OPPORTUNITY TO CONNECT WITH YOUR TARGET AUDIENCE IN ASIA AND AUSTRALASIA’S OCEAN WAVE AND TIDAL RENEWABLE ENERGIES FIELD

SPONSORSHIP PROPOSAL

5th Asian Wave and Tidal Energy Conference 8 – 12 November, Hotel Grand Chancellor, Hobart, Australia
INVITATION TO ACHIEVE KEY BUSINESS OUTCOMES

We are excited to invite you to attend the 5th Asian Wave and Tidal Energy Conference (AWTEC 2020), to be held in Hobart, Lutruwita (Tasmania), Australia. AWTEC 2020 aims to provide an opportunity to exchange, learn, interact and network on all multidisciplinary aspects of ocean renewable energy, with colleagues from all over the world. Encompassed within AWTEC 2020, will be the third Australian Ocean Renewable Energy Symposium (AORES), highlighting the growth of Australia’s ocean renewable energy capabilities and developments.

Whether you are a sponsor or exhibitor, our delegates, expected to number upwards of 300, offer an excellent audience to share your innovations and to market new technologies, products and services over the course of the event and beyond.

AWTEC 2020 builds on the success of the AWTEC meetings held before it, most recently in Taipei, 2018. AWTEC 2020 is organised by the Australian Maritime College (AMC), a specialist institute of the University of Tasmania and CSIRO, Australia’s flagship scientific research agency. We are ably supported by a Local Organising Committee drawing members from across Australia’s Marine Renewable Energy landscape. The Australian Renewable Energy Agency (ARENA), a major supporter of the conference, is an agency accelerating Australia’s shift to an affordable and reliable renewable energy future.

We look forward to welcoming you to Tasmania, and to a highly successful AWTEC 2020.

Irene Penesis  
The University of Tasmania

Mark Hemer  
CSIRO

REASONS WHY YOU SHOULD PARTNER WITH AWTEC2020

• Engage and connect with industry leaders, peak body representatives, opinion shapers and professionals working in the ocean renewable energy field

• Lead the agenda on key industry issues by supplying a speaker for inclusion in the program (see details in the Platinum package)

• Exclusive branding opportunities including the Conference Dinner, Barista Cart, Mobile App, Welcome Reception, Networking Lounge, Name Badge and WiFi

• Build relationships with delegates at key social functions

• Generate extensive new leads from Australia and overseas

• Increase your brand awareness before, during and after the conference through EDM’s, signage, website, mobile app and program opportunities

• Drive awareness by participating in the exhibitor prize draw

• Communicate key messages by aligning your organisation with the conference themes

• Build long term relationships with potential and existing customers
AWTEC2020

The Asian Wave and Tidal Energy Conference (AWTEC) series are international, technical and scientific conferences, focused on ocean renewable energy. AWTEC is held every two years, in partnership with its senior sister conference series, the European Wave and Tidal Energy Conference (EWTEC), in intervening years.

This 5th AWTEC signifies the series as a well-established meeting among renewable energy conferences, and continues to expand. This event builds on the success of prior AWTECs held in Korea (2012), Japan (2014), Singapore (2016), Taiwan (2018), and brings the meeting to Australia for the first time.

CONFERENCE THEMES

• Wave and Tidal Energy Resource Characterization
• Device Development and Testing
• Device Hydrodynamics and Structural Mechanics
• Wave and Tidal Device Arrays
• Power Take-off and Device Control
• Offshore Wind
• Offshore Hybrid Systems
• OTEC Systems
• Environmental Assessments
• Policy Development and Legislation
• Techno-economic Assessments
• Social Licence to Operate
• Future Markets and Financing
• Ocean Energy System Integration
• Blue Economy
• Multi-use Platforms
• Measurements and Instrumentation
## PACKAGE SUMMARY

<table>
<thead>
<tr>
<th>Package</th>
<th>Packages available</th>
<th>Supply Speaker</th>
<th>Speaking Opportunity</th>
<th>Exclusive branding opportunities</th>
<th>Website, handbook, EDMs, venue signage etc</th>
<th>Advertisement in Handbook</th>
<th>Registration</th>
<th>Dinner Tickets</th>
<th>Exhibition Table</th>
<th>Delegate List</th>
<th>Electronic Brochure</th>
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<td><strong>PLATINUM SPONSOR $20,000</strong></td>
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Sponsorship packages are linked to key events or opportunities within the conference program. All prices shown are in $AU and are inclusive of GST.
PLATINUM SPONSOR

Exclusive sponsorship and branding across the conference including sponsorship of the AWTEC 2020 Conference Dinner. This substantial sponsorship package can be tailored to your organisation’s specific needs to deliver the highest possible return on investment.

