



# WEALTH MANAGEMENT, INTERNATIONAL ASSET STRUCTURING AND THE FUTURE OF ADVISORY



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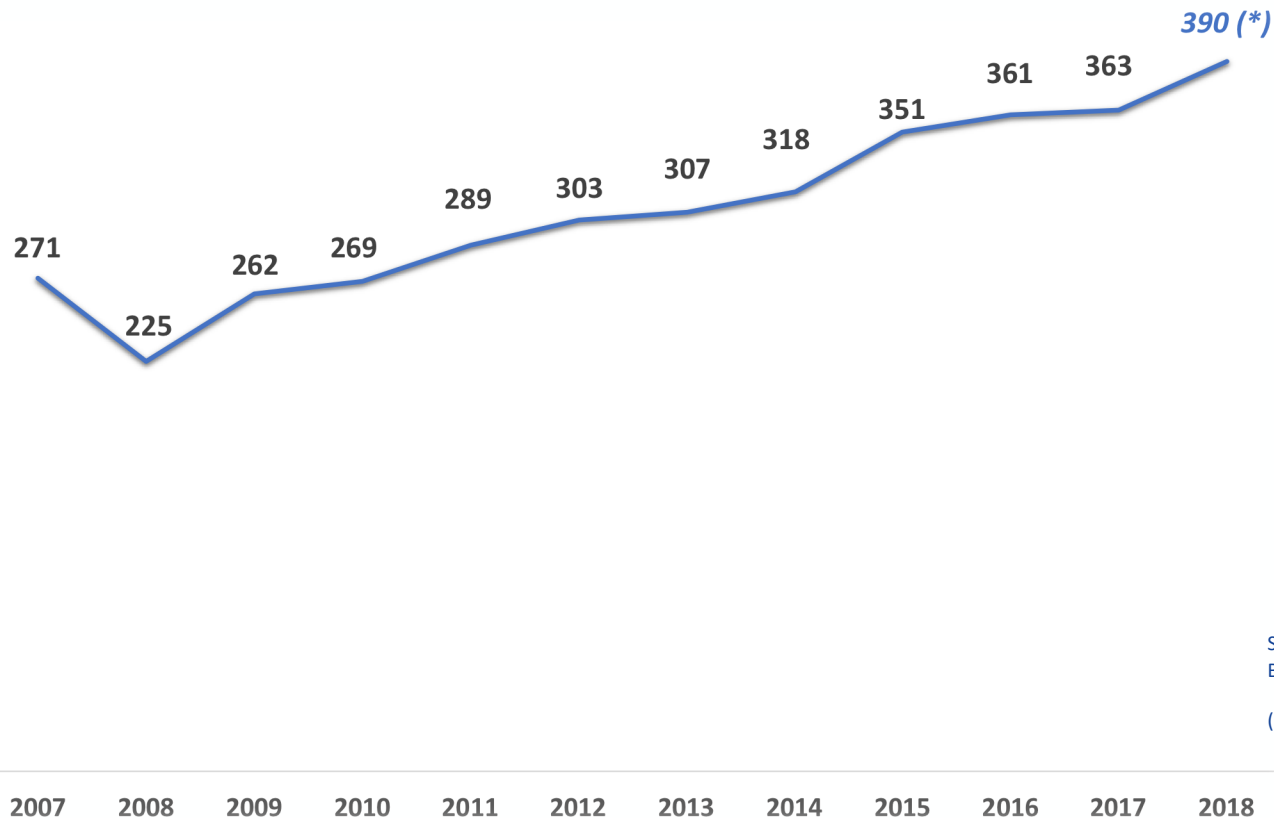
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## EVOLUTION OF THE ASSETS UNDER MANAGEMENT (IN BLN EUR)



Source: CSSF / ABBL Private  
Banking Survey 2019

(\*) Estimate



## GLOBAL RESULTS

AuMs	EUR 363.4 bln* (EUR 360.7 billion**)	+0.7% 
FTEs	Directly employed: 6,659* (6,733**) Client facing staff: 1,421* (1,427**)	-1.1% 
HCS	Banking Employment*** ▸ 2017: 26,149 ▸ 2016: 26,060	+0.3% 

