



# Luxembourg, THE international hub for financial services



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# Luxembourg for Finance

## ■ Agency for the development of the financial centre

- 50 % Luxembourg State
- 50 % PROFIL (Financial sector holding)

## ■ Main targets

- Customers & potential customers
- Investors
- Media
- Human Resources

# The Luxembourg financial centre

## ... at a glance :

- Europe's number one investment fund centre (number 2 worldwide behind the US)
- N° 1 wealth management centre in the Eurozone
- Europe's leading domicile for captive reinsurance companies

# Competitive environment

<b>International competitiveness indicators</b>	<b>Source</b>	<b>Ranking Luxembourg</b>	<b>Analysed locations/countries</b>
Growth Environment Score (GES)	Goldman Sachs, 2005	1	170
Global Competitiveness Index	IMD Lausanne, 2008	5	55
Growth Competitiveness Index (GCI)	World Economic Forum, 2009	21	133
Index of Economic Freedom	Heritage Foundation & Wall Street Journal, 2009	15	183
Regional European Competitiveness Index	Robert Huggins associates, 2006	6	118

# The Luxembourg financial centre

## Banks

147

## Investment funds

> 3,400

## Insurance

Life : 54

P&C : 37

Reinsurance : 262

## Professional intermediaries

(asset managers,  
brokers, transfer  
agents...)

> 270

# The Luxembourg financial centre

## Employment



# The Luxembourg financial centre

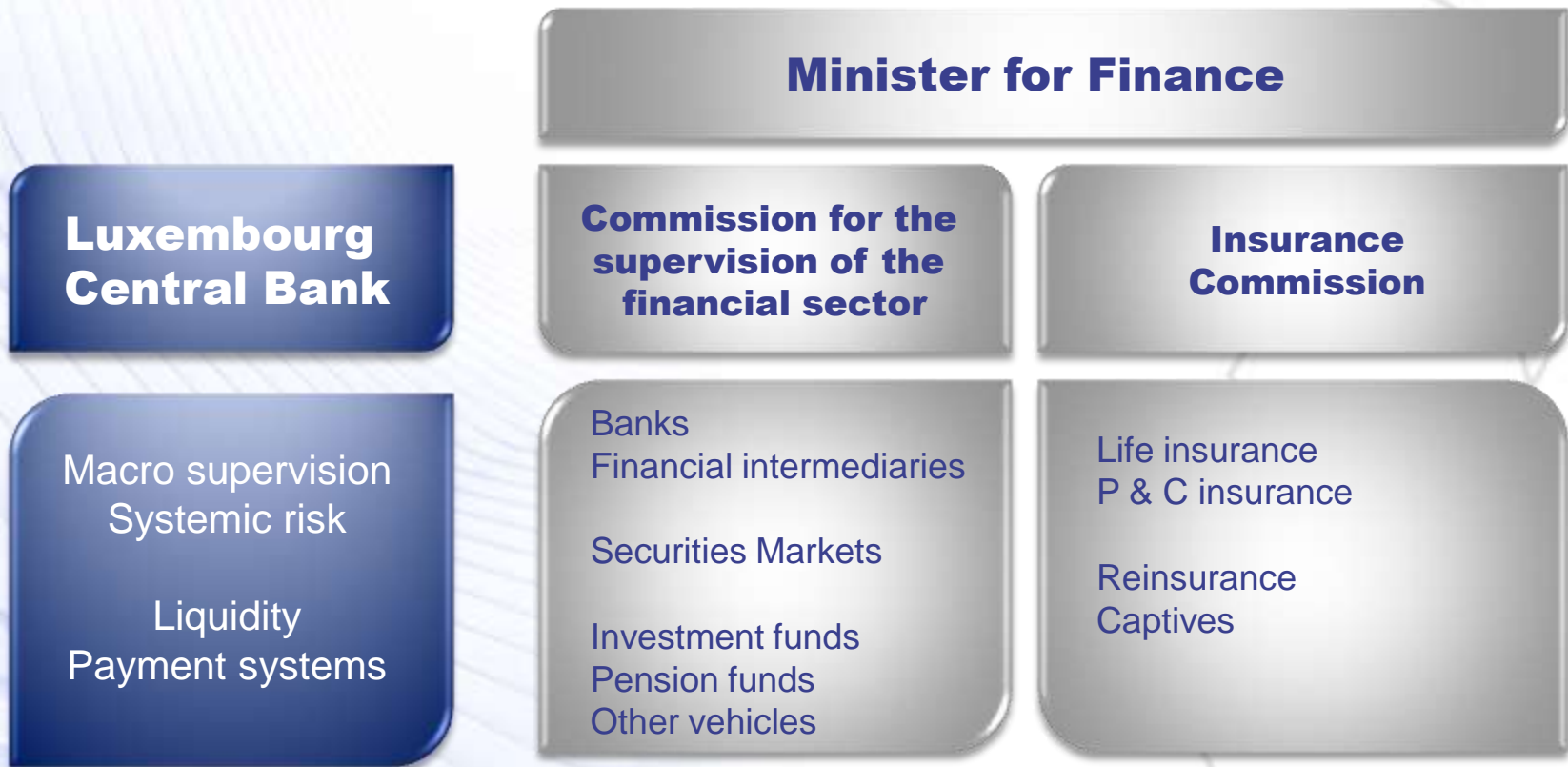
## ■ Main characteristics :

