



# Asset Managers

[ Service offer ]

Independent asset managers have always been major players in the field of wealth management. The close ties they maintain with their clients are not only based on performance but also, and mainly, on trust. It is only natural therefore that they demand to work with a custodian bank that they can truly rely on.

## Not only a custodian bank

At ING Luxembourg, we understand that asset managers want a reliable partner and not just a custodian bank. A partner that understands the asset managers and their clients' needs and has the level of expertise to meet them. A partner that completes the service asset managers provide to their clients.

With ING Luxembourg, you can offer more added value to your clients

Custodian bank offer	Extra services offered by ING Luxembourg
<ul style="list-style-type: none"> <li>› Account opening</li> <li>› Access to the major stock exchanges and markets worldwide (already more than 40 markets available)</li> <li>› All-kind of financial investments (already more than 40 000 different assets in the Securities database)</li> <li>› Order execution for orders placed through the ING broker network</li> <li>› Order settlement for orders placed outside the ING broker network</li> <li>› Mid and Long term deposits</li> <li>› Flexible cash optimization products</li> <li>› Cash and securities reporting</li> <li>› Electronic banking</li> <li>› Flexible management of fees and rebates</li> </ul>	<ul style="list-style-type: none"> <li>› Access to ING Group research (equity and bond markets)</li> <li>› Visa cards</li> <li>› Financing of securities portfolios</li> <li>› FX hedging</li> </ul>
	<p><b>And for your exclusive clients* advice on</b></p> <ul style="list-style-type: none"> <li>› Wealth and Tax planning</li> <li>› Estate planning</li> <li>› Financing of exclusive Real Estate &amp; Yachts</li> </ul> <p>* Clients with assets above 1 million EUR</p>
<p><b>A dedicated Customer support team at <a href="mailto:fi@ing.lu">fi@ing.lu</a></b></p>	

### Your partner ING will commit to:

- › Reactivity
- › Flexibility
- › Reliability
- › Transparent tariffs
- › Expertise

## Dedicated teams and specialists

A fully dedicated team is responsible for managing your clients' accounts, executing your orders and assisting you in all administrative tasks.

Assign these tasks to us and use your valuable time on the relationship with, and advice to, your client.

*Luxembourg has an excellent track record of fast and efficient order execution as well as an easy and smooth account opening process.*

### Open Architecture

Willing to always offer the most relevant product and service to your clients, ING Luxembourg works on an “open architecture” model.

That means that you are free to work with our brokers or to choose your own. In the latter case, ING Luxembourg will do the settlement of your transactions.

### Life Insurance

Should your client choose to invest in a life insurance portfolio, ING Luxembourg is an excellent choice of custodian bank. We are a leader in the market, with multiple insurance companies already connected to us and our systems, allowing a fast and straightforward process for opening accounts.

### ING Financial Research

As your partner, we will give you access to a multitude of studies and economic analysis.

This always up-to-date financial research database is composed of: publications, analysis and forecasts and is edited by ING group specialists who follow closely the world's markets and companies.

### Reporting and online tools

It is vital for your business to always have a view on your clients' assets. This is why you have access to state-of-the-art reporting and online tools:

- › Triple A
- › Portfolio Reporting
- › Multiline

These online tools are available at anytime, from any location and the connection is **completely secure**.

In other words, you have easy access to all the tools you need, from any computer.

## Your own attractive Corporate Account

Your own company can also benefit from the numerous attractive products and services offered by ING Luxembourg. Among the services offered you will find:

- › Cash management
- › ebanking
- › Swiftnet connectivity
- › Direct debits/standing orders
- › Account structures, payments and collections
- › FX transactions
- › Flexible cash optimisation products
- › Pooling structures
- › Cross-border transfers
- › Car Leasing
- › Bank guarantees
- › Visa Cards
- › The Corporate Package for your employees

And always  
the dedicated  
Customer  
support team  
at [fi@ing.lu](mailto:fi@ing.lu)

## Relationship Management

**Nicolas Bernhardt**

+ 352 44 99 5164  
nicolas.bernhardt@ing.lu  
fi@ing.lu

**Vincent Ginet**

+352 44 99 4153  
vincent.ginet@ing.lu  
fi@ing.lu

**Athanassios Mirlis**

+352 44 99 9714  
athanassios.mirlis@ing.lu  
fi@ing.lu

**Julien Pochet**

+352 44 99 4536  
julien.pochet@ing.lu  
fi@ing.lu

## Account Management

**Philippe Halter**

+352 44 99 3360  
fi@ing.lu

**Laurent Kehrer**

+352 44 99 2830  
fi@ing.lu

**David Oukkal**

+352 44 99 3341  
fi@ing.lu

**Laurence Seban**

+352 44 99 5782  
fi@ing.lu

## Business Development

**Sarah Vanden Bulcke**

+352 44 99 3300  
sarah.vandenbulcke@ing.lu

**Ricardo de Sousa**

+352 44 99 3684  
ricardo.desousa@ing.lu

## Management

**Damien Degros**

Head of Wholesale Banking  
+ 352 44 99 4800  
damien.degros@ing.lu

**Christianne de Roy**

Head of Financial Institutions  
+ 352 44 99 4620  
christianne.deroy@ing.lu

### Disclaimer

1. The material contained in this document is for information purposes only and is subject to change at any time without notice. The present document shall not be considered as a recommendation or advise having any legal enforcement.
2. While reasonable care and effort have been taken to prepare this document, ING Luxembourg S.A. does not make any express or implied representations or warranties as to the accuracy or completeness of the information that is mentioned in this document and does not accept (nor any other company within the Group ING, their officers, directors or employees) any liability for any loss whatsoever, direct or indirect, arising from the use of such information and/or recommendations contained therein.
3. All rights reserved. No part of this document may be reproduced, stored in a retrieval system or transmitted in any form or by any means, mechanical, photocopying, recording or otherwise without the prior permission of ING Luxembourg S.A.
4. Authorised and under the control of the CSSF (Commission de Surveillance du Secteur Financier), 110, route d'Arlon, L-2991 Luxembourg, tél. +352 26 25 1-1