

# Structuring and Preserving your Wealth in times of uncertainty



# Agenda

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1 Introduction

2 Estate Planning

3 Life Insurance

4 Tax Planning

5 Q&A.

6 Closing.



# Welcome

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# The Team



**Folashade Adeloje**  
**Succession Planning Consultant**  
**IPG EMEA,**

**Sven Nicolas Haudenschild**  
**Estate Planning Consultant**  
**IPG EMEA,**

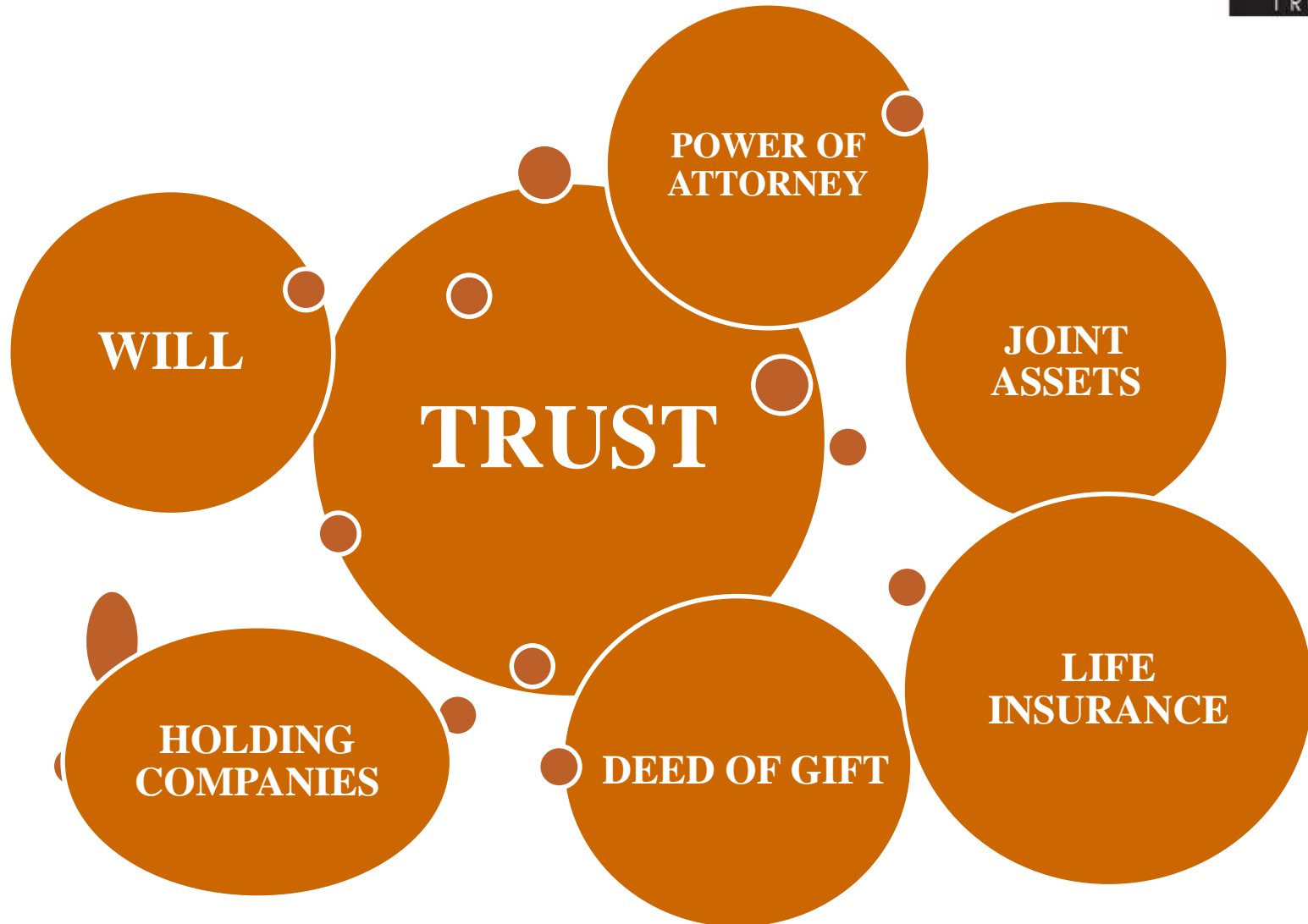
**Israel Koledowo**  
**Tax Management Consultant**  
**Anderson Tax**

# Estate Planning



- Estate Planning involves making plans for the transfer of one's estate after demise.
- It is the process of managing and preparing for the transfer of one's assets during one's lifetime while minimizing taxes and bureaucratic inefficiencies.

