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Thursday, 13 September 2018 | The Ritz-Carlton Shanghai, Pudong

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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.

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HE Pierre Gramegna
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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).



Luc Decker

Consul General of the Grand Duchy
of Luxembourg in Shanghai
Executive Director of Luxembourg
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Since July 2013, Luc Decker is the Consul General of the Grand-Duchy of Luxembourg in Shanghai. He is also the Executive Director of the Luxembourg Trade and Investment Office (LTIO) in China, a role that aims at strengthening the economic ties between China and Luxembourg.

Before being appointed to Shanghai, Luc was in charge of the LTIOs in China and the USA at the Ministry of the Economy. Prior to this, he was in charge of Press Relations for the Minister of the Economy.

Luc studied law and political science at the Sorbonne (Université Paris 1). He is also a passionate swimmer and represented Luxembourg at the 2000 Olympic Games in Sydney.



Nicolas Mackel
CEO

Luxembourg for Finance

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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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PROGRAMME

Thursday, 13 September 2018

The Ritz-Carlton Shanghai, Pudong

- 09.30 WELCOME REMARKS**
Nicolas Mackel *CEO, Luxembourg for Finance*
- 09.35 EUROPE, CHINA AND THE CURRENT STATE OF GLOBALISATION**
HE Pierre Gramegna *Minister of Finance, Grand Duchy of Luxembourg*
- 09.50 THE NEED FOR A COMMON LANGUAGE IN GREEN FINANCE**
Aldo Romani *Deputy Head of Funding, Euro, European Investment Bank*
- 10.05 KEYNOTE SPEECH**
Jiayong Yao *Deputy Director-General, Shanghai Municipal Financial Services Office*
- 10.20 CHINA'S HUB IN EUROPE**
Nicolas Mackel *CEO, Luxembourg for Finance*
- 10.35 NETWORKING BREAK**

PRACTICAL WORKSHOPS TO ANSWER YOUR QUESTIONS

- 11.00 WORKSHOP 1: Green finance, a rising market**
Facilitated by: **Paras Anand** *Head of Asset Management Asia Pacific, Fidelity*
Christian Kremer *Office Managing Partner, Clifford Chance*
Robert Scharfe *CEO, Luxembourg Stock Exchange (LuxSE)*
Zhong Xiang *Head of Financial Markets & Institutions, Bank of China*
- 11.00 WORKSHOP 2: Tapping the EU's investor pool**
Facilitated by: **Antoine Badot** *Partner, KPMG*
Marc-André Bechet *Director Legal & Tax, Association of the Luxembourg Fund Industry (ALFI)*
Maria Löwenbrück *Managing Director, Union Investment Luxembourg*
- 11.00 WORKSHOP 3: Private Equity solutions for Chinese investors**
Facilitated by: **Steve Bernat** *CEO, Carne Group*
Michel Feider *Partner, EY*
Eduardo Gramuglia Pallavicino *Head of Asset Manager Sector Solutions and Client Relationship Management, State Street Bank*
Xavier Le Sourné *Partner, Elvinger Hoss*
- 11.00 WORKSHOP 4: Navigating Europe's Fintech regulatory landscape**
Facilitated by: **Jörg Ackermann** *Partner, PwC*
Sascha Bremer *Business Development Adviser, Luxembourg for Finance*
Andreas Heinzmann *Partner, GSK Stockmann*
Ning Wang *Chief Business Officer, PingPong*

12.00 NETWORKING LUNCH

In cooperation with:



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Consulat général à Shanghai



GRAND DUCHY OF LUXEMBOURG
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Speakers (in alphabetical order)



Jörg Ackermann *Partner, PwC*

Jörg Ackermann is a partner in PwC's Consulting practice. He has more than 20 years of experience in advising financial services institutions in Banking and Investment Management matters in Luxembourg and abroad. His fields of expertise include strategic positioning, operational effectiveness, post-merger integration, implementation of new regulations as well as organizational enhancements and IT system selections. Jörg is a member of the China market team of PwC Luxembourg where he is in charge of consulting services for Chinese clients.



