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**HE Pierre Gramegna**  
Minister of Finance,  
Grand Duchy of Luxembourg

Ministry of Finance  
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L-2931 Luxembourg  
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A career diplomat, Pierre Gramegna joined the Ministry of Foreign Affairs in 1983. He was subsequently appointed political and economic affairs advisor to the Luxembourg embassy in Paris in 1988, an office he held for four years before being appointed consul general and director of the Board of Economic Development in San Francisco.

From 1996 to 2002, Pierre Gramegna was Luxembourg's ambassador to Japan and South Korea.

He was subsequently responsible for the Directorate of International Economic Relations at the Ministry of Foreign Affairs.

In 2003, Pierre Gramegna took up the position of director general of the Chamber of Commerce, an office he held until his appointment to the government in December 2013. Prior to joining the government, Pierre Gramegna was a member of the executive board of several companies, including in particular Cargolux Airlines International SA (as chairman from 2004 to 2008), the Luxembourg Stock Exchange (Bourse de Luxembourg), the National Promotional Bank (Société Nationale de Crédit et d'Investissement), the National export financing agency (Office du Ducroire Luxembourg), LuxExpo Luxembourg and BGL BNP Paribas Luxembourg SA.

He has also been a member of numerous advisory committees, such as the Tripartite Coordination Committee (Comité de coordination tripartite), the Economic and Social Committee of the Greater Region (Comité économique et social de la Grande Région), the Advisory Committee on Foreign Trade (Comité consultatif du commerce extérieur), the Economic Development Committee (Comité de développement économique) and the National Committee for the Promotion of Entrepreneurship (Comité national pour la promotion de l'esprit d'entreprise).



## **HE Marc Hübsch**

Ambassador  
to the People's Republic of China

Embassy of the Grand Duchy of Luxembourg  
Unit 1701, Tower B, Pacific Century Place,  
2A Gong Ti Bei Lu, Chaoyang District,  
Beijing 100027  
[www.pekin.mae.lu](http://www.pekin.mae.lu)

A career diplomat since 2005, Marc Hübsch was promoted Ambassador to the People's Republic of China in April 2017.

From 2014 to 2017, Mr. Marc Hübsch was positioned in Luxembourg as Deputy Director at the Ministry of Foreign and European Affairs where he was in charge of WTO issues and matters concerning the European trade policy. He was also Chairman of the trade policy committee "Full members" (meetings at Ambassador's level), during Luxembourg's Presidency of the Council of the European Union. During this time, Marc contributed actively to the proposed European reform of the investor-state dispute settlement approach through the development of a permanent Investment Court System and supported the EU in developing a new generation of transparent bilateral trade agreements.

Marc was furthermore Chief negotiator for bilateral investment protection agreements between Luxembourg and third countries.

From 2011 to 2012, Marc Hübsch served as Deputy permanent representative of Luxembourg to the OECD, in Paris. In 2012, he then served as Director General for Trade and Investment Promotion, providing advice to the Minister of Economy and Foreign Trade on bilateral trade affairs as well as strategy and trade policy promotion. His division also provided direct support to Luxembourg companies through trade missions and national pavilions at trade fairs. Marc chaired the Committee for the Promotion of Luxembourg Exports, was a member of the Consultative Committee on Foreign Trade and a board member of the Office du Ducroire (Luxembourg's export insurance provider). In 2013, Marc took a leave to pursue a career path in the private sector and worked as a business consultant.

He was educated at the Rheinisch Westfälische Technische Hochschule Aachen (RWTH Aachen University), in Germany, gaining a Master and a PhD in economic geography.

Marc is married with one child.





## Nicolas Mackel

CEO

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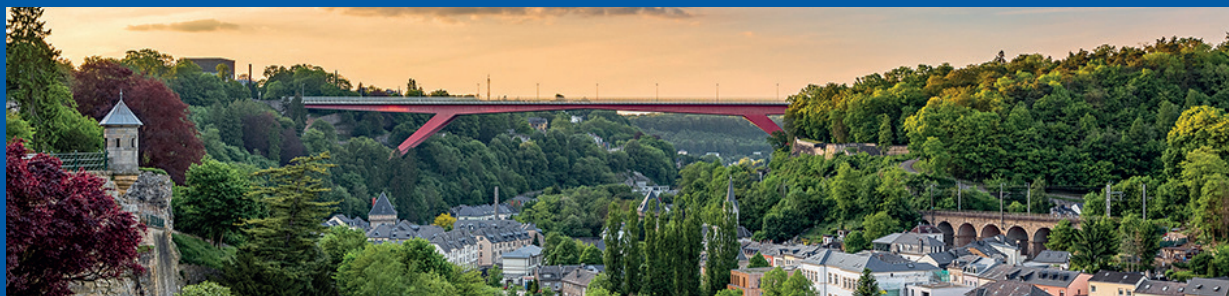


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Nicolas Mackel is CEO of Luxembourg for Finance, the Agency for the Development of the Financial Centre, since July 2013.

