

TSI Congress

TSI Congress 2023

... where the **community** meets!

28 & 29 September 2023 | Berlin

Securitisation and Asset Based Finance – Contributing to financial market stability and growth of the real economy

Marketing Outline & Sponsoring Options

www.tsi-congress.com

Dear partners and sponsors,

We are very pleased to welcome you again to the TSI Congress in Berlin, which will return as a full face-to-face event this year!

Your feedback from the last congress and from numerous conversations since then underlines the high value of personal interactions, which we will again enjoy during exciting panel discussions, breaks, a wine evening and a chill-out.

Nevertheless, we will again be using technology to make recordings of the panel discussions. These will be made available to all speakers and participants free of charge after the event.

The congress has moved to a new location, the 'Steigenberger am Kanzleramt'. It is a modern business hotel that offers all the essentials for a successful TSI Congress 2023 - where the community meets!

What topics can we expect for the agenda? The geopolitical situation is unclear and has created a high degree of uncertainty. The economy has adapted to some extent to the effects of the Ukraine war and related sanctions, and inflation and the energy crisis seem to have passed their peak. But the transition to sustainability, digitalisation and infrastructure renewal continues. Enormous investments must be financed, and high-ranking representatives from politics and central banks in Germany and Europe have clearly stated that asset-based finance and securitisation must play an important role. This is particularly true for the European economy, where around 80% of corporate financing is still provided by banks, and securitisations are the ideal instrument for linking bank-based corporate financing with the capital markets.

At the same time, financial markets have moved back into the focus of policymakers and the public. Bank rescues have brought back memories of the global financial crisis and immediately spurred calls for more regulation. However, it is worth taking a deeper look into the causes of the recent distortions in banking. A thorough analysis should precede any regulatory intervention. Simply calling for stricter regulation cannot be the proper answer for European financial markets, which are subject to a level of strong and detailed regulation that is unparalleled worldwide.

At the TSI Congress 2023 our discussions of familiar topics will take place in a changed environment. Financial market stability, the Capital Markets Union, and the important function of securitisation in Europe have become more relevant again.

We invite you to address these topics with enthusiasm and to contribute to the further development of the financial industry.

We look forward to catching up again at the TSI Congress 2023!

TSI Congress ... where the community meets!

Jan-Peter Hülbert
Managing Director

Review 2022

In early autumn 2022 Europe was setting its sights on the geopolitical changes and the challenges of inflation and supply chain problems. Numerous economic and political setbacks during the year meant a historic inflection point for all of us, not only in Germany. At the TSI Congress 2022, high-ranking representatives from business, politics and regulatory authorities discussed many central issues around the topics of geopolitics, energy supply, inflation, financial markets and sustainability. The trailer of the TSI Congress 2022 provides a great review, along with experiences of the participants including the atmosphere of the two days in Berlin:




Trailer TSI Congress 2022 - Where the community meets (2:50) (strg+Klicken)

Under the heading '**Financing the economic transition – Building bridges between sustainability, growth and monetary stability**', around 500+ participants and speakers discussed the topics currently on the agenda onsite and around 150 participants followed the online streaming of almost 30 events over two days.



Opening forum TSI Congress 2022 'Finanzierung der wirtschaftlichen Transformation – wie gelingt der Spagat zwischen Nachhaltigkeit, Wachstum und Geldwertstabilität?' (In German) (1:14:12)

