

LATIN AMERICA DOWNUNDER

15-16 May 2019
Perth, Western Australia



SPONSORSHIP AND EXHIBITION PROSPECTUS

latinamericadownunder.com

Paydirt Media Pty Ltd

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PO Box 1589, West Perth, Western Australia 6872

Invitation to Participate



On behalf of Australia's Paydirt and Gold Mining Journal, it is my pleasure to invite you to join us in Perth, Western Australia on **15-16 May 2019** to participate in the **Latin America Down Under Conference (LADU)**.

This will be the 8th edition of this key forum which was launched to support the new momentum in Australia Latin America relations and the rapid growth of engagement in the mining sector.

Following the format of its highly successful African counterpart, this two-day conference will provide a great opportunity for governments, companies, suppliers, media and investors to network and share their stories and experiences. **LADU** has grown into the premier forum for Australian-Latin American relations, showcasing the very best of this growing relationship.

With its strong growth trends and growing economic clout, Latin America has risen in recent years to become a vital part of the international economy, with the resources industry a key part of this emergence.

The Australian Government is working to enhance its relations with the nations and the economies of Latin America and a particularly strong partnership is emerging in the mining sector. Latin America is home to large orebodies, strong mining cultures and governments which offer stable and attractive investment environments, yet it still holds vast, untapped potential.

A pillar of **LADU's** success has been the continued strong support of Latin American governments and Australian government representatives. **LADU** has become a must attend event for government delegations and senior ranking officials looking to enhance their respective sectors through high level interactions with key players responsible for driving development of the mining sector across Latin America.

A range of sponsorship opportunities are featured in this prospectus which will enable your organisation to make a significant contribution towards the overall success of **LADU 2018**, while enjoying branding, abundant business opportunities and access to key industry players, media and investors.

Sponsorship packages and commitment levels vary and can be customised to suit your objectives.

On behalf of **Paydirt Media Pty Ltd**, I invite you to consider the opportunities outlined in this Sponsorship & Exhibition Prospectus.

We look forward to the opportunity of working with you on this exciting event.

Best Wishes,

Bill Repard,
Convenor
Latin America Down Under



Latin America Down Under, Paydirt Media Pty Ltd

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About the Conference

Who Will Attend?

LADU 2019 is expected to attract more than 350 delegates comprising of Latin American Ministers and government delegations; Australian mining and exploration companies, financial sector executives, the education professionals together with investors and a strong media presence. **LADU** provides the perfect conduit for anyone in Latin America or Australia looking to do business between the continents

Who Sponsors LADU?

Mining and resource companies
Exploration companies
Mining analysts
Legal consultants
Resource industry groups
Government departments and institutions
Educational and research institutions

Who Exhibits at LADU?

Mineral processing companies
Heavy machinery and power systems
Storage and logistics companies
Health and safety solutions
Drilling and blasting companies
Laboratories
Airlines

Why Sponsor?

With no other event quite like it, **LADU** provides a great platform for sponsors and exhibitors to showcase their business and gain exposure to key decision makers within the mining industries of Australia and Latin America.

Major and Junior Sponsorship Packages

Ideal for **mining and exploration companies** as well as **government departments and institutions** looking to promote their work and gain access to the wide range of investors who participate in **LADU**. Sponsorship comes with Paydirt's full support in connecting with the multitude of senior executives from global mining companies, financiers, brokers, analysts, and government representatives who participate in the conference.

By taking up a major or junior sponsorship package at **LADU**, companies have the opportunity to:

- Share their story on a global platform with a presentation on the programme
- Establish new networks and secure viable prospects for investment from key stakeholders
- Gain unique access to key Latin American government representatives in the Australia Lounge
- Discuss best practice on operating in Latin America – *government relations, law, infrastructure, finance, security, sustainability and social responsibility*
- Exchange ideas with key mining project developers
- Build relationships with potential partners and clients
- Access to investor lounge

Exhibitor Sponsorship Package

Service companies play an integral role in the mining sector, and exhibiting at LADU is a very efficient way for companies servicing the mining sector, to showcase their products and gain access to mid-tier and junior miners/explorers seeking to operate their mines more efficiently

The **LADU** exhibitor sponsorship package allows service companies to:

- Establish new networks and secure viable prospects for sales
- Maximise brand exposure, promote developments, products and/or services
- Network with key resource buyers, procurement specialists and decision makers
- Gain unique access to a diverse delegate base interested in doing business in Latin America

The exhibition has been designed to ensure good visibility and access to all involved. Maximum traffic flow will be encouraged by the strategic placement of catering stations. The exhibition area will be the hub of daytime networking functions during the conference!

