



LIFE INSURANCE AS A WEALTH STRUCTURING TOOL



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Executive Director
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2018 AT A GLANCE

GENERAL INDICATORS



27

Total Premium
(€ Bns)



1%

General Growth



0.1%

International Life
Growth



0.7%

Local Life
Growth



1.7%

International
Non-Life Growth



2.8%

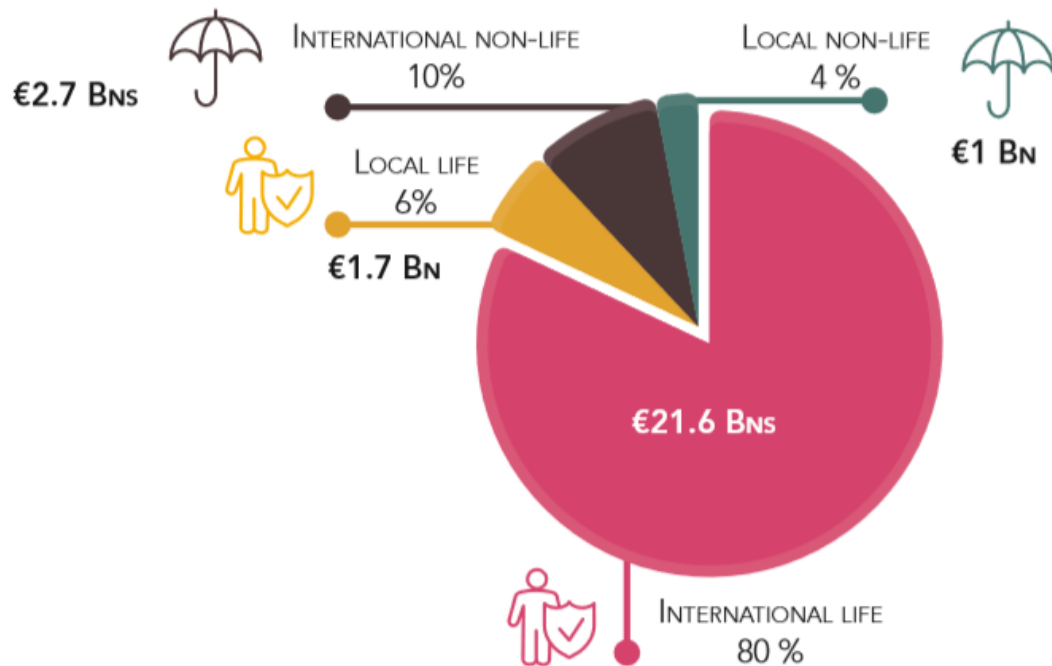


6.1%

Local
Non-Life Growth

Direct Insurance Premiums - Source: ACA 2018

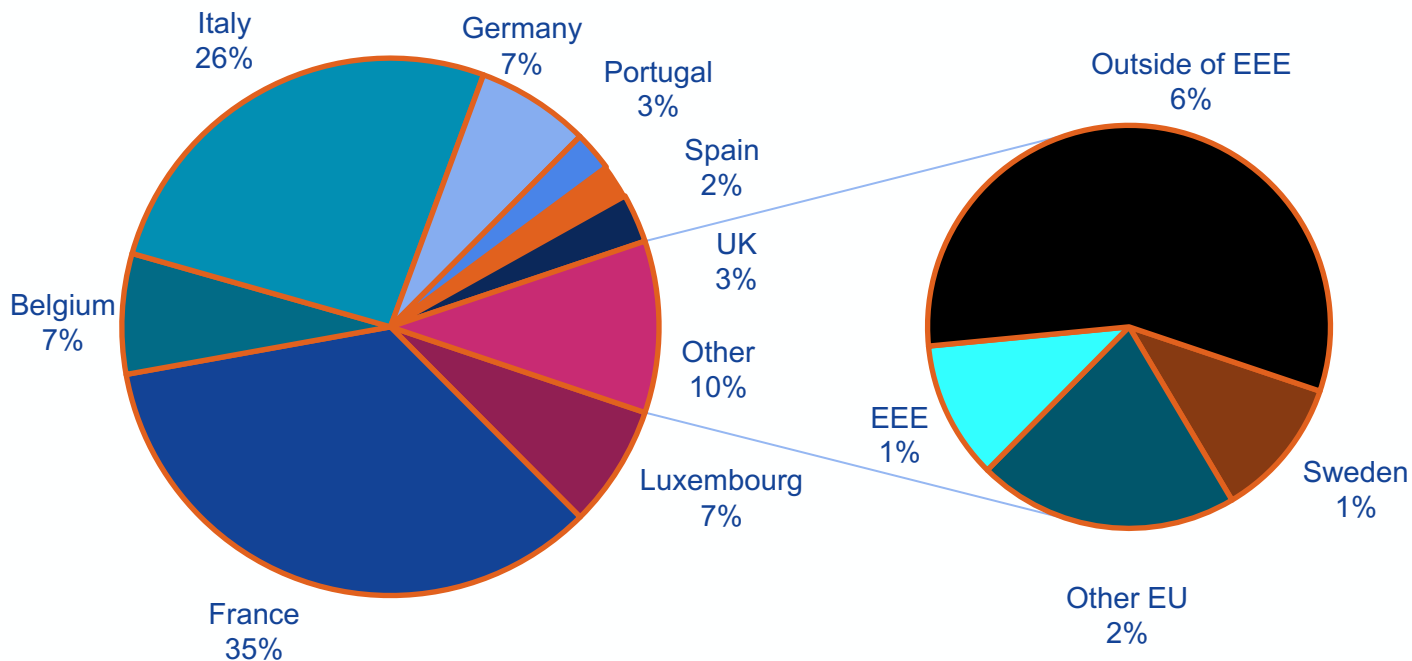
