

FOR SINGAPORE ACCREDITED INVESTORS ONLY.

# SILK LIFE PLAN

PRODUCT BROCHURE



SINGAPORE

A WEALTH *of* DIFFERENCE

utmost<sup>™</sup>  
WEALTH SOLUTIONS

## YOUR FINANCIAL ADVISER REPRESENTATIVE

We do not sell our products directly to customers, but through financial adviser representatives. Because making investments is an important decision, we recommend that you should seek your own independent financial advice. With the benefit of such advice, you can independently decide whether to take out this product that is issued by Utmost International Isle of Man Limited Singapore Branch on behalf of Utmost International Isle of Man Limited (Utmost International) and, if you do, then manage any investments you make. Utmost International cannot give you that advice.

As we do not know what relationship you have with any financial adviser representative you decide to use, we will need you to provide us with confirmation that they can act on your behalf. Depending on that confirmation, we will then deal with them as your financial adviser representative, with them acting as your intermediary between us. Unless you tell us otherwise, we may pay commission to your financial adviser representative in respect of any products you take out. Details of this payment will be available from your financial adviser representative.

4

PLANNING FOR LIFE'S UPS  
AND DOWNS

---

5

SILK LIFE PLAN -  
THE ONE-STOP SOLUTION  
FOR YOUR PERSONAL AND  
BUSINESS NEEDS

6

WHY THE SILK LIFE PLAN?

---

10

FREE LOOK PERIOD

---

11

FURTHER INFORMATION



This brochure was last updated in January 2024. Please confirm with your financial adviser representative that this is the most up-to-date document for your product or servicing needs.



#### THE SILK LIFE PLAN COULD BE SUITABLE IF YOU:

- › are an individual, a company, or a trust;
- › are an accredited investor as defined in the Securities and Futures Act (Cap. 289);
- › are aged between 18 and 75;
- › want to accumulate or preserve wealth for your personal or business needs such as legacy planning or key person insurance;
- › are looking for a high value death benefit to provide for your beneficiaries;
- › are looking to invest at least S\$1,500,000/US\$1,000,000/ £750,000 or currency equivalent into this product by cash or transferring assets\* in specie as premium in kind;
- › want to have access to a wide range of assets such as collective investment schemes, shares traded on major stock exchanges, fixed interest securities and alternative investments\*;
- › understand the associated risks of investing; or
- › want to have the ability to appoint an investment adviser representative\*.

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#### THE SILK LIFE PLAN MIGHT NOT BE SUITABLE IF YOU:

- › have no other savings or investments;
- › are new to investing and are not comfortable in making investment decisions;
- › are not an accredited investor as defined in the Securities and Futures Act (Cap. 289);
- › are not happy to accept the risk of potential investment losses and are looking for a guaranteed investment return;
- › are looking for low death benefit; or
- › require instant access to your money.

\* Subject to our approval



Please read all the offering documents for the Silk Life Plan, including this product brochure, 'at-a-glance' document, product summary, the Policy Terms and Conditions together with your guide to life assurance and the code of life insurance practice (the latter two documents can be downloaded from the life insurance association website [www.lia.org.sg](http://www.lia.org.sg))

# PLANNING FOR LIFE'S UPS AND DOWNS

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For all of us, life is full of unknowns. As someone who has grasped and benefited from the vast number of opportunities arising from Asia's fast growing economy, you will know better than most the value of thinking ahead to prepare for those unforeseen challenges.

Just as markets can be unpredictable, life too can be full of ups and downs. Unwelcome events such as accidents, illnesses, and even deaths, not only impact your business dealings but also affect your ability to maintain the high standard of living you have been providing for your family and loved ones. To protect your family and business, it makes sense to put in place proactive arrangements to safeguard them against anything unfortunate happening.



# SILK LIFE PLAN - THE ONE-STOP SOLUTION FOR YOUR PERSONAL AND BUSINESS NEEDS

Utmost International's Silk Life Plan - a whole of life investment-linked life assurance plan - is specially designed for High Net Worth individuals like you, to meet your personal and business needs.