- Political and social stability
- Modern legal and regulatory environment
- Highly international
- Diversified
- Multicultural and multilingual workforce

# Luxembourg : well regulated

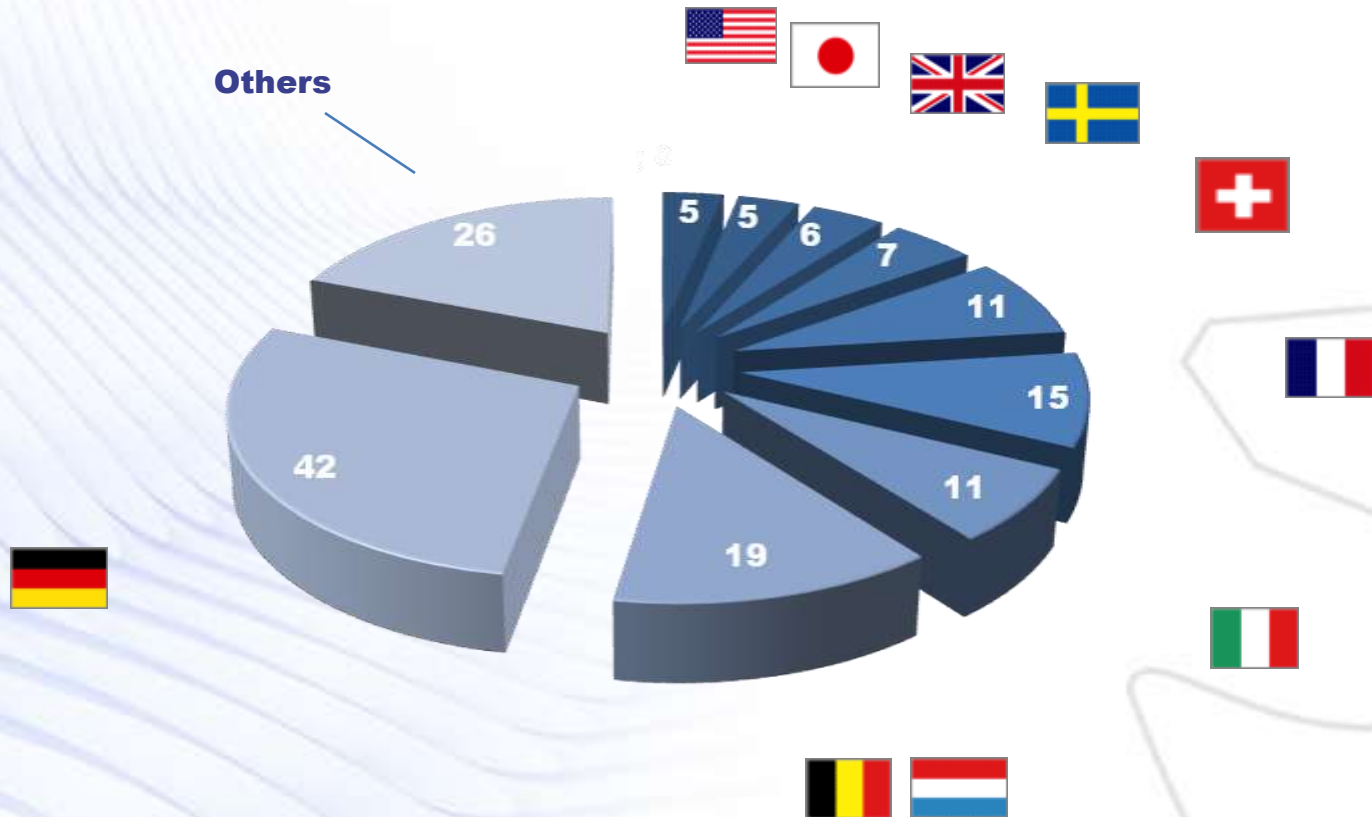
- **EU member state**
- **BIS rules**
- **IOSCO rules**
- **FATF rules**
- **OECD standards**
- **52 double tax treaties / 20 under negotiation**

