INVESTMENTS IN 2030:
WHAT DOES THE FUTURE HOLD?
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PROGRAMME

INVESTMENTS IN 2030: WHAT DOES THE FUTURE HOLD?

9:00  WELCOME & REGISTRATION

9:20  OPENING WORDS
By Edouard BOKUETENGE, President, Fund Platform Group

9:30  Economic or political risks in 2016
By Philippe Waechter, Chief Economist, Natixis Asset Management

9:45  PANEL DISCUSSION - THEMATIC INVESTMENTS
On a macroeconomic level, professionals find significant investment in Asia, in Africa, or others may think strategically according to economic growth, clean energy, the rising issues of water etc. What are the ideal long term investment strategies?
Panellists:
Sebastien CORDOLIANI, Asset Manager, EWUB
Charles NOLLET, CIO, Credit Agricole
Lionel BALLE, Head of Fixed Income, Krediettrust Luxembourg
Moderated by Sasho BOGOEVSKI, Managing Director – Multi Asset Solutions, AB

10:10  ONE MINUTE TO CONVINCE (WORKSHOP ROW 1 & 2)

10:20  COFFEE BREAK

10:50  WORKSHOPS SESSION (30’ EACH)

CPR AM
Capturing opportunities while navigating uncertainty, Cyrille GENESLAY, Balanced Portfolio Manager
AXA IM
Succeeding In A Volatile World, Serge PIZEM, Global Head of Multi Asset Investments
AB
Using Factor Premiums within Client Solutions, Sasho BOGOEVSKI, Managing Director – Multi Asset Solutions

11:20  WORKSHOPS SESSION (30’ EACH)

Capital Group
Investing without borders, Julie DICKSON, Investment Specialist
Henderson Global Investors
Is there still value in European Equities ?, Nick SHERIDAN, Manager of the Henderson Horizon Euroland Fund.
Degroof Petercam Asset Management
Investing in high yields bonds, an attractive solution in a low yield environment, Bernard LALIÈRE, Head of High Yield Bonds

11:50  PANEL DISCUSSION - TECHNOLOGY & CUSTOMER CENTRICITY
Is digital transformation impacting your sector and how? How to better follow up on client needs? Can we use Big Data in the fund industry and how? The development of trading platform on the internet.
Panellists:
Manuel ARRIVÉ, Senior Director, Fund and Asset Manager Group, Fitch Ratings
Alexey YEREMENKO, Head of Fixed Income, EWUB
Maxime AERTS, COO, Fundsquare
Moderated by Carlo Duprel, Director, Deloitte
## PROGRAMME

**PM 12:20**

**LUNCH BREAK**

2:00

**The European gap. Economic and policy challenges for 2016**

Etienne De Callatäy, Chief Economist, University of Namur and UCL (Belgium)

2:15

**PRESENTATIONS/ Q&A SESSION - GEOPOLITICAL CONTEXT & MACROECONOMIC CHALLENGES**

Daniel LACALLE, CIO of Tressis Gestion, Economist, fund manager, author of Life In The Financial Markets and The Energy World Is Flat.

*2016, une année sous haute(s) tension(s),* Wilfrid Galand, Directeur du Conseil en Investissements, Banque Neuflize OBC*

Moderated by Hans Bevers, Chief Economist, Bank Degroof Petercam

2:45

**1 MINUTE TO CONVINCE (WORKSHOPS ROW 3)**

2:50

**WORKSHOPS SESSION (30’ EACH)**

**WS1**

T. Rowe Price International

**US Growth opportunities outside FANG**, Leigh INNES, Portfolio Specialist, Emerging Markets Equities

**WS2**

Credit Suisse

Credit Suisse Reddito – Stellar Allocation Fund – Balanced Investment Strategy, Francesco SPADACCIA CFA, Portfolio Manager,

**WS3**

Xeon-International

Social Responsible Investments “made in Luxembourg”

Yves Duponselle, Chairman of the Board, Xeon Fund Sicav-SIF S.C.A.

