On behalf of the Carbon Market Institute’s (CMI) board and staff, I invite you to partner with us at Australia’s premier business and climate action event for 2020: the 7th annual Australasian Emissions Reduction Summit.

Together with our key sponsors, CMI has enjoyed tremendously successful events over the past few years. In 2019, 100 presenters from business and government connected with over 650 delegates, including national and international government, business, technology and finance leaders. The 7th Australasian Emissions Reduction Summit will be held at the Melbourne Cricket Ground (MCG), 19-20th May 2020, and is set to be bigger, and more significant and impactful.

2020 is a momentous year as the Paris Agreement begins operation and the global community strides into a new era of economic and social cooperation to tackle the intensifying climate crisis. The Australian business community is already moving towards net-zero emissions by 2050, seeking to manage the risks and catalyse opportunities in that transition. It will be a time when global carbon markets are engaging with emerging opportunities with a (hopefully) newly minted Paris Agreement Article 6 rulebook.

The Summit will be a high profile platform for sponsors to position their organisation with key customers, business peers and opinion makers; establish a presence in emerging national and international markets; and be at the forefront of this must-attend event’s knowledge exchange, commercial interaction and capacity building program.

Add your influence and leadership to those looking to understand the impact of the climate crisis on Australian business. Position yourself alongside those driving Australia’s transition to a zero-carbon economy throughout 2020 and beyond.

I look forward to partnering with you for Australia’s most important business and climate action event for 2020.

John Connor  
CEO  
Carbon Market Institute
The Summit facilitates knowledge exchange and commercial interaction regarding managing risk & creating economic opportunities in the transition to a zero-carbon world.

In 2020 the Summit will host over 700 business leaders and professionals, subnational and national government leaders, and those from research and development, finance, technology, and professional and legal services.

The Summit is trending towards gender equality with 47% female delegates in May 2019.

Thanks to our 2019 sponsors

The 2020 Summit program will be structured to maximise knowledge exchange, commercial interaction, capacity building and peer-to-peer networking over two days at the MCG.

The 2020 program will include keynote presentations, facilitated panel discussions, and interactive workshops focused on sharing knowledge across four streams: policy, markets, business and finance and tech.

**POLICY**
Summit sessions will cover a range of policy discussions, including the evolution of Australian policy with forthcoming Safeguard and Long Term Strategy Reviews; States developing policy to their legislative or aspirational 2050 net-zero emission goals; prudential regulator and investor actions, and; implementation of the Paris Agreement.

**MARKETS**
The development of carbon markets is a key focus, particularly in the context of understanding abatement demand and supply post-2020; growing international market linkages; and the role of climate finance in the transition.

**BUSINESS**
Business is learning rapidly. Companies will share experiences, challenges and opportunities in the transition to a zero-carbon economy.

**FINANCE & TECH**
Delegates and presenters will discuss how the mix of public and private sector finance can be leveraged to drive investment in the development and deployment of low-emissions solutions and technologies at scale.

**About the Summit**

**Summit theme: Accelerating to zero**
- Paris A-Go-Go! Celebrating Implementation of the Paris Agreement
- Lead or Languish: Decarbonisation Pathways for Industry
- Carbon Dependencies: Value Chain Risk & Opportunity
- Progressing the Carbon Farming Industry Roadmap
- International Carbon Market Developments
- What’s next for Australian Climate Policy?
- Technology, Innovation & Disruption
- Litigation, Liability & Rebellion
- From Disclosure to Action
- Financing the Transition

**2020 Summit Themes**

**MONDAY 18TH MAY**

**Pre-Summit Program**
- Pre-Summit VIP Reception

**TUESDAY 19TH MAY**

**Day 1**
- Women in Climate Breakfast
- The Great Debate
- Summit Reception
- 2020 Summit Gala Dinner
- Official After Party

**WEDNESDAY 20TH MAY**

**Day 2**
- Day 2 Program
- Political Climate Q&A Panel
- Ministerial Lunch
- Closing Plenary
Sponsors receive a wide range of branding, knowledge sharing, commercial interaction and leadership benefits, enabling them to enhance positions of influence and impact, and build stronger relationships in the market.

**Brand**
Create brand awareness across the many touch points of the Summit, through participation in plenary sessions, workshops, official pre-summit and side events - and through maintaining a face-to-face exhibition space at the event. As a sponsor you are uniquely placed to share your expertise and knowledge with an informed and engaged audience through our range of sponsor, promotional and experience packages. Use the Summit to position your organisation as a key player in the transition to a zero-carbon economy.

