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LUXEMBOURG AND UAE: PARTNERS IN GLOBAL FINANCE



 #LFFdubai

Monday, 13 February 2017 | The Ritz-Carlton Dubai, DIFC





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His Royal Highness Prince Guillaume Crown Prince of Luxembourg

On 18th December 2000, His Royal Highness Prince Guillaume was officially appointed "Hereditary Grand Duke of Luxembourg".

The Hereditary Grand Duke has since 2001 been Honorary President of different agencies for economic promotion and development. His assignments with the "*Board of Economic Development*", as well as with "*Luxembourg for Business*" and the "*Luxembourg Trade and Investment Board*" took the Hereditary Grand Duke to different countries in Europe, America, Asia and Africa, in order to promote the Grand Duchy of Luxembourg as a country for investment and business opportunities. It was also in this intention that Prince Guillaume accompanied His parents on the State visits to Slovakia in 2005 and to Germany in 2012.

Convinced of the necessity for developing new economic models, the Hereditary Grand Duke focuses on the concept of "social business" and developments linked to microfinance activities. His focus also lies on Luxembourg's craft industry and he is involved in numerous initiatives supporting young citizens.

After his studies in international politics in the United Kingdom, Prince Guillaume continued his studies of these subjects in France, all while witnessing significant geopolitical events. Thus, in 2005, he was able to participate in the "Millennium Conference" at the headquarters of the United Nations in New York. The Hereditary Grand Duke obtained his bachelor degree – with distinction – in Humanities and Languages, with a specialisation in Political Science at the University of Angers (France). From 2003-2005, His Royal Highness completed traineeships at *Union Chimique Belge* in Brussels and at *Deutsche Bank* in London – enabling him to gain substantial experience in international finance – and at the Spanish branch of the steel company *Arcelor Mittal*.

As a member of the State Council (since 24th June 2005), the Hereditary Grand Duke regularly participates in plenary sessions and he is a member of several boards, making him fully versed in the particularities of national law making and regulation.



HE Pierre Gramegna
Minister of Finance,
Grand Duchy of Luxembourg

Ministry of Finance
3, rue de la Congrégation
L-2931 Luxembourg

www.mf.public.lu



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).



Arif Amiri

Chief Executive Officer

Dubai International Financial Centre Authority

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In his capacity as Chief Executive Officer, Arif Amiri is responsible for overseeing the strategic and operational functions of the Authority, in line with DIFC's 2024 Strategy, and maintaining the Centre's position as one of the most significant and advanced financial centres across the globe.

Prior to joining DIFC Authority, Mr. Amiri held a number of positions within Emaar Properties PJSC, including Chief Commercial Officer, where he was responsible for driving the all-round commercial operations of the company. Before this, Mr. Amiri was also Chief Executive Officer of Emaar Retail, where he provided strategic and tactical leadership for the retail and entertainment operations of Emaar across Dubai and other key emerging markets.

Mr. Amiri's career began with an eight year term at HSBC Bank Middle East, where he was responsible for the implementation of a number of corporate and institutional banking initiatives. During this time, he established an in-depth understanding of the financial services sector, which continues to serve as a solid foundation for his role today.

To his credit, Mr. Amiri was appointed as the Chairman of the Middle East Investor Relations Society from 2008 to 2011. Underlining his significant contribution to the region's retail sector, Mr. Amiri received the Honorary Award at the Retail City Awards in 2011. He further won the Retail Leadership Award at the 2012 Asian Leadership awards.

Mr. Amiri holds a Post-Graduate Executive Diploma in Organisation Behaviour and Marketing Strategy from the University of Cambridge, Dubai, as well as a Bachelor's Degree in Aviation Business Administration from the Embry-Riddle Aeronautical University in Florida.



HE Nicole Bintner-Bakshian

Ambassador of the Grand Duchy
of Luxembourg in the UAE
Embassy of the Grand Duchy
of Luxembourg

Abu Dhabi,
United Arab Emirates

www.abudhabi.mae.lu

A career diplomat, Nicole Bintner-Bakshian, has served in numerous posts serving both Luxembourg and the European Union, especially in the Asian region before taking up her post as Ambassador of Luxembourg to the UAE in August 2013. From 2005 to 2008 she served as an advisor to the board of the Asian Development Bank in Manila after having worked with the Foreign Minister in Luxembourg for five years.

