

Seminar Programme

Stockholm Monday, 4 May 2015



Made in Luxembourg Cross-border solutions for Swedish investors

9:50 WELCOME ADDRESS

HE Gérard Philipps, Ambassador of the Grand Duchy of Luxembourg to Sweden

9:55 AT THE HELM OF EUROPE AT A CRITICAL TIME

HE Pierre Gramegna, Minister of Finance, Grand Duchy of Luxembourg

10:15 A LEADING INTERNATIONAL FINANCIAL CENTRE

Tom Théobald, Deputy CEO, Luxembourg for Finance

10:30 PANEL ON RESPONSIBLE FINANCE

Moderator: **Annemarie Arens**, General Manager, LuxFlag

Panelists: **Viktor Andersson**, ESG Investment Specialist & Portfolio Manager, SEB Wealth Management, Stockholm

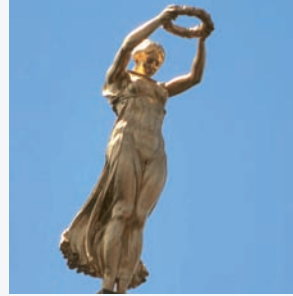
Tonika Hirdman, Director General, Fondation de Luxembourg

Kaspar Wansleben, Executive Director, Luxembourg Microfinance and Development Fund

10:50 *Coffee Break*

Join Luxembourg for Finance on





Stream 1

FUNDS AND PRIVATE EQUITY

11:00

PANEL 1: GLOBAL FUND DISTRIBUTION

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

Panelists: **Johan Lindberg**, Director, Sales & Distribution, RBC Investor & Treasury Services, Luxembourg

Charles Muller, Partner, KPMG Luxembourg

Kim Pilgaard, Managing Director, Nordea Investment Funds S.A., Luxembourg

Florence Stainier, Partner, Arendt & Medernach S.A., Luxembourg

11:45

PANEL 2: LUXEMBOURG: AN ATTRACTIVE AND DYNAMICALLY GROWING PLATFORM FOR PRIVATE EQUITY AND VENTURE CAPITAL FUNDS

Moderator: **Anja Grenner**, Private Equity & Real Estate Leader, SGG Luxembourg

Panelists: **Alain Farana**, Managing Associate, Linklaters, Stockholm

Stefan Holmér, Managing Director, EQT Management, Luxembourg

Magnus Lekander, General Counsel, East Capital, Stockholm

Lionel Noguera, Partner (Tax), Bonn & Schmitt, Luxembourg

Jérôme Wittamer, President of LPEA, Managing Partner, Genii Capital, Luxembourg

Stream 2

WEALTH MANAGEMENT

11:00

PANEL 1: CROSS-BORDER WEALTH MANAGEMENT SOLUTIONS MADE IN LUXEMBOURG

Moderator: **Alain Hondequin**, Secretary General, The Luxembourg Bankers' Association (ABBL)

Panelists: **Pierre Even**, Senior Business Development Manager, Banque de Luxembourg

Martin Freiermuth, Head of Products and Solutions, Banque Internationale à Luxembourg (BIL)

Anders Mattsson, Managing Director, Deutsche Bank Luxembourg S.A.

11:45

PANEL 2 ¹: LUXEMBOURG LIFE INSURANCE AS THE INTERNATIONAL WEALTH PLANNING TOOL LUXEMBURGSK LIVFÖRSÄKRING SOM VERKTYG FÖR INTERNATIONELL FÖRMÖGENHETSPLANERING

Moderator: **Marc Lauer**, President of the Board of Directors, Luxembourg Insurance and Reinsurance Association (ACA)

Panelists: **Marc Hengen**, CEO, Luxembourg Insurance and Reinsurance Association (ACA)

Tony Nordblad, Sales Director - Nordic Markets, Foyer International S.A., Luxembourg

Daniel Starberg, Senior Wealth Planner, Lombard International Assurance, Luxembourg

12:30-14:00

Walking Lunch

¹ This panel will be held in Swedish



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

Governmental posts

Following the legislative elections of 20 October 2013, Pierre Gramegna joined the government as Minister of Finance on 4 December 2013 in the coalition government formed by the Democratic Party (DP), the Luxembourg Socialist Workers' Party (LSAP) and the Green Party ("déi gréng").

Professional activities

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 Credit and Investment Company (Société nationale de crédit et d'investissement), the Del Credere Office (Office du ducroire), 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).



