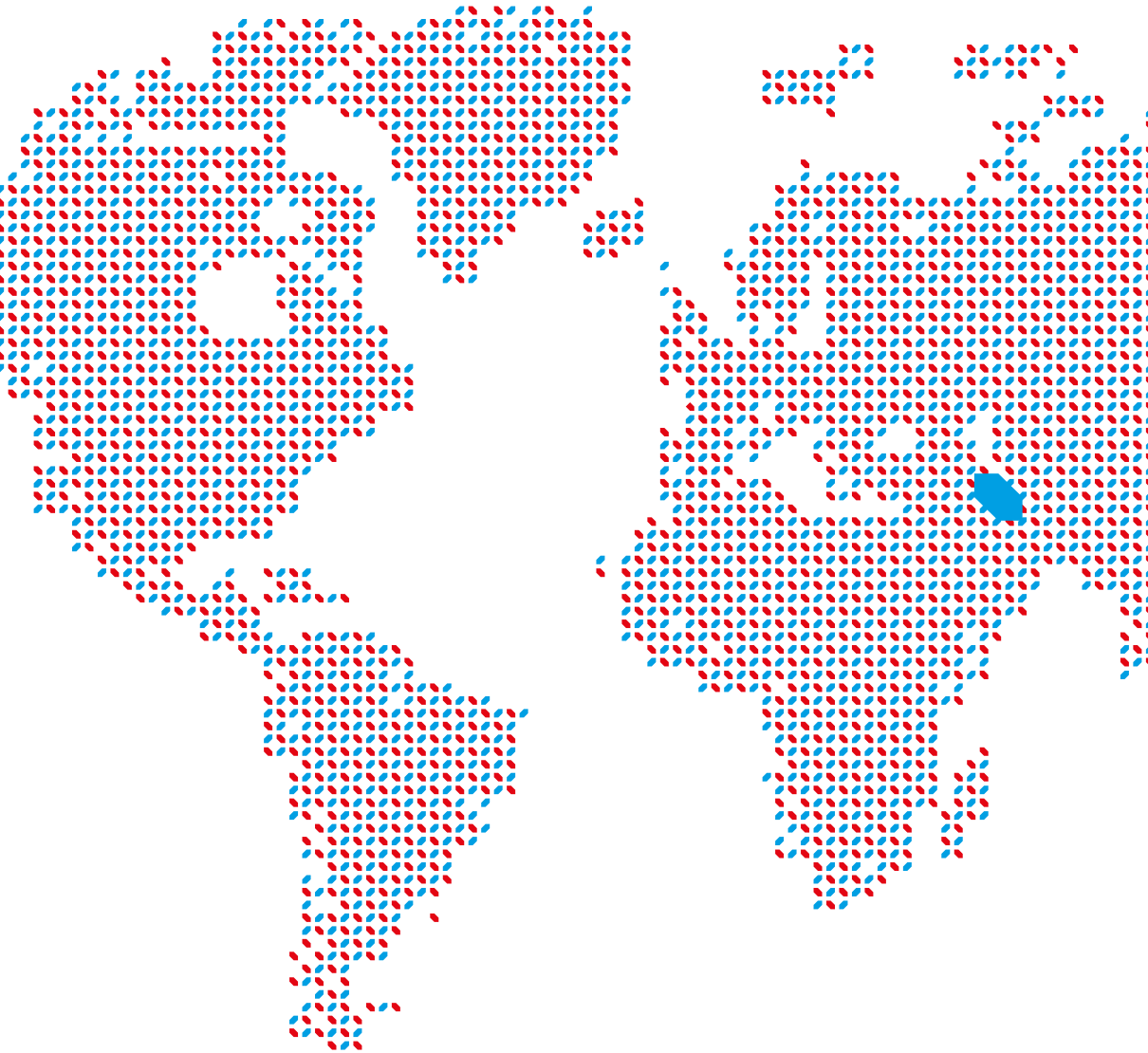


# LUXEMBOURG OFFICIAL MISSION TO THE UNITED ARAB EMIRATES

26 - 30 JANUARY 2020







OFFICIAL MISSION TO THE

# UNITED ARAB EMIRATES

26 - 30 JANUARY 2020



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**Fabienne Pleic Danilevies**

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**ImmunifyMe Healthtech** - 74**Neeraj Kumar Mehta**

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**Elodie Trojanowski**

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**Mediation** - 82

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**Cyril Negre**  
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**Monique Bertho**  
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**Annic Negre**  
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**OpenField** - 84

**Massimo Russo**  
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**Omar Qaise**  
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**Rak Porcelain Europe** - 87**Sven Bodry**

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**Xavier Blouin**

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Guillaume of Luxembourg



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**H.E. MR PIERRE GRAMEGNA**

Minister of Finance



Photo: © Christophe Van Biesen









# LUXEMBOURG

## LET'S MAKE IT HAPPEN

### OPEN, RELIABLE, DYNAMIC

Luxembourg is a world-renowned international business location and a secure and reliable hub for cross-border activities in a number of fields, including finance, logistics, the automotive sector, ICT, life sciences and clean technologies. The country is situated at the heart of several major EU markets. Global players of all sizes use Luxembourg as a gateway to Europe and beyond, benefiting from its closeness to decision-making centres and its excellent access to world-wide markets.

Luxembourg is known for its economic and political stability as well as for its strong long-term growth prospects. One reason for its success is its ability to react quickly to new opportunities. It is the first country in the world to embrace Jeremy Rifkin's blueprint for a third industrial revolution designed to ensure a resilient and sustainable economy by 2050, thanks to a fully interconnected ecosystem encompassing intelligent transport, renewable energy and new communications technology. It is also at the forefront of integrating the principles of the circular economy into public procurement

procedures. Its financial services industry leads the world in the listing of green bonds and is first in establishing itself as a hub for climate finance.

Already a global leader in satellite communications and broadcasting, Luxembourg has taken an audacious step towards becoming a major player in the management and use of space resources for the benefit of humankind. Building on decade-long experience in mining, finance and space, the country has developed a suitable legal framework to allow this to happen.

This characteristic openness and willingness to test new innovative solutions, as well as the diversity of its population and physical environments, make Luxembourg an attractive "living lab" to develop new products and services.



## **A UNIQUELY ATTRACTIVE BUSINESS ENVIRONMENT**

Doing business in Luxembourg is simple. Successive governments willing to dialogue with companies have developed a favourable legal and regulatory environment. State-of-the-art infrastructures, excellent connectivity to markets and a strong reputation for commercial and political neutrality make Luxembourg an ideal place for international business to grow. As a result, the world's largest steelmaker ArcelorMittal, satellite communication giants SES and Intelsat, automotive components maker Delphi, chocolatier Ferrero, tech firms Amazon, PayPal and eBay, as well as RTL Group, the leading European radio and TV broadcaster, and Cargolux, the world's leading all cargo carrier, have chosen Luxembourg as a location for their global or European headquarters.

Luxembourg is also home to a vibrant and international start-up community. Numerous support measures for start-ups, from incubation to success and acceleration, are available and incubators and co-working spaces offer premises both to newly created firms and to international companies looking for their first foothold in Luxembourg.

As one of the world's leading and most international financial centres, Luxembourg offers excellent access to private financing as well as specific financial vehicles to structure private equity investments. Companies can also benefit from attractive public funding programmes that help them expand their activities and strengthen their competitiveness.



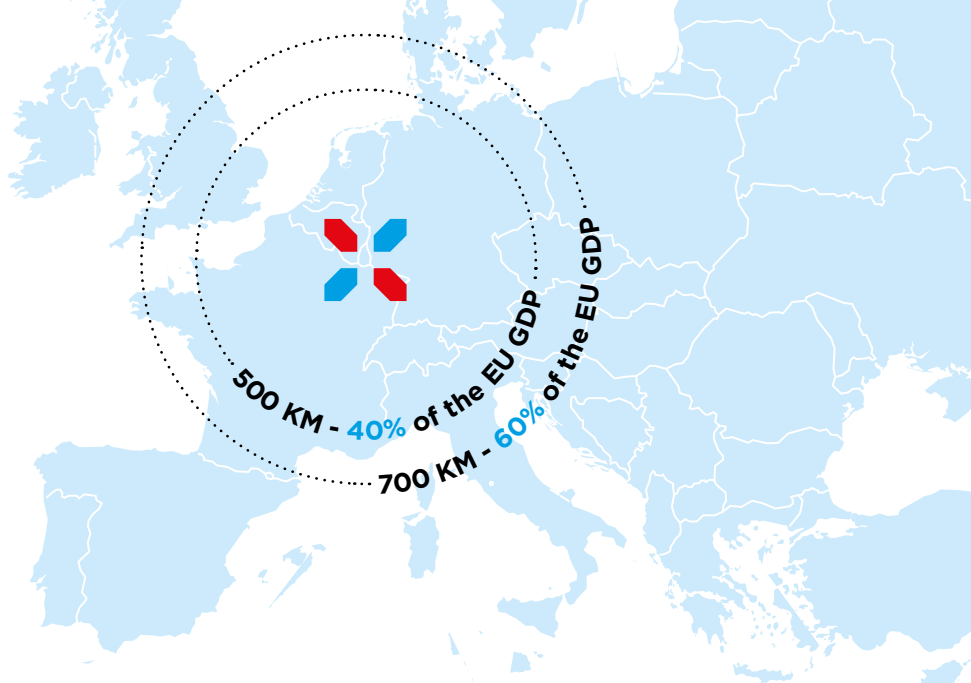
## **A MAGNET FOR TALENT**

Luxembourg has an exceptionally skilled workforce and attracts both talented expats and cross-border commuters. It is one of the most international countries in the world with 48% of the population being non-Luxembourgish. Cross-border thinking, mobility and the cosmopolitan nature of its working population contribute to the country's high productivity. Due to the language skills of the workforce – fluency in three or more languages is the norm rather than the exception – companies speak their customers' language, a significant advantage. German, French and Luxembourgish are official languages and English is also widely spoken.

