

Fujitsu World Tour 2017

Sponsoring Flyer

FUJITSU

Human Centric Innovation

Digital Co-Creation

shaping tomorrow with you

Fujitsu World Tour Melbourne 2017!

Crown Promenade Melbourne, Thursday 22 June 2017

We are delighted to announce that Fujitsu World Tour will be held in Melbourne in 2017 and we offer you the opportunity to be a sponsor at this premier event. Take full advantage of this and present your latest products and solutions to an audience of more than 700 guests including C-suite decision-makers, key business leaders, IT executives and senior managers.

The theme of the event will be “Human Centric Innovation: Digital Co-Creation”. Fujitsu’s vision of ‘Human Centric Innovation’ is about putting people first in the development of technology solutions to improve the way we live and work. ‘Co-Creation’ has always been central to Fujitsu's partnership approach. In a digital world, this becomes an imperative: bringing together previously unconnected fields of expertise to realise innovation and value creation at scale.

Together with our partners, our aim is to illustrate our comprehensive support for information and communication technology.

Fujitsu World Tour gives you access to key decision-makers, specialists and opinion leaders. We aim to inspire the thinking and actions of industry leaders by providing captivating ideas, innovation and powerful solutions to drive IT effectiveness.

You too can be involved as a sponsor and help shape the World Tour in 2017!



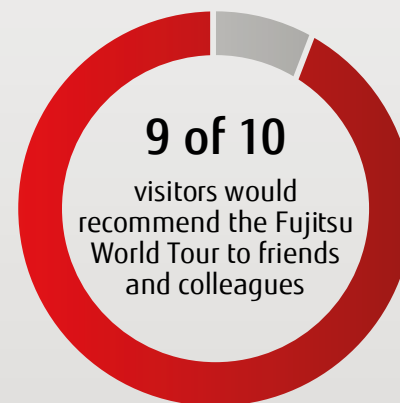
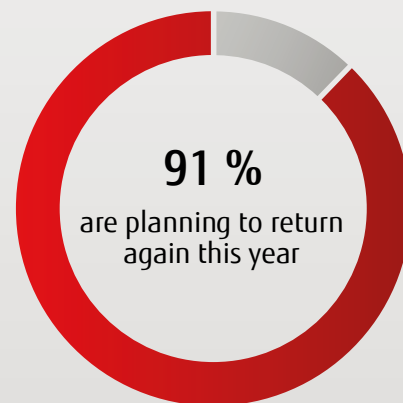
The future of business and IT in focus

Over 700 ICT decision-makers took part in last year's Australian Fujitsu World Tour which was held in Brisbane and Sydney. They came to an undisputed conclusion: an outstanding and highly informative event, presenting the latest products, solutions and services - a great platform for ICT decision-makers .

Be there as a sponsor! Benefit from this potential for growth. Make new contacts and renew business relationships in markets that are important for your business. Acquire new customers from both the IT elite of major industrial nations as well as from emerging markets.

The Fujitsu World Tour gives you access to decision-makers, specialists and opinion leaders on an international and local level. We aim to inspire the thinking and actions of industry leaders by providing captivating ideas, long-term innovations and effective solutions for efficient IT.

Benefit from the advantages of a proven concept and a renowned event that pays dividends in so many ways, for example through direct customer contact and ideas for new business concepts which will help you to increase your profits.





