

New Year Opening

Monday, 25th January 2016

AGENDA

Welcome Note



LPEA - Your organisation

2015 in the mirror

Key Initiatives 2016

Upcoming events

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LPEA - Your organisation

- Founded in February **2010** with 25 founding members
- **2016: 130 members**
 - 58 PE houses (full members)
 - 72 Service Providers (associate members)
 - 200+ active members on technical committees
 - Spring 2016: new domicile: House of Finance

New Members 2015

Allegro S.à.r.l.

Saphir Capital Partners

Castik Capital S.à.r.l.

Astorg Asset Management S.à.r.l.

BIL Manage Invest S.A.

Canna Luxembourg S.à.r.l.

CPP Investment Board Europe S.à.r.l.

Expon Capital S.à.r.l.

MPEP Luxembourg Management S.à.r.l.

New Angle Capital S.à.r.l.

Partners Group (Luxembourg) S.A.

Sienna Capital S.à.r.l.

VIY Managers S.à.r.l.

Elian Fiduciary Services Luxembourg S.à.r.l.

Orangefield Luxembourg S.A.

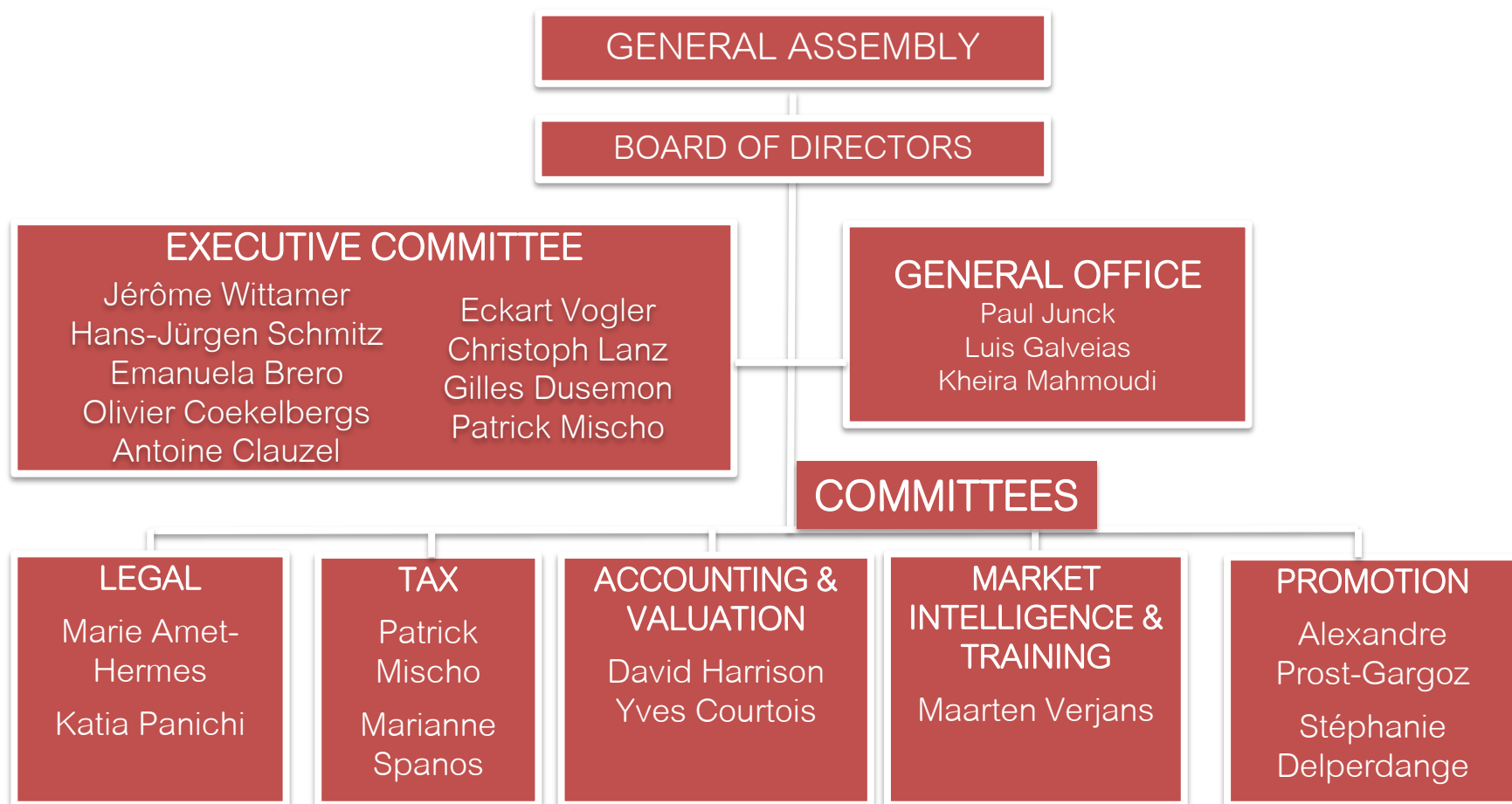
Carey S.A.

