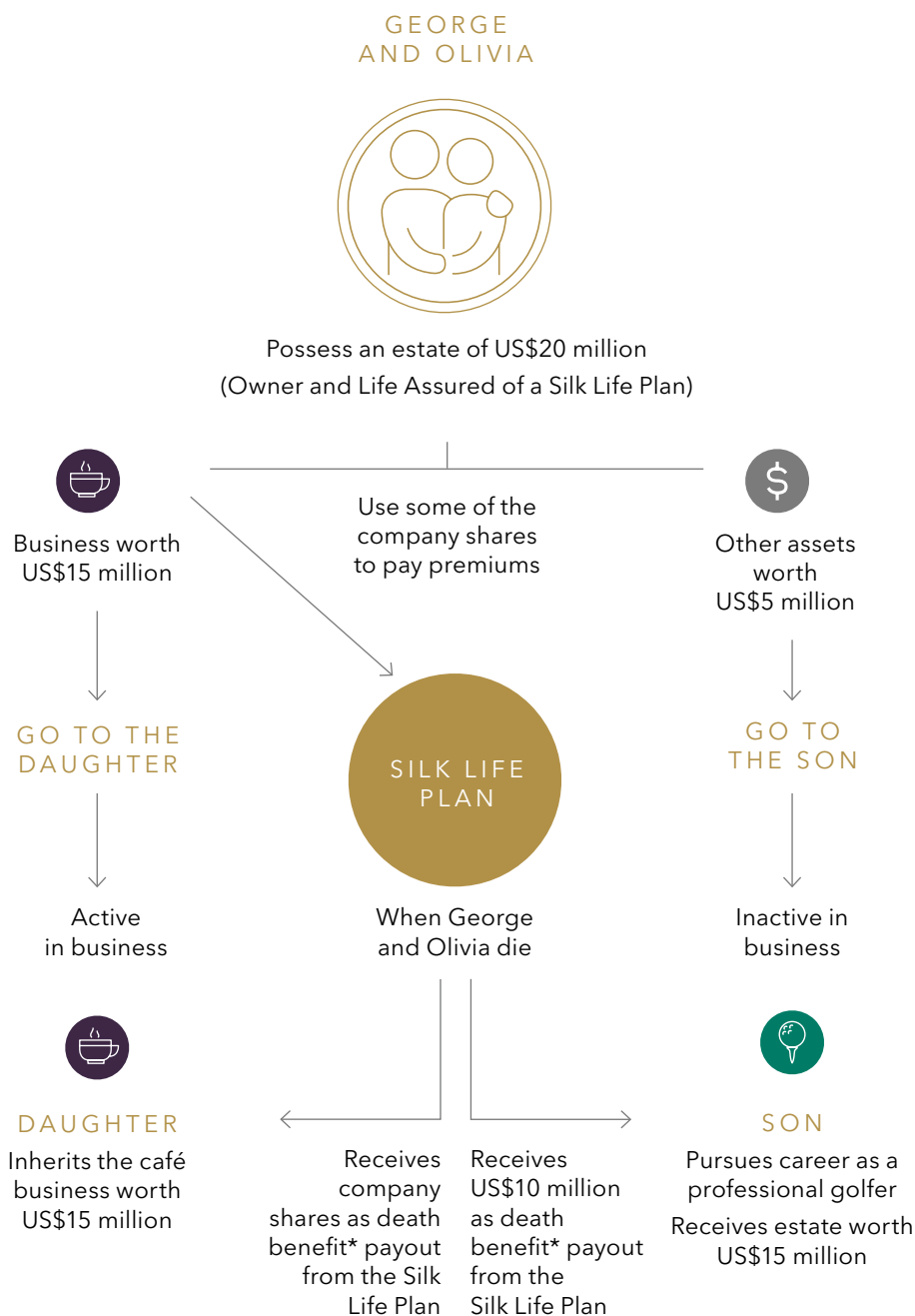


ESTATE EQUALISATION WITH THE SILK LIFE PLAN

- › Many entrepreneurs and business owners find that a high portion of their assets are tied up in their business. This can present a challenge with estate planning, when considering how to treat children fairly without interrupting the business.
- › For example, George and Olivia have a total estate of US\$20 million, with 75% (US\$15 million) of it tied up in their café chain business. They would like to pass the business to their daughter who has been active in it, but also ensure their son, whose focus is his professional golf career, receives a similar amount of non-business related assets.
- › George and Olivia can buy a Silk Life Plan with the Life Cover Plus option, with either of them as the life assured. They can name their daughter and son as beneficiaries.
- › Silk Life Plan can accept cash or asset[^] transfers as premium. George and Olivia can pay premiums with their company shares (subject to acceptance by Utmost International) without the need to liquidate their assets. To ensure the death benefit* is distributed in line with their wish, George and Olivia consider to put the Silk Life Plan in a trust. Upon death of the relevant life assured, the company shares will be paid out to the daughter so she can inherit and continue to operate the café chain business. At the same time, US\$10 million death benefit* will be paid to the son, who through a separate arrangement also receives other assets worth US\$5 million left by George and Olivia.
- › Their daughter can be paid the company shares used to fund the Silk Life Plan and therefore inherit the café chain business.



[^] Assets include mutual funds, stocks, currency, structured notes, bonds, private company shares and, for third party custodian arrangements, exchange-traded options (all subject to acceptance by Utmost International). 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 document alone and please read the product brochure and other relevant literature for details.

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

The value of investments can fall as well as rise in value and you may not get back what you put in.

Images and figures are for illustrative purposes only.

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

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