

HNW INSURANCE SUMMIT - SINGAPORE 2023

EVENT SUMMARY



 **hubbis**

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Executive Summary

Hubbis is delighted to announce that we successfully hosted the HNW Insurance Forum in Singapore 2023 recently.

In the 2023 rendition of our esteemed forum, the Hubbis HNW Insurance Summit shone a light on the indispensable role of life insurance in HNW and UHNW wealth management. At the heart of the discourse were pivotal themes such as intergenerational wealth preservation, ensuring liquidity, and adeptly navigating the maze of international regulations and tax implications. Specialists deeply explored the ever-evolving trends in insurance, with a keen emphasis on Asia's dynamic landscape, touching upon regulatory shifts, intersections of tax planning, and the effects of migration trajectories. A standout segment delved into the intricacies of Private Placement Life Insurance (PPLI), highlighting its merits as an asset repository and its synergy with other fiscal structures. Moreover, the summit underscored the paramouncy of life insurance within the framework of family office dynamics and the burgeoning global trends in the HNW insurance sector, whilst offering a lens into Asia's distinct methodologies.

Backed by a diverse array of industry-leading speakers and sponsors, the Hubbis HNW Insurance Summit 2023 undoubtedly penned a notable chapter in the annals of HNW insurance dialogue. Over 300 delegates were privy to invaluable resources and discussions that will indubitably shape their strategic orientations in the foreseeable future. For the benefit of those unable to attend, Hubbis has diligently curated these insights, capturing the very essence of this laudable forum, ensuring its teachings resonate well beyond the event's conclusion.

Key elements of the event included:

- » **Four Engaging Panel Dialogues**
- » **Five Insightful Expert Talks**
- » **Three Stimulating Workshops**
- » **Three Premier Networking Gatherings**
- » **Privileged Access to Esteemed Contacts from Our Sponsors**



Many thanks to our Sponsors for the Forum



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ANNUITY & LIFE ASSURANCE COMPANY



You may wish to [CLICK HERE](#) to view the contact information of our sponsors' key contacts.

You may also wish to [CLICK HERE](#) to view the full Agenda for the Forum.

A huge thanks to our Enlightening Speakers



SZE KUAN SIM
RHTLaw Asia



BENJAMIN SZETO
1291 Group



JUNWEI HAN
Deloitte Private



PHILIPP PIAŻ
Finaport



ZAC LUCAS
Spencer West



JOHN SHOEMAKER
Butler Snow



NICHOLAS KOURTEFF
NicAI



MICHAEL VELTEN
Deloitte Private



ROGER CHI
1291 Group



ROHIT GANGULI
EFG Bank



PETER TRIGGS
1291 Group



LEE WOON SHIU
DBS Private Bank



LEE SLEIGHT
Lombard International
Assurance



SHARON YAM
Ocorian



EDDY GOH
Transamerica Life
(Bermuda)



SCOTT MOORE, IMCM
Henley & Partners



ROBERT CHAN
Knighthead Annuity &
Life Assurance Company



JOHN HARRELL
Knighthead Annuity &
Life Assurance Company

Save the Date for the Hubbis HNW Insurance Summit - Singapore 2024 - Wednesday 4th September, 2024.

[CLICK HERE](#) to register for the event today to guarantee your place!

Content Summary

Please [CLICK HERE](#) to view the **photos** from the forum. Or [CLICK HERE](#) to view the **excellent testimonials** we received on the back of this event.

PANEL DISCUSSIONS

[HNW Insurance – Updates and Trends](#)

During the insightful panel discussion on HNW Insurance, industry luminaries delved into the evolving landscape of life insurance solutions, highlighting both global advancements and specific trends emerging in Asia. They explored the shifting regulatory impacts on HNW Insurance policies and underscored the intricate bond between HNW Insurance and Tax planning. The panelists adeptly addressed cross-border considerations impacting clients' choices and shed light on recent developments concerning tax reporting and transparency. A focal point was the introduction of Taiwan's CFC rules and their implications, alongside other regional tax nuances. The dialogue further spanned the strategic use of trust structures in insurance solutions and the integral role of HNW Insurance in comprehensive wealth and legacy planning. Migration trends of affluent clients and the subsequent repercussions for HNW Insurance were also dissected. Lastly, the panel delved into the intricacies of policy benefit assignment, emphasizing variances across different jurisdictions.