## **AN INNOVATION LEADER**

Encouraging research, development and innovation is a national priority and the country invests heavily in both public and private research. Companies receive backing to help them develop innovative concepts, products and processes. Business-focused public research organisations collaborate with private businesses on R&D, product development and testing. Founded as recently as 2003, the University of Luxembourg today ranks among the world's top 200 universities.

Innovative activities such as biotechnology, fintech and the data-driven economy thrive in Luxembourg. The country has one of the best digital infrastructures in the world and plays a central role in the European network of high-performance computing currently being put in place.



### A CROSS-BORDER SPECIALIST

Luxembourg's excellent air, road, rail and waterway infrastructure and its central location in Europe position the country as a competitive inter-continental logistics hub. Paris is two hours away by high-speed train, and regular flights to London, Barcelona, Zurich and Milan take about 90 minutes. Frankfurt, Brussels and Amsterdam are closer still. 60% of the EU's GDP can be reached by road in less than a day or by air in a couple of hours. With its first-rate infrastructure and well developed international distribution network, Luxembourg is an ideal platform for reaching the European market of more than 500 million consumers.

### A GREAT PLACE TO WORK AND LIVE

The national character of openness, dynamism and reliability is also reflected in Luxembourg's long tradition of welcoming foreign nationals and making them feel at home. With almost half of the national population and close to three quarters of the inhabitants of the capital coming from all over the world, a very international culture has developed. Well-respected international schools exist alongside public schools offering studies in Luxembourgish, German and French as well as programmes in English. The country's multinational makeup helps Luxembourg's politicians and entrepreneurs to understand their discussion and negotiation partners more easily and take on a mediation role whenever needed.

When it comes to career prospects, there is a world of opportunities in Luxembourg. The country has been voted a top-ranking place to live and work in multiple international surveys thanks to a stable economy, safe jobs and a generous social security system. Located in the beautiful green heartland of Europe and being exceptionally safe, Luxembourg is also a great place to live, travel and raise a family.



# LUXEMBOURG AT A GLANCE





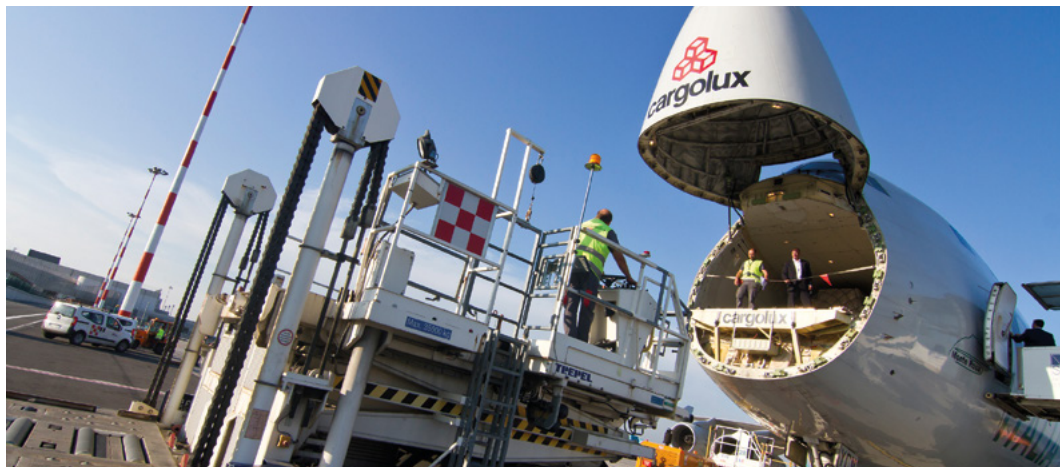
## HEALTH TECHNOLOGIES

Luxembourg is home to a growing community of companies developing sustainable and trusted services and products aimed for the European healthcare market in fields such as digital health, medical devices and software (e.g. clinical decision support aids). The majority of companies are active in diagnostic and medical devices or bio-pharma, and many of them have a focus on digital technology.

Healthtech companies benefit from areas such as telecommunication (e.g. for telemedicine and mobile health), cybersecurity, artificial intelligence and big data analytics (e.g. for personalised medicine), where Luxembourg has considerable expertise.

*[www.tradeandinvest.lu/business-sector/healthtech](http://www.tradeandinvest.lu/business-sector/healthtech)*





## LOGISTICS

Located in the heart of Europe, Luxembourg provides global companies with many strategic advantages for conducting their business successfully in, from and to Europe. The country offers airfreight connections with global carriers from one of Europe's leading freight airports with specific solutions for sensitive goods including a dedicated pharma centre. 60% of the EU's GDP can be accessed within one trucking day. Located between two of the biggest

European consumer markets, Germany and France, Luxembourg is perfectly positioned to become a prime logistics hub in Europe for cross-border e-retailers shipping goods directly to EU consumers or setting up e-fulfilment centres here with support from qualified logistics providers.

*[www.tradeandinvest.lu/business-sector/logistic](http://www.tradeandinvest.lu/business-sector/logistic)*



# **ORGANIZATIONS / INSTITUTIONS**



# LUXEMBOURG CHAMBER OF COMMERCE

As a professional chamber and public institution encompassing all sectors of business other than agriculture and the handicraft industry the Chamber of Commerce, founded on 1st of October 1841, conceives its rationale and its role as guardian of the interests of its affiliated companies.

These often constitute a motley group with diverse sectorial interests. That is why, in a spirit of fairness to all its members, the Chamber of Commerce sees its primary mission in the articulation, the representation and the defense of the general economic interest of all its members.

In the Grand Duchy of Luxembourg, membership of the Chamber of Commerce is mandatory for all selfemployed individuals, commercial companies, and branches of foreign companies established in Luxembourg and undertaking a commercial, financial or industrial activity. The Chamber of Commerce has more than 90,000 affiliated members, representing 75% of total employment and 80% of GDP.

Supporting Luxembourg companies to enter and expand in foreign markets is thus of utmost importance and one of the main missions of the Chamber of Commerce. This mission is fulfilled by the International Affairs of the Chamber of Commerce.

The International Affairs offer tailor-made guidance on foreign markets. This proactive support to enter new markets is split into various steps: promotion, trade missions, international partnership events, group visits to professional fairs abroad, opportunities to participate in national joint stands on international trade fairs and Business Opportunity Days. Another task of the International Affairs is to provide information on foreign markets. In order to facilitate the development of Luxembourg businesses in foreign markets, relations between domestic and foreign companies are also promoted by providing information about business opportunities abroad and receiving foreign business delegations in Luxembourg.

Also a part of the International Affairs service area is the Office du Ducroire. The Office du Ducroire ([www.ducroire.lu](http://www.ducroire.lu)) is a unique service available to exporters in the fields of credit insurance, financial assistance for exports and advice to companies in both these areas.



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# ÉCOLE D'HÔTELLERIE ET DE TOURISME DU LUXEMBOURG

Established in 1949, the Luxembourg School of Hotels and Tourism (in Diekirch) is the only establishment to offer full-time courses in the field of hospitality and the only one to offer Luxembourg the opportunity to study in the field of tourism.

EHTL has an initial vocational training offer, namely:

- Three diplomas of professional aptitude (DAP) for cooks, restaurants and hotel-restaurant operators
- Two diplomas in hotel and tourism technician (DT).

Since September 2018, EHTL has been offering a section called “hospitality management” and also a BAC + 2 level course, in the form of the Technician’s Certificate (BTS) in “hospitality management”, as part of general secondary education.

To meet the more specific needs of professionals, lifelong professional training has been developed in collaboration with DUCASSE Education, the Ferrandi Paris School and the “All Japan Sushi Academy”. On request, EHTL also offers tailor-made training courses according to the specific needs of the company.



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Director

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# LUXEMBOURG FOR FINANCE

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.

LFF connects international investors to the range of financial services provided in Luxembourg, such as investment funds, wealth management, capital market operations or advisory services. In addition to being the first port of call for foreign journalists, LFF cooperates with the various professional associations and monitors global trends in finance, providing the necessary material on products and services available in Luxembourg. Furthermore, LFF manages multiple communication channels, organises seminars in international business locations, and takes part in selected world-class trade fairs and congresses.





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# LUXEMBOURG HOUSE OF FINANCIAL TECHNOLOGIES

The LHoFT Foundation is a public - private sector initiative that drives technology innovation for Luxembourg's financial services industry, connecting the domestic and international Fintech community to develop solutions that shape the world of tomorrow. Senior executives from 13 leading private sector institutions sit on our board as leadership circle partners alongside representative from the Luxembourg Government, such as our Chairman, Pierre Gramegna, Luxembourg Minister of Finance, as well as leaders of the Luxembourg Chamber of Commerce, Luxembourg for Finance and PROFIL, the Luxembourg Financial Industry Federation.



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# LUXEMBOURG INSTITUTE OF SOCIO-ECONOMIC RESEARCH

Initiated in 1989 and established in 2014, the Luxembourg Institute of Socio-Economic Research (LISER) is a public research institute located in Luxembourg under the supervision of the Ministry of Higher Education and Research. Integrated into a unified legal framework (law of 3 December 2014) LISER's missions are to undertake both fundamental and applied research in social sciences that aim to advance knowledge, support public policy (both at the national and European level) and inform society.