TSI Congress 2023 – Marketing outline // Key data

Event	Securitisation and Asset Based Finance – Contributing to financial market stability and growth of the real economy
Date 	28 and 29 September 2023 <i>Just click on the icon to add the dates of the TSI Congress 2023 to your diary</i>
Venue onsite	Hotel Steigenberger am Kanzleramt, Berlin
Organiser	True Sale International GmbH
Event structure onsite	1.5-day capital market congress with a pre-congress event hosted on 27 September 2023 at KfW and a cultural programme immediately following the congress from 3.00 to 6.00 pm on 29 September 2023
Event history	<p>The annual TSI Congress has become firmly established as a key Berlin-based event in the securitisation and asset-based finance markets. The 2022 Congress last year was the third to be conducted in a professional hybrid format. With more than 80 sponsors, media partners and supporting organisations, almost 650 delegates, of whom 500+ participants were onsite, broad participation by supervisory authorities such as Deutsche Bundesbank and the ECB, policymakers, EU representatives, investors, business associations and the press, the 2022 Congress attracted all key market players.</p> <p>After overcoming the Corona pandemic and seeing that market participants want to meet and talk onsite, we will return to a professional onsite format including all technical benefits of the previous years (event platform for preparation and follow up, recording of all sessions and simple and fast video on demand after the event). Simply: an event that meets your expectations for quality and implementation.</p>
Congress language	<p>The official congress language onsite is German, but the proportion of panels and workshops held and moderated in English is now a good 60% and signposting will be in English language as well.</p> <p>The internet presence is bilingual in German and English, and all marketing material (save the date, invitations) will be in English only.</p>

<p>Who will you meet at the Congress?</p>	<p>As in previous years, the annual TSI Congress will be supported by the entire securitisation and asset based finance industry as well as by policymakers and the business community. You will meet experts and executives, managing directors, partners and board members from the fields of credit and credit portfolio management, risk management, law and regulation, trade and bank treasury departments. You will have opportunity to exchange ideas with specialists from law firms, auditing companies and rating agencies, business service and management consulting companies. You will also meet investors from Germany and abroad.</p> <p>This top-class network of financial market participants will be joined by</p> <ul style="list-style-type: none"> ▪ representatives of the German economy, government (Federal Ministry of Finance, Ministry for Economic Affairs and Climate Action, Ministry of Finance of the State of Hessen) ▪ national (Deutsche Bundesbank, BaFin) and international supervisory authorities (ECB, EBA, ESMA) as well as ▪ academics working in this field. <p>The event will also be supported by the leading associations of the real economy, e.g.</p> <ul style="list-style-type: none"> ▪ Federation of German Industries (BDI) ▪ Federal Association of Leasing Companies (BDL) ▪ Federation of German Wholesale, Foreign Trade and Services (BGA) e. V. ▪ Association of German Chambers of Commerce and Industry (DIHK) ▪ German Association of the Automotive Industry (VDA) and ▪ Association of German Treasurers (VDT) <p>They will all use the event as a platform for communication and professional exchange.</p> <p>As we are recording all sessions, we are also able to virtually connect speakers globally, especially delegates from the supervisory authorities all over Europe.</p>
<p>Participant structure</p>	<ul style="list-style-type: none"> ▪ In 2022, almost 30% of participants in total (onsite as well as online) came from outside Germany: from Austria, Belgium, France, Ireland, Italy, Luxembourg, the Netherlands, Poland, Switzerland, the United Kingdom and the USA. ▪ Around 15% of participants are from the top management level (management board, managing directors, partners), more than 50% of participants are from the second and third management levels and senior specialists and experts. ▪ Investors/asset managers represent approx. 5–10% of the participants
<p>Event format</p>	<ul style="list-style-type: none"> ▪ Around 120 speakers will have the great opportunity to present themselves and their companies as well as their specialist topics in around 30 discussion forums and workshops, at expert round tables and at lunch/breakfast events that will form the core of the TSI Congress 2023. The current relevance of the topics and the quality of the presentations and panel debates form one of the pillars on which the success of the congress rests. In addition, several sessions organised as business events and the cultural programme will give you plenty of time and opportunities for networking.