[John Shoemaker](#)

Registered Foreign Lawyer, Butler Snow

[Zac Lucas](#)

Partner – International Private Wealth, Spencer West

[Michael Velten](#)

Senior Partner, Deloitte Private

[Peter Triggs](#)

Partner, 1291 Group

[Article - Tracking Major Trends in HNW Insurance Globally and Key Developments and Approaches in Asia](#)

[Family Offices - Succession Challenges and Insurance](#)

During the engaging panel on Private Placement Life Insurance (PPLI) for Wealthy Private Clients, experts delved into the multifaceted aspects of PPLI as an asset-holding structure. The discussion shed light on the types of assets a PPLI policy could encompass and reiterated its inherent benefits as a robust asset holding framework. Panelists explored the myriad advantages of PPLI, ranging from tax optimisation and overseas asset management to its pivotal role in inter-generational planning and seamlessly navigating global regulations like AEOI, CRS, and FATCA. The dialogue also touched upon PPLI's compatibility with other financial structures like trusts and foundations. Emphasis was placed on PPLI's adaptability to meet distinct client needs, its target demographic, and its growing presence in the Asian market. The discourse also sought to clarify the collaborative potential between PPLI and institutions like private banks and IAMs.

[CLICK HERE](#) to view the write-up of this discussion.

[Peter Triggs](#)

Partner, 1291 Group

[Article - The Role of Life Insurance Solutions for Family Offices in Expediting Wealth & Legacy Planning](#)

[Lee Woon Shiu](#)

Managing Director & Group Head of Wealth Planning, Family Office & Insurance Solutions, DBS Private Bank

[Sze Kuan Sim](#)

Of Counsel, RHTLaw Asia

[Article - RHTLaw Asia LLP's Sze Kuan Sim on Navigating Business and Family Dynamics](#)

[Philipp Piaz](#)

Partner, Finaport

[Rohit Ganguli](#)

Head of Wealth Planning Asia, EFG Bank

What are the HNW Life Insurance Options?

In the panel discussion, experts dissected the myriad of High Net Worth (HNW) Life Insurance options available, such as Whole Life, Term Life, UL, VUL, IUL, and PPLI. They grappled with the challenges of the burgeoning product choices, aiming to elucidate how best to present suitable opportunities to clients. Significant attention was given to common errors clients make during the selection process. The panelists compared the distinct needs of European and Asian clientele. A pivotal theme was the industry's product-centric approach, questioning its alignment with clients' genuine requirements and emphasizing the need for change. They addressed the engagement process with private clients and navigated the intricate dynamics of working with specialist distributors. Furthermore, the discussion honed in on the proficiency level of private bankers and EAM RMs/advisors regarding these life products. They contemplated the necessary steps to enhance their understanding, engagement, and active participation.

Roger Chi

Managing Partner, 1291 Group

[Article - Experts Review the Best Approaches to Knowledge-based Expansion of HNW Life Insurance Adoption in Asia](#)

Benjamin Szeto

Partner, 1291 Group

Nicholas Kourteff

Insurance Industry Consultant, NicAI

Robert Chan

Vice President, Business Development, Knighthead Annuity & Life Assurance Company

Eddy Goh

Head, Brokerage Sales & Distribution, Transamerica Life (Bermuda)

Private Placement Life Insurance (PPLI) for Wealthy Private Clients – What? Why? How?