**Influence**
Influence the discussion and trajectory of Australia’s climate journey by connecting with and informing an anticipated audience of over 700 business and climate action professionals from across Australia, the Asia Pacific region and internationally. As a sponsor you are able to bring your unique proposition to the Summit experience, and be positioned as an influencer of other organisations and individuals leading the transition towards a zero-carbon economy.

**Lead**
Lead discourse on climate action in Australia by participating in the Summit’s keynote presentations, plenary sessions, workshops and side events. Summit sponsors are positioned at the forefront of business and climate action. Nurture and enhance your leadership potential and help us catalyse real opportunities for Australia in a post-Paris Agreement world.

**Interact**
Interact with engaged audiences from business, government, global markets, finance and technology communities. Build and enhance personal relationships through informal networking in our exhibition and more private spaces. Create real commercial interaction opportunities.

**Impact**
Impact a highly diverse national, regional and international audience in the lead up to, during and after the Summit. We use highly visible digital and social channels to help sponsors reach:

- Over 6,500 business and climate action professionals through Summit email marketing campaigns;
- Over 2400 direct Twitter followers and 75,000 indirect impressions (monthly); and
- Over 600,000 online users from 170 countries through both the Institute and Summit websites.

As a sponsor you can enhance your position in the market and have a greater impact on Australia’s transition to a decarbonised world.
All sponsors and partners will receive the **2020 Summit Media Package**, which includes all marketing and promotional benefits below, in the lead up to, during and following the Summit. Exposure will be according to your sponsor level.

**PRE/POST-SUMMIT BENEFITS**
- Sponsorship announcements via CMI social media channels (including Twitter and LinkedIn) and regular specific electronic direct marketing campaigns
- Logo included on all pre-Summit digital marketing materials, including event website and regular specific electronic direct marketing campaigns
- Logo included on all post-Summit summary materials & thank you emails

**SUMMIT BENEFITS**
- Logo displayed at the Summit on event collateral, including printed on the Summit program, event entry arch and event opening/closing slide presentations
- Social media mentions during Summit

*Any additional branding and exposure items are detailed in the **Brand** section of each of the partner, sponsor and experience & promotional packages.*
### Experience & Promotional Packages

<table>
<thead>
<tr>
<th>CMI Member Rate (excl GST)</th>
<th>Non-Member Rate (excl GST)</th>
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<tbody>
<tr>
<td><strong>$50,000</strong>&lt;br&gt;<strong>Host</strong>&lt;br&gt;single rate for host city, state or tourism partner</td>
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<td><strong>$30,000</strong>&lt;br&gt;Diamond Partner</td>
<td><strong>$35,000</strong>&lt;br&gt;Diamond Partner</td>
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<td><strong>$20,000</strong>&lt;br&gt;Platinum Sponsor</td>
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<td><strong>$10,000</strong>&lt;br&gt;Gold Sponsor</td>
<td><strong>$15,000</strong>&lt;br&gt;Gold Sponsor</td>
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<td><strong>$6,000</strong>&lt;br&gt;Silver Sponsor</td>
<td><strong>$8,000</strong>&lt;br&gt;Silver Sponsor</td>
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<td>Various&lt;br&gt;- Exhibition Booth&lt;br&gt;- Women in Climate Breakfast&lt;br&gt;- 2020 Summit Gala Dinner&lt;br&gt;- Summit Phone App&lt;br&gt;- Recharging Station&lt;br&gt;- 2020 Media Partner</td>
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As one of the world’s most liveable cities, Melbourne is a natural home for the Australasian Emissions Reduction Summit, and a destination of choice for the hundreds of delegates that join us at the event from across Australia, and the world. For the first time, we’re creating an opportunity for one Destination Host partner to connect over 700 delegates to a wide range of experiences and delights that the venue, city and state surrounds can offer.

**COMPLIMENTARY REGISTRATIONS**

- 20 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)
- 20 | Complimentary Full Registrations (Full event days 1 & 2)
- 20 | Complimentary Gala Dinner Registrations (Tuesday 19th May)
- 2 | Gala Dinner Reserved Table (10pax)

**SUMMIT PARTICIPATION**

- 1 | 2020 Pre-Summit Reception Official Host (Monday 18th May)
- 1 | 2020 Pre-Summit Reception Welcome Address (Monday 18th May)
- 1 | Summit Keynote Speaker Invitation OR Plenary Panel Participation
- 1 | Host Concurrent Session (workshop)
- 1 | Single Exhibition Display Booth (Full event days 1 & 2)

**BRAND**

- 1 | 2020 Summit Media Package
- 2 | 500 word Thought Leadership Blog Posts (event website, digital/social channels)
- 1 | Full Page Print Advertisement (event program)
- 1 | Pre/post-event destination promotion (sources & placement to be negotiated)
- 1 | Cross-promotion of other related destination experiences (to be negotiated)

**Destination Experiences**

- 1 | Opportunity to host part-day field trip (local destination)
- 1 | Promotion of local accommodation/transport/experiences (to be negotiated)
- 1 | Partnership with other pre/post-destination experiences (to be negotiated)
The Diamond Partner Package is the highest available package. Its limited spaces, there are only four, are reserved for organisations that want to promote their climate action leadership to the Australian and international market. We work closely with our Diamond Partners to tailor a package that will maximise the sponsor’s brand, position and influence in the lead up to, at the Summit, and in the market post-event.