Marketplace onsite	The new 'marketplace' with company presentations by congress sponsors (exhibition area) is located in the event area, the hotel lobby and the gallery on the 1st floor. It will provide a communication platform enabling delegates, speakers and sponsors to engage in an exchange of views. This is the perfect place to discuss in greater detail the issues raised in the workshops and panel debates with the speakers, or to get in touch with exhibitors during the breaks and develop business networks.
Marketing & Social Media	The congress will be advertised through: <ul style="list-style-type: none">▪ Personalised invitations sent to more than 6,000 selected relevant addresses in the credit and securitisation markets, primarily in Germany, Austria, France, the Netherlands and the United Kingdom▪ Personal invitations sent to representatives of politics, banking supervision and international committees▪ Social media interaction on LinkedIn with adds incl. hashtags, announcements, keynote speaker presentation, trailer event etc.▪ Advertisements in our media partners' online publications (e. g. die bank, Absolut Report, Global Capital)▪ Information on the TSI website (in German and English)▪ The Congress website (www.tsi-kongress.de/www.tsi-congress.com) and web buttons on the event diaries of our media partner and sponsors
PR activities	<ul style="list-style-type: none">▪ The Congress will be included in the 'Pressebox' (press mailer covering the entire German financial market)▪ Preliminary interviews with journalists and other representatives of the press



Your contact person marketing & sponsorship

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Event platform

A captivating and exciting onsite event also depends significantly on the virtual event platform used for preparation and follow-up. With the learnings from three hybrid events, this year we will offer you an event platform completely in TSI quality and with a TSI look and feel: easy to handle and with functional services as well as a clear and intuitive event platform.

The most important features for you as a sponsor and participant at a glance:





















- Event portal with the look and feel of TSI
- Contacting other participants and speakers
- Convenient speaker and participant profiles in the overview and individual view
- Simple and fast video on demand after the event
- Mobile optimised for fast agenda access

You will have access to the TSI Congress 2023 event platform from beginning of September 2023.



TSI Congress 2023 – Securitisation and Asset Based Finance – Contributing to financial market stability and growth of the real economy

As in previous years, we will highlight the entire range of relevant topics and discuss them with market participants and experts from politics and supervision. According to our estimates, these are the core topics that will move the financial world and the securitisation markets in particular in the early autumn of 2023:

<p>Opening panel debate/Keynote address</p>	<p>Financial Market Stability in Europe and the Role of the Banking Sector in Financing Transformation </p>
<p>Macroeconomics, Capital Markets Union and Financial Markets Stability</p>	<ul style="list-style-type: none"> ▪ Roadmap für die Kapitalmarktunion – Zeit zum Durchstarten?  ▪ Notenbankpolitik im Konflikt zwischen Inflationsbekämpfung und Finanzmarktstabilität?  ▪ Die Rolle der bankbasierten Unternehmensfinanzierung für die Finanzmarktarchitektur in Deutschland und Europa  ▪ Die Finanzierung der Transformation neu denken  ▪ Private Debt, Credit Funds and Alternative Lending – Substitution or Supplement to Corporate and Consumer Lending from Banks? 
<p>Credit markets – developments and impact on securitised portfolios</p>	<ul style="list-style-type: none"> ▪ Investor Kick-off: The Impact of Financial Markets Stability on Investment Strategies and Asset Allocation – the Investor’s Perspective  ▪ Commercial and Residential Real Estate Lending in Times of Rising Interest Rates  ▪ Infrastructure and Project Finance for Mobility and Energy Transition – the Lion’s Share in Financing the Sustainable Transformation?  ▪ Corporate Special: Herausforderungen der Mittelstandsfinanzierung in Deutschland 
<p>ESG, Financing the Transformation and Asset Based Finance</p>	<ul style="list-style-type: none"> ▪ European Green Bond Standard – a Booster for ESG Issuance in Europe across Asset Classes?  ▪ ESG from a Credit Risk Perspective – Portfolio Performance and Risks from Stranded Assets for Banks and Investors  ▪ ESG Special: Energy Performance Certificates in Residential Real Estate and Auto Lending 
<p>Asset classes – Traditional and new fields for securitisation</p>	<ul style="list-style-type: none"> ▪ Auto ABS – what’s new in one of the most Traditional and Stable Asset Classes?  ▪ SRT and Synthetic Balance Sheet Securitisations – Asset Class on the Rise  ▪ Lending Platforms and Consumer ABS  ▪ Aktuelle Nachfrage nach Verbriefung von Handelsforderungen und Factoring - können Banken den Finanzierungsbedarf decken?  ▪ Securitisation of Residential Solar Panel Receivables – next stop Heat Pumps?  ▪ Asset as a Service – hält das Wachstum an?  ▪ Equipment Leasing – Aktuelle Entwicklungen einer etablierten Assetklasse 