LISER contributes to the advancement of scientific knowledge in social and economic matters. The activities of LISER's three research departments ("Living Conditions", "Labour Market" and "Urban Development and Mobility") are focused on the following five areas of excellence related to social fabric analysis, economic fabric and spatial development:

- Public policies, welfare and socio-economic inequalities
- Public policies and labour markets
- Employer-employee relationships
- Urban policies
- Spatial Mobility

In parallel, the institute aligns itself with national and European priorities and fosters the interdisciplinarity of its teams by focusing its research work on three priority research programmes: "Crossing Borders", "Health and Health Systems" and "Digital Transformation".

LISER hosts two complementary infrastructures key, drivers of its research development and excellence.

- The Data Centre, which consists of two pillars, the data collection capability (direct and indirect data collection), and the data archiving and data management capability.
- The Behavioural and Experimental Economics dedicated to investigating human decision-making by means of experiments performed in controlled environments. Its experimental approach contributes to improving the understanding of human behaviour in a large variety of socioeconomic contexts.

LISER aims to be an internationally recognized socio-economic research institute specializing in the analysis of societal changes. Through its inter-and-multidisciplinary research, it makes a proactive and targeted contribution to the sustainable and inclusive development of societies at the national and international levels.



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# LUXEMBOURG INSTITUTE OF SCIENCE AND TECHNOLOGY

The Luxembourg Institute of Science and Technology (LIST) is a mission-driven Research and Technology Organization that develops technology-intensive solutions for the digital and ecological age. LIST is active in various sectors such as space, construction, renewables, water management, agriculture & viticulture, mobility, biotechnologies and more.

LIST's mission is to strengthen Luxembourg's economy and improve its quality of life through technological innovation. To do so, LIST develops competitive and market-oriented product and service prototypes for public and private stakeholders in alignment with economic, social and environmental needs and requirements.

LIST has about 600 staff from over 45 countries and is organised into 3 main research departments:

## **Ecological innovation**

The "Environmental Research and Innovation" (ERIN) department, made up of 176 life science, environmental science and information technology researchers and engineers, provides the interdisciplinary knowledge, expertise and technologies to lead on solutions including the major environmental challenges facing society such as climate change mitigation, ecosystem resilience, sustainable energy systems, efficient use of renewable resources, and environmental pollution prevention and control.

## **Digital innovation**

The "IT for Innovative Services" (ITIS) department, with its 107 researchers and engineers, focuses on the digital transformation of operations occurring in organizations within traditional environments and digital ecosystems with the aim of improving their performance and innovation capacity. ITIS's common thread is to develop the most efficient use of big data to ensure the most appropriate decision-making process.

## **Material innovation**

Through its research into advanced materials and processes, the "Materials Research and Technology" (MRT) department contributes, through its 175 researchers and engineers, to the emergence of enabling technologies that underpin the innovation processes of local and international industry. MRT's activities hinge on three thematic pillars: nanomaterials and nanotechnology, sustainable composite materials and manufacturing and process technologies, including scientific instrumentation.



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# LUXEMBOURG INSTITUTE OF HEALTH

The Luxembourg Institute of Health (LIH) is the leading public research centre in Luxembourg for basic, pre-clinical and clinical research in biomedicine and public health. Its application-oriented research activities in Oncology, Infection & Immunity and Population Health encompass the generation of knowledge on the prevention, pathogenesis, diagnosis and treatment of diseases with large impacts on public health, as well as the epidemiological surveillance of these diseases.

With the mission to deliver scientific, economic and societal value for Luxembourg, LIH aims to translate knowledge into clinical applications to positively impact healthcare systems, while shaping personalised medicine. By acting as a catalyst for promoting research collaborations with national and international healthcare providers, hospitals, public and private biomedical organisations, LIH seeks to strengthen Luxembourg's position at the forefront of biomedical research and create a translational hub in the heart of Europe.

LIH combines its biomedical research on infection, chronic inflammation, cancer, epidemiology and clinical trials with high-quality biobanking activities. Indeed, the Integrated Biobank of Luxembourg (IBBL), which is part of LIH, is an integrated research infrastructure offering biospecimen-related services, including the collection, processing, analysis and storage of biological samples and associated data. IBBL also carries out research to optimise biospecimen processing and certify their quality. As an ISO 9001:2015 certified and ISO 17025:2005 accredited infrastructure, IBBL's vision is to be

an international centre of excellence in biobanking and a valued partner in developing better healthcare solutions for the benefit of patients.

This multidisciplinary approach allows to address patients' unmet needs starting from the observation of the clinical conditions, tailoring research accordingly and finally translating research findings back to clinical practice. LIH is therefore ideally positioned for integrated and translational programmes, known as "bed-to-bench-to bed" cycles, ultimately aiming to produce tangible results and applications in personalised medicine.

LIH adheres to the European Charter and Code for Researchers and holds the HR Excellence in Research label from the European Commission. Having also an educational mission, the Institute hosts a large number of trainees, Master students and PhD candidates, affiliated to the University of Luxembourg or to foreign partner universities, as well as postdoctoral scientists. It boasts modern infrastructure, state-of-the-art technologies and a stimulating work environment, ensuring high-quality research, supervision and training to the next generation of scientists.





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# LUXEMBOURG SPACE AGENCY

The objective of the Luxembourg Space Agency (LSA) is to develop the space sector in Luxembourg by fostering new and existing companies, developing human resources, facilitating access to funding and supporting academic research. The agency implements the national space economic development strategy, manages national space research and development programs, and leads the SpaceResources.lu initiative. Furthermore, the LSA represents Luxembourg within the European Space Agency and space-related programs of the European Union and the United Nations.



**DR MATHIAS LINK**

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**SARAH FLEISCHER**

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**LUXEMBOURG  
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# LUXEMBOURG @ EXPO 2020 GIE

In April 2016 and in view of Luxembourg's participation in the EXPO 2020 DUBAI, the Government of the Grand Duchy of Luxembourg decided to appoint Mrs. Maggy Nagel, the former Minister of Culture and Housing, as the Commissioner General of the Luxembourg's presence at the EXPO 2020 DUBAI. The Government of the Grand Duchy of Luxembourg, via the Ministry of the Economy and the Ministry of Sustainable Development and Infrastructure, joined forces with the Luxembourg Chamber of Commerce, POST and SES in the public private partnership LUXEMBOURG @ EXPO 2020 DUBAI GIE created on 19th of December 2016 and responsible for the implementation of Luxembourg's presence in EXPO 2020 DUBAI.

Since its first participation in a Universal Exposition in 1851 (London), Luxembourg has been present each time the theme of the Expo matched its DNA. EXPO 2020 DUBAI will be no exception. Declared of national interest, Luxembourg's participation in this event will gain momentum as a unique showcase over the course of 173 days to show the world how Luxembourg succeeded to re-invent itself continuously and how this benefited all its partners. The Luxembourg Pavilion will be designed to be a space to promote Luxembourg's economy, tourism and culture as visitors will enjoy an unforgettable experience.



**MAGGY NAGEL**  
Commissioner General of  
Luxembourg at Expo 2020



**LOÏC BERTOLI**  
Deputy Commissioner General of  
Luxembourg at Expo 2020



**MARC SCHEER**  
Secretary General GIE  
Expo 2020 Dubai



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**LUXEMBOURG @ EXPO 2020 DUBAI GIE**

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# **BUSINESS DELEGATION**



# 4I (QUATREI)

Established since 1997 in Steinfort (Grand Duchy of Luxembourg), our company makes a point of honor to support our customers for the implementation of mobile traceability solutions for Industry, Logistics or Healthcare sector. Our know-how is based on the experience of our employees in different sectors, which is a guarantee of quality.

Our core business is integration of Barcode and RFID products for traceability (consultancy, handheld devices, wireless networks, label printing). We are developing our standard software solutions that can improve process digitalization, product traceability and stock inventory. Our solutions are easy to deploy, easy to use, multilingual and can be quickly integrated into a customer ERP.

Our team includes twelve highly qualified people (software development, technical services) and is able to support our international customers to deploy their mobile solution.

We are reselling top quality brands like Zebra, Honeywell, Datalogic, Sato, SOTI, Panasonic.



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## 4I (QUATREI)

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# ABLUX CONCEPT

All the devices have no problem with the sun and tan skin; the most innovative device is the chromospace cocoon combination of three different technologies combined under the term photobiosony combining LED photobiomodulation, music therapy and negative ionization.

We also provide a diode laser for hair removal with a wavelength of 1064 nm which is very good for tanned and dark skin treatments, as well as the D. AS. medical plasma device for treating blepharoplasty and several devices for LED therapy.



**ARLETTE BODENES**

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# AI MEDIQ

Ai Mediq S.A. was established to commercialize the knowledge of positive effects of short-term acute hypoxia on the human body. Hypoxia signaling pathway management is a new generation of intervention, leveraging the potential of hypoxia-inducible factors (HIFs) as a master regulator of oxygen homeostasis in all tissues, which controls oxygen delivery, by regulating angiogenesis and vascular remodeling, and oxygen utilization, by regulating glucose metabolism and redox homeostasis. As a master regulator of multiple downstream targets, HIF exerts diverse functions and should be altered with caution.

We believe hypoxia-management treatment by the HIF activation could represent an innovative approach to treating certain conditions where there is an unmet need. The clinical trials have demonstrated the evidence of efficacy dosed hypoxia in the rehabilitation of cardiac patients, dementia elderly people, rehabilitation after spinal trauma and stroke.

