

IRON ORE CONFERENCE 2023

Sponsorship Prospectus



Find your pathway

leave a
legacy™

Rob Cunningham
Operations Manager

AusIMM
Courses

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AusIMM, the leading provider of technical conferences

AusIMM is the peak body for people working in the resources sector. We shape careers, develop leaders, create communities and uphold standards.

We have a global reputation for delivering world class technical conferences to the global mining industry, showcasing the latest technologies, innovations and industry best practice for more than 40 years. In 2023, AusIMM will deliver a suite of technical mining conferences, attended by thousands of mining professionals, with an ever-increasing international presence.

We take a unique market-based approach to our conference program, by listening to the market and working with the industry to develop relevant and in demand professional development.

We seek out renowned international keynote speakers and industry experts to present on a range of technical topics. We create outstanding networking opportunities for knowledge exchange, skills transfer and business development. We attract a diverse range of companies who want to align with our brand and showcase the latest technology, innovations and equipment to advance the mining industry.

AusIMM offers a captive audience, with more than 13,000 members and a conference database of 40,000 which reaches mining professionals across the globe.

As a conference sponsor or exhibitor, you will receive exceptional opportunities to gain premium brand exposure, connect with conference delegates and showcase your products and services on a global stage.



CSIRO. Unlocking a better future for everyone

As Australia's national science agency and innovation catalyst, CSIRO solves the greatest challenges through innovative science and technology.

We work with organisations large and small, delivering world-leading research and development solutions to help their business innovate, improve and grow. With 5,000 experts, state-of-the-art facilities, and a global collaborative research network we bring together the best and brightest minds to drive strategic growth and overcome unique business challenges like no other.

CSIRO's Mineral Resources team is one of the largest minerals research and development groups in the world with a proud track record of industry innovation. Addressing the industry's greatest challenges, our research aims to benefit Australia and the globe by growing our resource base, increasing mining productivity and driving social and environmental performance.

We apply our expert knowledge and specialised research to deliver innovation that solves the challenging, complex problems faced by minerals companies, mining equipment, technology and services (METS) companies, government, and other industry stakeholders.

CSIRO. Your science and technology partner in business.

Access brand exposure to a targeted audience

Following on from the highly successful conference in 2021, jointly hosted by AusIMM and Australia's national science agency, CSIRO, Iron Ore 2023 will bring together all industry professionals and decision-makers in the technical and management aspects of the iron ore industry.

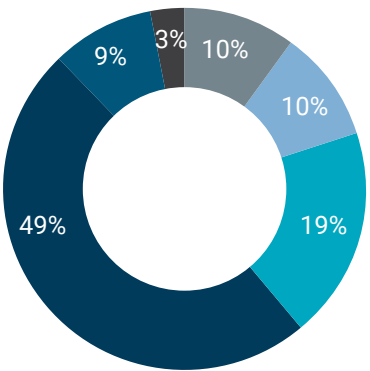
The conference will explore the latest developments in the genesis, geology, exploration, mining, and processing of iron ores, bringing solutions to address the carbon footprint of iron and steel mining.

Global audience

The Iron Ore conference for 2023 is expected to attract 600+ delegates generating a truly global audience. This conference will reach more international delegates and regional Australians, than ever before.

Delegate roles

- Executives and Directors
- Senior Managers
- Manager
- Resource professionals
- Professor/Lecturer
- Student

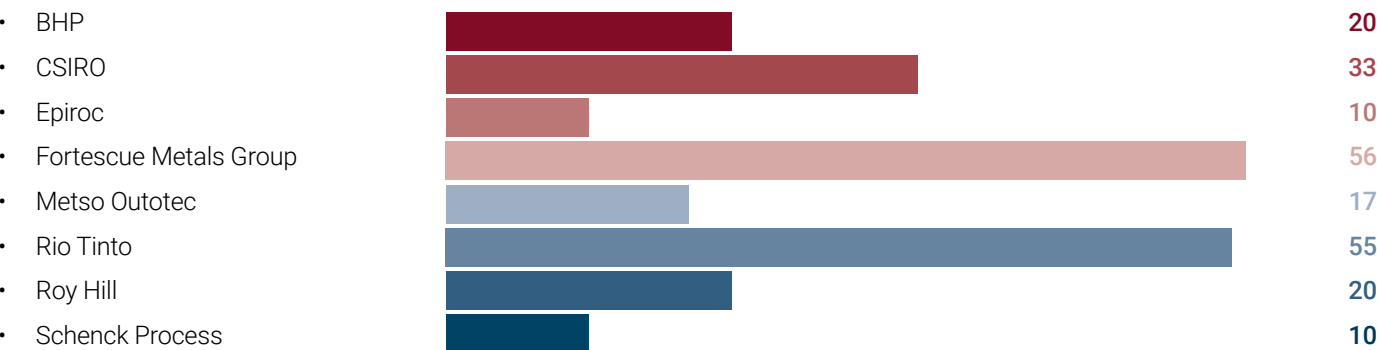


**figures and audience location indicative only*

Unparalleled industry attendance

A significant number of global delegates attend our technical conferences year-after-year, not only to continue their accredited professional development, but to share experiences and ideas, grow relationships, and collaborate with industry professional from all levels.

Top attendance by company



Some of our 2021 Exhibitors





Why get involved?



Premium brand exposure

Increase your brand visibility by showcasing your organisation to a captive and targeted audience



Build strategic connections

Connect with key decision-makers in mining organisations as well as resources professionals and industry stakeholders



Capitalise for future investment

Generate new leads and business opportunities securing your sales pipeline in 2023 and beyond



Showcase your unique offering

Demonstrate your unique offering through our exhibition and content opportunities to engaged audiences



Our promotional reach



13,000

Active AusIMM members globally across 110 countries



4,000+

Delegates attending AusIMM conferences annually



40,000+

Followers across AusIMM's social media platforms



600,000

Impressions on paid social media campaigns for conferences



40,000+

Subscribers to AusIMM's conference database for email marketing



23,000+

Average users to AusIMM's conference websites annually



Event experience

Dates

Monday 18 – Wednesday 20 September 2023

AusIMM conferences

In 2023, AusIMM will continue to deliver technical conferences to mining professionals around the world.

