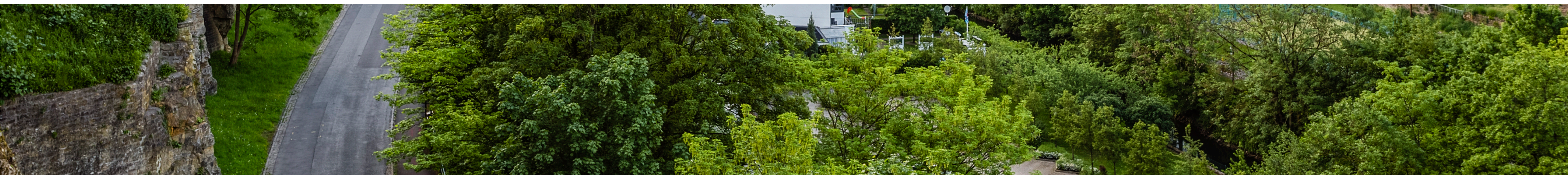




# ASSET SERVICING FOR INDEPENDENT ASSET & WEALTH MANAGERS





# ASSET SERVICING FOR INDEPENDENT ASSET AND WEALTH MANAGERS

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**Yves Maas**

Vice-Chairman

The Luxembourg Bankers' Association (ABBL)

 @ABBLbanking



**Jeff Mouton**

Head of Services to Independent Asset Managers  
Pictet & Cie (Europe)



**Jean-Marc Schaeffer**

Head Multi-Family Office - First Vice President  
HSBC Private Bank (Luxembourg)



