



Wednesday 19 October 2011
Adelaide Convention Centre,
South Australia
www.ausbiotech2011.com.au/alsis



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LIFE SCIENCE GROUP

AUSTRALASIAN LIFE SCIENCE INVESTMENT SUMMIT

Adelaide Convention Centre, South Australia

19 October 2011

PARTNERSHIP OPPORTUNITIES

ALSIS 2011

Partnership Opportunities

We would like to extend to you an exclusive opportunity to have your company partner with the 2011 Australasian Life Science Investment Summit, the premier life science investment conference for Australia and Asia-Pacific region.

As you are aware, the success of events such as the 2011 Australasian Life Science Investment Summit depends to a significant extent on sponsorship from participants and supporters of the biotechnology and investment industry, such as yourself. In return, active and prominent sponsorship attracts direct support to your organisation from potential clients and peers

As well as featuring your organisation on the conference website, the conference will provide many long-lasting benefits and opportunities, including: networking and relationship building; promoting your products and services; demonstrating your commitment to the biotechnology industry; increasing brand awareness and develop new markets; and gain exposure to international knowledge and professional development. Benefits of your partnership with AusBiotech may also extend well beyond the Summit.

We invite you to read this Partnership Opportunities proposal and realise the full potential of conference sponsorship to your organisation. Partnership packages and commitment levels vary and can be tailored to suit your marketing strategies. Whatever your business, the conference has a partnership package that will help meet your brand and networking objectives.

We look forward to supporting you and your association with the 2011 Australasian Life Science Investment Summit.

Sincerely

Glenn Cross
Chief Operating Officer
AusBiotech Limited

EVENT OVERVIEW

Last year's summit attracted over 150 investors from around the world to hear about the 40 selected Australian biotechnology companies, achieving its goal of showcasing Australia's world-class R&D, late-stage and emerging companies.

One of AusBiotech's priorities is to stimulate and support investment in Australia's biotechnology innovation. One of the most effective ways to achieve this is to develop and manage independent investor meetings that ensure access for the Australian industry to global life science investors, a task even more important in these times of economic duress.

The presenting companies will be a mix of listed companies in late-stage development, private companies with identified product/opportunities and early-stage commercialisation companies from research institutes and universities.

INVESTOR FEEDBACK ON PREVIOUS EVENTS:

"I thoroughly enjoyed the investment summit and enjoyed the format. The program was efficient and comprehensive, and certainly provided me with enough information from each company's presentation to determine which companies I wanted to evaluate further as a potential investment".

Rajeev Shah, RA Capital Management, LLC (Boston, USA)

"Coming a long way from Germany and having not too much time on the ground in Australia I very much appreciated the format of the meeting as well as the well prepared and 'to the point' presentations at the Australasian Life Sciences Investment Summit 2010".

Dr. Axel Polack, General Partner, TVM Capital GmbH (Munich, Germany).

"Being new to the Australian BioTech Scene, I was impressed by the advanced stage of the (clinical) projects of the companies I talked to. The conference was very well organized".

Dr Ruedi Gygax, Managing Partner, Nextech Invest Ltd (Zurich, Switzerland)

"The summit achieved its goal of showcasing Australian R&D and encouraging investment in Australian biotechnology...for the people who made it here, they were very impressed and I think that there will be a lot of follow up with local companies..."

Selena Chaisson, Director of Healthcare Investments, Baillard (San Francisco, USA)



"...it was really quite impressive to see how many large successful biotech companies there really are here in Australia with market caps that rival some of the biggest biotechs in the US and internationally. I think that was a great way to kick off the conference in showcasing credibility of the Australian biotech sector..."

David Collier, Managing Director, CMEA Capital (San Francisco, USA)

"I thought the format was a very good idea having brief, focussed presentations; it really gave the...broader perspective of what's going on in a short amount of time - I thought it was really good"