Paras Anand *Head of Asset Management Asia Pacific, Fidelity*

Paras Anand is Head of Asset Management, Asia Pacific, in Fidelity International. In his role as Head of Asset Management, Asia Pacific, Paras is responsible for working across all asset classes to determine regional priorities, catalyse innovation and represent the function to external bodies such as regulators and policy makers. He will also manage the Emerging Markets and Australian Equity portfolio management teams, lead global initiatives such as systematic investment strategies and use of data, analytics and artificial intelligence in the investment process and take responsibility globally for ESG, Corporate Finance and Equity Capital Markets.

Paras joined the company in 2012 as Chief Investment Officer Equities, Europe with responsibility for all portfolio management services across Fidelity's European offices.

Prior to Fidelity, he managed long-only and alternative investments for a wide range of international clients. He has previously worked in the US as well as the UK and he spent time at HSBC, at Deutsche Bank and F&C Asset Management where he ran the European teams in addition to client portfolios.

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Antoine Badot *Partner, KPMG*

Antoine is Partner in KPMG Luxembourg's Alternative Investments tax team. He has joined KPMG Luxembourg in 2001. Antoine is specialized in real estate and infrastructure international tax consulting.

He has an International Corporate Tax background of 17 years and is frequently involved in the structuring of cross-border real estate platforms involving Luxembourg entities of multinational groups.

He advises on the tax aspects of the implementation of regulated and unregulated alternative investment funds from the set-up to the exit. With an International Corporate Tax background, Antoine has also been involved in the structuring of solutions for international groups and in analysis of double tax treaties and their application to interest, dividend or royalties payments from/to Luxembourg.

Antoine has conducted several "substance reviews" of Luxembourg companies active in real estate and infrastructure projects internationally.



Marc-André Bechet *Director Legal & Tax, Association of the Luxembourg Fund Industry (ALFI)*

Marc-André Bechet is Director Legal & Tax of ALFI, the Association of the Luxembourg Fund Industry. He joined the association in September 2014.

Before joining ALFI, Marc-André Bechet was Head of the Investment Funds Services at Banque Degroof Luxembourg, responsible for fund administration and custody. Prior to joining Banque Degroof, Marc-André Bechet worked for 18 years at RBC Investor Services Bank in Luxembourg, where he held various senior positions.

Mr Bechet holds a Master's degree in Business Administration from the University of Ottawa (Canada) and a Master's degree in Finance from the French business school ESCP in Paris. He speaks English, French, German and Luxembourgish.



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Steve Bernat *CEO Luxembourg, Carne Group*

Steve Bernat is the CEO of Carne's Luxembourg business and a highly experienced investment fund expert with strong background in fund governance and distribution. He is responsible for managing the day to day business of Carne's Luxembourg office and its management company.

Steve has almost two decades of experience in the international funds industry, working to facilitate the requirements of asset management clients from across the globe. He has held a number of senior positions in the industry and has previously worked for Lemanik Asset Management, Citibank, State Street Bank and Pioneer Asset Management.

Steve is a Luxembourg national and speaks English, German, French and Luxembourgish. He is an active member of fund industry committees and working groups and a regular speaker at conferences around the globe.



Sascha Bremer *Business Development Adviser, Luxembourg for Finance*

Sascha Bremer is business development adviser at Luxembourg for Finance. He advises the management of LFF and key stakeholders of the financial centre in proactive decision taking with regards to target markets, business development and relevant financial topics, as well as the strategic orientation of the agency.

In his capacity as adviser with a special focus on China and the Asia Pacific region, Sascha provides in-depth insight on growth opportunities within and between Asia and Europe in the fields of banking, finance, insurance and capital markets.

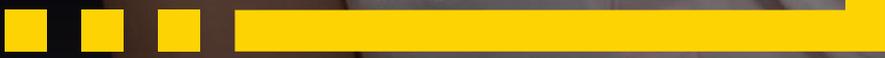


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Michel Feider *Partner, EY*

Michel is a Partner in the Private Equity & Venture Capital practice at EY Luxembourg, comprising 300 professionals.

With more than 10 years of experience in serving leading Alternative Investment Managers and small and mid-sized Alternative Investment Managers around the globe, Michel has gained an in-depth knowledge of the Alternative Investment industry, focusing on private equity (PE), venture capital, infrastructure and debt structures (both regulated and unregulated structures). He regularly provides training on matters related to the PE sector such as valuation in the private equity & venture capital industry and on the IPEV guidelines on behalf of the EVCA.