Securitisation, Regulation & Technology	<ul style="list-style-type: none">▪ Basel III Banking Package, Output Floor and Impact on Securitisations 🇬🇧▪ Disclosure Templates & Transparency in Securitisations – Benchmark for Financial Markets? 🇬🇧▪ Update Luxembourg Securitisation Law in 2022 – What are the Major Learnings from the new Regulatory Framework? 🇬🇧▪ Tokenisation and Securitisation – an Asset Class becoming Mainstream? 🇬🇧▪ Digital Special: DLT & Blockchain - Status Quo & neueste Entwicklungen 🇩🇪
Closing panel	Europäische Energiepolitik und deutscher Industriestandort – wie gut passt das zusammen? 🇩🇪

Congress language

- 🇬🇧 All panels and workshops that are held in English are marked with a Union Jack
- 🇩🇪 German titles indicate German language in the panel/workshop.



Sponsors, media partners and supporting organisations in 2022

TSI Congress 2023 sponsorship

This year as well, you can choose from different congress sponsorship options. You can also sponsor a stand location, round tables and business events. We will be pleased to put together an individual package that is optimally tailored to your needs. The following pages contain an overview of possible options.

As a TSI Partner or TSI Partner^{plus} you enjoy special sponsorship terms and conditions.

Please complete pages 15 and 16 and scan and email them to monika.beye@tsi-gmbh.de by **30 June 2023** at the latest.



TSI Congress 2023 ... where the community meets!

Marketing Outline & Sponsoring Options

Services	K1 TOP	K2 Premium	K3 Special	K4 Allround	K5 Advanced	K6 Basic
Moderation of/participation in workshops/panels						
Moderation of a panel or workshop	2	1	1	-	-	-
Participation in a panel or workshop	2	2	1	1	1	-
Additional speaking slot (ticket incl.)	EUR 2,950	EUR 2,950	EUR 2,950	EUR 2,950	-	-
Free tickets						
Free speaker tickets	4	3	2	1	1	-
Free corporate tickets onsite***	16	11	9	8	5	2
Free Round Table moderator ticket	As selected	As selected	-	-	-	-
Round Tables & Business Events						
One Round Table/Business Event incl., subject to availability: Investor Kick-off, Euro Lunch Break, ESG Special, Corporate Special, Investor Update, , Wirtschaftsfrühstück	✓	✓	◆	◆	◆	◆
Kongress Special Events						
Branded Cocktail Chill-out	✓	✓	EUR 850	EUR 850	EUR 850	EUR 850
Meeting Specials						
1-day booking of a business meeting room (subject to availability)	EUR 1,145	EUR 1,145	EUR 1,145	EUR 1,145	-	-
½-day booking of a business meeting room (subject to availability)	EUR 595	EUR 595	EUR 595	EUR 595	-	-
Stand location						
Exhibitor position category S1: Premium position in the hotel lobby and in the event area	◆	◆	◆	◆	◆	◆
Exhibitor position category S2: Event area	◆	◆	◆	◆	◆	◆
Exhibitor position category S3: On the gallery on the 1 st floor	◆	◆	◆	◆	◆	◆
Advertisement opportunities						
Highest level (10) web ad TSI Congress website until end-March 2023	✓	-	-	-	-	-
Level (8) Web-Ad Website TSI Congress until end-March 2023	-	✓	-	-	-	-
Level (6) web ad TSI Congress website until end-March 2023	-	-	✓	✓	-	-
Gold level ad space TSI event platform	✓	✓	-	-	-	-
Silver level ad space TSI event platform	-	-	✓	-	-	-
Reduced price on additional tickets (regular/with early bird discount until 30 June 2023)						
Other company representatives*	EUR 1,370/1,100	EUR 1,370/1,100	EUR 1,370/1,100	-	-	-
Clients: corporate & fintechs onsite	EUR 980	EUR 980	EUR 980	EUR 980	-	-
Use of logo						
Separate logo use for business event (agenda and roll-up onsite)	✓	✓	◆	◆	◆	◆
Sponsors' wall onsite	✓	✓	✓	✓	✓	✓
TSI Congress website and event platform – overview of sponsors, media partners and supporting organisations	✓	✓	✓	✓	✓	✓
Social Media (in overviews with all sponsors)	✓	✓	✓	✓	✓	✓
TSI Basic Partners						
Benefits for TSI Basic Partners until 31 December 2023	✓	✓	✓	✓	✓	✓
Congress photos						
Sponsor's photo in Impressions 2023 online – front page	✓	✓	-	-	-	-
Sponsor's photo in Impressions 2023 online – gallery	✓	✓	✓	-	-	-
List of participants						
Access to participant list from 4 weeks onwards before the event	✓	✓	✓	✓	✓	✓
Access to participant list on event platform	✓	✓	✓	✓	✓	✓
Online Marketing						
Panel teaser with photo speaker (for social media etc.)	✓	✓	✓	EUR 350	EUR 350	-
Congress logo as web button and congress link for publicity on corporate website	✓	✓	✓	✓	✓	✓
Sending of max. 3 photos for marketing activities after the congress	✓	✓	✓	-	-	-
Your 2023 sponsorship investment (prices in EUR plus VAT)	30,650	26,650	19,950	16,995	14,595	8,750
Investment for TSI Partners / TSI Partners ^{plus}	22,450	18,550	11.750	8,950	6.450	0**

