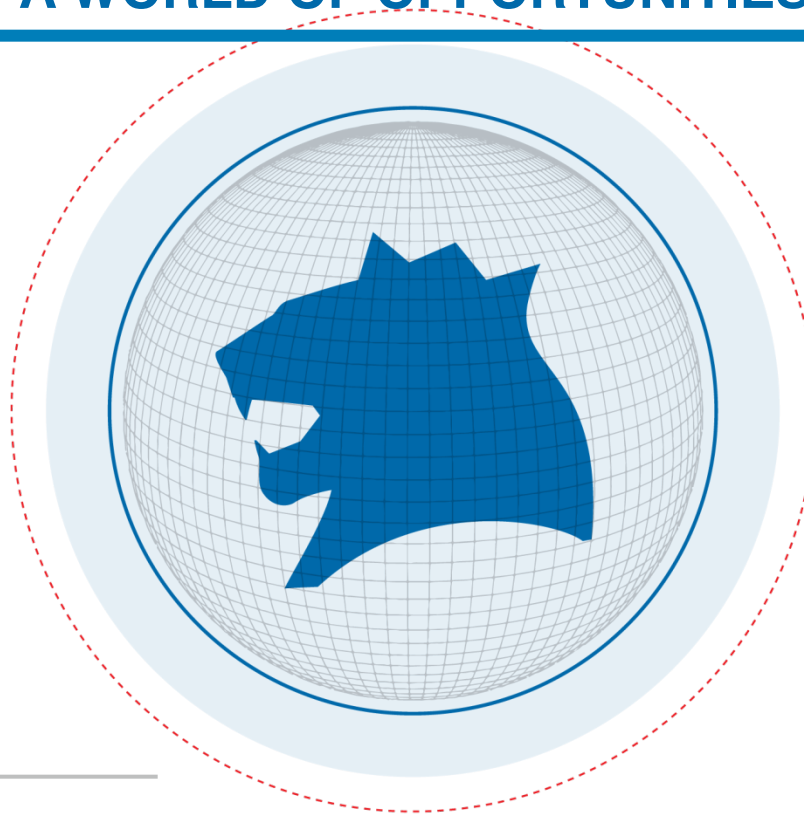


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# THE LUXEMBOURG FINANCIAL CENTRE

## A WORLD OF OPPORTUNITIES

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**DUBAI**  
**3 March 2015**

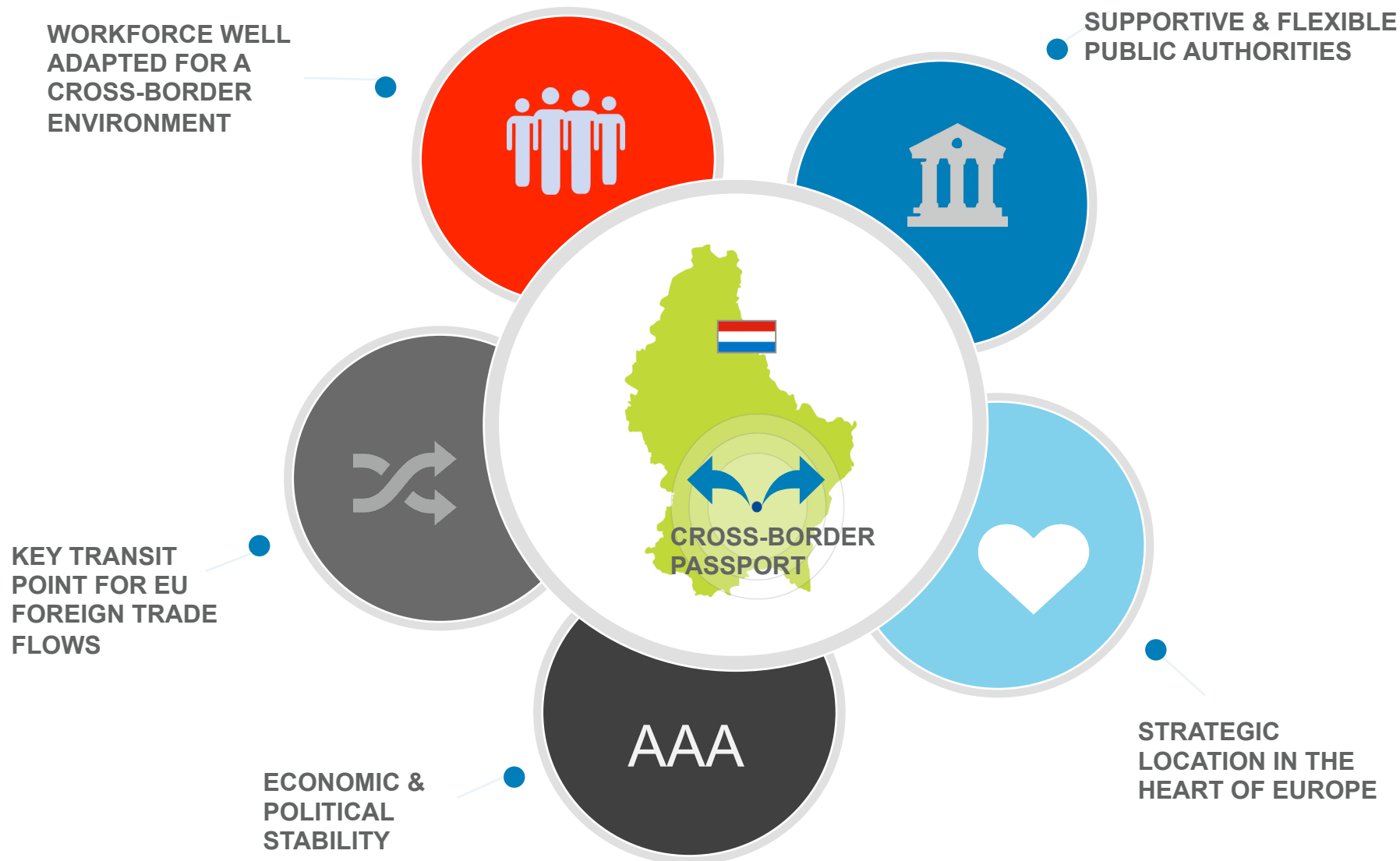
### Moderator:

