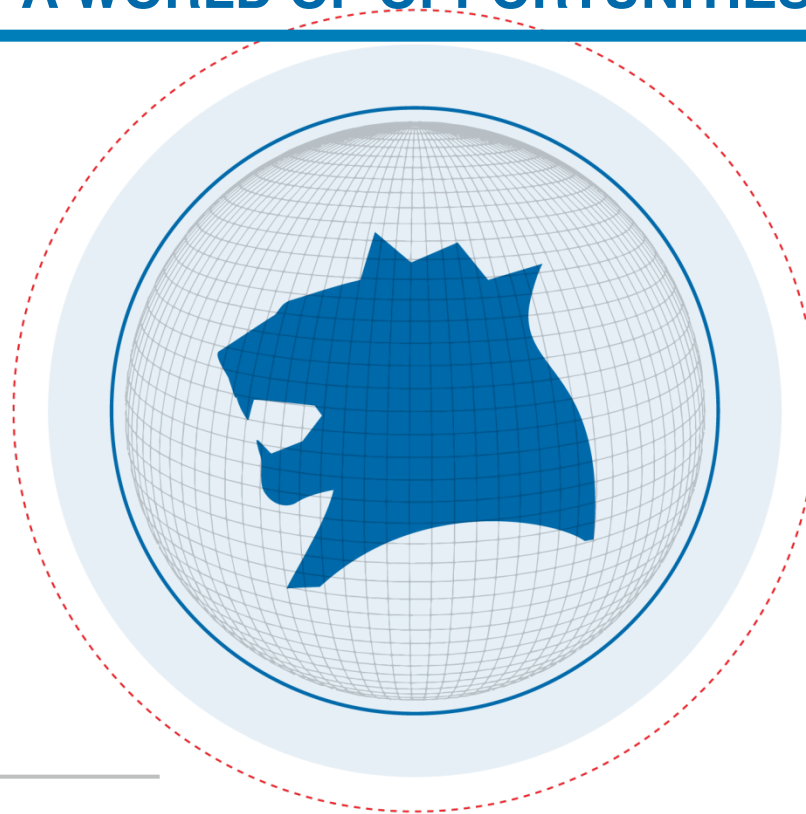

THE LUXEMBOURG FINANCIAL CENTRE

A WORLD OF OPPORTUNITIES



DOHA
5 March 2015

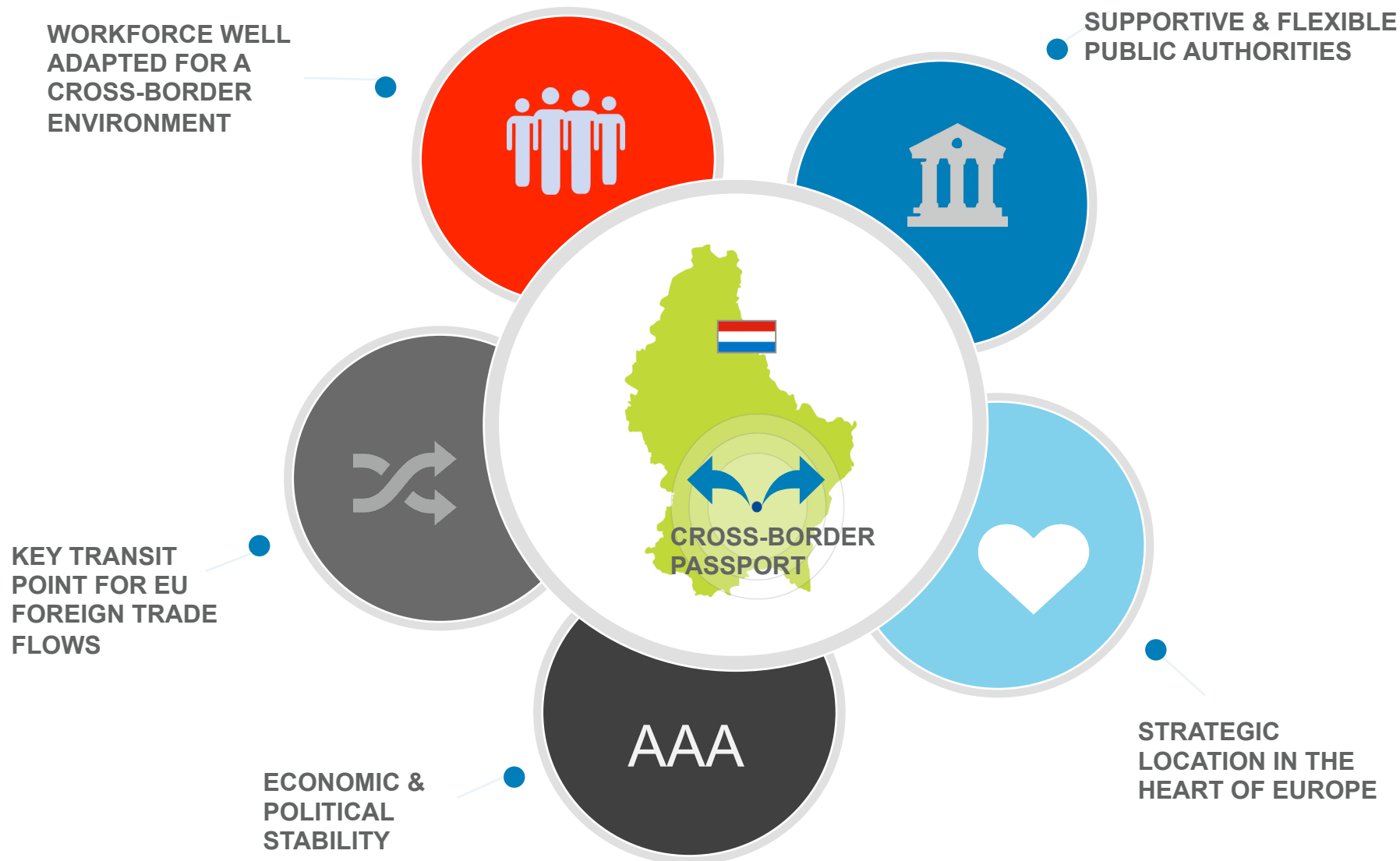
Moderator:

- **Tom Theobald**, Deputy CEO, Luxembourg for Finance

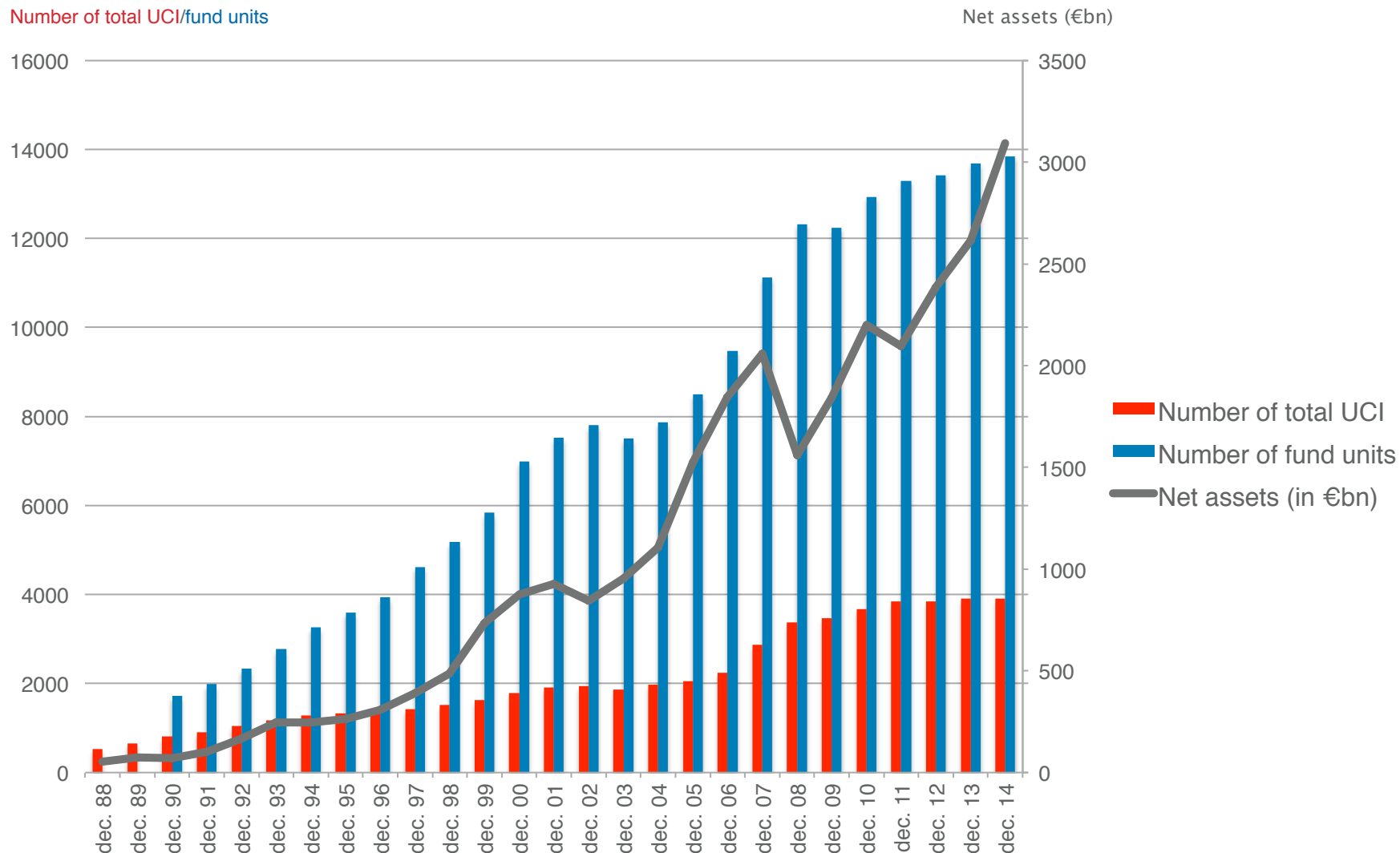
Experts:

- **Hugues Delcourt**, CEO, Banque Internationale à Luxembourg (BIL)
- **Rafik Fischer**, Group Head of Business Development, KBL European Private Bankers
- **Marco Lichtfous**, Partner, Deloitte Luxembourg
- **Jean-Michel Pacaud**, Partner, EY Luxembourg
- **Robert Scharfe**, CEO, Luxembourg Stock Exchange