# Ways to plan your Estate





# Trust as an Estate Plan

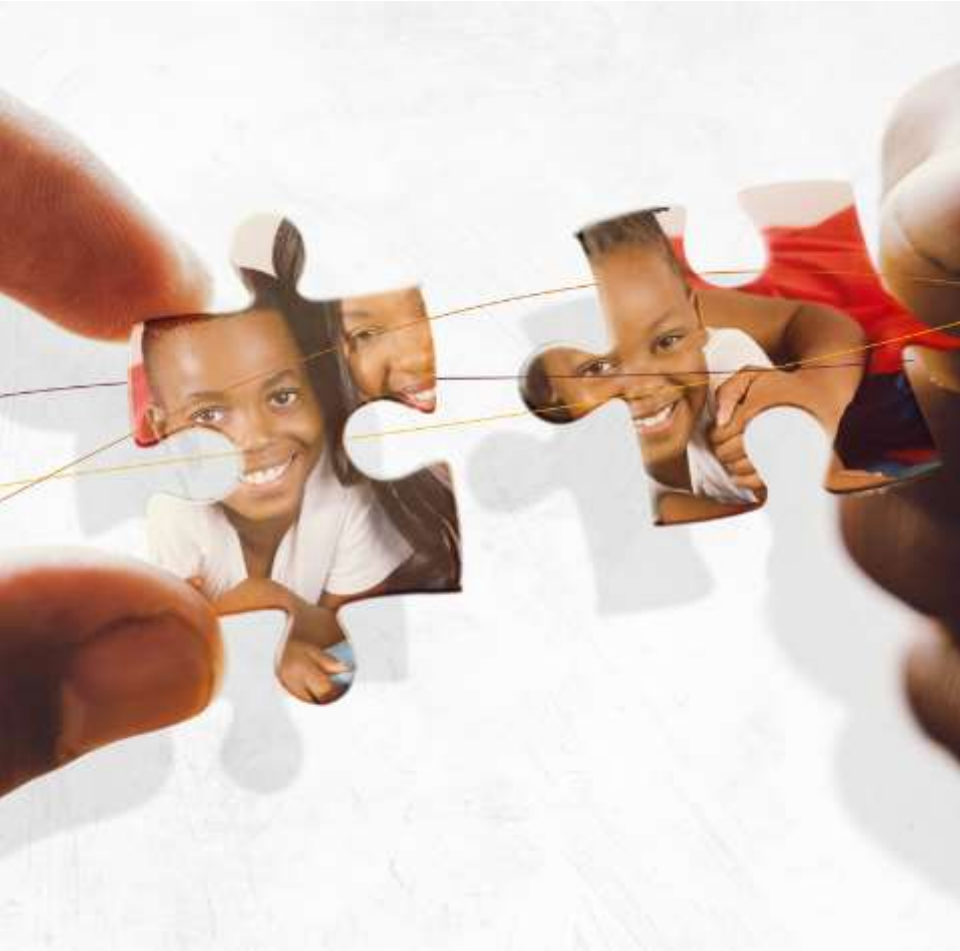


A **Trust** is a **tripartite** arrangement whereby **property** (such as shares, cash, real estate) is **transferred** by a **Settlor** (creator of the Trust) into a Trust with the intention that the Trust is to be administered by the **Trustee**

With a **Trust**, you enjoy:

- Confidentiality
- Seamlessness
- Tax savings
- Asset protection

# Will as an Estate Plan



Ensures that:

- Your **Assets** are distributed according to **your wishes** rather than another's individuals' desires
- There is proper **record** of what you own
- A clear and well-defined Will makes it **less likely** for **one's family** to engage in **disputes or conflicts** when you pass on
- You have **peace of mind** knowing your **beneficiaries** will be taken care of



# Incap Solution




**Incap Solutions service** which enables you to plan for the “in-between” situations whereby an individual is temporarily or permanently incapacitated and is unable to make personal medical decisions or financial decisions.

