

1<sup>ST</sup>  
EDITION

# PRIVATE LIFE INSURANCE

Handbook coordinated by **Marco Caldana** and **Francesco Bruno**

## MADE IN LUXEMBOURG

In cooperation with

  
**PHILIPPE & PARTNERS**  
avocats - advocaten - law firm

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Striving to excellence means challenge, not only with others but also with ourselves. This is the reason why six months ago we set ourselves the goal of publishing our first Private Life Insurance book in collaboration with other professionals of the Private Life Insurance industry. We have gone through a long, challenging, but undoubtedly necessary journey, in order to spread the knowledge on one of the key sectors of the Luxembourg industry as well as the industry on which FARAD International has decided to base its business since its establishment, 16 years ago.

After these effortful six months, it is my pleasure to present our first publication on the Luxembourg Private Life Insurance, which, given the aroused enthusiasm, will be followed by future editions, following the evolution of the regulatory landscape and the consequent products innovations.

The topics we have chosen encompass the current regulatory environment, given the important wind of change that we are witnessing, and the analysis of some of the major European insurance markets, which are the main recipients of the Luxembourg insurance offering.

To achieve this goal, we have decided to entrust the writing of the chapters to some of the most important international operators who have offered us a precious internal vision of their respective home markets. I take this opportunity to thank all those who have agreed to face this challenge together with us by providing the readers with their knowledge and expertise. Thanks to the commitment of the authors, we have managed to wrap up a project, which usually requires much longer processing times in a reduced time frame. Each contributor chose a market close to his heart to which he dedicated an entire chapter, dealing with the most leading and relevant themes.

Our role has been that of creators and coordinators of this great intellectual effort in order to present to the readers an interesting, smooth and useful

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**In the ever-evolving scenario of Private Insurance market, this book offers some important readings about the possible evolutions of unit linked policies** in the private banking sector, grasping market trends and evolutions and emphasizing, for example, the essential features of more and more sophisticated contracts. In the first part of the book, the reader will find an in depth analysis of the European and Luxembourg regulatory environment for what concerns the life insurance sector. In the second part of the book, he will find an analysis of some of the most important insurance markets, broken into chapters, and in the last part, the reader will enjoy a selection of case studies and articles on specific themes related to what has been exposed in the previous pages.



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