## PERSONAL NEEDS

### Legacy and estate planning

In recent years there have been some high profile cases where the inheritors of successful family-run businesses have ended up in court disputes over the deceased owner's estate. This is the last thing you want to happen to your family and loved ones. The Silk Life Plan can complement your estate arrangements to facilitate legacy planning, ensuring your legacy is properly passed on to the people you choose. You can also use the plan to leave each of your children an equal share of your estate. The right legacy planning and estate equalisation could significantly reduce any potential disputes that could otherwise spoil the harmony of your family and loved ones.

### Privacy protection

As the policy owner, you can be confident that your personal data held by Utmost International, including data held in connection with the Silk Life Plan, is protected by the Isle of Man Data Protection Law and Regulation and the Singapore Personal Data Protection Act 2012.

Also, you can nominate your beneficiaries in strict confidence and can therefore be assured that your assets can, in most circumstances, be passed on to the people you wish without disclosure to others who might have conflicting interests and might interrupt the estate settlement.

### Life assurance protection

The Silk Life Plan provides a high value death benefit\* (subject to approval) that acts as a safety net to those you love when needed.

The death benefit payout can be provided to your family, helping them to maintain their current quality of living. It can also provide reserves so that your children receive a quality education and training, whether to help them become a successor of your business or meet their own long-term dreams.

## BUSINESS NEEDS

### Business continuation

If you have business partners, you may want to ensure that, should one of you die unexpectedly, the business will remain in good hands.

With an arrangement through a solicitor, the Silk Life Plan can be used to facilitate a buy-sell arrangement. This means that the death benefits\* can be made available for the remaining partners to buy back the company shares left behind by the deceased partner, usually as part of the estate received by the family.

### Key man assurance

You may cover a key employee with a Silk Life Plan to protect the company from the financial impact in the event of their death. The death benefits\* can be used to help cover the loss from any business interruption and fund the recruitment and training expense involved with finding a successor.

### Talent retention

If you have talented individuals you wish to retain in your company, a Silk Life Plan can be used to supplement the remuneration package you offer to them. The cash values and investment returns can be awarded to the employee as an executive bonus, instantly or deferred, to help meet your retention objectives. The death benefits\* of the policy can also give the employee's family extra protection and peace of mind. By packaging company shares (subject to acceptance by Utmost International) within a Silk Life Plan, you can also link the employee's performance with company profitability.



If you are a UK domicile, you can choose to place the Silk Life Plan into the Tailored Life Trust for UK Inheritance Tax planning purposes.

If this is of interest to you, please speak with your financial adviser representative who can provide you with our brochure, Tailored Life Trust with Silk.

\* The death benefit will be paid as a cash amount, by transfer of assets or a combination of both.

# WHY THE SILK LIFE PLAN?

## DUAL PURPOSE DOLLAR

The Silk Life Plan is a whole of life investment-linked policy which works on a 'Dual Purpose Dollar' model. This means that the assets linked with the policy will work for you simultaneously to potentially achieve both protection and investment purposes.

For example, instead of cash you can fund the premiums of a Silk Life Plan by transferring in your existing assets<sup>^</sup> such as stocks, shares and mutual funds (subject to acceptance by Utmost International). This can greatly reduce the need to liquidate your assets, thereby retaining cash flow and avoiding potential exposure to market risks.

## THERE ARE TWO LIFE COVER OPTIONS TO CHOOSE FROM:

**Life Cover only** - with this option the death benefit\* payable will be the higher of either the sum assured or the policy value, less any outstanding charges (except any early surrender charge), at the time of death of the relevant life assured.

The excess of the sum assured over the policy value (if positive) is paid out upon our acceptance of a claim. The remaining death benefit\* will be paid after the underlying assets have been sold or are able to be transferred.

**Life Cover Plus** - with this option the death benefit\* payable will be the sum assured plus the policy value, less any outstanding charges (except any early surrender charge), at the time of death of the relevant life assured.

The sum assured is paid out upon our acceptance of a claim. The remaining death benefit\* will be paid after the underlying assets have been sold or are able to be transferred.

The growth on the assets within the policy will help fund the life cover and policy charges, though in times of poor market performance these charges may reduce the overall value of your policy.

<sup>^</sup> Assets include mutual funds, stocks, currency, structured notes, bonds, private company shares and, for third party custodian arrangements, exchange-traded options. Investment involves risk. Utmost International does not offer investment advice or investment guarantee and we suggest that you seek independent professional advice. Do not rely on this product brochure alone and please read other relevant literature for details.