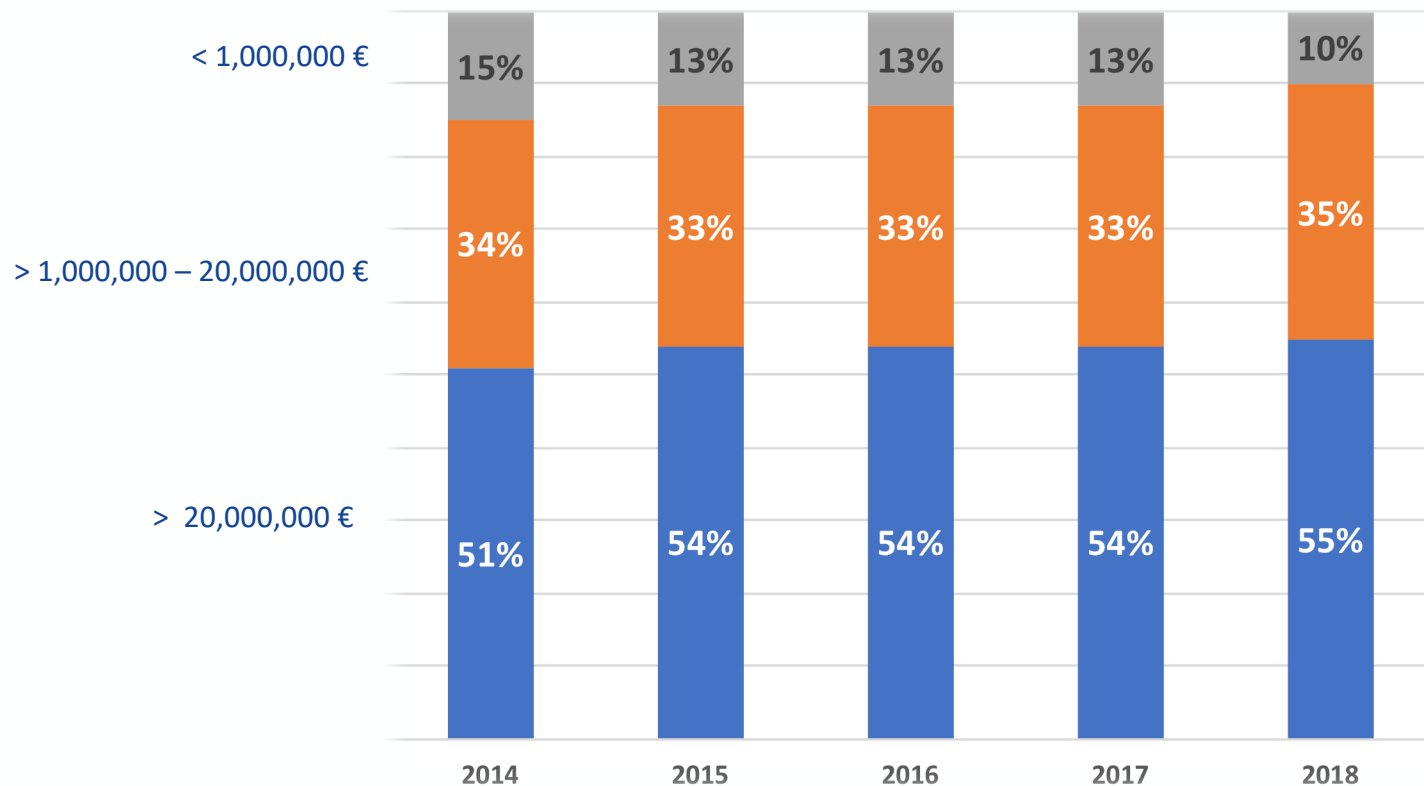
\*CSSF / ABBL Private Banking Survey 2018 – figures as of end of 2017

