

SOLUTIONS FOR STRUCTURED WEALTH PLANNING



A WEALTH *of* DIFFERENCE

utmost[™]
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ABOUT UTMOST INTERNATIONAL

YOUR TRUSTED WEALTH ADVISER

We do not sell our products directly to customers, but instead through wealth advisers. Because investing is an important decision, we recommend that you seek your own independent financial advice. Such advice will help you to decide whether to take out a wealth solution provided by Utmost International Isle of Man Limited (Utmost International) and, if you do, your wealth adviser will help you to manage any investments within it. Utmost International cannot give you financial advice.

You will need to provide us with confirmation that your wealth adviser can act on your behalf. Subject to our approval, we will then deal with your nominated wealth adviser who will act as your intermediary between you and us. Unless you instruct us otherwise, we may pay commission to your wealth adviser in respect of any products you take out. Details of this payment will be available from your wealth adviser.

We use the term wealth adviser within this brochure – you may also see the terms ‘intermediary’ or ‘financial adviser’ used in other documents and correspondence to mean the same.

WEALTH SOLUTIONS THAT GIVE YOU EXTENSIVE INVESTMENT FREEDOM

We understand that when you've accumulated wealth over the years, you may own a variety of assets and investments which present a unique set of challenges and opportunities.

When personal wealth is held in various forms, often across many different jurisdictions, it can present complex wealth planning challenges that call for professional advice built on trust, reputation and results. It also requires a product that can help to reduce the risk involved when it comes to holding and, importantly, passing on these assets.

That's why the relationship you have with your trusted wealth adviser is vital, as they have the knowledge and expertise to help meet your unique wealth planning objectives.

Our role at Utmost International is to support you and your wealth adviser by delivering products that you can tailor to your unique needs and personal circumstances.

Our wealth solutions are suitable for professional investors

A professional investor is a person or entity that possesses the required expertise, experience and knowledge to adequately understand the features and risks associated with our wealth solutions, the underlying investment options available (including assets which are not designed for or suitable for retail investors) and services being offered.



The value of investments can fall as well as rise and you may get back less than you invest.

UTMOST INTERNATIONAL WEALTH SOLUTIONS COULD HELP WITH:

WEALTH TRANSFER

Succession planning

You can use a trust to pass on assets on death, or during your lifetime. Alternatively, you can pass on assets using a beneficiary nomination on death.

Nominations and trusts can be confidential and help avoid family disputes, challenges and forced heirship rules in some countries.

As an added benefit, Utmost International offers a comprehensive range of trusts which could be suitable for your needs. If you wish, you can complement this with the professional trustee services of our sister company, Utmost International Trustee Solutions Limited.

Avoids probate

Using a beneficiary nomination or placing the policy in trust can avoid probate delays on death. Policy benefits, derived from the assets that were previously spread across multiple jurisdictions, can be swiftly passed on to your beneficiaries without delay.

WEALTH GROWTH

Offers diversification

You can access an array of assets to meet different needs, investment objectives and risk profiles.

Reduces complexity

You can transfer existing assets into the policy as a 'premium in kind', to consolidate them in one place rather than holding multiple banks' or investment accounts. This offers the potential for cost-efficiency plus the benefit of easier management by seeing all assets together at a glance. You can also keep your existing custodian(s) if you already have one, subject to our acceptance.

Provides liquidity

You can access your money, if needed, via partial withdrawals, subject to the minimum amount being left in the policy.

WEALTH SOLUTIONS

WEALTH PRESERVATION

Optimises tax efficiency

By consolidating and changing the ownership and title of the underlying assets within the policy, Utmost International becomes the legal owner of the assets. The assets can grow in value, virtually tax-free except for certain withholding taxes. Using a suitable trust to hold the policy, you can also reduce tax liabilities arising on death.

Simplified reporting

We are obliged to fulfill the requirements of new tax reporting laws. From a Common Reporting Standards (CRS)* perspective, as a policy represents the consolidated value of all the assets within it, the policy is reportable as a whole rather than needing to report each individual asset.

* For further details on tax reporting and CRS, please visit www.utmostinternational.com

WEALTH PROTECTION

Extra protection

Using a Utmost International wealth solution in a suitable trust can help provide protection by ring-fencing the assets.

Peace of mind

The statutory compensation scheme under the Isle of Man Life Assurance (Compensation of Policyholders) Regulations 1991 provides investor protection. Please see page 13 for more information.

HOW OUR WEALTH SOLUTIONS WORK FOR YOU

Giving you extensive investment freedom, Utmost International's wealth solutions can adapt as your life unfolds. You can change assets, make payments, take withdrawals – whatever suits your evolving lifestyle.