Evolution of UCIs in Luxembourg since 1988

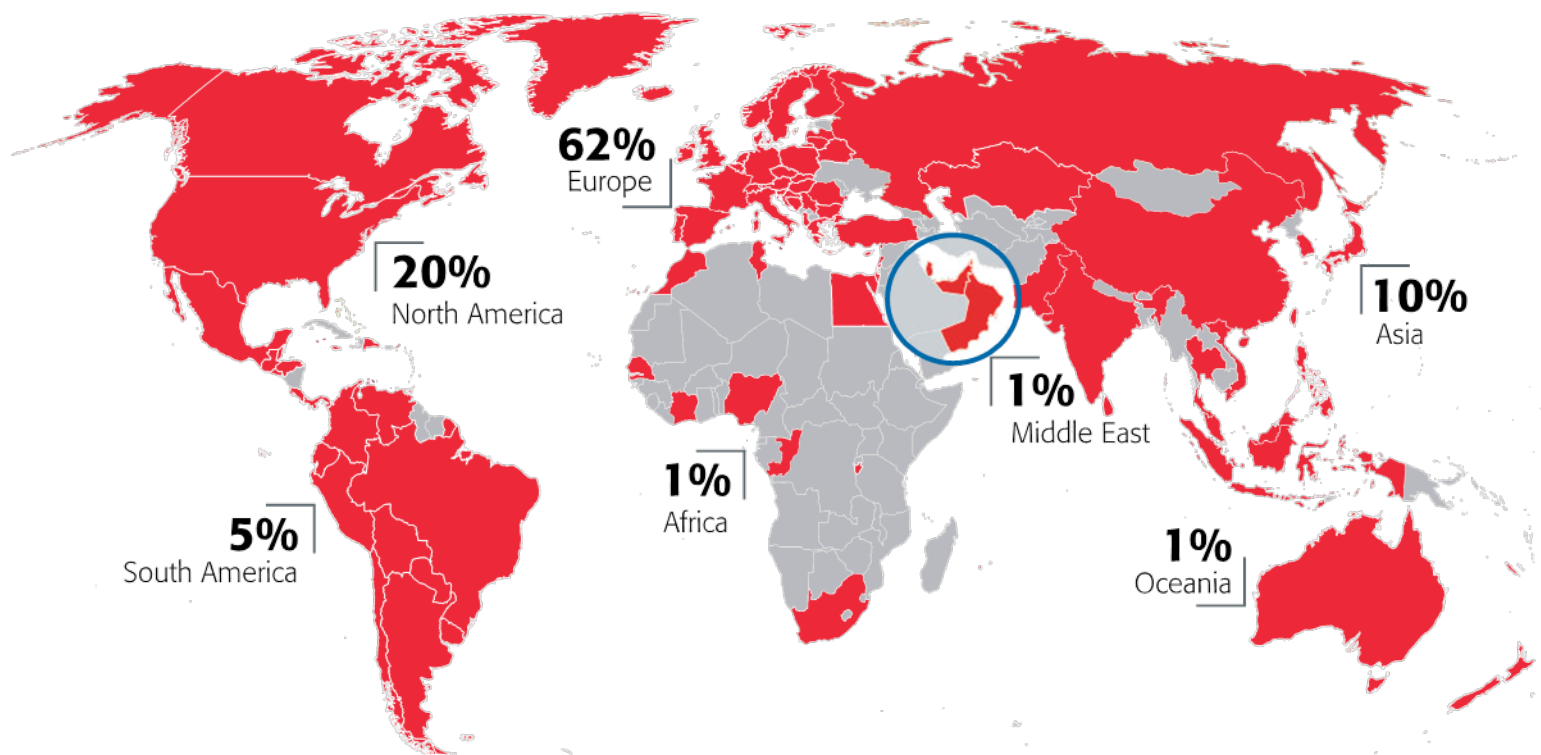




40,000+ listings

100+ countries

54 currencies



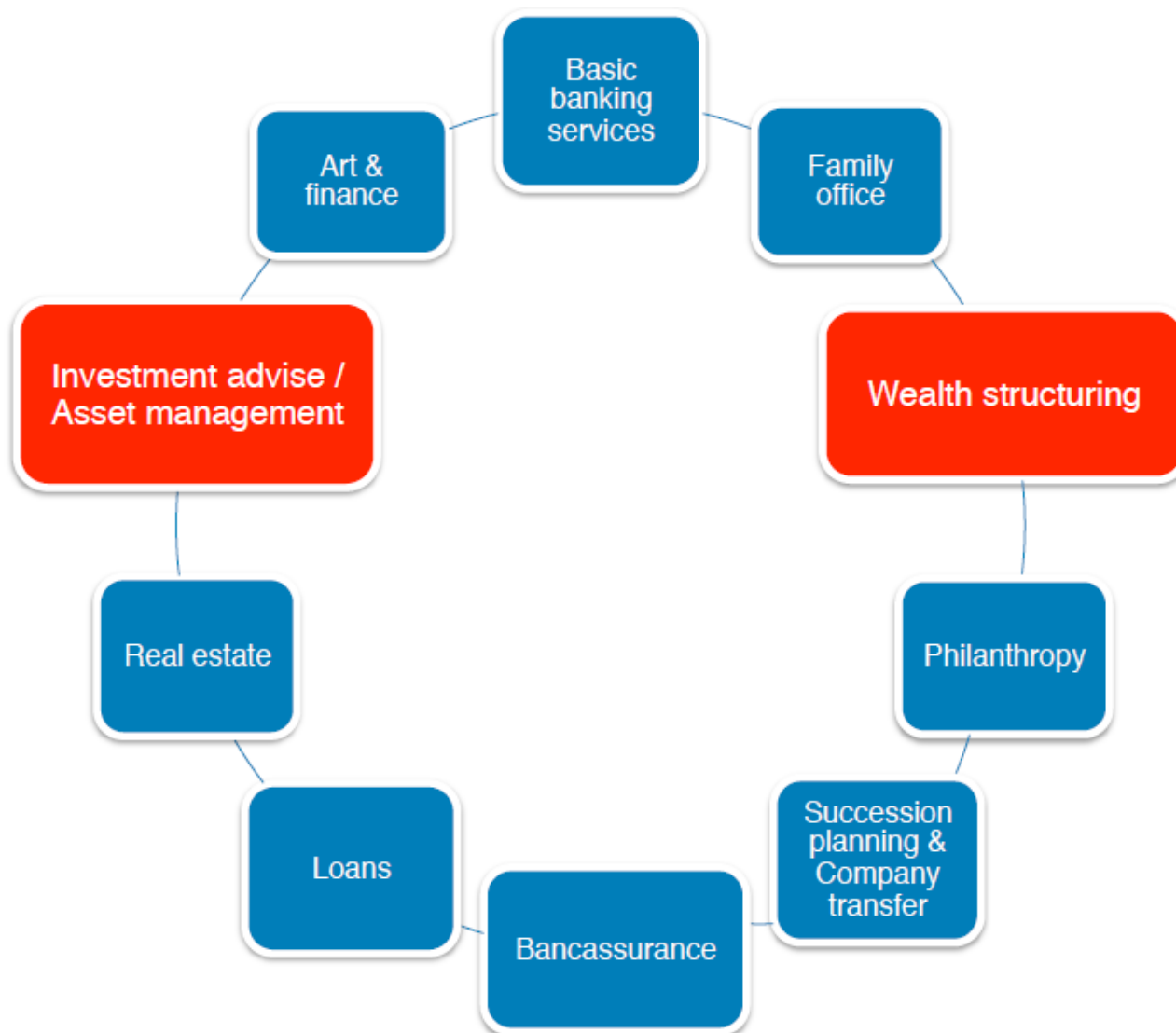
3,000+ issuers

70 sovereigns

12 supranationals

Luxembourg's value proposition

A one-stop shop



Sample of new and existing non-EU players headquartered in Luxembourg to serve the EU



New Players (less than 2 years of activity)