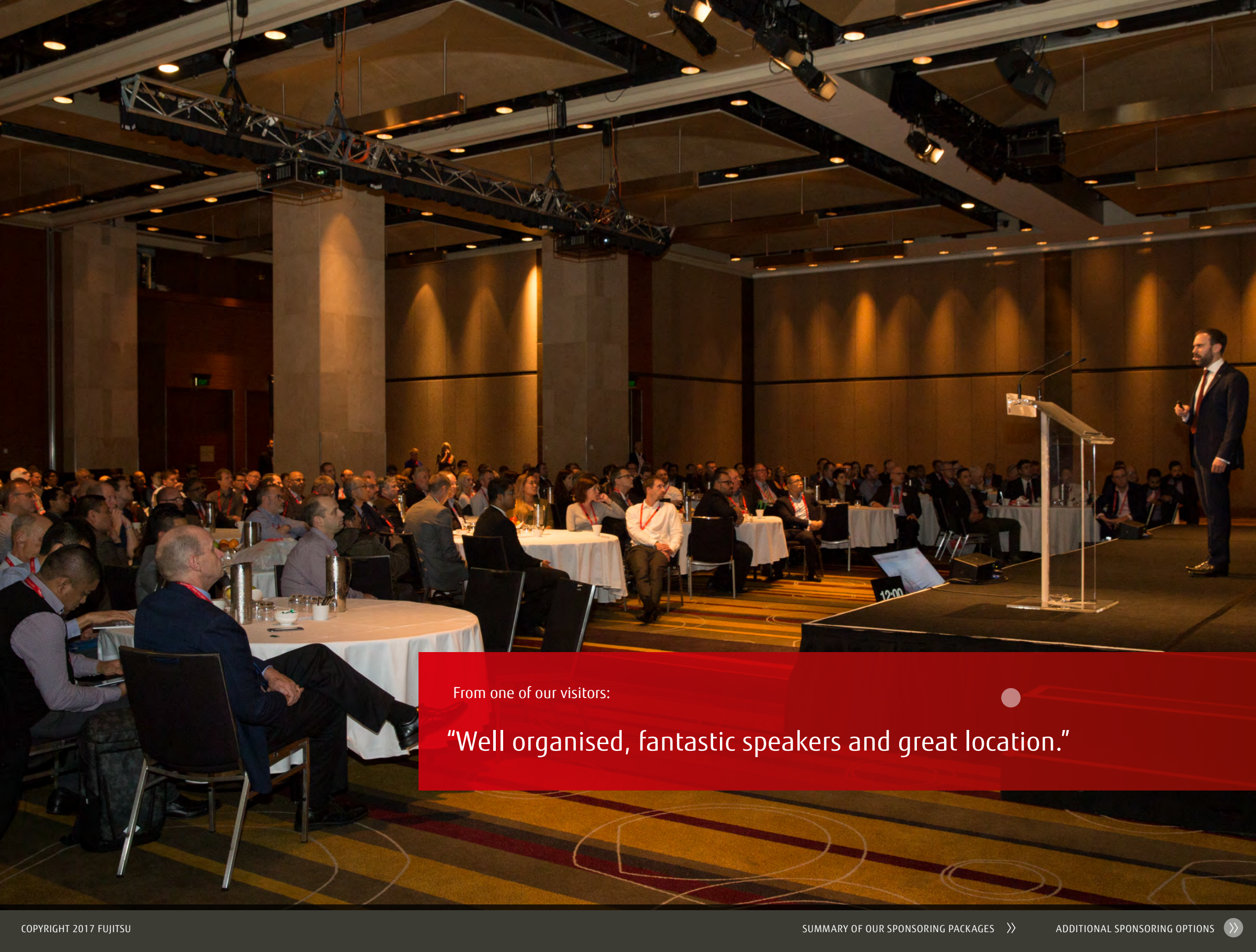
From one of our visitors:

“Good venue and food! Well organised – from invitation to survey. Absolutely by the book. Very good impression about Fujitsu as a company. Interesting products and speakers.”

We address the markets

- Benefit from an event series that provides more than 700 IT executives and decision-makers with innovative ideas and concepts for effective and efficient IT.
- Leverage the popularity of a trend-setting event to showcase your business and portfolio for an audience of IT leaders across Australia.
- Address over 700 IT executives and decision-makers.
- Strengthen existing business relationships and make new contacts.
- Participate in Fujitsu World Tour 2017 to open up new markets for your products, solutions and services.
- Make use of the options provided by selective sponsoring and choose from the many offerings and events that best match your business objectives.