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

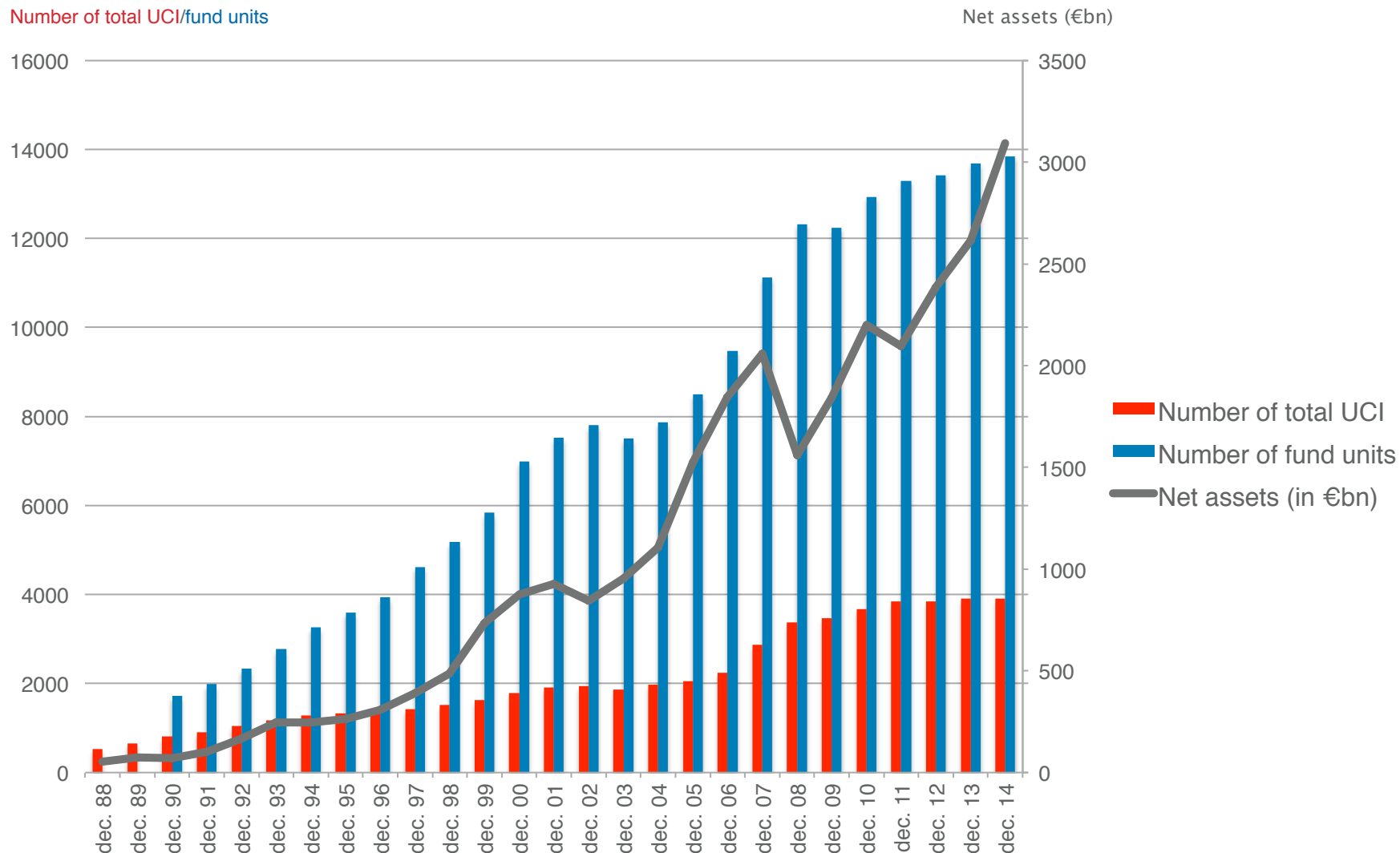
### Experts:

- **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



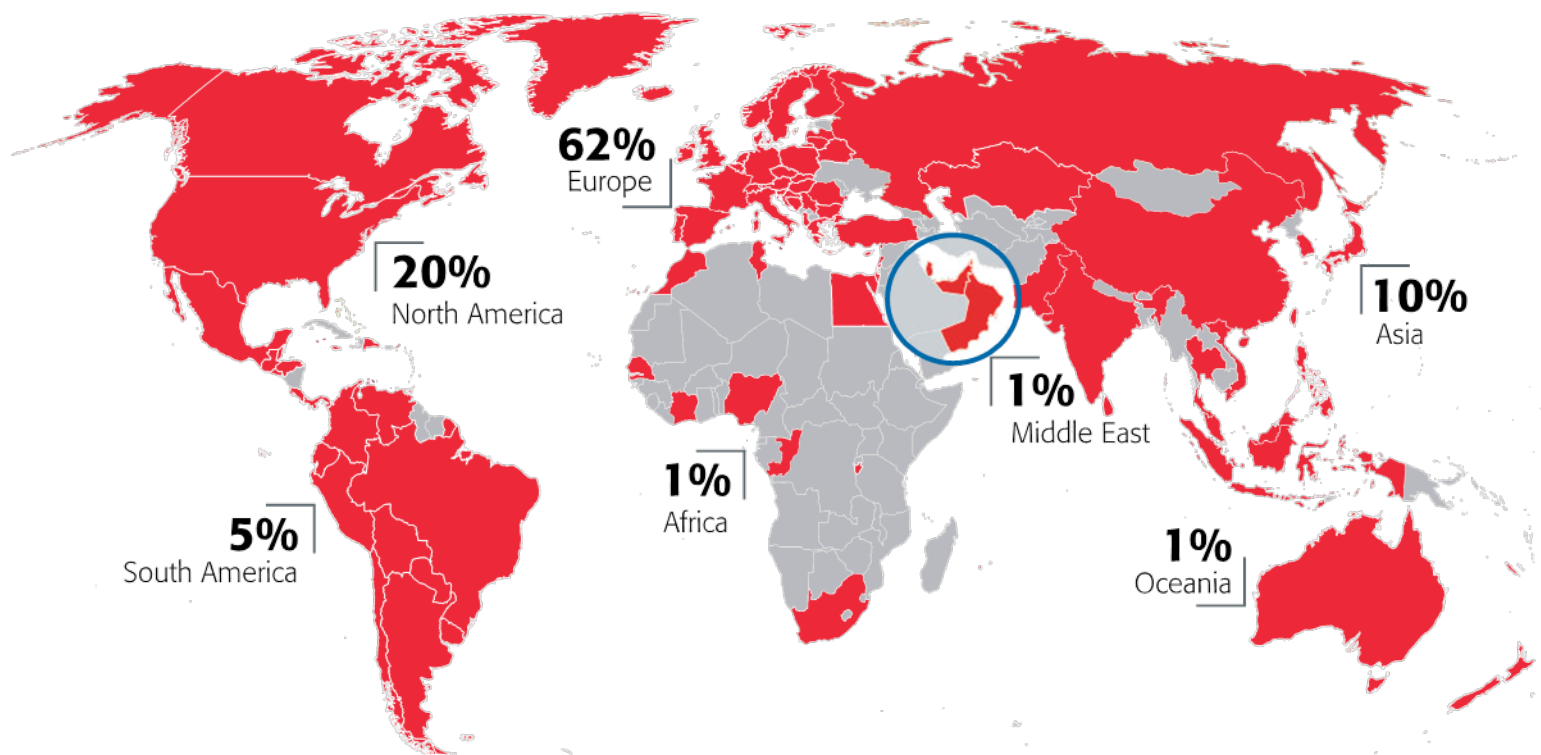




**40,000+** listings

**100+** countries

**54** currencies



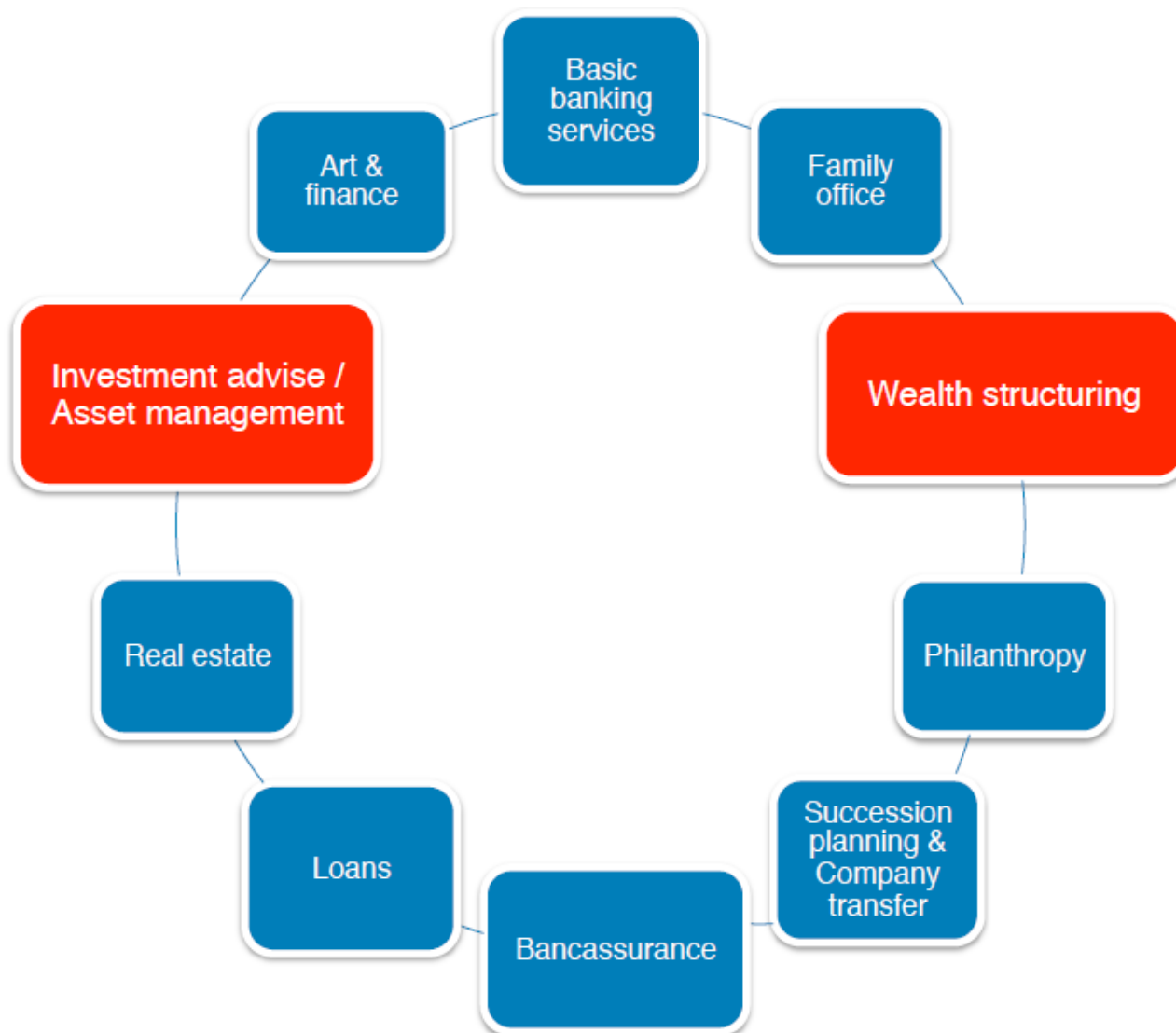