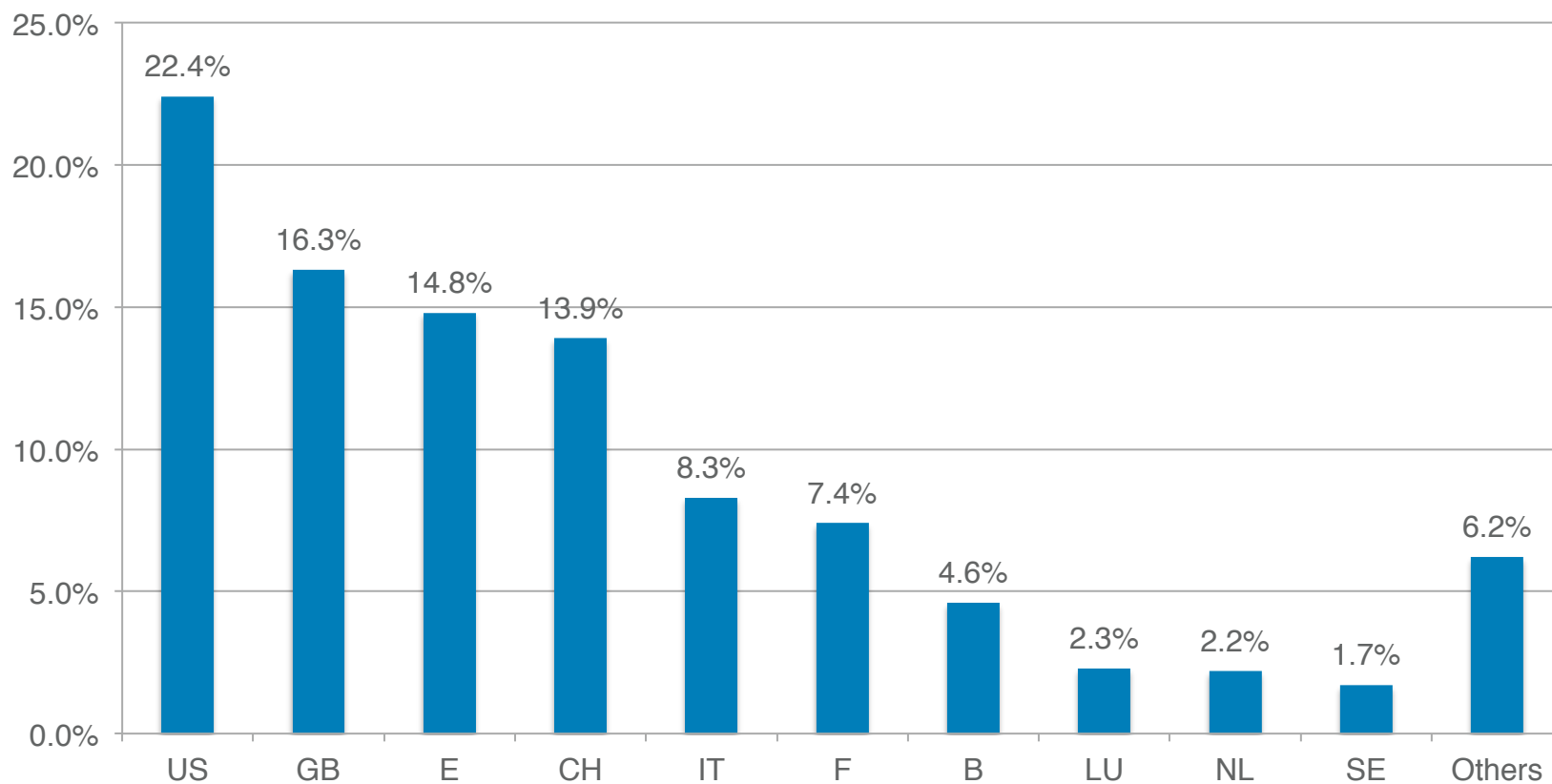


Players with more than 2 years of activity

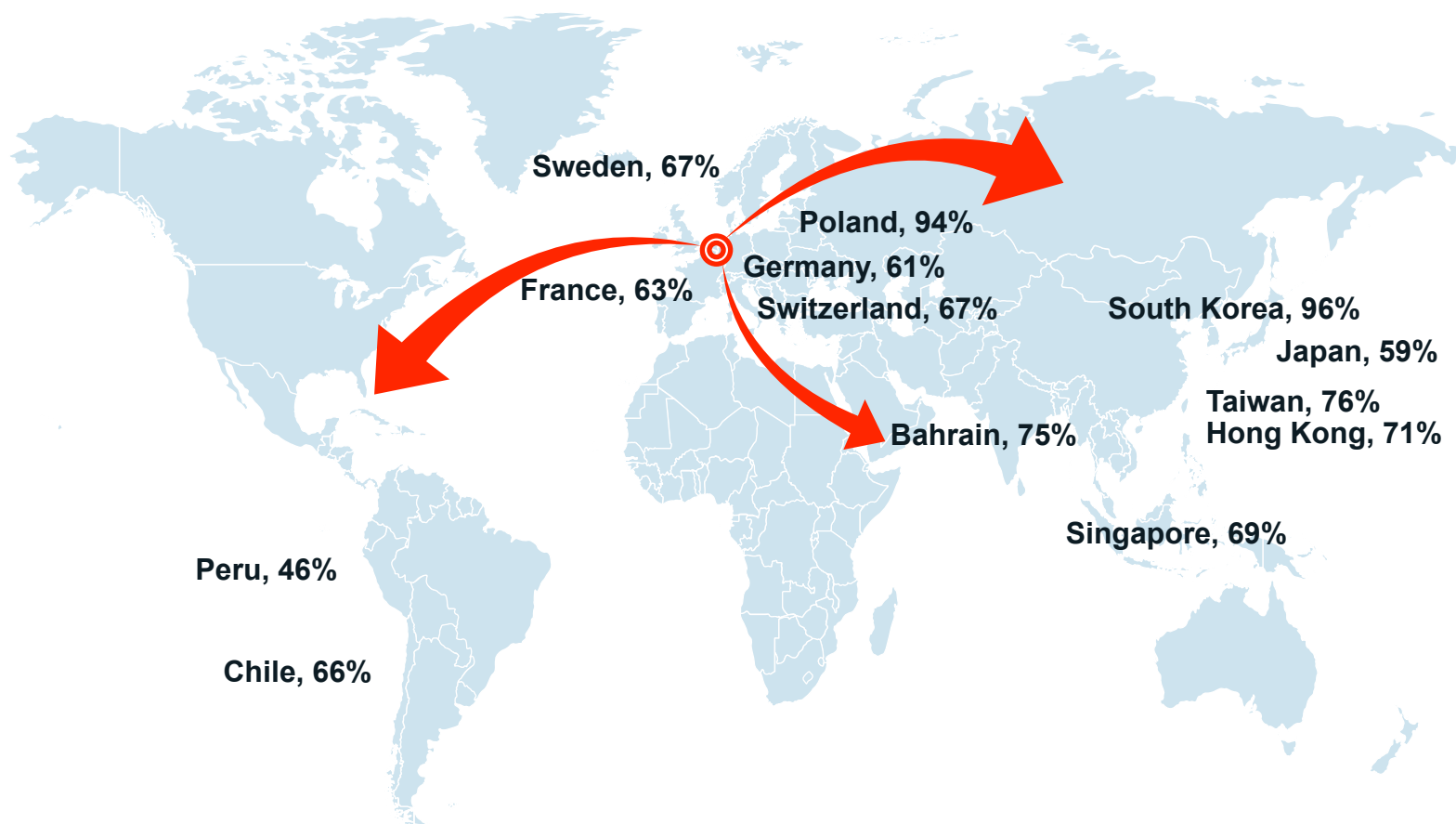


NOT EXHAUSTIVE

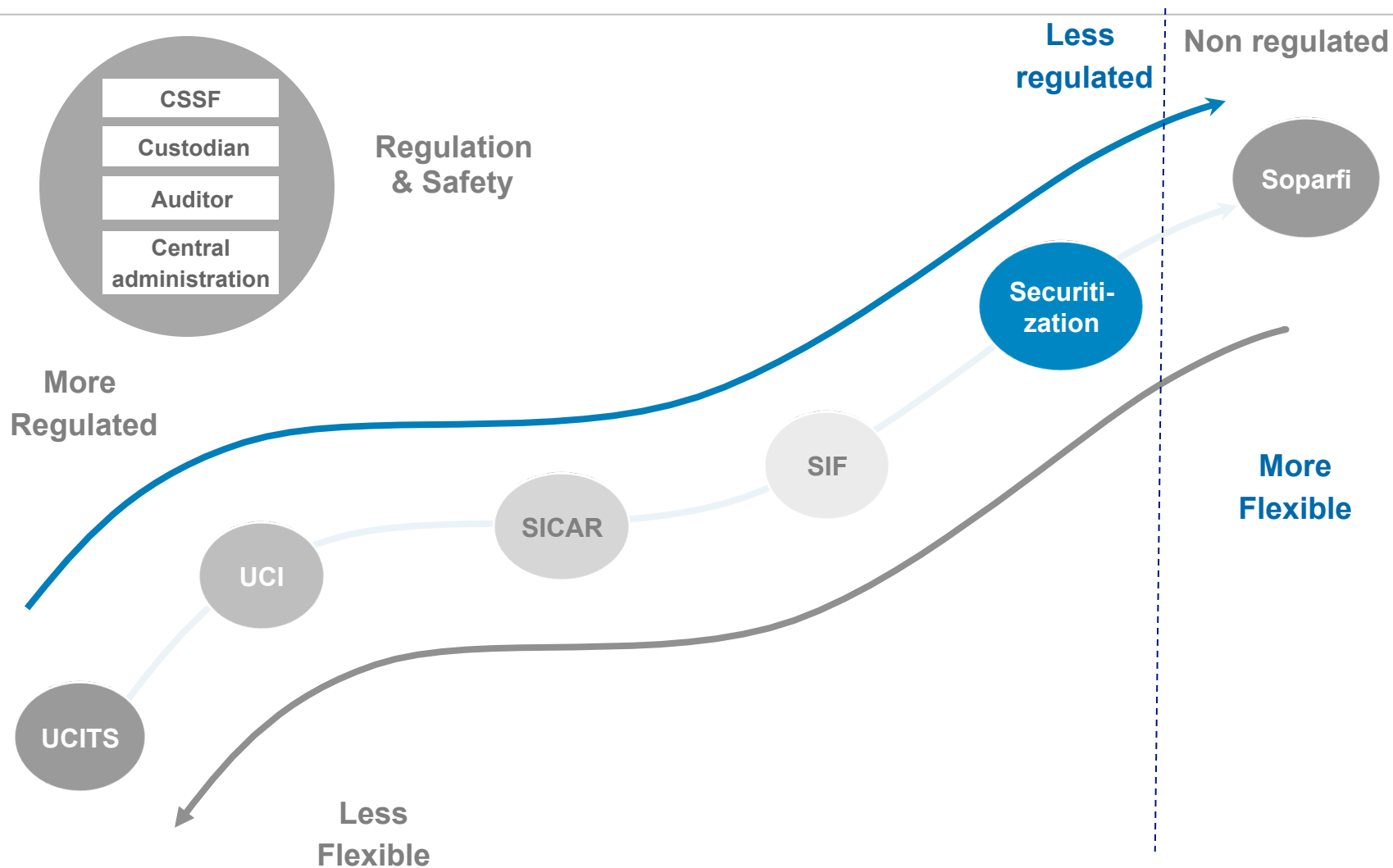