**COMPLIMENTARY REGISTRATIONS**

15 | Complimentary Full Registrations (Full event days 1 & 2)
5 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**EXHIBITION**

1 | Double Exhibition Display Booth (Full event days 1 & 2)

**GALA DINNER**

15 | Complimentary Gala Dinner Registrations (Tuesday 19th May)
1 | Reserved Table (10pax)

**PROGRAM INVOLVEMENT**

1 | Keynote Speaker Invitation OR Plenary Panel Participation
1 | Host Concurrent Session (workshop)

**BRAND**

1 | 2020 Summit Media Package
2 | 500 word Thought Leadership Blog Posts (event website, digital/social channels)
1 | Full Page Print Advertisement (event program)
1 | Logo on Delegate Badge
1 | Opportunity to provide branded delegate badge lanyards

**SOLD OUT**
The **Platinum Sponsor Package** is a major package, giving sponsors a leading role in promoting their climate action leadership and activities to the market, in the lead up to, and at the Summit. We work with our Platinum sponsors to ensure their expertise and offerings are weaved throughout the event program and promotions to ensure a return for the organisation and its clients.

**COMPLIMENTARY REGISTRATIONS**

10 | Complimentary Full Registrations (Full event days 1 & 2)  
4 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**EXHIBITION**

1 | Double Exhibition Display Booth (Full event days 1 & 2)

**GALA DINNER**

10 | Complimentary Gala Dinner Registrations (Tuesday 19th May)

**PROGRAM INVOLVEMENT**

1 | Keynote Speaker Invitation OR Plenary Panel Participation  
1 | Host Concurrent Session (workshop in plenary room)

**BRAND**

1 | 2020 Summit Media Package  
1 | 500 word Thought Leadership Blog Posts (event website, digital/social channels)  
1 | Full Page Print Advertisement (event program)

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**CMI Member Rate**  
$20,000  

**Non-Member Rate**  
$25,000
The Gold Sponsor Package enables sponsors to have a strong presence at the Summit, and ensure their services and offerings are showcased in the lead up to, and at the Summit - through the program and on the floor. We work with our Gold sponsors to ensure they can share their expertise at the event in a way that supports their position in the market as a leading business and climate action focused organisation.

**COMPLIMENTARY REGISTRATIONS**

- 6 | Complimentary Full Registrations (Full event days 1 & 2)
- 3 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**EXHIBITION**

- 1 | Single Exhibition Display Booth (Full event days 1 & 2)

**GALA DINNER**

- 6 | Complimentary Gala Dinner Registrations (Tuesday 19th May)

**PROGRAM INVOLVEMENT**

- 1 | Host Concurrent Session (workshop)

**BRAND**

- 1 | 2020 Summit Media Package
- 1 | Full Page Print Advertisement (event program)
The Silver Sponsor Package allows sponsors to have a presence on-ground at the Summit. You will receive additional branding and promotional benefits to help maintain your position in the market, and connect with the right business and climate action professionals at the event. We work closely with our Silver sponsors to maximise brand exposure and showcase their offerings to the full Summit delegation.

**COMPLIMENTARY REGISTRATIONS**

3 | Complimentary Full Registrations (Full event days 1 & 2)
3 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**GALA DINNER**

3 | Complimentary Gala Dinner Registrations (Wednesday 8th May)

**BRAND**

1 | 2020 Summit Media Package
1 | Half Page Print Advertisement (event program)
There are promotion and experience sponsor packages to position your brand in the right way to the right audience. This could be at the Women in Climate Breakfast, the 2020 Gala Dinner, in person at an exhibition booth, in the recharge lounge or connecting via the Summit App.

**2020 women in climate breakfast**
The annual Women in Climate Breakfast will be held as a kick-off event on the first morning of the Summit (19th May). The event attracts 150 women (and men) from business. It acts as an informal networking event celebrating and supporting the leading role of women in the sector. As sole sponsor, you will be positioned as an employer of choice and invited to present in the opening.