**3,000+** issuers

**70** sovereigns

**12** supnationals

# 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)

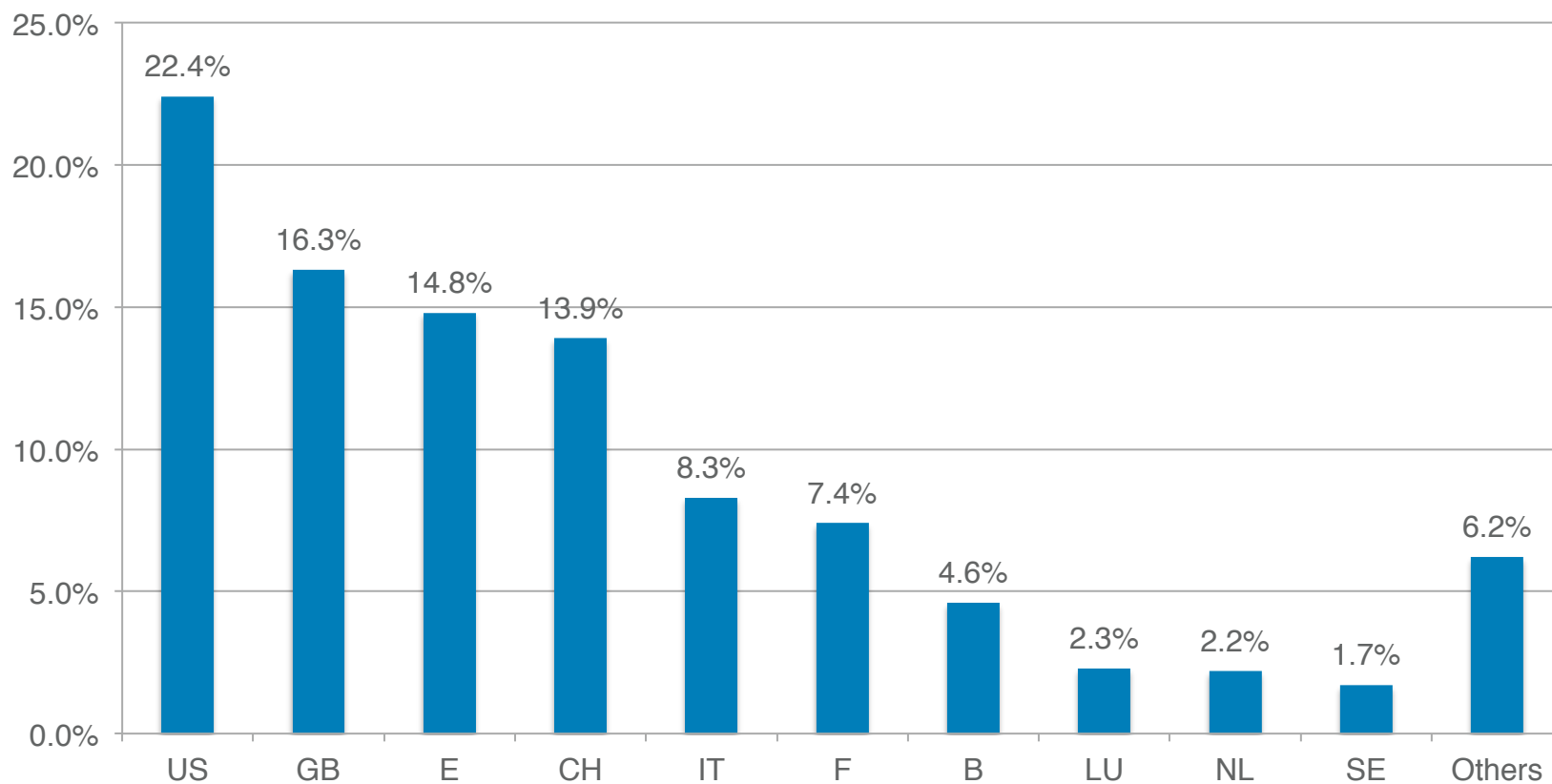


## Players with more than 2 years of activity

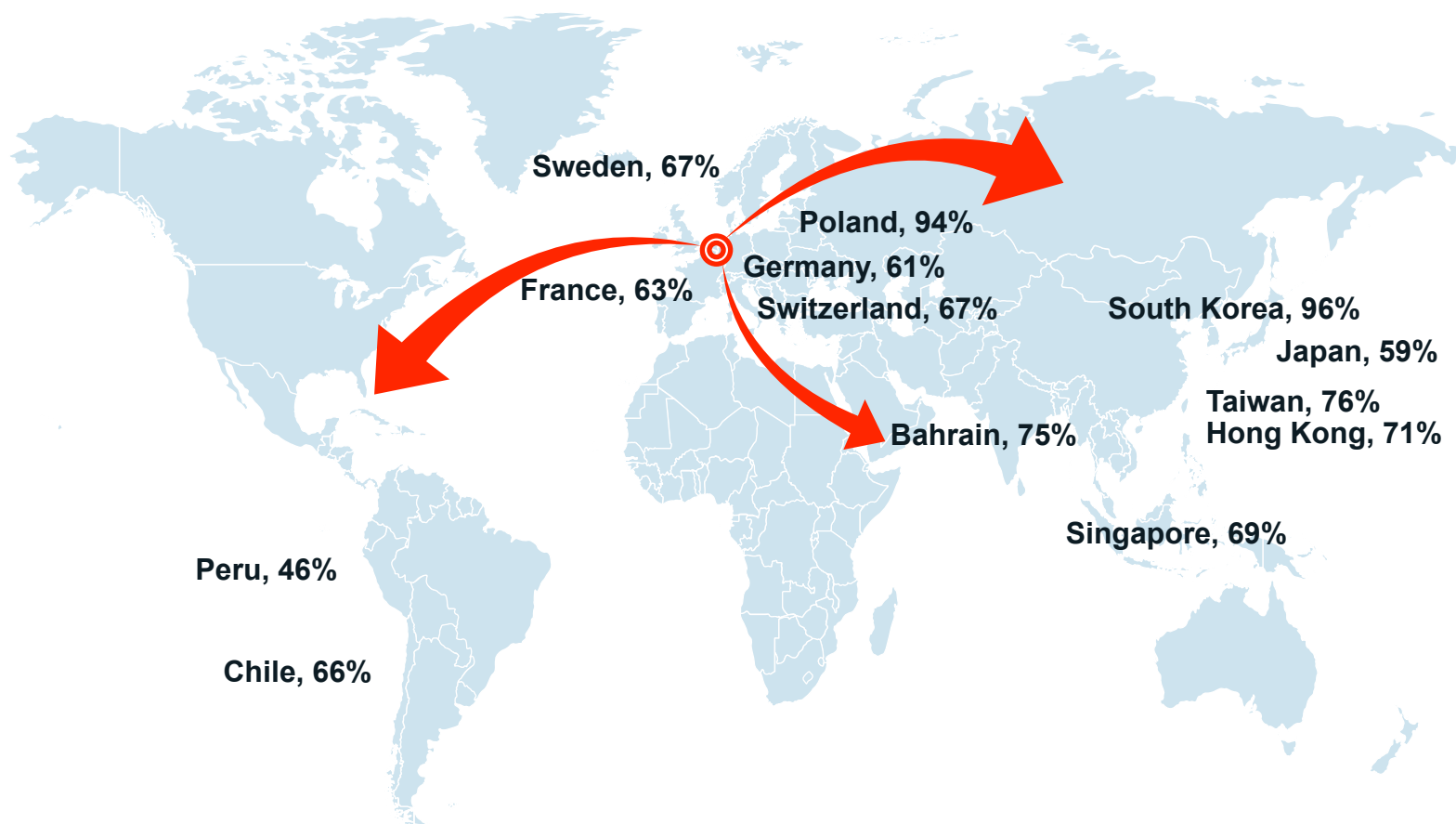


