

2019

LUXEMBOURG PANORAMA



THE FUTURE IS YOU



SOCIÉTÉ GÉNÉRALE
Securities Services

5 THINGS TO KNOW ABOUT LUXEMBOURG

2ND LARGEST FUND DOMICILE WITH
over 4,000 bn€
of net assets under management
(As of June 2018)

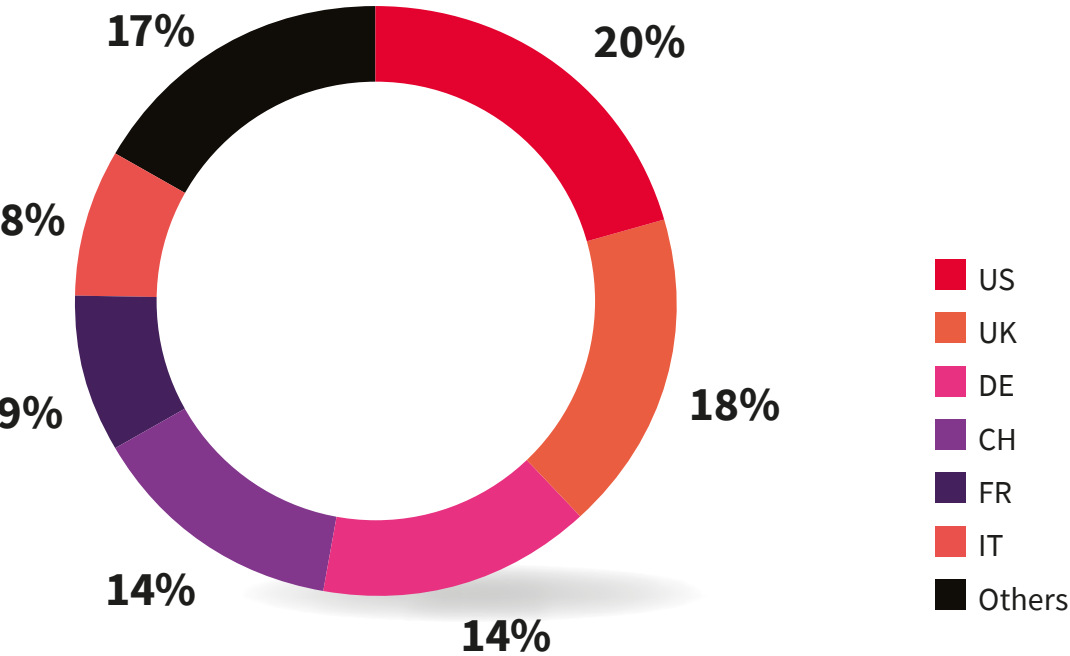
62%
of Cross-border funds are
domiciled in Luxembourg
(As of December 2017)

170
Nationalities
(As of January 2018)



ORIGIN OF PROMOTERS IN LUXEMBOURG

(As of June 2018)