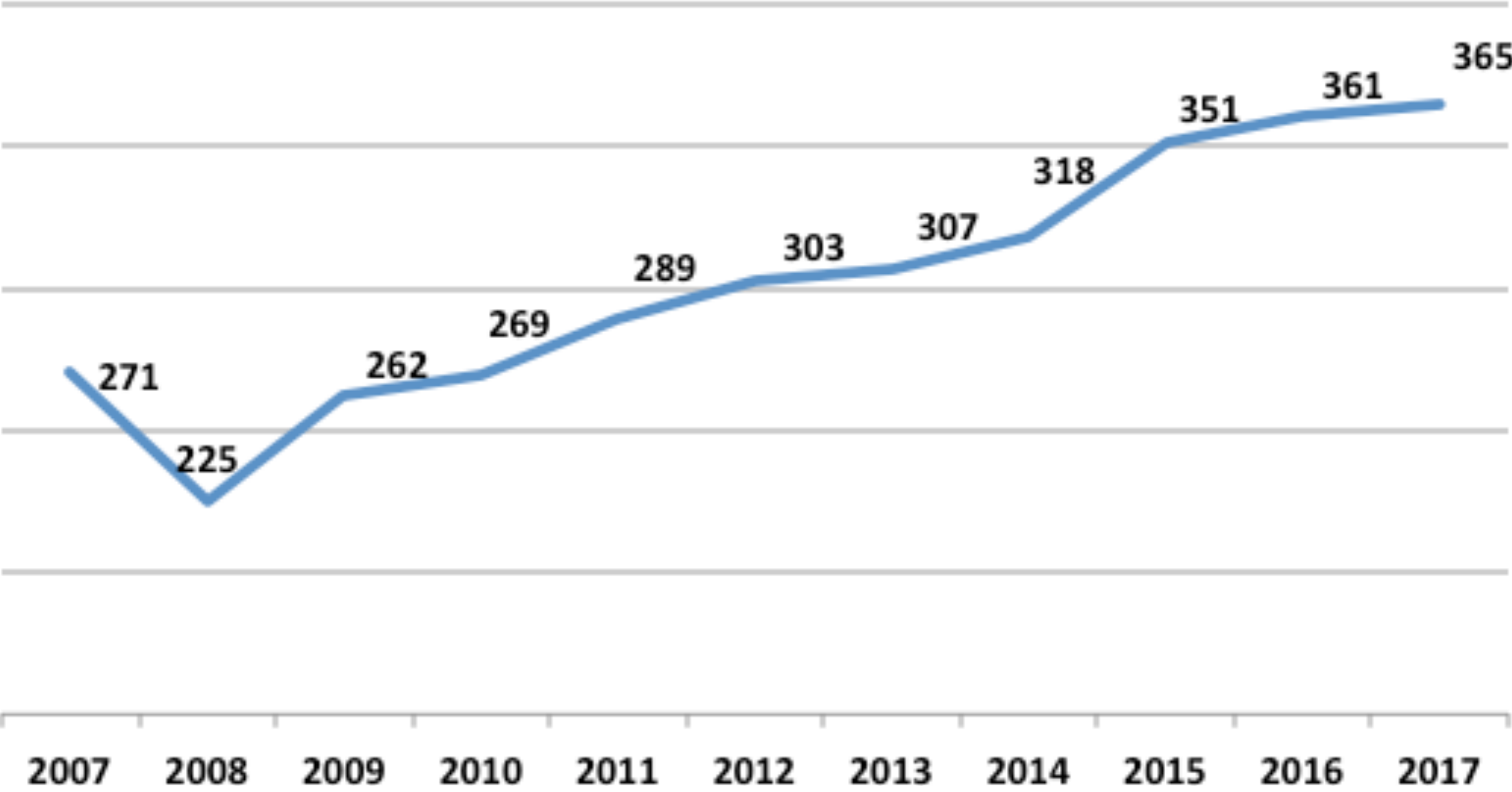
**Pierre Sciarrino**

CEO  
Octogone Europe

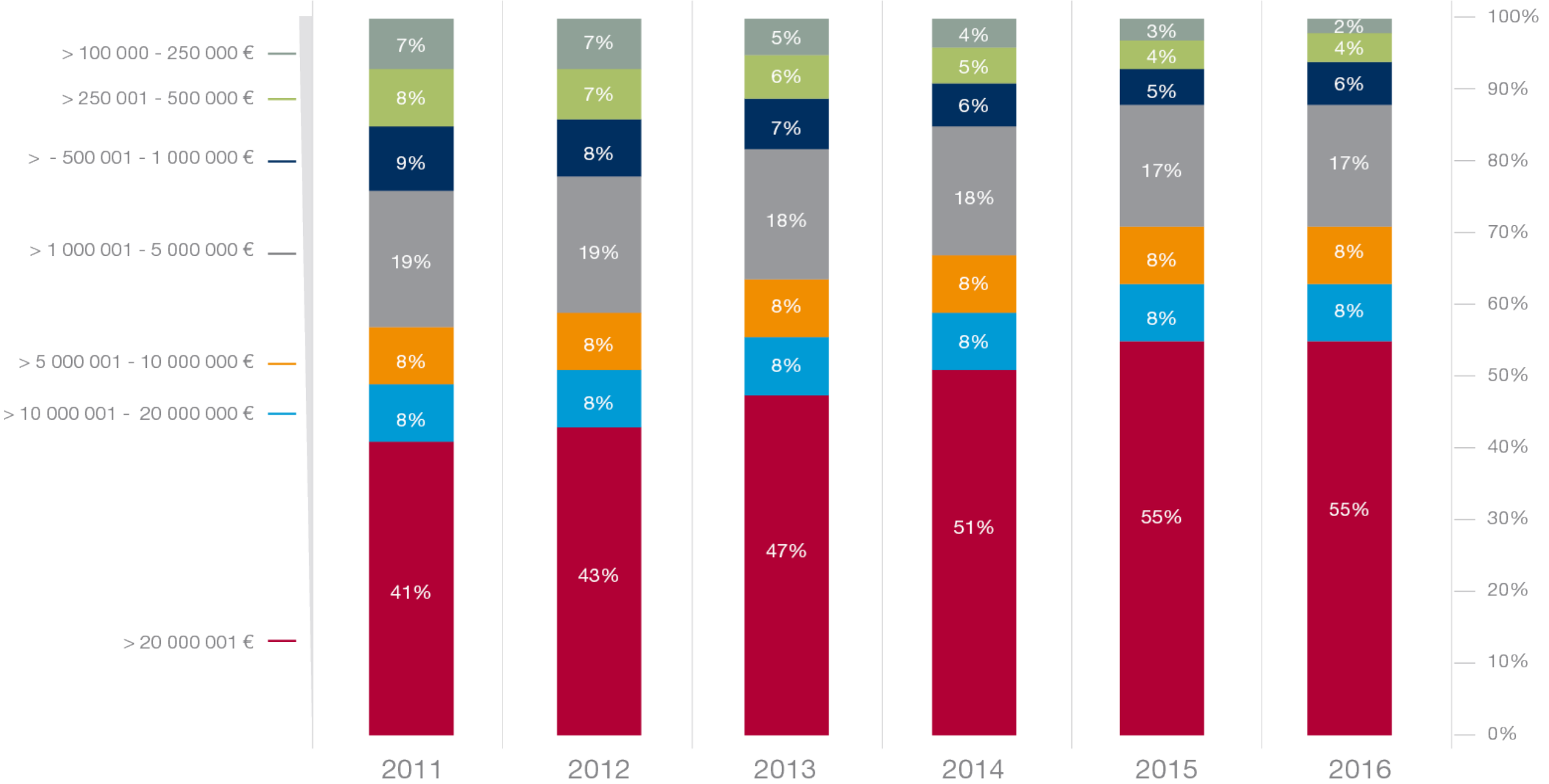
# Luxembourg's Wealth Management Business