NOT EXHAUSTIVE

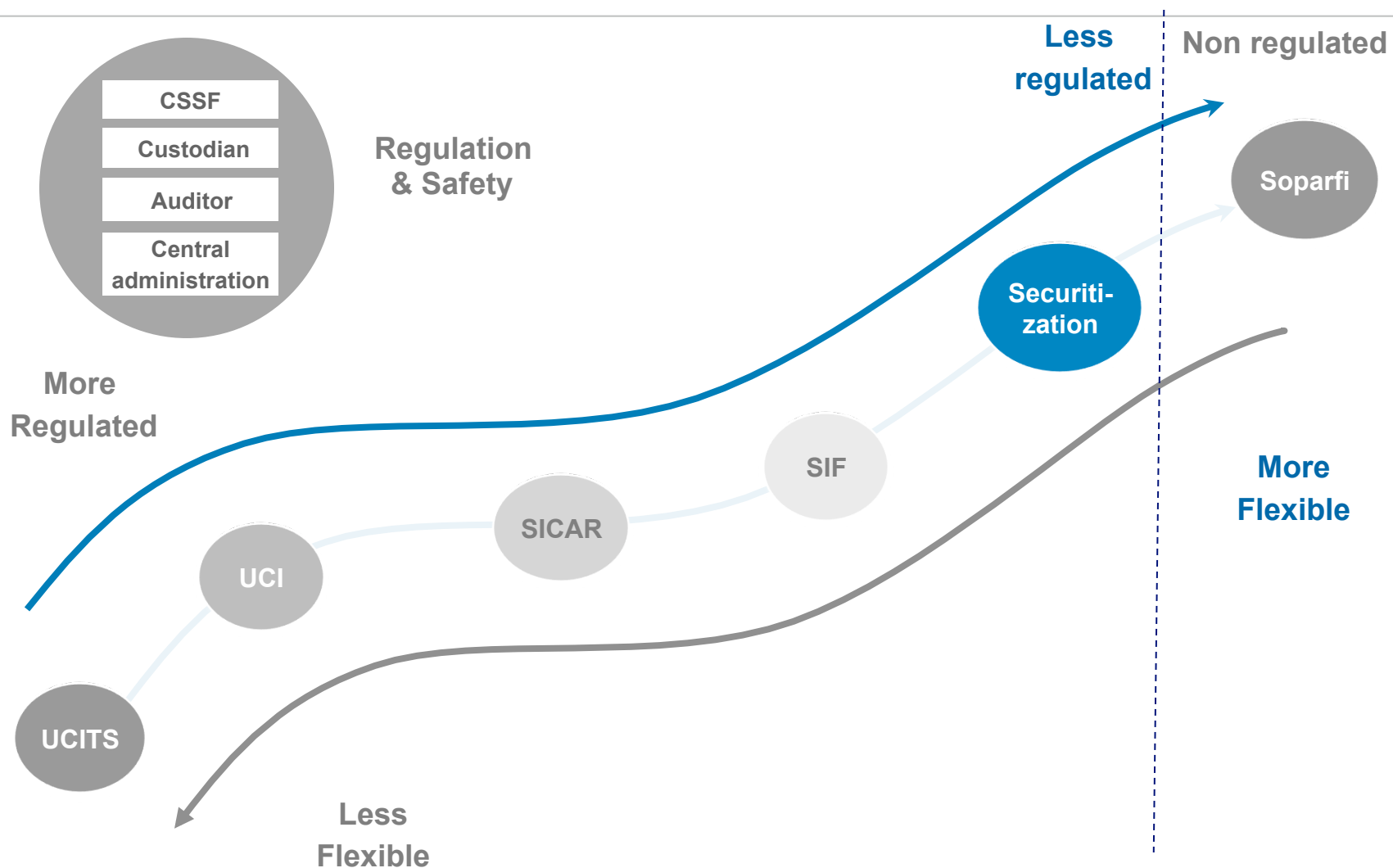
**Market share (%) of promoters  
of Luxembourg domiciled funds by country of origin  
in terms of AuM**



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



