

CHAMBER OF COMMERCE OF THE GRAND DUCHY OF LUXEMBOURG



LUXEMBOURG: YOUR RELIABLE PARTNER

APRIL 4, 2014

CHAMBER OF COMMERCE OF THE GRAND-DUCHY OF LUXEMBOURG

- 
- THE LUXEMBOURG CHAMBER OF COMMERCE

CHAMBER OF COMMERCE: KEY FACTS & FIGURES



YOUR PARTNER FOR SUCCESS



1841

Establishment of the Chamber of Commerce

> 60.000

Affiliated member companies

75%

Employment covered by member companies

> 80%

GDP represented by member companies



- Promoting entrepreneurship and the creation and development of businesses
- Involvement in the legislative process via position papers and opinions
- Promoting foreign economic and commercial relations
- Fostering a system of education and training that meets the needs of businesses
- Informing the public and stimulating debate as partner and independent mouthpiece of the market economy (think tank & policy proposals)
- Providing services to businesses and the general public

CHAMBER OF COMMERCE OF THE GRAND DUCHY OF LUXEMBOURG

- THE COUNTRY
- THE ECONOMY
- KEY SECTORS

THE COUNTRY

IN THE HEART OF EUROPE



AREA	POPULATION	MAIN LANGUAGES	POLITICAL SYSTEM	EUROPEAN CAPITAL
2,586 sq km	537,000 of which 44,5% are foreigners 170 nationalities 930 Russians	Luxembourgish (national) German (official) French (official) English (largely spoken) Portuguese (largest immigrant community)	Constitutional Monarchy Parliamentary Democracy	European Investment Bank European Court of Justice European Court of Auditors ...

HIGH STANDARD OF LIVING



- Strategic location in the heart of Europe
- Safe and open country (ranked no 1 in the 2011 Mercer survey of the safest cities in the world)
- Political stability
- Top position among development aid donor countries worldwide
- High purchasing power
- High quality of life
- Melting pot of different cultures and nationalities
- State-of-the art public infrastructure
- Diversified cultural life

THE GREATER REGION: A MODEL REGION IN THE EUROPEAN UNION

- Grand Duchy of Luxembourg, Wallonia, Lorraine, Rhineland-Palatinate, Saarland
- Largest cross-border labour market in Europe
- Area: 65,400 km²
- Population: 11.3 million
- Part of Euro zone GDP: 3%
- Over 375,000 companies
- Cross-border consumption B2C: EUR 3 billion
- 15 universities with 250,000 students



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AN OPEN AND INTERNATIONAL BUSINESS ENVIRONMENT



NATIONAL PRODUCTION

80% of the national production (goods and services) is exported

60% of EU GDP is reached in less than a travel day

SERVICES-BASED ECONOMY

80% of all exports are services

CURRENT ACCOUNT

High structural surplus

5,8% of GDP in 2012, Mostly due to the financial services sector

WORKFORCE

71% of total workforce are non nationals

44% of total workforce are cross-border workers from Belgium, France and Germany

UNIVERSITIES AND SCHOOLS

20 of the best European universities and polytechnic schools within a 200 km radius

KEY SUCCESS FACTORS

- Highly skilled, multi-lingual workforce
- Business-friendly legal and regulatory framework
- Easy access to decision makers
- Commercial neutrality
- Stable and rewarding tax environment
- State-of-the-art IT infrastructure and international broadband connectivity
- Ideal gateway to the European market with more than 500 million consumers
- Social cohesion

A COMPETITIVE ECONOMY






















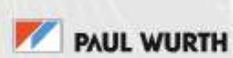






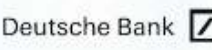


International competitive indicators	Source	Ranking Luxembourg	Analysed Locations/countries
Global Competitiveness Index	IMD Lausanne 2013	13	60
Global Competitiveness Index (GCI)	World Economic Forum 2013	22	148
Index of Economic Freedom	Heritage Foundation & Wall Street Journal 2014	16	178

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KEY SECTORS

A DIVERSIFIED AND ATTRACTIVE ECONOMY

INDUSTRY AUTOMOTIVE	ICT, MEDIA E-COMMERCE	LOGISTICS	FINANCE AND OTHER SERVICES	EUROPEAN INSTITUTIONS
				
 <p>ArcelorMittal</p>			 	
			 	
			 	
			 	
			 	
			 	

FINANCIAL SECTOR: STABLE, DIVERSIFIED AND INTERNATIONAL

- At a glance:
 - 150 banks from 26 countries (among which 2 Russian Banks: East West United and Gazprombank)
 - Europe's n°1 investment fund centre (value of the assets: 2.600 BN EUR)
 - World's n°2 investment fund centre
 - The euro zone's n°1 wealth management centre
 - Europe's n°1 domicile for captive reinsurance companies
- Key success factors:
 - Offers an environment of trust and confidence to international investors
 - Excellent know-how in cross-border and international finance
 - Promotes R&D in finance

KEY SECTORS

INDUSTRY



STEEL INDUSTRY AND
STEEL TRANSFORMATION
INDUSTRY



KEY SECTORS

INDUSTRY



CHEMICAL
INDUSTRY

DUPONT

GOODYEAR

Leica 2000

KEY SECTORS

INDUSTRY



MINERAL INDUSTRY



KEY SECTORS

INDUSTRY



ELECTRIC AND
ELECTRONIC
INDUSTRY



a
sense
for
innovation **iEE**

KEY SECTORS

INDUSTRY



AUTOMOTIVE INDUSTRY



- Key location for suppliers to the automotive industry
- Assembly lines supplied from Luxembourg on a same day basis
- Increasing number of products, technologies and services
- R&D and innovation