Prior to joining the Alternative Investment practice, Michel was member of the EY assurance practice and has gained in-depth knowledge in auditing international corporate structures and companies and in assisting them in their IPO and IFRS conversion processes.

Over the past few years, Michel has led assurance assignments for a large number of Alternative Investment funds investing in a wide range of underlying assets and pursuing several separate strategies. Michel also provides support for setting up and structuring Alternative Investment vehicles in the regulated and unregulated sectors in Luxembourg.



Eduardo Gramuglia Pallavicino *Head of Asset Manager Sector Solutions and Client Relationship Management, State Street Bank*

As head of client relationship management and asset manager solutions in Luxembourg, Eduardo Gramuglia is responsible for the client management and business development teams. Eduardo is an Authorized Manager of State Street in Luxembourg and member of the local Luxembourg Management Board.

Previously, Eduardo held several senior management roles at ABN Amro Mellon, BNY Mellon and Brown Brothers Harriman in Luxembourg, where he was head of sales and relationship management. Eduardo has 19 years of experience in the asset servicing and the capital markets industry, including experience within custody client services, securities lending and foreign exchange relationship management and operations management. He also had general management responsibilities, including oversight of central administration for Luxembourg funds.

Eduardo is an active member of the Association of Luxembourg Funds Industry (ALFI) and actively contributes to the work of several of its working groups. He received a degree in political sciences from the University La Sapienza in Rome, Italy and speaks Spanish, Italian, French and English.





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Andreas Heinzmann *Partner, GSK Stockmann*

Andreas Heinzmann is a partner in the banking and capital markets group of GSK Stockmann in Luxembourg and co-heads the sector financial services. Andreas specialises in securities laws, capital markets regulation and international banking work and is admitted to the bar in Germany and Luxembourg.

He advises banks, financial institutions and corporates on the issue of debt and equity securities including stock exchange listings, securitisations, repackagings, high yield bonds, structured products, derivatives, international loans, asset finance and debt restructuring. Andreas publishes regularly in this field of expertise. Andreas is a member of the Luxembourg Banking Lawyers' Association (ALJB) and of working groups organised by bodies of the financial industry in Luxembourg.

He speaks German, English, French, Italian and Spanish.



Christian Kremer *Office Managing Partner, Clifford Chance*

Christian Kremer is the Managing Partner of the Luxembourg office of Clifford Chance and also heads the corporate and capital markets practices. He acts for banks and other financial institutions on regulatory, banking, finance and capital markets matters. He also has a broad corporate, M&A and private funds practice. He has over 25 years of experience in these areas.

He is a member of several advisory committees and a regular speaker at conferences.



Xavier Le Sourne *Partner, Elvinger Hoss*

Xavier Le Sourne's practice concentrates on collective asset management and investment funds solutions tailored to Asian sponsors. Based in Hong Kong since 2015, he advises a number of investment fund promoters and other financial institutions in relation to the set-up and structuring of their Luxembourg investment fund operations. More particularly, he advises private equity and real estate firms.

Xavier is registered as a Foreign Registered Lawyer with the Law Society of Hong Kong and as an Avocat à la Cour with the Luxembourg Bar.



Maria Löwenbrück *Managing Director, Union Investment Luxembourg*

Maria Löwenbrück has been working in the financial industry in Luxembourg for more than 20 years. Maria joined Union Investment in June 2000 and is currently managing director and member of the Board of Union Investment Luxembourg, a Luxembourg-based German fund company, the fund company of the German cooperative banks, managing both UCITS and AIFs. She is also member of the board of different SICAV's and investment vehicles.

Furthermore she is member of the ALFI Board, member of the ALFI Regulatory Board and member of the LuxFLAG Board.

Prior to that she worked at Freie Internationale Sparkasse and DekaBank Luxembourg.



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Aldo Romani *Deputy Head of Funding, Euro, European Investment Bank*

A graduate in monetary and financial economics of Bocconi University in Milan, Aldo is Deputy Head of Funding, Euro, at the European Investment Bank, the largest multilateral issuer and the largest issuer of Green Bonds to date.



