## THE NEW ZEALAND CHAMBER OF COMMERCE IN KOREA

2018

# SPONSORSHIP PACKAGE



















## WWW.KIWICHAMBER.COM

Ms Caroline Cho
EXECUTIVE DIRECTOR

+82-10-2782-5494 chamber@kiwichamber.com

c/o New Zealand Embassy, 8th Floor, JeongDong Building 21-15, Jeongdong-gil, Jung-gu, 04518





# Control of the contro





# **ABOUT US**

Kia Ora! Greetings from The Kiwi Chamber. Thank you for your interest in the Kiwi Chamber and for the opportunity to share some information with you about who we are, what we do & how you can get involved.

## **OUR MISSION**

To facilitate business opportunities for New Zealand and Korean companies and individuals by creating support networks that enable them to promote, protect and advance their respective commercial interests in New Zealand and Korea.

## **WHO WE ARE**

The Kiwi Chamber is a not for profit organisation established to foster closer social, cultural and business connections between New Zealand and Korea.

## **KEY PEOPLE**

We have a Board of 11 Directors and a panel of advisors that include business, academic, diplomatic and community leaders who are passionate about optimising the opportunities available between NZ & Korea.

These positions are all 100% voluntary. Our Board is led by Prof. Tony Garrett, Korea University Business School.

We are supported by 1 part time employee, our Executive Director, Ms Caroline Cho.

Our Patron is the New Zealand Ambassador to the Republic of Korea.

## SOME STATISTICS



## **SOCIAL MEDIA**





# MEET THE BOARD

## A SHORT INTRODUCTION TO OUR 2018 BOARD



L to R: Jason Murney, Brett Moffat, Sue-Lyn Norrie, Julian McKenzie, Richard Orbell, Alfred Bae, Tony Garrett (Chair), Jeffrey Bohn, Sunny Myung and Sam Barry (absent: Jack Stenhouse)

#### **Tony Garrett - Chair**

Tony is a Professor at the Korea University Business School specialising in marketing, innovation and product placement. He has been a long-standing member of the Kiwi Chamber and leader within the NZ community in Korea. Tony previous held the position of Treasurer for a number of years, before becoming the Chair in 2016. 2018 will be his second term as Chair of the Board.

#### **Richard Orbell - Vice Chair**

Richard is the National Director of Capital Markets for JLL Korea. Richard has extensive experience in the commercial real estate industry. Richard is a leader in the NZ community in Korea and was instrumental in establishing the Kiwi Alumni Association. He was the Vice President of the Kiwi Alumni for two years. Richard is the Vice Chair of the Board and 2018 will be Richard's first year on the Board.

#### Julian McKenzie - Treasurer

Julian is the Deputy CEO and Head of Finance for Kyobo AXA in Korea. He has held a number of senior financial, strategic and governance roles globally. Julian is also a Chartered Accountant. 2018 will be Julian's second year as Treasurer of the Board.

## **Sue-Lyn Norrie - Board Secretary**

Sue-Lyn is an experienced corporate governance professional & lawyer. Her experience includes roles in Australia, Hong Kong and the UK. She has also been an active member of the Australian & NZ community in Korea and is a previous past President of ANZA Korea. 2018 will be her second term as the Secretary of the Board.

### **Alfred Bae**

Alfred is the Associate Director for Research & Analysis for ANZ Bank Korea. He is a senior banker and has been with ANZ Bank since 2008. Alfred has enjoyed a global banking career with ANZ Bank spanning New Zealand, Hong Kong, Fiji and India. 2018 is Alfred's first year on the Board.

### **Jeffrey Bohn**

Jeffrey is the Managing Director of international PR and Communication's firm, Edge Communications Inc. Jeffrey has extensive PR and communications experience in Korea. He is also an Adjunct Professor at Sookmyung Women's University specialising in integrated marketing communications, international public relations and digital communications. Jeffrey is one of the Board's longest standing directors.