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**COMPLIMENTARY REGISTRATIONS**

- 4 | Complimentary Full Registrations (Full event days 1 & 2)
- 10 | Complimentary Women in Climate Breakfast Registrations (Tuesday 19th May)
- 4 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**GALA DINNER**

- 4 | Complimentary Gala Dinner Registrations (Tuesday 19th May)

**PROGRAM INVOLVEMENT**

- 1 | Official Sponsor of the 2019 Women in Climate Breakfast
- 1 | Keynote Address at the 2019 Women in Climate Breakfast (Tuesday 19th May)

**BRAND**

- 1 | 2020 Summit Media Package
- 1 | Full Page Advertisement (event program)
**2020 Summit Gala Dinner**

The 2020 Summit Gala Dinner will close out the first full day (19th May). The sole dinner sponsor will align their brand with a high-quality fine dining experience, thought-provoking speakers and informal networking for over 400 guests and VIPs. The dinner is an unmissable experience, showcasing carbon neutral wines and produce. Past speakers include Tim Costello (former World Vision Australia CEO), Noel Pearson (Founder, Cape York Institute for Policy & Leadership), and Peter Garrett (international rock icon).

**COMPLIMENTARY REGISTRATIONS**

4 | Complimentary Full Registrations (Full event days 1 & 2)  
4 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**EXHIBITION**

1 | Single Exhibition Display Booth (Full event days 1 & 2)

**GALA DINNER**

20 | Complimentary Gala Dinner Registrations (Wednesday 8th May)  
1 | Full Branding & Acknowledgement as Sole Dinner Sponsor  
2 | Reserved Table (10pax)

**PROGRAM INVOLVEMENT**

1 | Official Sponsor of the 2020 Summit Gala Dinner  
1 | Welcome Address at the 2020 Summit Gala Dinner (Tuesday 19th May)

**BRAND**

1 | 2020 Summit Media Package  
1 | Full Page Advertisement (event program)

**Experience & Promotional Packages**

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<td></td>
<td>$12,500</td>
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The 2020 Summit Gala Dinner is an unmissable experience, showcasing carbon neutral wines and produce. Past speakers include Tim Costello (former World Vision Australia CEO), Noel Pearson (Founder, Cape York Institute for Policy & Leadership), and Peter Garrett (international rock icon).
**Experience & Promotional Packages**

**Non-Member Rate**
$6,000

**CMI Member Rate**
$7,500

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**COmPLIMENToRy REGISTrATIoNS**

- 2 | Complimentary Full Registrations (Full event days 1 & 2)
- 2 | Complimentary Pre-Summit Reception Registrations (Tuesday 7th May)

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**EXHIBITION**

- 1 | Single Exhibition Display Booth (Full event days 1 & 2)

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**GALA DINNER**

- 2 | Complimentary Gala Dinner Registrations (Wednesday 8th May)

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**BRAND**

- 1 | 2020 Summit Media Package

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**Exhibition booth**

An exhibition booth allows sponsors a presence on-the-ground. Booths facilitate additional branding and promotional benefits, helping sponsors maintain their position in the market and connect with the right business and climate action professionals. We work closely with our exhibitors to maximise brand exposure and showcase their offerings to the full Summit delegation.
### Summit phone app package
Get your brand into the hands of 700 Summit delegates via our smartphone app. The app will showcase your brand on the homescreen and in notifications, while providing access to the program and content as well as connecting with delegates.

**SUMMIT PHONE APP**
- 1 | Branded ‘sponsored by’ Summit Phone App
- 1 | In-App Sponsor Notification

**COMPLIMENTARY REGISTRATIONS**
- 2 | Complimentary Full Registrations (Full event days 1 & 2)
- 2 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**GALA DINNER**
- 2 | Complimentary Gala Dinner Registrations (Tuesday 19th May)

**BRAND**
- 1 | 2020 Summit Media Package

### Recharge lounge package
Position your brand in the Summit’s ‘recharge’ lounge. Here delegates will recharge their devices, network, and catch up on emails.

**RECHARGING STATION**
- 1 | Branded Recharging Lounge Area (includes lounge furniture, charging stations for attendees)
- 1 | Business Centre Area (including Laptop charging/workstations & Printer facilities)

**COMPLIMENTARY REGISTRATIONS**
- 2 | Complimentary Full Registrations (Full event days 1 & 2)
- 2 | Complimentary Pre-Summit Reception Registrations (Monday 18th May)

**GALA DINNER**
- 2 | Complimentary Gala Dinner Registrations (Tuesday 19th May)

**BRAND**
- 1 | 2020 Summit Media Package

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Experience & promotional packages

$15,000

$15,000
CONTACT US

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