AusIMM conferences provide a unique opportunity to share the latest technologies, innovations, research and industry best practice providing delegates the opportunity to enhance their technical knowledge and expertise.

A key feature of an AusIMM conference is the technical program which showcases thought-provoking keynote presentations from industry leaders, interactive technical sessions, case studies sharing organisational best practice and robust panel discussions.

Attending delegates can build their professional connections at outstanding networking events, as well as accessing the latest technologies and innovations via the conference exhibition.

Conference sponsors and exhibitors gain a unique platform to showcase their products and services to mining professionals from around the world.



Perth Convention Centre

[Check out the venue](#)



Your safety is our first priority

[Read more about our COVID-safe approach](#)



Enhance your knowledge

[Why attend](#)

"AusIMM conferences bring our resources community together to connect, learn and share. In our 130th anniversary year, we look forward to providing outstanding experiences for our delegates, sponsors and exhibitors to showcase their knowledge and grow their networks."

Stephen Durkin, CEO, AusIMM

Sponsorship opportunities at a glance

To confirm your opportunity, complete the booking form at the end of the prospectus and email to conference@ausimm.com

Conference Packages

Major Conference Sponsor SOLD	Platinum Sponsor \$32,000 Exclusive opportunity	Gold Sponsor \$22,000 Limited opportunities	Silver Sponsor \$16,000 Limited opportunities
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Networking

Exhibition Lounge \$15,000 Exclusive Opportunity	Cocktail Reception \$13,500 Exclusive opportunity	Welcome Reception SOLD Exclusive opportunity	Lunch Sponsor \$10,000 Exclusive opportunity
Coffee Cart and Break SOLD Exclusive opportunity	Charging Station \$7,000 Exclusive Opportunity	Conference App SOLD Exclusive opportunity	Lunch Sponsor \$4,000 Three (3) opportunities

Content

Premier Content Sponsor \$10,000 Limited opportunities	Technical Session \$7,000 Limited opportunities		
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Conference Materials

Name Badge and Lanyard SOLD Exclusive opportunity	Conference Proceedings \$5,500 Exclusive opportunity		
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Exhibition

Exhibition Booth (double 3m x 6m) \$8,700 Limited opportunities	Exhibition Booth (single 3m x 3m) \$4,600 Limited opportunities		
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All prices are quoted in Australian dollars and are inclusive of the Australian Goods and Services tax (GST).

Conference Packages

Major Conference Sponsor

SOLD

Platinum Sponsor

\$32,000

Exclusive opportunity

As the Platinum Sponsor for Iron Ore 2023 receive premium brand exposure reaching more than 750,000 people* via an extensive multichannel marketing campaign. Onsite, access exclusive opportunities to make an impact by sharing your organisational message to an engaged audience with aligned interests, and generate new leads via the conference app.

Registration

- Five (5) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception

Exhibition

- One (1) double complimentary raw space or shell scheme exhibition stand (3m x 6m, with exhibition entitlements) in a premier position in the exhibition hall.

Program involvement

- Sponsorship of one (1) technical session, including a company representative to chair the session (subject to approval by AusIMM).
- Your company logo on the sponsored technical session recording, available to delegates post-conference and accessible to AusIMM members via our digital library (subject to speaker approval of public release).
- Opportunity to provide a 30 second pre-roll video to play at the start of your sponsored technical session (sponsor to provide and subject to approval by AusIMM).
- Your company logo featured on all versions of the conference program in alignment with your sponsored technical session.
- Your company logo on the opening slide of your sponsored technical session.
- Opportunity to provide a feature image for the electronic screen on stage during your sponsored technical session.

Company branding and promotion

- Your company logo listed as the Platinum Sponsor on signage onsite.
- Two (2) social media posts sent out via AusIMM social media platforms (reach of 40,000+). Sponsor to be tagged. Includes one (1) announcement post of sponsor involvement and one (1) opportunity for sponsor to provide content (subject to approval by AusIMM).
- Opportunity to provide a written news article related to conference content to be displayed on the conference website and incorporated into the conference marketing campaign (content to be developed in consultation with AusIMM).
- Verbal acknowledgement of your sponsorship by the Conference Chair during the conference.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.
- Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app.

Business development opportunities

- Two (2) promotional push notifications sent to all onsite attendees via the conference app. This provides an exclusive opportunity to share your message with delegates on the day and drive traffic to your exhibition stand (sponsor to provide message and subject to approval by AusIMM).
- Access to the delegate contact exchange via the conference app – scan the QR code to obtain a delegate's digital business card. Contacts can be exported into your database.
- Opportunity to create a lead capture questionnaire available onsite through the AusIMM conference app.

Gold Sponsor

\$22,000

Limited opportunities

As the Gold Sponsor for Iron Ore 2023 receive excellent brand exposure reaching more than 130,000 people* via an extensive multi-channel marketing campaign. Showcase your organisations leadership by taking advantage of the opportunity to sponsor a technical session as part of your sponsorship package, and generate leads via the conference app.

Registration

- Four (4) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception

Exhibition

- One (1) single complimentary shell scheme exhibition stand (3m x 3m, with exhibition entitlements) in the exhibition hall.

Program Involvement

- Sponsorship of one (1) technical session, including a company representative to chair the session (subject to approval by AusIMM).
- Your company logo on the sponsored technical session recording. Available to delegates post-conference and accessible to AusIMM members via our digital library (subject to speaker approval of public release).
- Opportunity to provide a 30 second pre-roll video to play at the start of your sponsored technical session (sponsor to provide and subject to approval by AusIMM).
- Your company logo featured on all versions of the conference program in alignment with your sponsored technical session.
- Your company logo on the opening slide of your sponsored technical session.
- Opportunity to provide a feature image for the electronic screen on stage during your sponsored technical session.

Company branding and promotion

- Your company logo listed as the Gold Sponsor on signage onsite.
- Verbal acknowledgement of your sponsorship by the Conference Chair during the conference.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app. Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app if exhibiting as well.

