

LISTED IN LUXEMBOURG



Hubert **GRIGNON DUMOULIN**,
Member of the Management Board

Over the past 50 years, the Luxembourg Stock Exchange carved itself out a niche as the largest listing centre for international debt securities. Developing continuously on the edge of innovation, the label "Listed in Luxembourg" is recognised in the international capital markets from Buenos Aires to São Paulo.

Today, 70 sovereign issuers and 12 supranational institutions, top a client list of some 3,000 issuers from more than 100 countries. Besides being internationally recognised for bond listings, we also list Shares & GDRs (e.g. from India and Taiwan...), Warrants, Investment funds, ETFs, Sukuk (e.g. from South Africa, Luxembourg...), ABS... amounting to a total of 40.000 listed securities.

On this, Latin America is a major market for the LuxSE. Hubert Grignon Dumoulin, Member of the Management Board, explains: *"Since the 1960s, large Latin American debt issuers are using our listing capabilities. This is notably linked to our network of advisors (law firms and international Banks) who are based in London, in New York and also in Luxembourg and who are familiar with the LuxSE and the high quality services we provide to our joint customers."*

However, in a competitive world the notion of habit does not explain why Luxembourg has listed sovereign issues for every country in South and Central America, not to mention bond issues by corporations. Hubert Grignon Dumoulin concedes this: *"Luxembourg has shown long term loyalty. Twenty years ago, people were cautious about the ability of some Latin American issuers to fulfil their commitment in an environment of high inflation. We supported them before they became fashionable and listing on the LuxSE opened doors for them to access an institutional investor base. Furthermore, Luxembourg's reputation for political neutrality is another important factor."*

On the corporate side, Latin America generates big business for the LuxSE. Some 21% come from Brazil: e.g. 270 listings by 71 issuers include giants like Petrobras, Vale, Odebrecht, Eletrobras and a dozen major Brazilian banks. This pattern repeats itself for other Latin American countries: Aeropuertos and Enersis from Argentina; Codelco and Cencosud from Chile; America Mobil, PEMEX and Grupo Televisa from Mexico; Abengoa and Camposol from Peru; PDVSA from Venezuela and BBVA from Paraguay... to name but a few.

In addition, all the major Spanish banks are present in Latin America raising money through their subsidiaries to finance their Latin American operations. A more recent phenomenon is that the Spanish head offices raise money for themselves through Latin America in order to benefit from the superior ratings available there.

Finally, the LuxSE has the capacity to list a large variety of currencies, including Brazilian Real, Mexican Peso, Peruvian Nuevo Sol, Chilean Peso. On the whole, the LuxSE lists securities in 54 different currencies.

All these reasons make the LuxSE a prime location for Latin American and prominently Brazilian issuers to tap international capital.