Ai Mediq is the first in the world to develop

- Way to dose hypoxic load based on the response of the human body to the hypoxic gas mixture inhaling
- Algorithm for calculation of individual therapeutic hypoxic dose
- New modality, that allows reducing the hypoxic load intensity without compromising the treatment efficacy - the Intermittent Hypoxia Hyperoxia Training (IHHT) mode
- New device to deliver the IHHT method involving the bio feed-back with automatic calculation of individual treatment hypoxia dose.



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# AKT ONE

AKT ONE is a Luxembourg company open to the world whose products and services are innovative. It provides tailor-made solutions to meet all the requests of its customers that it supports throughout the process of collaboration and offers a service adapted according to their needs.

AKT ONE provides assistance in the implementation of projects related to the production of energy from renewable energy sources such as solar photovoltaic energy or wind energy. It has recycling and recovery solutions adapted to each type of waste and to each environmental objective.

In addition to transparency and competence in project development, AKT ONE places great importance on partnerships with international economic operators and offers advice and support to help companies settle in Luxembourg.



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# ARENDDT & MEDERNACH

Arendt & Medernach is the leading independent business law firm in Luxembourg. The firm's international team of 325 legal professionals represents clients in all areas of Luxembourg business law, with representative offices in Dubai, Hong Kong, London, Moscow, New York and Paris.

Our service to clients is differentiated by the end to end specialist advice we offer, covering all legal, regulatory, taxation and advisory aspects of doing business in Luxembourg.

Our firm advises international and domestic clients in all areas of business law relevant to their business activities, ranging from fund formation, banking, insurance, private equity and real estate to corporate and tax matters.

The Partners of Arendt & Medernach, relying on a local footprint without any comparison, benefit from an excellent reputation in the market, a profound understanding of Luxembourg's regulatory framework and act as a non-executive board member in numerous companies. Founding Partner Paul Mousel, for instance, has been acting for many years as President of the Administrative Commission of the Centre Hospitalier de Luxembourg (CHL), the main public healthcare provider in Luxembourg City.



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# AVACCANI PARTNERS

AVaccani Partners, founded in 1992, is an independent international M&A advisory and management consulting company based in Zurich, Switzerland and present in a variety of locations throughout Europe. AVaccani Partners has over 120 successful M&A and strategic partnering transactions at national and international level and 80 management consulting mandates.

With an outstanding team with complementary skills and business experience, highest standards with regards to professionalism and quality, passion for value generation, implementation, innovation and entrepreneurship we are part of the international ICFG M&A network with over 20 offices worldwide.

AVaccani Partners has a broad range of experience and references, distinct industry expertise in defined practice areas, strong in-house research team and an international network of experts – We Implement.

The distinct combination of services offering of management consulting, M&A, strategic partnering, industry research, interim management and succession planning throughout the entire lifecycle of companies is unique in its field.

AVaccani Partners hold extensive experience in working with national and international clients, established and early stage firms, finance, in and outbound investments and complex consulting mandates as well as international strategic partnerships.



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# BANQUE HAVILLAND

Banque Havilland is an independent and privately-owned bank established in 2009 with main headquarters in Luxembourg. It has offices in Geneva, Zurich, Dubai, London, Monaco and Liechtenstein.

After ten years of providing exclusive and bespoke services focusing on wealth preservation for high net worth family or individuals, its financial conservatism is still one of its hallmarks.

**HENRY READE**

Chief Representative Officer

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# BANQUE INTERNATIONALE À LUXEMBOURG

Banque Internationale à Luxembourg (BIL) offers retail, private, corporate and institutional banking as well as treasury and financial market services. It is one of the biggest banks in Luxembourg and is recognized as systemically important by the European Central Bank. Characterized by its robust financial health and a strong shareholder base, BIL boasts excellent long-term ratings. Headquartered in Luxembourg, BIL has dedicated wealth management offices in Luxembourg, Switzerland, Denmark and the Middle East as well as trading floors in Luxembourg and Zurich. In addition, BIL Group subsidiaries in Luxembourg offer specialised services: Belair House (family office and investment management), BIL Manage Invest (alternative fund management), BIL Lease (leasing solutions) and BIL Fund and Corporate Services (financial structuring). This international network enables BIL to offer bespoke and innovative financial services which help private wealth and businesses to flourish and support financial professionals in developing their activities. BIL was founded in 1856, making it the oldest multi-business bank in the Grand Duchy. It has always played an active role in the financing and development of Luxembourg's economy. The Group has over 2,000 employees.

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# CARGOLUX AIRLINES INTERNATIONAL

In a world of increasingly complex logistics requirements, Cargolux Airlines International S.A. has established itself as a leading provider of reliable, high-quality air cargo services. Founded in Luxembourg in 1970, the company has developed into Europe's largest all-cargo airline, operating a steadily expanding fleet of efficient, purpose-built Boeing 747-8 and 747-400 freighters.

Cargolux moves valuable and time-sensitive commodities on a worldwide network that covers over 75 destinations on scheduled all-cargo flights. The Cargolux Group employs slightly above 2,200 staff worldwide. In 2019, the company carried 1 million tonnes of cargo and revenues exceeded US\$ 2.5 billion.

Cargolux has been operating to the United Arab Emirates without interruption since the 1970s. Today Cargolux operates through Dubai World Central airport, supporting UAE importers and exporters by providing reliable airlift solutions adapted to their transport needs.

In close to 50 years of operations, Cargolux has become an expert in handling a variety of delicate types of shipments. Live animals, perishable goods, temperature-sensitive shipments and outsize freight benefit from the experienced Cargolux touch. With a new, modern GDP-certified healthcare and pharmaceutical centre that Luxair Cargo has established in Luxembourg, Cargolux is a preferred provider of life science shipments to the pharmaceutical industry.

Over the years, flexibility, innovative concepts and the constant drive for quality have earned Cargolux a number of awards, including the 'Best All Cargo Airline' award for five consecutive years by the readers of the trade publication Air Cargo News.

Cargolux is a member of the International Air Transport Association (IATA) and Airlines 4 Europe (A4E). For more information, visit [www.cargolux.com](http://www.cargolux.com).



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# CENTRE HOSPITALIER EMILE MAYRISCH

With 37 medical specialties, CHEM offers a technical platform equipped with state-of-the-art diagnostic and treatment equipment, as well as a competent team that provides interdisciplinary care 24 hours a day, every day of the year. 1,861 employees and 261 doctors are involved in the three sites in Esch-sur-Alzette, Niederkorn and Dudelange to treat more than 144,000 patients per year.

As one of the top 20 employers in Luxembourg, CHEM offers its employees a stable workplace, focussing on human relations and dialogue. As such, it offers young students a particularly rewarding training environment.

One of CHEM's current major projects is the construction of the "Südspidol", an innovative and forward-looking hospital integrating a concept of global medicine for the population of the southern region. Designed by the Austrian architects Albert Wimmer ZT GmbH, the pioneering project was awarded the 2015 Design & Health International Award, a prestigious award of world renown. On 12 July 2018, the Chamber of Deputies unanimously adopted the draft law authorizing the State to participate in the financing of the construction of the Südspidol.



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# CENTRE HOSPITALIER DE LUXEMBOURG

The CHL, created by law in 1975, is the only hospital in Luxembourg with a teaching and research mission.

As such, the CHL yearly welcomes more than 1.000 medical and nursing trainees who, alongside senior doctors and nurses, have the opportunity to do "bedside teaching" as well as following theoretical courses given by our internal medical tutors.

Highly fascinating for youngsters, the CHL is also increasingly organising "Discovery Internships" to give high school students the opportunity to explore a variety of career options in medicine and health care sciences.

Professionals from the CHL are also regularly invited by local high schools to present and promote their profession and give an inside in their everyday work life.

To fulfill its research mission and beyond its obvious role of healing, caring for and nursing patients, the CHL has made a priority to highlight and promote medical research and its latest advancements to the general public.

It also aims at inspiring and enthusing students for research and actively contributes to generate the next generation of creative thinkers and researchers. The "Journée de la Recherche Médicale" is a result of these ambitions: originally aimed at the general public, it quickly evolved to become a yearly "high-school students only" event, which both teachers and pupils appreciate for its variety, richness and interactivity.



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# CENTRE HOSPITALIER DU NORD

CHdN is a group of 2 hospitals in the North of the Grand Duchy of Luxembourg, totalizing 350 beds, 9 operating rooms and specialized facilities for ambulatory treatments.

Our mission is to deliver acute care and rehabilitation to about 150,000 citizens.

We have specialized teams of physicians and other professionals in all major medical fields and we are responsible for the national unit of Nephrology.



**DR PAUL WIRTGEN**

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**CENTRE HOSPITALIER DU NORD**

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# C<sup>2</sup> PHARMA

C<sup>2</sup>PHARMA (C2P) is a pharmaceutical virtual manufacturing and distribution company that specializes in establishing high-quality and redundant supply chains for complex active pharmaceutical ingredients (APIs) obtained from natural and synthetic origins.

C2P helps pharmaceutical companies streamline their product portfolio by acquiring and managing their APIs and drug products that may be non-core, below critical mass, difficult to manufacture or challenging to distribute. This is where C2P's virtual manufacturing model comes into play: it relies on a network of fully validated CMOs and GMP service providers in order to enable end-to-end API life cycle management.

C2P ensures the highest level of GMP compliance thanks to its quality oversight model over its network of CMO and GMP partners.

C2P works in conjunction with two of its affiliates, ASM Research Chemicals (ASM) and Logistics-4Pharma (L4P). ASM is responsible for R&D-scale custom synthesis while L4P provides fully GDP (Good Distribution Practice), global transportation services of pharmaceutical APIs and drug products across land, sea, or air. Collectively, C2P and its affiliates provide an end-to-end life cycle management solution for the development, manufacturing, distribution and transportation of APIs.



