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In association with



### **SPONSOR OPPORTUNITIES**

Unlocking the power of payments together

21st - 22nd March 2023 Old Billingsgate Market

www.pay360conference.com

#PAY360 ♥: @ThePAssoc in : The Payments Association









### Bringing together attendees from across the entire payments value chain to meet and do business

The annual meeting place for the payments industry, PAY360 will bring together **over 2000** of the most senior representatives from **banks**, **merchants**, **government**, **investors**, **fintechs**, **FIs**, **card providers**, **consultants** and **solutions providers**.

Whether you are an established bank, emerging fintech or sit anywhere in between, PAY360 is the only conference where you will leave the sessions knowing exactly what your business and product development plan for tomorrow should look like. It will offer you clear visibility on the challenges you will face along the way and a plan for overcoming them, as well as with the contacts you need to form strong collaborations across the whole value chain.

### New for 2023



#### The largest PAY360 expo floor ever seen

New venue, more stands, bigger builds, more attendees and more leads. With live 'on the show floor' demos, breakout spaces, an exclusive VIP and speaker lounge, and expo theatre where there will be 'meet the CEO' presentations happening. In addition, and for the first time ever, there will be expo-only attendee passes to guarantee more traffic to your stand.



#### Over 40 hours of tailored content

With 3 streams of content across 2 days, and 150 speakers, attendees can truly tailor their conference experience this year. So you will be showcasing your expertise to a pre-qualified audience.



#### **Facilitated networking**

Connect with other attendees and set up meetings in advance using the new event app. With a dedicated networking area this year, it will be easier to identify new business opportunities.

### Enquire about sponsorship

To secure your package contact **Tom McCormick** on **+44 20 7378 9890** or email **Tom.McCormick@ThePaymentsAssociation.org** 



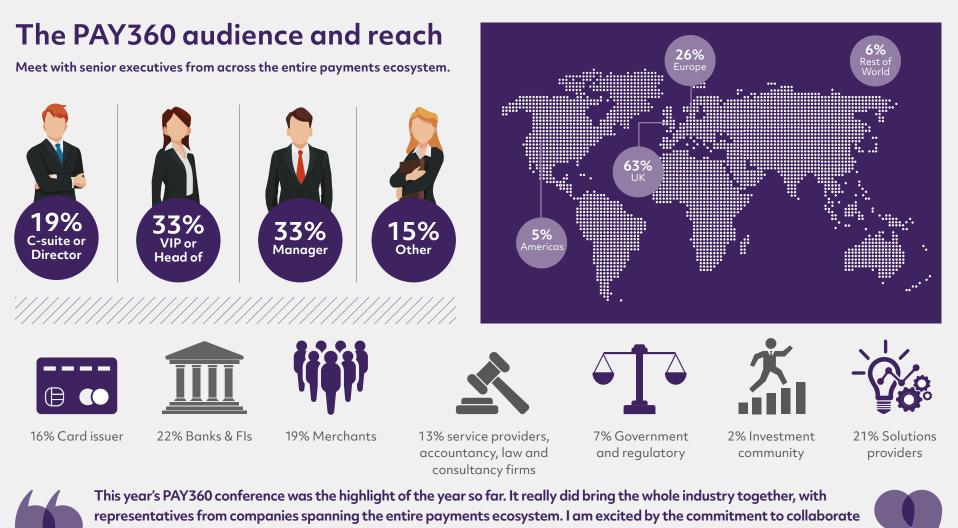




2000+ Attendees Over 50% Head of department or senior attendees

50% Banks, government, investors or merchants





with the aim of driving meaningful change for everyone.

Marion King, Former Director of Payments, Natwest and Chair of the Advisory Board, The Payments Association



### **2022 Headline Speakers**



Malintha Fernando Head of Digital Experience and Accessibility HSBC



Paul Roe Head of Department for Payments Supervision FCA



David Jones Head of Fintech Mastercard



Diana Carrasco Vime Managing Director Head of Merchant Services Lloyds Banking Group



Jessica Richards Head of Market Development, Payments NatWest



David Head Vice President for Open Banking Product Management Mastercard



Jason Maude Chief Technology Advocate Starling Bank



Chris Hemsley Managing Director Payment Systems Regulator



Steve Everett Managing Director Payables & Receivables Client Products Lloyds Banking Group



