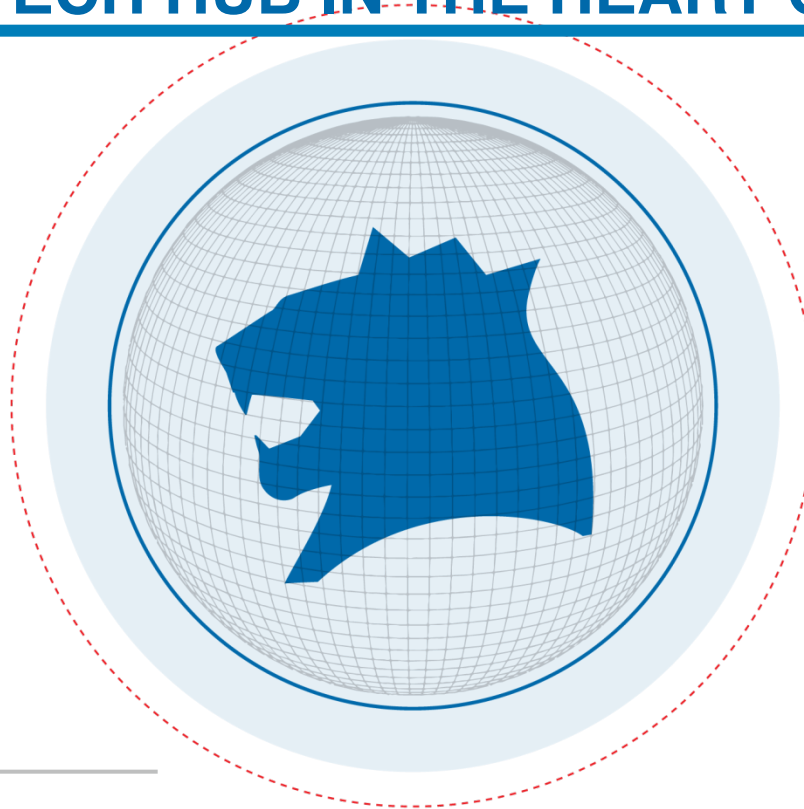


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# LUXEMBOURG

## YOUR FINTECH HUB IN THE HEART OF EUROPE

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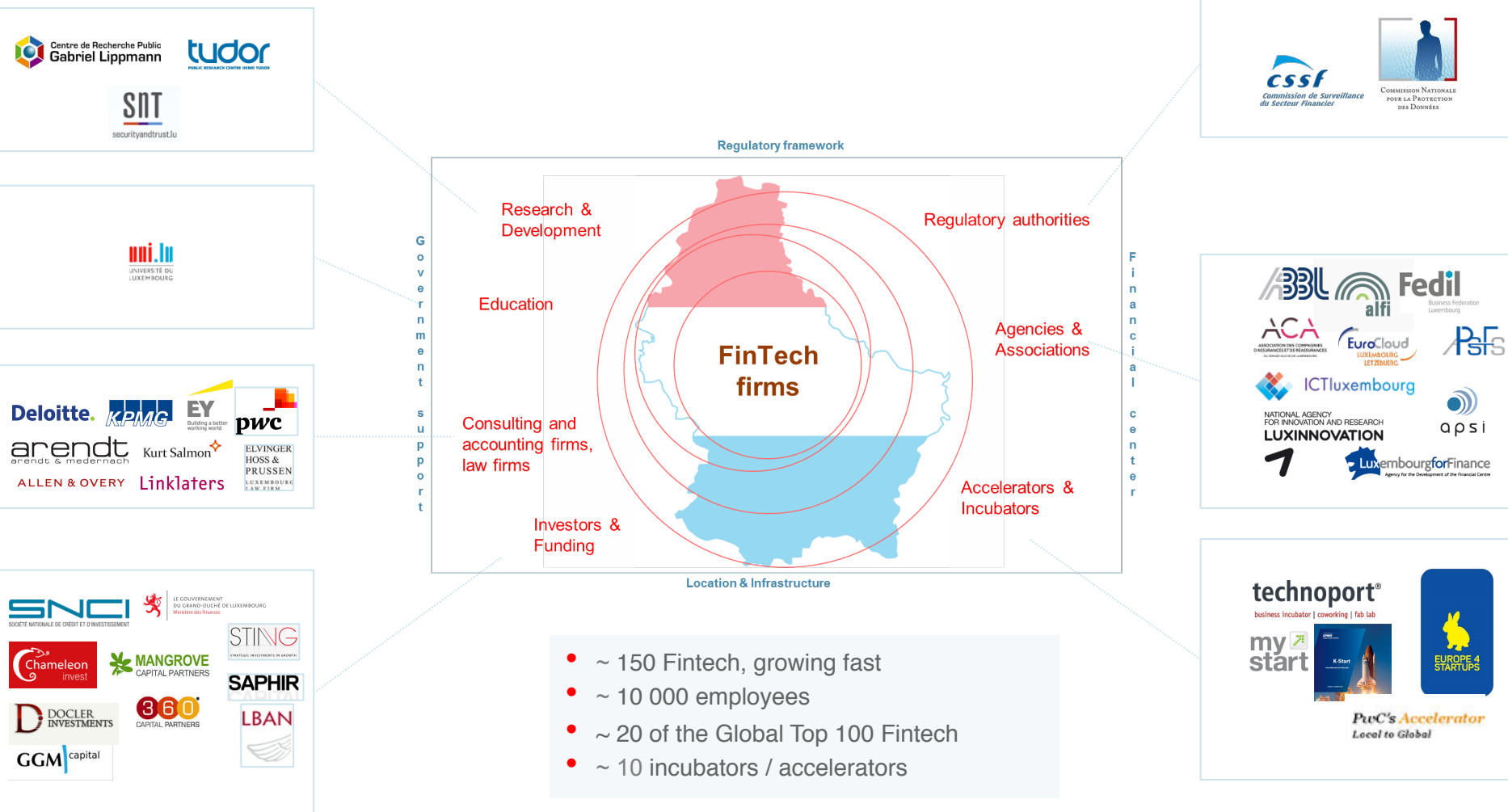
## Moderator:

- **Pascal Denis**, Partner, KPMG Luxembourg

## Experts:

- **Shawki Khalaf**, Banking Consultant, Bahrain
- **Geoffroy de Lamalle**, CEO, eProseed
- **Jerry Probst**, International Business Development Manager, EBRC

# Luxembourg provides all the elements of a successful Fintech Hub in the heart of Europe



# Companies active in all traditional Fintech segments are present in the Luxembourg hub



## The attractiveness of Luxembourg as a FinTech hub stems from multiple factors



# Luxembourg as a prime business location for Fintech and other technology services

## Central location

- Located at the heart of Europe
- 60 % of total EU market within reach of in less than a day
- Ideal gateway to a European market with 500-million-plus consumers



## Multilingual environment

- Melting-pot of cultures and nationalities
- Skilled multilingual workforce (44,4% of residents and 71% of the active population are foreigners)

## Stability / Reliable business environment

- Sound macroeconomic fundamentals
- Consistent strong growth and trade surpluses, low unemployment and inflation
- Stability maintained throughout the global economic and financial crisis

## Culture of security, reliability and trust

- Data protection strongly rooted in the culture of Luxembourg
- Reputation earned and deserved as a safe and stable environment for businesses in the financial sector

## Technology & innovation culture

- Openness to innovation and 'new' business models
- 9th most innovative economy according to the Global Innovation Index (November 2014); World leader for access to technology according to the International Telecommunications Union's 2014 'Measuring the Information Society' report

