



○ LUXEMBOURG,
YOUR EUROPEAN eBUSINESS PLATFORM



THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG

luxembourg
for business

proud to promote | ICT



Luxembourg, your European eBusiness platform

In today's competitive world, the ability to accurately assess the attractiveness of countries or markets has become increasingly important for companies operating on a global scale.

What makes Luxembourg stand apart is the fact that it manages to combine a unique series of assets:

- State-of-the-art infrastructure
- Top legal, financial and technical skills
- Trust and security centre
- Business-oriented regulatory framework
- Pro-active and business-supportive Government
- Political and social stability
- Commercial neutrality
- Multilingualism
- Excellent quality of life
- Central location in Europe

Prime location for eBusiness

Home to the stars of the eBusiness sector, Luxembourg hosts Amazon.com, iTunes, eBay, PayPal, Vodafone, Rakuten, Skype and many other ICT companies which selected the Grand Duchy as a platform to access worldwide markets. RTL Group, today Europe's leading broadcaster, and SES, the world's pre-eminent satellite operator, were born in Luxembourg and still operate from there.

Having a listening and responsive Government played an important role in the setting-up of these projects.

With its first-class infrastructure and telecommunication networks, as well as a culture of trust and security reflected by an appropriate legal framework, Luxembourg thrives as the ideal place to serve as a global hub for:

- digital content distribution (music, video, games)
- electronic data archiving and management
- online selling platforms
- communications services
- cloud services (SaaS, PaaS, IaaS)
- electronic payment systems
- support services

With almost 500 million consumers, the European Union qualifies as one of the world's most attractive consumer markets. Choosing the right location, therefore, is the key to success in global European business. Luxembourg is the perfect gateway to these major European multimedia, communications and IT markets.



State-of-the-art infrastructure

○ Outstanding connectivity

Luxembourg is ideally located between the main European data traffic exchange centres. The country is connected via secure and redundant high-capacity fibre optic networks to London, Amsterdam, Frankfurt, Brussels, Paris and Strasbourg, with very low latency rates.

National and international high-speed connections are available from a multitude of renowned providers.

Connectivity prices are very competitive.

Ultra-high bandwidth

The Government's strategy for the next generation Internet networks foresees an ambitious roll out of "ultra-high" broadband all over the country, bringing between 100 Mbps and 1 Gbps to the population by 2013.

The country offers "ultra-high" bandwidth business zones with a guaranteed redundant fibre access.

LU-CIX Internet exchange

LU-CIX is the Luxembourg Commercial Internet exchange point. Carriers available at LU-CIX rely on generously dimensioned lines that offer improved roundtrip times. The traffic routes through Luxembourg are thus not overbooked or congested. Thanks to its proximity to other international Internet hubs, LU-CIX presents a smart alternative to established Internet exchange points.

○ First-class data centres

Luxembourg can boast one of the best data centre parks in Europe.

A network of operators with leading-edge infrastructure and technology offers a full range of data processing services at high quality levels.

Many major public and private players have established their data centres in Luxembourg, including the European Commission and many financial institutions.

The majority of data centres are recent constructions and offer Tier IV or Tier III service level.

Data centres in Luxembourg cater for the most demanding needs, with fully redundant subsystems (power, cooling and components), controlled access zones, competitive energy prices and guaranteed power supply.

Environmentally speaking, high-end data centres comply with energy-saving measures to help reduce CO₂ emissions.

All data centres provide a wide choice of fibre optic providers.

It comes, therefore, as no surprise that Luxembourg was officially declared the second most developed ICT nation by the International Telecommunication Union (2010).



Trust and security

Luxembourg has very high security standards driven by the security needs of the financial sector.

Protecting data is essential when it comes to electronic business. Sensitive data requires physical (redundancy, resilience, emergency recovery...), electronic (encryption, digital signing, ...) and legal protection.

All these aspects are strongly rooted in the Luxembourg legal system, while ensuring a high degree of business efficiency. Free choice of cryptography techniques is ensured.

Luxembourg data centres follow maximum security requirements and offer closed-loop control systems through their bandwidth suppliers. Luxembourg implemented a highly resilient local loop interconnecting national and international telecom operators to insure a stable and high speed access to the Internet.

Information security and high performance telecommunication networks figure among the core research priorities of the National Research Fund. These national priorities are implemented at university and public research centre level.

○ LuxTrust

LuxTrust S.A. is a national certification authority between the Government and major private sector players. Luxembourg was the first European country with a national Public Key Infrastructure, providing online certification both for e-government applications and for the private sector (e-banking, e-commerce, etc). LuxTrust helps meet a need for increased security in electronic commerce through the adoption of standards recognised worldwide.