The Luxembourg ecosystem strongly supports a modern WM business

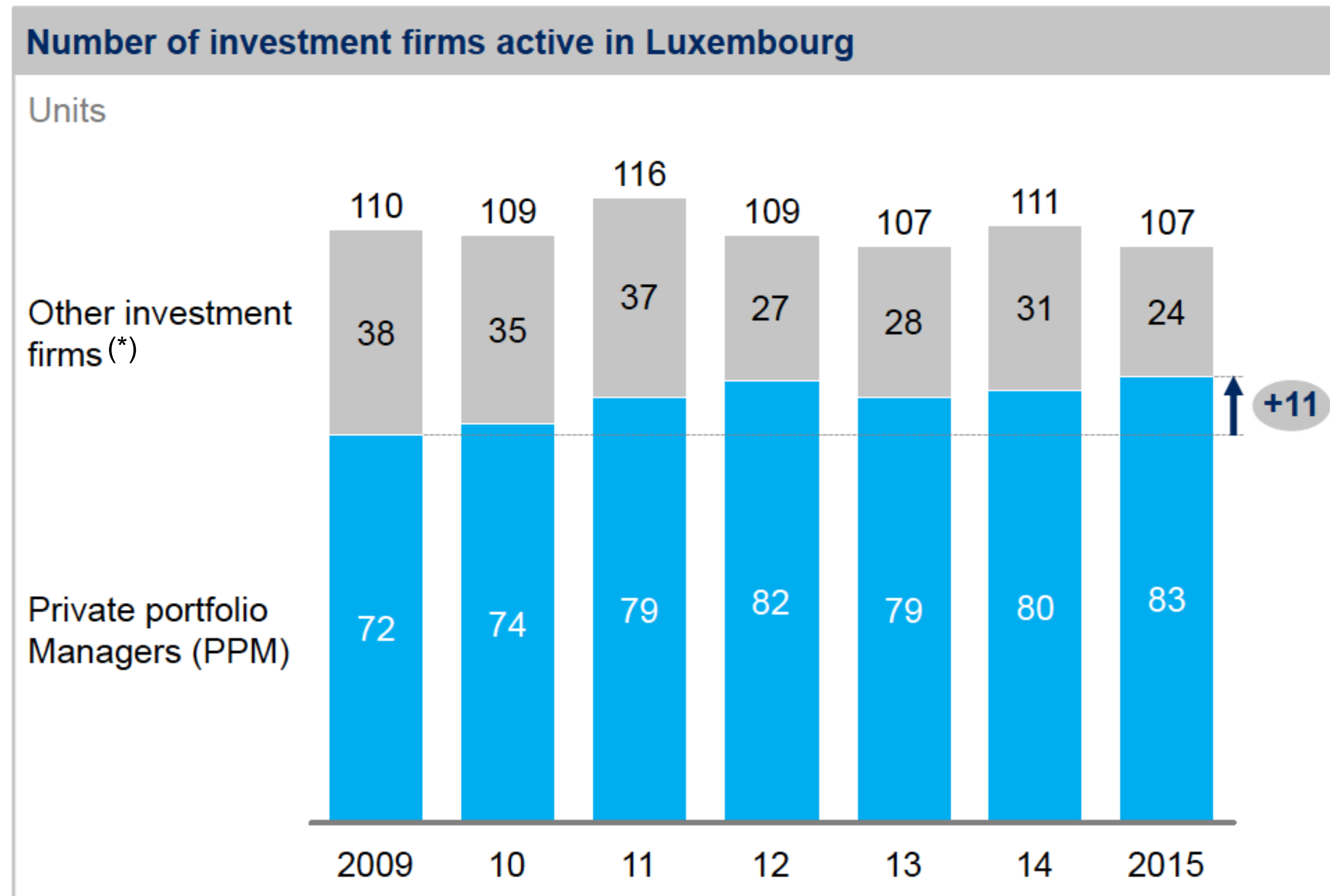
Evolution of the AuMs (in Bln Eur)



