

INTERNATIONAL BANKERS CLUB

Bringing together the leading executives of the Luxembourg financial centre for over 50 years

MORE INFORMATION
www.duke.lu/ibc
www.bankersclub.lu

IN CELEBRATION OF THE INTERNATIONAL BANKERS CLUB'S (IBC) 50TH ANNIVERSARY, JOHAN LINDBERG, PRESIDENT OF IBC, SHARES THAT WHILE IT HAS PREDATED THE UCITS FUND REGIME AND THE EXPANSION OF THE BANKING SECTOR, THE IBC STILL REMAINS A KEY FORUM FOR SENIOR MEMBERS OF THE FINANCIAL SECTOR TO SHARE IDEAS AND DISCUSS THE FUTURE OF LUXEMBOURG'S FINANCIAL INDUSTRY AS A WHOLE.

When was the IBC founded?

The International Bankers Club Luxembourg was founded in 1972 at the initiative of Constant Franssens, Managing Director of Kredietbank Luxembourg, who would later become its honorary president. The IBC was initially established under the aegis of the Association of Banks and Bankers Luxembourg ("ABBL"), in 1939, as a centre of contact for banking industry leaders and other members of the executive management of both domestic and foreign banks and financial institutions in the Grand Duchy of Luxembourg, offering a platform for open dialogue and presentation of thought leadership. In 2016, the IBC became independent of the ABBL, reflecting its emergence as a distinct community. Today, the IBC has more than 200 corporate members and 30 individual members. Its aim, then and now, has been to contribute to the industry's development and share ideas on issues of interest and importance to member institutions. Over the years, it has regularly organised meetings, get-togethers and other events focusing on professional, cultural and social themes, and has developed a programme of yearly traditional and regular activities and events.

How are the needs of your members evolving?

The IBC members are an important community that provide the drive for its dedicated Board members to set out its yearly programme. They expect the club to continue to offer high quality speakers covering interesting and relevant industry topics and to continue being a forum where individuals can network and share ideas with equals in a relaxed setting. Our yearly program of events aims to cover this as well as numerous private events of more social character. Today, we are a significant community that continues to evolve along with the financial industry. IBC members are all senior professionals that hold or have held senior executive positions in Luxembourg. We bring together institutions across the financial sector as a whole, reflecting its development over the years, and now encompass not only banks but audit and advisory firms, the asset manager and fund service providers, IT companies and fintech firms, while individual members include academics and independent directors. Despite the constant change we see in the industry, the IBC takes its cue from Luxembourg's national motto, *Mir wëlle bleiwe wat mir sinn*. The organisation, too, wants to stay what it is



Nasir Zubairi



Xavier Bettel



Luc Frieden



Norbert Becker



Johan Lindberg



Marco Zwick

“We bring together institutions across the financial sector as a whole, reflecting its development over the years.”

JOHAN LINDBERG,
 PRESIDENT OF IBC

in the sense of staying true to its roots and purpose set down by Franssens and the other pioneers of Luxembourg as a financial centre half a century ago.

How do you see the association evolving in the coming years?

We intend to continue to evolve as a distinct specialised community to respond to the ongoing growth of Luxembourg's financial industry as it faces up to the

challenges of the 21st century, such as the new international focus on transparency to the central role of the sector in helping to lead the economies of Europe and the world toward a sustainable future. In between, like everyone else, we have adapted to the global Covid-19 pandemic, during which the financial sector has pioneered innovative working patterns that are likely to continue to shape the coming years. Luxembourg's financial community, local and global, remains in the forefront of innovation in terms of financial products, regulation and international interaction, and we expect the IBC to continue to play an important role at the industry's heart for many more years to come. We take our cue from the distinguished anthropologist Margaret Mead: "Never doubt that a small group of thoughtful, committed people can change the world; indeed, it's the only thing that ever has."

Dear readers

We are proud to publish Duke 18, and share with you inspiring stories and interviews.

We relentlessly explore the Luxembourg economy to identify decision makers with a positive mindset and a tangible track record. In the following pages, you will find great stories about private equity, governance, fund management services and others with a special focus on cryptocurrencies.

We hope that you will enjoy this new opus!



Rachel Belorgane

DUKE 18

Publisher: Jerome Bloch (jbloch@360crossmedia.com)
Editor in chief: Rachel Belorgane (project@360crossmedia.com)
Conception & coordination: 360Crossmedia
Sales: contact@360crossmedia.com
Artistic Director: Franck Widling
Cover Photo: 360Crossmedia/D.E.
Print run: 5000 copies
Digital distribution: 126.969 unique visitors
 www.duke.lu – Phone: (+352) 35 68 77 – contact@360crossmedia.com



©360Crossmedia/DR

SUCCESS

8. Julien Pradels (Christie's France): The Art of Selling NFTs

360

12. Jérôme Bloch (360Crossmedia): The Keys to Virality

ASSOCIATIONS

14. Pascal Rapallino (LAFO): Supporting Private Wealth Businesses

16. International Bankers Club: Bringing together the leading executives of the Luxembourg financial centre for over 50 years