# Broad choice of investment vehicles



**25% of investment funds  
listed worldwide**

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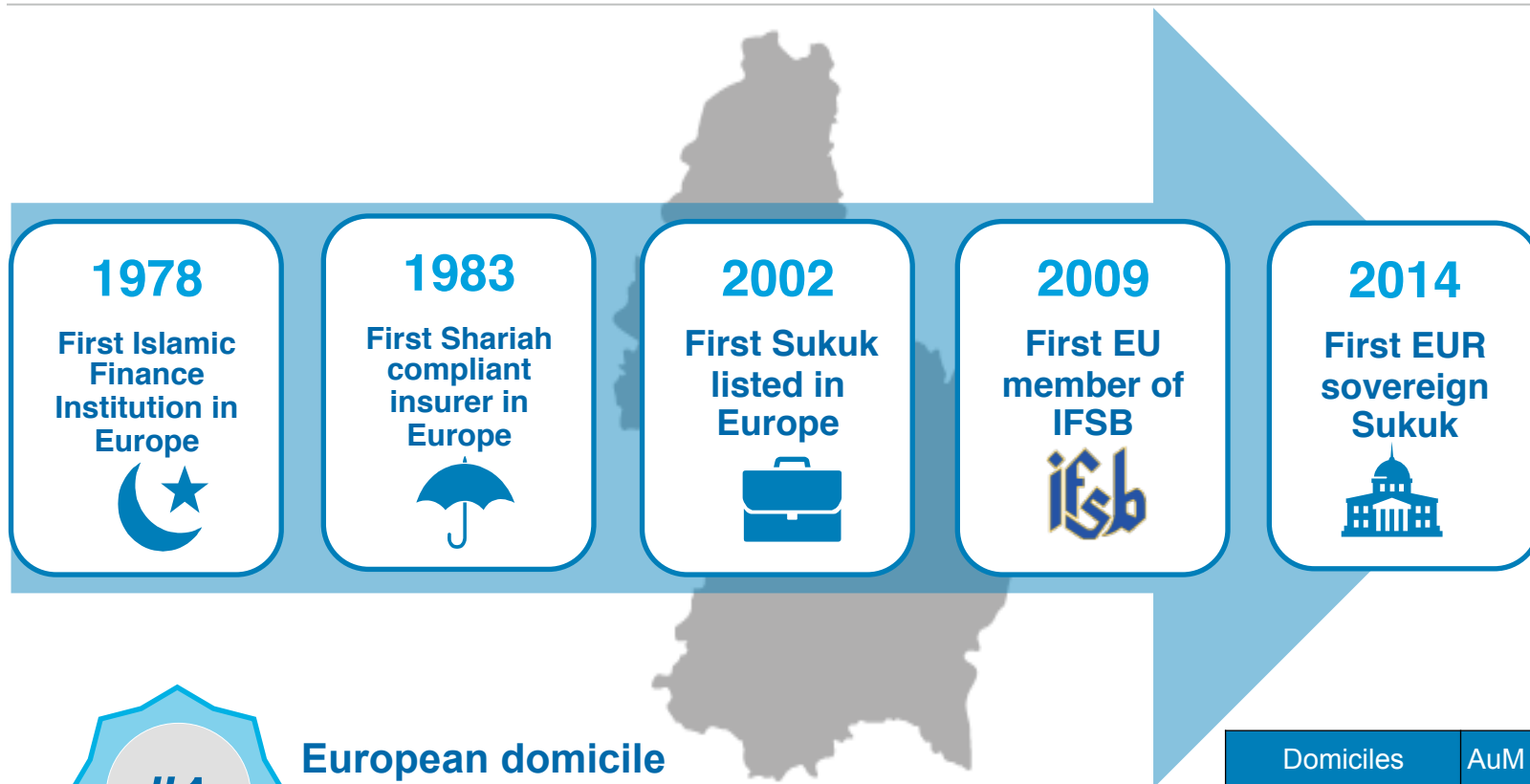
**Assuring transparency to  
international investors**