Evolution of Wealth Bands



# Asset Servicing for Independent Asset & Wealth Managers



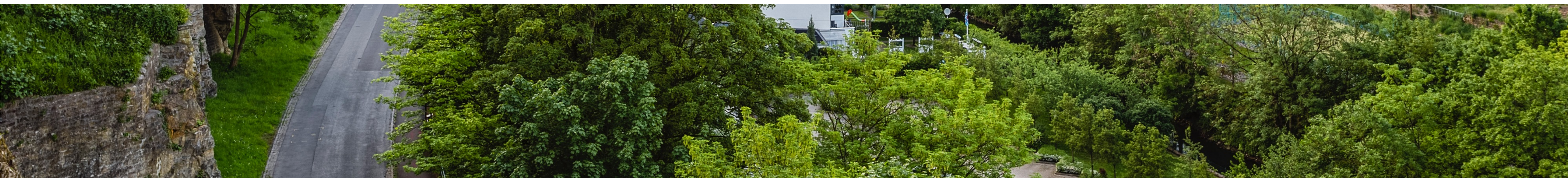
- AuM of EUR 39 bln as at mid 2017 (representing +/- 10% of PB AuM)
- 20 banking services providers (top 10 covers 80% of AuM)
- 60% of AuM originate from Luxembourg-based IAWM, other 40% originated from more than 12 different countries
- Cross-border expertise covering a wide range of custody and investment services, aimed in particular at IAWMs targeting EU resident end investors

(\*) Not including specialized PFSs acting as multi-family offices (since 2012) : 30 active entities





# HOW THE SWISS WEALTH MANAGEMENT INDUSTRY CAN LEVERAGE LUXEMBOURG PRODUCTS





# HOW THE SWISS WEALTH MANAGEMENT INDUSTRY CAN LEVERAGE LUXEMBOURG PRODUCTS

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**Christian Kremer**  
Office Managing Partner  
Clifford Chance