Private Placement Life Insurance (PPLI) gained traction, especially among affluent clients. But why did it emerge as a preferred asset holding structure? This panel delved deep into the intricacies of PPLI — from the assets it could hold to its unmatched benefits in tax optimization, overseas assets management, and inter-generational planning. Additionally, it addressed PPLI's role in seamlessly navigating the maze of AEOI, CRS, FATCA, and other regulations. The discussion shed light on how PPLI harmonized with other entities like trusts and foundations. Questions around its flexibility, ideal clientele, its then-rising prominence in Asia, and the synergies with private banks and IAMs were also tackled.

Roger Chi

Managing Partner, 1291 Group

[Article- Private Placement Life Insurance \(PPLI\) for Asia's HNWIs – Why they Need It and Why Advisors Should Promote It](#)

Lee Sleight

Head of Business Development, Asia, Lombard International Assurance

Rohit Ganguli

Head of Wealth Planning Asia, EFG Bank

Peter Triggs

Partner, 1291 Group

PRESENTATIONS AND WORKSHOPS

[Event Presentation - Millionaire Migration – And the Release of the Henley Private Wealth Migration Report 2023](#)

[Scott Moore, IMCM](#)

Managing Director, Henley & Partners

[Article - Henley & Partners' Scott Moore Reviews Key Findings from the Henley Private Wealth Migration Report 2023](#)

[Event Presentation - The Effective Use of Insurance for U.S. Pre-Immigration Planning](#)

[John Shoemaker](#)

Registered Foreign Lawyer, Butler Snow

[Article - Leading Lawyer John Shoemaker Reviews the Intricacies Around Using Life Insurance in US Pre-Immigration Planning](#)

[Event Presentation - Wealth & Succession Planning in an Increasingly Uncertain World](#)

[John Harrell](#)

Executive Vice President - Head of Sales and New Business, Knighthead Annuity & Life Assurance Company

[Article - The Rising Appeals of Annuities in Today's World for Wealthy Private Clients](#)

[Robert Chan](#)

Vice President, Business Development, Knighthead Annuity & Life Assurance Company

[Event Presentation - Family Businesses - And how to build and sustain a successful enterprise](#)

[Sharon Yam](#)

Regional Head, APAC, Ocorian

[Article - Trust Expert Sharon Yam on Sustaining Successful Family Enterprises for the Future Generations](#)

[Event Presentation - Wealth & Succession Planning in an Increasingly Uncertain World](#)

[Lee Sleight](#)

Head of Business Development, Asia, Lombard International Assurance

[Article - Lombard International Assurance's Lee Sleight on Wealth & Succession Planning in an Uncertain World](#)

[Workshop - Greater China Tax Updates](#)

[Junwei Han](#)

Director, Deloitte Private

[Article - Deloitte Private Director Junwei Han Provides Update on Key HNW & UHNW Tax Issues in Greater China](#)

[Workshop - Immigration to high tax countries and tax planning solutions](#)

[Peter Triggs](#)

Partner, 1291 Group

[Scott Moore, IMCM](#)

Managing Director, Henley & Partners

[Article - Taking a 360-Degree Look at Moving to Higher Tax Countries, Smart Tax Planning and Life Solutions](#)

[Workshop - Use cases - PPLI in Asia](#)

[Roger Chi](#)

Managing Partner, 1291 Group

[Benjamin Szeto](#)

Partner, 1291 Group

[Article - 1291 HNW Insurance Experts Highlight the Multiple Appeals of PPLI and VUL within Astute Estate & Legacy Planning](#)

HNW Insurance – Updates and Trends

[View video of panel discussion](#)



PANEL SPEAKERS

- » [John Shoemaker](#)
Registered Foreign Lawyer
Butler Snow
- » [Zac Lucas](#)
Partner – International
Private Wealth
Spencer West
- » [Michael Velten](#)
Senior Partner
Deloitte Private
- » [Peter Triggs](#)
Partner, 1291 Group

SELECTED CONTENT FROM THE PANEL

[Peter Triggs](#)
Partner, 1291 Group
[Article - Tracking Major Trends in HNW Insurance Globally and Key Developments and Approaches in Asia](#)