Nicolas is a career diplomat. He has graduated with a law degree from the University of Aix-en-Provence, and holds two post-graduate diplomas in European law from the Sorbonne University, respectively the College of Europe in Bruges where he then also served as a teaching assistant in the Law Department. He worked as a legal clerk at the European Court of Justice before joining the Ministry of Foreign Affairs in 1999. His assignments focused on the successive EU Treaty negotiations (Amsterdam, Nice, Constitution, Lisbon).

Nicolas was consecutively posted at Luxembourg's Permanent Representation to the EU (2002-07), as Deputy Chief of Mission at Luxembourg's Embassy in Washington DC (2007-11) and as Consul General in Shanghai (2011-13) where he was in charge of promoting Luxembourg's economic interests throughout China as the Executive Director of the Luxembourg Trade and Investment Office.



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Luxembourg for Finance (LFF) is the Agency for the Development of the Financial Centre. It is a public-private partnership between the Luxembourg Government and the Luxembourg Financial Industry Federation (PROFIL). Founded in 2008, its objective is to develop Luxembourg's financial services industry and identify new business opportunities.

LFF connects international investors to the range of financial services provided in Luxembourg, such as investment funds, wealth management, capital market operations or advisory services. In addition to being the first port of call for foreign journalists, LFF cooperates with the various professional associations and monitors global trends in finance, providing the necessary material on products and services available in Luxembourg.

Furthermore, LFF manages multiple communication channels, organises seminars in international business locations, and takes part in selected world-class trade fairs and congresses.

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# PROGRAMME

**Tuesday, 26 September 2017**

The Ritz-Carlton Beijing,  
Financial Street

09.30	<b>WELCOME REMARKS</b> <b>Nicolas Mackel</b> <i>CEO, Luxembourg for Finance</i>
09.35	<b>WHERE IS EUROPE HEADING?</b> <b>HE Pierre Gramegna</b> <i>Minister of Finance, Grand Duchy of Luxembourg</i>
09.50	<b>KEYNOTE SPEECH</b> <b>Dr. Ma Jun</b> <i>Chair of Green Finance Committee, China Banking and Finance Society</i>
10.00	<b>CONNECTING YOU WITH FINANCIAL EXPERTISE</b> <b>Nicolas Mackel</b> <i>CEO, Luxembourg for Finance</i>
10.10	<b>EUROPE'S INVESTMENT FUND LANDSCAPE</b> <b>Camille Thommes</b> <i>Director General, Association of the Luxembourg Fund Industry (ALFI)</i>
10.20	<b>PRIVATE EQUITY ON THE RISE</b> <b>Paul Junck</b> <i>Managing Director, Luxembourg Private Equity &amp; Venture Capital Association (LPEA)</i>
10.30	<b>ACCESSING INVESTORS THROUGH EUROPE'S CAPITAL MARKETS</b> <b>Julie Becker</b> <i>Member of the Executive Committee, Luxembourg Stock Exchange (LuxSE)</i>
10.40	<b>NETWORKING BREAK</b>

## PRACTICAL WORKSHOPS TO ANSWER YOUR QUESTIONS

11.00	<b><u>WORKSHOP 1: Structuring Luxembourg funds</u></b> Facilitated by: <b>Marc-André Bechet</b> <i>Director Legal &amp; Tax, Association of the Luxembourg Fund Industry (ALFI)</i> <b>Peng-Wah Choy</b> <i>Managing Director, Asia Markets, FundRock Management Company S.A.</i> <b>Gast Juncker</b> <i>Partner, Elvinger Hoss Prussen</i>
11.00	<b><u>WORKSHOP 2: Chinese investments in Europe</u></b> Facilitated by: <b>Stéphane Karolczuk</b> <i>Partner, Head of Hong Kong Office, Arendt &amp; Medernach</i> <b>Thierry Lohest</b> <i>Partner, Loyens &amp; Loeff</i> <b>Matt Moran</b> <i>Partner, PwC</i>
11.00	<b><u>WORKSHOP 3: Climate finance instruments</u></b> Facilitated by: <b>Paul Peporte</b> <i>Counsel, Allen &amp; Overy</i> <b>Aldo Romani</b> <i>Deputy Head of Funding, Euro, European Investment Bank</i> <b>Robert Scharfe</b> <i>CEO, Luxembourg Stock Exchange (LuxSE)</i>