Business development opportunities

- One (1) promotional push notification sent to all onsite attendees via the conference app. This provides an exclusive opportunity to share your message with delegates during the conference and drive traffic to your exhibition stand (sponsor to provide message and subject to approval by AusIMM).
- Access to the delegate contact exchange via the conference app – scan the QR code to obtain a delegate's digital business card. Contacts can be exported into your database.
- Opportunity to create a lead capture questionnaire available onsite through the AusIMM conference app.



Silver Sponsor

\$16,000

Limited opportunities

Access attractive opportunities for outstanding brand exposure. Showcase your company to a captive and targeted audience and connect with key decision makers in mining organisations.

Registration

- Four (4) complimentary hybrid delegate registrations, including tickets to all networking functions and the hybrid conference platform.

Exhibition

- One (1) single complimentary shell scheme exhibition stand (3m x 3m, with exhibition entitlements) in the exhibition hall.
- One (1) virtual exhibition booth in the hybrid conference platform. Opportunity to connect with delegates and showcase your company's products and services through video content, promotional documents, brochures and links to your website and social media pages.

Company branding and promotion

- Receive verbal acknowledgement of your sponsorship by the Conference Chair throughout the conference.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app and hybrid conference platform.
- Your company logo on PowerPoint slides throughout the conference.
- One (1) promotional PDF flyer in the eSatchel on the conference app.

Business development opportunities

- Access to the delegate contact exchange via the conference app – scan the QR code to obtain a delegate's digital business card. Contacts can be exported into your database.
- Opportunity to create a lead capture questionnaire available onsite through the AusIMM conference app.



Engagement

Exhibition Lounge Sponsor

\$15,000

Exclusive opportunity

The exhibition lounge is the focal point of the conference exhibition. A great place for delegates to network or relax, it also provides a unique space to facilitate strategic business connections.

The package includes basic furniture and signage (any additional requirements at sponsor's expense and subject to approval by event management).

Registration

- Four (4) complimentary hybrid delegate registrations, including tickets to all networking functions and the hybrid conference platform.

Company branding and promotion

- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app and hybrid conference platform.
- Your company logo on PowerPoint slides throughout the conference.
- One (1) promotional PDF flyer in the eSatchel on the conference app.



Cocktail Reception Sponsor

\$13,500 Exclusive opportunity

On the second evening of the conference, the Cocktail Reception is your opportunity to make a statement and do something a little bit different. The AusIMM Event Manager can assist in upgrading your package to include additional theming or menu options to make your event stand out (at the sponsors expense).

Registration

- Two (2) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception.
- Three (3) additional tickets to the Cocktail Reception only.

Company branding and promotion

- Opportunity to present a gift to Cocktail Reception guests (at sponsor's expense and subject to pre-approval by AusIMM).
- Your logo featured on signage for the Cocktail Reception, co-branded with conference hosts.

- Your company logo listed as the Cocktail Reception Sponsor on signage onsite.
- Opportunity to make a brief statement at the end of a plenary session before the Cocktail Reception.
- Your company logo featured on all versions of the conference program aligned with the Cocktail Reception.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.
- Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app if exhibiting as well.



Welcome Reception Sponsor

SOLD

Exclusive opportunity

First impressions count! Access the exclusive opportunity to welcome delegates to the first social event of the conference and gain outstanding brand exposure.

Registration

- Two (2) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception
- Three (3) additional complimentary tickets to the Welcome Reception only.

Company branding and promotion

- Opportunity to present a gift to Welcome Reception guests (at sponsor's expense and subject to pre-approval by AusIMM).
- Your logo featured on signage for the Welcome Reception, co-branded with conference hosts.
- Your company logo listed as the Welcome Reception Sponsor on signage onsite.

- Opportunity to make a brief statement at the end of a plenary session before the Welcome Reception.
- Your company logo featured on all versions of the conference program aligned with the Welcome Reception.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.
- Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app if exhibiting as well.



Lunch Sponsor

\$10,000

Exclusive opportunity

\$4,000

Three (3) opportunities

Opportunity to showcase your brand during an essential conference activity that brings all delegates together.

Your company is entitled to sponsor lunch on one of the following days:

- Day 1 – Monday 18 September
- Day 2 – Tuesday 19 September
- Day 3 – Wednesday 20 September

OR

Take the exclusive package for all three days of the conference.

Registration

- One (1) complimentary delegate registration, including a ticket to the Welcome Reception and Cocktail Reception.

Company branding and promotion

- Your logo featured on signage for the lunch/es, co-branded with conference hosts.
- One (1) push notification before each lunch to acknowledge your support (total of three for exclusive package). This will be sent via the conference app.

- Your company logo featured on all versions of the conference program in relation to each lunch.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.
- Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app if exhibiting as well for each package (ie. One flyer if all three days chosen).

Coffee Cart and Break Sponsor

SOLD

Exclusive opportunity

Everyone loves a caffeine hit and if you love coffee as much as we do this package will give you access to fantastic branding opportunities. This package includes all morning and afternoon tea breaks throughout the conference.

Registration

- Two (2) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception.

Company branding and promotion

- Your company logo on attached signage to the coffee machine.
- Opportunity to supply branded cups (sponsor to provide).
- Opportunity to provide a pull-up banner to sit beside the coffee machines.
- Your company logo featured on all versions of the conference program in alignment with your sponsored morning and afternoon tea breaks.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.
- Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app if exhibiting as well.

Charging Station Sponsor

\$7,000

Exclusive opportunity

Power delegate smartphones, tablets and laptops with a branded charging station. A necessity for delegates attending a hybrid event, the charging station is utilised throughout the conference, providing your company with a unique opportunity to gain brand exposure

Registration

- Two (2) complimentary hybrid delegate registrations, including tickets to all networking functions and the hybrid conference platform.

Company branding and promotion

- One (1) branded charging station featuring your company logo located in a premier position in the exhibition hall.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app and hybrid conference platform.
- Your company logo on PowerPoint slides throughout the conference.
- One (1) promotional PDF flyer in the eSatchel on the conference app.

Opportunity to showcase your brand during an essential conference activity that brings all delegates together.