**Germain Birgen**  
Head of Business Development  
Banque de Luxembourg  
 @BLNEWS



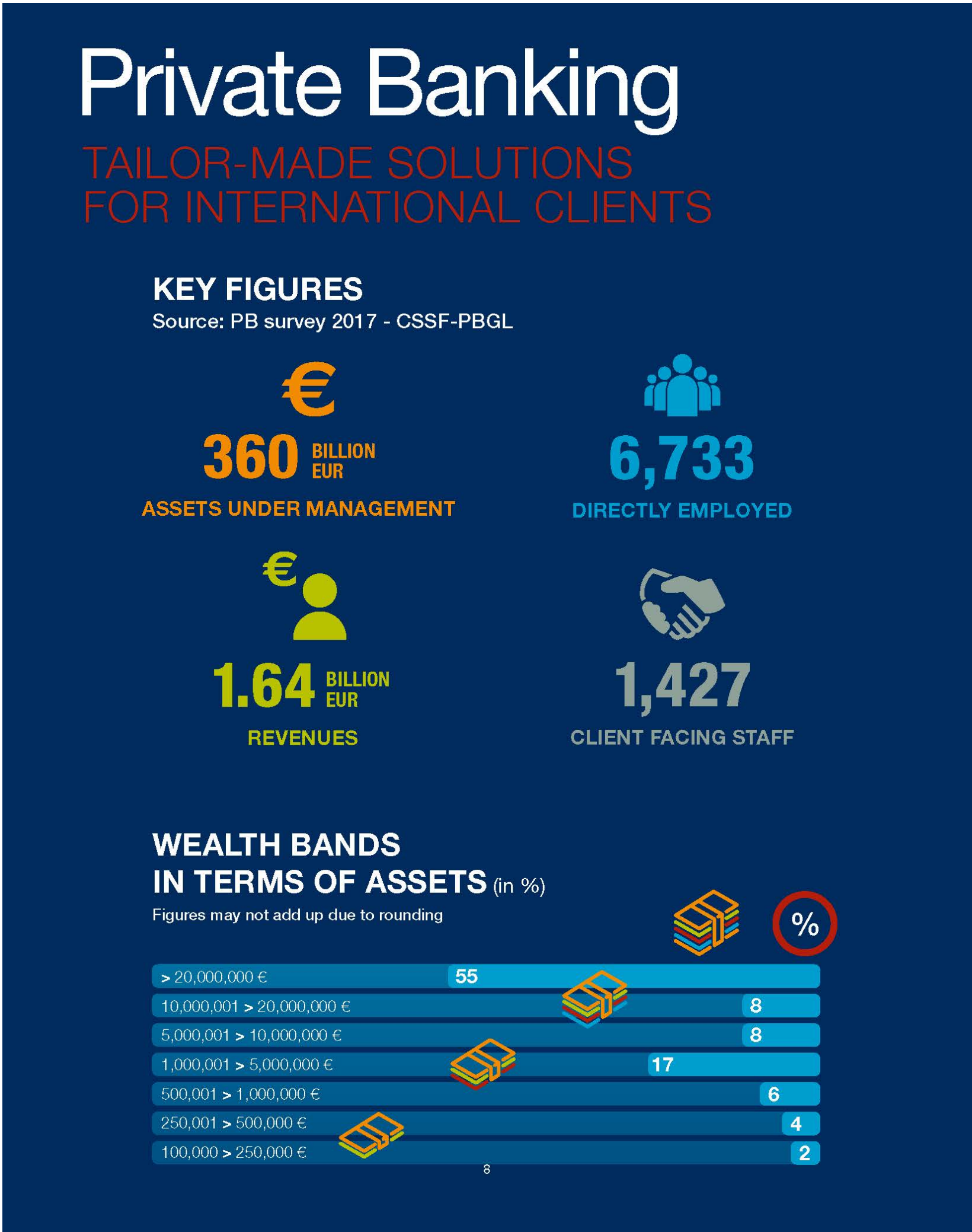
**Nicolas Limbourg**  
CEO  
Vitis Life



**Serge Weyland**  
CEO  
Edmond de Rothschild Asset Management

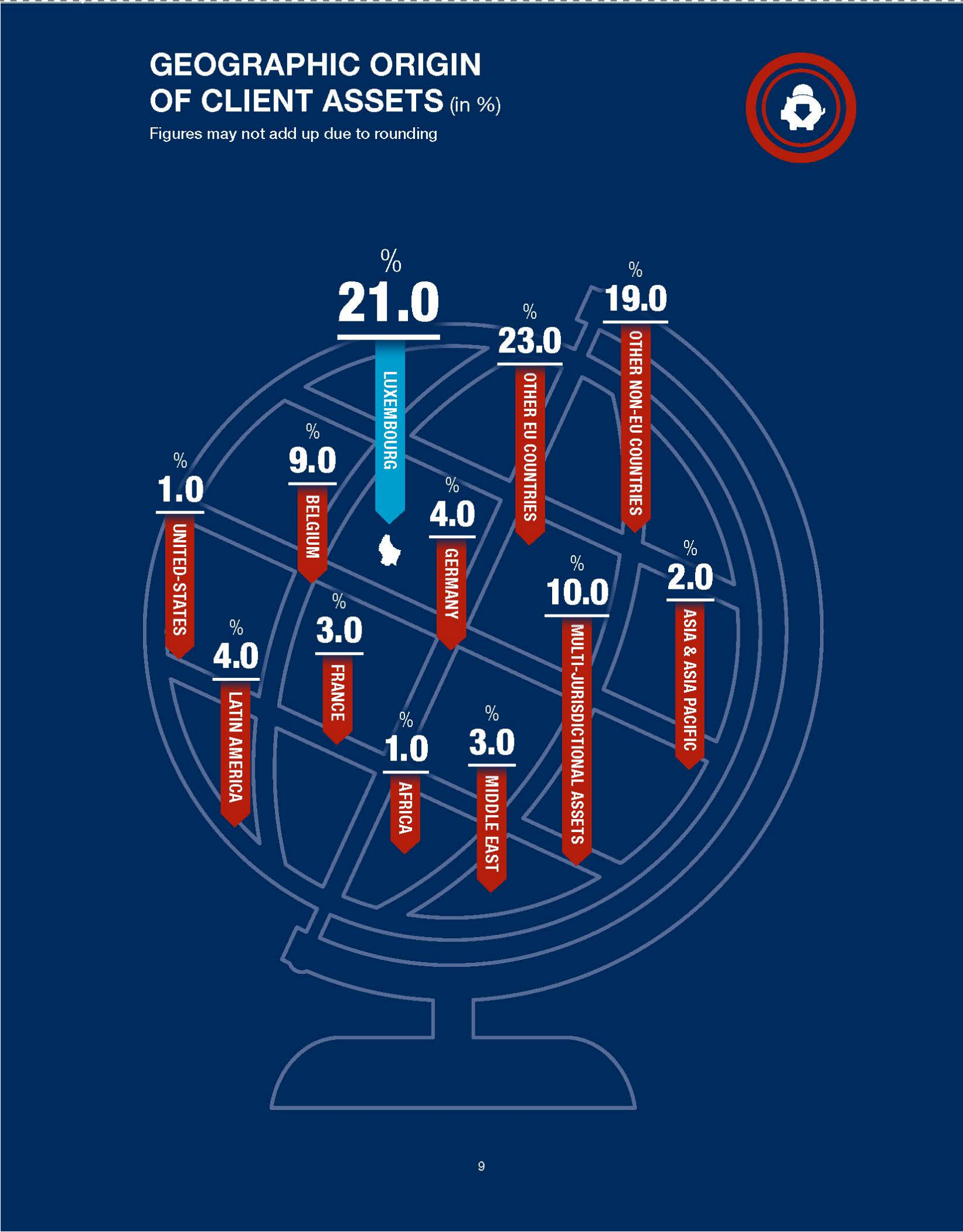