Viktor Andersson, ESG Investment Specialist & Portfolio Manager, SEB Wealth Management, Stockholm

Viktor has worked with responsible investing and financing for 12 years, in Stockholm, Amsterdam and London. He is currently ESG Investment Specialist and Portfolio Manager with SEB Investment Management in Stockholm. He previously spent seven years in the ABN AMRO Group on the investment as well as the banking side, in addition to a two year stint at the CDP in London. He has been integral in the development of SEB's strategy on responsible investments across all asset classes, and he further created SEB's microfinance portfolio, now one of the largest in Europe.



Annemarie Arens, General Manager, LuxFlag

Annemarie joined Luxflag as of October 1st, 2014 in the role of General Manager.

In her role, Annemarie will promote Luxflag to attract new funds applying for labels and will aim to develop visibility to Luxflag beyond Luxembourg, promoting Luxflag strengths across other fund domiciles.

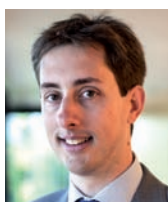
Prior to joining Luxflag, Annemarie worked 18 years for RBC Investor Services Bank in Luxembourg in senior management positions in charge of Sales, Relationship Management and Client Service. Before that, Annemarie worked 6 years as Product sales with Axa Insurance company in Luxembourg and 5 years as Private Banking Relationship Manager with Berenberg Bank in Luxembourg and in Germany.



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

Marc-André Bechet joined Association of the Luxembourg Fund Industry (ALFI) in September 2014. Before that he was Head of the Investment Funds Services at Banque Degroof Luxembourg, responsible for fund administration and custody. He was also a member of Banque Degroof's Management Board. Prior to joining Banque Degroof, Marc-André Bechet worked for 18 years at RBC Investor Services Bank S.A. in Luxembourg, where he held various senior positions including Head of Custody and Network Management, and Head of Business Development and Relationship Management, Legal and Compliance.

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.



Pierre Even, Senior Business Development Manager, Banque de Luxembourg

Pierre is a Senior Business Development Manager within Banque de Luxembourg's professional banking department primarily providing services to asset management entrepreneurs. Over the last 8 years he held various positions within Banque de Luxembourg advising high net worth individuals and professional clients on the feasibility of fund projects and coordinating the legal and operational implementation as well as the launch of their fund. He has expertise in UCITS funds, private equity and real estate funds (SIF, SICAR) as well as on funds as wealth structuring tools. Pierre is also a member of the ALFI Pensions & long term savings working group.



Alain Farana, Managing Associate, Linklaters, Stockholm

Alain Farana started his career at Linklaters (Brussels office) in 2000 and moved to Luxembourg in 2002, where he practised in both local and international law firms prior to re-joining Linklaters in 2008.

Alain is a Managing Associate in the corporate team of Linklaters in Stockholm and has significant experience in general corporate law, mergers and acquisitions, structuring and restructurings with a focus on private equity and M&A transactional work. He advises on multi-jurisdictional acquisitions and restructurings for financial/industrial groups and private equity investors.

Alain holds a law degree and a master in business law from the Free University of Brussels. He has been an EU member of the Luxembourg Bar Association since 2006 and a member of the Brussels Bar Association since 2001.



Martin Freiermuth, Head of Products and Solutions, Banque Internationale à Luxembourg (BIL)

After his master degree in banking and finance from St. Gallen, Martin Freiermuth (45) joined UBS in 1994 in trading & sales for five years. From his role as chief of staff of Global FX, he moved to McKinsey & Co., where he was advising banks, insurers and telecom firms in Europe. In parallel, he did a Ph.D. thesis on "Credit Derivatives and Financial Intermediation", which he concluded in 2000.

In 2002, he joined Bank Vontobel in Zurich as Head of Credit. In 2005, he took charge of Vontobel Private Banking Services. From 2012, he was heading the Wealth Management Services.

Since May 2014, Martin Freiermuth is Head Products & Solutions of Banque Internationale à Luxembourg (BIL).



Anja Grenner, Private Equity & Real Estate Leader, SGG Luxembourg

Anja Grenner is responsible for the Business Development of SGG's Private Equity and Real Estate services. Before joining SGG in 2015, she was responsible for Business Development of EY's Private Equity and Real Estate services and worked in companies like RBC (formerly Dexia), Caceis and JP Morgan (formerly Fleming Asset Management). Anja has more than 20 years of experience in the Luxembourg alternative fund business. She graduated from Giessen University, holds a post-graduate degree from the Royal Holloway University in London, the UK Investment Management Certificate and is registered as qualified Real Estate expert from the Luxembourg Financial Training Academy, IFBL.



Marc Hengen, CEO, Luxembourg Insurance and Reinsurance Association (ACA)

Marc Hengen is Managing Director of ACA since March 2013. He holds a Master degree in Law from the Robert Schuman University of Strasbourg and was admitted to the Luxembourg Bar in 1991.