Conference App Sponsor

SOLD

Exclusive opportunity

The conference app is frequently referred to throughout the conference, and is used for:

- connecting delegates, sponsors, and exhibitors
- viewing the conference program, speaker profiles and proceedings
- keeping up to date with notifications and important announcements.

Registration

- One (1) complimentary delegate registration, including a ticket to the Welcome Reception and Cocktail Reception

Company branding and promotion

- Your company logo displayed alongside the hosts logo in a prominent position on the conference app.
- One (1) push notification acknowledging your support, sent via the conference app.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.
- Your company logo included in the PowerPoint sponsors loop shown throughout the conference.
- One (1) additional promotional PDF flyer to be included in the eSatchel on the conference app if exhibiting as well.

Content

Premier Content Sponsor

\$10,000

Limited opportunities

Opportunity to provide engaging and thought-provoking content relevant to the conference audience which will be distributed via AusIMM's marketing channels. Amplify your message on a global platform to reach a targeted market.

Registration

- Two (2) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception.

Content opportunities

Opportunity to provide a written article that will showcase your industry leadership and expertise. The article will be published via the following marketing channels:

- Conference website under the latest news (23k+ reach)
- AusIMM website as a featured news article (180k+ reach)
- AusIMM Bulletin website - subject to approval by the Editor (100k reach)
- AusIMM social media platforms including LinkedIn, Facebook and Twitter (40k+ reach)
- Feature article in AusIMM's fortnightly conferences and events e-newsletter (40k+ subscribers)

*All content to be developed in consultation with event management and subject to availability and publication deadlines

Company branding and promotion

- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app and hybrid conference platform.
- One (1) promotional PDF flyer in the eSatchel on the conference app.

* For opportunities to tailor this package, please contact event management.

Technical Session Sponsor

\$7,000

Limited opportunities

Strategically align your core business objectives with a program session. Showcase your company's expertise and industry leadership via our renowned technical program. This unique opportunity provides your company with a platform to address conference delegates. The attractiveness of this package is about longevity. The new hybrid event format will ensure brand exposure for the entire conference life cycle.

Registration

- Two (2) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception.

Program involvement

- Sponsorship of one (1) technical session, including a company representative to chair the session (subject to approval by AusIMM)*.
- Your company logo on the sponsored technical session recording. Available to delegates post-conference and accessible to AusIMM members via our digital library (subject to speaker approval of public release).
- Opportunity to provide a 30 second pre-roll video to play at the start of your sponsored technical session (sponsor to provide and subject to approval by AusIMM).

- Your company logo featured on all versions of the conference program in alignment with your sponsored technical session.
- Your company logo on the opening slide of your sponsored technical session.
- Opportunity to provide a feature image for the electronic screen on stage during your sponsored technical session.

Company branding and promotion

- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app and hybrid conference platform.
- Your company logo on PowerPoint slides throughout the conference.
- One (1) promotional PDF flyer in the eSatchel on the conference app.

*Sessions will be allocated in order of confirmation once the program has been finalised.



Conference Materials

Name Badge and Lanyard Sponsor

SOLD

Exclusive opportunity

Name badges and lanyards are worn by delegates for the duration of the conference, providing your company with fantastic brand exposure.

Registration

- Two (2) complimentary delegate registrations, including tickets to the Welcome Reception and Cocktail Reception.

Conference name badge and lanyard

- Your company logo alternated with AusIMM logo on the conference name badge and lanyards.

Company branding and promotion

- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app and hybrid conference platform.
- Your company logo on PowerPoint slides throughout the conference.
- One (1) promotional PDF flyer in the eSatchel on the conference app.

Conference Proceedings Sponsor

\$5,500

Exclusive opportunity

A digital collection of technical submissions, the conference proceedings are a valuable reference document for delegates.

Your branding will be featured on the downloadable eBook supplied to delegates both pre- and post-conference.

Registration

- One (1) complimentary delegate registration, including a ticket to the Welcome Reception and Cocktail Reception

Company branding and promotion

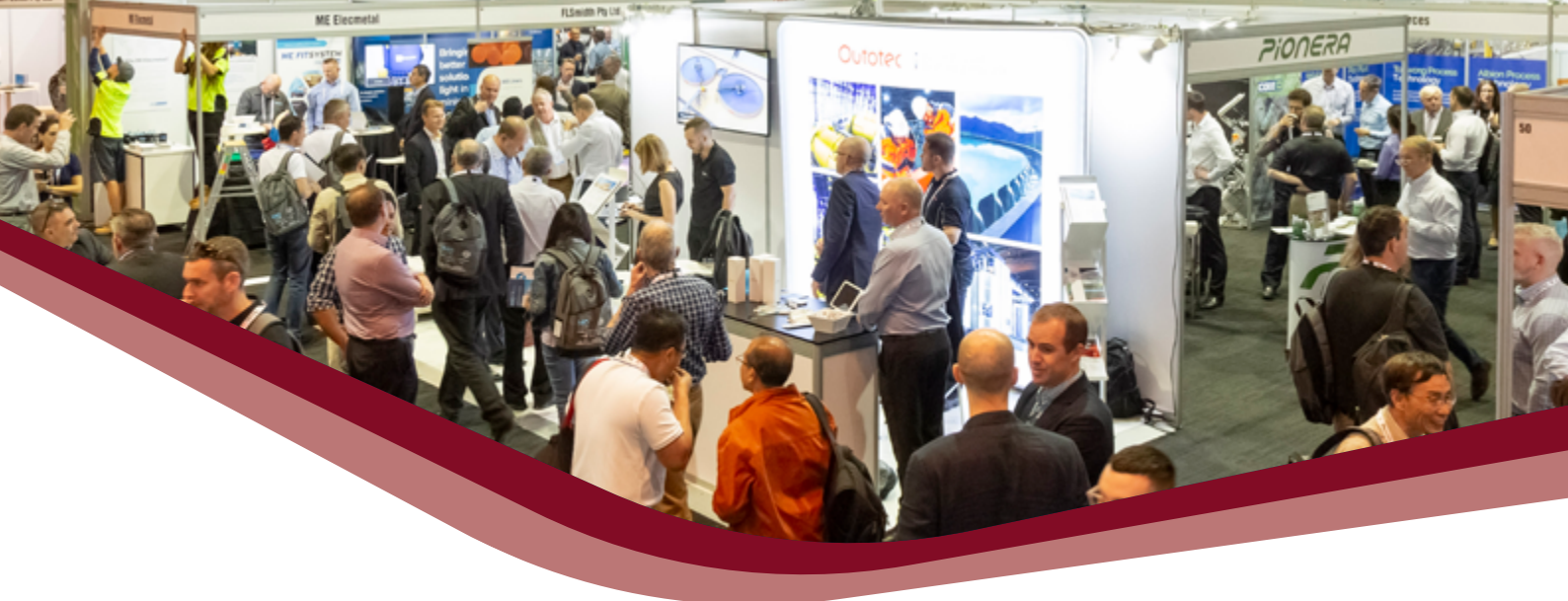
- Your company logo displayed on the eBook proceedings front cover.
- One (1) full page advertisement in the eBook proceedings.
- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.