\* The death benefit will be paid as a cash amount, by transfer of assets or a combination of both.



Dual Purpose Dollar enables you to have high level protection without compromising on investment opportunities and control.

For the Term Life and Universal Life policies currently available in the market, only cash is accepted as premiums		Premiums can be paid in the form of cash or by transferring your existing assets <sup>^*</sup>
	<b>2. INVESTMENT</b> <ul style="list-style-type: none"> <li>› Typically limited to Corporate Bond funds only.</li> <li>› Managed by the insurance company.</li> <li>› Expected return at 2-3% per annum.</li> </ul>	<b>2. INVESTMENT</b> <ul style="list-style-type: none"> <li>› Full array of investment types: mutual funds, stocks, currency, structured notes, bonds, etc.*</li> <li>› Managed by you or by your appointed investment adviser representative and with a custodian of your choice.*</li> <li>› Full wealth growth potential. Can also help achieve wealth preservation and asset protection based on individual needs and risk appetite. rotection based on individual needs and risk appetite.</li> </ul>
<b>1. PROTECTION</b>	<b>1. PROTECTION</b>	<b>1. PROTECTION</b>
<b>TERM LIFE</b>	<b>UNIVERSAL LIFE</b>	<b>UTMOST INTERNATIONAL SILK LIFE PLAN</b>
<b>SINGLE PURPOSE DOLLAR</b> Premium is mainly used to provide protection.		<b>DUAL PURPOSE DOLLAR</b> Silk Life Plan allows you to capture global investment opportunities and protect assets while enjoying a high level of protection at the same time.

<sup>^</sup> Assets include mutual funds, stocks, currency, structured notes, bonds, private company shares and, for third party custodian arrangements, exchange-traded options. Investment involves risk. Utmost International does not offer investment advice or investment guarantee and we suggest that you seek independent professional advice. Do not rely on this product brochure alone and please read other relevant literature for details.

\* Subject to acceptance by Utmost International.

# WHY THE SILK LIFE PLAN? (CONTINUED)

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## MAINTAIN CONTROL OF THE INVESTED ASSETS VIA A CUSTODIAN ARRANGEMENT OF YOUR CHOICE

We have our own custodian for the assets you place in your Silk Life Plan. However, you may keep the relevant assets with multiple custodians of your own choice, subject to our acceptance.

As a result, you can closely monitor the assets and continue to enjoy the services that your current relationship managers or custodians provide for you.

Access to wider asset choices Utmost International provides you with access to a full array of global investment opportunities. You can then build your investment portfolio according to your evolving needs and risk appetite.

## FLEXIBILITY

In order to give you extra flexibility, the Silk Life Plan offers the ability to take one-off and regular withdrawals to meet your needs for liquidity (subject to potential early surrender charges and meeting the minimum residual value remaining in the policy). You may foresee a golden opportunity to expand your business or need urgent cash to cope with a personal financial need. You can make use of the withdrawals to provide the flexibility you need, however this may reduce the policy's ability to support the required level of life cover.