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Major, Junior and Exhibitor Sponsorship Packages

Sponsorship Type Amount (inc. GST)	Major Sponsor \$12,600	Junior Sponsor \$10,200	Exhibitor Sponsor \$6,400
	25 minutes	15 minutes	X
<i>Presentation in the conference Programme</i>			
Exhibition Booth	One 3m x 2m booth	One 3m x 2m booth	One 3m x 2m booth
<i>One 3m long x 2m deep display booth including two spotlights, one 4-amp power point and standard signage</i>			
Full Delegate Registrations	Five full delegates	Three full delegates	Two full delegates
<i>Includes:</i> <ul style="list-style-type: none"> • Full access to the exhibition area and presentation sessions over the two days • Morning tea, buffet lunch and afternoon tea • A delegate satchel • Admittance to the cocktail receptions held on 14 & 16 May 2019 • A discount purchase rate for the USB of conference proceedings 			
Additional Shareholder/ Investor Passes	Eight Passes	Five Passes	X
<i>Passes for shareholders/investors to attend the session in which your presentation is included only.</i>			
Advertisements	Two half-page (conference preview & review editions of Australia's Paydirt)	Two quarter-page (conference preview & review editions of Australia's Paydirt)	One quarter-page (conference preview edition of Australia's Paydirt)
<i>Full colour, print-ready advertisements in Australia's Paydirt</i>			
Discounted Additional Delegates	✓	✓	✓
<i>Any additional delegates charged at \$891 (incl. GST) per delegate</i>			
Satchel Inserts	✓	✓	✓
<i>Opportunity to include one piece of corporate literature or a promotional item in presentation packs for all delegates</i>			
Discounted Magazine Subscription	✓	✓	✓
<i>25% discount off a full priced subscription to Australia's Paydirt and Gold Mining Journal</i>			
Conference Proceedings	✓	✓	✓
<i>USB of conference proceedings</i>			
Company Logo	✓	✓	✓
<i>Organisation logo on all promotional material and conference website</i>			

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Other Sponsorship Opportunities

Panel Session Sponsor – POA

Limited to **THREE** organisations

Sponsorship includes:

- Acknowledgement as a panel session sponsor
- Logo recognition on all promotional material and conference website
- Opportunity to display banners during the discussion panel
- Opportunity to have a company representative chair, participate in or convene the discussion panel
- Opportunity to include one piece of corporate literature or a promotional item in delegate packs

Tea Break/Lunch Sponsor – POA

Sponsorship includes:

- Acknowledgement as sponsor of relevant break session
- Logo recognition on all promotional material and conference website
- Opportunity to display banners during the break
- Opportunity to include one piece of corporate literature or a promotional item in delegate packs

Welcome/Closing Drinks Sponsor – POA

Limited to **ONE** organisation

Sponsorship includes:

- Acknowledgement as sponsor of drinks
- Logo recognition on all promotional material and conference website
- Opportunity to display banners during the break
- Opportunity to include one piece of corporate literature or a promotional item in delegate packs

To obtain further details on the sponsorship opportunities available, or to discuss a customised package, please contact Mel.



Latin America Down Under Conference 2019 – Sponsorship and Exhibition Application

To confirm your sponsorship package, please forward the following forms to Mel Fogarty, melita@paydirt.com.au

- **Completed Sponsorship and Exhibition Application – page 6**
- **Signed Terms & Conditions and Payment Page – Page 7**
- **Delegate Details (If applicable) – Page 8**

Sponsor/Exhibitor Details

Company:

Contact First Name: Contact Last Name:

Position: Email:

Phone: Mobile:

Postal Address:

City/Suburb: State: Country:

Authorising Name: Date:

Authorising Signature:

Please indicate your selected sponsorship package(s) below.
All prices are inclusive of 10% GST.