Centralis S.A.

Gentoo Financial Services (Luxembourg) S.A.

MaplesFS Luxembourg S.A.

LPEA - Your organisation



LPEA - Your organisation

Representations

- A member of Invest Europe (ex-EVCA):
 - LPEA present at Representative Group level
 - LPEA active in the Tax, Legal and Regulatory Committee
- Present on the HCPF
- Present on the CSSF GFIA Committee
- Member of PROFIL
- Member of Luxembourg for Finance
- Close contacts with ALFI, LIMSA, LAFO ...

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2015 in the mirror: Rebranding



2015 in the mirror: Public advocacy

- Meetings and inputs to Haut Comité de la Place Financière, CSSF AIF Committee and Invest Europe Tax, Legal and Regulatory Committee
- Luxfin 2020: framework of the Communication Strategy being put in place by the Government: LPEA contribution
- Meeting with Finance Minister Mr. Pierre Gramegna and Invest Europe in the context of the Luxembourg EU presidency
- Invest Europe Chairmen's Dinner held in Luxembourg

2015 in the mirror: Roadshows

- Zurich
- London
- New York (x2)
- Stockholm
- Paris
- Munich

+600
participants



2015 in the mirror: International Fairs/ Conferences

- SuperReturn International (Berlin)
- Benelux Private Equity Conference (Amsterdam)
- BVCA Summit (London)
- BVK Dinner (Berlin)
- Represented in:
 - LFF mission to Paris
 - LFF mission to China
 - ALFI roadshow to San Francisco and Chicago



2015 in the mirror: Local Events

- Transfer Pricing Conference
- Private Equity/ M&A Warranties and Insurance
- Private Equity Outlook – Euro area perspective
- How to Start a Startup series (x3)



2015 in the mirror: Internal Events

- General Assembly
- GP Club Meetings (x3)



2015 in the mirror: Web presence

Website:

Refreshed with new branding.

15.200 visits
+ 1.900 (2014)

39.300 page views
+ 1.300 (2014)

Newsletter:

10 newsletters

Targeted to 2.000
individuals/ month

News and
dedicated
contributions from
members are
welcome

Social Media:

300 Twitter followers
+ 250 (2014)

530 LinkedIn Followers
+410 (2014)

5000 Slideshare views

Reaching out to
members, media,
policy makers,
roadshow's targets

2015 in the mirror: Capital V



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Key Initiatives 2016



Upcoming events

KEY INITIATIVES 2016: LPEA-Place of Dialogue

- Continuing and reinforcing the dialogue:
 - among GPs and between GPs and SPs
 - with the government, political parties and the CSSF
 - 2 meetings already scheduled with Minister P. Gramegna
 - input Haut Comité de la Place Financière
 - input CSSF-GIA
 - with other national associations and foreign counterparts