## INVEST THROUGH A LEADING OFFSHORE FINANCIAL CENTRE

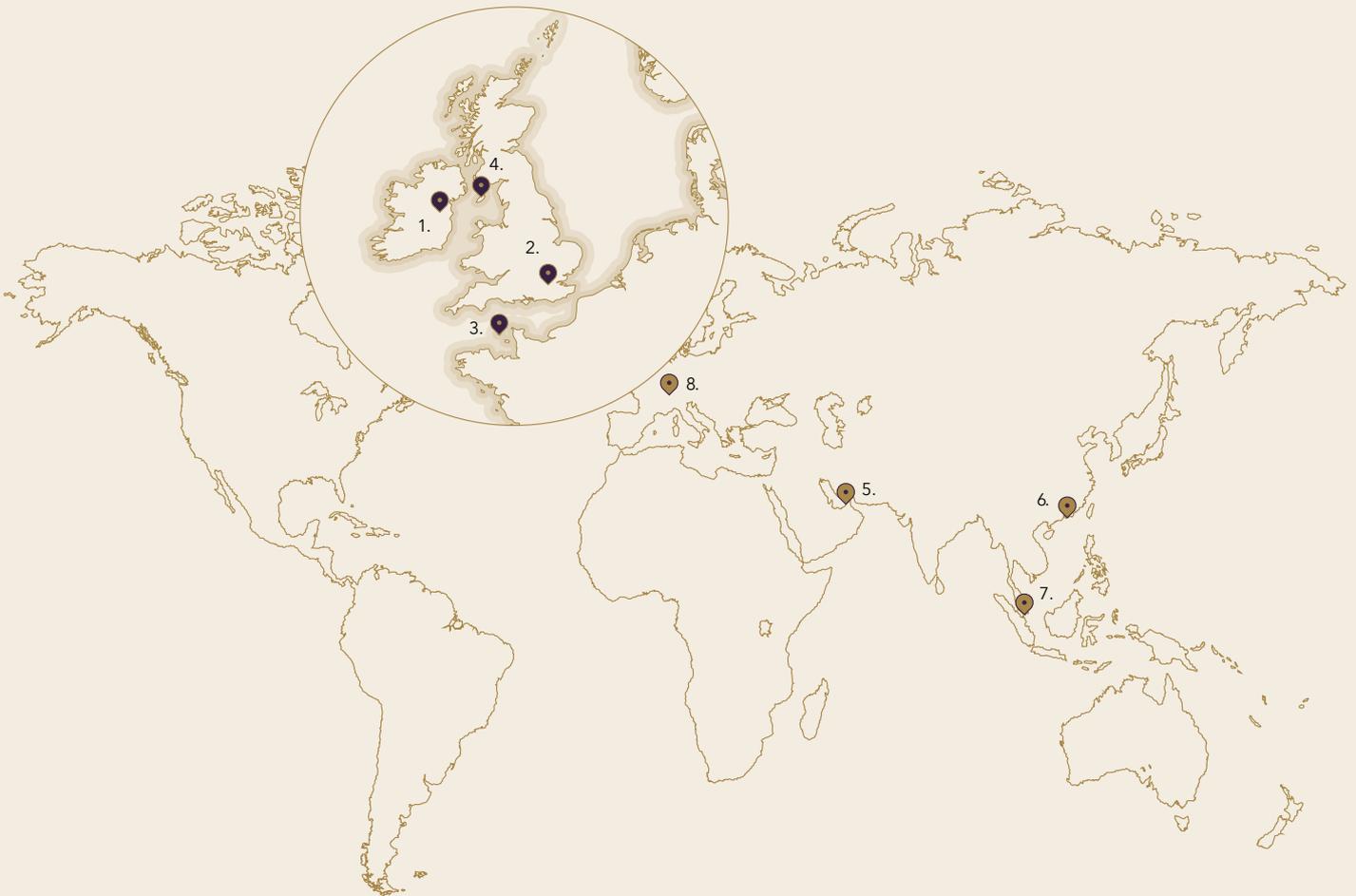
Utmost International investors will benefit from the Isle of Man's policyholder protection scheme, which covers policies issued by an authorised life assurance company based on the island. So in the unlikely event that Utmost International becomes insolvent, you will be able to claim compensation of up to 90% of the policy value, less any contractual charges.

Utmost International Isle of Man Limited Singapore Branch is a member of the Policy Owners' Protection Scheme (PPF Scheme) in Singapore. This policy is protected up to specified limits by the Singapore Deposit Insurance Corporation (SDIC), details of the PPF Scheme can be obtained at SDIC website on [www.sdic.org.sg](http://www.sdic.org.sg).

## GLOBAL EXPERTISE OF UTMOST INTERNATIONAL

Utmost International is a leading provider of insurance-based wealth solutions through its Utmost Wealth Solutions business, and provides employee benefit products through its Utmost Corporate Solutions business. Utmost International operates across the UK, Europe, Latin America, Asia and the Middle East. Its wealth management solutions are based on unit-linked insurance policies. Utmost International manages £52bn (€58bn) assets under administration as at 31 December 2023.

## WHERE WE OPERATE



### KEY CORPORATE CENTRES

1. Ireland
2. UK
3. Guernsey
4. Isle of Man



### GLOBAL OFFICES

5. Dubai
6. Hong Kong
7. Singapore
8. Switzerland

# FREE LOOK PERIOD

You have the right to cancel your Silk Life Plan and obtain a refund of any premium(s) paid, less any applicable charges\* and any fall in the value of the assets linked to your Silk Life Plan. You have 30 days from the date that you receive the Schedule to let us know you want to cancel. Further information on how to cancel can be found in the Silk Life Plan Terms & Conditions.