**Market share (%) of promoters
of Luxembourg domiciled funds by country of origin
in terms of AuM**



Luxembourg: The gateway to the European Union... and beyond



Broad choice of investment vehicles



**25% of investment funds
listed worldwide**

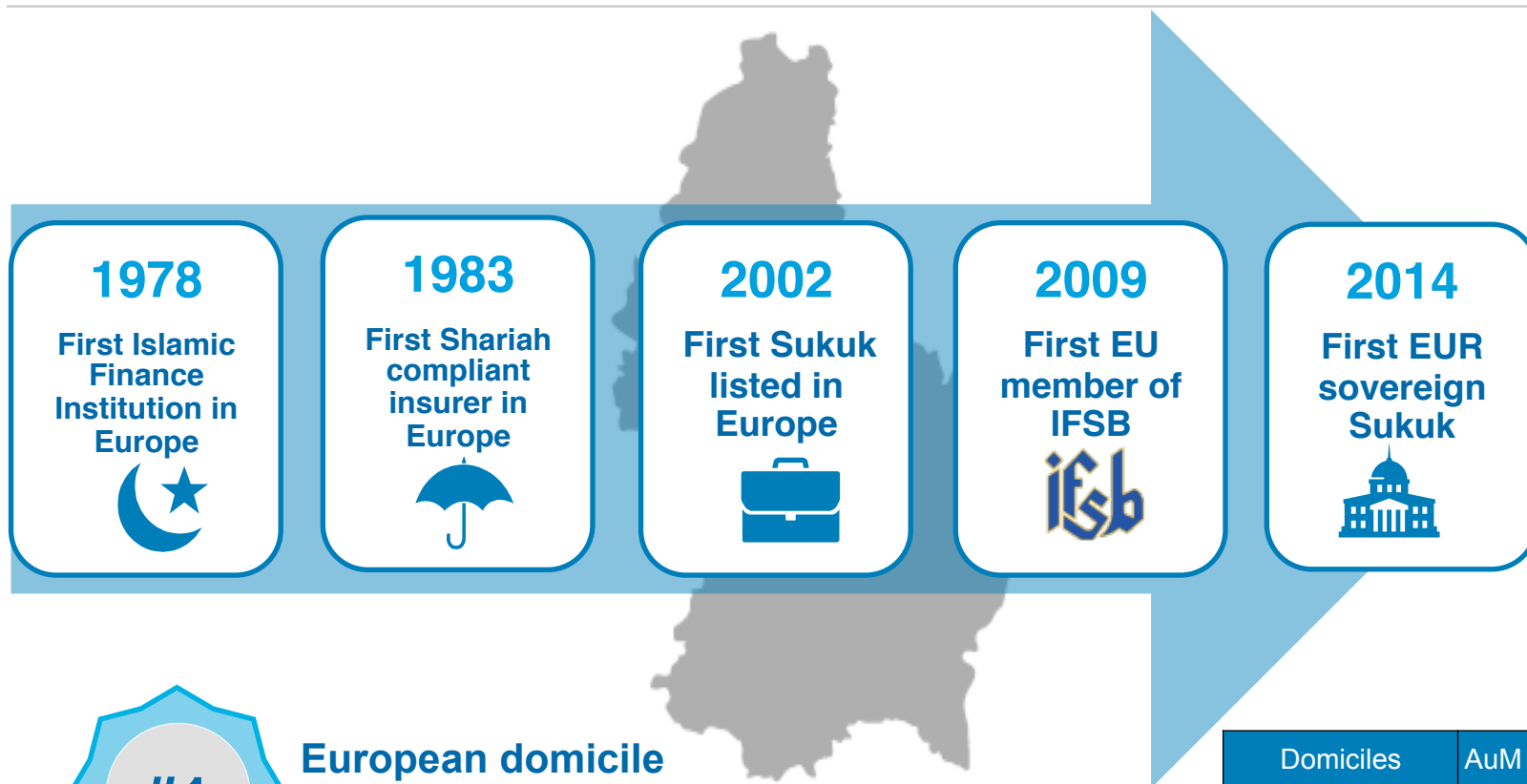
**Assuring transparency to
international investors**