**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
<b>Luxembourg</b>	<b>5,0*</b>
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

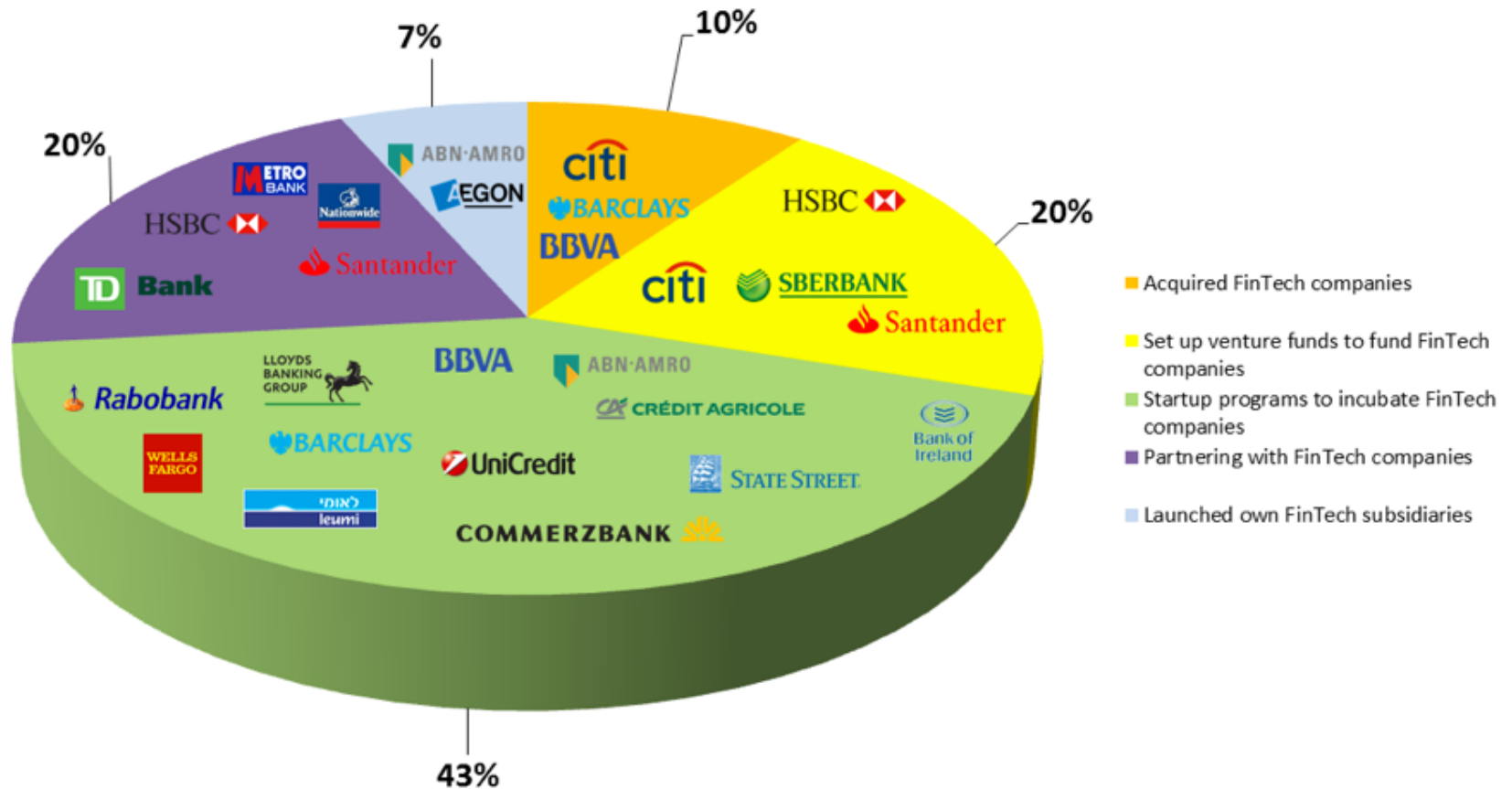


**LuxFLAG is an internationally recognized  
Luxembourg Fund Labelling Agency**

# 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

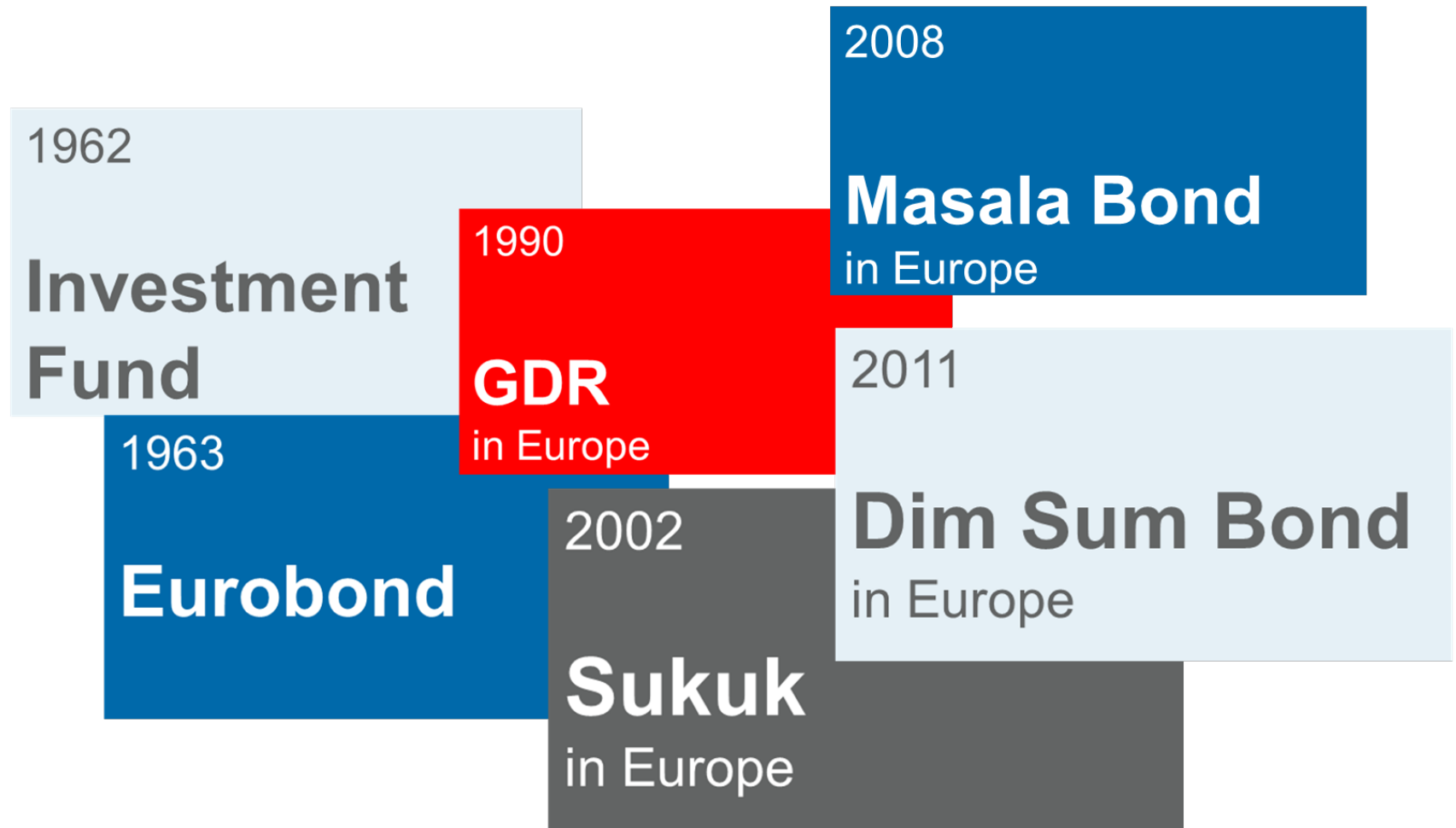