Aldo began to integrate social responsibility considerations into EIB's funding strategy in 2007, shaping the first Green Bond ever in that year and overseeing EIB's EUR Green Bond issuance since. He structured the due diligence and upgrade of EIB's Green Bond administration in 2014, coordinated the IFI- and GBP-working groups on impact reporting harmonization in 2015/2016, and managed the KPMG-audit leading to the first Independent Reasonable Assurance Report of EIB's entire Green Bond practice (issuance, administration and reporting) of September 2016. He has coordinated EIB's cooperation with PBOC/CGFC on green bond harmonisation (Joint White Paper of 11/2017) as well as the technical and market-related contributions to the EC's HLEG on a green taxonomy for the use of proceeds.

Engagement and results have won him broad market recognition, witnessed by Global Capital's Awards as "Overall Most Impressive Green/SRI Bond Funding Official" in 2015, 2016 and 2017 as well as Environmental Finance Magazine's Green Bond Award as "Personality of the year" in 2018.

Robert Scharfe *CEO, Luxembourg Stock Exchange*

Robert Scharfe is the CEO of the Luxembourg Stock Exchange since 2012 and he is a member of the Board of directors of the Federation of European Securities Exchanges as well as the Chairman of the Nomination Committee of the World Federation of Exchanges.



He's a recognized expert in Capital Markets matters and a specialist in Green financing. Before joining the Luxembourg Stock Exchange, he spent 35 years in the Banking industry, mostly in Corporate Finance and Financial Markets. Between 2000 and 2012 he was a Member of the Management Board of BGL BNP Paribas in Luxembourg. During that time he also assumed senior responsibilities within Fortis Bank in the areas of Institutional Banking and Global Markets.

During his banking career, he acquired extensive knowledge in International Capital Markets and gained solid experience in Asset Management and Investment Funds.

He holds a Master Degree in Economics from the University of Nancy, France, and he is an alumni of Insead, France and Stanford Graduate School of Business, Palo Alto, USA.



Ning Wang *Chief Business Officer, PingPong Global Group, Co-Managing Director, PingPong Europe*

Ning Wang is cofounder and Chief Business Officer at PingPong, an innovative fintech company specialised in cross-border B2B services. He leads the international growth and new initiatives at PingPong. Since 2nd half of 2017, he has focused on growing the business in EU. Previously, he was Head of Business Development for Alipay.com US. He started his payment career with PayPal.com at various finance, analytics and market expansion roles.



Zhong Xiang *Head of Financial Markets & Institutions, Bank of China*

Zhong Xiang, CFA, who graduated from University of Hong Kong with a Distinctive Master Degree in Financial Engineering, the present Head of Financial Markets & Institutions Department at the Bank of China Luxembourg Branch, has successively served as Senior Manager in the Financial Markets Department BOC and Senior Executive at the BOC Hong Kong Branch.

Deeply involved in financial markets for over 15 years, he has unique viewpoints on global financial markets and is author of the book "Financial Illusion". In recent years, grasping the opportunities of the fast development in green finance, Mr Xiang has been active in the market achieving well-known accomplishments. At Bank of China Luxembourg, he is an influential issuer as well as an underwriter in green finance.

Luxembourg, an attractive financial centre for Chinese players



The Luxembourg financial centre has established excellent reputation in various fields, such as banking, asset management and private equity over years. It has also established robust regulatory requirements for opening the market to new Payment Service Providers within the European Union. Following the international expansion into the European market, Luxembourg is an attractive financial centre for **Chinese financial service players and more recently FinTech companies.**

As the leading professional services firm in the country, PwC Luxembourg provides expert advice and customised solutions. Our tax, audit and advisory professionals have unrivalled knowledge and expertise of Luxembourg's fiscal and regulatory landscape. What's more, we have put in place a specialised China team to support and consult both Luxembourg businesses targeting the Chinese market and companies from China looking to expand in Europe.

Our team of highly qualified professionals tackle corporate issues in a wide range of industries. Our clients benefit from our wealth of experience, knowledge and multidisciplinary approach, as well as from the full support of our international network.

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