Exhibition

The conference program maximises the opportunity for delegates to visit the exhibition with all refreshment breaks, lunches and the Welcome Reception held in this space. Showcase your products and services, generate new leads, and secure your sales pipeline for 2023 and beyond.

Specification	Full Registrations	Price
Exhibition Booth (double 3m x 6m) Limited opportunities	Four (4) complimentary delegate registrations, including tickets to the Welcome Reception & Cocktail Reception	\$8,700
Exhibition Booth (single 3m x 3m) Limited opportunities	Two (2) complimentary delegate registrations, including tickets to the Welcome Reception & Cocktail Reception	\$4,600



Onsite exhibition booth

Your exhibition booth includes the following features:

- **Walls:** polished aluminium frame with white melamine infill panels.
- **Fascia:** all open aisle frontages include a fascia sign consisting of your company name and stand number. Computer cut vinyl and standard lettering (maximum 30 characters).
- **Lighting:** two (2) track spotlights per 9 sqm (lights are mounted on the inside of the front fascia).
- **Power:** one (1) single power point per stand (regardless of booth dimensions). Power point is positioned in the rear corner of the stand.

Company branding and promotion

- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.

Business development opportunities

- Your company logo on the conference website, including a link to your company homepage.
- Your company logo featured on the conference app.

Additional registrations

Additional passes can be purchased for staff to attend onsite:

- Full registration including attendance at sessions and the Welcome Reception \$1,230 inc GST
- Exhibition only attendance, does not include access to sessions but does include Welcome Reception and Cocktail Reception \$550 inc GST

Additional equipment

Additional equipment can be ordered through the exhibition contractor. Upon booking, your details will be forwarded to the exhibition company and they will contact you directly.

Floor Plan

Booths will be allocated in order of receipt by AusIMM and payment must be received in full to secure your booth placement.

AusIMM Sponsor Terms and Conditions

These terms and conditions (Terms) together with any Commercial Terms, (together the Agreement) establishes the terms and conditions on which the sponsor set out in the Commercial Terms (Sponsor, you and your) agrees to pay the Sponsorship Fees and perform other duties in exchange for the Sponsor Benefits granted by Australasian Institute of Mining and Metallurgy (ABN 59 836 002 949) of 204 Lygon Street, Carlton VIC 3053 (AusIMM) in respect of the relevant event or conference set out in the Commercial Terms (Event).

1. Commercial Terms and Agreement Formation

- 1.1 This Agreement applies to you if: (a) you have received or otherwise accessed a Sponsorship Prospectus and submitted a Booking Form to AusIMM (whether in person, by post, by email, through AusIMM's website or any other means made available by AusIMM) and AusIMM has confirmed in writing (including electronically) to accept you as a Sponsor for the Event; or (b) you have contacted AusIMM to sponsor an Event and AusIMM have confirmed in writing (including electronically) your acceptance as a Sponsor and provided you with these Terms.
- 1.2 The commercial details of the Event will be set out in the Commercial Terms and the Commercial Terms are taken to be incorporated into this Agreement.
- 1.3 To the extent of any conflict or inconsistency between these Terms and any Commercial Terms, these Terms prevail over any Commercial Terms to the extent of the conflict or inconsistency, unless under the Commercial Terms the parties expressly agree in writing that a specific conflicting or inconsistent term or condition in these Terms is to be replaced by a specific term or condition in the Commercial Term.

2. Exclusivity and Term

- 2.1 This Agreement commences on the date that AusIMM accepts you as a Sponsor under clause 1.1 and continues until completion of the Event, unless terminated earlier in accordance with this Agreement.
- 2.2 Unless expressly stated in the Commercial Terms, the Sponsor will not be the exclusive Sponsor (of their industry, sector or otherwise) at an Event and all Sponsorship Benefits are provided on a non-exclusive basis.

3. Sponsorship Benefits and Sponsor Obligations

- 3.1 Subject to payment of the Sponsorship Fee and the Sponsor complying with the terms and conditions of this Agreement, AusIMM will provide the Sponsor with the Sponsorship Benefits.
- 3.2 The Sponsor must comply with all applicable laws, conditions, rules, regulations and standards as well as any reasonable procedure, direction or instruction provided by AusIMM, the Health Department, the Metropolitan Fire Brigade, any other relevant Government department, the manager or owner of the venue where the Event is held (Venue Operator) and/or the online provider hosting the Event (Online Operator).

3.3 The Sponsor must: (a) for the duration of the Term, insure against losses and damages which are the result of the act, fault or negligence of the Sponsor and which relate to this Agreement, including, public liability, personal injury, and property damage up to a minimum level of (ten million dollars) \$10,000,000 (such insurance to cover the full replacement value of the contents of the Sponsor's and all associated equipment and materials); and (b) on request from AusIMM, provide AusIMM with a certificate of currency evidencing the insurances referred to in this clause.

3.4 The Sponsor must: (a) not erect any sign, stand, wall or obstruction, which in the opinion of AusIMM or its representative, interferes with an adjoining sponsor; (b) not damage any walls or floors or ceiling of the exhibition area in which her/his stand is located or by nails, screws, oil, paint or any other cause whatsoever; and (c) ensure all of its property, materials and packaging is promptly removed from the venue at the end of the Event (and the Sponsor acknowledges that AusIMM is not responsible for providing storage space at the venue).