Giancarlo d’Elia, Chief Executive Officer, Xeon Fund Sicav-SIF S.C.A.

3:20

**B2MATCH & COFFEE**

*presentation in french*
SPEAKERS

PANELLISTS

**Sebastien CORDOLIANI**, Asset Manager, EWUB
Panel 1 at 09:45 am

**Charles NOLLET**, CIO, Credit Agricole
Panel 1 at 09:45 am

**Lionel BALLE**, Head of Fixed Income, Kredietrust Luxembourg
Panel 1 at 09:45 am

**Manuel ARRIVÉ**, Senior Director, Fund and Asset Manager Group, Fitch Ratings
Panel 2 at 11:50 am

**Alexey YEREMENKO**, Head of Fixed Income, EWUB
Panel 2 at 11:50 am

**Maxime AERTS**, COO, Fundsquare
Panel 2 at 11:50 am
SPEAKERS

Daniel LACALLE, CIO of Tressis Gestion and Economist, fund manager, author of Life In The Financial Markets and The Energy World Is Flat.
Panel 3 at 2:15 pm

Wilfrid GALAND, Directeur du Conseil en Investissement, Banque Neuflize OBC
Panel 3 at 2:15 pm

MODERATORS

Sasho BOGOEVSKI, Managing Director – Multi Asset Solutions, AB
Panel 1 at 09:45 am

Carlo DUPREL, Director, Deloitte
Panel 2 at 11:50 am

Hans BEVERS, Chief Economist, Bank Degroof Petercam
Panel 3 at 2:15 pm
SPEAKERS

KEYNOTE SPEAKERS

Edouard BOKUETENGE, President, Fund Platform Group
Opening words at 09:20 am

Philippe WAECHTER, Chief Economist of Natixis Asset Management
Keynote 1 at 09:30 am

Etienne DE CALLATÄY, University of Namur and UCL (Belgium)
Keynote 2 at 2:00 pm

WORKSHOPS SPEAKERS

Serge PIZEM, Global Head of Multi Asset Investments, AXA IM
Workshop row 1 at 10:50 am

Sasho BOGOEVSKI, Managing Director – Multi Asset Solutions, AB
Workshop row 1 at 10:50 am

Cyrille GENESLAY, Balanced Portfolio Manager, CPR AM
Workshop row 1 at 10:50 am
SPEAKERS

**Nick SHERIDAN**, Manager of the Henderson Horizon Euroland Fund, Henderson Global Investors
Workshop row 2 at 11:20 am

**Julie DICKSON**, Investment Specialist, Capital Group
Workshop row 2 at 11:20 am

**Bernard LALÈRE**, Head of High Yield Bonds, Petercam Asset Management
Workshop row 2 at 11:20 am

**Francesco SPADACCIA**, CFA, Portfolio Manager, Crédit Suisse
Workshop row 3 at 2:50 pm

**Leigh INNES, Portfolio Specialist**, Emerging Markets Equities, T. Rowe Price International
Workshop row 3 at 2:50 pm

**Yves Duponselle**, Chairman of the Board, Xeon Fund Sicav-SIF S.C.A.
Workshop row 3 at 2:50 pm

**Giancarlo d’Elia**, Chief Executive Officer, Xeon Fund Sicav-SIF S.C.A.
Workshop row 3 at 2:50 pm
Degroof Petercam Asset Management is the wholly owned asset management entity of Bank Degroof Petercam. Having a rich and long expertise in managing equity, fixed income, balanced and responsible investment funds, it offers both actively managed bottom-up as well as quantitative and asymmetric strategies.

With a history dating back to 1871, Bank Degroof Petercam is a leading independent financial institution offering services to private and institutional investors, as well as to organizations. The group has resulted from the merger between two independent Belgian houses, namely Bank Degroof and Petercam, on October 1st 2015.

Based in Brussels, we employ 1,400 seasoned professionals in Belgium, Luxembourg, France, Spain, Switzerland, the Netherlands, Germany, Italy and Hong Kong.
A unique European Asset Manager, at the heart of Europe, with a focus on best-in-class solutions.