The Hubbis HNW Insurance Summit in Singapore on September 6 brought together a lot of expertise on the life insurance solutions market and how it fits within the wealth management universe and enhances personal estate & legacy planning for individual clients and their families. A panel of experts sat down to consider the key developments taking place around the world, and more specifically what is happening in Asia, and the outlook ahead. They articulated how life policies if correctly structured, can help families overcome many personal, familial, estate and regulatory challenges. Peter Triggs, Partner at Swiss-headquartered specialist high-end international insurance brokerage 1291, offered his invaluable insights into some of the key issues, advising the wealth management community to see HNW Insurance as part of robust planning solutions, not as a standalone product. And he conveyed his view that advisors must be cognisant of the numerous technical and regulator nuances amongst the many jurisdictions around the world. What might work as a structure in France, for example, might not satisfy the UK authorities.



Family Offices - Succession Challenges and Insurance

[View video of panel discussion](#)



SELECTED CONTENT FROM THE PANEL

[Peter Triggs](#)

Partner, 1291 Group

[Article - The Role of Life Insurance Solutions for Family Offices in Expediting Wealth & Legacy Planning](#)

Family offices are growing in number and often in scale in both Hong Kong and Singapore, with both centres fighting hard (but fair) to appeal to UHNW families from the region as well as globally who are considering where to establish their Single-Family Office (SFO). The Hubbis HNW Insurance Forum in Singapore on September 6 opened with a panel of experts debating the role of family offices in consolidating control, coordinating family wealth and planning, and expediting more robust family and family business governance. This panel discussion was not focused on the nitty gritty of the policies and structures themselves, but more on contextualising insurance within this big-picture perspective on family offices. The mission was more around the experts highlighting the value of life solutions as part of a robust estate and legacy planning approach and as a core product that aligns with the family's missions and the technical aspects of 360-degree structuring. Insurance in any of its guises needs to be seen as a risk management and risk mitigation solution for these families, which are often immensely complex and very global in their businesses, assets, investments, residences, and outlooks. The panel also touched on the best approaches for the private banks and wealth managers to discuss these issues with clients, and how they can work with the leading insurance brokerages, with preferred lawyers, accountants and fiduciary services experts to help deliver life solutions that ideally tailor into the client's personal and family estate & succession structuring.

[Sze Kuan Sim](#)

Of Counsel, RHTLaw Asia

[Article - RHTLaw Asia LLP's Sze Kuan Sim on Navigating Business and Family Dynamics](#)

At the recent Hubbis HNW Insurance Summit 2023 held in Singapore, we had an enlightening panel discussion which delved into the evolving landscape of family offices in Asia. Family offices, a well-established concept in the West, have recently gained more traction in Asia as tools for ultra-wealthy families to manage their assets in a structured manner. Yet, beyond mere asset management, the real essence of these entities lies in the balance they strike between managing businesses and navigating intricate family relationships. Sze Kuan Sim, Of Counsel at RHTLaw Asia LLP, discussed the growing trend of family offices in Asia. He emphasized their dual role in managing family businesses and navigating family dynamics. While families often handle business matters with ease, they face challenges in internal relations. Sze Kuan highlighted the need for advisers to adopt a holistic approach to provide a comprehensive strategy that integrates business and family governance. He also touched on the importance of family governance, challenges with traditional advisory fee structures, and the rising significance of insurance products in Asia.

PANEL SPEAKERS

» [Peter Triggs](#)

Partner
1291 Group

» [Lee Woon Shiu](#)

Managing Director & Group
Head of Wealth Planning,
Family Office & Insurance
Solutions
DBS Private Bank

» [Sze Kuan Sim](#)

Of Counsel
RHTLaw Asia

» [Philipp Piax](#)

Partner
Finaport

» [Rohit Ganguli](#)

Head of Wealth Planning Asia
EFG Bank



What are the HNW Life Insurance Options?