#### **Brett Moffat**

Brett is the Practice Leader (private equity and M&A Services) and Vice President at Marsh. He has previous held roles at the Korea Investment Corporation, KOTRA and various private equity firms. Brett is a Chartered Financial Analyst. 2018 is Brett's first year on the Board.

#### **Jason Murney**

Jason is the Country Manager of Fonterra Korea. The Fonterra Group is the world's largest exporter of dairy products, a leader in dairy science and innovation, owner of a significant portfolio of brands in Asia Pacific. Jason has been with Fonterra since 2004. During this time he has held various business and technical roles. 2018 will be Jason's first year on the Board.

## **Sunny Myung**

Sunny is the CEO of the Tiwi Trade Corporation, a leading Korean business specialising in importing food & beverages from NZ & Australia. Sunny has extensive experience in the F&B sector and has been a leader in the NZ community in Korea. She has also been the project manager for the Kiwi Chamber's NZ Wine Festival since 2008 & is also a director of the NZ F&B Group in Korea – a group established to represent and further the interests of NZ F&B importers in Korea. Sunny is one of the Board's longest standing directors.

#### Sam Barry - Ex-officio

Sam is the Second Secretary, New Zealand Embassy in the Republic of Korea at New Zealand Ministry of Foreign Affairs & Trade and is the Chamber's official Embassy representative on the Board. Sam has been with the Ministry of Foreign Affairs since 2013 and prior to that has held various positions within the New Zealand Government. 2018 will be Sam's second year as an ex-officio member of the Board.

#### Jack Stenhouse - Ex-officio

Jack is the Trade Commissioner of New Zealand Trade and Enterprise in Korea (NZTE) and is NZTE's official representative on the Board. Jack has been with NZTE since 2015 and prior to that time, worked as a Market Manager with a consulting company offering services to help companies establish and accelerate their impact in the Korean market. 2018 will be Jack's second year as an ex-officio member of the Board.

# WHY JOIN THE KIWI CHAMBER?

## THE TOP REASONS



EVENTS



ADVOCACY



**RESOURCES** 



COMMUNITY



CSR



## **EVENTS**

Our portfolio of events offer attractive networking opportunities, the chance to exchange ideas, extend & build business contacts, learn more about the Korea - New Zealand trade relationship & the benefits this relationship offers. Additionally, our events invite members & friends to learn more about the rich & diverse culture & history of both Korea & New Zealand.

## **Keynote events**

We organise a number of key, high profile events such as:

- the **New Zealand Wine Festival** this includes 2 events, one held in Seoul & the other in Busan. In 2018 our Seoul event will celebrate its 10th anniversary; and
- our end of year networking event, the "Grand Hui".

We also host events that profile prominent visitors from New Zealand, such as Government officials & Ministers. Examples of previous honorary visitors, include Rt Hon. John Key, when he was serving as Prime Minister of New Zealand, the Hon. Steven Joyce, when he was serving as Minister for Economic Development, Science & Innovation. We will also host, the Minister of Finance & Sport, the Hon. Grant Robertson during the 2018 Pyeongchang Winter Olympic Games in Korea.

In addition to offering our members a fun & vibrant experience, these events allow us to celebrate & showcase NZ's achievements pursuant to the Korea - NZ relationship.

## **Inspire with Innovation Speakers' Series**

This forum was launched in 2017 & was established to create opportunities for our members & friends to hear from & engage with inspiring leaders & innovators. This series also features special member only events e.g, most notably in 2017, Nick Halla from Impossible Foods. In 2018, this is anticipated to include NZ Ministerial visits & other prominent business leaders.

## Social / networking (Huis)

We organise regular social gatherings in more relaxed settings. These events are a great way for our members & friends to make new contacts & deepen existing relationships.

#### **Special events**

We also offer events with community partners to celebrate & / or commemorate what is meaningful to us as Kiwis - such as the rugby (Bledisloe Cup), Waitangi Day & ANZAC Day.