PROMOTION

- Exclusive sponsorship of AWTEC 2020
- Exclusive sponsorship of the AWTEC 2020 Conference Dinner
- Opportunity to supply a speaker for inclusion in the conference program**
- Opportunity to address delegates at the Conference Dinner (5 minutes)
- Sponsor’s own signage prominently displayed at the venue (maximum of 2 pull up banners to be displayed at Conference Dinner)
- One full page (A4) advertising space in the electronic conference handbook (finished artwork to be supplied by sponsor)

- Logo recognition in all conference promotional material, including conference program and venue signages
- Company logo and profile in the electronic conference handbook and website (including link)
- Delegate list of attendees who have opted in to have their details shared – Name, Organisation, Position, City, Country
- Electronic brochure in the official AWTEC 2020 Mobile App

EXHIBITION & REGISTRATION

- One dressed exhibition table
- Five registrations including day catering and attendance at the Conference Dinner
- Three additional tickets to attend the Conference Dinner

**Supplying a speaker is at the sponsor’s own expense and is subject to approval by the conference organising committee following an application process. If the application is successful, time allocated to the speaker will be at the discretion of the conference organising committee. The application needs to be submitted before the abstract deadline.
GOLD SPONSOR

PROMOTION

• Recognition as a Gold sponsor of AWTEC 2020
• One full page (A4) advertising space in the electronic conference handbook (finished artwork to be supplied by sponsor)
• Logo recognition in all conference promotional material, including conference program and venue signage
• Company logo and profile in the electronic conference handbook and website (including link)
• Delegate list of attendees who have opted in to have their details shared – Name, Organisation, Position, City, Country
• Electronic brochure in the official AWTEC 2020 Mobile App

EXHIBITION & REGISTRATION

• One dressed exhibition table
• Three registrations including day catering and attendance at the Conference Dinner

PLUS choose one of the following options:

Barista Cart

• Exclusive sponsorship of the AWTEC 2020 Barista Cart
• Sponsor’s own signage prominently displayed near the barista cart (maximum 1 pull up banner to be displayed)
• Signage acknowledging you as the Barista Cart Sponsor on the barista cart (artwork to be supplied by sponsor)
• Opportunity to provide corporate branded aprons and caps (supplied by sponsor)
• Opportunity to provide corporate branded coffee cups (supplied by sponsor)

Mobile App

• Exclusive sponsorship of official AWTEC 2020 Mobile App
• Banner and landing page advertisement to be included on the Mobile App (artwork supplied by sponsor)
• Logo recognition as the Mobile App Sponsor in the delegate App instructions
• Acknowledgement in the conference program as the Mobile App Sponsor

Welcome Reception

• Opportunity to address delegates at the AWTEC 2020 Welcome Reception (2 minutes)
• Sponsor’s own signage prominently displayed at the Welcome Reception (maximum of 1 pull up banner to be displayed)
• Acknowledgement in the conference program as the Welcome Reception Sponsor

Registration Desk & Networking Lounge

• Exclusive sponsorship of the AWTEC 2020 Registration Desk and Networking Lounge
• Sponsor’s own signage prominently displayed in the Networking Lounge (maximum of 1 pull up banner to be displayed)
• Opportunity to provide company literature for distribution in the Networking Lounge
• Acknowledgement in the conference program as the Registration Desk & Networking Lounge Sponsor

$15,000 (4 available)

• Company literature may be displayed on the barista cart (supplied by sponsor)
• Acknowledgement in the conference program as the Barista Cart Sponsor

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SILVER SPONSOR

$10,000 (3 available)

PROMOTION

- Recognition as a Silver sponsor of AWTEC 2020
- One full page (A4) advertising space in the electronic conference handbook (finished artwork to be supplied by sponsor)
- Logo recognition in all conference promotional material, including conference program and venue signage
- Company logo and profile in the electronic conference handbook and website (including link)
- Delegate list of attendees who have opted in to have their details shared – Name, Organisation, Position, City, Country
- Electronic brochure in the official AWTEC 2020 Mobile App

EXHIBITION & REGISTRATION

- One dressed exhibition table
- Two registrations including day catering and attendance at the Conference Dinner

PLUS choose one of the following options:

Name Badge

- Exclusive sponsorship of the AWTEC 2020 Name Badges including logo recognition on each Name Badge along with the conference logo
- Acknowledgement in the conference program as the Name Badge Sponsor

WiFi

- Exclusive sponsorship of the WiFi at AWTEC 2020
- Logo recognition as the WiFi Sponsor in the delegate access instructions
- Acknowledgement in the conference program as the WiFi Sponsor

Poster Session

- Exclusive sponsorship of the AWTEC 2020 Poster Session
- Sponsor’s logo to appear on screen in the plenary hall prior to the Poster Session and acknowledgement given by the last session’s Chair
- Acknowledgement in the conference program as the Poster Session Sponsor
BRONZE SPONSOR

PROMOTION
- Recognition as a Bronze sponsor of AWTEC 2020
- One half page (A5) advertising space in the electronic conference handbook (finished artwork to be supplied by sponsor)
- Logo recognition in all conference promotional material, including conference program and venue signage
- Company logo and profile in the electronic conference handbook and website (including link)
- Delegate list of attendees who have opted in to have their details shared – Name, Organisation, Position, City, Country
- Electronic brochure in the official AWTEC 2020 Mobile App

EXHIBITION & REGISTRATION
- One dressed exhibition table
- One registration including day catering and attendance at the Conference Dinner

PLUS choose one of the following options:

Refreshment Break – 3 available
- Exclusive sponsorship of one day’s refreshment break during AWTEC 2020 (morning tea, lunch & afternoon tea)
- Sponsor’s own signage prominently displayed near the catering station (maximum 1 pull up banner to be displayed)
- Company literature may be displayed on the catering stations on the day of sponsorship (supplied by sponsor)
- Signage acknowledging you as the Refreshment Break Sponsor on the catering stations on your day of sponsorship
- Organisation verbally acknowledged by Chair prior to or directly after sponsored break
- Acknowledgement in the conference program as a Refreshment Break Sponsor

Plenary Speaker – multiple available
- Exclusive sponsorship of a Plenary Speaker session at AWTEC 2020
- Verbal recognition as the Plenary Speaker Sponsor at the commencement and conclusion of the Plenary Speaker address
- Sponsor’s logo displayed at the commencement and conclusion of the Plenary Speaker address
- Acknowledgement in the conference program as a Plenary Speaker Sponsor

Conference Awards
- Exclusive sponsorship of the AWTEC 2020 Conference Awards
- Sponsor’s logo printed on all Conference Awards
- Opportunity for a company representative to attend the award presentation and present an award
- Acknowledgement in the conference program as the Conference Awards Sponsor

Apple Cart – 3 available
- Exclusive sponsorship of an apple cart for one day during AWTEC 2020
- Sponsor’s own signage prominently displayed near the apple cart (maximum 1 pull up banner to be displayed)
- Company literature may be displayed on the apple cart on the day of sponsorship (supplied by sponsor)
- Signage acknowledging you as the Apple Cart Sponsor on the apple carts on your day of sponsorship
- Acknowledgement in the conference program as an Apple Cart Sponsor

$5,000 (multiple available)
CONFERENCE SUPPORTER $1,500 (multiple available)

PROMOTION
- Logo recognition in all conference promotional material, including conference program and venue signage
- Company logo and profile in the electronic conference handbook and website (including link)
- Delegate list of attendees who have opted in to have their details shared – Name, Organisation, Position, City, Country

EXHIBITION
Taking an exhibition table is a great way to connect with conference delegates and promote your products and services. With the exhibition area open for the duration of the conference, that’s a whole lot of quality exposure for your organisation. All conference lunch and refreshment breaks will be held in the exhibition area to ensure a high traffic flow of delegates.

The floor plan for the exhibition will be forwarded as soon as it is finalised. Please note the floor plan is subject to change at the discretion of the venue or the conference organisers at any time.

- Early Bird Valid until 1 May 2020 $2,000
- Standard From 2 May 2020 $2,500

EXHIBITION FEATURES
- One dressed trestle table
- 2 x chairs
- 1 x 4amp/100w power outlet
- Company logo and profile in the electronic conference handbook and website (including link)
- Company logo included on venue signage and promotional materials
- One exhibitor registration (does not include the Conference Dinner)
- Electronic brochure in the official AWTEC 2020 Mobile App
- Delegate list of attendees who have opted in to have their details shared – Name, Organisation, Position, City, Country

ADVERTISING

ELECTRONIC CONFERENCE HANDBOOK
Full page $500

ELECTRONIC BROCHURE – CONFERENCE APP
Full page $250
EVENT SPONSORSHIP & EXHIBITION APPLICATION TERMS & CONDITIONS

The following terms and conditions apply to your application to sponsor and/or exhibit:-

1. DEFINITIONS
Event means the event referred to in the online Booking Application Form. Exhibition/Sponsorship means the exhibition and/or sponsorship as detailed in the online Booking Application Form. GST means GST within the meaning of the GST Act. GST Act means A New Tax System (Goods and Services Tax) Act 1999 (Cth) (as amended).