Marc passed 18 years in several management positions for different life and non-life insurance companies in Luxembourg. He joined the Executive Committee of ACA in 2010.

Marc is 48 years old, married and father of three children.



Tonika Hirdman, Director General, Fondation de Luxembourg

Tonika Hirdman is the Director General of Fondation de Luxembourg. Previously she was Country Head of ABN AMRO Bank (Luxembourg) S.A. Before coming to Luxembourg she worked as Managing Director of Banco, a fund manager and subsidiary of ABN AMRO in Sweden. A Swedish national, Tonika Hirdman started her career as a diplomat at the Swedish Ministry for Foreign Affairs.



Stefan Holmér, Managing Director, EQT Management, Luxembourg

Mr. Holmér has been working in Private Equity firms the past 20 years. Since 2003 with EQT which is the leading private equity group in Northern Europe established in the mid-1990's and has since raised approximately EUR 22 billion in 17 funds. He is currently the Managing Director of the EQT Luxembourg office. Prior to joining EQT Stefan held various positions within Nordic Capital between 1995-2002. Before working in the financial services industry, Stefan worked 6 years at Arthur Andersen and 3 years with Harris/3M. Mr. Holmér holds a MBA from Stockholm School of Economics and a BSc in economics from Uppsala University.



Alain Hondequin, Secretary General, The Luxembourg Bankers' Association (ABBL)

Alain Hondequin holds a Law degree from the Université de Liège as well as a Bachelor of Laws degree from Cambridge University.

After spending some 5 years with Banque Bruxelles Lambert in Belgium, Alain came to Luxembourg in 1986 where he held positions mostly in senior legal and compliance functions within local banks, mainly with UBS Luxembourg (S.A) as Head of Legal & Compliance for over 12 years.

In March 2014, Alain joined the Luxembourg Bankers' Association (ABBL) as a Secretary General. He supports the ABBL's Management Board, Board of Directors and membership, and he is in charge of Finances. He further acts as Secretary General for the Private Banking Group, Luxembourg (PBGL) and the Commercial Banking Cluster (CBCL).



Marc Lauer, President of the Board of Directors, Luxembourg Insurance and Reinsurance Association (ACA)

Marc Lauer was born in 1965. Graduated from ULB as economist and actuary, he was an official at the Commissariat aux Assurances between 1989 and 2004 and became a member of the Board of Management in 1995. In 2004, he joined Foyer S.A. as Chief Operating Officer. He was appointed as Director of the Board on 16 April 2013, and is Chief Executive Officer since the General Assembly of 15 April 2014. He is also Chairman of the Board of the Luxembourg Insurance Companies' Association (ACA) and holds memberships in several professional associations.



Magnus Lekander, General Counsel, East Capital, Stockholm

Magnus Lekander is General Counsel of the East Capital group, focusing much of his time on product and organizational development within public as well as private equity, real estate and alternative investment strategies for emerging and frontier markets. He has over the years also been much involved in complex M&A and investment structuring targeting the region. Mr. Lekander is a former associate lawyer at the law firms of Gernandt & Danielsson in Stockholm and Debevoise & Plimpton based in the London and New York offices. Mr. Lekander is admitted to the New York Bar and holds law degrees (LLM) from Uppsala University and New York University.



Johan Lindberg, Director, Sales & Distribution, RBC Investor & Treasury Services, Luxembourg

Johan has over 25 years of experience within the Financial Industry, of which 22 years leadership track record, He brings profound experience from business development targeting the Asset Management community covering Sales & Client relationship, Fund Distribution, Product Structuring, Fund Services as well as Custody Services & Securities Lending.

Previously, Johan was CEO of Coeli Asset Management, Managing Director of BankInvest, Luxembourg, Director Nordic Markets at RBC Investor Services and CEO & Founder of SEB Fund Services in Luxembourg.



Anders Mattsson, Managing Director, Deutsche Bank Luxembourg S.A.

2008- Currently Managing Director and head of Nordic Desk

2005-2008 Financial Advisor Merrill Lynch Luxembourg

2002-2005 Credit Agricole Indosuez - Head Nordic Desk



Charles Muller, Partner, KPMG Luxembourg

After studying law in Paris and London Charles Muller (50) became a Luxembourg barrister. In 1994 he joined Banque Générale du Luxembourg, then, in 2003, the Association of the Luxembourg Fund Industry (ALFI) where he held the position of Deputy Director General. Charles was also a Board member of the world-wide federation of investment fund associations (IIFA) and a member of the Management Committee of the European Fund and Asset Management Association (EFAMA).

