



Ambassade
de la République de Pologne
à Luxembourg



GRAND-DUCHÉ DE LUXEMBOURG
Ambassade en Pologne



LUXEMBOURG-POLAND BUSINESS CONFERENCE

CALL FOR START-UP'S / FINTECH & REGTECH

WEDNESDAY, 12th OF DECEMBER & THURSDAY, 13th OF DECEMBER 2018

1

Luxembourg-Poland Chamber of Commerce (further: LPCC) in close cooperation with the Polish Embassy in Luxembourg, the Luxemburgish Embassy in Poland, the Luxembourg House of Financial Technology as well as sponsors and partners is organizing:

Luxembourg-Poland Business Conference

LPCC is looking for Polish start-ups active in the area of Fintech & Regtech (see description on page 4 & 5)

The best ten start-ups from Poland will be chosen from application forms submitted to info@lpcc.lu latest by the 30th of September 2018.

Important: LPCC is looking for start-ups with already existing clients and full time employees.

LPCC, thanks to his sponsors, will be able to cover the travel and hotel cost estimated by 500 EURO pro start-up.

Finally, the ten best start-ups will be pitching in front of investors, fund managers, Venture Capitalists, Business Angels and sponsors in order to win the first three prizes for the best and already working start-up idea.

Thanks to LPCC's media partnerships, Polish newspaper "Rzeczpospolita" as well as the Luxemburgish press, radio and TV will cover all our activities before, during and after the conference.



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About Luxembourg and the conference:

Luxembourg is the second biggest investment fund centre in the world (after the United States). It is one of the biggest financial centres worldwide and the next finance “place to be” after Brexit.

With over 140 banks from around the globe and 50% of population without Luxemburgish passport, the Grand-Duchy of Luxembourg is a model of economic success in niche sectors like e.g. Space Mining, Satellites, Banking & Finance and Logistics.

The Luxembourg-Poland Business Conference will target particularly the areas of fund management, banking, insurance and capital markets.

The financial sector and related activities represent more than 25% of Luxembourg's GDP and the Luxembourg government has now made a clear commitment to the Fintech & Regtech sector as a spearhead for the development of the financial sector.

The companies present in the market value positively the existence of a favourable environment for the development of new financial products. Among the factors that make this happen are:

- The existence of a regulator that closely follows the steps of companies wishing to put a new product on the market
- An ecosystem where actors and their proximity encourage actors in the sector to interact and be interested in maintaining a good reputation as individual and country assets.

Objective of the conference: to facilitate contact between Polish start-up companies developing or providing products or services related to the financial technology sector and Luxembourg private sector counterparts.

Polish companies can easily expand their European activities from Luxembourg using the countries multilingual and multinational workforce, the reputation of Luxembourg as THE finance place as well as the proximity to the government, local and international businesses and decision makers.



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This one-day event is divided in two parts: the first part will give an overview of the sector by Luxembourg institutions such as Luxembourg House of Financial Technology, Ministry of Economy, LuxInnovation including the pitching session for start-up's and the second part will be the conference itself (see the conference agenda on page 7).

Page |
3

About Luxembourg-Poland Chamber of Commerce

Luxembourg-Poland Chamber of Commerce, LPCC, founded in Grand-Duchy of Luxembourg in 2012, is a non-profit organisation facilitating vibrant business-to-business relations between Poland and Luxembourg. With over 40 corporate and over 60 private members LPCC is one of the biggest multilateral chambers in Luxembourg.

Every year LPCC is aiming around 8-12 business events mainly in Luxembourg, some of them are taking place also in Poland. All of those activities are conducted in English.

LPCC's over yearly business events are attended by 40 to 250 guests from Luxembourg and Poland as well as from other nationalities being based in both countries.

LPCC has established during the years of his existence, very good relationships with not only their corporate and private members, but also with both embassies (Polish in Luxembourg and Luxemburgish in Poland) as well as with other business chambers based in Luxembourg and in Poland.