# Luxembourg : well regulated



# Luxembourg : highly international

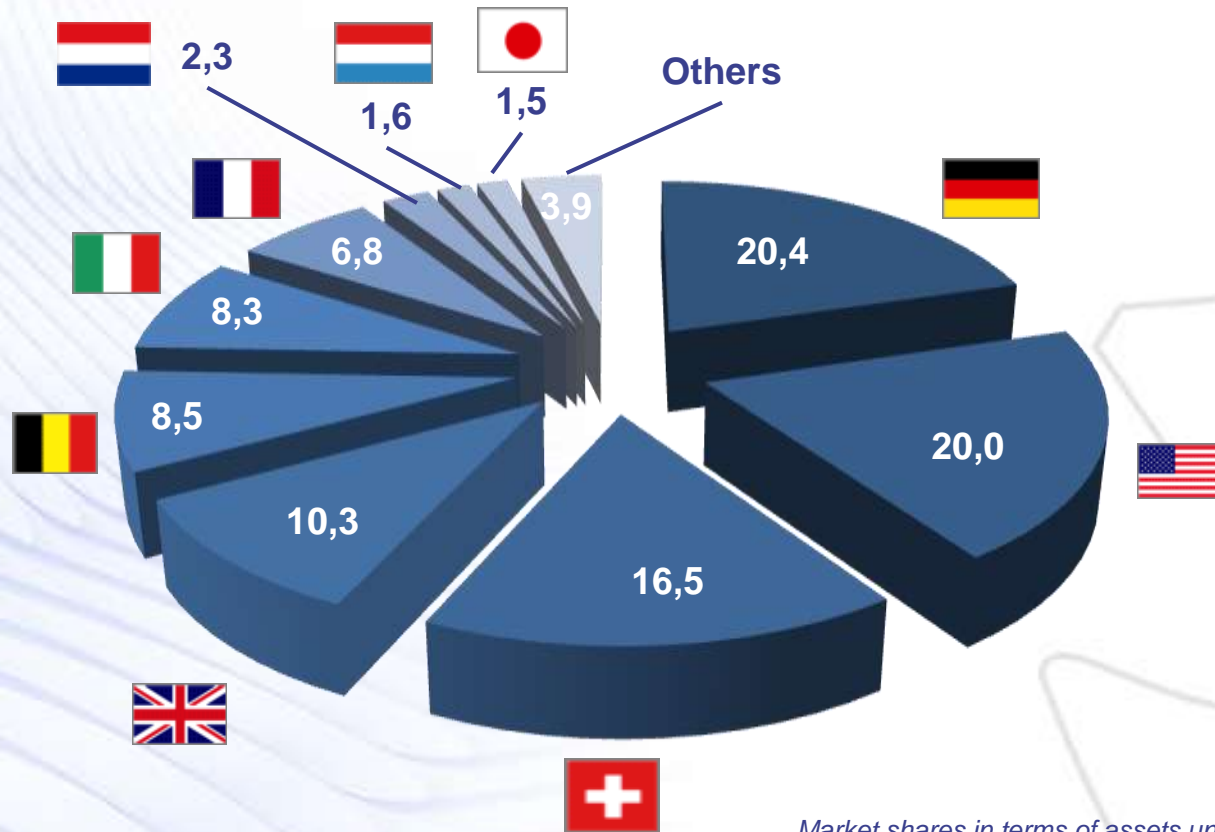
## ... in terms of origin of banks



Figures as at September 30, 2009, Source :CSSF

# Luxembourg : highly international

... in terms of origin of fund promoters



Market shares in terms of assets under management  
Figures as at June 30, 2009, Source :CSSF