18. JMarc Lauer (ACA): The Insurance Industry Defines its Priorities

20. Cornelius Bechtel (L3A): Family Offices and ESG: It's in their DNA

POLITICS

22. Thomas Barrett (U.S. Ambassador to Luxembourg): On the Importance of Shared Values

24. Sam Tanson (Ministry of Culture): Developing and Professionalizing the Luxembourg Cultural Sector

COVER STORY

26. Claus Mansfeldt (SwanCap): Private Equity Opens Up

BUSINESS

30. Stephane Pesch (LPEA): The new face of PE

32. Gosia Kramer and Sebastian Van Overtfeldt (The Office): Growing Fast, Growing Lokaal

34. Loic Le Foll (La Mondiale Europartner): Anticipating and Supporting the New Needs of High-Net-Worth Customers

36. Sean O'Driscoll (GAM FMS): The pure player

38. Gilles Moro and Olivier Hoen (SysCommerce Group): The Technical Partner of Payment Establishments and Neobanks

40. Johan Lindberg (RBC Investor & Treasury Services): Helping Family Offices become custodian agnostic

42. SuisseTechPartners: Enhancing Wealth Management with Cloud-Native Technology

44. François Masquelier (Simply Treasury): The necessary digitization of treasury functions in Private Equity

46. Valérie Kopéra (Vandenbulke): Why risk management is entering the mainstream business practice

48. Marcel Leyers (BIL) : Partner of the Luxembourgish Economy

50. Bogdan Gogulan (NewSpace Capital): Down-to-Earth Investments

52. Charles Degen and Carlo Cocuzzoli (Cardif Lux Vie): Agility, the Key to the Transformation of the Life Insurance Sector

54. Tamas Mark (IQ-EQ): The real estate funds' gatekeeper

56. Nabil Brightet, Damien Giret and Romain Grillet (BearingPoint): The Client Lifecycle, a stake of Operational Effectiveness and Commercial Efficiency

58. Matthias Gutknecht, Philip Christ, Gabi Roeder-Illies (Prime Alliance Consulting Group): Acquisition of ILBA Fiduciaire: First Mover Advantage

60. Murjel Breedveld Jagesser and Zuzanna Zielinska-Rousseau (ZEDRA): A helping hand for hands-on, high-net-worth individuals (HNWIs)

62. Eric Chinchon (mebs): Governance in Times of Crisis

64. Dr. Manfred Beinhauer, Werner Humpert, Wolfgang Schmid and Christoph Ludwig (Prime Capital): Building on specialisation in private market strategies

66. Women's Cyber Force: Tackling Growing Cybercrime with Increased Diversity

68. Rikard Lundgren and Håkan Karlsson: Liquidity Mismatch Risk – The Fund Treasurer's dilemma

72. Ernest Freylinger (Human Capital Focus): "The Importance of Being (not too!) Earnest"

74. Aline Muller (LISER): Supporting societal transformations with its socio-economic players and citizens

76. Cliff Konsbruck (POST Telecom): Answering the Call of Transformation

78. 360Crossmedia: Enter the Matrix 360!
80. Metaverse: Symbol of the Advent of Web 3.0?

DOSSIER CRYPTO

82. Eric Larchevêque (Ledger): Embracing the Crypto Revolution Safely

84. Arnaud Wenger and Wim Stalmans (Letzblock): Blockchain in a nutshell

86. Nasir Zubairi (LHoFT): Supporting the Future of FinTechs

88. Luc Falempin (Tokeny): A Bridge Between Blockchain and Finance

90. Tom Kettels (Infrachain): Building a Strong Interconnected Blockchain Ecosystem

92. Jean Diederich (APSI): Impact of Sanctions and Changes in Payments

94. Jean-Baptiste Graftieaux (Bitstamp): How Cryptocurrencies Can Better Meet Clients' Evolving Needs

BUSINESS

96. Loïk Le Floch-Prigent: The Importance of European Energy Independence

98. Luca Polverari (Marks & Clerk): Intellectual Property Adapting to Technological Changes

100. Arnaud Wenger: Dealing with China

LIFESTYLE

102. Fränk Schleck: Nutrition is the central element of a top athlete's lifestyle

RESTAURANT

104. Kei Kobayashi: The Sense of Detail

TOURISM

106. Venice: The Currents of Power

ART

110. Simon Berger: Touch and Break – The Art of Symbolizing Emotions

112. João Carlos: Dealing with mental illness in a post-Covid world

EVENT

114. LAFO Winter Cocktail

GUIDE

116. Ceos' favourite addresses

DUKE

18

12 euros



THE THOUGHT LEADERSHIP FACTORY

PRIME CAPITAL:

Building on specialization
in private market
strategies

LOÏC LE FOLL (LA MONDIALE EUROPARTNER):

Anticipating and
Supporting the New
Needs of High-Net-
Worth Customers

BearingPoint®

*Explore the results
of our study into
the search for
efficiency through
Client Lifecycle
Management.
(p.54-55)*

CLAUS MANSFELDT

(SwanCap)

Private Equity Opens Up