**ANDREW BADROT**

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## C<sup>2</sup> PHARMA

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# DOMINIX-SOLUTIONS

Dominix Solutions is a software development, QA/testing, data analytics & IT Company based in Luxembourg committed to providing end-to-end services and solutions in Web, Cybersecurity and Mobile & Cloud platforms.

We deliver true value to global organisations, public and private companies, including Fintech, through domain expertise, successful solutions and world-class service.

Our deep industry knowledge and forward-looking strategy help us leverage paradigm technology shifts in enterprise solutions to reimagine the potential of the intelligent enterprise.

With a progressive approach, we are constantly experimenting with unparalleled technology innovation underscored by a series of emerging technologies such as Chatbot, Artificial Intelligence, Machine learning, Automation, Blockchain, Augmented & Virtual reality, Internet of Things (IoT) and more.



**NURIA ITURRALDE**

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# DYMA MEDICAL

**Dyma Medical** has been specialized in the field of medical imaging since 1993 and is constantly moving towards a service adapted to the requirements of an increasingly specialized and demanding market.

Thanks to high-performance products and continuous investment in the training of our technical team, we have developed a "Product-Service" concept. Proximity, flexibility and professionalism are the values that guide us.

In order to meet the demands for improved productivity, image quality and data communication, we decided in 2006 to innovate and diversify our product range.

To serve our customers better, our company, located in the heart of Europe, in Wincrange, has new offices, with a logistics area, development laboratories and training space designed to enable the **Dyma Medical** team to handle our customers' calls and requests efficiently. For several years, our group has been distributing the products: Konica Minolta, Codonics, Sedecal, Sidam... and more recently Planmed and Alpinion.

**Dyma Medical** continues to grow by supporting and advising its clients over the long term in their technological investments in the service of medical progress.



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# EBRC

Launched in 2000, EBRC aims at being a European Centre of Excellence in the management and protection of sensitive information thanks to its unique one-stop-shop Trusted Services:

## Trusted Advisory Services

Advisory in ICT risk management & outsourcing

## Trusted Managed Services

ICT infrastructure Management

## Trusted Cloud Europe

Infrastructure and Platform as a Service solutions; Back-up & Restore Services

## Trusted Security Europe

Managed Security Services & Cyber-Resilience Services to counter IT threats

## Trusted Resilience Services

Design, implementation & management of Business Continuity Solutions

## Trusted Data Centre Services

Data Centre Services based on redundant Tier IV infrastructures (security & availability)

EBRC national and international clients need clear warranties in terms of Risk Management, Service Level and Quality.

Norms like ISO 20000 (IT Service Management), ISO 27001 (Information Security), ISO 22301 (Business Continuity Management Systems), PCI-DSS (Payment Card Industry-Data Security Standard), structure the whole offers and services of EBRC. International recognitions are the proof this strategy is successful.

Active in the financial market at first (Bank & Finance, FinTechs, RegTechs), EBRC developed over the years a unique know-how in the design, implementation and operation of critical e-business and e-commerce infrastructures and now works with worldwide players from international institutions, health & biotech, media...



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# EUROPEAN AIR AMBULANCE

European Air Ambulance (EAA) is one of Europe's largest specialised aeromedical service providers, offering cost-effective worldwide emergency repatriation 24 / 7 / 365.

EAA is a branch of Luxembourg Air Ambulance, which has a record of 31 years in the industry with medical repatriation experience from over 150 countries.

It owns and operates six Learjet 45XRs, all dedicated to air ambulance services and fitted with state-of-the-art equipment, with flexibility to include EAA's groundbreaking infectious disease module or unique stretcher system for heavy patients.

The aircraft are in-transit critical-care units whose flexibility, size, speed and specification offer the best service to patients (including very premature babies), medics, passengers and clients.

Expert medical crews are on standby around the clock to act on mission requests from EAA's clients, who include insurance and assistance companies, individuals, NGOs and governments.

EAA can also rely on a network of international co-operation agreements, ensuring speedy and smooth execution of intensive care transports with outstanding end-to-end patient care.

Through its commitment to continuous innovation and ongoing investment in services, award-winning EAA is at the forefront of the worldwide emergency medical transport industry



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# EUROPEAN RELOCATION SERVICE

European Relocation Services provides a flexible, cost-effective, efficient and professional relocation service in partnership with HR departments and for private individuals. Our objective is to pave the way and expedite all the time-consuming activities which clients will need to manage while relocating to or out of Luxembourg by supplying a comprehensive and ongoing expat support service not only for clients arriving and/or already settled expatriated but also for clients departing from Luxembourg.

Our mission is to provide a stress-free transition in and out of Luxembourg by advising and supporting expats and newcomers through our worldwide network of partners and connections. Thanks to our extensive partnerships on the ground including moving companies, schools, real estate agencies and many more, we will be able to offer the best personalised service and professional contacts to help make the move smoother.

Our dynamic, professional and multilingual friendly team will assist with everything to do with clients' relocation and more. We offer a bespoke service with over 25 years of experience to ensure a smooth, caring and total satisfaction guaranteed assistance to clients by relieving them from any strain and leaving them to concentrate on discovering the delights of their new home and life.

Our services include orientation tour, temporary accommodation, home search, registration, schooling, banking, insurance, immigration (work/residence permits), vehicle importation or purchasing, move, spouse career assistance and we also provide a helpline assistance.



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# FLEN HEALTH

Flen Health is a privately owned medical device company which was established in 2000 by Philippe Sollie, CEO and qualified pharmacist. The company's formulations are based on patented technologies which help us, Flen Health, to develop innovative skin and wound healing solutions.

As an international and market leading company, we continuously invest in research and expand our knowledge in the biotechnology field.

Flen Health wants to improve the quality of life of people suffering from skin disorders in a responsible way, by providing added value for patients, healthcare professionals, health authorities and the environment.



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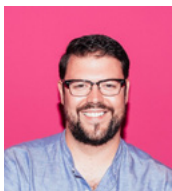


# FLOWER STREET CAPITAL

Flower Street Capital is a multi-family office based in Luxembourg and Singapore. We are funded by several single family offices that co-invest in all our assets.

We seek to create positive and long-term economic impact in the companies we invest in, and the communities in which we work. We do this by using extraordinary people and our own flexible capital to help companies solve problems.

Focusing on PE and Real Estate, our investments span a wide range of niche industries around Europe in established and growth-oriented businesses alike.



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# FORALUX

In 1986 the company was founded by Mr. Dominique Jacquemin and Mr Jean-Pierre Sabus, commercial director of the German company CEDIMA GmbH (manufacturer of diamond tools/machines for concrete sawing/drilling). He was at that time the technical advisor for Foralux.

The company had five workers and its headquarter was in Pontpierre. Its activities were only limited to drilling and sawing concrete and this only in the territory of the Grand Duchy of Luxembourg.

In 1990, its headquarter was moved to Kehlen where it's still located until today.

In 2000, Sacha OLINGER joined the company as commercial director. He was in charge of bringing in new customers and seeking new markets in Luxembourg, but also in the adjacent countries like France, Germany and Belgium.

In 2009, Sacha OLINGER became the new company manager.

To this day, a total of 20 teams work for FORALUX under the management of Sacha OLINGER.

Foralux is specialized in all sectors of drilling, sawing and controlled destruction of reinforced concrete.

Today, after over 30 years of experience, the company is the undisputed leader in its sector in the Grand Duchy, with a workforce of 32 people and works in France, Germany and Belgium.



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# GOLD GLOBAL CURRENCY CORPORATION

GOLD GLOBAL CURRENCY CORP. SA, officially presents its innovative pure gold backed DaVinci Token.

The crypto gold concept developed by GOLD GLOBAL, aggregates proprietary nano laser engraving technology with DLT security, allowing identified physical gold to be immutably registered on the blockchain. No other gold coin benefits from this innovative technological feature.

The crypto gold digital information is then irreversibly attached to a DaVinci Token. This is a digital title bestowing ownership of allocated physical gold, which tradable worldwide, giving the underlying physical pure gold, mobility and liquidity without having to move the securely stored allocated gold.

Thus, any and all transactions made with a DaVinci Token i.e: selling, transferring or redeeming are registered on the blockchain insuring total protection and confidentiality of the data. Further-more, limitless quantities of DaVinci Tokens can be securely stored on a cold wallet, such as the DaVinci Crypto Gold Key for easy transportability, negotiation and redemption.

To accomplish its crypto gold concept, GOLD GLOBAL mints the 24 karat DaVinci Gold Coin, a one-ounce pure gold coin, bearing a nano laser engraved QR code, irreversibly registered on the blockchain and irrevocably attached to a DaVinci Token.



**ANNE-FRANÇOISE GIRAUD**

Deputy General Manager

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## GOLD GLOBAL CURRENCY CORPORATION

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# GROSBUSCH

As a leader in fruit and vegetable distribution throughout Luxembourg and the Greater Region (France, Germany and Belgium) which recently celebrated its centenary, Grosbusch still displays all the same ambition and dynamism of its early years. By focusing firmly on quality and customer service, this family business has gradually expanded, successfully combining tradition with innovation.

Ideally located at one of Europe's crossroads, the company imports fresh produce from all around the world, for distribution throughout the whole Greater Region and via airfreight to other continents.

Since 1917, Grosbusch has constantly moved forward. After several site relocations and extensions, the company moved to its present site in Ellange in 2005 (with a 4,500 m<sup>2</sup> warehouse at that time). Today, following the latest extension, the total refrigerated storage area now stands at more than 18,000 m<sup>2</sup>.