# How the Swiss wealth management industry can leverage Luxembourg products





# How the Swiss wealth management industry can leverage Luxembourg products





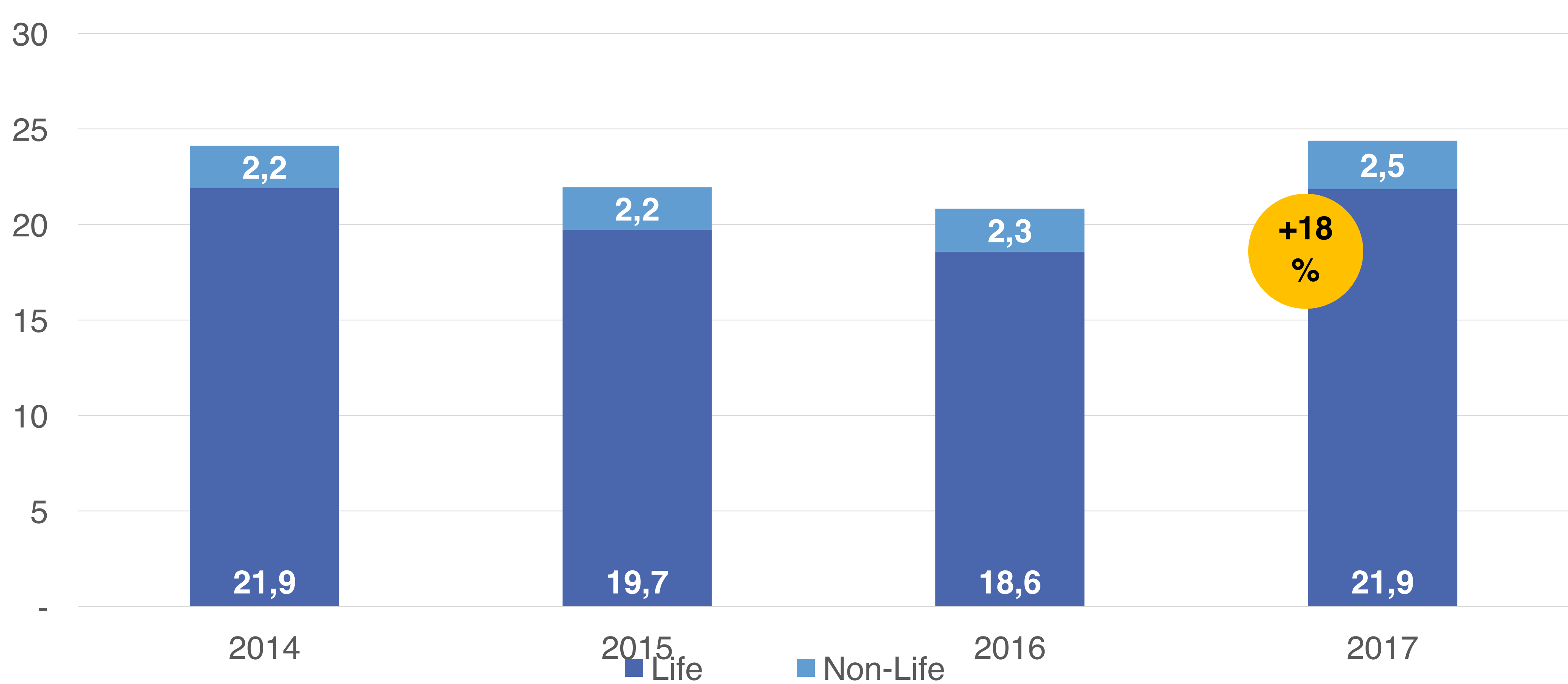
# How the Swiss wealth management industry can leverage Luxembourg products