\* Where relevant, applicable charges include non-refundable fund charges, fees we have paid to your financial adviser representative on your behalf and bank charges.



For more support, contact your financial adviser representative.

# FURTHER INFORMATION

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You, your financial adviser representative and your investment adviser representative (where applicable) should satisfy yourselves that any particular asset suitability is based on your needs, objectives and attitude to risk. You should also familiarise yourself with any particular risks associated with the assets in your portfolio. You own the policy and you choose the underlying assets to be linked with the value of the policy. However, you do not have legal title or beneficial interest in the underlying assets, which belong to Utmost International. The value of assets linked to the policy determines the value of the policy and this can fall as well as rise. There is no guarantee that your capital will be returned to you. Investment involves risks. The value of your policy is determined with reference to the investment performance of the underlying assets chosen by you, your financial adviser representative and your investment adviser representative (where applicable). Utmost International is not responsible for their investment performance and does not offer any investment advice or guarantee.

You should view your investment in the policy as a medium- to long-term commitment. If you cash it in during the early years we may make a charge and the amount you receive may be less than the premiums you have paid.

You should seek professional advice regarding your own tax circumstances.

This document is based on Utmost International's understanding of the law, regulation and taxation practice of Singapore, the UK and Isle of Man as at January 2022, which may change in the future. No liability can be accepted for any personal tax consequences as a result of future legislative, regulatory or tax changes.

Benefits under the Silk Life Plan are determined strictly in accordance with the relevant Policy Terms & Conditions which are available on request from your financial adviser representative or at our Singapore Branch.

Any information concerning the offering document and the Policy Terms & Conditions are to be interpreted in accordance with and are governed by Singapore and Isle of Man law.

However, this will not preclude the right to bring legal action in a Singapore court or any court elsewhere which has a relevant connection with the Policy.

The contents of the offering documents (comprising the product brochure, product summary, at-a-glance document and the Policy Terms & Conditions) have not been reviewed by any regulatory authority. You are advised to exercise caution in relation to the offering documents and obtain independent professional advice.

Utmost International Isle of Man Limited Singapore Branch always aims to deliver excellent service. But if you do have any cause to complain about the administration or service provided by us, in the first instance, please write to the Complaints Team Manager at the Branch Office.

If you are not satisfied with our response you can complain to either the Financial Industry Disputes Resolution Centre Limited (FIDReC) or the Financial Services Ombudsman Scheme for the Isle of Man (FSOS), or any successors:

Financial Industry Resolution Centre Limited (FIDReC) 36 Robinson Road, #15-01 City House, Singapore 068877.

Referral to FIDReC must be made within six months from the date you fail to reach agreement with us. Complaining to the FIDReC will not affect your legal rights.

The Financial Services Ombudsman Scheme for the Isle of Man (FSOS) Thie Slieau Whallian, Foxdale Road, St John's, Isle of Man, IM4 3AS, British Isles.

Referral to FSOS must be made within six years of the act or omission which led to your complaint. Complaining to the FSOS may affect your legal rights.

If you require any further information, please contact your financial adviser representative in the first instance, or our Operations Team at our Singapore office.

## A WEALTH *of* DIFFERENCE

[www.utmostinternational.com](http://www.utmostinternational.com)

Calls may be monitored and recorded for training purposes and to avoid misunderstandings.

Utmost Wealth Solutions is the registered business name of Utmost International Isle of Man Limited Singapore Branch.

Utmost International Isle of Man Limited Singapore Branch, 6 Battery Road #16-02, Singapore 049909. Tel: +65 6216 7990 Fax: +65 6216 7999.

Registered in Singapore Number T08FC7158E. Authorised by the Monetary Authority of Singapore to conduct life assurance business in Singapore. Member of the Life Insurance Association of Singapore. Member of the Singapore Finance Dispute Resolution Scheme.

Utmost International Isle of Man Limited is registered in the Isle of Man under number 024916C.

Registered Office: King Edward Bay House, King Edward Road, Onchan, Isle of Man, IM99 1NU, British Isles. Licensed by the Isle of Man Financial Services Authority.

Utmost Wealth Solutions is registered in the Isle of Man as a business name of Utmost International Isle of Man Limited.

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