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**12.00** **NETWORKING LUNCH**



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## Speakers (in alphabetical order)



**Marc-André Bechet** *Director Legal & Tax, Association of the Luxembourg Fund Industry (ALFI)*

Marc-André Bechet is Director Legal & Tax of ALFI, the Association of the Luxembourg Fund Industry. He joined the association in September 2014.

Before joining ALFI, Marc-André Bechet was Head of the Investment Funds Services at Banque Degroof Luxembourg, responsible for fund administration and custody. Prior to joining Banque Degroof, Marc-André Bechet worked for 18 years at RBC Investor Services Bank S.A. in Luxembourg, where he held various senior positions.

Mr. Bechet holds a Master's degree in Business Administration from the University of Ottawa (Canada) and a Master's degree in Finance from the French business school ESCP in Paris. He speaks English, French, German and Luxembourgish.



**Julie Becker** *Member of the Executive Committee, Luxembourg Stock Exchange (LuxSE)*

Julie Becker joined the Luxembourg Stock Exchange in 2013 and is currently a member of the Executive Committee. She leads International Primary Markets, with responsibility for the management of the listing activities, the promotion and the development of the LuxSE markets for international financial instruments. She is a confirmed specialist in regulatory, legal and market related matters linked to capital markets transactions and disposes of a proven track record in advising on and integration of regulatory change.

In 2016, Julie Becker initiated and implemented the creation of the Luxembourg Green Exchange or LGX, a new platform dedicated exclusively to green instruments. This initiative, a first in global capital markets, has been rewarded with numerous awards and recognitions worldwide. She is also a member of the EU High Level Expert Group on Sustainable Finance.

She holds a Master in European & Corporate Law and a Master Degree (DEA) in Private Law from the University of Nancy II, France. She is also an alumna of the Wharton Business School, University of Pennsylvania, USA.

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**Peng-Wah Choy** *Managing Director, Asia Markets, FundRock Management Company S.A.*

Peng joined FundRock in 2017 and is based in Singapore.

Peng's 30 years of financial services experience spans from commercial banking to asset management in Singapore, New York and Hong Kong. Most recently Peng was Vice Chairman, Board of Directors of Harvest Global Investments Limited, responsible for driving the strategic global expansion for Harvest Group. He was the Chief Executive Officer of Harvest Global Investments Limited from 2011 to 2015. Prior to joining Harvest, Peng was the Deputy Chief Executive Officer of Fullerton Fund Management Company Limited. Before that, Peng was the Chief Executive Officer at Deutsche Asset Management Asia, ex-Japan, based in Singapore. During his time, he was responsible for Deutsche's expansion into South Korea, India and China. Peng started his career at Citibank Singapore as an executive trainee and has worked in Citibank's offices in New York and Hong Kong in a variety of capacities.



**Paul Junck** *Managing Director, Luxembourg Private Equity & Venture Capital Association (LPEA)*

Paul Junck is an independent economic counsel in Luxembourg, advising companies on corporate governance and organisational matters.

Paul serves as Managing Director of the LPEA (Luxembourg Private Equity & Venture Capital Association), a trade association promoting and defending the interests of investors and professionals active in the field of venture capital and private equity.

He is a member of the "Luxembourg Directors Institute" and co-author of the "Ten Principles of Corporate Governance" of the Luxembourg Stock Exchange.

He also chairs the Luxembourg Federation of Hospitals and he is a former member of the European Economic and Social Committee. He served as Secretary General of the international steel group Arcelor and of EY Luxembourg.

Paul Junck holds a business law degree from the Université Schuman de Strasbourg (France) as well as a certificate of European studies.



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**Gast Juncker** *Partner, Elvinger Hoss Prussen*

Gast Juncker is partner at Elvinger Hoss Prussen.

Gast Juncker has over 20 years' experience in the establishment of investment funds and investment companies.

Gast advises clients in relation to regulatory matters and the structuring of their Luxembourg investment fund operations. He is also in charge of leading contacts with Asian asset managers, in particular in China, Korea and Japan.

Gast is listed as one of the leading lawyers in investment funds by IFLR and recommended for his advice in relation to Chinese investments and his work with Asian clients by Chambers and Partners.