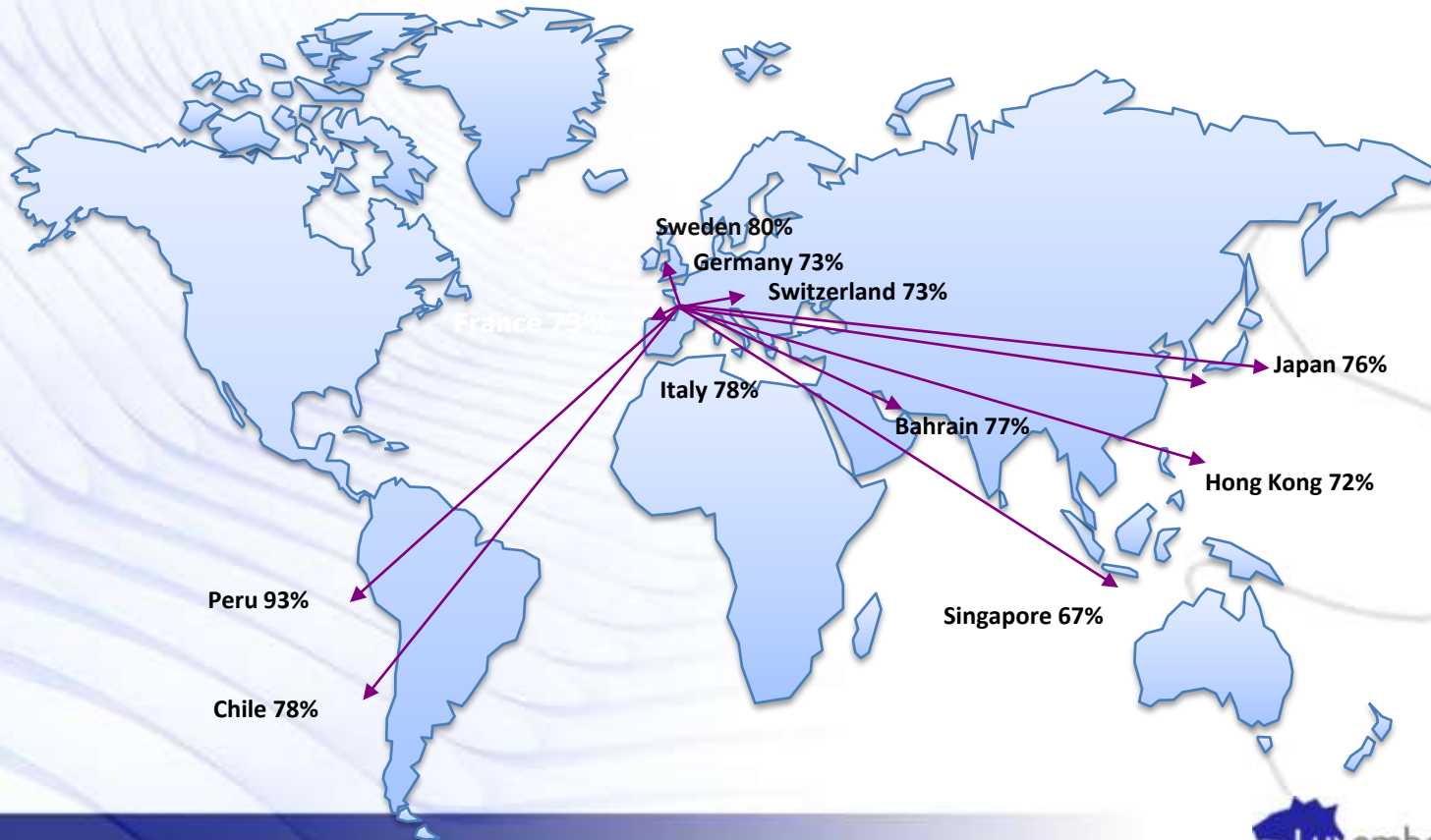
# Luxembourg : highly international

Target country	Luxembourg fund registrations
Switzerland	2.571
Singapore	1.230
Norway	1.049
Chile	950
Hong Kong	899
Bahrain	700
Taiwan	515
Macau	429
Korea	310
Iceland	200
<b>TOTAL REGISTRATIONS</b>	<b>8.853</b>