**Glen Begley, Vice President and Global Head, Hematology and Oncology Research,
Amgen (Thousand Oaks, USA)**

PARTNERSHIP OPPORTUNITIES

Description	Cost	Benefits
Host Partner	SOLD	 
Major Partner (Multiple Opportunities Available)	\$33,000	<p>The Major Partner package has been formulated to provide the partner with an impressive level of brand identification, ensuring front-of-mind exposure to the Summit delegates. The Major Event Partner will receive:</p> <ul style="list-style-type: none"> • Name to appear as 'Major Partner' on all printed and electronic conference material, such as but not limited to, the Australasian Life Science Investment Summit website, event branding and delegate program. • Logo and link to appear on the Home and Partners' page of the Australasian Investment Summit conference website. • Four (4) complimentary delegate registrations to the Summit. • A delegate list supplied shortly after the Summit (subject to privacy law provisions). • Ability to provide a guest speaker to officially welcome and address the Summit delegates. • Access to the invited international guests during the Summit. • Mentioned as a Major Partner in the conference edition of the <i>Australasian Biotechnology</i> journal.
Event Partner (Multiple Opportunities Available)	\$15,000	<p>The Event Partner package will be exclusive to one company per market segment, for example one accountancy firm, one law firm, etc.</p> <ul style="list-style-type: none"> • Name to appear as 'Event Partner' on all printed and electronic conference material, such as but not limited to, the Australasian Life Science Investment Summit website, event branding and delegate program. • Logo and link to appear on the Home and Partners' page of the Australasian Investment Summit conference website. • Shared Event Partner naming rights with company logo to appear on all printed and electronic conference material, such as but not limited to, the Australasian Life Science Investment Summit website, event branding and delegate program. • Two (2) complimentary delegate registrations to the Summit. . • Mentioned as an Event Partner in the conference edition of the <i>Australasian Biotechnology</i> journal.
Summit Luncheon Partner (SOLD)	\$16,500	<p>The Summit Luncheon is attended by all delegates. This package is an exceptional corporate promotional opportunity:</p> <ul style="list-style-type: none"> • Name to appear as 'Summit Luncheon Partner' on all printed and electronic conference material, such as but not limited to, the Australasian Life Science Investment Summit website, event branding and delegate program. • Logo and link to appear on the Home and Partners' page of the Australasian Investment Summit conference website. • Opportunity to provide a delegate gift or memento for each delegate on arrival at luncheon. • Verbal acknowledgment at the luncheon and right to reply (speaker and topic in consultation with the Summit Advisory Board). • Corporate logo on data projection screen during the luncheon. • Two (2) complimentary delegate registrations to the Summit. . • Mentioned as an Event Partner in the conference edition of the <i>Australasian Biotechnology</i> journal.

PARTNERSHIP OPPORTUNITIES		
Description	Cost	Benefits
Name Badge & Lanyard Partner (Available)	\$5,500	<p>Each Summit participant will wear a name badge and lanyard throughout branded with your organisation's company name and logo ensuring high visibility throughout the week.</p> <ul style="list-style-type: none"> • Naming rights to the delegate name badge and lanyard. The name badge holder and lanyard will be manufactured in your company's signature colour (one colour only and only if colour available from manufacturer). The name badge component will have the company logo and name branded once (in mono colour 'white') on the main panel (sharing with AusBiotech logo). The lanyard component will have your company name and logo branded several times on the lanyard in mono colour 'white'. • Logo and link to appear on the Partners' page of the Australasian Life Science Investment Summit website. • Logo and 50-word company profile featured in the AusBiotech 2011 conference Delegate Handbook. • Mentioned as an Event Partner in the conference edition of the <i>Australasian Biotechnology</i> journal. • Two (2) complimentary delegate registrations to the Summit. .
Presentation Disk Partner (One opportunity available)	\$5,500	<p>Your company name and logo will be branded on the disks containing presentations from companies. This package is an exceptional corporate promotional opportunity:</p> <ul style="list-style-type: none"> • Name to appear as 'Summit Presentation Disk Partner' on all printed and electronic conference material, such as but not limited to, the Australasian Life Science Investment Summit website, event branding and delegate program. • Logo and link to appear on the Home and Partners' page of the Australasian Investment Summit conference website. • Two (2) complimentary delegate registrations to the Summit. . • Mentioned as an Event Partner in the conference edition of the <i>Australasian Biotechnology</i> journal.

Australasian Life Science Investment Summit 2011
19 October 2011 – Adelaide Convention Centre, South Australia

Event Partnership Application

Tax Invoice ABN 87 006 509 726

Expressed interest in participating as an Event Partner can only be confirmed on receipt of the first payment. Allocations will be made strictly in order of receipt of application and initial deposit. Once an Event Partnership Package has been confirmed for your organisation, we shall then forward an official contract, which is to be signed and returned to AusBiotech with full payment outstanding.

(Please print)

Company Name: _____

Address: _____

Suburb: _____ State: _____ Postcode: _____ Country: _____

Contact Name: _____

(Prof/Dr/Mr/Ms/Mrs/Miss)

Position: _____

Telephone: _____ Fax: _____ Mobile: _____

Email: _____ Website: _____

Partnership Package Preferences

I/We would like to take up the following Partnership package(s):

1st Preference: _____ Total Cost: \$ _____

2nd Preference: _____ Total Cost: \$ _____

3rd Preference: _____ Total Cost: \$ _____

I/we understand that the Partnership packages will be subject to AusBiotech Management approval and that decision is final. Packages can only be confirmed on receipt of 50% deposit.

