



ICT Hub Luxembourg

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Luxembourg Structure



The Grand Duchy of Luxembourg

- Strategic location in the **heart of Europe**, surrounded by Belgium, France and Germany
- **Constitutional monarchy** (Grand Duke Henri as head of state, Xavier Bettel as prime minister)
- **Population:** c. 562,000 (45.9% foreigners)
- **Official languages:** Luxembourgish, French, German



Why Luxembourg Means Business



Strategic position at the heart of Europe and highly reputable regulator	Pro-active and business-friendly environment and easy access to decision-makers	Political, economic, social and tax stability
First European country and second largest player in the World in terms of assets under management		Attractive and stable tax environment
Competitive business costs and easy to set up a business		Highly skilled and multilingual workforce with high productivity
Investment Incentives (SME, R&D, Environment, etc.)	Full range of diversified and Innovative financial services	Flexible approach adopted by government and tax authorities



The ideal gateway to the European market

Tale of the tape - Country



48.32 Millions

1,141,748 km²

Population

Area



0.54 Million

2,586 km²

Tale of the tape - Soccer



World Ranking

5 - 141



Tale of the tape - Innovation



Daniel Cuartas ... Henri Tudor



Tale of the tape - Music



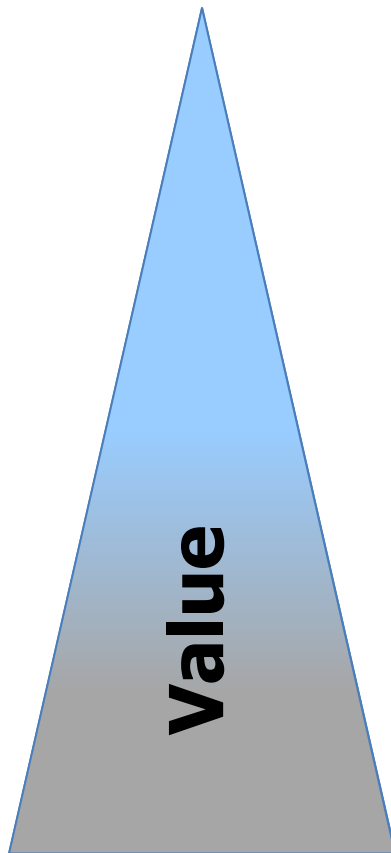
Shakira

...

Toxic René



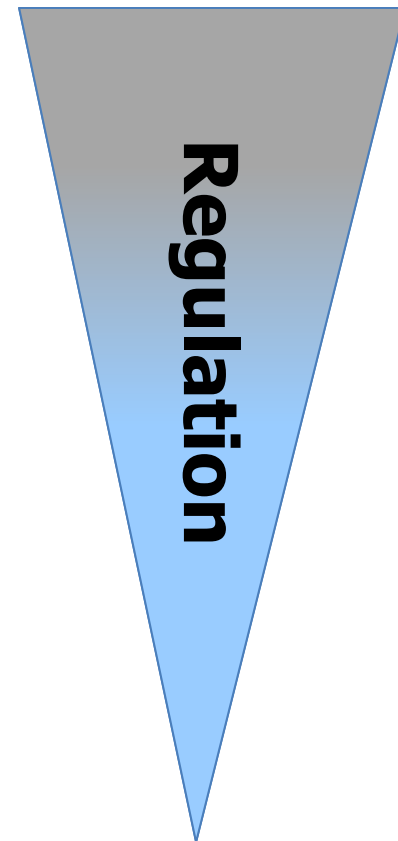
Eco-Cycle



Client Protection
Evolution
Reversibility
Governance

Maturity
Diversity
Agile
Competitive

Datacenters
Connectivity
Office space
Transport



Excellence vs Trust



- Trust needs proof
- International Standards
- Sectorwide buy-in
- Audit/Improvement cycle

Uptime Institute

- 6 Datacenters are Tier IV design certified
- 2 Datacenters are Tier IV construction facility certified