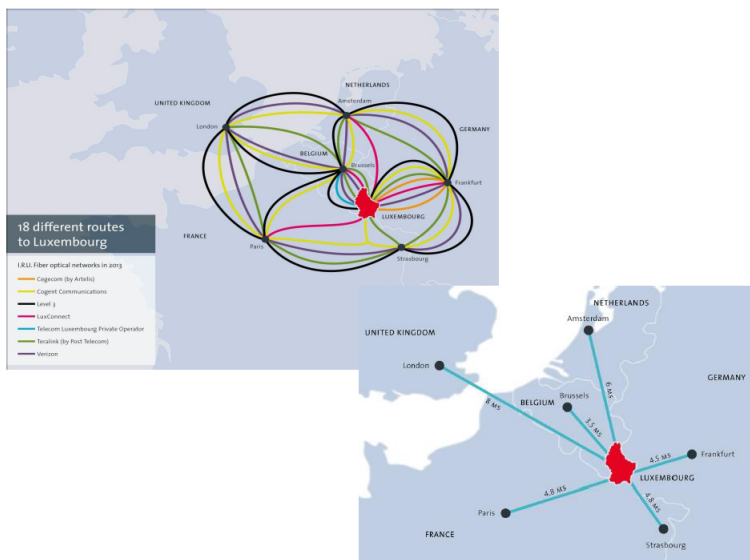
## Proximity & business oriented authorities

- Pro-business policies and responsive authorities
- Key decision-makers accessible and aware of the challenges faced by the financial services and ICT industry

# Luxembourg as a technology hub in the heart of Europe

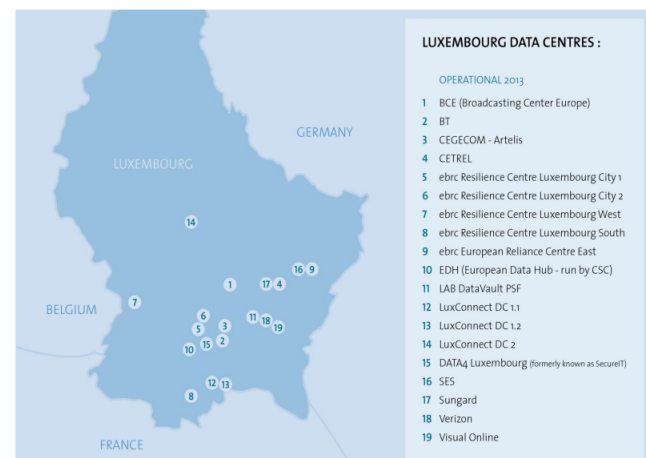
## International connectivity

- Luxembourg is located in the middle of the so-called “Golden ring”, which shapes the major Internet hubs of Europe: London, Amsterdam, Frankfurt and Paris
- The country is connected via secure and redundant high-capacity fibre optic networks with very low latency rates
- National and international high-speed connections are available from a multitude of renowned providers
- Connectivity and energy prices are very competitive



## Availability of high-end data centre providers

- Luxembourg is hosting one of the best data centre parks in Europe, with 19 data centres in operation (large amount of Tier III and Tier IV datacentre space open, with adequate space available)
- 4 out of 10 European Tier IV data centres are located in Luxembourg.
- The government of Luxembourg has made significant investments in such infrastructure through the LuxConnect initiative
- A broad network of operators offer a full range of data processing services at high levels of quality



# Dedicated FinTech environment and regulatory frameworks

## Leading European financial centre in banking, wealth management, investment funds and life insurance

- Proximity to financial services clients
- Availability of financial & technology talent
- Always innovating in new products & services, including those requiring new technology
- First mover culture on new regulation

## Specific regulated frameworks providing transparency and credibility towards market participants, and leveraging the “EU passport”

- Specific “Professional of the Financial Sector (PFS)” framework for service providers delivering operational services to financial institutions
- Early transposition of the Payment Services Directive (PSD) which provides a EU legal framework for the performance of payment services
- Proximity and business orientation of regulatory authorities
- Strict regulatory authorities, and open-minded to innovation
- Upcoming regulatory frameworks on eArchiving, digital identification, digital currencies, etc.

## Availability of all required components of a successful FinTech ecosystem

### 1 Government support



### 2 Access to funding



### 3 Skills and talents



### 4 Business environment