\*\* CSSF / ABBL Private Banking Survey 2017 - figures as of end of 2016

\*\*\* CSSF website



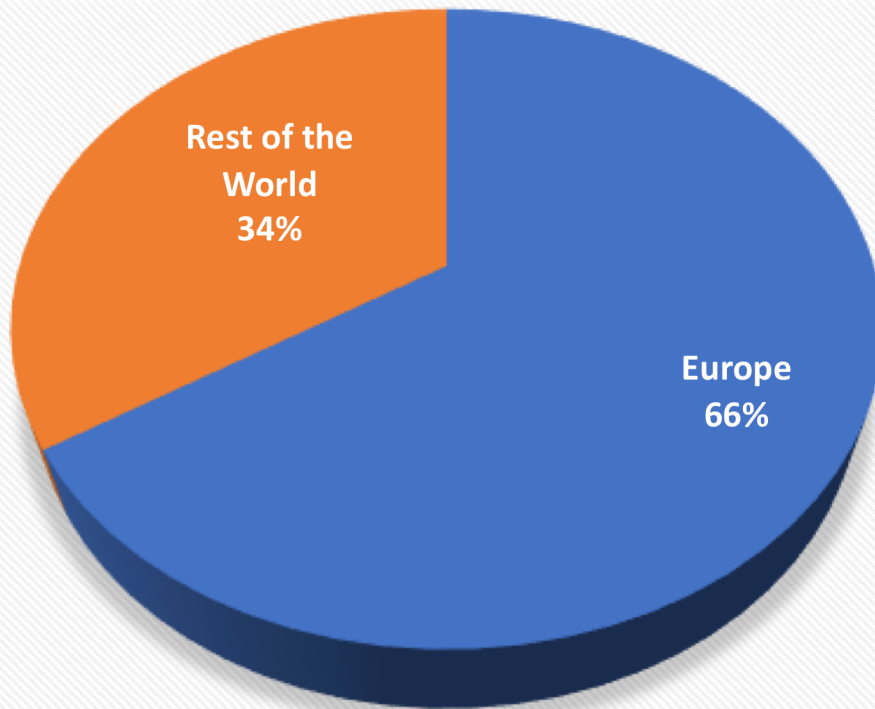
## EVOLUTION OF WEALTH BANDS IN TERMS OF ASSETS



Source: CSSF / ABBL Private  
Banking Survey 2019

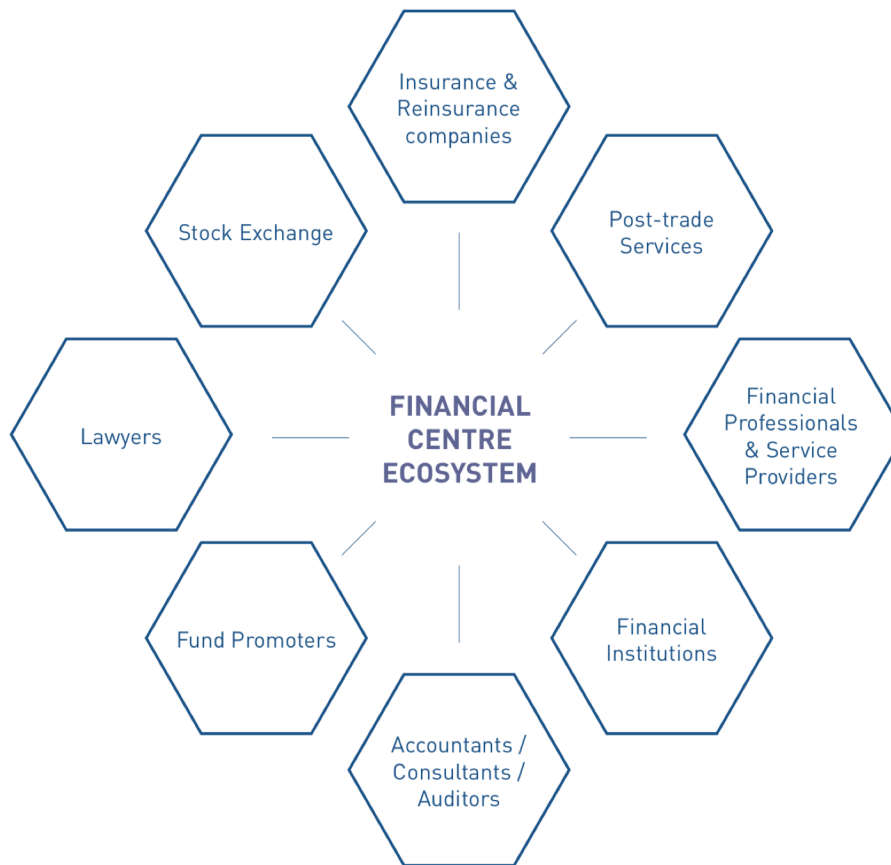


## GEOGRAPHIC ORIGIN OF CLIENT ASSETS



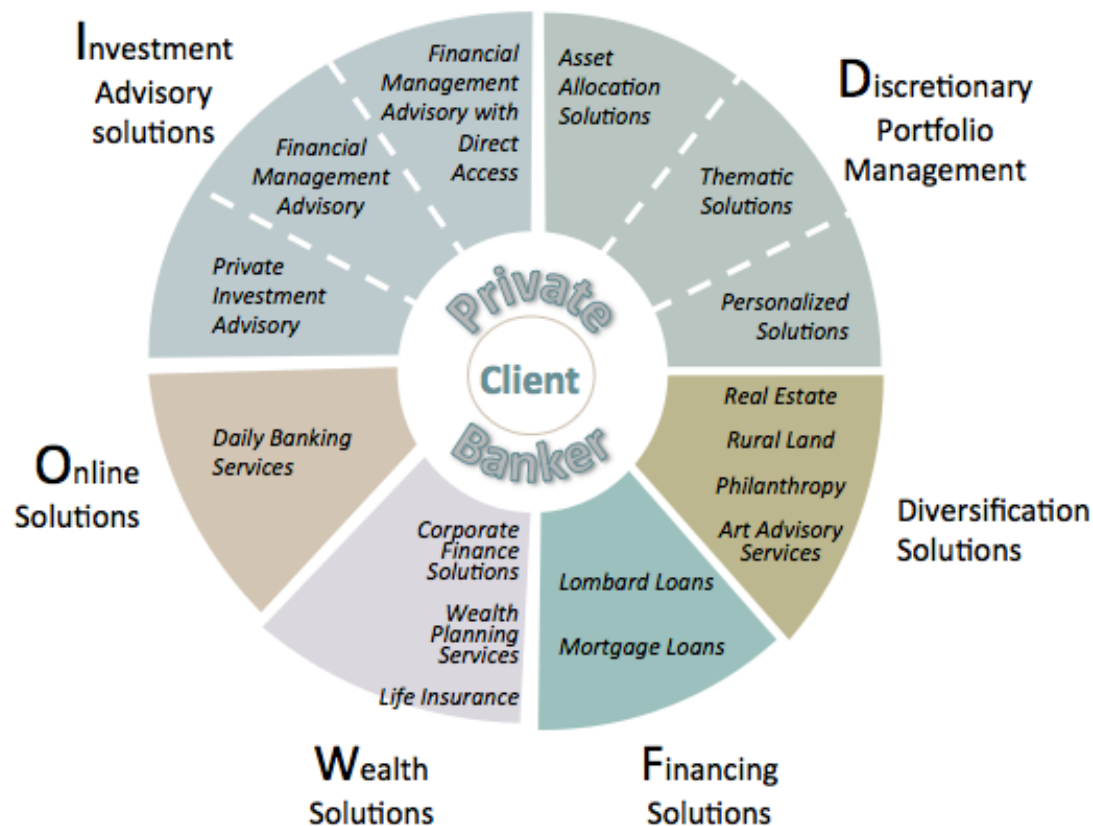


# LUXEMBOURG FINANCIAL CENTER ECOSYSTEM





# LUXEMBOURG SERVICE OFFER



# A NEW ADVISORY MODEL



## A clear Value Proposition

A thorough assessment of the professional and personal situation is made, taking into account each family's aspirations and preferences.



## The best service at a reasonable price

- Wealth managers have to demonstrate clearly how they add value
- New digital platforms are a catalyst for change:
  - clients can view, understand, and manage their asset allocation independently, if they wish.
  - These tools are also helping wealth managers understand client needs and are facilitating communication.



## The value of good service

Luxembourg's multinational, highly skilled workforce is uniquely placed to meet new and specialist requirements.