

Luxembourg EAM Business Dashboard

DEFINITIONS

(as of 30/06/2020)

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 a third party, independent, professional, asset manager (IAM) 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.

Reportable assets (continued)

- 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 IAM business (for example technical accounts, loan accounts...).
- IAM location is defined by the registered domicile of the IAM entity.
- Beneficial Owner domicile is defined by the registered address of the BO determined by the Bank.

IAM Servicing staff (*mapping the number of Luxembourg bank employees that are working exclusively (or dominantly) with IAM, in an IAM facing function*)

- **Sales and Business Development** : all employees whose job description is to develop the IAM business, either through acquiring new IAM or through developing existing IAM relationships through additional account openings and/or revenues.
- **Client Relationship Mgmt** : all employees who support IAM 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 IAM 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.