Since December 2011, Charles Muller is a partner with KPMG Luxembourg. He is a member of the KPMG Global Leadership Team Investment Management, in charge of regulation.



Lionel Noguera, Partner (Tax), Bonn & Schmitt, Luxembourg

Lionel is leading the tax practice of Bonn & Schmitt, which spans all of Luxembourg business taxation including VAT, in both advisory and litigation. He advises a wide range of banking, private equity and industrial corporate clients, as well as private clients with an entrepreneurial background. He has fifteen years of experience in the taxation and structuring of cross-border investments via Luxembourg vehicles, and has also practiced Swiss taxation. He publishes articles on diverse tax topics, such as data protection rules and exchange of information, or state aid regulations and preferential tax regimes.



Tony Nordblad, Sales Director - Nordic Markets, Foyer International S.A., Luxembourg

Tony has more than 25 years of experience from the Luxembourg Financial Services industry. Having started his career in private banking Tony spent more than 15 years with the Skandia group before joining Foyer International in 2006. His current focus is on servicing the Nordic B2B clientele, such as Private Banks, Asset Manager, Family Offices and Insurance Intermediaries with sophisticated life insurance solutions for wealth preservation and succession.

Foyer International provide tailor made Wealth Planning Solutions for European High and Ultra High Net Worth Individuals.



Kim Pilgaard, Managing Director, Nordea Investment Funds S.A., Luxembourg

Kim Pilgaard (53) is the Managing Director of Nordea Investment Funds S.A. Nordea Investment Funds S.A. - a management company for nine Luxembourg based fund umbrellas with total AuM of approx. 55 bnEUR. Kim joined the asset management business in Nordea in 1987 and has held a number of leading positions in the organisation, incl. Head of Investments and Head of Institutional Clients. Kim was appointed Managing Director of Nordea Funds S.A. in April 2014. Kim holds a Master in Political Science from University of Aarhus.



Florence Stainier, Partner, Arendt & Medernach S.A., Luxembourg

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 is participating 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).



Daniel Starberg, Senior Wealth Planner, Lombard International Assurance, Luxembourg

Daniel Starberg joined Lombard International Assurance in 2014. Daniel has a Master of Laws degree from the University of Stockholm and has been practising Swedish and international law since 1995. He has a professional background with the Swedish Tax Authorities and Courts. For many years he has worked as a tax lawyer for banks and financial institutions in Stockholm and Luxembourg. Before joining Lombard International Assurance, Daniel provided tax and legal advice to private and institutional clients from an independent law firm in Stockholm. Daniel Starberg is one of the leading experts on Swedish taxation of life assurance and has published several articles on the matter in Swedish tax journals.



Tom Théobald, Deputy CEO, Luxembourg for Finance

As the Deputy CEO of Luxembourg for Finance, Tom Théobald assists the agency in its strategic mission to promote the expertise and diversity of the financial centre abroad.

Tom Théobald previously worked as Adviser at the Luxembourg Bankers' Association (ABBL), where he was in charge of Communication and Press relations. He also held the position of Secretary of the ABBL Board of Directors. Prior to joining the ABBL in 2008, he served as an attaché to the Permanent Mission of Luxembourg to the UN in New York. Tom holds a PhD in English Literature from the University of Newcastle-upon-Tyne.



Kaspar Wansleben, Executive Director, Luxembourg Microfinance and Development Fund

Kaspar Wansleben is, since 2009, the executive director of the Luxembourg Microfinance and Development Fund (LMDF), a social venture capital fund focusing on second and third tier microfinance institutions.

Prior to joining LMDF, he worked at the International Labour Organization, PlanetRating and KPMG where he qualified as a chartered accountant specialized in industrial and financial sectors and as a corporate finance advisor.

Kaspar is also member of the board of directors of MFX Solutions Inc and the Higher Education Finance Fund LP.



Jérôme Wittamer, President of LPEA, Managing Partner, Genii Capital, Luxembourg

In his daily mission he serves as Managing Partner of Genii Investment Management, a sister company to Genii Capital. Jérôme's career span both the investor and entrepreneurial spheres as he has been involved in both Private Equity/Venture Capital as an institutional investor and has co-founded a number of companies, all in the technology space. Over the years he has been active in multiple non-profit organisations supporting education and entrepreneurship (Junior Achievement), internet connectivity (LUCIX) and Luxembourg's Venture Capital & Private Equity ecosystem (LPEA). Jérôme has a Master of Laws (UCL) and MBA (RSM).

This event is organised with the kind support of:

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