[View video of panel discussion](#)



- PANEL SPEAKERS**
- » **Roger Chi**
Managing Partner
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 - » **Benjamin Szeto**
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 - » **Nicholas Kourteff**
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 - » **Robert Chan**
Vice President, Business Development
Knighthood Annuity & Life Assurance Company
 - » **Eddy Goh**
Head, Brokerage Sales & Distribution
Transamerica Life (Bermuda)

SELECTED CONTENT FROM THE PANEL

Roger Chi

Managing Partner, 1291 Group

[Article - Experts Review the Best Approaches to Knowledge-based Expansion of HNW Life Insurance Adoption in Asia](#)

There is a plethora of life policy structures available globally, almost all of which are now widely available in Asia. How do advisors and private clients approach the challenges of choosing between different alternatives such as Whole Life, Term Life, Universal Life, Variable Universal Life, Indexed UL and Private Placement Life Insurance? How do advisors match the right products to the clients? What are some of the critical errors advisors and clients might make in selecting the right policies? What is the current profile of demand in Asia compared to other markets, such as Europe? How do advisors begin the conversations, how should they then work with the specialist distributors and agencies to further advance these solutions for Asia's private clients, and very importantly, how do you participate properly and legally in the fee income/commissions? Does the average private banker or EAM RM/advisor understand enough about the life products and solutions, or what needs to happen to boost their knowledge, engagement and involvement? These and many other questions were tackled by a panel of insurance specialists in a panel discussion at the Hubbis HNW Insurance Summit in Singapore on September 6. Most importantly, they offered their advice on how wealth managers should first listen to clients and understand them, then encourage and nurture them towards insurance solutions that ideally suit them, at whichever stage of life they might be, working productively and compliantly in partnership with the specialists in the market.



Private Placement Life Insurance (PPLI) for Wealthy Private Clients – What? Why? How?

[View video of panel discussion](#)



- PANEL SPEAKERS**
- » [Peter Triggs](#)
Partner
1291 Group
 - » [Roger Chi](#)
Managing Partner, 1291 Group
 - » [Lee Sleight](#)
Head of Business
Development, Asia, Lombard
International Assurance
 - » [Rohit Ganguli](#)
Head of Wealth Planning Asia,
EFG Bank

SELECTED CONTENT FROM THE PANEL

[Roger Chi](#)
Managing Partner, 1291 Group
[Article- Private Placement Life Insurance \(PPLI\) for Asia’s HNWI’s – Why they Need It and Why Advisors Should Promote It](#)

The Hubbis HNW Insurance Summit on September 6 closed with a detailed discussion amongst several experts on the appeals and technicalities of Private Placement Life Insurance (PPLI). This is a snapshot of some of their key observations and insights, as they sought to encourage the wealth management community to enhance their understanding of the product and of its use in robust and compliant, multi-jurisdictional tax planning, as well as part of robust, forward-looking estate and legacy structuring.



EVENT PRESENTATION - MILLIONAIRE MIGRATION – AND THE RELEASE OF THE HENLEY PRIVATE WEALTH MIGRATION REPORT 2023

[View video of presentation](#)

Scott Moore, IMCM

Managing Director, Henley & Partners

[Article - Henley & Partners' Scott Moore Reviews Key Findings from the Henley Private Wealth Migration Report 2023](#)

Both regionally and internationally, there are more first-generation entrepreneurs than ever before, according to Scott Moore, Managing Director and Head of the Indonesia and Philippines offices at investment migration firm Henley & Partners. He told delegates at the Hubbis HNW Insurance Summit in Singapore in early September that these individuals and their families are increasingly seeking out avenues of greater self-governance, with domicile diversification becoming essentially a crucial insurance policy for wealthy individuals and their families against economic, political, climate, geopolitical and financial volatility around the world. Moreover, for wealthy families of all types and from all regions, there are numerous fiscal, education, lifestyle, healthcare and other advantages to overseas residence or citizenship by investment options. Scott offered delegates a lively and entertaining talk explaining about how Henley & Partners can help deliver a variety of services to wealthy Asian families seeking greater global flexibility.