She holds a master degree from the ESCP Europe Business School and a post graduate degree from the Asian Institute of Technology in Bangkok.



Nicolas Mackel

CEO

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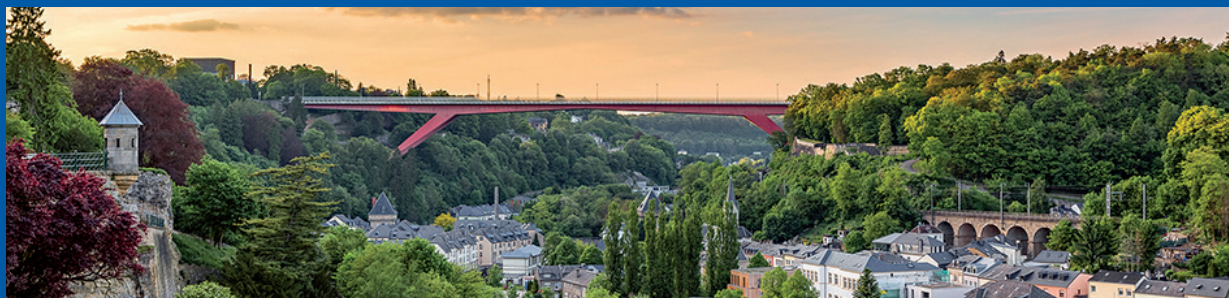
Nicolas Mackel is CEO of Luxembourg for Finance, the Agency for the Development of the Financial Centre, since July 2013.

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

Agency for the development of the Financial Centre

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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About

DUBAI INTERNATIONAL FINANCIAL CENTRE

The Dubai International Financial Centre (DIFC) is the financial hub for the Middle East, Africa and South Asia, providing a world-class platform connecting the region's markets with the economies of Europe, Asia and the Americas. It also facilitates the growth in South-South trade and investment. An onshore, international financial centre, DIFC provides a stable, mature and secure base for financial institutions to develop their wholesale businesses.

The Centre offers all the elements found in the world's most successful financial industry ecosystems, including an independent regulator, an independent judicial system with a common-law framework, a global financial exchange, inspiring architecture, powerful, enabling support services and a vibrant business community. The infrastructure within the district features ultra-modern office space, retail outlets, cafes and restaurants, art galleries, residential apartments, public green areas and hotels.

Located midway between the global financial centres of New York, London in the West and Singapore, Hong Kong in the East, DIFC (GMT +4) fills a vital time-zone gap with a workday that bridges the market and business hours of financial centres in both Asia and North America.

In 2015, DIFC launched its 2024 growth strategy, a blueprint for the next decade of growth of the financial hub. The growth strategy aims to stimulate trade and investment flows along the South-South economic corridor encompassing Africa, Southern Asia and Latin America.

Currently, 1,539 active registered companies operate from the Centre, with a combined workforce of 21,076 professionals.

DIFC continues to pursue expansion into new services and sectors within the Middle East, Africa and South Asia region, an area comprising over 72 countries with an approximate population of 3 billion and nominal GDP of US\$7.8 trillion.

For further information,
please visit our website:

www.difc.ae

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PROGRAMME

Monday, 13 February 2017

The Ritz-Carlton Dubai,
DIFC

- 16.30 WELCOME REMARKS**
HE Nicole Bintner-Bakshian *Ambassador of the Grand Duchy of Luxembourg to the United Arab Emirates, Abu Dhabi*
- 16.35 OPENING ADDRESS**
HRH Prince Guillaume *Crown Prince of Luxembourg*
- 16.45 2017: A DECISIVE YEAR FOR EUROPE**
HE Pierre Gramegna *Minister of Finance, Grand Duchy of Luxembourg*
- 17.00 KEYNOTE SPEECH**
Arif Amiri *Chief Executive Officer, Dubai International Financial Centre Authority*
- 17.15 AN UPDATE ON FUND INDUSTRY DEVELOPMENTS IN THE GCC AND EUROPE**
Moderator: **Anouk Agnes** *Deputy Director General, Association of the Luxembourg Fund Industry (ALFI)*
Experts: **Germain Birgen** *Director, Head of Business Development, Banque de Luxembourg*
Salmaan Jaffery *Chief Business Development Officer, Dubai International Financial Centre Authority*
Jean-Michel Pacaud *Partner, EY, Luxembourg*
Florence Stainier *Partner, Arendt & Medernach*
- 18.00 WEALTH MANAGEMENT SOLUTIONS FOR GCC INVESTORS**
Moderator: **Yves Maas** *Chairman, The Luxembourg Bankers' Association (ABBL)*
Experts: **Patrick Casters** *CEO Middle East & Africa, Banque Internationale à Luxembourg, Dubai*
Marko Klein *Director Private Banking, Emirates Investment Bank, Dubai*
Jan Bart Schober *Tax Partner and Head of Loyens & Loeff, Dubai*
-
- 18.45 NETWORKING RECEPTION**