9 out of 10
largest PE houses are
doing business out
of Luxembourg



THE LUXEMBOURG TOOLBOX



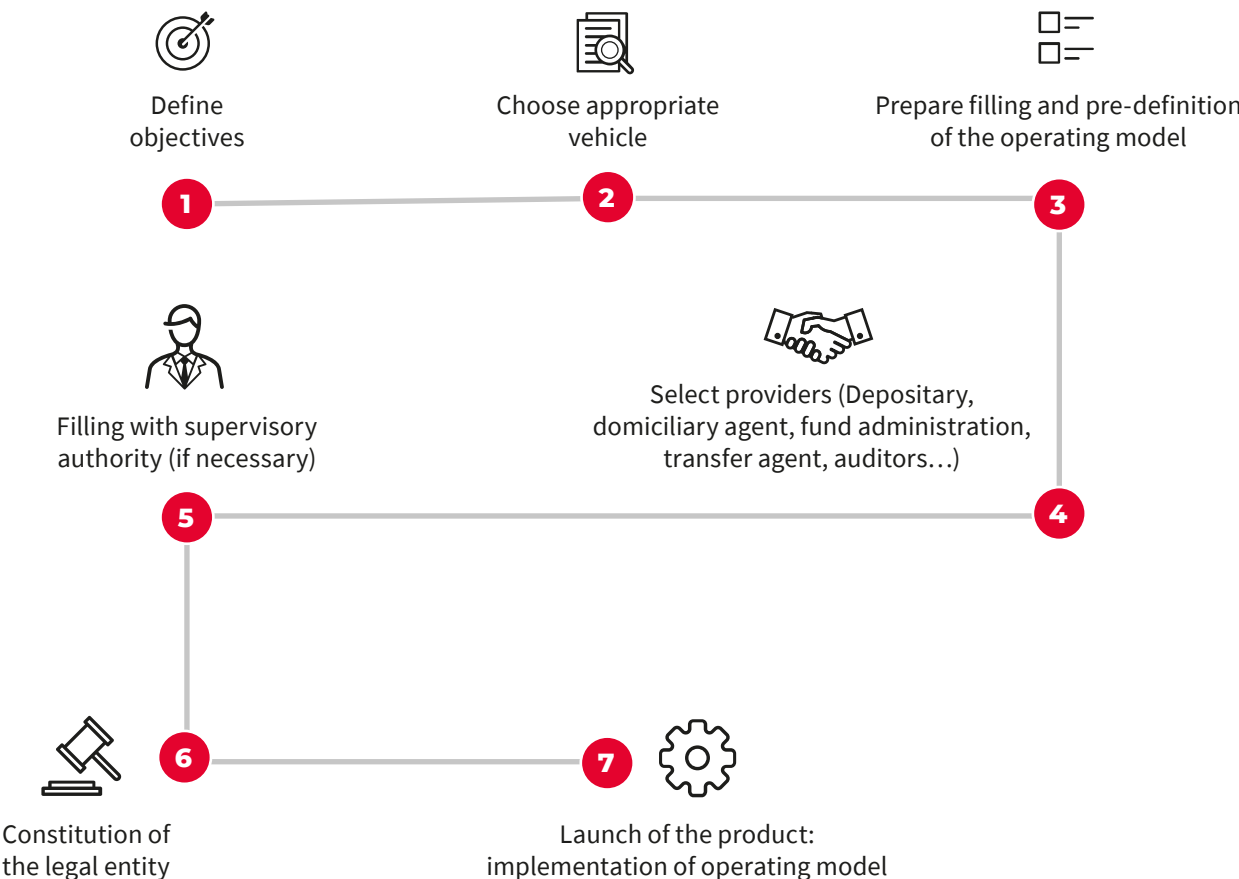
LEGAL FORMS

- CORPORATE FORM:**
public limited company,
private limited company
or cooperative company
(SICAV/SICAF)
- CONTRACTUAL FORM:**
common fund (FCP)**
- PARTNERSHIP FORM:**
corporate, common
or special

*If qualified as AIF
**Except for SICAR

FUND SET UP JOURNEY

THE 7 STEPS REQUIRED TO SET UP YOUR INVESTMENT VEHICLE IN LUXEMBOURG



WHY THEY CHOSE LUXEMBOURG?



ARNAUD HIRSCH
Conducting Officer
OFI LUXEMBOURG

OFI has chosen Luxembourg domicile for three main reasons.

- Benefit from the proven international **distribution capabilities** of Luxembourg.
- Take advantage of the quality of the **global ecosystem** around the fund industry that you can find in Luxembourg (legal counsel, service providers, auditors, ...).
- Finally the original key driver for a French asset manager like us to come to Luxembourg was also the **capabilities** of the Luxembourg service providers **to work with US asset manager** to which we delegate some fund management (extended time zones, local presence in the US as entry point ...).

We also greatly appreciate the various business or **networking opportunities** that we can find in the multicultural and truly **international environment** of the Grand Duchy of Luxembourg.

DISTRIBUTION CAPABILITIES



CHRISTOPHE TABAROVSKY
Conducting Officer
BLUEORCHARD ASSET MANAGEMENT

Over the years, Luxembourg financial centre became a key location for developing **Alternative Investment products**. On top of that, Luxembourg developed expertise supporting the growth of **Microfinance** and **Impact Investing** as an Asset Class by itself.

Key political and associative drivers as well as the implication of the **Luxembourg Government** supporting initiatives and developments around the **UN Sustainable Development Goals** confirm the choice of BlueOrchard to locate in Luxembourg.

In addition to that, as a Swiss Asset manager we chose Luxembourg for its expertise, its **legal framework** and long track record in **cross-border distribution**, domiciliation and administration of funds.

GLOBAL ECOSYSTEM



NATALIA CALDARE
Securitisation
Structurer
COMMERZBANK

The securitisation law of 2004 laid out a solid and **secure platform** for securitised vehicle.

A **wide range of assets** to be securitised, **VAT exemption** on management of these vehicles, extensive network of **Double Tax Treaties** and **ease of communication** with the regulator are all strong points worth considering when deciding on **Luxembourg** as the jurisdiction for an SPV.

AIFS KNOW-HOW

SOCIETE GENERALE SECURITIES SERVICES (SGSS)

Present in 27 locations worldwide with around 4,000 employees, SGSS provides financial institutions and brokers, asset managers and insurers, and businesses with a full range of securities services adapted to the latest financial market and regulatory trends: clearing services, custody and trustee services, retail custody services, liquidity management, fund administration and asset servicing, fund distribution and global issuers services.

SGSS is ranked among the top 10 global custodians and the 2nd largest European custodian, with EUR 4,094* billion of assets under custody. SGSS provides custody & trustee services for 3,461* funds & the valuation of 4,188* funds, representing assets under administration of EUR 636* billion. SGSS also ranks among the European leaders in stock option management.

*At June 30th 2018

MORE INFORMATION

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