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BANQUE
INTERNATIONALE
À LUXEMBOURG

Wealth Planning Solutions

Together for you

Wealth Planning Solutions

MANAGEMENT OF YOUR WEALTH TODAY

Today the management of your wealth is not limited to the management of your assets in the bank. In a world undergoing constant rapid change it is important to realise that this management is becoming more complex, especially because of more individual family situations (blended families, heirs in other countries...) wealth that is often spread across borders and legislative constraints, whether local, European or international.

In this context, the structuring and passing on of your wealth are two essential components of the overall management of your assets. The questions that you have to deal with can be many and relate to various issues:

- How can I optimise the tax position of my financial portfolio?
- How can I pass on my family business to one of my children without treating the others unfairly?
- How can I structure my private and business assets to safeguard my family?
- How can I achieve my plan of investing in property abroad?
- Is it worth effectively relocating abroad on retirement to exercise my stock options or to receive my group insurance pay-out? ...
- Can I give away some of my assets without endangering my life style in my retirement?

Through our specialised wealth structuring and transfer teams we can assist you in examining your options and help you to design and put in place the solution(s) identified as fully meeting your requirements.

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THE CONCEPT OF WEALTH PLANNING SOLUTIONS: OUR ASSISTANCE IN STRUCTURING AND PASSING ON YOUR WEALTH.

Wealth Planning Solutions is a centre of expertise within Private Banking, offering our wealthy clients a range of made-to-measure services related to the structuring and passing on of their wealth.

The assistance that we provide is for the long term and is based on trust and close attention to your individual needs. This assistance consists of a number of steps: your situation is analysed, a solution is worked out and the solution is implemented. But this is not the end – there is constant monitoring throughout the relationship.

We begin the wealth structuring and transfer process by listening attentively to what you tell us about your personal and financial situation, your plans and your wishes. This step enables us to gather the information necessary for diagnosing the financial, legal and tax-related aspects of your assets.

Starting out from your initial situation we analyse objectively the different alternatives enabling you to achieve your aims or to satisfy your needs. The solutions can have diverse degrees of complexity and take various forms (civil law solutions, company structures, asset protection vehicles, expatriation, ...).

We set up these solutions and we carry out regular monitoring of their appropriateness to your situation so that they are continually adapted to every change in your life or in your plans.

When these analyses are made and the solutions put in place, as well as during monitoring, we ensure the coordination of all the expertise both within the bank and outside it.



Wealth Planning Solutions

Efficient wealth management starts with a thorough analysis of your present situation and your short, medium and long term objectives.

This service, whether with or without outside partners, is given with full regard for confidentiality.

In order to keep track of the constant and rapid changes in the local, European or international legal and tax environment, our experts are distributed and specialised according to geographic area (Luxembourg, Belgium, France, Germany, Spain, Eastern Europe, other countries).

Our Wealth Planning Solutions team also collaborates with the Private Banking teams of our BIL Switzerland subsidiary, while fully respecting the bank secrecy rules of both countries. This sharing of experience proves positive with regard to the services and solutions that can be offered to the clients of both entities.

THE MAIN FIELDS IN WHICH WEALTH PLANNING SOLUTIONS OPERATES

On the basis of a mix of multi-disciplinary and international areas of expertise, the Wealth Planning Solutions team operates particularly in the fields of financial planning, tax and inheritance planning, expatriation of persons or business activities, the establishment of philanthropic projects and advice and assistance to professional sports people.

Tax planning

Wealth Planning Solutions analyses the legal possibilities enabling you to reduce the tax burden applicable to your income, your wealth and its transfer. After the preparation of a tax statement based on your personal and wealth situation, a plan, which may range from the simple application of legal measures to complex structuring, is drawn up so as to minimise income tax, wealth tax, gift and inheritance tax and any other indirect taxes.

The analysis considers the legal, tax and regulatory context of your country of residence. We measure the constraints and opportunities which stem from European directives, double

taxation treaties as well as changes in local and international tax regulations and legislation.

We guide and assist you in setting up possible structures, whether these are Luxembourg company structures (SOPARFI, SPF, FIS, SICAR, securitisation vehicles), non-Luxembourg company structures, or asset protection vehicles (insurance, trusts, foundation,...).

Inheritance planning

The protection of your family, your relatives, the preservation of the unity of your family fortune, passing the family business to one of your children, donations to certain charitable bodies... these are all matters that concern you.

But what you have built up can also become a burden for your heirs if you do not make the necessary arrangements in good time and if you do not make appropriate preparations for your inheritance.