Global Playground



Satellite connectivity



Financial services



Media



Communication



Online gaming & publishing



e-commerce



Domain names and registrars



Institutional



Network



Cloud storage

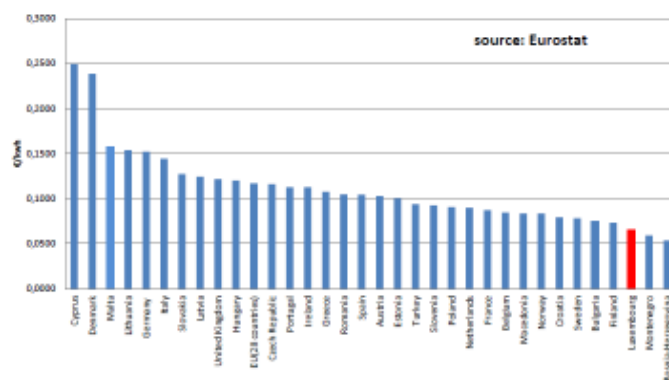


www.investinluxembourg.lu/ict

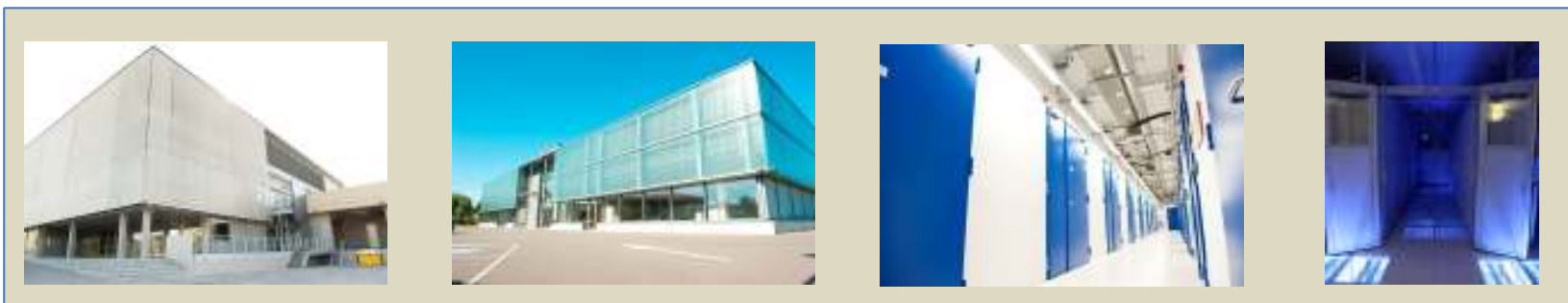
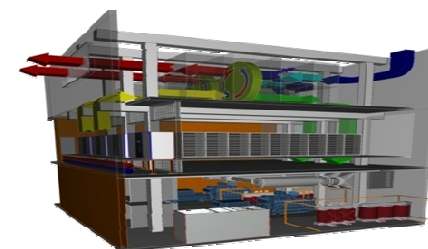
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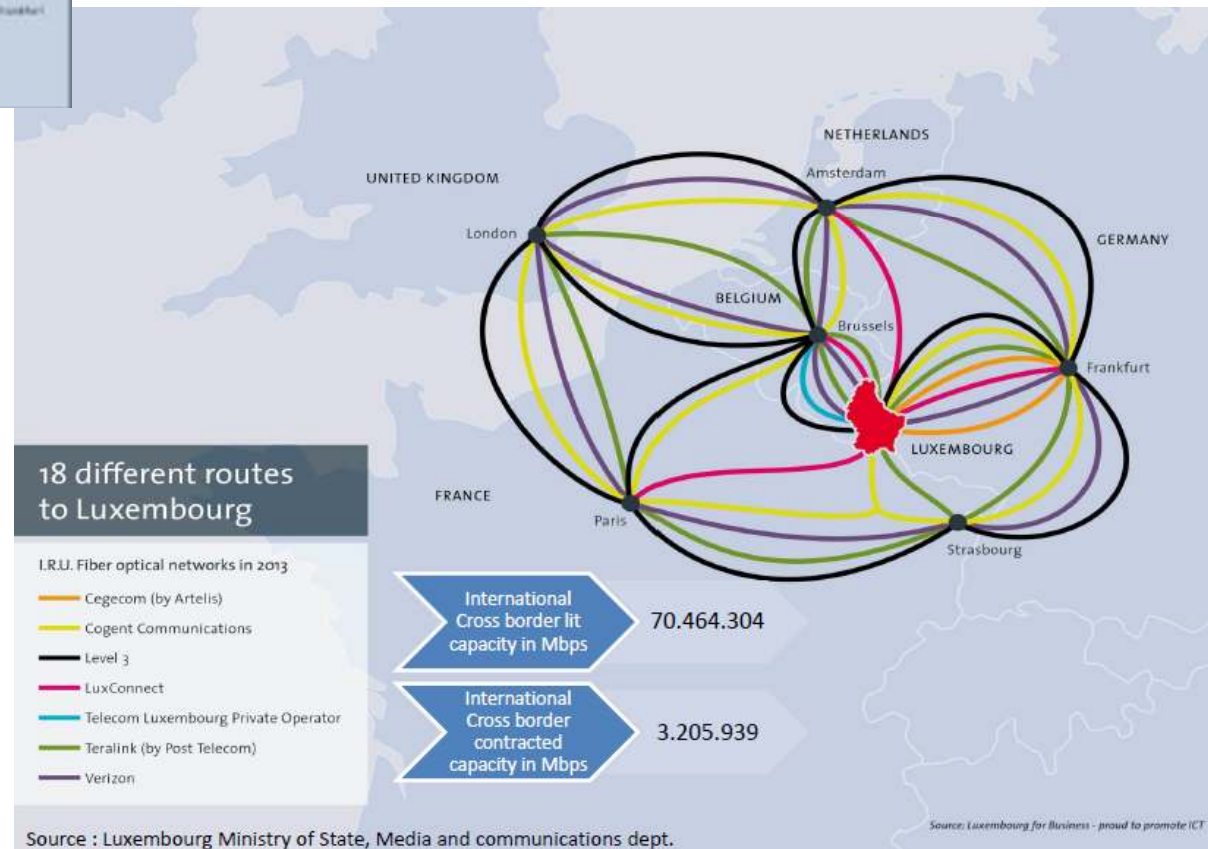
Infrastructure - Foundations