ICT, MEDIA, E-COMMERCE

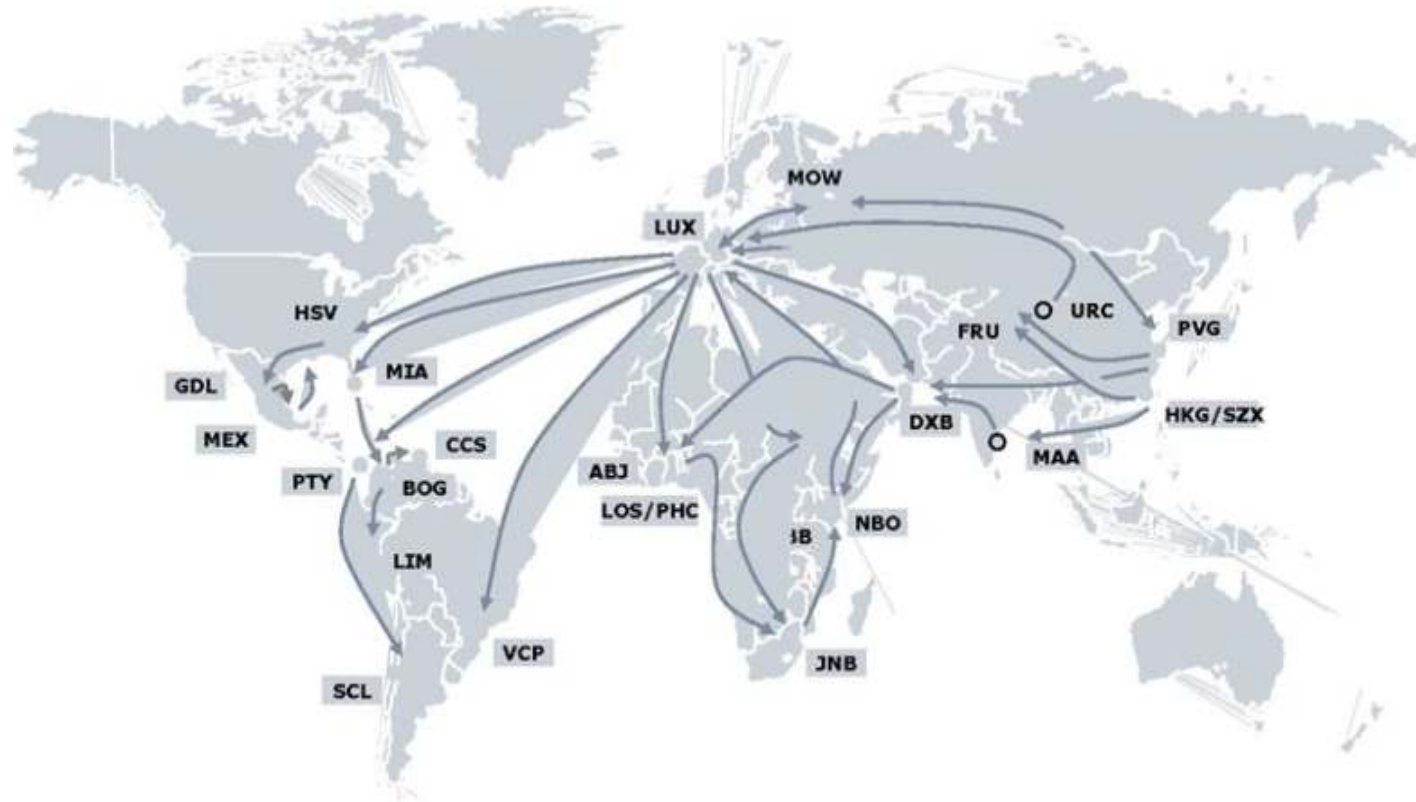
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- An unrivalled ICT environment:
abundant bandwidth, high-end and secure data centers
 - A business-friendly legal environment:
legal stability and predictability, forward-looking (e.g. cloud, domain names, e-archiving, ...)
 - An attractive financial environment:
unique and specific benefits for IP creation and management
 - A highly skilled workforce:
highest share of ICT-intensive occupations in the total economy in OECD countries
 - Proven track record
Amazon.com, eBay, iTunes, PayPal, Skype, Dimension Data

LOGISTICS



KEY SECTORS

LOGISTICS: CARGOLUX




HEALTH TECHNOLOGIES



- Initially, absence of a pharmaceutical industry and of long-established research centres
- Thus, focus and position Luxembourg on niches e.g. biomedical samples storage and analysis
- With substantial public/private finance and infrastructure
- Consequence: BioBase, Complix, WaferGen have recently set up their R&D and/or sales activities in Luxembourg
- The University of Luxembourg is increasingly recognised in the field as well

ECO-TECHNOLOGIES AND RENEWABLE ENERGIES

- 
- Eco-construction
 - Renewable energy
 - Waste management
 - Water and electro mobility
 - Clean technologies
 - Process engineering
 - Ambitious action plan of the Government

LUXEMBOURG, YOUR RELIABLE HUB FOR DOING BUSINESS WORLDWIDE



YOUR PARTNER FOR SUCCESS

HEADQUARTER FUNCTIONS

BENEFITS TO BEING IN LUXEMBOURG

- First-class financial services and expertise
- Application of more than 60 NDTAS
- Benefit from the participation exemption regime
- Possibility of tax consolidation
- Flexible and comprehensive company law
- No administrative red tape
- Attractive taxation for employees (expat regime, blue card)
- Low social contributions for employers and employees

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KEY SUCCESS FACTORS



A RELIABLE PLATFORM FOR DOING BUSINESS WORLD-WIDE AND
SETTING UP YOUR EUROPEAN HEADQUARTER

THANK YOU!

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