Morningstar<sup>®</sup> Investment Conference Madrid 2018

Sponsorship Kit

# Morningstar°MadridInvestment Conference2018

### May 8, 2018

Auditorio de la Fundación Mutua Madrileña Paseo De Eduardo Dato, 20 28010, Madrid

For more information on sponsorship opportunities, please contact: Sales team at sales.esp@ morningstar.com Our one-day conference in Madrid seeks to showcase cutting-edge investment research and financial innovations from industry experts. The seventh annual Morningstar® Investment Conference is a unique opportunity to meet and hear from authorities in the local and international financial field and to learn about new and traditional investment approaches to asset allocation, investment research and portfolio construction. The format features speeches by respected authorities in their field and discussion rounds are hosted by our analysts and provide for an interactive experience. Breaks allow for ample networking opportunities in a professional setting. Morningstar will be reaching out to attract advisors and institutional investors in Italy. We expect to host more than 280 attendees. Our clients and prospects base span the entire spectrum of investors, including insurance firms, private banks, wealth managers, pension funds, family offices and fund firms. The Morningstar Marketing Team will send email invitations to a qualified list of over more than 10.000 contacts and personal invitations to selected names are an effective way to reach our target audience.



### **2017 Conference Statistics–Delegates**

Exhibiting at the Morningstar Investment Conference is one of the most effective ways to reach those who make decisions about buying your products and services. Sponsoring the conference maximizes your firm's visibility Speakers and Presenters Exhibiting at the Morningstar Investment Conference is one of the most effective ways to reach those who make decisions about buying your products and services. Sponsoring the conference maximizes your firm's visibility Speakers and Presenters Exhibiting at the Morningstar Investment Conference to reach a captive audience of experienced financial professionals, as evidenced by these statistics from the 2017 conference. 100% of conference delegates were satisfied with MIC Spain.

Why Attendees	Speakers and Presenters	68,3	
Choose Our Conference	Topics	68,3	
	Conference Organisers	66,0	
	Networking Opportunities	60,0	-
		%	
How valuable were the exhibit booths to your overall conference experience?	Valuable or Above	76,6	
		%	
How useful did you	Useful or Above	75,0	
find the Morningstar mobile app?			

### 2017 Conference Statistics–Attendees Breakdown

		%
Attendees By Firm Type	Financial Advisory/Consulting Firm	24,1
	Investment Management	18,1
	Private Bank/Wealth Management/Family Office	14,4
	Media/Publication	13,0
	Asset Management	12,5
	Other <sup>1</sup>	7,4
	Academic Institution/Library/Association	3,2
	Insurance Firm	2,7
	Broker Online	2,3
	Stock Exchange	1,8
	Source: 2017 Morningstar Investment Conference Spain Deleg	ate Survey
		%
Attendees By Job Type	CEO/Managing Director/Partner	27,0
, , ,	Financial Advisor/Wealth Manager	18,0
	Asset Manager/Portfolio Manager	11,0
	Analyst	10,0
	Sales/Marketing	10,0
	Journalist/Media	10,0
	CIO/Investment Manager	7,0
	Other <sup>2</sup>	4,0
	Finance/Accounting	2,0
	Source: 2017 Morningstar Investment Conference Spain Deleg	ate Survey
		%
Asset Under Management	€ 0-50 million	<b>62,2</b>
About Onder Management	€ 300–600 million	11,4
	€1–2 billion	9,8
	€ 200–300 million	6,5
	€ 50–100 million	4,9
	€ 2 billion+	3,2
	€ 600 million−1 billion	1,6
	Source: 2017 Morningstar Investment Conference Spain Deleg	

<sup>1</sup>Other includes private equity firms, pension funds and foundations. <sup>2</sup>Other includes traders, academic professionals and SRI experts.

### Sponsorship

#### Principal

As the principal sponsor of the 2018 Morningstar Investment Conference, your company has the opportunity to be a key part of the attendee experience throughout the conference. Your sponsorship gives you prime placement in the exhibit hall, a double-sized booth space, and extra passes for your exhibiting staff. As the principal sponsor, your company will reach all attendees using laptops and mobile devices via mobile app. Your sponsorship includes one banner ad in the mobile app and one push notification to mobile app users during the conference.

You will be also entitled to choose two additional opportunities at no extra cost, which include the possibility to provide a branded pen or notebook for all attendees, to sponsor Coffee-break, Lunch and include other promotional items in the Conference Room. In addition to your on-site presence, advertising exposure includes logo placement in preconference marketing materials, including email and direct mail, and on the conference website.

#### Lead

As one of three lead sponsors of the 2018 Morningstar Investment Conference, your company will be visible to attendees on several different fronts. All attendees will receive conference materials upon registration. As a lead sponsor, you have the option to provide a branded pen or notebook for all attendees, or to sponsor a coffeebreak or lunch. Advertising exposure includes logo placement in preconference marketing materials, including email and direct mail, and on the conference website.

#### Exhibitor

As one of five exhibitor sponsors, your company will exhibit in a booth place of at least 3m x 2m. Advertising exposure includes logo placement in preconference marketing materials, including email and direct mail, and on the conference website.

## **Sponsorship Benefits Overview**

	Principal	Lead	Exhibitor
Number Available	1	3	5
Sponsor listing on the Morningstar Investment Conference website, with your company logo and a link to your website	C	C	C
Company logo, appropriately tiered, on Morningstar Investment Conference marketing materials, including emails sent by Morningstar to qualified recipients and APP	S	C	Ø
Exclusive mobile app sponsor	¢		
Delegate passes for key clients (must meet Morningstar attendee criteria)	15	10	5
Conference passes for company representatives, including access to the sessions	5	3	2
Delegate list with attendee details, as permitted by data-protection rules	2 weeks before conf.	2 days before conf.	
Exhibition booth place (at least $3m \times 2m$ ) (provided by each Sponsor/Exhibitor)	€ 6x3 m high traffic	preferred place	C
Logo on conference signage	Ø	ø	
Logo included in looped, large-screen presentation	C	C	
Appropriately tiered company logo in the official printed Agenda distributed to all delegates	S		
Patronage announcement during the welcoming remarks	¢	¢	
Choose from the following: notepad, sponsorship of buffet luncheon, breakfast/breaks, pens, water bottles, promotional item (Supply is excluded)	Choose 2	Choose 1	
Distribution of promotional item in delegate bag	Ø	Ø	
Literature drop in conference room	S		
Online branding campaign (6000 euros of contract value to run during the month of the conference upon availability)	C		
2018 Package Price (local VAT not included)	€12.500	€7.500	€5.000





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