○ University of Luxembourg

The Interdisciplinary Centre for Security, Reliability and Trust (SnT) at the University of Luxembourg contributes to establishing Luxembourg as the European centre of excellence and innovation for secure, reliable and trustworthy ICT systems and services. The interdisciplinary approach is essential, taking not only technical aspects into account, but also addressing business, human and regulatory issues.

The research unit Laboratory of Algorithmics, Cryptology and Security (LACS) is part of the Computer Science and Communication Research Unit of the University of Luxembourg. It focuses on cryptography, building secure public-key cryptosystems, systems and network security and information security management.

○ IT for the financial sector

The specific "Professional of the Financial Sector (PFS)" statute is granted to service providers that deliver operational services to financial institutions. This ensures the high quality of services and professional confidentiality required in the sector and guarantees secure and confidential processing of client information.

○ CASES

The Government plays a major role in strengthening user confidence through its CASES awareness campaigns (Cyberworld Awareness and Security Enhancement Structure). The initiative was established in order to inform SMEs and end users about security of information systems and communications and to ensure the daily monitoring of threats and vulnerabilities. CASES provides a network operating in the area of outreach and prevention for the establishment of a common Internet security culture.

Financial support

○ Project funding

Venture capital schemes and significant funding from private investment funds and banks, often set up with specific objectives, support IT-, media- and eBusiness-related projects.

Medium-, long-term loans and equity stakes from the National Credit and Investment Corporation (SNCI) are also available.

○ Public incentives

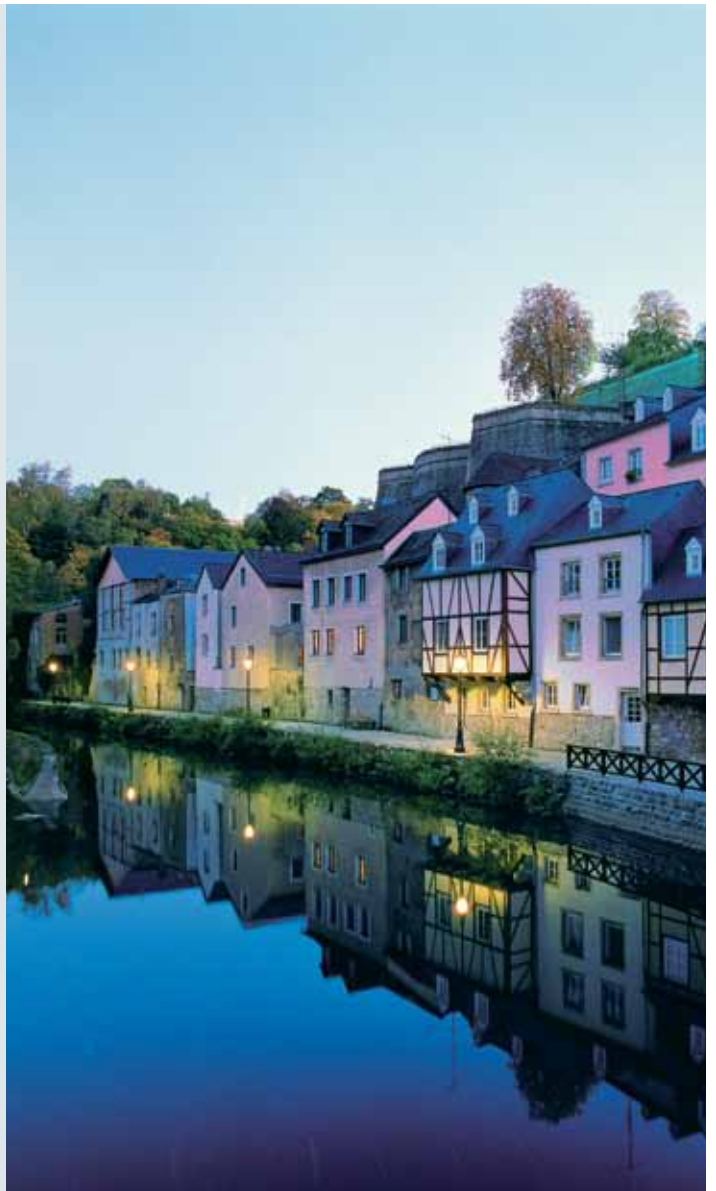
Public incentives may complement equity and bank financing and are available for:

- small and medium-sized companies
- research, development and innovation
- environmental protection and renewable energies
- regional areas

Innovative start-ups can be incubated in publicly owned facilities in order to foster their development.

○ Rewarding IP regime

Luxembourg offers a well designed legal and fiscal framework for intellectual property rights. Revenues generated from the use of licensing of a design or model, software copyright, patents, or trademark may benefit from an 80% tax exemption.



Why Luxembourg?

○ Exceptional business environment

Far-sighted and deliberate pro-business policies have enabled Luxembourg to successfully meet the challenges of economic change over the past decades. Today the Grand Duchy enjoys one of the highest standards of living in Europe, low inflation and unemployment rates, competitive corporate and personal income taxes and a balanced budget.