From one of our visitors:

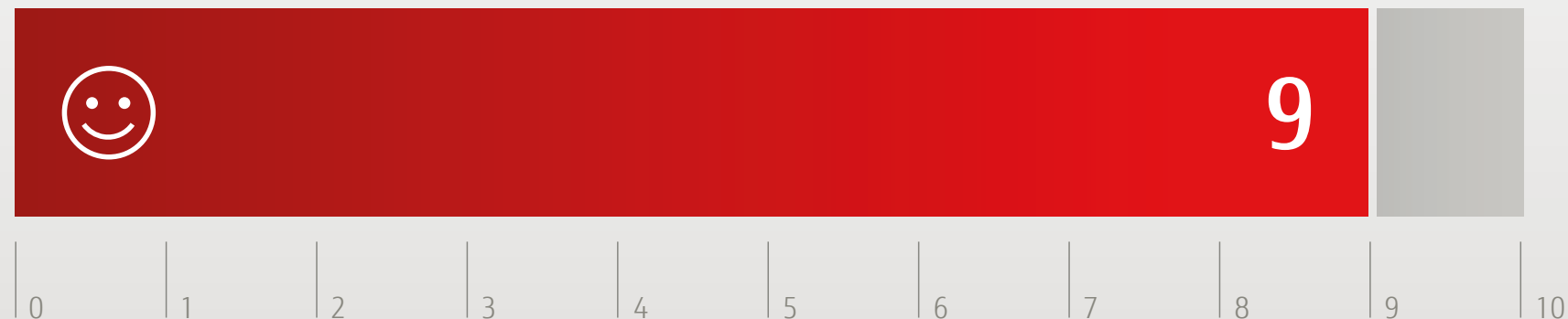
“Well organised, fantastic speakers and great location.”

Fujitsu World Tour – Customer feedback

The facts speak for themselves: 9 out of 10 attending the last Fujitsu World Tour said that this event is one of the most important ICT events. 9 out of 10 people surveyed said that they would visit the next event. And 10 out of 10 people surveyed (100%) said that time spent at the Fujitsu World Tour is a sensible and effective investment.

Benefit from this top event and reach out to your main target group. The Fujitsu World Tour enables you to present your business to those people who decide on how millions of dollars are invested in IT.

Degree of satisfaction (2016)



Participate – and benefit together with us

The event features hands-on technical demonstrations, as well as the highly popular sponsor showcase where Fujitsu customers and prospects look to the best of breed eco-system partners to complement their business.

Sponsors of Fujitsu World Tour 2017 are on display to Australia's most influential IT decision-makers who have a genuine business objective to educate themselves on Fujitsu partners' products and solutions in the interest of innovating and upgrading their infrastructure.

Join us in showcasing technologies at the most prestigious IT event of the year and choose a tailored package to suit your needs. We will be happy to discuss individual requirements with you to support the best outcome for your organisation at Fujitsu World Tour Melbourne!

To further discuss your sponsorship opportunities please contact:

Fujitsu World Tour Melbourne

When: Thursday 22 June

Where: Crown Promenade Melbourne

Michael Williamson
Senior Partner Manager
michael.williamson@au.fujitsu.com

Participation is subject to the General Terms and Conditions as outlined on page 14 of this document.

PLEASE NOTE THAT THE DEADLINE FOR BECOMING A SPONSOR IS 20TH MARCH 2017

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From one of our visitors:

“Excellent seminars and good networking opportunities!”

Become a platinum, gold or silver sponsor

Leverage the proven customer appeal of the international Fujitsu World Tour 2017 which supports you in achieving your business objectives.

You can choose from several attractive options:

MELBOURNE

Silver Sponsor \$ 12,500 ex. GST

Gold Sponsor: \$ 16,000 ex. GST

Platinum Sponsor: \$ 45,000 ex. GST

Additional options

Additional marketing activities are available. Please contact us to find out more. Bookings are on a "first come first serve basis".

Fujitsu World Tour will also be taking place for the first time in Auckland, New Zealand in 2017. Please contact us if you are interested in this new and exciting sponsorship opportunity.



Become a platinum, gold or silver sponsor

In advance of the event ...

	Silver	Gold	Platinum
■ Inclusion and placement of your name and logo in electronic communications	-	-	■
■ Placement of your logo on the event website	■	■	■
■ Company description on the event website	-	■	■
■ Provision of co-marketing toolkit (on request)	■	■	■
■ Communication via Fujitsu social media channels: 2 Tweets on Twitter, 1 post on Facebook	-	-	■

During the event ...