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AB (formerly known as AllianceBernstein) is a global investment management firm with $468 billion of assets under management that is dedicated to meeting evolving client needs with an array of innovative services across asset classes. We aim to understand our clients’ objectives in order to help match diverse investing goals with the right strategies for complex and changing market conditions.

Our collaborative research culture supports a broad range of services in equities, fixed income, alternatives and multi-asset portfolios, as well as customized solutions. By sharing information and research findings, our global analysts and investment professionals seek to unearth insights that make a difference in portfolios.

We have 45 years of investing experience and a worldwide client base—including institutional, high net worth and retail investors. With 204 buy-side analysts and 151 portfolio managers covering markets and economies around the world, AB is equipped to help investors think ahead—and prepare for tomorrow’s challenges today.

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Best Euro High Yield Bond Fund over three years [Europe, France, Netherlands, Nordic, Switzerland and UK], Best Global High Yield Bond Fund over 10 years [Europe, Austria, France, Nordic, Netherlands and UK].

**Euro Fund Awards 2015**
Best US Equity Fund over three years, Best Absolute Return Fund over one year, Best US Dollar Bond Fund over 10 years.

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Best Global Equity Performance over three years.
AXA Investment Managers (AXA IM) is an active, long-term, global, multi-asset investor focused on enabling more people to harness the power of investing to meet their financial goals. By combining investment insight and innovation with robust risk management we have become one of the largest asset managers in Europe*, managing €669bn in assets as at 30/09/2015.

As the investment partner of AXA Group, the A-rated protection and wealth management provider, we draw on a longstanding heritage of creating solutions to manage real-life risks and challenges.

At the same time, our investment professionals are committed to finding the most efficient and sustainable sources of return across world markets, from equities to fixed income, from real estate to other alternative asset classes.

By continuing to find investment solutions to real world financial needs, our aim is to become the chosen investment partner of investors around the world, and employing the best people from the widest possible talent pool is at the heart of our strategy.

Find out more by visiting our website at www.axa-im.lu

*Source IPE Top 400 Asset Managers 2015
Founded in the US in 1931, Capital Group is one of the world’s largest independent investment managers with around $1.4 trillion* under management. Investment management is our only business. Throughout our 80-year history, our aim has always been to deliver superior, consistent results for long-term investors.

The stability of our privately owned organisation and our singular investment focus have enabled us to maintain a long-term perspective over the decades. We believe this helps to align our goals with the interests of our clients. The majority of our portfolio managers and analysts have witnessed several market cycles and have been with Capital for many years.

Our active investment process is designed to enable individual investment professionals to act on their highest convictions, while limiting the risk associated with isolated decision-making. Fundamental proprietary research provided by our global network of experienced investment analysts forms the backbone of our approach.

We build our investment strategies with durability in mind, backed by our experience in varying market conditions. To this end, we believe that our strategies are well suited to deal with today’s challenges of looking for sources of income in a lower-yielding environment and accessing growth with a less volatile profile of returns.

We offer a range of Luxembourg-domiciled active, long-only equity, research-intensive fixed income and multi-asset funds for Financial Institutions and Intermediaries.