	Total supply (m²)
London	296,201
Frankfurt	157,920
Paris	119,022
Amsterdam	99,437
Luxembourg	40,511



Ultra Connected



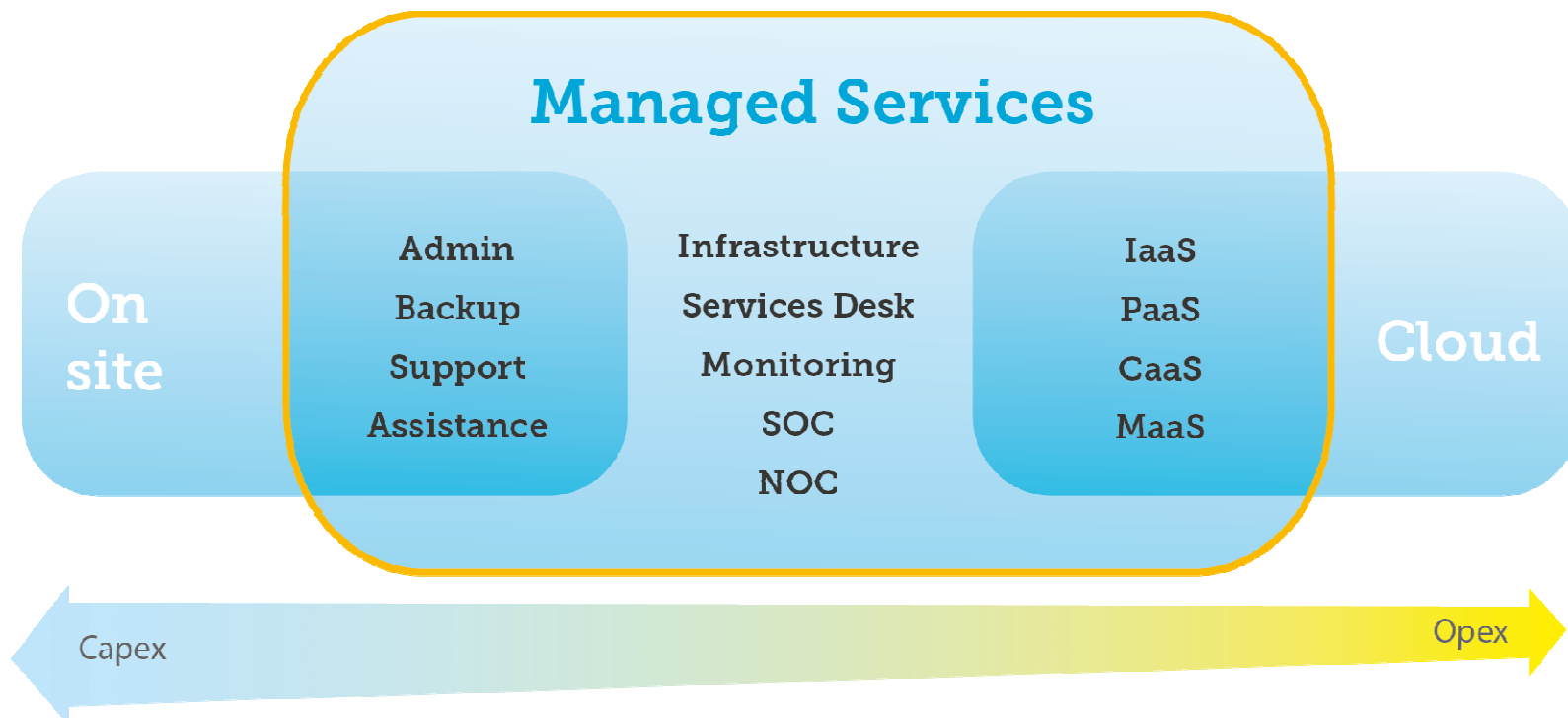