Among its customers, the firm today includes leading businesses in Luxembourg's mass retail and mass catering sectors, in addition to a large number of restaurants and other professionals from the food industry (caterers, bakers, grocers and butchers, etc.). It has a vehicle fleet of more than 50 trucks which carry out up to 700 deliveries per day, up to 200 km from its warehouse, which is open 24/7.

Most of the imports come from the European countries, but Grosbusch also buys in Asia, America and Africa, seeking to remain as close as possible to the production sites. Working with Luxembourg's own producers, the company also contributes to the promotion and expansion of local production. The firm has more than 400 suppliers in 36 different countries and proposes an extensive product range (1,400 products including 400 organic products) to its 1,800 customers.

Several certifications confirm the company's commitment to continuous improvement in the quality of its services, for the benefit of the customer (9 certifications).

With the fourth generation of the family now joining the company, Grosbusch continues to use its flair for innovation to meet the needs of all consumers and to adapt to new consumption trends.

In recent years, Grosbusch has developed a number of ancillary services in addition to its import-export business.

In 2003, the pre-packed service was launched. This was followed in 2007 by Fruit@Office, a service offering the direct delivery of fruit to offices, and the number of firms to which we deliver is constantly increasing. In 2010, Grosbusch decided to launch a new freshly cut fruit and vegetables activity called Fresh'Cut. It prepares pre-cut products both for the general public and for professionals in the restaurant sector. In 2016, it began marketing the Zummo citrus juicer. Finally, in 2017, two new projects were launched. Grosbusch Kids is an educational project aimed at children, with the aim of helping them discover all the richness of fruit and vegetables (including their origins, their flavours and how best to cook them, etc.). The Grosbusch Academy operates based on the same principle but in a different and more detailed manner and is aimed at professionals from the industry. Its purpose is to train them and help them earn their qualifications.

With all of these services, the company seeks to offer its customers the very best. A genuine passion for the product and innovation are the watchwords of this firm, which considers itself "very fortunate to be working with the world's finest product".



**RENÉ GROSBUSCH**  
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# GROUP WAGNER

Established in 1929 in the north of Luxembourg, the Wagner Group has grown over the decades into a multinational company active in three main branches of activity: real estate, building technology and ICT.

Having its roots in electrical installations, the group is a pioneer of the Luxembourgish information technology marketplace and offers a broad range of ICT services.

One of the pillars of the Wagner-ICT branch is the European Data Hub (EDH), a state-of-the-art data center in the heart of Luxembourg. It offers nearly 5,000 m<sup>2</sup> of IT space, starting with individual racks up to private areas ranging from 20 m<sup>2</sup> to 700 m<sup>2</sup> each. Beyond being certified Tier IV by the Uptime Institute, it is equally certified ISO 9001, ISO 14001, ISO 18001, ISO 27001, ISO 50001 as well as DIN EN 50600, which attest to the deeply deep-seated culture of quality and rigor of the Wagner Group.

EDH is entirely underground offering the highest level of security while integrating the most innovative technologies. It is located in the Drosbach office complex, at the Cloche d'Or and is therefore strategically placed near the major business centers of Luxembourg City, Luxembourg-Kirchberg and fast-growing Luxembourg-Gasperich. European Data Hub has positioned itself as an expertise- and skills-based business in Luxembourg serving very small and demanding enterprises up to major national and international players as well as European Institutions.

Another important element of Wagner-ICT is Cloud Managed Data (CMD), a leading managed services and cloud service provider that offers customers cutting-edge services and cloud solutions thanks to its team of experts. Having received the award of "Best Cloud Services Provided by Startup CSP", CMD focuses on micro enterprises as well as small and medium enterprises, aiding these to focus on their business while entrusting us their ICT needs.

Yet another subsidiary, MIXvoip, which is a fully regulated internet and telecom provider in Luxembourg, Germany, and Belgium, has been awarded with the Telecom Company of the Year award for 2019, which is a strong sign of recognition of its customer-oriented values and innovative market approach. MIXvoip has developed its own Cloud PBX solution and a particularly customer-oriented support. Since the company's creation, developments have been systematically carried out in-house. In this way, the self-imposed high-quality standards can be ensured at all times and special requirements can be met quickly and with flexibility.

Wagner-ICT thus positions itself as a one-stop-shop for clients that are looking for end-to-end ICT solutions.



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# HÔPITAUX ROBERT SCHUMAN

The “Hôpitaux Robert Schuman” were created in 2014 by merging the Clinique Bohler, the Hôpital Kirchberg and the ZithaKlinik located in Luxembourg City as well as the Clinique Sainte-Marie located in Esch-sur-Alzette: 250 liberal doctors and more than 2200 employees are committed to providing high quality care and personalized service with a strong human component.

The Group’s missions are structured around seven competence centres: Woman - Mother - Child, Internal Medicine, Locomotor System, Psychiatry, Visceral Oncology and Geriatrics. The Hôpitaux Robert Schuman have a modern structure to meet the expectations of health professionals and to ensure the best possible care for their patients. An academic and research mission will complement the clinical missions of the different centres.



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# IMMO LUXEMBOURG

Since 2001, our passion and professional commitment remain the cornerstones of our success. The company's nationally renowned brand is based on trust, discretion, integrity and, above all, excellence. We are an ideal gateway to investment opportunities in Luxembourg's real estate market, and projects across the EU.

Our mission: to maintain the fundamental role as the leading Luxembourg real estate developer through diversifying our project portfolio to include hospitality and public sectors projects

Our expertise allows us to offer an all-inclusive service appealing to international investors:

## Consulting Services

We strive to provide you with detailed and reliable market analysis and real estate consulting services: all the needed details so that you can make an informed investment decision.

## Investment Services

Immo Luxembourg, in partnership with Luxembourg's leading banks and legislation experts, is ready to create the investment solution that is right for you; your bespoke gateway to Luxembourg's vibrant and growing real estate market.

## Management Services

As experts in our field, we are equipped to steer every characteristic of your project in the right direction: land development, construction, renovation, marketing. Whether you are a developer or you hold a portfolio: Immo Luxembourg is "simply the best" option for a partner in Luxembourg's real estate market.



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# IMMUNIFYME HEALTHTECH

ImmunityMe is a cloud-based eco-system complete with a web interface, Mobile App and a Smart Card. We aim to improve vaccination monitoring and surveillance systems to ensure up-to-date data critical to close the existing immunization gap. Individuals who rely on the medical system may find themselves in a dire situation: the most critical information about health and quality of life is the data which should guide future treatment that many healthcare providers can't access right now. Monitoring data at subnational levels and reaching the parents and educating them is much needed because many countries still have paper-based record keeping and manual interventions which is creating problems when the records are misplaced. Many vaccination clinics and hospitals don't have a way to back track exact vaccines given to children to find any adverse effects. These are major drawbacks and problems in vaccination monitoring and record keeping which is addressed by ImmunityMe.



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# INBETWEEN

INBETWEEN SA is highly specialized in Telemedicine solutions.

Developed by INBETWEEN S.A., **remede** offers HD-quality teleconsultation with a complete range of services (calendar, online payment, patient files, automatic storage and retrieval of documents, etc.) whose encryption fully complies with European telemedicine security standards.

With its easy one-click user interface, **remede** quickly exchanges digitally heavy documents between patient and doctor such as medical imagery.

Customers can purchase **remede** as a stand-alone product, integrate it with an existing ecosystem or license it as their own white label service.



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# INFORMATION TECHNOLOGY FOR TRANSLATIONAL MEDICINE

Information Technology for Translational Medicine (ITTM) S.A. provides data integration and knowledge management solutions and services to pharmaceutical and biotech companies, as well as public research institutions.

ITTM offers interwoven services in two areas:

(1) Data curation and harmonization for improved data quality, system integration & process optimization (incl. hosting of knowledge platforms, implementation and development of data analysis pipelines). We have experiences with i2b2-tranSMART and ITTM is an EHDEN-Certified SME for OMOP CDM.

(2) Secure data hosting, archiving and platform setup with a focus on Digital Health and mHealth (focus on interoperability between data, components/sensors and applications).



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# JW CONSULT

JW Consult Luxembourg is a company active in various fields:

- Finance, tax and economy advisory
- Director's activities
- Virtual reality VR and digitalization services (via its subsidiary innoVR SA)

The company is directed by the founder Jacques WOLTER who has a unique professional and technical experience both in the public area (13 years as advisor for the Luxembourg government and tax administration) and in the private business (working for the last 8 years as CFO of a leading Luxembourg investment group) before starting his own company.

JW CONSULT Luxembourg provides the complete range of services and solutions for companies who intend to invest and/or establish their business in Luxembourg.

It also provides virtual reality (VR) and digitalization services throughout the world via its subsidiary innoVR SA.

JW CONSULT Luxembourg is proud to offer a personal, direct and effective service to investors interested in doing business and seizing opportunities in the Grand Duchy of Luxembourg.



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## JW CONSULT

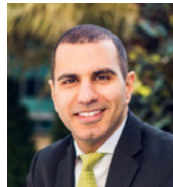
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# LMS SERVICES

LMS Services S.à r.l. is a Luxembourg corporate services provider and part of the consultancy association Ludwig Consult in Luxembourg and Germany. We are your competent partner for all administrative matters relating to your engagement in Luxembourg and Germany. Within this framework, we offer a full range of services regarding your company and investment projects. We give advice on tax issues for the structuring of your corporate or private property, assist you in managing your assets and take care of all administrative duties in Luxembourg.