Discussions on the transfer of your assets will generally first give rise to questions and then to ideas, wishes and even certainties in response to these questions:

- **passing on your wealth:** you have your ideas concerning the persons or associations that you wish to see receive part or all of your wealth as well as how you want it to be passed on;
- **tax optimisation of the transfer:** you want your heirs, legatees and beneficiaries not to be subject to too much tax when your wealth is passed on to them;
- **control of your wealth:** despite your wishes for the transfer and the tax optimisation of the transfer, you want to retain a certain control over the wealth that you have built up and brought to fruition throughout your life;

- **income preservation:** in order to guard against unpleasant surprises, you want to continue receiving income, despite the fact that your wealth has been passed on;
- **safeguarding your assets:** for various reasons you may wish to protect a particular asset (works of art, a family company, a financial portfolio with certain securities of "sentimental value"...);
- **protection of your circle:** you want to protect a person in your circle because he/she is a minor, has a handicap or for other reasons;
- **your charitable projects:** perhaps you want to transfer some or all of your wealth to some charitable work or project, whether or not you have legal heirs, other family members or people close to you whom you want to include in the transfer of your assets (on this point see the philanthropy section).

For peace of mind when contemplating the passing on of wealth to future generations, whether in legal, tax or asset terms, it may be reassuring to plan the transfer.

Thanks to a full knowledge of your personal and financial situation, Wealth Planning Solutions guides and assists you throughout the process of inheritance planning by suggesting to you the legal instruments (marriage contract, will, dual legacy, donation) and suitable company or wealth-protection structures (non-trading company, trust, foundation) in accordance with your domestic legislation (civil law, family law and particularly marriage law).

Expatriation of persons or business activities

Globalisation, new means of communication/multimedia and changed ways of thinking are so many elements that have made expatriation easier, whatever the reason (family, business or taxation).

Wealth Planning Solutions guides and assists you in your reflections by drawing up a wealth statement as well as carrying out all the simulations relevant to this change of residence. If you choose expatriation, we set out the process in three steps:

- **Preparation for leaving:** leaving will often have significant consequences in relation to the country you are leaving. Some countries, for example, have an exit tax.
- **Preparation for arrival:** it is important to structure your assets well before arriving in your new environment;
- **Settling in:** we assist you in managing your wealth and, alone or with a partner from the group or an outside partner, we assist you with the administrative procedures.

Philanthropy

While you are alive or when you die, you may want to give some or all of your assets to charitable works or projects. We can assist you in defining your philanthropic projects, in examining the best way to realise them, in implementing them and in monitoring them.

Thinking about and planning these projects needs to be integrated with your family (heirs, heirs who cannot legally be disinherited) and financial (maintenance of your life-style, preservation of reserves...) circumstances. Your commitments can be realised by the designa-

tion of charitable associations or foundations in your will, by a life insurance policy, by a fiduciary gift, by the creation of your own "sheltered foundation" within a foundation, the main purpose of which is to host other sub-foundations or by the creation of your own "Private Foundation" (e.g. private foundation under Belgian law).

The method you choose to achieve your philanthropic wishes must also be in accordance with the legislative framework of

Expatriation has significant impacts on the future legal, tax and social security situation. This is why it is a good idea to consider all these elements in order to examine the opportunity of expatriation.

For peace of mind when contemplating the passing on of wealth to future generations, it may be reassuring to plan the transfer.



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your country of residence, which may in some cases provide arrangements or mechanisms that are interesting from a tax viewpoint. (e.g. reduced tax and possibility of dual legacy in Belgium).

Services to professional sports people

The Private Banking department can count on a service entirely devoted to professional sports people. By their nature, they are obviously confronted with questions affecting the aspects of financial planning, tax optimisation, change of residence and the protection and security of those close to them.

The international aspects of the career as well as the fact that they receive substantial income over a relatively short period, mean that a sports person must be seen as a particular kind of Private Banking client. Though aware of these issues, sports people have little time to devote to them. In this regard, they are content and relieved to be able to count on reliable, readily available partners who can help them to manage these non-sporting elements while respecting their family and sporting circle.

We analyse the financial, legal and tax aspects both with regard to their transferable assets and their real estate property, attaching great importance to planning for the future and wealth protection. A financial planning tool enables us to estimate the savings capacity necessary to enable the sports person to find him/herself in a comfortable position on retirement, taking into account his/her present standard of living.

We can also, if needed, assist the sportsperson to a certain extent with his/her relocation to another country, possibly with the assistance of reputable partners.

At the end of his/her career the sportsperson will have no lack of projects, whether related to property or business. The

structuring and perhaps financing of this new activity can also be considered by our establishment.

Financial Planning

The specific "Financial Planning" approach aims to optimise the growth of your assets, taking into account your plans, whatever they may be and whatever time horizons you choose.

There are two essential phases in the management of financial assets: these are the capital building phase and the capital consumption phase.

In the course of a thorough discussion and on the basis of the information you supply us with, we simulate different scenarios of the long term development of your wealth. These simulations take into account your financial situation, your plans and your aims.

The detailed analysis conducted by our teams of specialists enables us to establish both a statement of your current wealth situation, to determine the structure of your present and future financial flows, to include your different plans and to assess your wealth situation over a given time horizon.

The intention of this financial plan is to give you an overview of your current and future assets and to show your capacity for saving and/or consumption of capital, to show how your wealth will evolve and to assess the probability of your achieving your plans.