Srini Kasturi Global Head of Instant Payments, Country Products and Innovation Barclays Corporate Banking

### **Skeleton Agenda**



\*Agenda subject to change

• J.P. Morgan

Jack Henry

• JRJ Group

JustLend

KaizenPay

Konsentus

• KPMG

Kvriba

• Lano

• IBG

Lebara

Lenfa AB

• LHV UK

LiveScore

• Lloyds Bank

Mastecard

Maxatech

McLEAR

MeaWallet

• Lune

• Mbb

Lume Consulting

Lendlt Fintech

Lerex Technology

Linares Aboaados

· LINK Scheme Limited

Manifesto Growth Architects

MBNE Consultancy Ltd

McKinsey & Company

MCBorrelli Advisors Limited

•

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LexisNexis Risk Solutions

Keystone Law

• JP Morgan Chase

• Kernel Edge Technologies Ltd

Kingmere Consulting Ltd

Lateral Payment Solutions

Kite Distribution Ltd

• JB.

Joker's

• High Commission of Canada

• HM Revenue & Customers -

HMRC

Homely

HooYu

HSBC

HyperJar

IBM

• IDC

• ID-pal

Inetum

• ING

InPay

Inted Ltd

Intellias

Intercash

• iProov Ltd

iseepr

• Holiday Extras

Hood Group

Huawei Technologies

Humane Technologies

IBOS ASSOCIATION LTD

ICICI Bank UK Plc

Icon Solutions

Ideas Crucible

IDT Finance

Ikano Bank AB

Infosys Limited

Imburse Payments

InComm Payments

InnoValor - ReadID

Integral development

Interactive Transaction

Solutions Ltd

Invest Newcastle

Investec Private Bank

Invictus Ventures Itd

Interactive Media Britain Ltd

### **Companies that attend include:**

- 300Brains
- 3S Money Club
- Absolute Payment Solutions Ltd
- Accelerated Career Results Ltd
- Accenture
- ACE Money Transfer
- Acquired.com
- Addleshaw Goddard LLP
- Adhara
- AEVI International GmbH
- AG Strategy & Partners
- ai Corp
- AIBMS
- Aiia, a Mastercard company
- AIMS Markets
- Akbank
- Aldermore Bank
- ALT/AVE
- Amadeus IT Group
- Amazon
- Amazon Payments
- American Express
- Andaria Financial Services Limited
- Angus Burrell
- Answer Pay
- Apax Partners
- Aperio Intelligence Ltd
- Aptap
- ARRIVAL
- AS LHV Pank
- Assetize
- Atos
- AWS
- Axcess
- AZA Finance
- · B2B Payment Solution eqwire and B2BinPay UK
- B2Binpay

- B4B Payments Baker McKenzie Banco De Portugal Bandwidth Recruitment Bank of America Bank of Thailand Bankable • Banked
  - Barclaycard
  - Barclays Corporate Banking Barnes International
- Big Group
- Bizie
- Blackhawk Network
- Bluechain
- Bluesnap
- BNP Paribas
- Bowsprit International Ltd
- bpost
- BR-DGE
- Bzbee LLC
- Caixabank
- CAMBRIST
- Camwick Limited
- Capco
- Cardstream
- Carlson
- Cashplus
- CashtoCode (Funanga AG)
- Castles Technology Spain
- CCS
- Chatsworth Communications
- · Cipher Digital
- City of London Corporation
- Clear Junction
- ClearBank
- Cleva Technology Services Ltd EBRD
- CleverCards Eckoh
- Client Delivery

Ecospend

• Embignell Ltd

Empiria Group

enterpoint group

• E-Pay Logistics Ltd

Ernst & Young LLP

ESCP Business School

European Card Payment

European Merchant Bank

Association (ECPA)

• Exela Technologies

Equiniti Credit Services

• Equiniti Global Payments

• Elly Financial Technologies Ltd.

Enfuce Financial Services

Ekko

EPSM

• Etg

• ETT

ETPPA

eWeek UK

Exactly.com

Experian

Facebook

Fastcredit

Fast Shift Ltd

Featurespace

Fidelis for PIF

• FinAdin Zrt.

