partnership and Sponsorship are one and the same.
- ▶ Exhibition and Marketplace are one and the same.
- ▶ Packages will be reserved in order of receipt of this booking form. To secure your preferred package full payment is required on confirmation unless alternative payment arrangements have been agreed. All packages are held tentatively until final payment is received.
- ▶ If final payment is not received by 15 June 2017, the package will be released and any deposits will be forfeited.
- ▶ For partnership application forms that are received after 15 June 2017, full payment must be received before the package is confirmed.
- ▶ AusBiotech Ltd must receive all payments either by credit card, direct deposit or Australian cheques. A 3% surcharge applies to all AMEX cards and will be charged to the credit card when the payment is processed.
- ▶ Partnership packages and Marketplace space apply to one organisation only and sharing of space/recognition is only allowed by receiving written permission and a tailored package with AusBiotech.
- ▶ In the event of cancellation 50% of the total cost will be applied to cancellations received prior to 15 June 2017. No refunds will be made for cancellations received after this date.
- ▶ Any space not claimed and occupied before the close of marketplace bump-in times may be reallocated.
- ▶ AusBiotech Ltd reserves the right to rearrange the floor plan and relocate any marketplace space without notice. No refunds or discounts will be given for any facilities not used or required.
- ▶ AusBiotech Ltd complies with the principles of permission-based marketing and will use your information to send you updates and other news about related services or events. Your information will only be passed on to reputable third party official contractors of the Conference for the purpose of assisting you with your program.
- ▶ All exhibitors are responsible for their own insurance & must supply a certificate of currency prior to the event. AusBiotech accepts no liability on behalf of any exhibitor or delegate.
- ▶ All electronic equipment used at the Conference Venue must have been tested and tagged by a qualified provider.
- ▶ The exhibitor indemnifies the organiser from and against all actions, claims, demands, fines, costs and expenses including but not limited to legal costs and expenses (as between solicitor and client) incurred by the organiser or for which the organiser may become liable in respect of any damage to property or loss or injury to any person which may be suffered or sustained in or upon and in relation to any part of the exhibition space, or in respect of any inquiry into the same.
- ▶ The exhibitor will at its own expense effect and keep current at all times during the move in and move out period of the exhibition a Public Risk and Property Damage Insurance Policy in respect of its space in an amount of not less than **Twenty Million Australian Dollars** (A\$20,000,000.00).



AusBiotech Ltd
Suite 4, Level 4, 627 Chapel Street
South Yarra VIC 3141

Caitlin Murray
E: cmurray@ausbiotech.org P: 03 9828 1400