These intelligently composed wealth solutions take maximum advantage of offshore tax benefits. This gives you the freedom to build your wealth by investing in a wide range of assets with plenty of potential for capital growth.

The value of the policy is determined by the value of the assets you choose to link the policy to, less any outstanding charges. You can normally trade these assets as and when you need to, allowing you to consolidate your investments within a single portfolio. This makes it easier for you to monitor their performance and saves you and your wealth adviser valuable time.

TAKE ADVANTAGE OF INVESTMENT GROWTH

A key benefit of Utmost International wealth solutions is that they allow you to take advantage of global investment opportunities which can help to sustain and grow the value of your policy.

Transferring existing assets

By having an asset-linked policy, you can fund the premiums of a policy by transferring in your existing assets*^ such as stocks, shares and mutual funds.

This can greatly reduce the need to liquidate your assets, thereby retaining cash flow and avoiding potential exposure to market risks.

The benefits of open architecture

An Utmost International wealth solution gives you immense flexibility and freedom of choice, through access to a wide range of investment asset types. This wide investment choice is known as 'open architecture'. It enables you to invest in all kinds of offshore or mutual funds, stocks and shares, fixed-interest securities, multi-currency deposits, hedge funds, structured notes, exchange-traded funds and other alternative investments.

This means you can customise your portfolio precisely to your individual needs and preferences, without having to compromise in order to fit in with pre-set rules and parameters.

* Subject to acceptance by Utmost International.

^ 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 an investment guarantee and we suggest that you seek independent professional advice. Please read other relevant literature for details and do not rely on this brochure.





KEY BENEFITS OF OUR WEALTH SOLUTIONS

1

A CHOICE OF CURRENCIES

When you open your policy, you choose a currency for it, which can be any one of a number of major currencies available, so your investments can all be summarised in your chosen currency and viewed at the same time. However, that does not mean you have to make your payments or withdrawals in that currency, or that you are limited to investments based in that currency.

For example, you could choose US dollars as your policy currency, but make your payments in euros and invest in assets based in sterling. However, you should be aware that making investments in different currencies could lead to losses or gains due to exchange rate fluctuations.

2

FLEXIBILITY TO SUIT YOUR CHANGING NEEDS

In order to give you extra flexibility, our wealth solutions offer the ability to take withdrawals* to meet your needs for liquidity. You may foresee a golden opportunity to expand your business or need urgent cash to cope with a personal financial need.

* Subject to potential early withdrawal charges, acceptable sustainability checks and meeting the minimum residual value remaining in the policy.

3

MONITOR THE INVESTED ASSETS VIA A CUSTODIAN ARRANGEMENT OF YOUR CHOICE

We have our own custodian for the assets you place in our wealth solutions. However, you may decide not to use our custodian and instead keep the relevant assets with a custodian of your own choice, subject to our acceptance. As a result, subject to the relevant authority, you may continue to use the services that your current bank or custodian provide to you, and whilst the assets will be transferred into our name, there is no need to disturb or sell the existing assets.

4

PROTECT YOUR PRIVATE INFORMATION

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

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

5

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.

6

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 benefits through its Utmost Corporate Solutions business. Utmost International operates across the UK, Europe, Latin America, Asia and the Middle East. Its solutions are based on unit-linked insurance policies. Utmost International manages £56bn assets under administration on behalf of c. 210,000 policyholders as at 31 December 2021 and wrote £4.8bn new business in 2021.

7

TAKE IT WITH YOU, WHEREVER YOU GO

We understand that your life can take you in many different directions and you could find yourself living and/or working in different countries. That's why we've designed our wealth solutions so that you can take them with you if you need to move from country to country.

UTMOST INTERNATIONAL
INVESTORS WILL BENEFIT FROM
THE ISLE OF MAN'S POLICYHOLDER
PROTECTION SCHEME...

MEETING YOUR NEEDS WITH OUR WEALTH SOLUTIONS

Below are some examples of how our wealth solutions can be used to help you prepare for your future. Please note that these case studies are fictional and used purely to illustrate possible real-life scenarios. They are based on Utmost International's interpretation of law and tax practice as at December 2020.

CASE STUDY 1 - SIMPLIFICATION

A successful businesswoman owns a range of assets via accounts with multiple banks, asset managers and securities firms in a number of countries around the world.

CHALLENGES

- › **Common Reporting Standard (CRS) challenge -**
A businesswoman has aggregated various asset types across the globe as she has travelled throughout her career. She is concerned that her personal details are accurate and consistent across her diverse international wealth base.