Gast is also member of the Luxembourg Bar since 1993 and co-chair of the legal and regulatory committee and member of various working groups of ALFI (Association of the Luxembourg Fund Industry).



**Stéphane Karolczuk** *Partner, Head of Hong Kong Office, Arendt & Medernach*

Stéphane Karolczuk is a Partner and the Head of the Hong Kong office of Arendt & Medernach S.A.. He advises clients based in the Asia Pacific region regarding their European projects, their Luxembourg legal and regulatory questions. As Partner in the Investment Management practice, Stéphane advises international clients on all issues relating to Luxembourg investment funds (UCITS or other vehicles), the structuring, setting-up and marketing of these funds (under UCITS or AIFMD), strategies involving investments in the Asia Pacific region and questions relating to the distribution of funds in the region.



**Thierry Lohest** *Partner, Loyens & Loeff*

Thierry Lohest heads the Luxembourg Corporate Law Practice. He divides his time between our Luxembourg and Hong Kong offices. He specialises in corporate law, corporate finance, private equity, M&A, real estate, securities regulations and banking and finance matters.

Thierry has represented clients in numerous cross-border transactions, both public and private, including major public takeover bids and listings of securities on Euronext, Nasdaq, the Luxembourg Stock Exchange, the London Stock Exchange and the Hong Kong Stock Exchange.

Thierry is a member of the Brussels and Luxembourg Bars and is registered as a foreign lawyer in Hong Kong.





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**Dr. Ma Jun** *Chair of Green Finance Committee, China Banking and Finance Society*



Dr. MA Jun is Chief Economist at the People's Bank of China (PBC)'s Research Bureau, Chairman of Green Finance Committee of China Society of Finance and Banking, and Co-Chair of G20 Green Finance Study Group. Before joining the PBC in early 2014, he worked for 13 years at Deutsche Bank, where he was Managing Director, Chief Economist for Greater China, and Head of China and Hong Kong Strategy. Prior to joining Deutsche Bank in 2000, he worked as public policy specialist, economist and senior economist at the International Monetary Fund and World Bank from 1992-2000. From 1988-1990, he was a research fellow at the Development Research Center of China's State Council.

Dr. Ma has published eleven books and several hundred articles. His main research interests include macroeconomic forecasting, monetary policies, financial markets, as well as environmental economics. Dr. Ma has been frequently rated at the top in his fields by various investor polls. His accolades include the No.1 Asia economist and the No.1 China analyst in Institutional Investor's survey for four years in a row (2009-2012).

Dr. Ma received his Ph.D. in Economics from Georgetown University in 1994, and his master's degree in Management Science from Fudan University in 1988. He is also a member of China Finance-40 Forum, member of the academic committee of International Finance Forum, member of World Economic Forum's Agenda Council on International Monetary System, and Adjunct Professor at Fudan University.

**Matt Moran** *Partner, PwC*



Matt is a Corporate Finance Partner in Luxembourg specialising in financials services. He leads the Firm's Insurance Industry Practice whilst also in charge of our China Market Program. Matt is a member of the Firm's Financial Services Committee and Clients & Markets Board and is responsible for Luxembourg's Brexit Taskforce.

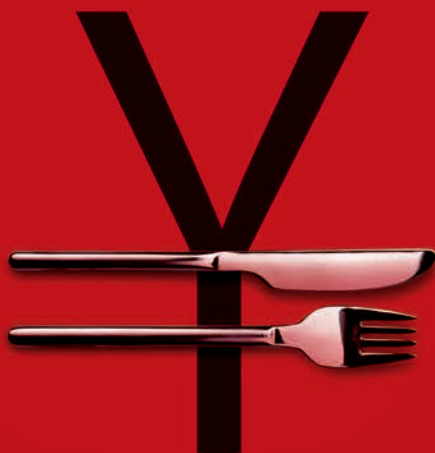
Working in London, New York, Dublin and Luxembourg, he has close to 25 years experience in undertaking transactions, both as a banker, lead advisor and as principal/investor. He joined PwC in 2014 having previously been CEO of one of Europe's largest high net worth wealth structuring businesses with some \$30Bn of assets which he prepared for sale to a leading global private equity house. Prior to this he spent his career in merchant and investment banking and banking treasury.

His experience includes banking, fundraising, M&A lead advisory, valuation, due diligence and strategic restructuring of enterprises. He also has been involved in the running and set-up of regulated financial businesses.

