

YOUR LIFE INSURANCE SOLUTIONS PLATFORM IN LUXEMBOURG

Life Insurance Broker



SOCIETE GENERALE

Private Banking

Life Insurance Broker

LIFE INSURANCE PROFESSIONALS

With the growth of cross-border life insurance in Luxembourg and the complexity of the range of products available, life insurance advice for private clients requires more than ever specialized expertise.

Societe Generale Life Insurance Broker (SGLIB) provides objective advice and assistance in helping choose the right Luxembourg life insurance contract.

POOLED EXPERTISE

Societe Generale Life Insurance Broker's line-up of insurance and wealth-management professionals team up with the talent within Societe Generale Luxembourg and Societe Generale Group to offer the best advice available in the field of financial engineering applied to international wealth and asset management. This pool of expertise provides the backbone of SGLIB's safe and innovative range of life insurance solutions.

ADVISING CLIENTS ON LIFE INSURANCE REQUIRES – CHECKLIST

- ☒ **Approval by the Luxembourg Regulator (CAA)**
- ☒ **Analysis of client needs**
- ☒ **Recommendation of appropriate solutions provided in a durable format**
- ☒ **A selection of contracts in the client's interest**
- ☒ **A selection of contracts in compliance with the legislation in the client's country of residence**
- ☒ **Long-term contract follow-up**
- ☒ **Objectivity and transparency**



**SGLIB fulfils all of these conditions to provide private clients
with legitimate security and peace of mind.**

REAP THE BENEFITS OF LUXEMBOURG LIFE INSURANCE

Luxembourg life insurance contracts, issued under the EU freedom to provide services, offer many advantages for private clients in their wealth management or wealth transfer strategies.



PRODUCTS COMPLIANT WITH LOCAL REGULATIONS*

| Dedicated internal fund (DIF)

The DIF offers discretionary portfolio management enabling the policyholder to define the guidelines and requirements for the fund's financial management and the fund's asset manager, subject to acceptance by the insurance provider. The DIF also gives access to a particularly wide range of asset classes: shares, bonds, hedge funds, listed and unlisted securities.

| Guaranteed rate

SGLIB has forged partnerships with insurance companies providing investment solutions based on the insurers' general assets denominated in EUR or USD. Also called "EUR funds" or "USD funds", they offer a particularly attractive risk/return proposal for investors keen to fully secure their capital.

| UCITS type external funds

These funds allow policyholders to freely define and change their asset allocation across a wide range of investment funds.

It is also possible to reference new funds on request, subject to acceptance by the insurance company.

INNOVATIVE INVESTMENT VEHICLES

The Luxembourg life insurance contract is recognized in the policyholder's country of residence.

In most European countries, policyholders benefit not only from the tax incentives in their country of residence but also from Luxembourg's innovative financial rules** (such as access to the DIF), and specific prudential rules (such as the security triangle and "super-privilege").

LUXEMBOURG, FISCAL NEUTRALITY

Luxembourg's fiscal neutrality for nonresidents guarantees a mobile clientele against any risk of double taxation by Luxembourg. Only the tax laws in the policyholder's and, where applicable, the beneficiaries' country of residence applies. Fiscal neutrality ensures that there are no tax deductions at source when the contract is subscribed with a non-Luxembourg insurance company.

SGLIB, EUROPEAN REACH

In order to conduct business, insurance companies and intermediaries operating under the freedom to provide services must first notify the regulatory authorities in the policyholders' countries of residence. SGLIB has a passport to operate in 29 countries in the European Economic Area.

* List of countries covered available on request.

** Specific regulatory requirements to comply with in the policyholder's country of residence.

SGLIB, A COMPREHENSIVE AND INTEGRATED SERVICE

CONFIRM THE CLIENT'S GOALS

- Develop the asset portfolio in an optimum legal and fiscal framework
- Protect the surviving spouse
- Transfer wealth to future generations
- Invest in a totally secure product with an attractive yield
- Invest in alternative funds or in unlisted company shares
- Transfer a securities portfolio
- Use the contract as security for financing, etc.

ESTABLISH THE CONTEXT

- Wealth assessment
- Client's country of residence and intended beneficiaries
- Age and marital status
- Link with the intended beneficiaries
- Asset holding structures
- Investor profile

RIGOROUS METHODOLOGY

RECOMMEND SOLUTIONS

- Life insurance or capitalisation contract
- Individual or joint subscription
- Stripped subscription
- Settlement on first or second death
- Preparation of an appropriate satisfactory beneficiary clause: stripped, conditional, representation, successive transfer
- Investment vehicles selection
- Contract suited to country of residence and local regulations
- Setting aside as security, etc.

SELECT CONTRACTS IN AN OPEN ARCHITECTURE PLATFORM

- Financial soundness of the insurance company
- Experience and knowledge of the regulatory environment in the policyholder's country of residence
- Pricing
- Contract flexibility
- Back-office effectiveness, etc.

SGLIB, A COMPREHENSIVE AND INTEGRATED SERVICE

SGLIB performs the insurance engineering and selects the best life insurance or capitalization contracts for its clients.



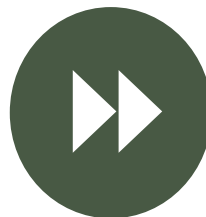
INSURANCE ENGINEERING AND TAILORED SOLUTIONS

SGLIB assesses its client's wealth and goals in order to recommend tailored solutions based on life insurance or capitalization contracts.



OPEN ARCHITECTURE PLATFORM TO SELECT THE BEST LIFE CONTRACTS

SGLIB continuously monitors the Luxembourg life insurance market and contributes to devising tailor-made products. It evaluates insurers and their products according to a range of criteria and relative to the needs of its clients.



LONG-TERM FOLLOW-UP

SGLIB provides assistance to its clients with day to transactions (additional payments, partial redemptions, arbitrages, etc.) and is best served to adapt to changes in the clients' wealth or wealth management strategy. SGLIB supports them, from drawing up beneficiary clauses, setting up donations and transfer of contracts to assessing investment opportunities, etc.

When clients relocate, SGLIB may be called upon to negotiate amendments to adapt contracts to the regulatory environment of the destination country, in so far as is possible.

A UNIQUE REGULATORY ENVIRONMENT

The Luxembourg legislator has created a unique regulatory environment in Europe, particularly suited to the requirements of private clients.

THE SECURITY TRIANGLE

Luxembourg regulations require signature of a “tripartite agreement” between the insurance company, the custodian bank and the regulator, the Commissariat Aux Assurances (CAA). This agreement authorizes the regulator to:

- | ensure strict separation between representative assets linked to the insurer’s undertakings and the company’s other assets, which must be lodged in separate bank accounts,
- | keep a continuous inventory of these representative assets: check the balance between the company’s undertakings and the coverage of these undertakings,
- | freeze accounts to protect policyholders’ rights in an extreme scenario of the failure of an insurance company.

POLICYHOLDER’S - “SUPER-PRIVILEGE”

Under Luxembourg law, policyholders take precedence over other insurance company creditors when it comes to recuperating the value of their insurance contracts from the representative assets of the insurer’s liabilities.

LEGAL NOTICES

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APPROVED INSURANCE BROKER SUPERVISED BY THE COMMISSARIAT AUX ASSURANCES

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