2018 AT A GLANCE





GEOGRAPHICAL DISTRIBUTION / LIFE INSURANCE PREMIUMS

4TH QUARTER 2018





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MOBILITY – HOW HNWI INVESTING, EDUCATING AND MOVING ABROAD

36%

Wealthy clients hold a second passport or nationality

22%

Plan to buy another home in a foreign country in next 12 months

48%

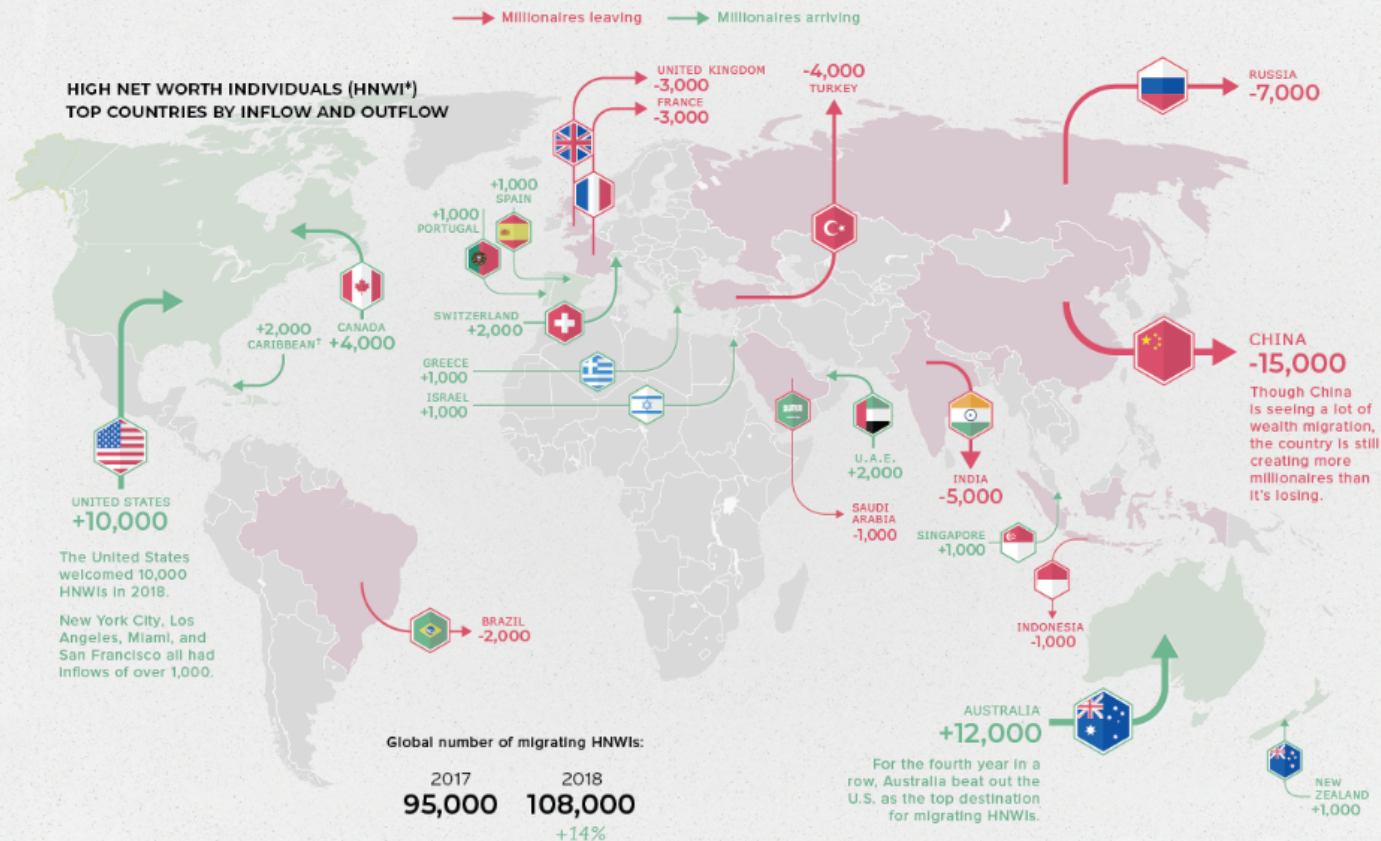
Send their children abroad to university

26%

Considering emigrating permanently*

How well does your structure fare abroad?