- 1st Dim Sum bond by a European corporate (2011)
- 1st RMB bond by a Chinese entity in Eurozone (2014)



## Highest market share of Chinese FDI stock into Europe



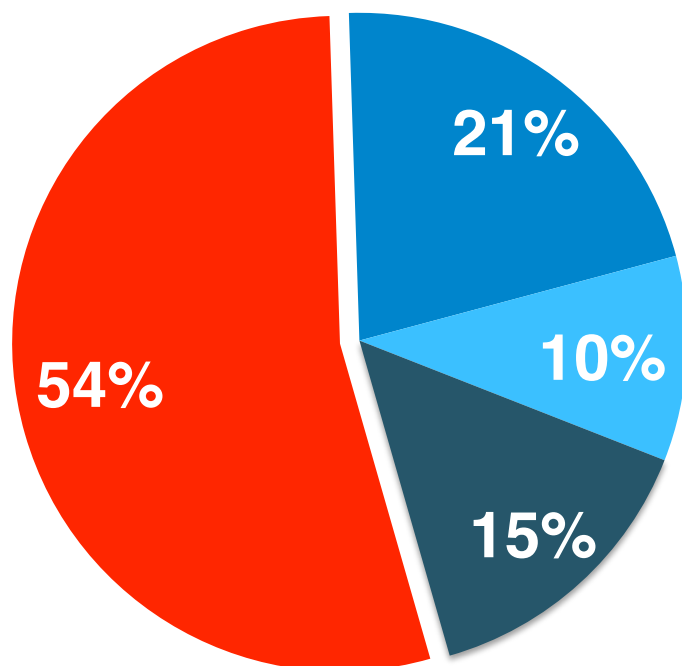
## RMB securities settlement





## Dim Sum bonds listed **outside Asia**

Source Bloomberg, LuxSE & LSE



■ LuxSE ■ LSE ■ ISE ■ Others

## LuxSE's **partnerships** with China



**ICBC**