HOW OUR WEALTH SOLUTIONS CAN HELP

- › **Consolidation -** Our wealth solutions consolidate holdings within a single policy for reporting purposes. Dividends, coupons and interest, as well as any gains realised and retained within the policy, are reportable as one rather than individually.

The businesswoman can feel confident that the lower volume of consolidated reporting is sent securely by Utmost International.

CASE STUDY 2 - LEGACY AND SUCCESSION PLANNING

A successful entrepreneur owns a business worth US\$10 million, with huge potential for growth. He has put most of his capital into his business and owns some US stocks and worldwide exchange traded funds (ETFs).

CHALLENGES

- › **Probate delay** - Upon death, his assets will be frozen and subject to probate. This could take years to sort out which will significantly affect his beneficiaries.
- › **Lack of succession planning** - If he dies now, both his company and family will suffer greatly because most of his money is tied up in his business. Although the business is profitable and has huge potential, his wife does not know how to run it and she will also be left with limited liquidity to maintain their children's education and living standards.

HOW OUR WEALTH SOLUTIONS CAN HELP

Growing in value - The entrepreneur can transfer his US stocks and other ETFs to one of our wealth solutions as a 'premium in kind'. By changing the ownership of the underlying assets to Utmost International, his investments can continue to grow in value by optimising tax deferral. Additionally, he can reduce estate duties, in certain jurisdictions, when passing on his estate after death.

Quicker access to proceeds - He can nominate his wife as the beneficiary of his policy for when he dies. This means there is no need for a grant of probate of every asset held in each jurisdiction. The policy proceeds can be swiftly passed on to his wife to avoid any probate delay.

Using one of our wealth solutions to link with different types of assets (such as those shown in the diagram) in one policy will change the ownership and title of the underlying assets from a policyholder to Utmost International.



ABOUT UTMOST INTERNATIONAL

Utmost International is a leading provider of insurance-based wealth solutions.

We enjoy a long-established reputation for expertise and integrity, supported by a commitment to the financial industry in ethical and responsible business practices.

We are one of the few financial service providers that operate in multiple global markets. Because we have a deep understanding of local cultures and regulations, we are able to offer robust insurance-based wealth solutions for wealthy individuals, wherever they live or work around the globe.

Why Utmost International – stability and security

A large number of international financial institutions, including banks and offshore insurance companies, are set up in the Isle of Man. Utmost International is one of the largest financial services employers in the Isle of Man.

Utmost International in the Isle of Man

- › The Isle of Man has a strong reputation internationally and is a self-governing British Crown dependency with an independent tax and legal system.
- › The island has a risk rating of Aa2 (very low credit risk) from Moody's – a leading bond credit rating company.
- › Utmost International Isle of Man Limited is regulated by the Isle of Man Financial Services Authority and authorised in accordance with the Insurance Act 2008.

Keeping your information confidential and secure

The Isle of Man's data protection law and regulations are designed to balance an individual's rights to privacy with the legitimate needs of businesses to process personal information. This includes respecting all people's rights in the obtaining and use of their personal data, regardless of their nationality or place of residence.

The law and regulations ensure that no insurance or investment company provides any confidential information to third parties (e.g. family members or government officials) except where regulations require us to or in certain circumstances such as addressing suspected criminal activity.

Statutory compensation scheme

In the unlikely event that Utmost International Isle of Man Limited is unable to meet its liabilities, policyholders are protected under the Isle of Man Life Assurance (Compensation of Policyholders) Regulations 1991.

The scheme offers:

- › protection for plans issued by Isle of Man authorised life insurance companies, wherever in the world an investor resides
- › compensation for clients of up to 90% of their investment value less any applicable charges.

The financial services ombudsman

The Isle of Man provides investors with a free independent dispute resolution service through the Financial Services Ombudsman Scheme in the event that Utmost International Isle of Man is unable to resolve a client's complaint.

Your right to cancel

You have the right to cancel your wealth solution 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 wealth solution. You have 30 days from the date that you receive the policy schedule to let us know you want to cancel. Further information on how to cancel can be found in the product Terms.