Finclusive

• Fexco Payments & FX

 Finance Magnates Financial Conduct Authority

• Financial institution

• EY

• FCA

FIME

(EQPay)

elly

FinFlag

Fiserv

Fisglobal

Fluenccy

• FN1X Ltd

• Freelance

• FRM United

Frasers Group

FRB Philadelphia

Frontier Economics

FSCom Limited

FSS Technologies

FTFT UK LIMITED

Future Processing

Evorin

• G+D

• GBI

• GALITT

GC Partners

Geoswift

Genesis Analytics

Giesecke & Devrient

Global Payments UK

• Gross & Co., Law Firm

• Hahn Air Lines GmbH

Getnet Europe

GFT Poland

GoCardless

• Gr4vy, Inc

Guestline

• Hart Wilcox

• HDFC Bank

Headcount

• GNK

• Future Fintech Group Inc.

Flybit

Flex Money

FIS Worldpay

Fintech Talent Solutions

- Commissionly
- Compliancy Services Ltd
- ComplyFirst
- Conexus Group
- ConnectPay
- Contino
- Cornstone FS CREALOGIX
- · Credit Suisse (Switzerland) Ltd.
- Crown Commercial Service
- Crunch Accounting
- Data Consultancy Services
- DataArt Technologies UK

Clowd 9

- Dateio
- Decimal Factor
- Deloitte LLP
- Demica
  - DEMTECH International, SL · Department for International

Digiidnet

• Earo

Easyjet

EB Consulting

Ecommpay

- Trade
- Detected
- Deutsche Bank
- Dialect Communications Diebold Nixdorf
- Diggecard
- Digital Cerasee
- Digital Pound Foundation
- DiPocket
- Discover • E Transfer Technologies
- DynaPay Ltd



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The Pay360 event is a jewel in the crown of the payments industry - loads of great content, speakers, panel discussions and companies exhibiting. We'll be back next year! Aaron Holmes, CEO, Kani Payments





### Build your sales pipeline and generate leads

- PAY360 makes it easy for you to access your prospects and clients.
   Send personalised invitiations and use the event app to set up 1-2-1 meetings with your top prospects so that your time at the event is spent in the most effective manner.
- We remove the barriers; you communicate more effectively. Receive details of the attendees to your sponsored session and host downloadable content on the PAY360 and The Payments Association websites to generate MQLs.

### Why sponsor?

- Position yourself as a specialist in the sector
- Put yourself in front of decision makers and use our stage to enhance your profile by presenting a keynote or joining a panel discussion.
- Reach thousands of payments professionals by hosting content such as interviews, whitepapers, podcasts and case studies on your dedicated sponsor page of our website.

Tell your story, your way. Get involved in a short interview to introduce yourself, your product and your session and be exposed to The Payments Association network and members prior to the event.





**30,000+** Database of contacts

10,000+ 2500+ Unique Member companies contacts





in

14,000

LinkedIn

followers

pay®



followers

25,000+ 2 LinkedIn We connections view

**25,000+** Website page views annually





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### The ideal platform for launching new solutions

- More professionals, more exposure. Bringing you the most comprehensive agenda yet and 2000+ attendees that you can showcase your products to.
- We are here to make it easy for you to communicate with your audience - whether it's on stage, through a session, or on your stand with your team.
- Let your clients come to you. Invite your existing clients to view your new products in situ and have your team there to increase coverage and engage with new leads.



### ραγ<sup>®</sup> Sponsor Opportunities



### Increase awareness and build brand trust

- Your association with the leading UK payments conference and exhibition will put your brand at the forefront of the industry.
- Leverage The Payments Association's extensive global marketing reach to increase your brand's visibility.
- We want to help you get your message out, in your way. Packages are always tailored, and sponsorship opportunities include lunch, networking, drinks or lanyards.

### Sponsor packages

To find out more about membership call **Tom McCormick on +44 20 7378 9890** or email **Tom.McCormick@ThePaymentsAssociation.org** 