Source: Lipper Hindsight 2014

# Luxembourg : highly international

## — Luxembourg Market share of foreign funds registered for sale



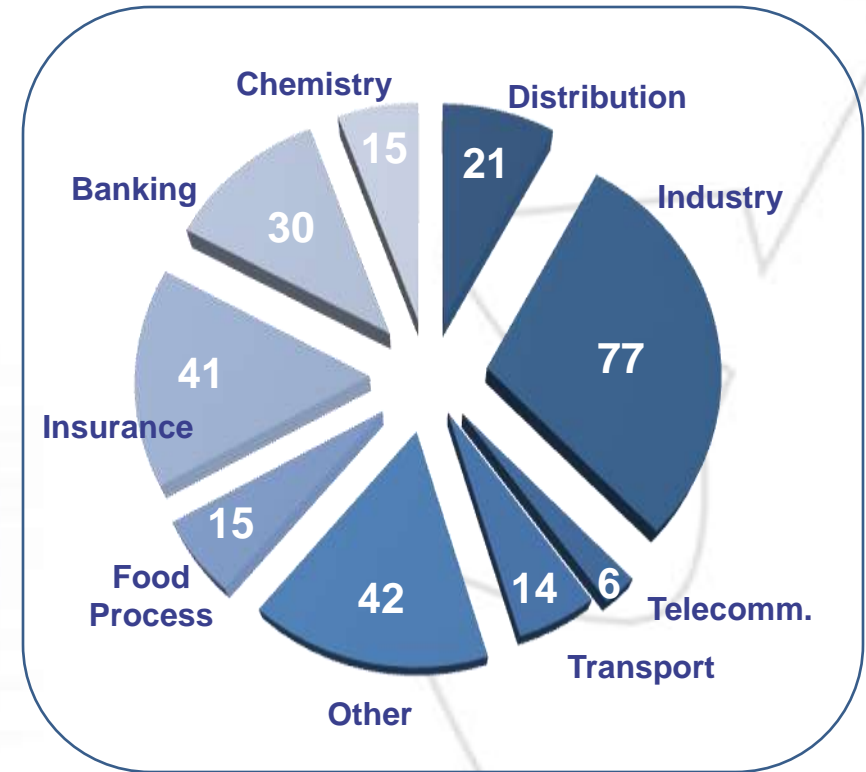
# Luxembourg : highly international

## ... in terms of origin of captive reinsurers

Country of origin of the parent company



Sector of the parent company's activity

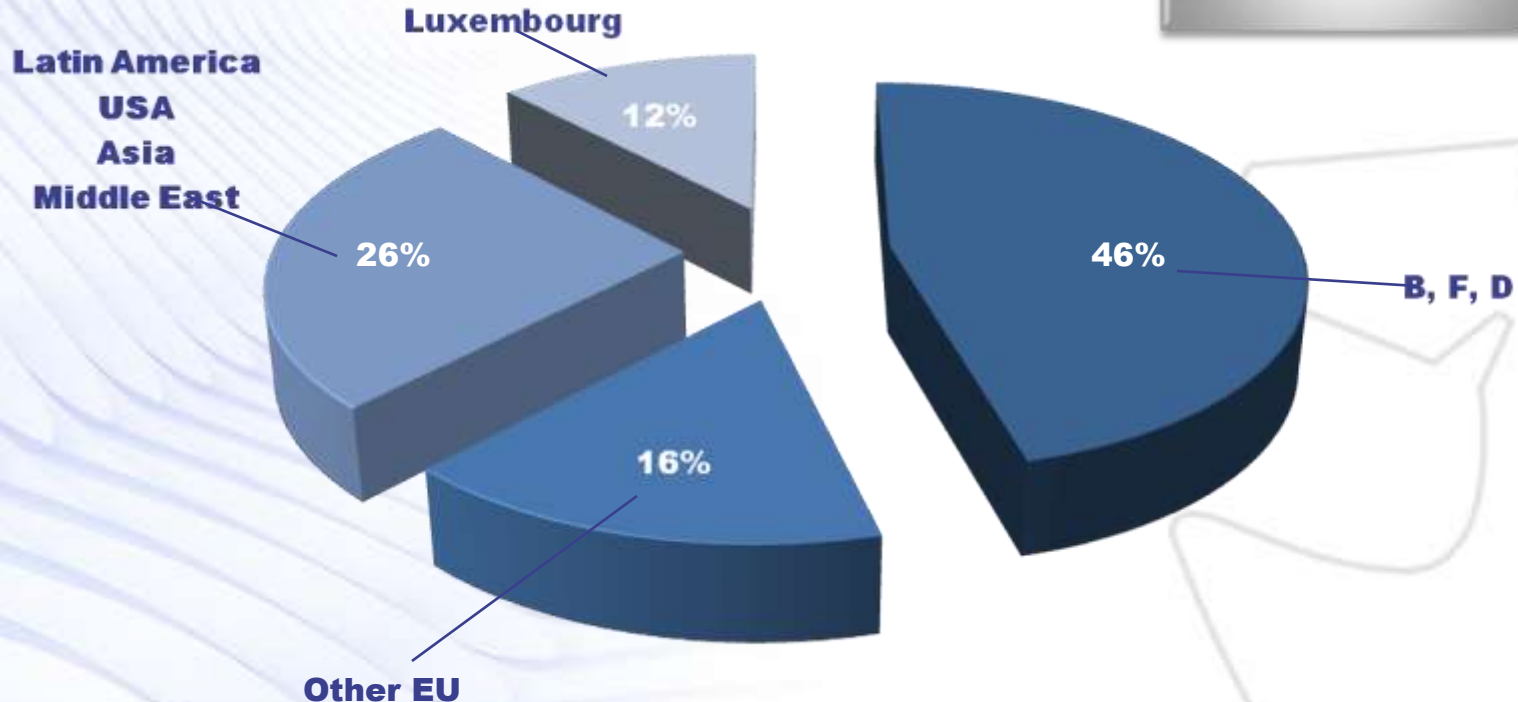


Source: CAA Annual Report 2008