**Unique data base to
support efficient & cost
effective execution**



Luxembourg is a pioneer in Islamic finance in Europe



European domicile for Islamic funds



Worldwide domicile for Islamic funds

Domiciles	AuM (USD billion)
Malaysia	10,2
Saudi Arabia	6,1
Luxembourg	5,0*
Pakistan	2,4
Indonesia	2,2
Ireland	1,7
Jersey	1,3
<i>Others</i>	2,4

Sovereign Sukuk listings on LuxSE



Attracting Muslim & Non-Muslim Investors

Bridging Islamic Finance & Socially Responsible Equity Investments



Converging elements :

- Investment policies
- Exclusion lists
- Eligibility Committee
- Annual review

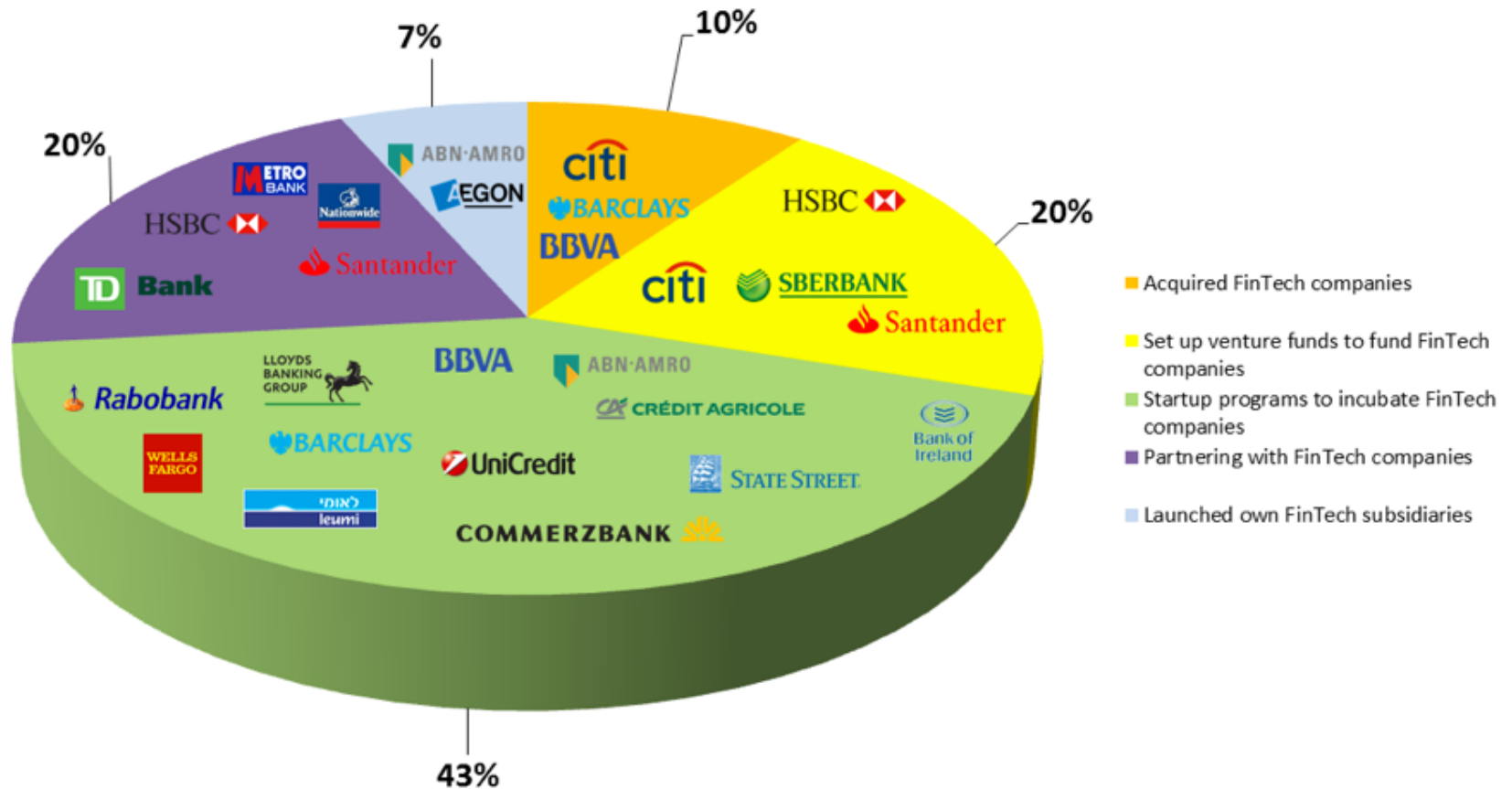


**LuxFLAG is an internationally recognized
Luxembourg Fund Labelling Agency**

Main challenges for the banking industry

How banks react to Fintech?

FinTech is the application of technology (software, hardware and services) to financial services - preferably with a disruptive approach.





