



Association des Banques et Banquiers, Luxembourg  
The Luxembourg Bankers' Association  
Luxemburger Bankenvereinigung

# Luxembourg EAM Business Dashboard

## DEFINITIONS

March 2023



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1. Reportable Assets
2. EAM servicing staff

# 1. Reportable assets should be defined by the following conditions:

- The reported data should include all assets, booked within your Luxembourg custodian bank... and exclude any assets booked within your European branches.
- The reported data should include all accounts opened in the name of a private person, life insurance policy or other private wealth planning structure (SPF, financial holding company)... and exclude any accounts opened in the name of institutional or global custody clients.
- The reported data should include any accounts that are managed on a discretionary or advisory basis, by a third party, independent, professional, asset manager (EAM) licensed to authorize such a profession by a Luxembourg, EU, or other regulator, or affiliated to a self regulating organization... and exclude any accounts that are managed by your bank, or another bank affiliate within your group.

# 1. Reportable assets should be defined by the following conditions:

- It is left to the participating bank's discretion to include in the reported data any accounts that are technically not within the scope, i.e. no mandate to a third party was given, but still to be considered within the range of EAM business (for example technical accounts, loan accounts... ).
- EAM location is defined by the registered domicile of the EAM entity.
- Beneficial Owner domicile is defined by the registered address of the BO determined by the Bank.

## 2. EAM Servicing staff (mapping the number of Luxembourg bank employees that are working exclusively - or dominantly - with EAM, in an EAM facing function)

- **Sales and Business Development** : all employees whose job description is to the develop the EAM business, either through acquiring new EAM or through developing existing EAM relationships through additional account openings and/or revenues.
- **Client Relationship Mgmt** : all employees who support EAM on a day to day basis, and mainly in terms of legal, tax, senior relationship and high level support.
- **Client Operations Mgmt** : all employees who support EAM on a day to day basis, and mainly in terms of trading, operations, reporting, trouble shooting and other support.
- Depending on the organization of the bank, employees might have hybrid functions, and a mix of different categories. In that case, we suggest that the participating banks break down the number of equivalent full time employees by category on an approximate, and best effort, basis.