3.5 The Sponsor is responsible for the safety of the Sponsor's products, displays, stands and other materials. During the move-in or move-out period of the Event and the Sponsor's products, displays, stands and other material should be not left unattended at any time.

3.6 The Sponsor may only conduct competitions, run trade promotions or offer prizes with the prior written consent of AusIMM. If AusIMM does provide consent for the Sponsor to run a competition or conduct a trade promotion in connection with the Event, the Sponsor must: (a) provide competition terms and conditions; (b) comply with all applicable laws including the Privacy Act 1988 (Cth); (c) ensure that all applicable permits are obtained; and provide the prizes.

3.7 The Sponsor must not conduct any workshops, social functions, online chat groups or the like during the Event, without written consent from AusIMM.

3.8 The Sponsors' nametags and online registration details (as applicable) will be issued to the Sponsor and the relevant number of staff as set out in the Commercial Details. These are transferable, subject to notice to AusIMM. Nametags must be worn at all times during the Event.

3.9 AusIMM will not provide delegate contact information or personal information to the Sponsor prior to, during or post the Event. If the Sponsor separately and independently collects any personal information directly from a delegate, the Sponsor must: (a) only collect such personal information with the knowledge and consent of the delegate; and (b) must handle such personal information in accordance with the Privacy Act 1988 (Cth).

- 3.10 The Sponsor must ensure that any materials or content submitted or otherwise published or displayed as part of the Event (in person, online or in any other format): (a) is submitted by the relevant deadline for publication, display or broadcast and complies with any format or design guidelines communicated by AusIMM or its representative; (b) does not infringe the Intellectual Property Rights or other rights of a third party; (c) is truthful and accurate and does not include any false or misleading statements; (d) is not defamatory, obscene, discriminatory, unlawful and does not bring AusIMM into disrepute; and complies with: (e) all applicable laws, including: (i) the Competition and Consumer Act 2010 (Cth); (ii) the Advertiser Code of Ethics of the Australian Association of National Advertisers Standards of The Advertising Standards Council, all other relevant regulatory bodies; and (iii) any terms or conditions of the Online Operator.

4. Sponsorship Fees and GST

- 4.1 In consideration of the rights granted to the Sponsor under this Agreement, the Sponsor must pay to AusIMM the Sponsor Fee.
- 4.2 AusIMM will provide the Sponsor with a tax invoice in respect of a Sponsorship Fee prior to an Event to which a Sponsorship Fee relates.
- 4.3 The Sponsor must pay AusIMM the total Sponsorship Fee for the relevant Event, and GST payable with respect of the Sponsorship Fee, within 30 days of the date of the invoice.

5. Intellectual Property Rights

- 5.1 A party's Intellectual Property Rights (First Party) will remain the property of the First Party and the other party (Other Party) acknowledges that nothing in the Agreement will be construed as transferring title in or ownership of any First Party's Intellectual Property Rights to the Other Party.
- 5.2 Subject to prior written approval from the Sponsor and compliance with the Sponsor's style guide, the Sponsor grants to AusIMM an non-exclusive, non-transferable worldwide and revocable licence to use the Sponsor's logo, trademarks and other materials and Intellectual Property Rights provided or otherwise made available to AusIMM for the purpose of: (a) providing the Sponsorship Benefits to the Sponsor; and (b) marketing, promoting and conducting the Event, in a manner consistent with this Agreement. AusIMM must stop using or otherwise referring to the Sponsor's Intellectual Property Rights (including its name, logo or trademarks) on expiration or mutually agreed termination of the Agreement.
- 5.3 AusIMM grants to the Sponsor an non-exclusive, non-transferable, worldwide and revocable licence to use the AusIMM's logo, trademarks and other materials and Intellectual Property Rights provided or otherwise made available to the Sponsor for the purpose of: (a) obtaining the Sponsorship Benefits; and (b) marketing and promoting its attendance at and attending the Event, in a manner consistent with this Agreement. The Sponsor must stop using or otherwise referring to AusIMM's Intellectual Property Rights (including its name, logo or trademarks) on expiration or mutually agreed termination of the Agreement.

6. Warranties and Indemnities

- 6.1 Each party to this Agreement warrants that: (a) it has full power and authority to enter into and perform its obligations under this Agreement; (b) it has obtained all necessary approvals, consents and authorisations to enter into and perform its obligations under this Agreement; (c) this Agreement imposes binding obligations on the party in accordance with its terms; and (d) it is not the subject of an Insolvent Event.

- 6.2 Not used

7. Limitation of Liability

- 7.1 Nothing in this Agreement is to be read as excluding, restricting or modifying the application of any legislation which by law cannot be excluded, restricted or modified.
- 7.2 The liability of AusIMM for breach of a guarantee implied by the Competition and Consumer Act 2010 (other than a guarantee under sections 51, 52 or 53 of the Australian Consumer Law) in relation to the supply of goods or services not of a kind ordinarily acquired for personal domestic or household use or consumption, is limited, at AusIMM's option, to: (a) in the case of goods – the replacement of the goods, the supply of equivalent goods, the payment of the cost of replacing the goods or the payment of the cost of acquiring equivalent goods; or (b) in the case of services – the supply of the services again or the payment of the cost of having the services supplied again.
- 7.3 Notwithstanding any other provision of this Agreement, and to the fullest extent permitted by law, neither party will be liable to the other party for any: (a) consequential, indirect or special losses or damages of any kind (including loss or damage which arises naturally, according to the usual course of things, from the relevant breach of contract or tortious duty or other relevant act or omission); or (b) loss of profit or revenue, loss of goodwill, loss or corruption of data, business interruption or indirect costs, suffered by the other party as a result of any act or omission whatsoever of the party, its employees, agents or sub-contractors (including negligence) connected with this Agreement.
- 7.4 To the fullest extent permitted by law, a party's total maximum liability to the other party for any Claims sustained, incurred or suffered by the other party arising under or in connection with this Agreement, the provision of the Sponsorship Benefits or the delivery of the Event, whether in contract, tort (including negligence), breach of statutory duty, or otherwise, shall be limited for all Claims in aggregate to an amount equal to the Sponsorship Fees.