EVENT PRESENTATION - THE EFFECTIVE USE OF INSURANCE FOR U.S. PRE-IMMIGRATION PLANNING

[View video of presentation](#)

John Shoemaker

Registered Foreign Lawyer, Butler Snow

[Article - Leading Lawyer John Shoemaker Reviews the Intricacies Around Using Life Insurance in US Pre-Immigration Planning](#)

John Shoemaker is a Singapore-based Registered Foreign Lawyer with leading international law firm Butler Snow. He gave a lively and entertaining talk about the potential role of life insurance and annuities in US pre-immigration planning. His core message was that wealth management advisors need to be aware of the generalities around the US tax treatment of insurance such as PPLI and VUL, largely due to US-specific rules around the level of control – or rather distance – of the policyholder from the assets vested in the policies, albeit that those assets are legally held by the insurers. He cautioned that too close a degree of control will scupper the potential income tax and estate tax advantages that clients might be seeking through their use of those structures. He appealed to the advisors to bring in genuine experts to help their clients on these complex matters to help achieve the optimal outcomes.



EVENT PRESENTATION - WEALTH & SUCCESSION PLANNING IN AN INCREASINGLY UNCERTAIN WORLD

[View video of presentation](#)

[John Harrell](#)

Executive Vice President - Head of Sales and New Business, Knighthead Annuity & Life Assurance Company

[Article - The Rising Appeals of Annuities in Today's World for Wealthy Private Clients](#)

[Robert Chan](#)

Vice President, Business Development, Knighthead Annuity & Life Assurance Company

Two specialists from Cayman Island-headquartered Knighthead Annuity & Life Assurance Company (Knighthead) told delegates at the Hubbis HNW Insurance Summit on May 3 why Annuities are of considerable and rising value for wealthy private clients in a higher interest rate world, and explained why they should consider working with their firm to structure such deals for private clients. The two specialists were Robert Chan, Vice President of Business Development, and John Harrell, Executive Vice President and Head of Sales. This is a snapshot of their lively and informative talks.



EVENT PRESENTATION - FAMILY BUSINESSES - AND HOW TO BUILD AND SUSTAIN A SUCCESSFUL ENTERPRISE

[View video of presentation](#)

[Sharon Yam](#)

Regional Head, APAC, Ocorian

[Article - Trust Expert Sharon Yam on Sustaining Successful Family Enterprises for the Future Generations](#)

Sharon Yam is the Regional Head for APAC and leads the Private Client and Corporate Services businesses at corporate administration and trust and fiduciary services provider Ocorian. She gave an insightful presentation to delegates at the Hubbis HNW Insurance Solutions Forum in Singapore on September 6. She highlighted some of the key challenges and considerations for wealthy families seeking to transition their businesses to the next or future generations. She explained that families must first identify who from within the family has the intent and/or capability to take the reins of power effectively in the future. They must manage the communication and 'softer' elements within the family to ensure a smooth business asserts and control transition later. They must then work out how to manage the business succession planning and structuring legally and technically, as well as comply with prevailing regulations, often across borders. Throughout the process, it is vital that, they demonstrate sensitivity and empathy to ensure the family units stick together and that everyone who needs to be comes on board and stays for the journey. If these issues and goals are all navigated successfully, the family businesses, family assets and family m cohesion all stand a much better chance of success and harmony for many decades to come.



EVENT PRESENTATION - WEALTH & SUCCESSION PLANNING IN AN INCREASINGLY UNCERTAIN WORLD

[View video of presentation](#)

[Lee Sleight](#)

Head of Business Development, Asia, Lombard International Assurance

[Article - Lombard International Assurance's Lee Sleight on Wealth & Succession Planning in an Uncertain World](#)

Lee Sleight, Head of Business Development, Asia for Lombard International Assurance, offered delegates at the Hubbis HNW Insurance Summit in Singapore some valuable insights into the role that unit linked life insurance can play in robust, well-devised succession and wealth planning, especially in an increasingly uncertain world. He highlighted how family dynamics and life events can evolve, and that wealthy individuals and families turn to solutions that are flexible and can support their need for mobility, and he pointed to the need for smart thinking and early planning.