Ultra Connected



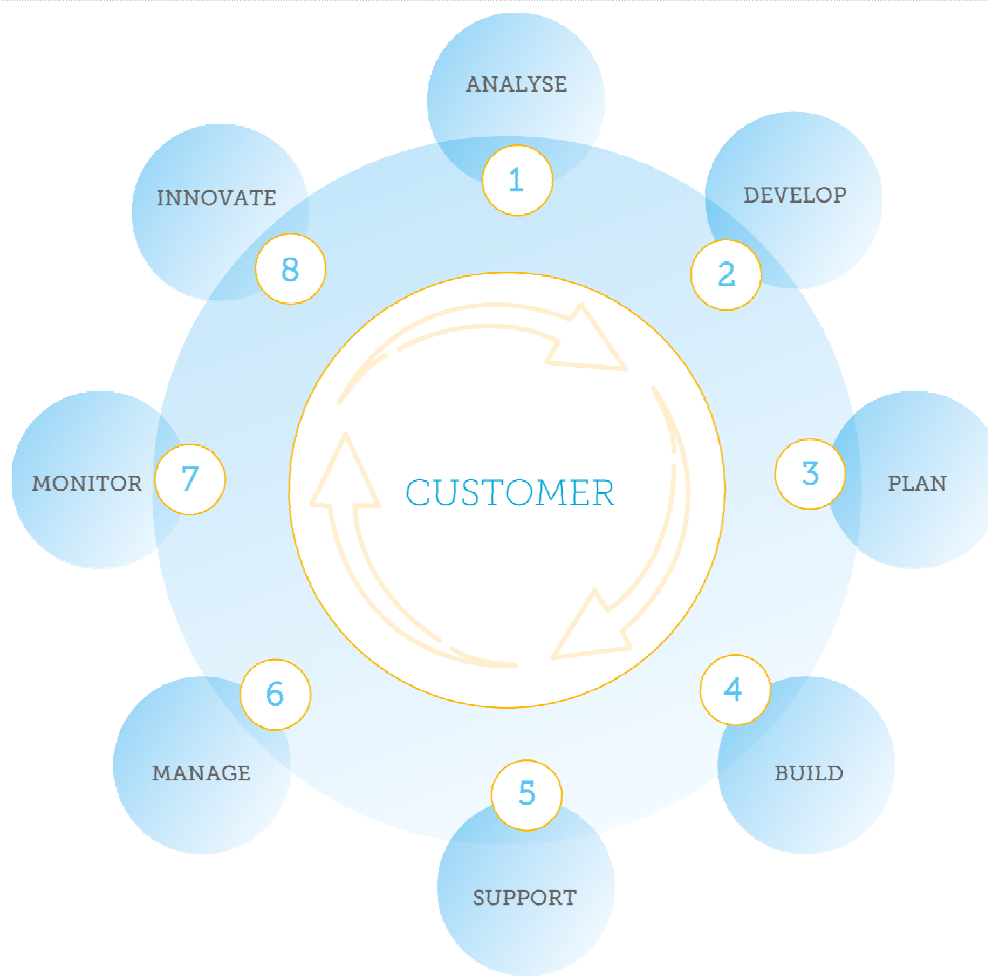
Gateway to all European exchanges



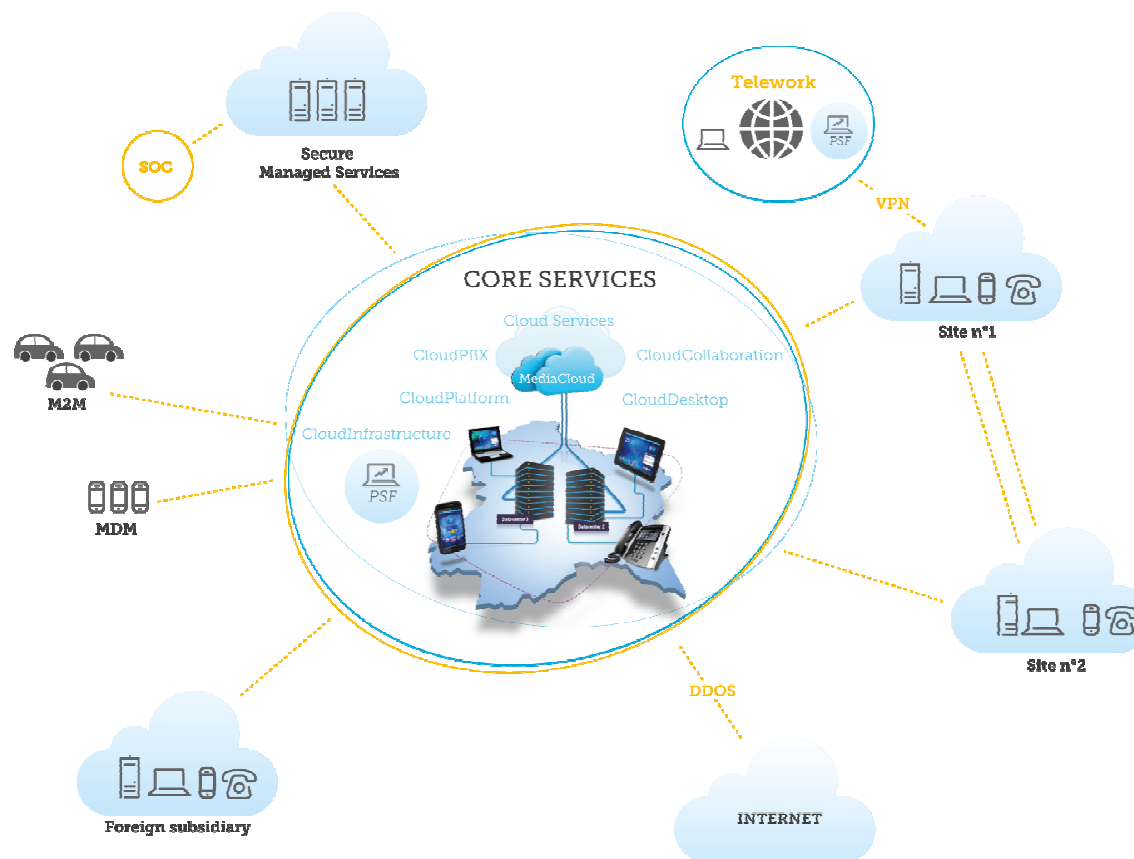
What is service?



What is service?