# Luxembourg : highly international

## ... in terms of clients

### The example of private banking

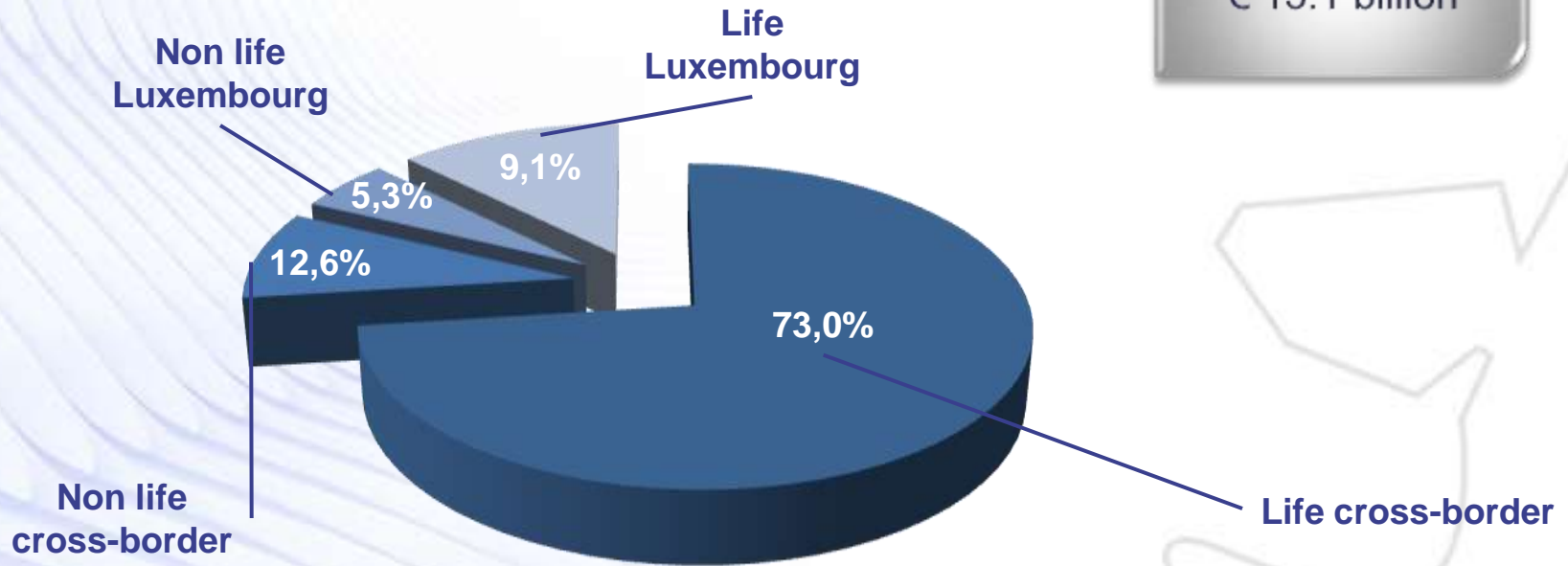


# Luxembourg : highly international

## ... in terms of clients

### The example of insurance

Total premiums:  
€ 13.1 billion

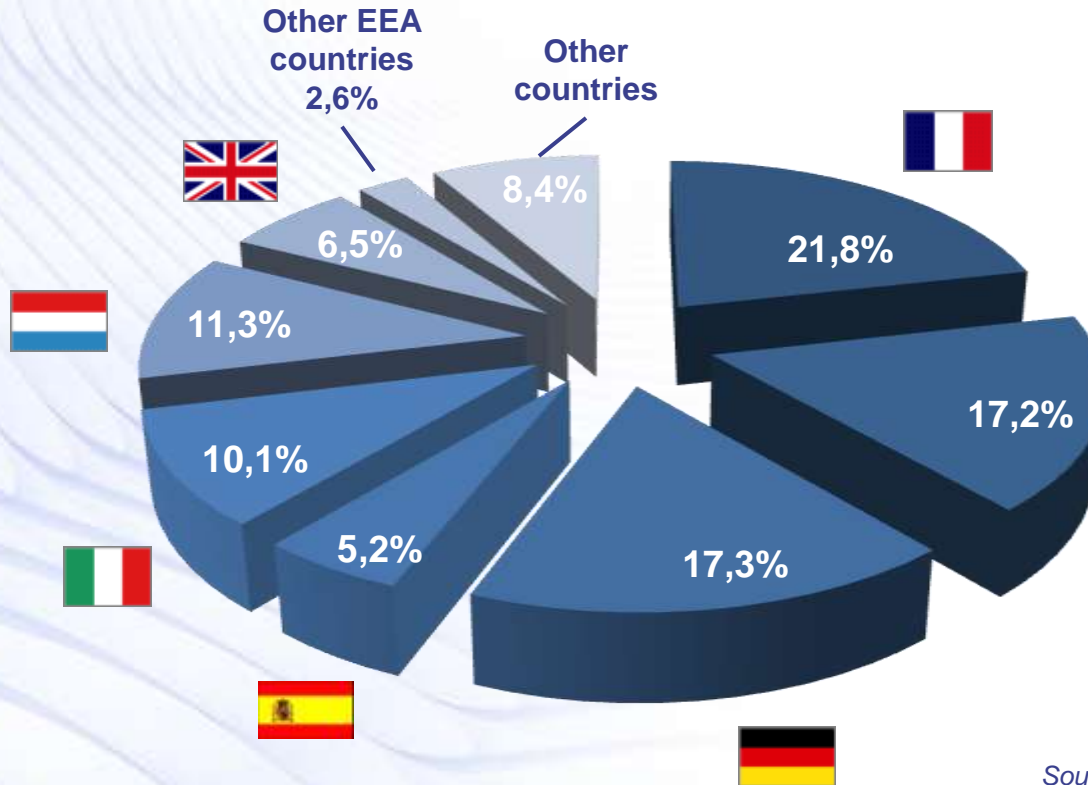


Source: CAA Annual Report 2008

# Luxembourg : highly international

## ... in terms of clients

