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## Editorial

Dear Member of the LPEA, dear reader,

The LPEA was off to a busy start into the year 2012. We organized, for the first time, a New Year's reception for all of our members: an event attended by over 50 member firms. We have taken this occasion to lay out the cornerstones of LPEA's 2012 program, essentially revolving around the following objectives:

- Expand our reach to promote Luxembourg with PE houses and their decision makers in selected geographies
- Contribute to the further development of the knowledge and skill base of the local community through the creation a dedicated Training function within LPEA
- Enhance member communication, notably through the new LPEA website ([www.lpea.lu](http://www.lpea.lu)) as well as periodic member events

A number of initiatives have already been developed during the first quarter, which we share with you in this Newsletter.

In alignment with the above objectives, our Technical Committees have determined their work programs for the year. Their objectives address important subject matters that shall contribute to further improve Luxembourg's competitive position for the industry, with the AIFMD and sectorial laws, and related tax provisions taking center stage. We will share details with you in due time.

Finally, LPEA will further increase its visibility and efforts to contribute to Luxembourg's development through a closer collaboration with ALFI and Luxembourg for Finance.



*Hans-Jürgen Schmitz*  
President of the LPEA

## Events

### ■ 8 May 2012

Launch of IFBL course sessions on Private Equity Investment Funds Professional Certification, [www.ifbl.lu/training-offer/peif-professional](http://www.ifbl.lu/training-offer/peif-professional)

### ■ 14 May 2012

LPEA AGM Banque de Luxembourg

### ■ 2 June 2012

LPEA Board of Directors meeting

### ■ 13 June 2012

LPEA Road Show in Munich

### ■ 29 June 2012

LPEA Road Show in Frankfurt

## Letter from SuperReturn 2012

### LPEA and ALFI joint exhibitor at Super Return in Berlin

LPEA and ALFI joined forces to be present at the Super Return Conference in Berlin from 28 February to 2 March 2012. With a newly created stand, LPEA and ALFI attracted numerous interested conference participants and informed them about the jurisdiction. As it equally served as a meeting point for the Luxembourg participants, those interested in the jurisdiction had no problem finding knowledgeable representatives of the Luxembourg PE industry.

Paul Junck, managing director of LPEA, and Alexander Fischer, an ALFI representative were present at the stand. GP representation came from Genii Capital and Mangrove Capital Partners, with many LPEA members populating the stand to answer conference attendees' questions. The dialogue demonstrated that Luxembourg is an increasingly important jurisdiction in domiciling PE funds.

As ALFI and LPEA members were able to benefit from a discounted conference registration fee, which considerably increased the attendance of Luxembourg LPEA members.

Equipped with LPEA's flyers and brochures "Private Equity in Luxembourg", member directory and the newly launched website [www.lpea.lu](http://www.lpea.lu), LPEA was able to show that it is representing Luxembourg in a professional way.

On the first day of the conference, the Luxembourg ambassador in Germany, Mrs. Martine Schommer, visited the LPEA stand

to obtain a better understanding of the PE industry, the relevance of this industry to Luxembourg and the role of LPEA. Hans-Jürgen Schmitz, president and Paul Junck, managing director of LPEA, were able to provide her with information and answer her questions.



Needless to say that many Luxembourg representatives used the conference not only for networking but also to visit potential clients in Berlin, a place where many start-up tech firms are setting up their business. In addition to that, many attendees enjoyed the humming atmosphere of Berlin: the place to be!

Unanimous consensus among the members of LPEA was that the conference was a success and that LPEA should be present again in 2013.

Anja Grenner  
*Associate LPEA Member*

## LPEA's Website Undergoes a Facelift

### Upgraded website is now live!

On 29 February, 2012, at the same time LPEA was inaugurating its common booth with ALFI at SuperReturn 2012, LPEA launched its new website at [www.lpea.lu](http://www.lpea.lu). This new market facing tool for the association is a result of several months of content and design nurturing process.



Besides the standard LPEA Governance section that was the core of the previous association web presence, visitors are now provided with a straight forward presentation of why Luxembourg is a destination of choice for Private Equity and Venture Capital. Most of the legal, tax and statistical data have been extracted

from the association's previous work. In addition, the new website provides a knowledge section to key industry documentation, focused industry RSS feeds from EVCA, the Financial Times and Reuters. On an interactive point of view, visitors now will have access to LPEA newsletters and to LPEA and the Private Equity industry key events, taking place not only in Luxembourg but in Europe.

A members-only extranet area will soon be deployed, allowing LPEA Technical Committee members, Executive Committee members and Board representatives to share working documents and participate in the exchange of key resources to make [www.lpea.lu](http://www.lpea.lu) a reference site for all practitioners and professionals of the Private Equity industry.

Bertrand Manhe,  
*Full LPEA member and co-chair of LPEA's Promotions Committee*

## About LPEA

LPEA is a non-profit organization serving a threefold mission:

- Towards its members, represent and promote the interests of Private Equity and Venture Capital players based in Luxembourg.
- Towards Luxembourg, support government and private initiatives to enhance the attractiveness, competitiveness and efficiency of the Luxembourg economic, legal, regulatory and operational framework as an international hub for carrying out Private Equity and Venture Capital business and / or servicing the industry in all its dimensions.
- Towards the European Venture Capital and Private Equity Association (EVCA) and other relevant international industry bodies, represent the interests of the members of the LPEA and the industry as well as Luxembourg as a place for doing Private Equity and Venture Capital business.

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