

Cross-Border Distribution Conference 2023



Justin Griffiths, *Partner*, Deloitte Luxembourg - **Jérôme Wigny**, *Partner*, Elvinger Hoss Prussen - **Yuri Bender**, *Editor-in-Chief*, *Professional Wealth Management (PWM)*, Financial Times

Elvinger Hoss Prussen, with the support of FT Live, hosted the eleventh annual Cross-Border Distribution Conference at the European Convention Center in Luxembourg on Thursday, 25 May 2023.

"The aim of this full-day conference was to discuss a few key topics for the investment management sector. We are very happy to have hosted this year's conference exclusively

*onsite to bring back the dynamic networking element to the conference and connect with the Luxembourg fund industry” explained **Jérôme Wigny**, Partner at Elvinger Hoss Prussen and host of the conference. “Luxembourg remains a leading centre for cross-border distribution of investment funds. The annual Cross-Border Distribution Conference has become a key forum for fund professionals within and outside Luxembourg to share insights on the regulatory agenda and address challenges and opportunities the fund industry is currently facing.”*

Competing in a new landscape – how can Luxembourg differentiate itself?

By implementing a robust regulatory framework that ensures transparency and helps build trust among investors, Luxembourg can continue to attract a diverse range of stakeholders globally and grow the vibrant investment community that already sets it apart from competitors.

“Luxembourg has an opportunity to capitalise on its advantages and differentiate itself in this new landscape” says Justin Griffiths, Partner and Regulatory Consulting Leader at Deloitte Luxembourg, Global Sponsor of the 2023 conference. “We need to recognise our strengths of having foresight and being agile and use them to our advantage. With the right strategy and by developing an enhanced client-focused perspective, we can unlock the potential of these new opportunities for Luxembourg and build on our leadership position in the industry.”

Is ESG ripe for reform or just simply evolving?

A prominent topic on the agenda was the growing importance of environmental, social, and governance (ESG) factors, and how they will shape the future of the investment market. The panel discussed using sustainable finance to attract investors and implementing additional regulations to address greenwashing.

“Embracing sustainable finance opens the door to unlocking new avenues of growth, innovation, and investment, while addressing pressing global challenges such as climate change, inequality, and resource depletion,” says Sergio Venti, Partner at Deloitte Luxembourg.

The debate provided valuable insights into responsible stewardship and determining the most effective approach to achieving expected outcomes and meeting mandated outputs.

Fund and ELTIF reforms: Will they open up private markets to retail customers?

With the publication of the amendments of the European Long-Term Investment Fund (ELTIF) regulation last February, a new era of long-term investments – that many call “ELTIF 2.0” – is about to start. What are the key advantages and disadvantages for asset managers and investors?

“There is no doubt that the proposed changes to the rules applicable to ELTIFs and Part II funds are timely, especially as the appetite for alternative assets is growing amongst non-professionals.” explained Jérôme Wigny, Partner at Elvinger Hoss Prussen and host of the conference. “Although ELTIF 2.0 will only be available in January, the industry is very positive as most of its comments have been taken into account in the reform. Hopefully, the market will consider ELTIF as a label; it will then become successful.”

Fund tokenization and digital custody – has the future arrived?

Tokenization is already being practically applied within the asset management and custody sectors, but teems with new demands to meet the current economy. Asset managers are exploring ways to tokenize collective investments, allowing investors to hold digital tokens representing their shares or stakes in various assets. This insightful panel examined how digitisation will enable faster and more efficient transactions, will reduce administrative burdens, and could enhance transparency by providing real-time access to investment data.

The conference programme was complemented by keynote speeches, panels, and interviews on diverse fund-related subjects. For more information about the Cross-Border Distribution Conference, please visit: www.cross-border.lu.

Event gallery











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