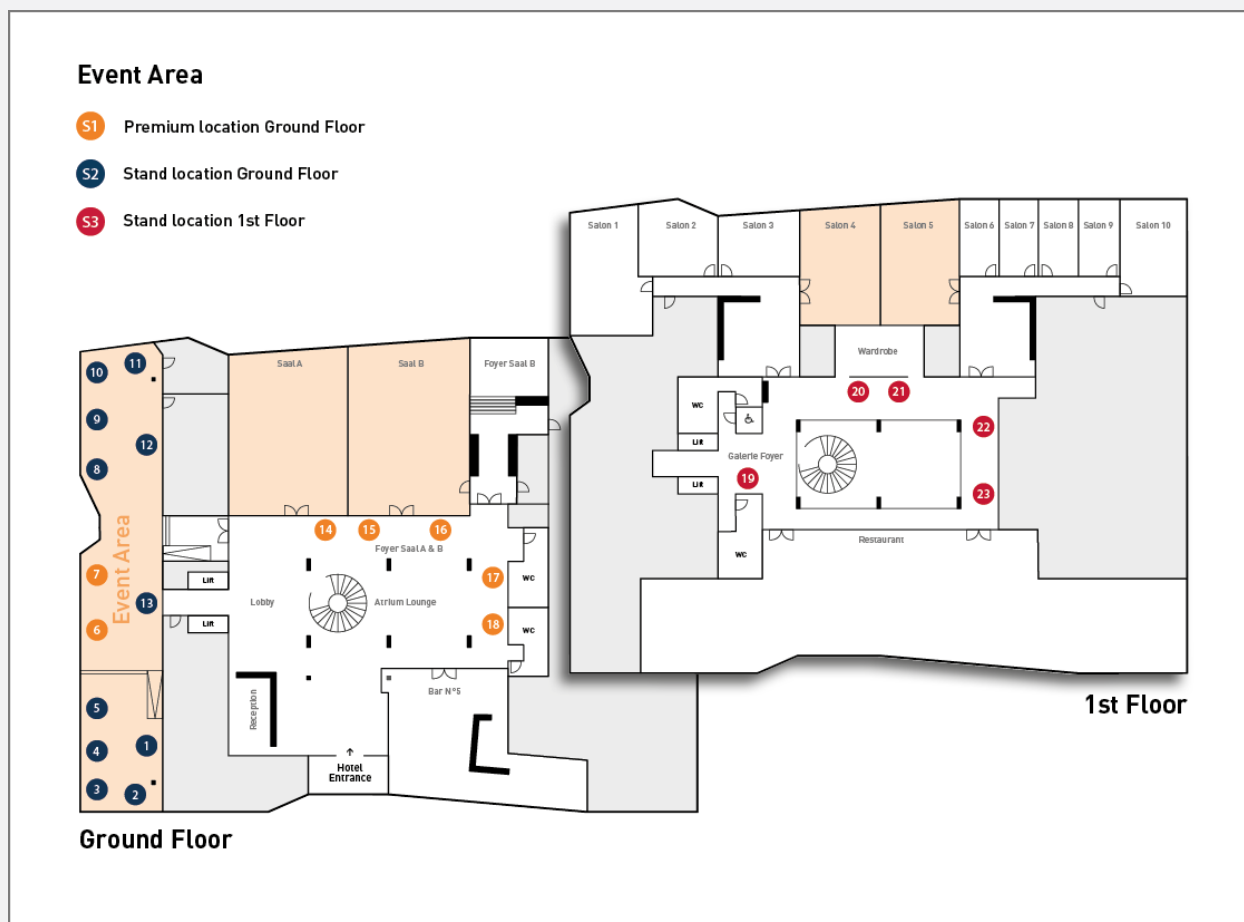
*Regular participant fee: EUR 2,725. Early bird discount EUR 500 till 30 June 2023 **All benefits already included in TSI Partner/TSI Partner^{plus} package ◆ Separate booking