Matt graduated from the National University of Wales with a BSc. (Econ) (Hons), subsequently qualifying as a Chartered Accountant (ACA, ICAEW) with a Big 4 firm in London. An investment banker in New York, he qualified as a Broker/Dealer (United States National Association of Broker Dealers).



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**Paul Peporte** *Counsel, Allen & Overy*

Paul specialises in securities law and capital markets regulation, including stock exchange listings. He advises clients on the full spectrum of debt and equity transactions, including securitisation, structured products, covered bonds, IPOs, placements and buy backs of securities, exchange offers, listing applications, and ongoing obligations deriving from such listings. He also previously worked in the credit and rate markets department at JP Morgan in London before joining Allen & Overy.

He regularly holds conferences on various capital markets related topics in Luxembourg and abroad. Paul is a member of the Commercial Banking Cluster (with focus on Luxembourg covered bond banks) at the Luxembourg Bankers' association, the ABBL and part of the working group on KIID & PRIIPs.



**Aldo Romani** *Deputy Head of Funding, Euro, European Investment Bank*

A graduate in monetary and financial economics of Bocconi University in Milan, Aldo started his professional career with a traineeship in investment banking and then a front-office position in the Zentrale Konsortialabteilung of Commerzbank AG in Frankfurt am Main. He left the bank as Abteilungsleiter for Asian markets (including PRC) in 1997 to join EIB, the largest Supranational issuer and the largest issuer of Green Bonds to date, first as assistant to the Deputy Director General of Finance and then as member of the EUR-funding team, contributing to EIB's EUR funding strategy and implementation throughout the course of monetary union.

Aldo began to integrate social responsibility considerations into EIB's funding strategy in 2007, shaping the first Green Bond ever in that year and overseeing the entire EUR Green Bond issuance of the EIB since. He structured the due diligence and upgrade of EIB's Green Bond administration in 2014, coordinated the IFI- and GBP-working groups on impact reporting harmonization from May 2015 to May 2016, and managed the dedicated KPMG-audit of EIB's Green Bond practice leading to the first Green Bond Independent Reasonable Assurance Report in September 2016. His engagement and results in this field have found market recognition in the Global Capital Award as "Overall Most Impressive Green/SRI Bond Funding Official" in both 2015 and 2016.





# Luxembourg: Where Europe's funds take off



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**Robert Scharfe** *CEO, Luxembourg Stock Exchange*



Robert Scharfe is the CEO of the Luxembourg Stock Exchange since 2012 and he is a member of the Board of directors of the Federation of European Securities Exchanges as well as the Chairman of the Nomination Committee of the World Federation of Exchanges.

He's a recognized expert in Capital Markets matters and a specialist in Green financing. Before joining the Luxembourg Stock Exchange, he spent 35 years in the Banking industry, mostly in Corporate Finance and Financial Markets. Between 2000 and 2012 he was a Member of the Management Board of BGL BNP Paribas in Luxembourg. During that time he also assumed senior responsibilities within Fortis Bank in the areas of Institutional Banking and Global Markets.

During his banking career, he acquired extensive knowledge in International Capital Markets and gained solid experience in Asset Management and Investment Funds.

He holds a Master Degree in Economics from the University of Nancy, France, and he is an alumni of Insead, France and Stanford Graduate School of Business, Palo Alto, USA.

**Camille Thommes** *Director General, Association of the Luxembourg Fund Industry (ALFI)*



Camille Thommes is the Director General of ALFI, the Association of the Luxembourg Fund Industry.

He joined the association back in 2007.

Before joining ALFI, Camille Thommes was in charge of the Investment Fund Department at the State and Savings Bank, Luxembourg (BCEE) from 2001-2006, after holding various senior positions in the Securities & Custody department since 1993. He started his professional career in 1986 at BGL (now BGL-BNP Paribas) where he held positions in the Securities and Custody Divisions.

He is a member of the Board of Directors of the Luxembourg Supervisory Authority (CSSF) and a member of the Consultative Committee for Prudential Regulation. Camille is also a member of the High-Level Committee of the Financial Centre set up by the Ministry of Finance. Furthermore, he represents ALFI at the Board of Directors of the European Fund and Asset Management association (EFAMA) and is a Board member of PROFIL SA and XBRL asbl.

Camille holds a Master's Degree in Economics from the University Louis Pasteur in Strasbourg (France), completed the Accelerated Development Program at the London Business School and accomplished traineeships in London and New York.

A Luxembourg native, Camille is fluent in English, French, German and Luxembourgish.



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## NOTES

## NOTES



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