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# LUXCONTROL

Luxcontrol is an independent inspection company offering a large range of customized services in organizational and technical risk management in the fields of Quality, Health, Safety and Environment (QHSE). Founded in 1978, the company employs more than 260 experts on three continents and has its headquarter in the Grand Duchy of Luxembourg. Luxcontrol's core markets are the private and public building and construction sector, the industry and the service sector in Luxembourg. International activities have been developed in specific niche markets. Since 1985

Luxcontrol is active in automotive homologation. On behalf of our subsidiaries in the United States of America, in China and in Japan, we assist the automobile industry worldwide in accessing new markets. Notified as a Technical Service by the United Nation Economic Commission for Europe in Geneva and at the European Commission in Brussels, Luxcontrol provides its services in close partnership with the national homologation authority, Societe Nationale de Certification et d'Homologation (SNCH), acting on behalf of the Luxembourg Ministry of Transport.



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# LUXEMBOURG SCHOOL OF BUSINESS

Luxembourg School of Business is the leading graduate business school in Luxembourg, accredited by the Luxembourg Ministry of Higher Education and Research.

Luxembourg School of Business offers a part-time MBA for experienced professionals as well as specialised courses for individuals, and tailor-made training for companies. Our professors are academics and business leaders: some of them are executives from multinational organisations while others are affiliated with institutions such as M.I.T., University of Michigan, Duke University, Harvard University, ESADE Business School and more.

LSB also offers a 2-year full-time Master in Management program starting in September 2020, aimed at students with little or no professional experience, who are seeking to start their global careers from Luxembourg.

LSB is the leading provider of high-level Executive Education in Luxembourg, offering customized management and leadership development programs for clients from the private and public sector alike.

The mission of Luxembourg School of Business is to provide an inspiring and multicultural learning environment for business leaders from international companies operating in Luxembourg as well as across Europe and the world. In achieving its educational and academic goals, the School uses contemporary teaching and research methods, promotes cultural and intellectual diversity. The School partners with the international business community and prepares business leaders to prosper in a complex global business world.



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# LUXFACTORY

Luxfactory is a certified economic and innovation advisor in Luxembourg. The company has more than 60 collaborators. The firm provides services in Consulting, IT and Innovation.

As a consulting company, we have 30 Senior Advisors, 45+, former C-Level in big corporates, for Change and Transition management missions. We work also on Corporate Finance missions and Marketing & Sales. Luxfactory is active in IT advisory too.

The company is certified Luxinnovation, national innovation agency, consultant for the Fit4Digital and can provide Luxembourg based companies with audits financially supported by the Ministry of Economic Affairs. We accompany firms in digital transition and tech consulting with 20

people dedicated to this sector. Luxfactory is also IT reseller and partner of Lenovo, Philips, Jetbrains, HP, Barco, Jabra, Microsoft, Logitech, solutions provider. With a master house in the city center of Luxembourg, Luxfactory is incubator and welcomes 11 startups-SME and investment funds.

We also provide different programs for startups to accelerate and big companies to assimilate new technologies and innovation. We organize every year the National Pavilion of Luxembourg at the Consumer Electronics Show in Las Vegas. In January 2020, 20 startups from Luxembourg had the opportunity to exhibit their products on 100 square meters booth in the center of Eureka Park.



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# MEDIATION

Communication Agency Specialised in Relational Marketing.

PR + Events + Brand Activation

You want to launch a business in Luxembourg? Create new business opportunities? Increase brand awareness? Build a wider customer base?

At Mediation we have a passion for communication and we help companies business soar since 1991.

We are the first agency specialised in relational marketing in Luxembourg. We love to build strong relations and connect brands with their target audiences through live experiences, digital engagement and traditional marketing communication.

We produce content through a multitude of media. Finding the right words, images and communication channels to get your messages across is our main business.



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## MEDIATION

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# MOTOR DEVELOPMENT INTERNATIONAL

The Compressed-Air Engine Technology: from idea generation to implementation, a long and painstakingly innovation process that Motor Development International (MDI) has over-passed.

The first MDI industrial vehicle, a garbage-collection truck, "Air'volution", has been officially presented by its users, VEOLIA and the Town of Lille's Mayor (France) in June 2019. It will be industrialized in 2020 in tight cooperation with manufacturing partners.

Other MDI Compressed-air engine products are on the edge of launching such as:

- For mobility: "Gren'Air", a 2 or 4 seater buggy dedicated to golfs, resorts, airports.... Or "Airpod 2.0", a comfortable 2 seater-urban-quadricycle vehicle,
- For energy storage: stand-alone renewable energy-storage devices such as "Airwall" for private houses and small professional activities, or "Encell" for mobile phone antennas.

Further MDI compressed-air products are being developed for Mobility: Airbikes, AirMinipro...

MDI is offering partnerships either through licensing process for manufacturing and selling MDI products in contracted areas, or through joint-ventures for "niche markets" for new specifically designed compressed-air products.

Come and join the challenge.

This is the idea that the product of the very substance of each results in quality projects.



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# OPENFIELD

OpenField is a management consulting firm specialized in information systems, created to meet the modernization needs of companies and institutions. To this end, innovation and independence are fundamental and allow us to meet the needs of IT project management, data security and digital transformation, without losing sight of the customer's business aspect.

Our mission is to advise companies so that they make the right choices in their strategic projects.

As consultants with expertise in information systems, organization and project management, we help executives achieve their objectives in order to ensure the sustainability of their company in terms of cost, performance, quality and security. We offer simple and concrete solutions to help them align IT with their business and improve their performance.

That is why we offer expertise based on recognized market standards and best practices such as ISO 27001, ITIL, GDPR, COBIT and others, which we put into practice to enable clients to create value in their activities and facilitate their daily work.

## Our services:

**Digital transformation:** Digital transformation allows any company to adapt to change in order to remain competitive or to develop its business. It is not only a question of aligning the information system with their business, but also with the reality of the economic and strategic environment and meeting new challenges.

**Related services:** Strategy, Project Management.

**Information Security:** Nowadays, it is important to protect information but also its transfer through the Information System. One of the challenges for a company consists in knowing and taking into account the vulnerabilities of its Information System. The direct consequence is the implementation of a policy related to the Information System and its security. **Related services:** security analysis, a risk analysis, an ISO gap, a GDPR gap, an ISO implementation, GDPR compliance, an IT continuity plan, a disaster recovery plan.

**Governance and compliance:** The information system is an important component in the management of a company. As such, it must be managed and steered to reflect the strategy developed by management. The starting point for a good governance approach is the ability of an organization to be able to control and adapt its own functioning, as well as to structure its needs according to the maturity of its organization (processes, people, technology). **Related services:** IT alignment with the business, IT master plan, ITIL, Business Process Definition.



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# OQ TECHNOLOGY

OQ TECHNOLOGY provides the world's first universal Plug & Play "Internet-of-Things" device. Our business proposition is to use low cost satellite infrastructure to connect sensors, devices, and measurement units in remote and sparsely connected areas. Our units and data plan prices are much lower than currently existing telecommunication market products.

We serve the Oil & Gas and Maritime segments particularly for the management and tracking of assets in remote areas. Whether it is digital oil-field applications, offshore monitoring, SCADA applications: We provide you innovative low cost connectivity solution. We also cover other IoT applications such as smart metering.

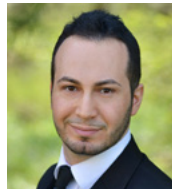
Our patented wireless technology (which we developed in collaboration with Luxembourg government and the European Space Agency) is compatible with existing wireless technologies such as WiFi so you do not need to modify your existing infrastructure. The modules are plug & play, easy to install, and connects you directly to our data cloud.

Security is important for us, and all our modules and data interfaces are highly secure and encrypted. Traditional satellite product companies do not own their end-to-end communication solution. We have our own network and we can customize our service according to your need.

Using our module you can monitor and control remotely your asset anywhere in the world. The unit is small and compact. The battery life of our modules last for years and can survive in harsh conditions so you do not need external power sources.

We are launching our demonstration campaign in 2020 and we invite you to participate (for free) in our test campaign. You will experience the reliable end-to-end connectivity from your asset located anywhere in the world to your enterprise using our innovative technology.

Interested to know more? Please talk to our team, we will be very happy to help you.



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# POST LUXEMBOURG

POST Luxembourg is the largest provider of postal and telecom services in Luxembourg and offers its services to private and business customers. Other activities include postal financial services and philately. The POST Luxembourg Group, with its subsidiaries and more than 4.500-member workforce, is the main employer in Luxembourg. Founded in 1842 as an administration, POST Luxembourg is a public company owned by the Luxembourg State since 1992. Its vision is to facilitate communication and ease the transfer of data and content between individuals and companies.

Acting responsibly is an integral part of the corporate and group strategy. POST fully embraces its responsibilities, whether economic, social, societal or environmental. For the coming years, in accordance with its CSR strategy and the Global Reporting Initiative (GRI) POST has chosen the acronym RESPECT (in French: Rentabilité-Employabilité-Sécurité-Produits -Ethique-Connaissances-Terre) to structure and communicate its CSR-strategy.



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# RAK PORCELAIN EUROPE

Based in Ras al-Khaimah in the United Arab Emirates (UAE), RAK Porcelain is part of the RAK Ceramics Group, one of the world largest producers of ceramics. Featuring ultramodern production facilities, RAK Porcelain's current capacity is about 28 million pieces of porcelain a year. RAK Porcelain employs more than 900 people including about 60 in the Grand Duchy of Luxembourg, where the European headquarters of RAK Porcelain is located. Actually, the company operates in 160 countries across the world.

One of the main factors behind RAK Porcelain's success right from the start in 2005 is its strong focus on innovation. A new dimension has been brought to the world of tableware by RAK Porcelain, thanks to the inspiration of renowned designers and to industrial know-how, resulting in unfailing solidity. Several series are covered by an edge chipping guarantee.