The sponsorship options K1 to K6 for the TSI Congress 2023 automatically include the 'TSI Basic Partner' benefits until 31 December 2023. Please check [here](#) for details.

Stand location sponsorship

(Can only be booked in conjunction with congress sponsorship!)

Stand category	Maximum measurements (Width x Height x Depth)	Cost per location
S1 Premium location Located in the hotel lobby and in the entrance area of the event area. 1 free stand host ticket included. Only 7 stand locations available!	4.00 x 4.00 x 2.00 metres	EUR 6,950
S2 Stand location Located in the event area. 1 free stand host ticket included. Only 11 stand locations available!	3.50 x 4.00 x 2.00 metres	EUR 5,950
S3 Stand location Located on the gallery on the 1st floor on the opposite side of the stairs 1 free stand host ticket included. Only 4 stand locations available!	3.50 x 4.00 x 2.00 metres	EUR 4,950
Located on the gallery on the 1st floor premium location directly at the stairs but smaller than the other stand locations. 1 free stand host ticket included. Only 1 stand location available!	2.50 x 4.00 x 2.00 metres	EUR 4,950



Impressions of the new location










**STEIGENBERGER
AM KANZLERAMT**
TSI Congress 2023
... where the community meets!



Round Tables & Business Events

(Can only be booked in conjunction with congress sponsorship!)

Details	Date	Number of participants	Sponsorship costs
<p>R1 Investor Kick-off </p> <p>Hosting the Investor Kick-off on an investor-related topic as arranged, including one free ticket for moderator plus two free investor tickets.</p> <ul style="list-style-type: none"> ▪ Exclusive logo positioning onsite and in all announcements (internet, agenda) 	28 September 2023	40-50 onsite	EUR 4,850 or as an option included in K1/K2
<p>R2 Euro Lunch Break  </p> <p>Moderated talk with an interesting guest from politics, the supervisory authorities or business on a current topic relevant to finance and the real economy or company chosen topic, including 1 free ticket for moderator and guest.</p> <ul style="list-style-type: none"> ▪ Exclusive logo positioning onsite and in all announcements (internet, agenda) 	28 September 2023	40-50 onsite	EUR 4,850 or as an option included in K1/K2
<p>R3 Corporate Special: Round Table </p> <p>Moderation of the discussion round on a selected topic with corporate representatives, including one free ticket for moderator.</p> <ul style="list-style-type: none"> ▪ Exclusive logo positioning onsite and in all announcements (internet, agenda) 	28 September 2023	40-50 onsite	EUR 4,850 or as an option included in K1/K2
<p>R4 Investor Update </p> <p>Hosting the Investor Update as sole company presentation – originator with investors, including one free ticket for moderator plus two free investor tickets.</p> <ul style="list-style-type: none"> ▪ Exclusive logo positioning onsite and in all announcements (internet, agenda) 	28 or 29 September 2023	40-50 onsite	EUR 4,850 or as an option included in K1/K2
<p>R5 Regulatory Special ESG: Round Table </p> <p>Moderation of the discussion round on Regulatory special ESG with corporate representatives from politics, market, and supervisory authorities, including one free ticket for moderator.</p> <ul style="list-style-type: none"> ▪ Exclusive logo positioning onsite and in all announcements (internet, agenda) 	28 or 29 September 2023	40-50 onsite	EUR 4,850 or as an option included in K1/K2
<p>R6 'WirtschaftsFrühstück' </p> <p>Moderated talk with exciting guest from politics or business on a current topic relevant to capital and financial market, including one free ticket for moderator and guest.</p> <ul style="list-style-type: none"> ▪ Power-Breakfast for participants ▪ Exclusive logo positioning onsite and in all announcements (internet, agenda) 	29 September 2023	40-50 onsite	EUR 4,850 or as an option included in K1/K2