### The example of life insurance



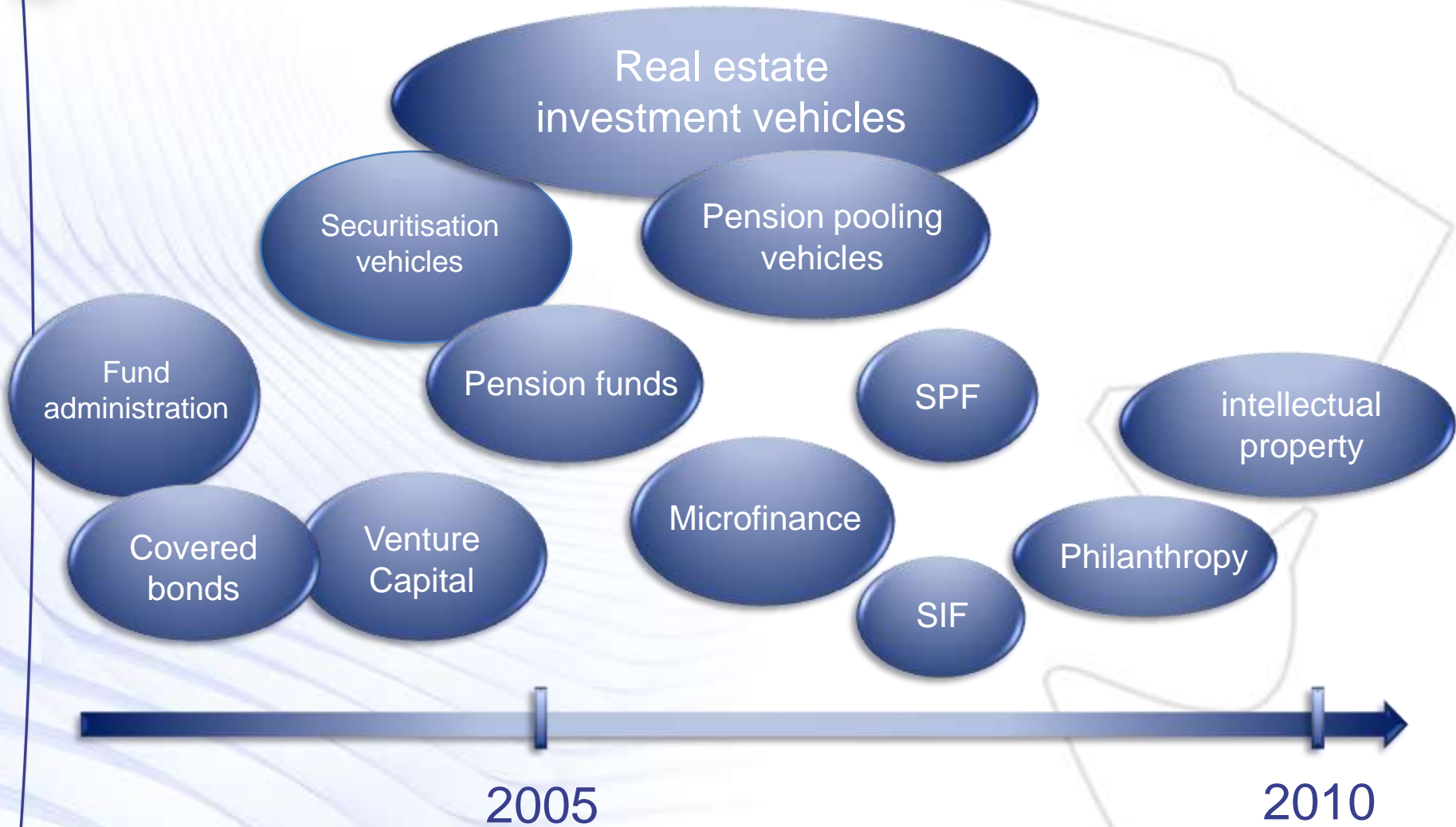
Source: CAA Annual Report 2008

# Luxembourg : highly international

## ■ ... in terms of population and work force

- More than 40% of the Luxembourg population are non Luxembourgers
- 145,000 commuters from Germany, Belgium and France are working in Luxembourg
- Most Luxembourgers speak 2 or 3 foreign languages

# Ongoing diversification



# Challenges for the future?

- **Global**

- **World of Finance**

# Global challenges

## ■ Globalisation

- Companies
- Private persons

## ■ Demographic change

## ■ Reemergence of the East



# Challenges for the world of finance

- **More regulation**
- **Protectionism?**
- **New emerging financial centres**



**Thank you!**

**Questions & Answers**

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