<input type="checkbox"/>	Major Sponsor	\$12,600
<input type="checkbox"/>	Junior Sponsor	\$10,200
<input type="checkbox"/>	Exhibitor Sponsor	\$6,400
<input type="checkbox"/>	Panel Session Sponsor	As agreed – \$
<input type="checkbox"/>	Tea Break/Lunch Sponsor	As agreed – \$
<input type="checkbox"/>	Welcome/Closing Drinks Sponsor	As agreed – \$
<input type="checkbox"/>	Other Customised Sponsorship	As agreed – \$

Terms and Conditions, Payment, Cancellation and Refund Policy

- To secure your sponsorship, a 50% deposit of the total sponsorship amount must accompany your **Sponsorship and Exhibition Application**, with the remaining 50% balance due and payable no later than Friday, 26 April 2019.
- The total investment for sponsorship/exhibition is as outlined on **pages 6**.
- Sponsorship cancellation requests must be submitted **in writing** to the conference manager prior to the conference.
- Cancellation requests received during/after the conference will not be processed.
- **Full refunds/credits for any amounts paid will be given for the total sponsorship/exhibition amount paid for cancellation requests received (in writing) before Friday 26 April 2019, with NO refunds/credits given for cancellation requests received after Friday 26 April 2019.**
- Payments will only be considered received by **Paydirt Media Pty Ltd** once the funds are cleared AND clearly identified in our account.
- **Paydirt Media Pty Ltd** reserves the right to re-assign booths for sponsorships that are not fully paid upon application.
- It is the sponsor's responsibility to ensure payment information is communicated promptly to **Paydirt Media Pty Ltd** for payments to be allocated accordingly.
- Proofs of transfer, remittance advices, or copies of cheques will only be accepted once the funds are received in our account.
- Delegates/sponsors are responsible for any bank fees and/or any foreign currency transaction fees associated with their payments; and **Paydirt Media Pty Ltd** reserves the right to recover these charges where appropriate. **Note the currency is Australian Dollar (AUD).**
- Presentation times will be allocated at the sole discretion of **Paydirt Media Pty Ltd**.
- Exhibition booths are allocated on a first-in basis and subject to final approval by **Paydirt Media Pty Ltd**.
- As the event is held and hence deemed to be enjoyed in Australia, sponsorship/exhibition amounts are subject to the Goods and Services Tax (GST).
- **Paydirt Media Pty Ltd** accepts no liability to any person for any loss, injury or damage howsoever and whether directly from any action or cause whatsoever undertaken, organised or sponsored by **Paydirt Media Pty Ltd**.
- **Government issued photo identification must be presented by each delegate to collect name badge.**

PAYMENT DETAILS

Please indicate below how you would like to pay. Full payment must accompany the signed **Sponsorship and Exhibition Application**.

- Cheque** – made payable to **Paydirt Media Pty Ltd**
 Electronic Funds Transfer (EFT) – Please quote company name

Paydirt Media Pty Ltd, ANZ Bank, West Perth

BSB: 016 498 **Acc:** 8371 62319 **International SWIFT Code:** ANZBAU3M

Visa **Master Card** **Amex*** **Diners***

Card Number: _____ **Expiry Date:** _____ **CVN/CVV2:** _____

Amount (including GST): _____

Exact Name on Card: _____

Signature: _____ **Date:** _____

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Sponsor/Exhibitor Delegate Registration Form

Please indicate below the number of delegates included in your sponsorship package, and complete the delegate details. You may disregard the sponsor sections that do not apply to you.

Major Sponsor (Five delegates)

1. First Name (Presenter if applicable): _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

2. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

3. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

4. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

5. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

Junior Sponsor (three delegates)

1. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

2. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

3. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

Exhibitor (two delegates)

1. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____

2. First Name: _____ **Last Name:** _____

Position: _____ **Email:** _____

Phone: _____ **Mobile:** _____