8. Confidentiality

The parties must keep confidential and secure all confidential information belonging to the other party (disclosing party), including (without limitation) the terms of this Agreement, and all business and financial information relating to the other party, except with the prior written consent of the disclosing party or where disclosure is required by law, in which case disclosure must be only to the extent required by law. This clause will survive the expiry of termination of this Agreement.

9. Termination

Termination for Convenience

9.1 AusIMM may without cause terminate this Agreement upon 45 days' notice to the Sponsor. If this Agreement is terminated by AusIMM pursuant to this clause 9.1, then AusIMM will promptly refund to the Sponsor the full amount of the relevant Sponsorship Fee received. The Sponsor will not be entitled to any further moneys from AusIMM or have any other claim against AusIMM in respect of the termination.

Cancellation

9.2 Subject to clause 10, AusIMM may cancel an Event upon 45 days' notice to the Sponsor prior to the relevant Event Commencement Date.

Termination for Cause

9.3 Either party may terminate this Agreement in whole or in part by written notice to the other party if: (a) the other party breaches any of the provisions of this Agreement and fails to rectify such breach, if capable of remedy, within 30 days of being required in writing to do so; (b) the other party commits a material breach of this Agreement which is not capable of being remedied; (c) the other party commits repeated breaches of any of the provisions of this Agreement; (d) the other party is undergoing an Insolvency Event; and/or (e) the other party suffers a Force Majeure Event for 60 days in succession or longer.

Termination by AusIMM

9.4 Either party (the Terminating Party) may terminate this Agreement (in whole or in part) immediately upon written notice to the other party if, in its sole discretion, it determines that there is an ethical or reputational concern in respect of the other party which may have, or has had, a negative impact upon AusIMM or any Event the subject of this Agreement. In such event, AusIMM agrees to reimburse any monies paid by the Sponsor towards Sponsorship Fees for an Event which has not yet occurred. Terminating Party will not be liable for reimbursing the Sponsor for any other costs incurred by the Sponsor in respect of any Event the subject of this Agreement, including, but not limited to, the costs of any advertising or promotional material produced by the Sponsor for any such Event.

Effect of termination

9.5 Termination of this Agreement for any reason shall not affect any rights and obligations of the Sponsor or AusIMM which have accrued as the date of the termination.

9.6 On termination of this Agreement, each party (Receiving Party) must hand over to the other party (Disclosing Party) all materials produced by the Disclosing Party and any other property of the Disclosing Party that are or ought to be in the Receiving Party's possession, custody or control or destroy such materials if requested by the Disclosing Party and subject to applicable laws.

The following clauses survive the expiry or termination of this Agreement: clause 5 (Intellectual Property) 6 (Warranties and Indemnities) 7 (Limitation of Liability), 8 (Confidentiality) and 12 (General).

10. Cancellation, Postponement and Format Change

Cancellation of an Event

10.1 If an Event is cancelled by AusIMM, in whole or in part, including as a result of a Force Majeure Event, then AusIMM will promptly notify the Sponsor and will refund to the Sponsor the full amount of the relevant Sponsorship Fee received if the whole Event is cancelled, or a pro rata amount of the Sponsorship Fee received in the event of part cancellation. The Sponsor will not be entitled to any further moneys from AusIMM or have any other claim against AusIMM in respect of any cancellation.

Postponement of an Event or Format Change

10.2 If an Event, in whole or in part, is postponed or the format of the Event is changed from an in-person Event to an online Event or partial online Event, AusIMM will promptly notify the Sponsor of the details of the postponement or format change. The Sponsor will be entitled to a full refund of the Sponsorship Fees, unless such are held in credit by AusIMM to be used towards another AusIMM activity, at the Sponsor's option. The Sponsor will not be entitled to payment of any other moneys or have any other claim against AusIMM in respect of any postponement or format change required to protect AusIMM's legitimate business interests.

No Refunds

10.3 If the Sponsor does not take advantage of all or any of the Sponsorship Benefits specified in the Commercial Terms Schedule, it will not be entitled to a refund of, or to withhold payment of, any of the moneys payable by the Sponsor under this Agreement.

11. Cancellation by Sponsor and Refunds

11.1 If the Sponsor wishes to cancel its sponsorship such cancellations of sponsorship must be received in writing by email only to conference@ausimm.com and a partial refund will only be provided by AusIMM as set out in clause 11.2.

- 11.2 Subject to receiving written notice in accordance with clause 11.1 AusIMM will issue a partial refunds of the Sponsorship Fee as follows: (a) where the Sponsor provides more than six (6) months prior written notice of the cancellation before the Event Commencement Date – 75% refund of the Sponsorship Fee (less 25% administration fee); (b) where the Sponsor provides between (6) months and three (3) prior written notice of the cancellation before the Event Commencement Date – 50% refund of the Sponsorship Fee (less 50% administration fee); and (c) where the Sponsor provides less than three (3) months prior written notice of the cancellation before the Event Commencement Date – No refund of the Sponsorship Fee will be issued by AusIMM.