KEY INITIATIVES 2016: Thought Leadership

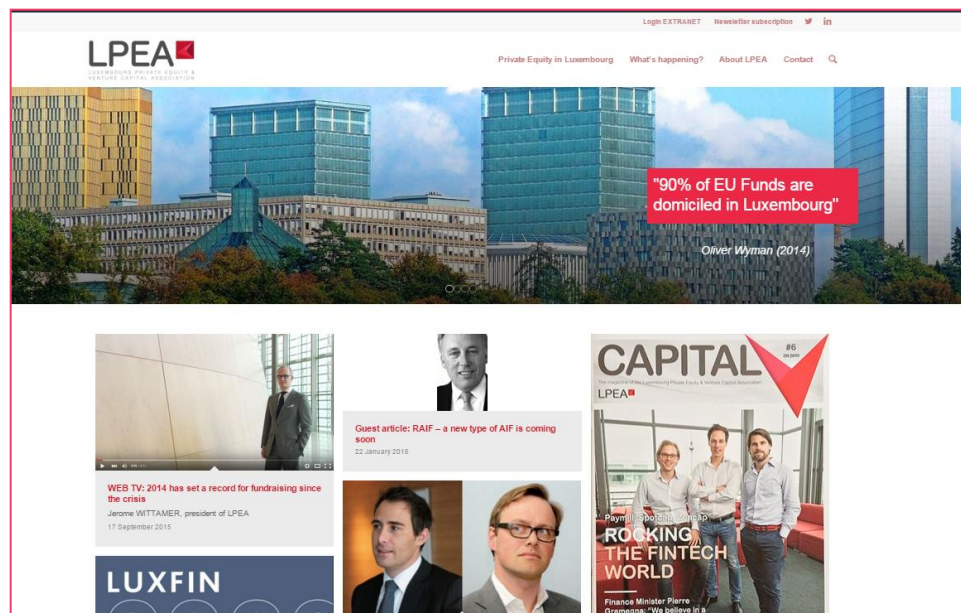
- Gathering of information
 - Data collection regarding PE/VC industry in Luxembourg
 - PE Survey update (spring 2016)
- Pursuing thought leadership and pushing competitive ideas
 - Debt Funds brochure (spring 2016)
 - Update PE technical brochure
- In collaboration with other associations

KEY INITIATIVES 2016: LPEA visibility

ANNOUNCEMENTS

➤ New website!

- + Impact
- + Focus on PE hub
- + Interaction
- + Navigation
- + Integration



KEY INITIATIVES 2016: LPEA visibility

ANNOUNCEMENTS

The screenshot displays the LPEA website's content area. At the top, the LPEA logo is visible, along with navigation links for 'Private Equity in Luxembourg', 'What's happening?', 'About LPEA', and 'Contact'. A search bar is also present. The main article is titled 'LPEA & SECA Breakfast Event in Zurich' and features a large image of Zurich. Below the image, the text reads: 'Xavier Bettel, Prime-Minister: Luxembourg Needs Private Equity!'. The article body states: 'The private equity community met on May 11th in Banque de Luxembourg for the annual general meeting of the Luxembourg Private Equity Association (LPEA). The guest speaker this year was the Luxembourg Prime Minister Xavier Bettel who emphasised his willingness to contribute towards a stronger investment community, notably in the private equity asset class.' A photograph shows three men in suits standing in front of a LPEA banner. The caption below the photo reads: 'On the picture: Jérôme Wittamer (President of LPEA), Xavier Bettel (Prime-Minister of Luxembourg) and Paul Junk, (Managing Director of LPEA)'. To the right of the article, there is a 'LATEST NEWS' section with three items: 'Guest article: RAIF - a new type of AIF is coming soon', 'Guest article: Securitization vehicles in Luxembourg', and 'Luxembourg welcomes its first European Venture Capital Fund (EuVECA) manager and EuVECA Fund'. Below that is a 'NEXT EVENTS' section with three items: 'Warranties and Indemnities Insurance: A facilitating tool in M&A transactions', 'LPEA & SECA Breakfast Event in Zurich', and 'LPEA at the SuperReturn International in Berlin'. On the far right, a 'LATEST TWEETS...' section shows a tweet from ALFI (@ALFI_funds) dated 21 Jan, which says: 'Did you miss the #LPEA2016? Check out our Flashback in pictures!'. The website footer includes 'Login EXTRANET', 'Newsletter subscription', and social media icons for LinkedIn, Twitter, and Facebook.

KEY INITIATIVES 2016: LPEA visibility

ANNOUNCEMENTS

- Promotional Video

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Calendar of events 2016

ROADSHOWS

Zurich (4-February)

London (4-May)

New York & Boston
(May/June)

Paris (September)

New York (October)

London (tbc)

Munich (December)

New Year's Event (25/01)

SuperReturn International (22-25/02)

European AIF Conference
(12-20/01 & 22-23/11)

LPEA General Assembly

GP Club Meetings

Subject-focused breakfasts/ conferences

...

Calendar of events 2016

ROADSHOW SPONSORS

ALLEN & OVERY

arendt
arendt & medernach

BIL
MANAGE
INVEST

ELVINGER
HOSS
LUXEMBOURG LAW

EY
Building a better
working world

KPMG

LOYENS & LOEFF
AVOCATS À LA COUR

LIS
LUXEMBOURG
INVESTMENT SOLUTIONS

Orangefield group

pwc

alterDomus*

BAKER & MCKENZIE

ING

PROMOTIONAL VIDEO



Thank you!