WORKSHOP - GREATER CHINA TAX UPDATES

[View video of presentation](#)

[Junwei Han](#)

Director, Deloitte Private

[Article - Deloitte Private Director Junwei Han Provides Update on Key HNW & UHNW Tax Issues in Greater China](#)

Junwei Han is a Director at Deloitte Private and specialises in tax matters. Junwei was a speaker at the Hubbis HNW Insurance Summit in Singapore on September 6 and offered delegates a detailed Workshop reviewing tax developments in the Greater China markets. This short review serves as a brief introduction to some of the central points that Junwei highlighted around tax-related developments in China, Taiwan, Hong Kong and all set with reference to the current HNW- and UHNW-specific wealth management and family office environment in Singapore.



WORKSHOP - IMMIGRATION TO HIGH TAX COUNTRIES AND TAX PLANNING SOLUTIONS

[View video of presentation](#)

[Peter Triggs](#)

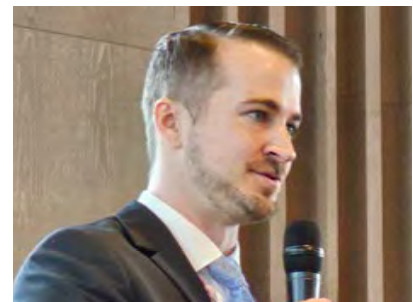
Partner, 1291 Group

[Scott Moore, IMCM](#)

Managing Director, Henley & Partners

[Article - Taking a 360-Degree Look at Moving to Higher Tax Countries, Smart Tax Planning and Life Solutions](#)

In a novel twist on the typical Hubbis live event Workshop, Peter Triggs, Partner of life insurance specialist 1291 Group and Scott Moore, Managing Director at investment migration firm Henley & Partners, tag-teamed to give delegates some useful advice around planning for HNW and UHNW clients moving to higher tax countries. The objective was to help wealth managers at the event consider some of the issues their clients face in making these major decisions for themselves and family members, and to proffer some preliminary guidance on the right approaches for specific countries, such as the US, Canada and Australia. This is a short summary of some of the information, ideas and advice they shared.



WORKSHOP - USE CASES - PPLI IN ASIA

[View video of presentation](#)

[Roger Chi](#)

Managing Partner, 1291 Group

[Benjamin Szeto](#)

Partner, 1291 Group

[Article - 1291 HNW Insurance Experts Highlight the Multiple Appeals of PPLI and VUL within Astute Estate & Legacy Planning](#)

Should high-value life insurance policies be included as part of a robust, multi-faceted approach to wealth planning for HNW and UHNW clients, and do they add value to estate & legacy structuring? Roger Chi, Managing Partner of the high-end and specialist life insurance solutions brokerage 1291 Group, and Benjamin Szeto, a 1291 Partner, certainly believe so. They made their case to delegates in a detailed Workshop at the Hubbis HNW Insurance Summit in Singapore on September 6. They articulated the many appeals of key life insurance structures, especially Private Placement Life Insurance (PPLI) and Variable Universal Life (VUL). They focused on the value of PPLI as a core asset holding structure that also offers many advantages around privacy, asset protection, tax optimisation, and that can be a very valuable addition to estate & succession planning. And they explained why VUL is still so attractive to clients seeking liquidity protection at challenging times, especially for clients who have abundant assets but whose cash resources might be low. These two life structures, they reported, have in recent years been growing in prominence. And they outlined why 1291 works so closely with the wealth management community on these concepts and products, which can significantly enhance private client relationships as well as safeguard AUM and also boost revenues.

