

# Legacy Planning

The fruition of your years of hard work is best shared with your loved ones. Plan well ahead to allocate your accumulated wealth for yourself and your heirs. Through proper legacy planning, you will enjoy smart allocation of your wealth, maximising the benefits from your available assets.

## Benefits

1. Provides long term financial security
  - Protects yourself and your heirs financially and sustainably
2. Maximises your liquidity with insurance planning
  - Helps to ensure liquidity during retirement
  - Surplus can be transferred to your heirs or for charity purposes
3. Insurance plans with attractive product features are available\*
  - Guaranteed minimum credit rates
  - Various underwriting classes
  - Multiple currencies and currency switch option
  - Guaranteed interest rate lock
  - No lapse guaranteed benefit option
4. Life insurance policy can be owned by a trust subject to plan features, with the following advantages:
  - Trust beneficiaries can enjoy many of the benefits of owning assets without the burdens of outright ownership
  - Professional asset management
  - Protection of assets from creditors

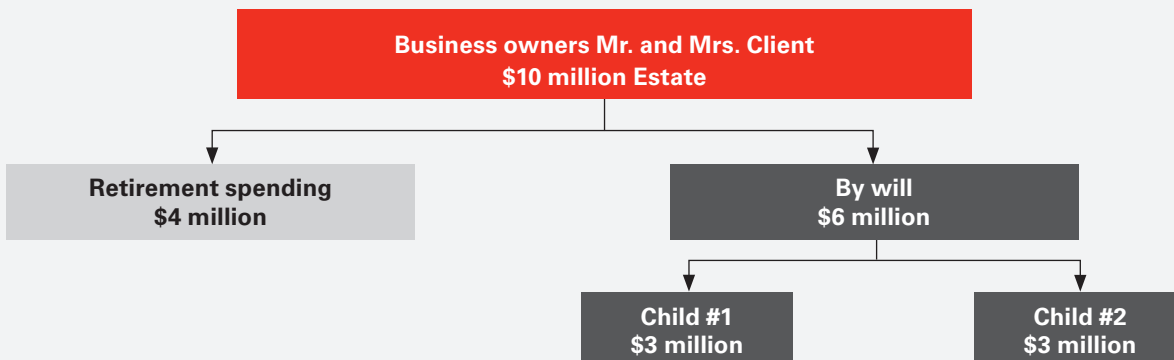
\*Insurance product features vary among plans and are subject to underwriting approval. You are recommended to seek advice from your Relationship Manager or legal advisor.

## How does it work?

Scenario: Business owners Mr. and Mrs. Client have estate assets worth approximately \$10 million. They would like to leave each of their children with \$3 million after they pass away.

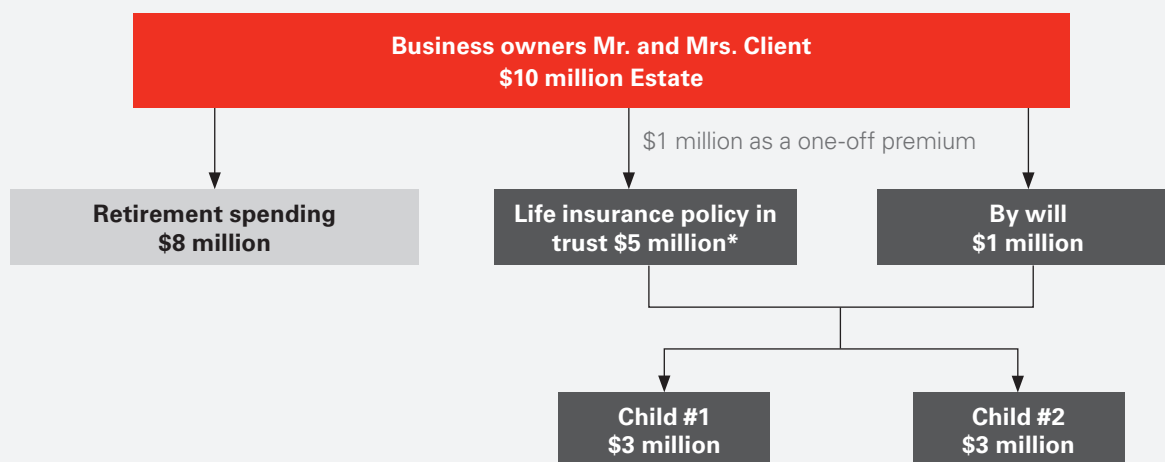
Without Legacy Planning:

Mr. and Mrs. Client have to ensure they spend no more than \$4 million during their retirement such that \$6 million will be available in their will for their children's inheritance.



With Legacy Planning:

A \$5 million worth life insurance policy can be bought by either Mr. or Mrs. Client assuming \$1 million to be paid as a one-off premium. Another \$1 million can be put side and for children's inheritance through a will. This will make \$8 million available for Mr. and Mrs. Client's retirement – a liquidity twice as much as the scenario with no legacy planning.



\*The amount varies and is based on the life insured's gender, age, country rating of permanent residence and underwriting class. The terms of the policy are subject to underwriting decision and may change from time to time.

### What's next

For more information about our legacy planning solution, please visit any Business Banking Centre, call 2748 8238 or speak with your Relationship Manager for referral to an Insurance Sales Manager.

### Important Notes:

1. All figures above are illustrative. They are neither guaranteed nor based on past performance. Actual figures may differ.
2. All life insurance products are underwritten by HSBC Life (International) Limited.
3. HSBC Life (International) Limited is authorised and regulated by the Commissioner of Insurance of the Hong Kong SAR.
4. The Hongkong and Shanghai Banking Corporation Limited is an insurance agent authorised by HSBC Life (International) Limited.
5. The information shown in this document is general advice only and is not intended to constitute a recommendation or advice to any prospective customer and is not intended as a substitute for professional advice. All prospective customers and readers should not act on any information in this document without seeking specific professional advice.