|   | Headline Sponsor              | Platinum                 | Lead Stream              | Gold Sponsor                    | Silver Sponsor                 | Exhibitor             |
|---|-------------------------------|--------------------------|--------------------------|---------------------------------|--------------------------------|-----------------------|
| Branding / Awareness  |                               |                          |                          |                                 |                                |                       |
| Event named in association with sponsor   | V                             |                          |                          |                                 |                                |                       |
| Stream named in association with sponsor  |                               |                          | v                        |                                 |                                |                       |
| Dedicated invitation email on behalf of Sponsor   | All registered attendees      | All registered attendees |                          |                                 |                                |                       |
| Dedicated social media post promoting session   | <i>v</i>                      | <i>v</i>                 | V                        | <ul> <li>✓</li> </ul>           | <i>v</i>                       |                       |
| Co-branded HTML e-mails or social media entries   | 4                             | 3                        | 2                        | 1                               |                                |                       |
| Brand visbility within all relevant PAY360 Promotional advertising and html email marketing (Pre and Post event)                | V                             | V                        | ~                        | ~                               | V                              | ~                     |
| Hyperlinked company profile and logo on PAY360 webpage  | V                             | V                        | V                        | <ul> <li>✓</li> </ul>           | V                              | <ul> <li>✓</li> </ul> |
| Personal email invitations sent to up to delegates of your choosing   | 100                           | 50                       | 25                       | 20                              |                                |                       |
| Enhanced sponsor listings page on the PAY360 website  | V                             | V                        | V                        | V                               | V                              |                       |
| Enhanced speaker profile on the PAY360 website  | V                             | V                        | <ul> <li>✓</li> </ul>    | <ul> <li>✓</li> </ul>           | V                              |                       |
| Marketing asset hosted on the The Payments Association website with lead generation   | V                             | V                        | ~                        | ~                               | V                              |                       |
| Sponsor logo and profile in onsite event guide  | V                             | V                        | V                        | V                               | V                              | v                     |
| Brand promotion in conference room / stage sets   | V                             | V                        | V                        | <ul> <li>✓</li> </ul>           | V                              |                       |
| Extensive branding across event signage   | V                             | V                        | v                        | v                               | V                              |                       |
| Full page advert in event guide   | V                             | V                        | V                        |                                 |                                |                       |
| Half page advert in event guide   |                               |                          |                          | <ul> <li>✓</li> </ul>           | ~                              |                       |
| Inclusion of sponsored items in delegate bags   | V                             | V                        | V                        |                                 |                                |                       |
| Thought Leadership  |                               |                          |                          |                                 |                                |                       |
| Keynote solo speaking slot  | V                             |                          |                          |                                 |                                |                       |
| Keynote panel speaking slot   |                               | V                        |                          |                                 |                                |                       |
| Lead stream solo keynote speaker session  |                               |                          | V                        |                                 |                                |                       |
| Solo speaking slot in stream  |                               |                          |                          | V                               |                                |                       |
| Panel speaking slot in stream   | $\checkmark$                  |                          |                          |                                 | $\checkmark$                   |                       |
| Exhibition / Networking   |                               |                          |                          |                                 |                                |                       |
| Exhibition stand  | 36sqm (6m x 6m)<br>Space Only | 18sqm (6m x 3m)<br>Shell | 18sqm (6m x 3m)<br>Shell | 18sqm (3m x 6m)<br>Shell Scheme | 9sqm (3m x 3m)<br>Shell Scheme | Variable              |
| Delegate passes   | 30                            | 20                       | 15                       | 10                              | 5                              | 2 per 9sqm            |
| Furniture package included in shell scheme  |                               | V                        | V                        | V                               | V                              | V                     |
| Exhibitor listing on event website  | V                             | V                        | <ul> <li>✓</li> </ul>    | <ul> <li>✓</li> </ul>           | <ul> <li>✓</li> </ul>          | v .                   |
| Lead Generation   |                               |                          |                          |                                 |                                |                       |
| Job title and company of all registered attendees subject to GDPR provided pre-event  | V                             | V                        | V                        | ~                               | V                              | ~                     |
| Access to all opt-in contact details - name, company and contact details where provided (subject to GDPR) for sponsored session | V                             | V                        | V                        | ٧                               | V                              |                       |

Some of our most popular sponsorship packages are outlined below. That said, we can tailor our sponsorship and exhibitor packages to suit your business objectives and budgets. Get in touch today and we will help you achieve the best return on your investment.

### **Platinum Sponsor**

As a Platinum Sponsor, your brand will become integrated within the DNA of PAY360; receiving the second highest-level of visibility within the marketing campaign, the venue, the content programme, online and post-event.

Your company will receive unsurpassed recognition by our attendees, with continuous brand exposure during the build-up to the event, live and beyond.