A free market approach gives businesses broad freedom of action. As a small country Luxembourg cherishes pragmatism and flexibility. Access to decision makers is easy. Tailor-made solutions for investment, research and development are found in close contact with the business community.

○ Wealth of expertise

Luxembourg has one of the highest proportions of IT specialists among its active population. It also ranks among the world leaders with regard to the proportion of telecommunication workers in the labour force.

The local ICT market offers a skilled multicultural and multilingual workforce.

Companies can draw upon a wide range of business services, including the substantial presence of major audit, accounting and consulting firms, as well as internationally-oriented law firms, IT suppliers and service providers.

○ Social and political stability

Public policies are characterised by predictability and continuity between successive governments. Social conflicts are avoided by regular consultations between the various social partners and the Government. These are just some of the reasons why there has hardly been a strike in almost a century.

○ Resolute European vocation

Luxembourg is a founding member of the European Union and home to numerous European Union institutions, i.a. the European Court of Justice, the European Investment Bank and the Secretariat of the European Parliament.

The presence of these European institutions provides the benefits of international expertise to the country and its economy and involves Luxembourg closely in the European decision-making process.

○ A perfect place to live

Luxembourg has more to offer than business assets. It is a welcoming place to live and offers an exceptional range of advantages when it comes to quality of life.

Luxembourg City offers the vibrant, cosmopolitan atmosphere of a European capital and yet is only a few minutes away from sweeping forests, splendid views and picturesque historical sites.

At a cultural level, Luxembourg offers first-class theatre, music and cinema programs. A new philharmonic hall and a museum of modern art have just recently opened their doors.

Luxembourg regularly ranks among the world's top cities for personal safety and security.

Located in the heart of Europe between Germany, France and Belgium, Luxembourg provides rapid access to numerous European destinations by air, rail and road. Many European capitals such as London, Paris or Amsterdam are just one hour away.

Luxembourg offers a wide range of international schools.

Multilinguism also figures among Luxembourg's numerous natural assets. English is widely spoken. French and German are official languages, besides the national language, Luxembourgish.

Contact us

In Luxembourg

Ministry of State
Media and Telecommunications Department
5, rue Large
L-1917 Luxembourg
Grand Duchy of Luxembourg
Tel. +352 247-82176 | +352 247-86711
Fax. +352 47 56 62
info@l4ict.lu
www.investinluxembourg.lu/ict

Throughout the world

Luxembourg has a broad network of representatives in more than 150 locations worldwide which can support you in doing business from and with Luxembourg. To consult the network of Trade and Investment Offices, go to the website at www.investinluxembourg.lu/international_network

Useful links

Luxembourg for Business

www.luxembourgforbusiness.lu

*Ministry of the Economy and Foreign Trade
(Invest in Luxembourg)*

www.investinluxembourg.lu

Luxembourg for Finance

www.lff.lu

*FEDIL, the representative professional association for
Luxembourg industry, construction and business services*

www.fedil.lu

Luxembourg Chamber of Commerce

www.cc.lu

CLC, the Luxembourg Commerce Confederation

www.clc.lu

American Chamber of Commerce in Luxembourg

www.amcham.lu

*Luxembourg's State Investment Bank, the National Credit and
Investment Corporation (SNCI)*

www.snci.lu

Financial Sector Supervisory Commission

www.cssf.lu

*Technoport Schlassgoart, an Internet,
IT and new media incubator*

www.technoport.lu

Luxembourg Portal for innovation and research

www.innovation.public.lu

Public Research Centre Henri Tudor

www.tudor.lu

Public Research Centre Gabriel Lippmann

www.crppl.lu

Luxembourg's National Tourist Office

www.ont.lu

The University of Luxembourg

www.uni.lu

The Luxembourg Commercial Internet exchange Point Lu-cix

www.lu-cix.lu

*The Luxembourg Cyberworld Awareness and Security
Enhancement Structure (CASES)*

www.cases.lu

The national certification authority

www.luxtrust.lu

«There is no better place to find motivated and mobile employees with great language skills and a Government supportive of business. Luxembourg offers an excellent location to reach our customers and main business partners in Europe.»

Carsten Dierksen
Managing Director

iTunes Europe

«We were global from Day One from Luxembourg.»

Josh Silverman
President

Skype

«It greatly helps to have a small Government, a pro-business Government that is small enough to be responsive to your needs and understand the ways in which the Internet is transforming traditional industries.»

Renier Lemmens
CEO

PayPal Europe

«Luxembourg is a great place to bring in companies. Our companies tend to find it easy to address the right people in the right places because the country is essentially run fairly flatly.»

Gerard Lopez
Co-Founder and Managing Partner

Mangrove Capital Partners