See our latest publication: <http://lpbc.lu/media-center/lpbc-magazine/>

See our corporate members: <http://lpcc.lu/category/corporate-members/>

See our LPCC Board and our Advisors: <http://lpcc.lu/about-us/board-team/>



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SELECTION OF START-UP'S REQUIRED AREAS OF ACTIVITY

FinTech & RegTech

Adapted for private banking industry, funds industry, wealth manager, insurers, retail banking

- Blockchain solutions as facilitator of working with clients (B2B / B2B2C / B2C)
- Robo advisor / Artificial Intelligence (... *do better, quicker and cheaper* ...) , including global access to the international markets
- Blockchain solution for costs optimization and faster executions
- Blockchain for Funds industry & Blockchain for Fundraising (ex. ICO versus traditional fundraising; equity token offering / ETO)
- Tokenizing company's shares (could be interesting for funds' industry, corporate banking)
- Security of cash flows – KYT Due Diligence
- Pair to pair currencies payments (for international clients)
- Payments solutions for private banking industry (what could be different ...)
- MIFID : Investment Profile and Risk' Appetite determination
- MIFID : Investment solutions respecting MIFID regularization
- MAR : markets protection / how to secure financial markets and avoid manipulations
- Cybersecurity : feat and trust as foundation of RegTech/FinTech
- Cybersecurity & Protection of data (private', corporate' and all other kind of data)
- Customers : how to protect them but also open the access to the global markets

Page |
4



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- KYC & Due Diligence for banks and companies
- KYC & Due Diligence for regulators (KNF, CSSF)
- Audits : how to facilitate annual reporting
- Compliance in general (AML; fight against terrorism)
- Regularization of transactions / financial markets

Page |
5

In order to apply for being selected among ten best start-up's / ideas from Poland, please see the Factsheet Fintech & Regtech in the attachment.

All applications has to be sent by 30 of September 2018 to info@lpcc.lu

The final selection will be closed on 31st of October 2018.



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TIME SCHEDULE

WEDNESDAY, 12th OF DECEMBER & THURSDAY, 13th OF DECEMBER 2018

Page |
6

WEDNESDAY, 12th OF DECEMBER 2018

- 16.00 – 18.00 P.M. – Free of charge training on “Pitch your start-up” for ten best start-up’s from Poland at “Luxembourg House of Finance and Technology” (short: LHoFT) based at House of Start-up’s in the City of Luxembourg

THURSDAY, 13th OF DECEMBER 2018

- 11.00 – 12.00 A.M. – Welcoming reception by Polish Ambassador for the participants from Poland at the Polish Embassy in Luxembourg
- 12.00 – 13.30 P.M. – Lunch for the participants from Poland at The Office
- 13.30 – 14.00 P.M. – Transfer LHoFT
- 14.00 – 14.45 P.M. – Get to know Luxemburgish economic environment for start-up’s presented by Luxembourg for Finance (LFF); LHoFT; Luxinnovation and Luxemburgish Business Angels
- 14.45 – 15.00 P.M. – Coffee break
- 15.00 – 17.00 P.M. – Pitch your start-up (maximum 5 minutes) in presence of Luxemburgish Banks, Investment Funds, Private Equity, Business Angels etc.



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CONFERENCE (THURSDAY, 13th OF DECEMBER 2018)

- 17.00 – 17.30 P.M. – Transfer to the Chamber of Commerce
- 17.30 – 18.00 P.M. – Snacks at the Chamber of Commerce / Welcoming guests
- 18.00 – 18.20 P.M. – Opening of the Luxembourg-Poland Business Conference by Polish Ambassador / Ministry of Innovation and Development of Poland / Ministry of Technology and Entrepreneurship of Poland / Director of the Chamber of Commerce / President of the Luxembourg-Poland Chamber of Commerce
- 18.20 – 18.40 P.M. – Inspiring Speech by an invited speaker on Start-ups: Fintech / RegTech / Cryptocurrency / Data Protection from Poland
- 18.40 – 19.30 P.M. – Panel Discussion around “Fintech / RegTech / Cryptocurrency / Data Protection Luxembourg-Poland” moderated by Nasir Zubari from Luxembourg House of Financial Technology (tbc). Participants of the panel discussion (tbc): representatives of major players in finance, legal, funds, and other sectors to be confirmed soon
- 19.30 – 19.40 P.M. – Closing remarks by Nicolas Mackel from Luxembourg for Finance (tbc)
- 19.40 – 19.55 P.M. – Short Concert of Polish Christmas Songs
- 19.55 – 22.00 P.M. – Networking Event at the Chamber of Commerce (wine & cheese)

Page |
7