Speakers (in alphabetical order)



Anouk Agnes *Deputy Director General, Association of the Luxembourg Fund Industry (ALFI)*

Before joining ALFI, Ms Agnes worked as an Advisor at the Ministry of Finance, with her main responsibilities related to the Government's policy in favour of the development of the financial sector. As such, Ms Agnes acted as the Secretary of the High-level Committee for the Financial Centre and as Director of Strategy of Luxembourg for Finance, the Agency for the development of the financial centre.

She has furthermore been in charge of monitoring a number of projects in favour of microfinance, socially responsible investments and Islamic finance.

Before joining the Ministry of Finance, Ms Agnes worked in the field of development cooperation, i.e. for the Asian Development Bank and for Lux-Development.

Ms Agnes holds a Master's degree in political science from the London School of Economics and Master's degrees in law from the University Paris II and LMU in Munich.



Germain Birgen *Director, Head of Business Development, Banque de Luxembourg*

Germain, a Luxembourg national with some 35 years of experience in the Luxembourg finance and fund industry. He is a Director at Banque de Luxembourg heading up the business development for its professional banking activities, which cover also securities services.

Prior to this, he was the Managing Director and Head of HSBC Securities Services Luxembourg and more recently led the Client Solutions Europe division within RBC Investor and Treasury Services.

Over the years, he has been an active member of various industry bodies among which the Luxembourg Stock Exchange Commission, the Association of the Luxembourg Fund Industry (ALFI) as well as Luxembourg for Finance (LFF). Within ALFI, he chairs the Middle East and Islamic Finance working group.

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* Monterey Insight, Luxembourg Fund Report 2016



Patrick Casters *CEO Middle East & Africa, Banque Internationale à Luxembourg, Dubai*

Patrick has been CEO of the Banque Internationale à Luxembourg (BIL) Dubai Branch and acting Global Market Head for the Middle East for the international private banking activities of BIL since June 2016. Patrick is an experienced and well-respected private banker and has held multiple senior management positions at BIL, including his previous position of Head of Wealth Management International.

Patrick has over 20 years of experience in financial markets and in serving private banking customers worldwide. His extensive knowledge of market needs and customer behaviour enables him to develop innovative customer solutions.

Prior to joining BIL, he spent ten years in treasury and dealing at Cregem International Bank. The Belgian national holds a postgraduate degree in business administration from the University of Nancy, France, as well as a Master in Finance from the Vlerick Lead Programme.



Salmaan Jaffery *Chief Business Development Officer, Dubai International Financial Centre Authority*

In his capacity as Chief Business Development Officer, Salmaan Jaffery is responsible for developing and executing business strategies aligned with the DIFC's 2024 growth ambitions. The business development team, under Mr. Jaffery's direction, identifies and evaluates potential partnership opportunities that serve business and client growth within the DIFC community.

Mr. Jaffery has 20 years of extensive operating and advisory experience working with global financial services and consulting firms across the Middle East & North Africa, Asia and North America. During this time, he has established a track record for earning trust and delivering value to clients by developing new revenue opportunities, improving performance and driving organisational change. Mr. Jaffery has cultivated a vast network of peer and C-Suite relationships and is an accomplished thought leader in customer centricity and Islamic finance.

Before joining the DIFC Authority, Mr. Jaffery held leadership roles in Conventional & Islamic Finance at PricewaterhouseCoopers and Ernst & Young Middle East. Prior to that, he held operating and finance roles at Citibank and American Express in New York. Mr. Jaffery has also led client teams at Oliver Wyman focused on customer driven growth strategies and new venture analyses.