Signed: _____ Position: _____ Date: _____

(For and on behalf of the Partner listed above)

Cancellation Policy

In the event of a cancellation of Event Partnership, note that unless that particular area of Event Partnership is resold, AusBiotech reserves the right to retain monies received. If the balance of payment is not received by the due date, the allocated Event Partnership will be cancelled.

Method of Payment

☐ Cheque – made payable to AusBiotech Limited

☐ EFT – Please attach a copy of the bank receipt or advise of the date the DD was processed: _____

National Bank (NAB), Richmond – BSB 083 347 Account 535 111 778

☐ Please charge my credit card for the amount of: \$ _____

☐ MasterCard ☐ Visa ☐ AMEX (please note a surcharge fee of 3% will apply to all credit card transactions)

Card Number: _____ Expiry: _____

AMEX ID: _____ Name (as it appears on card): _____

Signature: _____ Date: _____

Payment and Deadlines

1st Payment Deadline: 50% deposit with partnership application form

Balance Deadline: Within 14 days of receiving official Event Partner Agreement.

And forward to: Att: Hayley Laing – Investment Program Manager

AusBiotech Limited

Level 1, 322 Glenferrie Road

Malvern Victoria 3144 Australia

Phone: +61 3 9 828 1400 Facsimile: +61 3 9824 5188 Email: hlaing@ausbiotech.org

PARTNERSHIP TERMS & CONDITIONS

Disclaimer:

Previous Partners from the 2010 Australasian Life Science Investment Summit will be given first right of refusal on their previously purchased package from 2010 for 2011.

Acknowledgement in any printed marketing material is subject to partnership confirmation prior to production deadlines.

Where a sponsorship includes an advertisement, position may be specified, but location of the advertisement will be at the discretion of the AusBiotech Media & Communications Manager.

All packages are quoted in Australian Dollars (AUD) and inclusive of 10% GST.

Benefits & Terms

Each Partner will receive a customised Partnership Agreement that outlines the Partner's benefits and responsibilities. All Partner benefits related to printed materials and inclusion on the Australasian Life Science Investment Summit 2011 website are based on the Partner meeting printing and production deadlines. The Partner's main contact person will receive all forms/information pertinent to your Partnership and will be responsible for completing and returning forms &/or supplying information in a timely manner.

Australasian Life Science Investment Summit 2011 partners that are also AusBiotech members must be in good standing with AusBiotech at the time of partnership application.

Partnership and sponsorship is one and the same.

Payment Terms

Upon receipt of the signed Partnership Agreement, the primary contact will receive an invoice and payment instructions. The payment schedule is outlined below:

50% deposit of total Partnership cost due when submitting the "Event Partnership Application".

50% final outstanding amount due within 14 days of receiving the official "Event Partner Agreement" – agreement to be signed and forwarded with final payment.

Should there be any additional charges made against the Partner's account during event time, then an invoice shall be created and forwarded to the Partner as soon as possible and payment will be due within 7 days on invoice.

All monies are payable in Australian dollars. Cheques should be made payable to AusBiotech Limited.

The Australian Goods and Services Tax (GST) at 10% is applicable to all goods and services offered by the conference and all prices in this document are inclusive of GST. GST is calculated at the date of publication of this document. AusBiotech Limited reserves the right to vary the quoted prices in accordance with any movements in the legislated rate of the GST.

All monies due and payable must be received (and cheques cleared) by AusBiotech Limited prior to the event. No company will be listed as a Partner in any conference material until full payment and a signed agreement has been received by AusBiotech Limited.

Cancellation Policy

Partners agree and understand that notification of intent to cancel the Partnership must be provided in writing. Cancellation of Partnership ninety (90) days prior to the sponsored event (from Monday 18 July 2011) is subject to a 50% cancellation and service fee. No refunds will be granted if cancellation occurs within sixty (60) days of the sponsored event (from Tuesday 16 August 2011). The Partner will be obligated to pay any outstanding balance due on Partnership as per the agreement.

After Partnership has been confirmed and accepted, a reduction in sponsorship is considered a cancellation and will be governed by these cancellation terms and conditions.

Partnership monies will contribute towards the successful planning and promotion of the Australasian Life Science Investment Summit 2011 in addition to subsidising the cost of management, communication, invited speakers, program, publications and other event requirements.

For more information regarding partnership opportunities, please contact:

Hayley Laing

Investment Program Manager

Phone: +61 3 9828 1400 Fax: +61 3 824 5188

Email: hlaing@ausbiotech.org