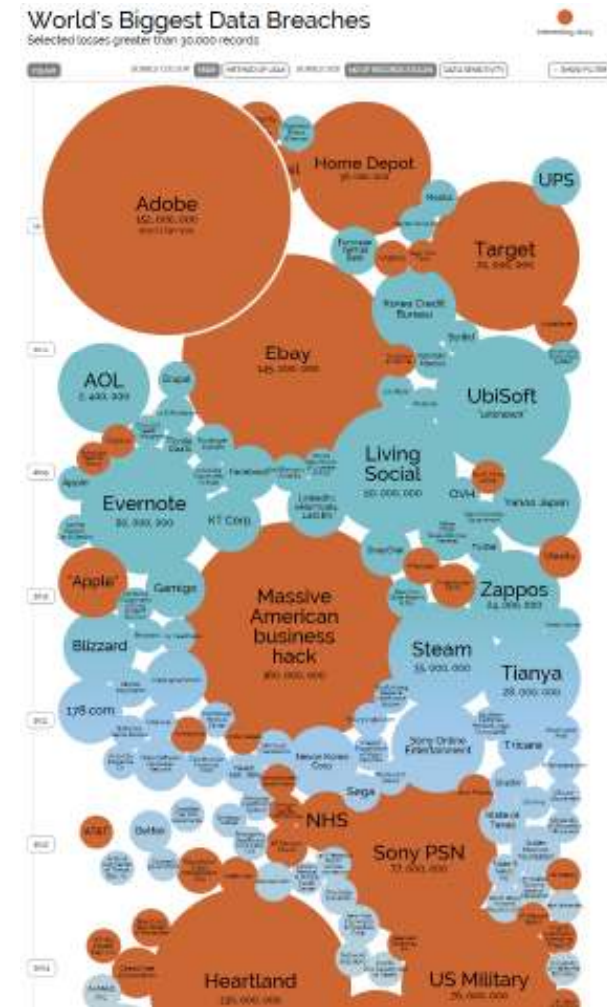
What's outside of the box?



Standards in Service

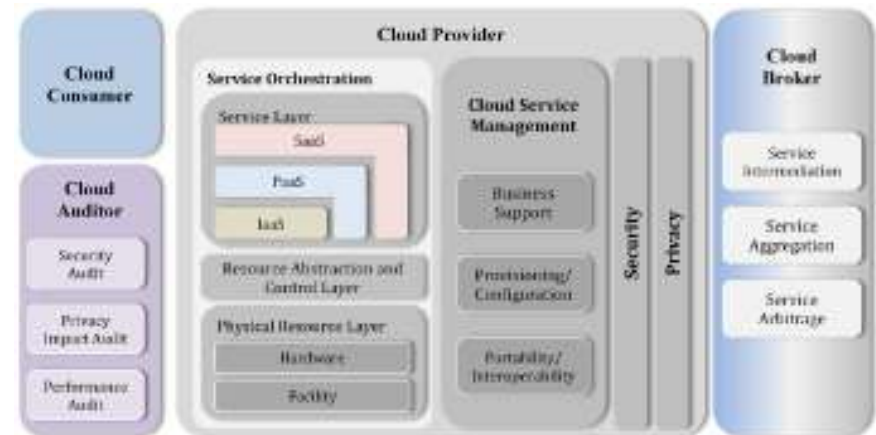
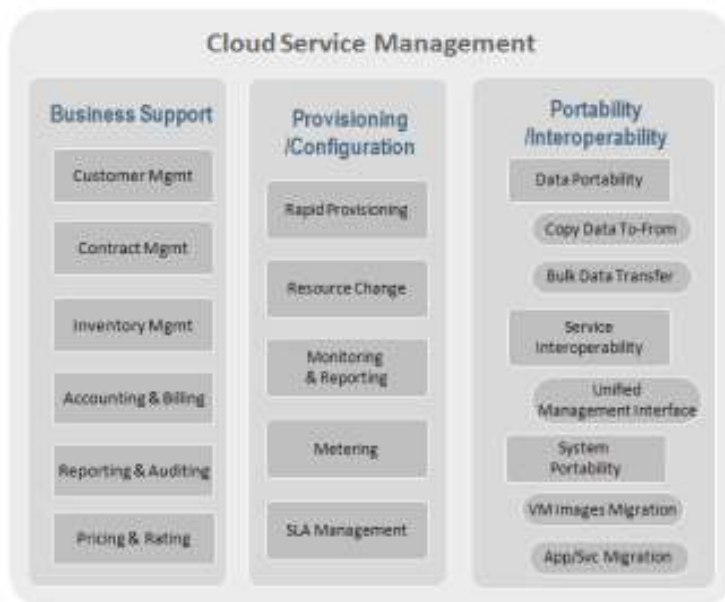


- Hand in Hand go to market
 - From blank sheet to Core outsourcing
 - Consultancy
 - Design, Build, Run
 - Mitigation of risk, not control



Standards and Regulation

- NIST and CSA guidelines
- Very active regulator
- Internal and External Audits



- Proactive legislation
- Data protection and reverseability
- Regulated Archiving

The result...



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG



CUSTOMER





SOLUCIONES PERSONALIZADAS DE TIC
—
CONECTIVIDAD INTERNACIONAL

TERALINK
solutions