Mr. Jaffery holds an MBA from Cornell University and a BA in International Relations (Phi Beta Kappa) from Colgate University in the United States. He is President of the Cornell University and Johnson School Clubs, Middle East and serves on the Boards of several non-profit organisations.



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Marko Klein *Director Private Banking, Emirates Investment Bank, Dubai*

Marko Klein is a seasoned Private Banker with broad international exposure and extensive business development expertise earned with internationally recognized institutions in Europe (Germany, United Kingdom and Luxembourg) and Middle East (United Arab Emirates) and more than 15 years of experience in Cross Border Business, Private Banking and Asset Management, gained in various functions with DZ PRIVATBANK, Commerzbank International, Bank of Sharjah and Emirates Investment Bank. He holds a Diploma in Business Administration and International Management from University of Applied Sciences for Economy (FHDW) and is fluent in German and English.

Mr. Klein serves as member of the Board of Trustees of the German Emirati Joint Council for Industry and Commerce in Dubai (AHK) as well as member of the Association of the Luxembourg Fund Industry (ALFI) Workgroup Dubai.



Yves Maas *Chairman, The Luxembourg Bankers' Association (ABBL)*

Yves Maas is a Managing Director and CEO of Credit Suisse S.A. in Luxembourg as well as the Luxembourg Country Head. He also serves as a Board Member of Credit Suisse (Luxembourg) S.A., and as the Chairman of the Board of Directors of Credit Suisse Fund Services.

Prior to joining Credit Suisse Luxembourg, Mr Maas held various Senior Management Positions in Credit Suisse Private Banking. He joined Credit Suisse in September 1999 from Cedelbank where he was Member of the Executive Committee in charge of Product Development and Corporate Planning. Mr Maas worked at Cedelbank for 11 years in various operations and corporate management functions.

Mr Maas is the Chairman of the Luxembourg Banker's Association (ABBL) as well as a Board Member of the European Banking Federation (EFB).



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Jean-Michel Pacaud *Partner, EY, Luxembourg*

Jean-Michel Pacaud has more than 28 years of professional experience in audit and advisory for financial services, specializing in banking and insurance.

He is the Middle East & Islamic Finance Leader at EY Luxembourg. He is a member of various committees of the financial services regulators (Commission de Surveillance du Secteur Financier and Commissariat aux Assurances) and of professional associations (Institut Luxembourgeois des Administrateurs).

Since 2012 Jean-Michel is the Chairman of the Luxembourg institute of certified public accountants (Institut des Réviseurs d'Entreprises)

Jean-Michel, French national, graduated from the Ecole Supérieure des Sciences Economiques et Commerciales (ESSEC). He is a chartered accountant in France and a certified auditor in Luxembourg ("réviseur d'entreprises").



Jan Bart Schober *Tax Partner and Head of Loyens & Loeff, Dubai*

Jan Bart Schober is a member of the International Tax practice group of Loyens & Loeff and heads the firm's Middle East practice. He advises multinational companies, financial institutions, sovereign wealth funds, private equity funds and private clients on Dutch and Luxembourg tax aspects of cross-border transactions and wealth planning. Jan Bart is a frequent lecturer on tax matters, he is the chairman of the GCC branch of the International Fiscal Association and a member of various professional organisations for tax experts.



Florence Stainier *Partner, Arendt & Medernach*

Florence Stainier is a Partner in the Investment Management practice of Arendt & Medernach where she specialises in legal and regulatory matters related to investment funds and management entities. She advises clients on the creation, structuring, marketing and operations of investment funds with a particular focus on UCITS, alternative UCITS, hedge funds and ETFs.

She has been a member of the Luxembourg Bar since 2004 and was also a member of the Brussels Bar (Belgium) until 2013.

She participates in several working groups of the Association of the Luxembourg Fund Industry (ALFI), in particular relating to MIFID, Islamic finance and UCITS matters. Florence is also a member of the Luxembourg Association of Compliance Officers (ALCO).

Prior to joining Arendt & Medernach, she worked for three years as a lawyer at the Liège Bar (Belgium).

Florence Stainier holds a Master's degree in law from the Université de Liège (Belgium) as well as a Master's degree in tax from the Hautes Etudes Commerciales (HEC), Liège (Belgium).

Languages: English, French and Dutch.

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