Note: Illustrative – non exhaustive



Leading European hub for Chinese financial institutions

- RMB 72.8bn loans
- RMB 67.4bn deposits
- RMB 38.2bn trade finance
- RMB 238.3bn assets in Lux funds

(2014H1 figures)



International bond listings

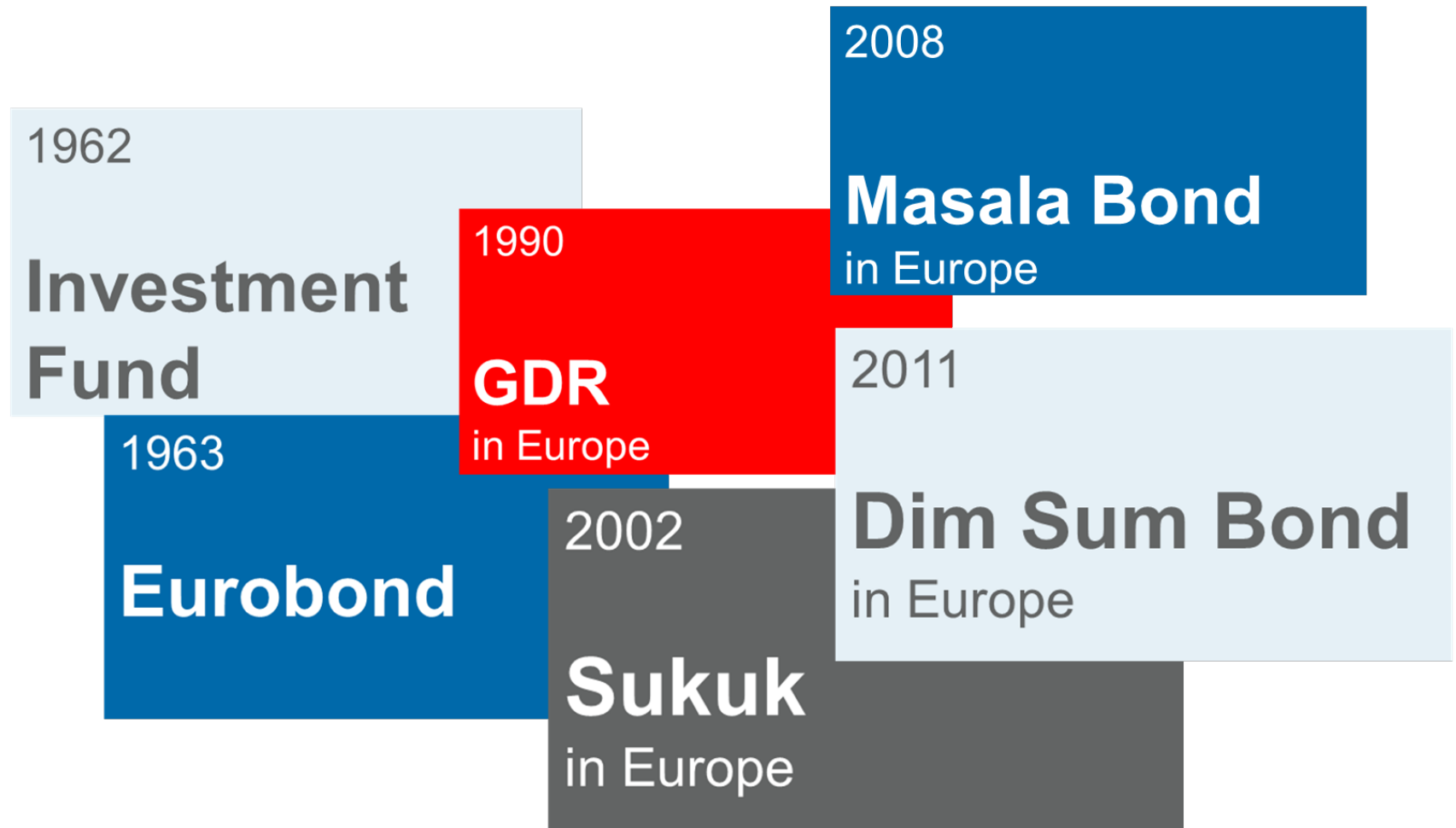
- 1st Dim Sum bond by a European corporate (2011)
- 1st RMB bond by a Chinese entity in Eurozone (2014)



Highest market share of Chinese FDI stock into Europe

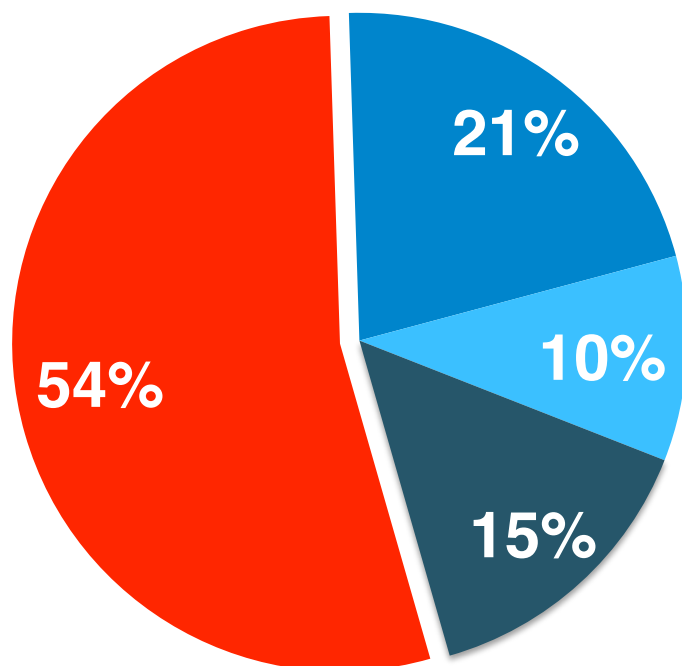


RMB securities settlement



Dim Sum bonds listed **outside Asia**

Source Bloomberg, LuxSE & LSE



■ LuxSE ■ LSE ■ ISE ■ Others

LuxSE's **partnerships** with China



ICBC