The wealth exodus from China continues; Australia and the U.S see big gains. Spain and Portugal are on there with 1000 millionaires arriving in 2018





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Jean Elia
CEO, Sogelife



LUXEMBOURG, A FAVORABLE REGULATORY & TAX FRAMEWORK FOR INSURANCE

FREEDOM OF SERVICES (EU)





OFFERING

FEATURES

- Investment vehicles that meet specific needs of the clients' objectives
- Wide range of eligible assets
- Multi-compartment management allowing several investment profiles within the same contract

EXPOSURE TO FINANCIAL MARKETS

CAPITAL GUARANTEED

Discretionary Management

DIF

*Dedicated Internal
Fund
Discretionary
Management*

CIF

*Collective Internal
Funds
Common
investment
strategy across all
policy holders*

"buy and hold" execution Only

SIF

*Specialised
Insurance Fund
"Buy & hold"
Asset portfolio*

CIF Single line

*Collective Internal
Fund Single line
Equities, bonds,
struct. products...*

Execution Only or Advisory Basis

SIF

*Specialised
Insurance Fund
UCITs Portfolio
with advisory
option*

External UCITs Funds

*Portfolio with
UCITs assets
in open
architecture*

Guaranteed Capital Funds

*Management by
the Insurer*

ELIGIBLE ASSETS

Equities, Bonds, UCITs or
non-UCITs Funds and ETF,
Structured products, Private Equity,
Derivatives products...

UCITs Funds, ETF and
SICAV

Guaranteed
capital
Funds



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CEO, OneLife



WHAT BENEFITS DOES LUXEMBOURG LIFE ASSURANCE OFFERS IN TERMS OF PROTECTION?

- **Luxembourg culture of (investor) protection and stability**



AAA rating



Reputed financial centre

- **Regulatory framework to foster investor protection**



Triangle of Security



Super Privilege



The L15/3 Circular



CO-EXIST NEVERTHELESS?

- **Regulatory pragmatism: an innovative mindset**

- ✓ Promoting investment diversification for a better protection
- ✓ Advancing asset profiling for investor safeguard

- **Luxembourg expertise fostering compliance and trust**

- ✓ Cross-border expertise
- ✓ Investment expertise



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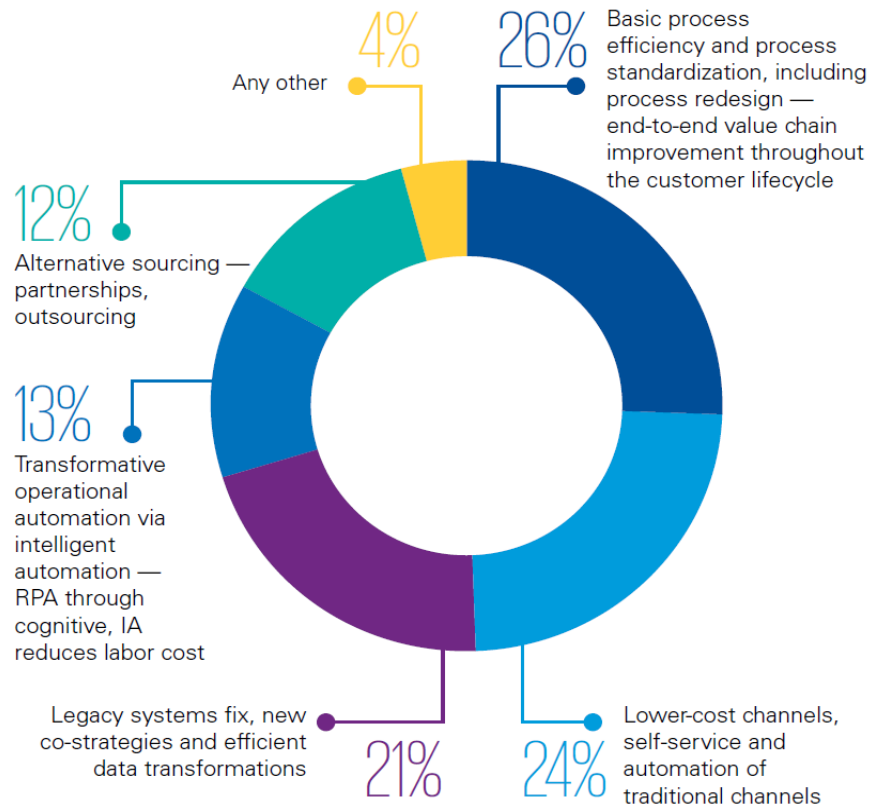


Pascal Denis

Partner, Head of Advisory, KPMG



WHAT ARE THE KEY INITIATIVES PLANNED OR UNDERWAY FOR THE OPERATIONAL EFFICIENCY GAINS?



Source: Operational Excellence in Insurance (KPMG March 2019)