Additionally, we are a member of the Joint Commonwealth Chambers' Networking Group (comprised of Australians, the British, Canadians, Indians, Kiwis & South Africans). As the lead Chamber in 2017, we co-hosted a 300+ person networking event bringing together members from the international & Korean community. In 2018, this event will celebrate its 10th year. This is a unique networking event.

















## TOP REASONS TO JOIN THE KIWI CHAMBER

CONTINUED

## ADVOCACY

Since the signing of the Korea - NZ Free Trade relationship & also to be aware of any Agreement in 2015, we have placed great emphasis & focus on how we can continue to help our members who have an interest in business opportunities between NZ & Korea to promote, protect & advance their commercial interests. We do this in a number may bring to us from time to time of key ways:

## **Event outreach**

Hosting events such as the Wine Festival that connect us with high value contacts in the business community & also events featuring senior Ministers & Government officials from New Zealand.

#### **Forums**

Actively participate in & offer our members the opportunity to attend / contribute to trade & investment forums (such as those hosted by KOTRA) to discuss & represent our members' views

## Liaison & regular reporting

We regularly meet with key trade representatives from the NZ Government & have regular lines of communication with these representatives & the Chamber to ensure we remain up to date with key issues affecting the Korea - NZ trade

opportunities for engagement in foreign trade & or investment forums that we can be involved in & or offer our members for participation. This line of communication also enables us to represent any issues members

## **Industry & trade groups**

Via our directors, we also play an active leadership role in peak industry groups such as the NZ Food & Beverage Group. We also engage in Korea NZ FTA committee visitors from NZ to exchange ideas, information & offer feedback on behalf of industry players.

## Communication

In 2017, we invested funds to refresh our website & incorporate comprehensive trade policy information but also portals to enable our members to interact directly with the NZ Government on trade barriers.

The Chamber remains resolute in its commitment to strengthening our work in this area & will explore new opportunities in 2018 for how we can be strong advocates for our members. Funds in our 2018 Budget have included provision for this.

## RESOURCES

One of the most important benefits we offer our members is information on relevant issues affecting the Korea - NZ business relationship. The key ways we do this include:

## Digital media

We offer regular / relevant communication & updates via email, our digital & social communications platforms.

## **Business briefings**

We offer business briefings (by experts) from time to time on issues impacting on the Korea - NZ trade relationship & business environments.

## **General business directory**

Via our website, the Chamber provides comprehensive links to up-to-date information on doing business in Korea. Additionally, we share a special affiliation with our counterpart in NZ, the Korea NZ Business Council. Through this connection, we offer a pathway on both sides of the relationship to access information, advice & services that may be relevant to the Korea -NZ business relationship & that help to facilitate business between our countries. We are also a practical resources for contacts & can connect our members & friends with business partners & services.

## TOP REASONS TO JOIN THE KIWI CHAMBER

CONTINUED

## COMMUNITY

We offer members the opportunity to be a part of a growing & thriving community of people whom are passionate about cultivating & advancing the relationship between Korea & New Zealand.

We are also a great support a number of well known community groups. For example, ANZA Korea, the Kiwi Alumni & Pasifika Connect (an organisation that brings together and celebrates people from the Pacific Islands based in Korea). The Chamber also actively supports the work of the Asia NZ Foundation

an organisation established to help Kiwis thrive in Asia. We are also connected with the KEA World Class Network an organisation focused on connecting Kiwis & friends of Kiwis globally. As mentioned above, we share a special affiliate relationship with the Korea NZ Business Council & will work closely with them in 2018 on revitalising this relationship for the benefit of our members by increasing our engagement with them & exploring new & meaningful opportunities to connect.