Sponsorship booking TSI Congress 2023

Name of sponsor (company):

I wish to book the following **congress sponsorship option** (please tick):

	Your sponsorship investment	Investment for TSI Partners / TSI Partners ^{plus}
<input type="checkbox"/> K1 – TOP	EUR 30,650	EUR 22,450
<input type="checkbox"/> K2 – Premium	EUR 26,650	EUR 18,550
<input type="checkbox"/> K3 – Special	EUR 19,950	EUR 11,750
<input type="checkbox"/> K4 – All-round	EUR 16,995	EUR 8,950
<input type="checkbox"/> K5 – Advanced	EUR 14,595	EUR 6,450
<input type="checkbox"/> K6 – Basic	EUR 8,750	EUR 0*

*All benefits incl. in TSI Partner/TSI Partner^{plus} package

Notes:

Our company would like to contribute to discussion of the following topics:

The following sponsorship options can only be booked in conjunction with congress sponsorship.

I wish to book the following **stand location sponsorship option** (please tick):

<input type="checkbox"/> S1 Premium location: hotel lobby and event area	EUR 6,950
<input type="checkbox"/> S2 Stand location: event area	EUR 5,950
<input type="checkbox"/> S3 Stand location: gallery on the 1 st floor	EUR 4,950

I wish to book the following **Round Tables & Business Events** as a sponsor** (please tick):

<input type="checkbox"/> R1 Investor Kick-off**	EUR 4,850
<input type="checkbox"/> R2 Euro Lunch Break**	EUR 4,850
<input type="checkbox"/> R3 Corporate Special: Round Table**	EUR 4,850
<input type="checkbox"/> R4 Investor Update**	EUR 4,850
<input type="checkbox"/> R5 Regulatory Special ESG: Round Table**	EUR 4,850
<input type="checkbox"/> R6 'WirtschaftsFrühstück'**	EUR 4,850

**One event is included in K1/K2 at no additional cost.

I wish to book the following **Congress & Meeting Specials** (please tick):

<input type="checkbox"/> 1-day booking of a business meeting room (subject to availability)	EUR 1,145
<input type="checkbox"/> ½-day booking of a business meeting room (subject to availability)	EUR 595
<input type="checkbox"/> Branded Cocktail Chill-out***	EUR 850

***A branded Cocktail is already included in K1/K2

By email to monika.beye@tsi-gmbh.de

The following people have been appointed as TSI's contact partners within our company

Sponsorship officer	Surname, first name: Department: Tel Email:
Coordination of topics and participation in panel discussions	Surname, first name: Department: Tel Email:
Other coordination or organisational matters	Surname, first name: Department: Tel Email:
Marketing (logo, stand, etc)	Surname, first name: Department: Tel Email:
Invoice address and specifications	
Place and date	
Signature	

TSI's current [General Terms and Conditions](#) (September 2020) apply.

All prices are subject to 19% VAT.

By email to monika.beye@tsi-gmbh.de