12. General

- 12.1 This Agreement is governed by the laws of Victoria, Australia. The parties submit to the non-exclusive jurisdiction of the courts of Victoria.
- 12.2 AusIMM may engage such sub-contractors as AusIMM considers necessary for the performance of its obligations under this Agreement. Subject to the terms of this Agreement, AusIMM will remain responsible for the acts and omissions of any sub-contractor.
- 12.3 Except where expressly provided, no party to this Agreement has the power to obligate or bind any other party.
- 12.4 Nothing in this Agreement will be construed or deemed to constitute a partnership, joint venture, agency or employee, employer or representative relationship between the Sponsor and AusIMM.
- 12.5 AusIMM may cancel or suspend the performance of the Sponsorship Benefits and/or the delivery of the Event if there is a Force Majeure Event until such time as the Force Majeure Event has ceased. AusIMM will not be in breach of this Agreement if it does so. For the avoidance of doubt, the Sponsor is not entitled to make a Claim against AusIMM, and AusIMM will not be liable to the Sponsor, in connection with a Force Majeure Event.
- 12.6 These Terms are governed by and are to be construed in accordance with the laws of Victoria, Australia. Each party submits to the non-exclusive jurisdiction of the courts of Victoria.
- 12.7 If a court determines that any provision of these Terms is invalid or not enforceable, that provision shall be read down or severed to the extent of the invalidity or unenforceability only, without affecting the remaining provisions of these Terms.
- 12.8 This Agreement may only be varied by a document executed by the parties.
- 12.9 This Agreement constitutes the entire agreement between the parties about the subject matter contained in it; and supersedes and cancels any contract, deed, arrangement, related condition, collateral arrangement, condition, warranty, indemnity or representation relating to the subject matter contained in it, that was imposed, given or made by a party (or an agent of the party) prior to entering into this Agreement.
- 12.10 All notices to be given to or demands to be made upon any party to the Agreement must be in writing and may be delivered in person or sent by email to the current business address of the party

13. Definitions

In this Agreement, unless expressed or implied to the contrary:

Booking Form means a sponsor booking form attached to a Sponsorship Prospectus, provided to the Sponsor by AusIMM or available on AusIMM's website.

Claims includes actions, proceedings, suits, causes of action, arbitrations, verdicts and judgements either at law or in equity or arising under a statute, debts, dues, demands, claims of any nature, costs and expenses.

Commercial Terms means any commercial terms applicable to the sponsorship of the Event, set out in a Booking Form, a Sponsorship Prospectus or as otherwise agreed by the parties.

Event means an AusIMM event, conference or course which may be delivered in person, online or a hybrid format as further described in the Commercial Terms.

Event Commencement Date means the date the Event is to commence as set out in the Commercial Terms.

Intellectual Property Rights means all and any patents, patent applications, trade marks, service marks, trade names, domain names, registered designs, unregistered design rights, copyrights, know how, trade secrets and rights in confidential information, URLs and all and any other intellectual property rights, whether registered or unregistered, and including all applications and rights to apply for any of the same.

Force Majeure Event includes any:

(a) lightning strike, severe storm, earthquake, natural disaster, landslide, bushfire, mudslide or tsunami; (b) sabotage, vandalism, malicious damage, riot or a 'terrorist act' as defined in the Terrorism Insurance Act 2003 (Cth); (c) explosion, flood or fire; (d) war (declared or undeclared), civil war, insurrection, invasion, rebellion, revolution, military action or usurped power, martial law, act of public enemy or embargo; (e) ionising radiation, radioactive contamination, nuclear contamination or toxic, chemical or biological contamination; (f) epidemic, pandemic or public health emergency, or any resulting governmental action including work stoppages, mandatory business, service or workplace closures, full or partial lockdowns of affected areas, quarantines, border closures and travel restrictions, and any other event that is beyond the reasonable control of a party, was not caused by an act or omission of the party, and could not have been prevented, avoided, mitigated, remedied or overcome by the party taking steps a prudent and reasonable person would have taken in the circumstances.

Loss means any damage, liability (whether actual, contingent or prospective), action, loss, charge, cost or expense.

Sponsorship Benefits means the sponsorship benefits set out in the Commercial Terms.

Sponsorship Fee means the fee for the Sponsorship Benefits set out in Commercial Terms.

Sponsorship Prospectus means an sponsorship prospectus for an Event.

Insolvency Event means when either party is unable to pay its debts when they fall due.

Booking Form

IRON ORE
CONFERENCE 2023

CONTACT DETAILS – Person/s responsible for sponsorship liaison

Title – Please circle (Prof / Dr / Mr / Mrs / Miss / Ms)

First Name _____ Last Name _____

Organisation _____

Position _____

Address _____ City _____

State _____ Postcode _____ Country _____

Telephone _____ Mobile _____

Email _____ Website _____

SPONSORSHIP – Please select level of sponsorship: (Please indicate)

Platinum Sponsor \$32,000

Gold Sponsor \$22,000

Silver Sponsor \$16,000

Exhibition Lounge Sponsor \$15,000

Cocktail Reception Sponsor \$13,500

Welcome Reception Sponsor \$11,000

Lunch Sponsor \$ 10,000 (exclusive)

Lunch Sponsor \$4,000 (per day)

Coffee Cart and Break Sponsor \$9,500

Charging Station Sponsor \$7,000

Conference App Sponsor \$5,500

Premier Content Sponsor \$10,000

Technical Session Sponsor \$7,000

Name Badge and Lanyard Sponsor \$8,500

Conference Proceedings Sponsor \$5,500

EXHIBITION

Exhibition Booth (double 3 x 6m) \$8,700

Exhibition Booth (single 3 x 3m) \$4,600

BOOTH NUMBER PREFERENCE 1 _____ 2 _____ 3 _____ 4 _____

I agree to the terms and conditions outlined in this prospectus.

Date: _____ Signature: _____

PAYMENT AND COMPANY LOGO (IN HIGH RESOLUTION JPG & EPS PRINT FORMAT) MUST BE RECEIVED WITH YOUR COMPLETED FORM

Sponsorship Total \$ _____

METHOD OF PAYMENT: PLEASE SELECT YOUR METHOD OF PAYMENT AND EVENT MANAGEMENT WILL SEND YOU AN INVOICE FOR EFT TRANSFER OR A CREDIT CARD PAYMENT LINK

Credit Card

Invoice

SPONSORSHIP AND EXHIBITION BOOKINGS ARE NOT CONFIRMED UNTIL PAYMENT HAS BEEN MADE IN FULL

PLEASE RETURN COMPLETED FORM TO EVENT MANAGEMENT:

AusIMM Conferences, PO Box 660, Carlton South, Victoria, Australia 3053

ABN 59 836 002 494 | Telephone: +61 3 9658 6120 | Email: conference@ausimm.com

Contact

Event Management:

AusIMM

Ground Floor, 204 Lygon Street
Carlton South, 3053 VIC Australia

Telephone: +61 3 9658 6120

Email: conference@ausimm.com

ironore.ausimm.com