## **CSR** CORPORATE SOCIAL RESPONSIBILITY

We are actively involved in our local community through raising funds & providing resources to assist a number of charitable organisations & community groups. Of note is our ongoing relationship with the **Songjukwon Girls Residence** & our CSR partners, ANZ, the Grand Hyatt & the NZ Embassy. Thanks to the support of these partners,

we are able to offer financial support to the "Songjuk girls" & meaningful opportunities for our members & friends to engage with the Korean community.

We also support the **Gapyeong School Scholarships Fund** and community groups that support charitable causes such as **ANZA Korea**.

















## TOP REASONS TO JOIN THE KIWI CHAMBER

CONTINUED

## PROFILE BRANDING, MARKETING & PRODUCT PLACEMENT

We offer a range of attractive marketing opportunities to enhance sponsor and member profiles, brands, products, services & businesses. We do this through our high profile events, social media network & digital communications such as our website & through direct email communications.

For example, the NZ Wine Festival in 2017 attracted over 600 guests, including high value contacts in the Korean F&B industry, senior diplomats, corporate & community leaders.

As mentioned previously, In 2017, the Chamber invested heavily in terms of time & resources to boost our social media presence & refresh our digital communications, including a complete rebuild of our website.

These platforms offer the Chamber great opportunities to:

- profile our members & sponsors (their businesses & achievements);
- to share information in a timely & relevant way; and
- allows us to engage in dialogue with our community about what we do and the issues affecting the business environment.



























# **EXECUTIVE SUMMARY**

## **CASH SPONSORSHIP BENEFITS**

The table below summarises the benefits the Kiwi Chamber offers for the different categories of sponsorship and membership with the Kiwi Chamber.

Please refer to the following pages to review the **detailed** benefits for each category as well as information regarding product and or service sponsorship (in-kind investment).

The Kiwi Chamber also understands that not "one size fits all" and welcomes the opportunity to discuss customised sponsorship arrangements with you.

Category	Description	Platinum	Gold	Silver	Corporate	Individual	Young professional
Membership	No. of individual memberships	5	3	2	2	1	1
Voting	No. of nominating & voting rights for the Board	5	3	2	2		
	No. of voting rights at the AGM	5	3	2	2	1	
Special privileges	Right to appoint a special advisor to the Board	<b>Q</b>	<b>Q</b>				
Events	No. of complimentary tickets & advanced invitation to key Chamber events	5	3	2			
	2018 Wine Festival member rate / group discount tickets	<b>Q</b>	<b>Q</b>	<b>Q</b>	<b>Q</b>	<b>Q</b>	
	Invitations to the Annual Sponsors' Dinner	2	1	1			
Event marketing	Formal acknowledgement & thank you offered at key Chamber events	<b>Q</b>					
	Featured logo on banners at key events & on accompanying materials (if any)	<b>Q</b>	<b>Q</b>	<b>Q</b>			
Digital / website	A full featured page on the Chamber's website (sponsors' page)	<b>Q</b>					
	Featured logo on the landing page of the website	<b>Q</b>	<b>Q</b>	<b>Q</b>			
	Logo on website	<b>Q</b>	<b>Q</b>	<b>Q</b>			
	Included in the online directory on the website	<b>Q</b>	<b>Q</b>	<b>Q</b>	<b>Q</b>	<b>Q</b>	<b>Q</b>
	Direct mail out to members & friends	<b>Q</b>	<b>Q</b>	<b>Q</b>			
Social media	To be featured on the Chamber's social media networks	<b>Q</b>	<b>Q</b>	<b>Q</b>			

## Special notes & conditions:

- The Kiwi Chamber is a registered non-profit organisation and is governed by its constitution available on our website at www.kiwichamber.com. All memberships and sponsorships terms and conditions are subject to compliance with those terms. To the extent of any inconsistency, the constitution will prevail.
- Events are subject to change and benefits may also be added to and amended during the course of the year. You will be notified if and when this occurs.
- You may upgrade your sponsorship / membership category anytime during the course of the year by contacting the Executive Director.
- Discounts may apply on membership / sponsorship fees if you join midway through the year. Please contact the Executive Director for details.
- All sponsorship and membership benefits expire on 31 December unless otherwise agreed with you. Any benefits that are not used during the course of the year will not be rolled over to the next membership year.