* As at 11th January 2016
With more than 25 years experience, CPR Asset Management is a third-party asset management which provides a variety of investment management services to private and institutional investors across the globe. The firm draws on its expertise in a wide range of asset classes (equities, convertible bonds, asset allocation, fixed income and credit) to offer flexible, effective and dynamic investment solutions, specifically tailored to the needs of its clients. CPR Asset Management’s target clients are institutional investors, corporates, insurance companies, private banks and investment professionals / IFAs. It relies on the know-how and expertise of its experienced teams to deliver, over the long-term, sound and proven results, by applying a conviction-based management style. As a subsidiary of the Amundi Group, CPR AM benefits from the support of the group’s resources and best practices, thereby enabling it to combine the strengths of a leader in asset management with the personalized approach of a “investment boutique” firm. By end September 2015, CPR Asset Management had more than €35 billion assets under management. For further information: www.cpr-am.fr
Credit Suisse is one of the world’s leading financial services providers. As an integrated bank, Credit Suisse is able to offer clients its expertise in the areas of private banking, investment banking and asset management from a single source. Credit Suisse provides specialist advisory services, comprehensive solutions and innovative products to companies, institutional clients and high net worth private clients worldwide, and also to retail clients in Switzerland. Credit Suisse is headquartered in Zurich and operates in over 50 countries worldwide. The group employs approximately 48,100 people. The registered shares (CSGN) of Credit Suisse’s parent company, Credit Suisse Group AG, are listed in Switzerland and, in the form of American Depositary Shares (CS), in New York. Further information about Credit Suisse can be found at www.credit-suisse.com.
Henderson Global Investors is a global asset manager focused on delivering excellent investment performance and service to our clients. When Henderson was founded in 1934, the company was not named after a fund manager, an executive or an office location – rather, it was named after its first client. 80 years of continuous service have nurtured a trusting relationship with clients – and the group continues to serve the Henderson family to this day.

Henderson is now an independent asset manager with assets under management of more than €110.6 bn, 900 employees and offices in 19 cities around the world*. It is dual-listed on the London Stock Exchange and the Australian Securities Exchange, is a member of the ASX 100 and FTSE 250 indices, and has a market capitalisation of €4.4 bn*. Henderson’s clients range from global institutions to personal investors in a variety of domestic markets worldwide.

Yet, the company still holds true to its founding principle - to provide excellent investment performance and service to clients. With investment expertise across every asset class, Henderson offers clients access to all major markets around the globe, with core capabilities in Global Equities, European Equities, Global Fixed Income, Multi-Asset and Alternatives.

*Source: Henderson Global Investors, at 30 September 2015
T. Rowe Price has been helping clients reach their investment goals since 1937 and, today, is focused solely on providing asset management services to clients worldwide. The organization is financially strong, is debt-free and maintains a high level of employee ownership.

Since the firm’s founding, a core investment principle has been the belief that proprietary fundamental research, bottom-up security selection, and rigorous and repeatable investment processes lead to sustainable outperformance for our clients. We have a history of focusing on long-term investment merit while adhering to style, which has enabled the firm to avoid fleeting investment fads and ill-conceived product structures. We build our portfolios one security at a time and manage them on a fully invested basis. To balance risk and reward, we apply a diversified, valuation-conscious, and risk-controlled approach, thereby seeking to produce attractive returns over time with less volatility than many of our competitors.
At T. Rowe Price, it’s been our mission since 1937 to always act in the best interests of our clients. The markets may be complex, but our investment approach is straightforward. We believe in teamwork, fundamental research and taking a long-term approach. So in markets both good and bad, you can feel confident our investment approach stands the test of time.

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Xeon International Capital partners is the GP of Xeon Fund an Alternative investment fund exclusively focussed on Corporate Social and Environmental investments. Xeon Fund LP is a Specialized Investment Fund (SIF), supervised by the Luxembourg regulator globally known for its strict The fund has been launched in 2014. The fund manages at this moment 2 subfunds

The SEACAP Fund focuses on the supply of potable water to local municipalities in water-stressed regions. It uses the latest technology in water desalination and purification and sells the clean water to the local authorities. The Fund has a special focus on the MENA region and collaborates with prestigious local partners in Oman, Saudi Arabia, Kuwait, United Arab Emirates, Qatar and Northern Africa.

The management team developed special “Mobile Plants” within its investor risk minimization strategy.

The ENERCAP Fund focuses on alternative energies and alternative fuels, more particularly within the fast growing bio-fuels industry. The Fund invests in the emerging markets, primarily in Africa and the South East Asia region.
At Aberdeen, asset management is our business.

We are a pure asset management company and only manage assets for third parties, allowing us to focus solely on their needs. We now manage €348.9 billion of third party assets from our offices around the world, as at 30 September 2015.

Our business is predominantly the active management of financial assets, using first-hand research to make our investment decisions.

Active investment spans equities, fixed income securities and property, sharing resources and a common investment approach.