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- Luxembourg is the leading wealth management center in Europe
- Banks, professionals of the financial sector, family offices, insurance sector
- Bank transactions, management and advice, estate planning and structuring
- Broad range of products, investment vehicles and solutions, e.g. fund structures / SOPARFI (Société de participations financières) / SPF (Société de gestion de patrimoine familial) / life insurance / securitization vehicles / SCSP (Société en commandite spéciale) / fiduciary contracts
- Client confidentiality
- Digitalisation

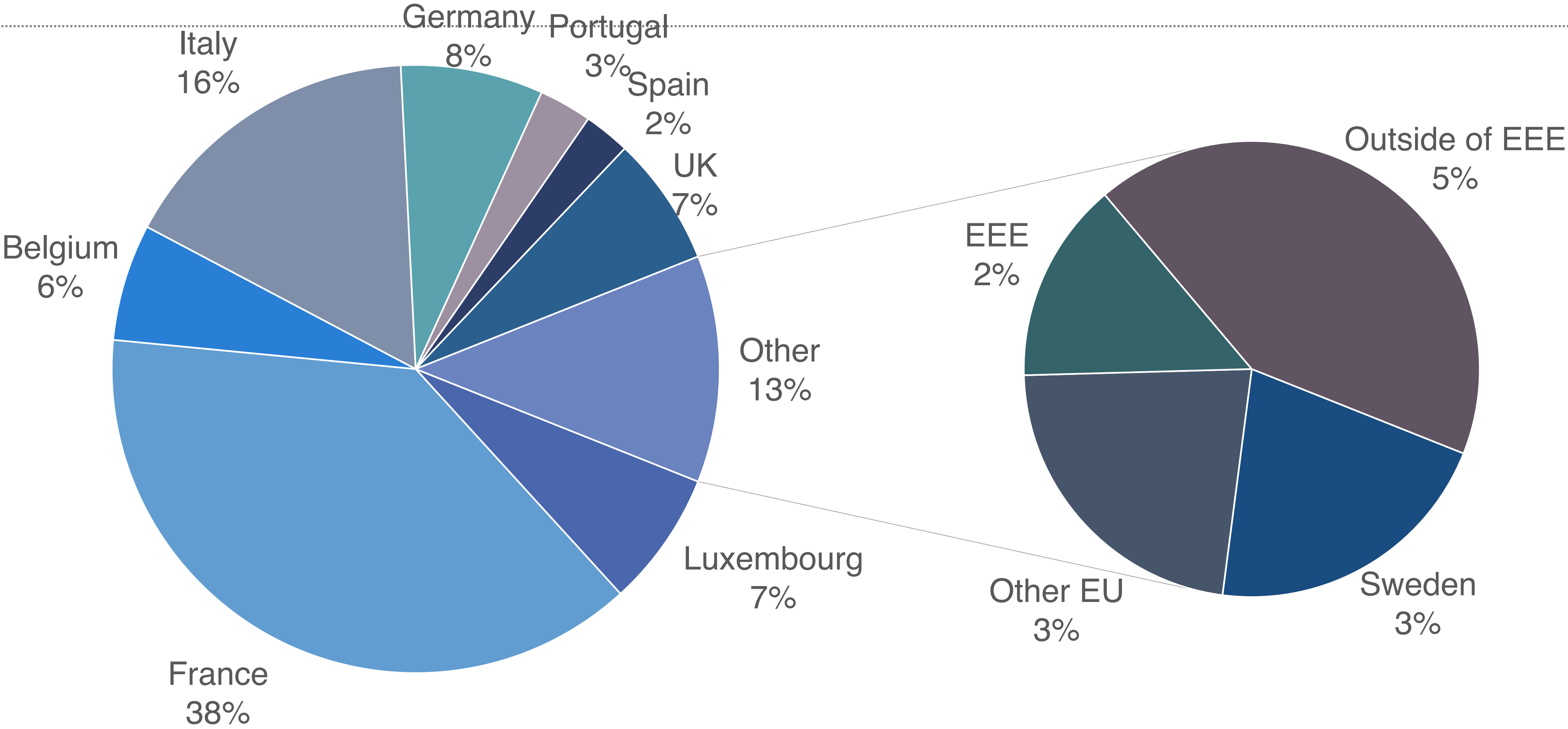


# Cross-border insurance expertise





# Cross-border insurance expertise



Luxembourg Insurance Premiums 2017- Split