# PLATINUM SPONSORSHIP

10 MILLION KRW (per year)

# BENEFITS DESCRIPTION

## **MEMBERSHIP**

5 individual memberships.

## VOTING

- 5 nominating & voting rights for the election of the Board.
- 5 voting rights at the AGM.

# SPECIAL PRIVILEGES

Right to appoint a Special Advisor to the Board.

#### **EVENTS**

- 5 complimentary tickets to each key Chamber event in 2018.
- Priority / advanced invitation to all Chamber events in 2018.
- Up to 50 tickets at the member rate for each of the Seoul & Busan 2018 Wine Festival Events.
- 2 invitations to the Chamber's annual Sponsors Dinner with the New Zealand Ambassador, the Chairman of the Chamber & the Board.
- Premium Seating (where applicable) at key Chamber events.

## EVENT MARKETING

- Your company formally acknowledged & thanked at key Chamber events.
- A prominently featured logo on banners at key Chamber events & on any accompanying promotional materials (if any).

# DIGITAL & SOCIAL MEDIA

- Website: A full featured page on the Kiwi Chamber's website (sponsors' page) & a logo featured on the home page.
- Social media: To be featured once a quarter on the Chamber's Facebook page & Instagram feed.
- Direct digital marketing: At the commencement of the membership year, an email introduction sharing all our major sponsors and prominently featuring your company to all our members & friends and the most prominently featured logo at the bottom of key email / digital correspondence from the Chamber.









# **GOLD SPONSORSHIP**

5 MILLION KRW (per year)

BENEFITS	DESCRIPTION			
MEMBERSHIP	3 individual memberships.			
VOTING	<ul><li>3 nominating &amp; voting rights for the election of the Board.</li><li>3 voting rights at the AGM.</li></ul>			
SPECIAL PRIVILEGES	Right to appoint a Special Advisor to the Board.			
EVENTS	<ul> <li>3 complimentary tickets to each key Chamber event in 2018.</li> <li>Priority / advanced invitation to all Chamber events in 2018.</li> <li>Up to 30 tickets at the member rate for each of the Seoul &amp; Busan 2018 Wine Festival Events.</li> <li>1 invitation to the Chamber's annual Sponsors Dinner with the New Zealand Ambassador, the Chairman of the Chamber and the Board.</li> <li>Premium Seating (where applicable) at key Chamber events.</li> </ul>			
EVENT MARKETING	A featured logo on banners at key Kiwi Chamber events & accompanying promotional materials (if any).			
DIGITAL & SOCIAL MEDIA	<ul> <li>Website: Logo &amp; core company details included on the Kiwi Chamber's website.</li> <li>Social media: Two opportunities to be featured during the course of the year on the Kiwi Chamber's Facebook page &amp; Instagram feed.</li> <li>Direct digital marketing: At the commencement of the membership year, an email introduction (sharing all our major sponsors) to our</li> </ul>			

/ digital correspondence from the Chamber.

members & friends & also a featured logo at the bottom of key email







# SILVER SPONSORSHIP

2 MILLION KRW (per year)

## BENEFITS DESCRIPTION

## **MEMBERSHIP**

2 individual memberships.

## VOTING

- 2 nominating & voting rights for the election of the Board.
- 2 voting rights at the AGM.

## **EVENTS**

- 2 complimentary tickets to each key Chamber event in 2018.
- Priority / advanced invitation to all Chamber events in 2018.
- Up to 20 tickets at the member rate for each of the Seoul & Busan 2018 Wine Festival Events.
- 1 invitation to the Chamber's annual Sponsors Dinner with the New Zealand Ambassador, the Chairman of the Chamber & the Board.
- Premium Seating (where applicable) at key Chamber events.