■ Provision of one exhibition booth	2 x 1m	2 x 1m	3 x 2m
■ Banners to be placed next to the exhibition booth	-	■	■
■ Logo placement on the sponsor board in the exhibition area	-	■	■
■ Logo placement on the sponsor board in the conference centre	-	-	■
■ Participation in a keynote (5-10 minutes) or a dedicated breakout session (min. 25 minutes)	-	-	■
■ Logo placement on the main screen in the plenary room	-	-	■

After the event ...

■ Inclusion and placement of your name and logo in follow-up communications (thank-you emails, etc.)	-	-	■
■ Placement of your logo on the past event websites, especially in the presentations download area	-	-	■

Sponsorship commitment form

World Tour 2017

Organisation*:

Company URL:

Company & Billing Address:

Principal Contact: Title:

Phone Number: Email Address:

Exhibitor Logistics Contact: Title:

Phone Number: Email Address:

Sponsors' Payments

Sponsors will be invoiced by Fujitsu Australia Limited no later than the 23rd of May 2017 and payments should be received within 14 days of invoice date. If you require Fujitsu to be setup in your vendor system please email the appropriate paperwork for completion at the time of submitting this form.

Is a purchase order number from your organisation required on the invoice? Yes No

If yes, please supply the purchase order number:

Signed: Position:

Email/Phone/Fax: Date:

**Please ensure that you use the name you would like to appear on all event marketing material

Sponsor Package

Please select the sponsorship package that you would like to purchase.

Melbourne, 22nd June 2017

Platinum: \$45,000 ex GST
Gold: \$16,000 ex GST
Silver: \$12,500 ex GST

Please return document to:

Michael Williamson
Senior Partner Manager
Email: michael.williamson@au.fujitsu.com

Sponsor indemnity form

Fujitsu World Tour 2017

Please sign and return with the commitment form to:

Fujitsu Australia Limited

ABN No: 19 001 011 427

Attention: Michael Williamson

Email: Michael.Williamson@au.Fujitsu.com

We of

[The Sponsor]

acknowledge and agree that Fujitsu Australia Limited shall have no responsibility or liability whatsoever for damages suffered or costs incurred by the Sponsor for loss, theft, fire, water, storms, strikes, riots or any other cause.

Further, the Sponsor agrees it is a pre-condition of their participation in Fujitsu World Tour 2017, that they will arrange insurance of their exhibit to cover loss or damage by any of the above mentioned events (including transportation of goods and equipment used by the Exhibitor in the exhibit) and the Event Organiser shall be entitled but not obliged to inspect evidence of such insurance cover prior to the Exhibitor entering the Exhibition.

The Sponsor acknowledges that they:

- Must not damage, paint or otherwise alter any floors, walls or other fixtures in the event venue(s);
- Will be liable for any and all such damage caused by an act or omission of the Sponsor; and
- Indemnify the Event Organiser for any damages claimed by the venue owner(s) in relation to an act or omission of the Sponsor.

The Sponsor shall take out Third Party Insurance with a reputable insurer containing Public Liability cover for an amount not less than \$AU10,000,000.00 and the Event Organiser shall be entitled but not obliged to inspect the relevant policy document prior to the Sponsor obtaining access to the Venue.

Company Name:

Authorised By: Position: Signature: Date:

Witnessed By: Position: Signature: Date:

Terms & Conditions

1. Acceptance. Sponsor participation in the Conference to which these terms and conditions relate is subject to acceptance by Fujitsu Australia Limited ('Fujitsu'/'Event Organisers'). Fujitsu may withdraw its acceptance at any time at its sole discretion by providing a refund of the Total Sponsorship fee (as set out in the Sponsorship Commitment Form) paid to the Sponsor. Fujitsu makes no guarantees regarding the number or types of attendees. The conference dates, hours and venue may be changed at any time by Fujitsu, upon written notice to the Sponsor.
2. Event rules. The Conference Management for this event is To A T Productions Pty Ltd ('Conference Management'). Sponsor agrees to be bound by Conference rules and regulations as may be established or provided from time to time by Fujitsu ("rules and regulations"). To the extent the rules and regulations are not set forth in this agreement, such rules and regulations are incorporated herein by this reference. The rules and regulations include but are not limited to the following: i. Sponsor shall comply with move-in and move-out deadlines. Sponsor acknowledges that failure to comply with such deadlines may result in forfeiture of opportunity or the removal of Sponsor materials by Fujitsu or Conference Management or additional cost. Sponsor shall be liable for all storage and handling charges resulting from failure to remove Sponsor materials from the Space and Conference after the move-out deadline. ii. Sponsor agrees not to damage or deface the walls or floors of the Conference venue, including, without limitation, the Space and Sponsor shall be liable for all such damages. iii. Sponsor must follow all reasonable instructions given by Fujitsu or Conference Management and follow any directions or restrictions displayed in the Conference venue.
3. Cancellation and termination. a. Cancellation: Fujitsu may cancel all or any part of the Conference for any reason, including but not limited to natural or public disaster, act of God, venue construction, insufficient participation, government regulation, or similar reasons. In the event of such cancellations, Fujitsu will refund to Sponsor any fees already paid less any non-refundable costs incurred by Fujitsu or Conference Management, after which Sponsor will have no further recourse against Fujitsu. b. Termination by Sponsor: all payments by Sponsor are considered fully earned and are non-refundable. Termination by Sponsor must be in writing and will be effective upon receipt by Fujitsu. c. Termination by Fujitsu: Fujitsu may terminate Sponsor's participation in this Conference if the Sponsor violates any of the terms of this agreement.
4. Limitation of liability and insurance. Except as limited by applicable law, in no event shall: (i) Fujitsu, Conference Management, their affiliates, or the Conference venue (collectively the "Conference providers") have any liability whatsoever to Sponsor for any losses, injury (including death) expenses or damage to Sponsor, its agents, representatives, contractors, guests, invitees or any of their property, relating to or arising out of the acts of any Sponsor, its agents, representatives, contractors, participants, guests or invitees; (ii) Fujitsu will not be liable for any errors in any listing or descriptions or for omitting any Sponsor from the Conference guide or any other materials. Fujitsu's or Conference Management's total liability hereunder will not exceed the amounts paid by Sponsor hereunder. Sponsor agrees that this is its sole and exclusive remedy and hereby releases Fujitsu and Conference Management from all obligations, liability claims or demands in excess of that amount. a. Indirect Damages: Under no circumstances will the Conference Providers or their suppliers or agents be liable to Sponsors or any indirect, incidental, consequential, special or exemplary damages including without limitation, loss of profits, loss of revenue, loss of use, loss of data, loss of business, loss of goodwill, or any and all other similar damages or loss whether in contract, tort (including negligence), product liability or otherwise in connection with or arising out of this agreement and/or the Conference, even if the Conference providers, their suppliers or agents have been advised of the possibility of such damages. b. liability of Conference providers: none of the Conference providers shall be liable to Sponsor for any damage including but not limited to loss, harm, or injury to the person, property, or business of Sponsor, or any of its visitors, officers, agents, employees, or other representatives. c. Indemnity: Sponsor agrees to defend, indemnify, and hold harmless the Conference providers, their officers, agents, contractors and those lawfully in the Conference venue from and against all liability for death or injury to persons or loss of or damage to property and any claim, demand, loss, liability, or damage whatsoever arising in respect of Sponsor's construction or maintenance of an unsafe Exhibit or misconduct of Sponsor or its agents or Sponsor's breach of any commitment made. d. Insurance: Sponsor shall maintain proper insurance coverage for its property and liability, and represents and warrants that it has obtained adequate insurance of at least AUD\$10million to cover its potential liability hereunder. Upon request by Fujitsu or Conference Management, Sponsor shall promptly provide a copy of its certificate of insurance.