- As a Platinum Sponsor, you'll be placed just under the Headline Sponsor to maximise your brand visibility across all PAY360 marketing collateral, and via a dedicated email going out to all the registered attendees pre-event.
- Position your executives as senior and authoritative voices in the industry by securing a keynote panel presentation. Show you are the experts in your field by speaking alongside the leading minds in payments.
- Your sessions will not only take place in front of a live audience, but be recorded for the global payments industry post event so that you can continue to build your share of voice beyond the event itself.
- You'll also get a premier position on the exhibition floor and a full page advert in the exhibition guide to drive traffic to your stand.
- Gain a competitive advantage by having your team dominate the event with 20 delegates and having The Payments Association team send personal invites to 50 delegates on your behalf.
- Price: £40,000 + VAT

### Lead Stream

With 3 streams per day, over 2 days, you can align your brand with a specific topic and present to a prequalified audience.

As Lead Stream sponsor you also have the opportunity to shape the agenda for your sponsored stream.

- Position your executives as senior and authoritative voices in the industry by securing a Lead Stream Solo Keynote. Show you are the experts in your field and position yourself as a thought leader.
- You'll also get contact details (subject to GDPR) for all the attendees in your session so you can re-engage them post event.
- Get a premier position on the exhibition floor and a full page advert in the exhibition guide to drive traffic to your stand.
- Gain a competitive advantage with 15 delegate passes included in your package and having The Payments Association team send personal invites to 25 delegates on your behalf.
- Price: £35,000 + VAT



The Gold Sponsorship Package positions your brand as a subject matter expert and thought leader within the industry. You will be recognised as a major sponsor with priority branding, thought leadership, networking and lead generation opportunities to a dedicated senior audience of payments professionals.

- Have your say on a subject of your choosing in the main conference agenda through a solo speaking slot. Gain control over the message you are conveying and subsequently position yourself as a thought leader on the subject.
- Increase brand visibility and trust by having your logo positioned prominently across all the PAY 360 marketing collateral. Leverage The Payments Association's extensive global marketing reach to attract the attention of a diverse range of potential prospects that you wouldn't have had access to before.
- Generate MQLs by hosting a marketing asset on the PAY360 and The Payments Association's websites and receive contact details for those attendees who viewed your session (subject to GDPR).

•

- Gain a competitive advantage by having a strong presence at the event with 10 delegate passes and having The Payments Association team send personal invites to 20 delegates on your behalf. Use the list of attendees (job titles and companies) pre-event to determine your list of top prospects.
- Network with prospects and secure sales leads through prime positioning and a large shell-scheme stand on the exhibition floor and drive traffic to your stand with a full page advert in the exhibition guide.
- Price: £29,000 +VAT

### **PQY**<sup>®</sup> Sponsor Opportunities

# Choose a sponsorship package that's tailored to meet your objectives

### Silver Sponsor

The Silver Sponsorship Package gives you the opportunity to showcase your expertise and increase your brand presence. Align your brand with industry leaders and have your say on important topics around payments.

- Show you are an expert in your field by joining a panel discussion alongside the industry thought-leaders. Receive contact details of the individuals who viewed your session so you can convert them from MQLs to SQLs.
- Increase brand awareness by having your logo featured on all PAY360 marketing collateral and build brand trust through your association with the leading payments event.

Gain a competitive advantage by having a strong presence at the event with 5 delegate passes and use the list of attendees (job titles and companies) pre-event to determine your top prospects.

- Network with prospects and secure sales leads with an exhibition stand and drive traffic via a half page ad in the exhibition guide.
- Price: £21,000 +VAT

### Exhibitor

As an Exhibitor you can demonstrate your solutions to over 2000 payments professionals in just one day. Showcase your solutions and services to an engaged senior industry audience, meet prospects and gain leads.

- Showcase your products and services and generate sales leads via an exhibition stand, using the list of attendees (job titles and companies) pre-event to determine your top prospects.
- Engage with more potential clients by taking advantage of multiple delegate passes included in your Exhibitor Package and drive traffic to your stand via an exhibitor listing on the PAY360 website and in the event guide.