## EVENT MARKETING

A featured logo on banners at key Kiwi Chamber events & accompanying promotional materials (if any).

# DIGITAL & SOCIAL MEDIA

- Website: Logo & core company details included on the Kiwi Chamber's website.
- Social media: Two opportunities to be featured during the course of the year on the Kiwi Chamber's Facebook page & Instagram feed.
- Direct digital marketing: At the commencement of the membership year, an email introduction (sharing all our major sponsors) to our members & friends & also a featured logo at the bottom of key email / digital correspondence from the Chamber.









# CORPORATE SPONSORSHIP

**300,000 KRW** (per year)

## **MEMBERSHIP** 2 individual memberships.

## **VOTING** • 2 nominating & voting rights for election of Board.

• 2 voting rights at the AGM.

## • 2 tickets at membership rates to all Chamber events in 2018.

- Priority / advanced invitation to all Chamber events in 2018.
- Up to 20 tickets at the member rate for each of the Seoul & Busan 2018 Wine Festival Events.

## DIGITAL & SOCIAL MEDIA

- Website: Logo & core company details included on the Kiwi Chamber's online members directory.
- Social media: An opportunity to be featured during the course of the year on the Kiwi Chamber's Facebook page & Instagram feed.
- Direct digital marketing: At the commencement of the membership year, an email introduction (sharing all our corporate sponsors) to our members & friends.









## INDIVIDUAL

100,000 KRW (per year)

BENEFITS	DESCRIPTION
MEMBERSHIP	1 membership.
VOTING	<ul><li>1 nominating &amp; voting right for the election of the Board.</li><li>1 voting right at the AGM.</li></ul>
EVENTS	<ul> <li>1 ticket at the member rate for all Kiwi Chamber events in 2018.</li> <li>Up to 5 tickets at the membership rate for the 2018 Wine Festival in</li> </ul>

DIGITAL MEDIA: A line of individual information included on the Kiwi Chamber's website -

members directory.

Seoul & Busan.

## YOUNG PROFESSIONAL

**50,000 KRW** (per year)

The following conditions apply to this category:

- · Eligible to those 35 years and under.
- Open to young business people with an interest in the Korea NZ business relationship.
- · Limitations: No voting rights and cannot hold office [Note: if individuals wish to run for a position, they can upgrade their membership to a full individual membership & be eligible].

BENEFITS	DESCRIPTION
MEMBERSHIP	1 membership
EVENTS	1 ticket at the member rate for all Kiwi Chamber events in 2018.

DIGITAL MEDIA: A line of individual information included on the Kiwi Chamber's website -

members directory.



There are two other categories of membership available. Please review the eligibility criteria & contact us if you wish to apply.

## **NIL KRW**

Non-Resident - a person not living in Korea at the time of application, but who has an interest in the Korea - New Zealand business relationship.

Honorary Life Member - this class of membership may be conferred by the Board upon a Member who is deemed to have provided outstanding service to the Kiwi Chamber & such Member shall be exempt, for life, from paying an Annual Membership Fee.









# PRODUCT OR SERVICE SPONSORSHIP

**IN-KIND INVESTMENT** 

## **OVERVIEW & BENEFITS**

In addition to cash sponsorship, the Kiwi Chamber also offers "sponsorship inkind" arrangements on an event specific basis.

This category of sponsorship generally applies to items essential to our events, such as food & beverages, design services, photography also raffle prizes.

The benefits vary depending on the nature and value of sponsorship offered, including the event profile.

## Prospective benefits include:

- Logo placement on event banners & other related promotional materials
- Social media exposure
- Access to large audiences
- New product / brand exposure
- The opportunity to test new products / brands
- Electronic direct marketing
- Recognition as a Kiwi Chamber sponsor
- The opportunity to support the Kiwi Chamber's community and charitable work