5. Release. Sponsor acknowledges that the Conference may be reproduced or recorded and authorises Fujitsu and its designees to record, transcribe, modify, or reproduce and distribute in any form and for any purpose any such recording of the Conference, and agrees to execute any additional release presented by Fujitsu, its licensees or permittees. Sponsor hereby releases Fujitsu and its designees from and waives all claims it or its employees or agents may possess, now or in the future, in connection with such activities, and specifically waives any statutory restriction on waivers or future claims or moral rights.
6. Other Extended. a. Third party contractors: Fujitsu or Conference Management may require the Sponsor to use its designated third-party contractors for certain services ("**Designated Contractors**") for certain Conference related activities. Fujitsu and Conference Management are not responsible for their performance, acts or omissions. b. other Conferences and Marketing: The Sponsor agrees not to leverage participation in this Conference, except as specifically agreed upon between Fujitsu and the Sponsor, to conduct any other marketing activities within 5 business days and/or 100 kilometers that are targeted at a similar audience. Fujitsu will not unreasonably withhold exceptions. c. permits: Sponsor will hold the requisite permit for their own competitions or activities during the conference. d. relationship of the parties: nothing in this agreement shall be construed as creating an employer-employee relationship, a partnership, joint venture or agency relationship between the parties. The parties shall at all times have an independent contractor relationship. e.license: The Sponsor grants to Fujitsu the right to use the Sponsor's name and logo in the promotion and production of the conference. f. The Sponsor is responsible to obtain any required consents from any individuals as to the supply of their personal information and use by the Conference providers.
7. Conference Materials. The planning and marketing material or methodologies distributed to the Sponsor related to the planning or execution of this Conference are owned exclusively by Fujitsu or Conference Management.
8. Compliance with Laws and Rules. a. laws and rules: The Sponsor shall comply with all applicable laws, regulations, and ordinances in connection with its participation in the Conference, including but not limited to rules of the venue and any relevant labour union, construction of the Exhibit in compliance with the ADA or its local equivalent, and the terms, conditions, and rules issued by the Conference Management. b. Third party proprietary rights: The Sponsor will not violate the proprietary rights of third parties in connection with its participation with the Conference and shall be solely liable for all such breaches. c. Taxes and licenses: Sponsor shall be solely responsible for obtaining any licenses and permits, and payment of all taxes (including sales and use taxes) license fees, or other charges applicable to its participation in the Conference.
9. Miscellaneous. When accepted by Fujitsu, this agreement will constitute the entire agreement between Sponsor and Fujitsu concerning its subject matter, and may only be modified in writing signed by both parties. Fujitsu's rights in this agreement shall not be waived without consent in writing. Sponsor may not assign this agreement without prior written consent from Fujitsu and/or Conference Management. If any term of this agreement is declared invalid or unenforceable, the remainder shall continue in full force and effect. This agreement shall be binding upon the permitted successors, and assigns of the Sponsor.
10. Governing Law. This agreement shall be governed by and construed under the laws of the State of Victoria. The Courts of Victoria shall have exclusive jurisdiction over the matters pertaining to this agreement in any action or suit to enforce any right or remedy under this agreement or to interpret any provision of this agreement. The prevailing party shall be entitled to recover its cost, including reasonable attorney's fees.
11. Payment. Payment terms are as set out in the Sponsorship Commitment Form. Payment is to be made by Direct Deposit to Fujitsu Australia Limited, ABN 19 001 011 427, BSB 032-289, Account number: 179641 Account name: Fujitsu Australia Ltd.

Contact us to find out more

Please contact us as soon as possible. The number of sponsoring packages available is limited, so all requests will be handled on a “first come first serve” basis.

If you have suggestions for individual marketing activities not listed in our packages, please contact us.

The deadline for sponsorship applications is 20th March, 2017.

Participation is subject to the general terms and conditions specified for exhibitions and events organised and conducted by Fujitsu Australia Limited. We will be happy to send you this information.

Do you have any questions? Would you like more information? Please feel free to contact us: We look forward to hearing from you!

Fujitsu Australia Limited

Michael Williamson

Senior Partner Manager

Email:

michael.williamson@au.fujitsu.com

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We hope to welcome you at Fujitsu World Tour 2017

FUJITSU AUSTRALIA LIMITED

Head Office
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Macquarie Park
NSW 2113
Australia
www.fujitsu.com/au

About Fujitsu

Fujitsu is a leading Japanese information and communication technology (ICT) company offering a full range of technology products, solutions and services. Approximately 156,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE: 6702) reported consolidated revenues of 4.7 trillion yen (US\$41 billion) for the fiscal year ended March 31, 2016. For more information, please see <http://www.fujitsu.com.au>