Us/We means Leishman Associates Pty Ltd (ACN 103 078 897) as Conference Managers representing the Conference Committee and the Host Organisation. You means the entity submitting the Booking Application Form to sponsor and/or exhibit.

2. APPLICATION
You will submit the online Booking Application Form for the Exhibition/Sponsorship.

3. APPROVAL
The Exhibition/Sponsorship will be confirmed upon return to You of the approved Booking Application Form, together with a tax invoice for the full amount of the Exhibition/Sponsorship fee. 50% of this total is payable within 14 days. The deposit is non-refundable and will be deducted from the booking fee. Your company logo and profile will only feature on the conference website once this deposit has been paid.

4. PAYMENT
Upon payment of the deposit, You will receive a tax invoice for the balance of the Exhibition/Sponsorship fee. Payment of the balance of the fee is due and payable 30 days prior to the commencement of the Event. All online Booking Application Forms received within 30 days of the commencement of the Event must include full payment of the booking fee. Only once payment has been made in full will your logos and profiles be placed on Event collateral. Due to printing deadlines, You will not be guaranteed inclusion on Event collateral if payment of the booking fee is not received 30 days prior to the Event.

All international payments must include provision for bank fees and exchange rates in the payment amount. Any outstanding balance will be required to be paid by You prior to the commencement of the Event.

5. CANCELLATION
In the event that You cancel your Exhibition/Sponsorship, your deposit will not be refunded. In the event that You cancel your Exhibition/Sponsorship more than 90 days before the Event, You will receive a 25% refund of the Exhibition/Sponsorship fee. In the event that You cancel within 90 days of the Event, You will not receive any refund. Any monies outstanding at cancellation will need to be paid in full.

6. CHANGES
Once your Exhibition/Sponsorship has been confirmed and accepted, a reduction in Sponsorship/Exhibition space is considered a cancellation and will be governed by the above cancellation policy. Reduction in space can result in relocation of your Exhibition/Sponsorship at Our discretion. Any space not claimed one hour before the Event commences and will be reassigned and no refund will be payable to You.

We reserve the right to rearrange the floor plan and/or relocate any Exhibition/Sponsorship without notice to You. We reserve the right to amend existing unsold sponsorship packages or add additional sponsorship packages as required without notice to confirmed sponsors and exhibitors.

7. STANDS
If You intend to utilise a custom built exhibit stand, We must be advised of the full details and dimensions a minimum of six weeks prior to the commencement of the Event. All display construction requires our approval.

8. ASSIGNMENT/SHARED PACKAGES
You are not permitted to assign, sublet or apportion the whole or any part of Your sponsorship package or booked space except upon our prior written consent. Shared sponsorship and exhibition packages will result in one set of benefits only being available to be shared by all parties involved. This includes but is not limited to logo recognition, profile inclusion, signage and registration benefits.

9. INSURANCE
Public Liability insurance to a minimum amount nominated in the event sponsorship prospectus must be taken out by You. A copy of the certificate of Insurance currency must be provided to Us a minimum of four weeks prior to the commencement of the Event.

10. EXCLUSION
All information supplied to You in relation to the Event is accurate to the best of our knowledge and belief and does not constitute a warranty and any inaccuracy or mistake will not entitle You to cancel your booking without penalty. All estimates of attendee/delegate numbers attending the Event are estimates only, and You agree that We are not responsible for any discrepancy in these estimated attendee/delegate numbers.

11. MARKETING
We will use your information to send you updates and other news about this Event. We will only pass on your information to reputable third party official contractors of the Event for the purpose of assisting you with your participation.

12. GST
All amounts paid or payable under these terms and conditions are inclusive of any GST which may be applicable to any supplies made by either party under this Agreement. To the extent GST is applicable to any amount paid or payable in respect of a taxable supply made under or in connection with this Agreement, subject to that party receiving a valid tax invoice for GST purposes from the other party in respect of the supply before the time of payment.