# Europe's leading cross-border insurance center

**86** insurance companies (44 life / 42 non life)

**216** reinsurance companies

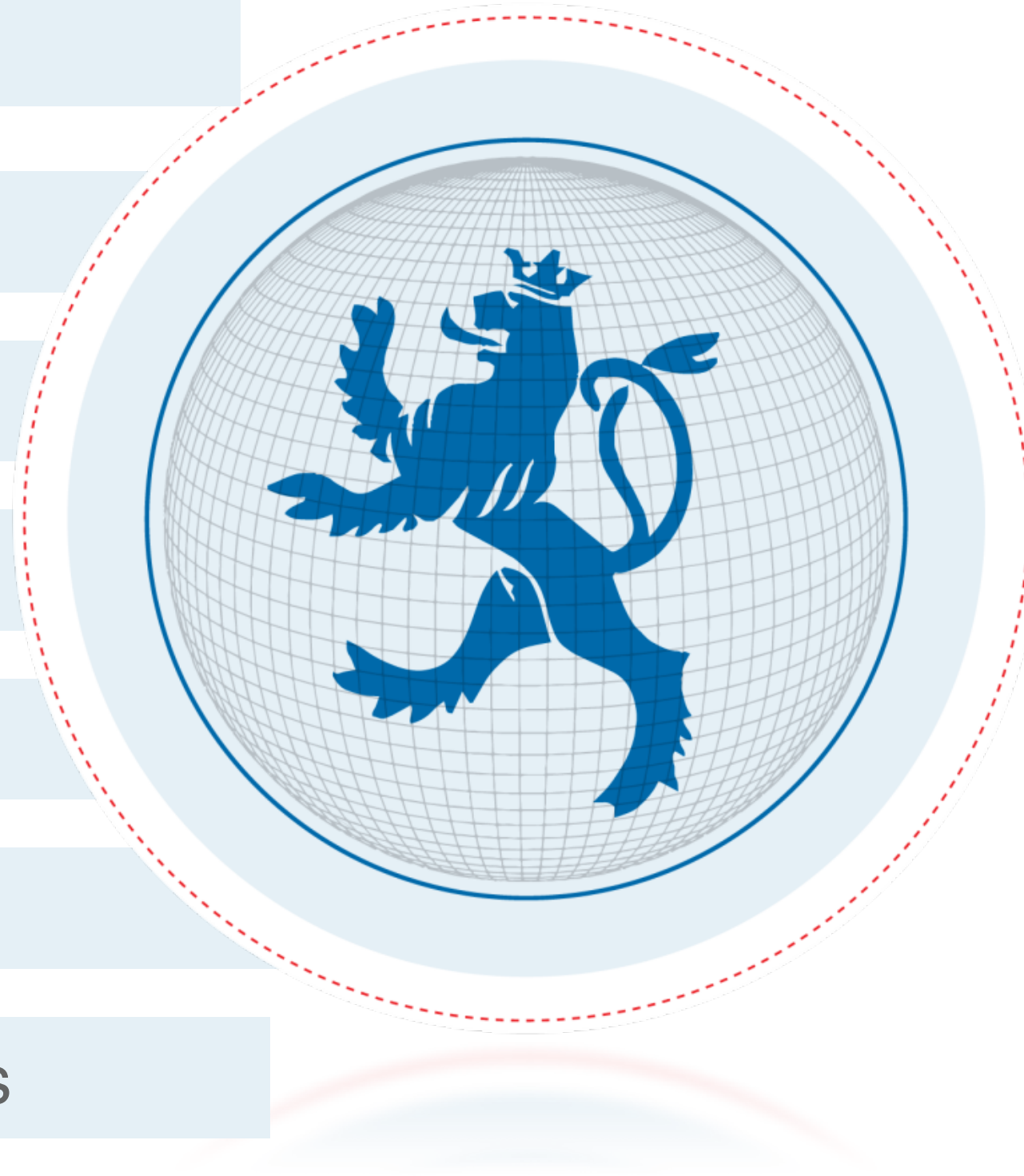
**New arrivals !** (Brexit)

**CAA:** Dedicated regulatory authority

**Security of the assets:** Protection regime unique in EU

**Assets:** Wide range of investment services & products

**Expertise & Knowledge** of life assurance professionals





# WITH THE KIND SUPPORT OF

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ALLEN & OVERY

arendt  
arendt & medernach

**BIL**  
1856

BANQUE  
INTERNATIONALE  
À LUXEMBOURG

 **CARDIF LUX VIE**  
GROUPE BNP PARIBAS

 LOMBARD  
INTERNATIONAL  
ASSURANCE

LOYENS  LOEFF  
AVOCATS À LA COUR

  
**pwc**