And RAK Porcelain's ranges are designed using cutting-edge technology to withstand intensive use. The products stand up to heat from conventional or microwave ovens over time, while retaining the brilliance of their enamel and the fineness of their decorations.

Furthermore, the items high-quality finish allows them to retain their new appearance longer. In this way RAK Porcelain reassures professionals by thoroughly controlling its operating costs thanks to the exceptional longevity of its products.



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# SDGL & DRONE CONSULTING

SDGL & Drone Consulting is an instruction center aspiring to become an international reference in drone services and trainings.

Our courses are compliant with regulations in force and fit the trends of the current market: initiation to and training in remote control of drones, whether professional or recreational; training in aerial photography and video scaling and editing; training in photogrammetry with introduction of thermography and training in post-treatment image application, among others. We also train in drone repair and maintenance.

We work in real learning conditions in installations at our disposal in Arlon (Belgium).

Additionally, we have developed professional relationships with drone manufacturers and providers in order to direct our alumni, student body and other actors, depending on the commercial application at stake, to the most convenient drone to acquire or rent, including with reference to the needed software and eventually the training in the use of such software. We can thus serve the infrastructure, transport, insurance, media and entertainment, telecommunication, agriculture, security and mining sectors by offering them first class advise and by putting at their disposal the most appropriate machine, equipment and knowledge to help them satisfy their needs.



**NURIA ITURRALDE**

Chief Operating Officer

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## SDGL & DRONE CONSULTING

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# SOCIÉTÉ GÉNÉRALE BANK & TRUST

Société Générale Luxembourg is one of Luxembourg's largest banking groups by number of staff (approx. 2000), net income (EUR 296 million in 2018) and balance sheet (EUR 101 billion at end 2018), and the oldest foreign bank in the Grand Duchy.

At the heart of Europe, Société Générale Luxembourg is a multi-expertise banking group with operations in Luxembourg and main foreign subsidiaries in Switzerland and Monaco, capitalizing on the strengths of the Societe Generale Group.

By drawing on our Code of Conduct and Société Générale Group's values - Team Spirit, Commitment, Innovation and Responsibility - each employee aims at excellence to offer clients security, transparency and unsurpassed expertise. Our teams partner with our clients to structure innovative solutions to help accelerate their international development and fulfill their ambitions.

We are a responsible bank, chosen for its commitment to diversity and inclusion, and for its contribution to the sustainable and profitable development of our societies through positive impact finance and socially responsible investments. We help develop tomorrow's world.

Leveraging on the dynamic Luxembourg Fin Tech ecosystem, we are pursuing our digital transformation to improve our clients' experience and anticipate their future needs, as well as optimize our operational efficiency, security and compliance with applicable regulations.

The shift to digital has led to the transformation of

our working methods. As a responsible employer, we strive to encourage the well-being of our employees and their collective agility and innovation skills for the benefit of our clients. We are proud to be the first employer in the Luxembourg banking sector to have deployed flex working and teleworking on a large scale.

In all such respects, we contribute to the sustainable development of the Luxembourg's economy and the dynamism of the country's society at large.



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# SYBX GROUP

With our long experience in Procurement and Purchasing, we develop clear and easy to implement strategies for your company. Tailor-made consulting and development of new technologies like Blockchain are in our focus as well. With the bespoke elements you need, you will see results quickly. Discover how simple you can save time and money. Our focus is on KYS, BCM, strategy, contract negotiation, and purchasing of various goods. Also, we train your staff or provide workshops within your company. Our newest addition to our portfolio and competences is the digitalization of your company. Not only on purchasing/procurement but more with a 360-degree view on your whole business. SYBX Group - Redefining Procurement.



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# SYD.CLOUD

SYD.Cloud is a SaaS (Software as a Service) platform for trust & transparency in national and international transactions.

The global digital economy needs a simple platform that allows businesses between companies from different (developing) countries to negotiate and finalize transactions in a secure, compliant and safe environment.

We offer the best experience in an easy and convenient manner. SYD.cloud is a single stop platform providing all you need from the first discussion until the closing.

This methodology consisting of 5 steps allows the centralization of the process, the exchange of useful documentation and the communication between parties.

The SYD.Cloud platform is developed by the PaySecure WorldWide start-up in Luxembourg, with the aim of gathering the stakeholders for a

commercial, legal, financial or other transaction throughout the various steps of the process.

From the start of the relationship all the way through to its end, the platform makes it possible to carry out each of the key steps including the due diligence of the stakeholders present, drawing up specifications and signing agreements.

Our platform is GDPR compliant by design and all documents are stored in a secured data center near our clients.

We protect financials by systematizing implementation of transactions with easy access to external certified & trusted experts in all countries around the world.



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# THEISENLAW

We are an independant law firm based in Luxembourg.

The firm offers a wide range of legal services both in litigation and advice for private and professional as institutional clients as well for financial but mostlikely to industrial and entrepreunial services.

Marc Theisen, head, and founding partner of Theisen, Marques & Orlando has a strong and longtime experience in international legal business in the commercial, industrial but also sports area. He is registered at the bar of Luxembourg since 38 years.

Our firm has strong partnerships in the Golf region since many years. Marc Theisen was part of allmost all economical missions to the United

Arab Emirats, Kuwait and the Kingdom of Saudi Arabia. We advice many clients in in as out bound business and rendered services to many Luxembourg clients intending to do business in the Golf Region as well as from the Golf Region to Luxembourg and Central Europe.

He was part of many Events and conferences about « How doing business in the Golf Region ».

Since more than 10 years we have a partnership with HUNDT Legal Consultancy operating in KSA.



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# VICTOR BUCK SERVICES

Victor Buck Services launched in 2000 as a financial document management and distribution service provider, with PFS (professional of financial sector) status in Luxembourg. We are an international firm offering full-scope services in information and data extraction, management, storage, protection and distribution essential to business activities.

Our activities are essentially divided into the 3 following service lines:

#### Customer communication services:

Solutions that enable you to manage the entire process of creating, monitoring and sharing personalized communications across multiple channels, including print, mobile and a variety of digital channels. Secure emails, account statements, or even medical investigation results – we process and distribute your clients' information through the preferred channel in complete security and confidentiality.

#### Content services:

We offer several solutions to digitally manage your information lifecycle. From data capture, to PSDC-certified digitalization and e-archiving services we provide strategies, methods and tools to help you capture, manage, store, preserve, and deliver corporate data and documents.

#### Document outsourcing services:

We offer print room and digital mailroom services to take labor-intensive document management tasks off your hands so that your employees can focus on your core business and support your transition from paper-based processes to more efficient digital workflows.

This year we are proud to introduce our brand new service: **Sustainable inlay antennas**, created in the heart of Europe and tailor-made to your exact design.

Victor Buck Services is a subsidiary of Post Group Luxembourg, and a trusted presence in Europe and Singapore. We manage all our activities from our head office in Luxembourg and our subsidiary in Singapore. In order to satisfy international demand, we also work in collaboration with various service providers in Australia, Hong Kong, Singapore, the United Kingdom and soon Taiwan. Whatever your location, we guarantee the same level of security and quality thanks to our cutting-edge technology, certified expertise and governance and 24/7 client support.

We have the talents and means to produce everything you need. Contact us, we will be happy to supply your demands.



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# VOXEL GROUP

**VOXEL S.A.** is a dynamically growing capital group, listed on Warsaw Stock Exchange (GPW) since 2011, operating 28+ state of art medical facilities across Poland, including a vast network of diagnostic imaging/nuclear medicine centers providing highly specialized radiological services, 2 cyclotrons, and a stroke treatment hospital, in addition to the well-established teleradiology network, advanced oncology head & neck radio surgery capacity, provision of medical infrastructure turn-key projects, sophisticated equipment/IT/management solutions offered by its fully owned subsidiaries and partners within the group. VOXEL's core activity is establishment and operation of radiology centers, which offer a range of premium services such as Magnetic Resonance Imaging (MRI), Computed Tomography (CT), Positron Emission Tomography (PET-CT), nuclear medicine imaging (SPECT). VOXEL is a GMP certified manufacturer of radio-pharmaceuticals (PET tracers: FDG, F-Choline and others) for internal use within its own PET units network as well as offered on a commercial basis to other providers. Telemedicine capacity includes remote radiological exams readings for both VOXEL's diagnostic centers and 80+ customers in Poland and overseas based on the expertise of the unique team of highly qualified specialists.

**ALTERIS S.A.** (a fully owned subsidiary of VOXEL) constitutes manufacturing, servicing & contracting division of VOXEL group. With more than 200 successful installations so far Alteris is a leader on the market of Radiology Information Systems (RIS & PACS) in Poland. Alteris is a turn-key solution provider while Its offer includes design, civil engineering & radiation protection services related to provision of medical infrastructure projects to Polish and International customers. ALTERIS offers tele-histopathology support systems, selected IT/Hospital Management/equipment solutions/tools, distributes US FDA certified

state-of-art spine implants, medical consumables for radiology services in addition to Unit Dose - a sophisticated automated drug distribution system for hospital pharmacies.

**EXIRA GAMMA KNIFE SP. Z O.O.** (a fully owned subsidiary of VOXEL S.A.) is a cutting edge integrated medical facility in Katowice, Poland incorporating a Gamma Knife device at its Neurological Radio Surgery Unit offering one day single step scalpel-free oncology treatment capacity that involves stereotactic precise radiosurgery to target tumors located in head & neck areas. The center offers the full range of radiology/nuclear medicine services, such as MRI, CT SCAN, PET-CT and SPECT.



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