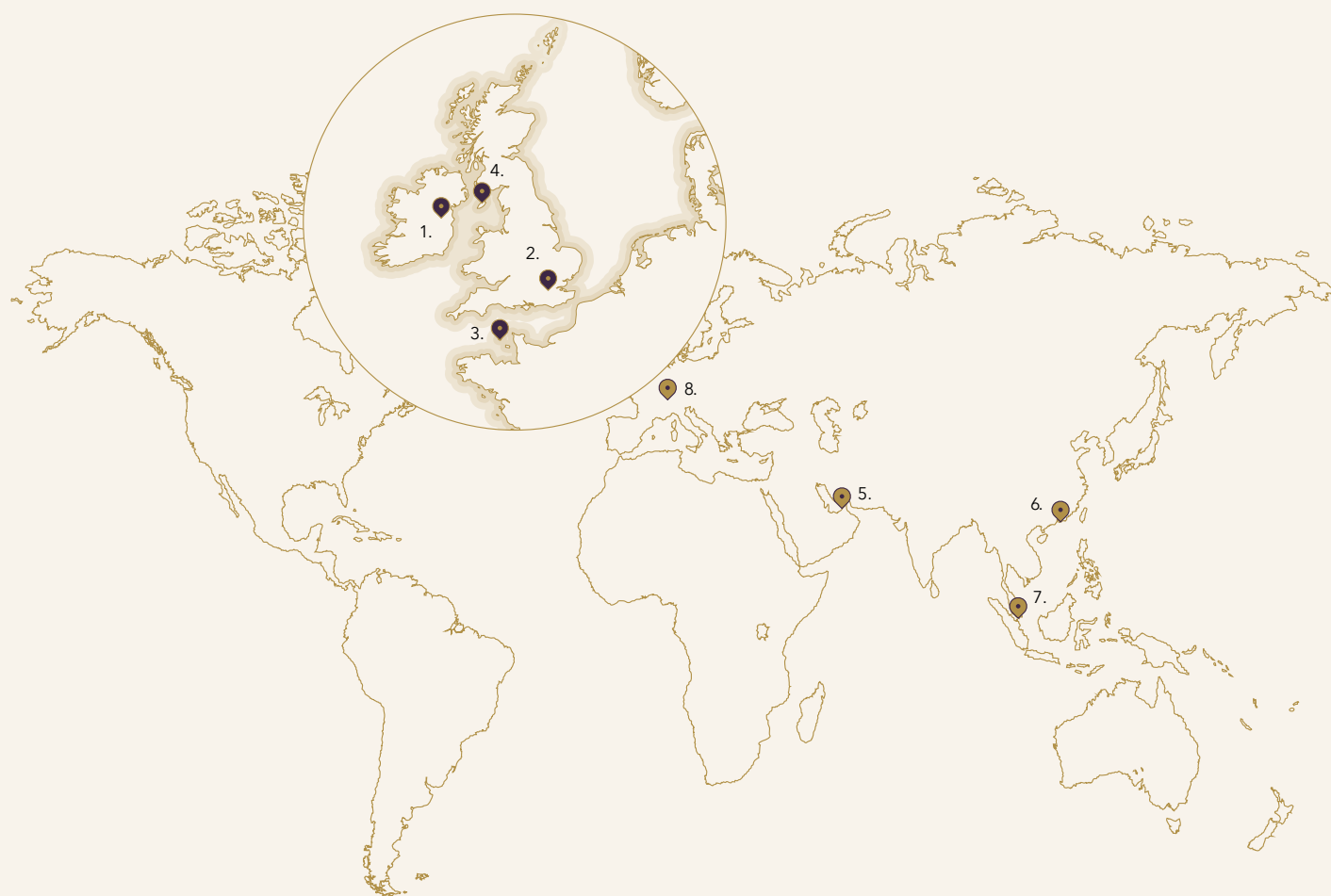


Your wealth adviser looks at your financial arrangements holistically and can help make sure that an Utmost International wealth solution fits in with your overall objectives and plans. They will be able to answer your questions, recommend specific assets and fund managers, and provide you with further supporting material, including the full Terms and Conditions.

If you decide that you wish to open an Utmost International wealth solution, your wealth adviser will help you with the application and with selecting the assets that are most suitable for you.

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

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



This document and fictional case studies within it are based on Utmost International's interpretation of the law and tax practice as at December 2020.

While this interpretation is believed to be correct, Utmost International can give no guarantee in this respect or that tax reliefs and the tax treatment of investment funds will remain the same in the future. The value of any tax reliefs will depend on individual financial circumstances.

The value of investments can fall as well as rise and investors may get back less than they invest.

A WEALTH *of* DIFFERENCE

www.utmostinternational.com

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

Utmost International Isle of Man Limited is registered in the Isle of Man under number 24916C.

Registered Office: King Edward Bay House, King Edward Road, Onchan, Isle of Man, IM99 1NU, British Isles.

Tel: +44 (0)1624 655 555 Fax: +44 (0)1624 611 715. 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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