- Increase brand awareness by leveraging The Payments Association's extensive marketing reach and having your logo featured on all PAY360 marketing collateral.
- Price: POA £950 +VAT per sqm



### Lanyard Sponsor

 Sponsor logo to be placed on all lanyards given out to all attendees during registration and badge collection

### Wi-Fi Sponsor

- Sponsor option to name Wi-Fi network and password (e.g Network name: PAY360\_Sponsor, Password: Sponsor123)
- Sponsor logo to appear on Wi-Fi landing page

Sponsor to receive 2 x complimentary passes to attend the event

Sponsor logo to appear on

onsite signage with

Wi-Fi log in details

attend the event

Price: £10,000 +VAT

Sponsor to receive 2 x

complimentary passes to

SOLD OUT

### • Sponsor logo to appear on

registration page on the PAY360 website

**Registration Sponsor** 

- Sponsor logo to appear on all email campaigns as 'Registration sponsor'
- High visibility branding in the registration area at the event
- Sponsor logo to appear on directional signage for registration at the venue
- Sponsor logo to appear on all onsite branding
- Sponsor logo and profile listed on the PAY360 website

- Sponsor logo and profile listed in event guide
- Half page advert included in the event guide (supplied by sponsor)
- Sponsor to receive 3 x complimentary passes to attend the event
- Recognition in post-event marketing campaign to The Payments Association's database, event attendees and registrations
  - Price: £20,000 +VAT



#### Delegate Bag Sponsor

### Agenda Sponsor

#### Applicable for main conference session room only

- Sponsor logo to appear on environmentally friendly reusable cotton tote bags handed out to each delegate at the event
- Gift/promotional material to be included in the bag (supplied by sponsor)
- Sponsor to receive 2 x complimentary passes to attend the event
- Price: £11,000 + VAT

- Sponsor logo to appear on agenda pages on the PAY360 website
- Sponsor logo to appear on any email campaigns highlighting the conference agenda
- Sponsor logo to appear on agenda pages in the event guide

- Full page advert to be positioned in between agenda pages of the event guide (prime spot)
- Sponsor logo to feature on agenda boards outside the main conference room
- Sponsor to receive 2 x complimentary passes to attend the event
- Price: £11,500 +VAT



### Coffee Cart/ Smoothie Bar Sponsor

### Positioned in upstairs exhibition area in the Networking Lounge

- Exclusive sponsor branding on coffee cart/smoothie bar station. Branding costs to be covered by The Payments Association, sponsor to provide artwork.
- Exclusive sponsor logo branding on coffee cups
- Sponsor to receive 2 x complimentary passes to attend the event
- Additional branding around the coffee/smoothie bar area

### Option to add Cookie Bar if coffee cart chosen for

- additional £2,500 +VAT. This option will include:
- Cost of cookies (various options)
- Cookie labels to include your logo
- Logo on greaseproof bags
- Logo on napkins
- Price on application

- Gin O'Clock Sponsor
  - Afternoon coffee break to be replaced with gin cocktails, with The Payments Association covering the cost
- Branding in the catering area serving the cocktails with sponsor logo listed as 'Gin O'Clock Sponsor'
- Feature in the agenda with timings of Gin O'Clock
- Stage announcement before break
- Sponsor to receive 2 x complimentary passes to attend the event
- Price: £15,000 + VAT

### Networking Reception Sponsor

- Networking reception to feature at the end of day over the course of one hour
- Drinks and canapes covered by The Payments Association
- Branding in the catering area serving the drinks with sponsor logo listed as 'Networking Reception Sponsor'
- Sponsor logo to appear on all onsite branding
- Sponsor logo and profile listed on the PAY360 website

- Sponsor logo and profile listed in event guide
- Sponsor to receive 3 x complimentary passes to attend the event
- Recognition in post-event marketing campaign to The Payments Association database, event attendees and registrations
- Price: £15,000 +VAT





Pay360/Digital Currencies was a very enjoyable in person event with good content and the opportunity to network with customers, partners and new contacts.



Great event with ample opportunity to network with peers in the industry and discuss new partnership opportunities. Paddy Beagan,



GM Europe & VP Sales (International), Vesta



Ian Kerr, Director of Business Development, Episode Six

This has been my first Pay360 and it will certainly not be my last. Fantastic event to learn and network. Michale Cooke, Business Development Director - Financial Services and Payments, EY

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### Get in touch

To discuss any of the sponsorship packages in this prospectus, please contact

Tom McCormick on +44 20 7378 9890 or email Tom.McCormick@ThePaymentsAssociation.org



In association with



#### **The Payments Association**

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### www.pay360conference.com

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