We have also developed a solutions business that can blend our abilities across different asset classes to provide tailored investment outcomes to meet specific client needs. This can incorporate skills in both quantitative equities and alternatives.

Our investment expertise is delivered through both segregated and pooled products – allowing us to serve a range of clients from institutions to private investors.

We invest worldwide and follow a predominantly long-only approach, based on fundamentally sound investments – we do not chase market fads.

Our investment teams are based in the markets or regions in which they invest.

Clients understand our process and portfolios because they are transparent.
- We know global markets from the local level upwards, drawing on over 2,800 staff, across 37 offices
- We believe our focus, size and approach enable us to provide effective asset management and superior client service
- Our teams champion original thinking and knowledge, so investment decisions are based only on our own research
- As a group, we have the scale to provide global coverage of financial markets; yet we are small enough to focus on each and every portfolio decision
- Close-knit teams, clear investment processes and flat structures are important to us
- We seek to grow our clients’ assets in a way that is manageable and sustainable over the longer term
ETHENA Independent Investors S.A. is an independent investment company based in Luxembourg. The key concept underlying the Ethna Funds managed by ETHENA is long-term capital growth – “Constantia Divitiarum”. Depending on their individual requirements and personal risk tolerance, investors can choose from three highly diversified funds: Ethna-DEFENSIV (risk-minimised), Ethna-AKTIV (balanced) and Ethna-DYNAMISCH (profit-oriented).

With their aim of securing capital and creating long-term value, the Ethna Funds are intended for investors who focus in particular on stability, capital retention and liquidity of the fund assets and who also wish to attain reasonable growth in value. The Portfolio Management Team ensures that these aims are met by applying an active management approach taking into account the current market situation as well as expected future developments. A stable market presence of more than ten years tells its own tale.

ETHENA currently employs approximately 78 members of staff at its head office in Luxembourg and its subsidiaries in Switzerland, Germany, Italy and France. The actively managed assets of the Ethna Funds currently amount to more than 13 billion EUR (per 31/12/2015).
AGEFI Luxembourg est un journal mensuel traitant essentiellement l’actualité économique et financière luxembourgeoise et européenne. AGEFI Luxembourg est le premier périodique de l’UEBL (Union Economique Belgo-Luxembourgeoise), créé en 1988. Le lectorat d’AGEFI Luxembourg est principalement composé de professionnels de la finance et de l’économie (banquiers, agents de change, gestionnaires, assureurs, private bankers, asset managers, institutions publiques, etc.) et d’autres prestataires de services (informatique, télécom, leasing, ressources humaines, audit, conseil, immobilier, etc.).

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LPEA provides a dynamic and interactive platform for its members to discuss and exchange information and organises working meetings and networking opportunities on a regular basis.

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L'innovation, une nécessité
Dossier pages 38-76

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Ressources humaines et Formation professionnelle
Dossier pages 30-98

PME, qui êtes-vous ?
Dossier pages 28-79
L'entrepreneur luxembourgeois est-il à bouche que veux-tu ?
Le Luxembourg est une terre fertile pour les entrepreneurs. Pourtant, certains aspects constituent des freins à la pérennité des PME. Pages 34, 35
Tour d'horizon des enjeux
www.pwc.lu/entrepreneur

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Each month, DECIDEURS deciphers and tracks trends and strategies in the world of economics, finance and law, providing insight from leading specialists.

In addition to its monthly magazine, we edit a collection of Intelligence Report & Directory Series which provides in-depth analysis and exclusive rankings to the leading market players worldwide. Every sector and every management issue is analysed structurally, from M&A, Innovation, Tax, Litigation & Arbitration to HR and Social law, the Media industry or the Health sector.

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- Olivier Schaack, Directeur Artistique, Canal+
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- VACLAV SMIL, Distinguished Professor Emeritus, Faculty of Environment, University of Manitoba
- Xenia Tchoumitcheva, Blogger, Entrepreneur, & Swiss celebrity Chic Overdose
- Jean-Yves Le Gall, Président, CNES
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