Incap Solutions employs the use of **Medical and Financial Power of Attorney.**

# Incap Solution - Benefits



- A trustworthy individual or institution can be elected to take charge of financial and medical decisions
- Management of one's affairs is not stalled as a result of his or her incapacitation
- Avoidance of losses during the incapacitation period as the assets are tended to by the agent
- Mitigation of the risk of conflict between family members or employees
- Clear-cut decision making by the agent on behalf of the incapacitated person

A photograph of a family of four: a man, a woman, and two young children. The image is split vertically; the left half is in black and white, and the right half is in a warm, sepia-toned color. The family is smiling and looking towards the camera.

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## CURRENT LANDSCAPE

The current Covid-19 pandemic has adversely affected families, businesses and economies the world over.

During challenging and unprecedented times like these, many will focus their concerns on:

- *Personal health and family security*
- *Financial diversification & wealth preservation*

### 1. FAMILY SECURITY PLANNING

- Replace income of sole breadwinner
- Ensure the future financial security of the family
- Plan your legacy

### 2. LIQUIDITY PLANNING / DEBT REPAYMENT

- Balance between liquid and non-liquid wealth
- Repay outstanding liabilities and pass assets “clear”
- Fund for future inheritance taxes

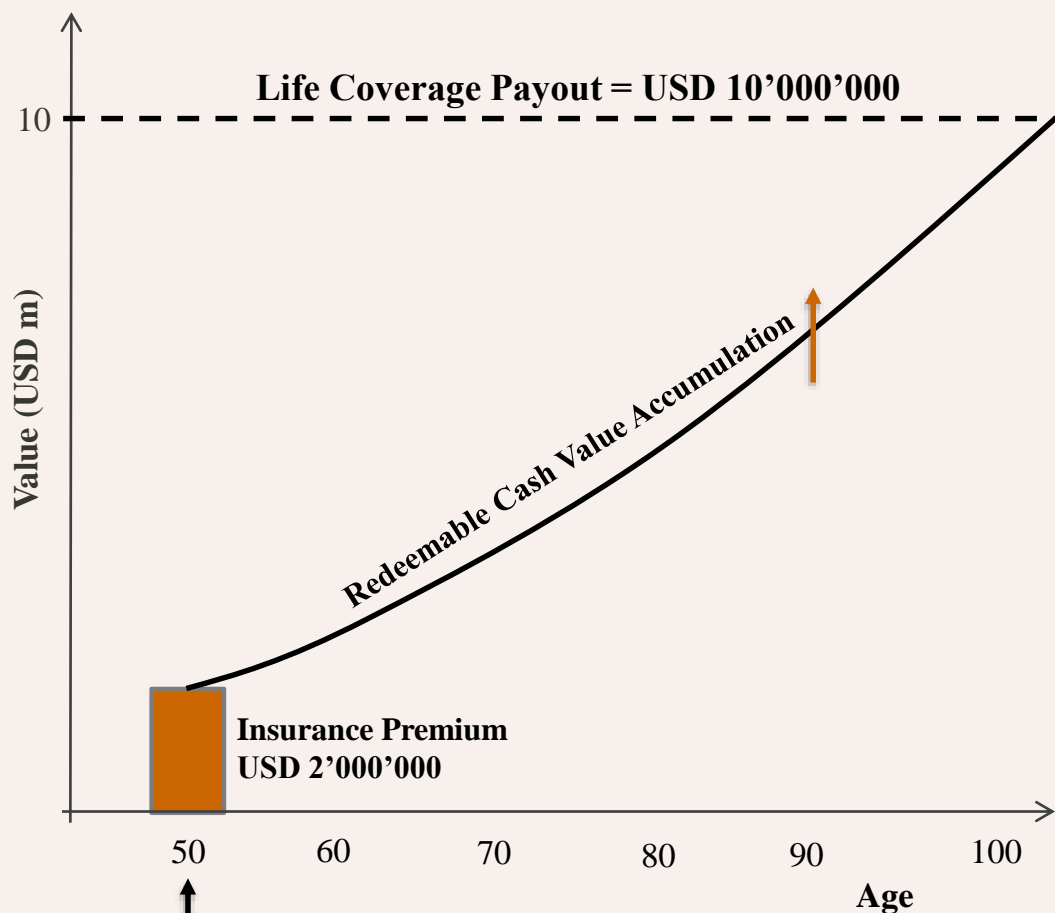
### 3. ASSET DIVERSIFICATION / ASSET PROTECTION

- Diversify and protect wealth
- Re-balance and de-risk investment portfolio
- Integrate conservative investments into portfolio

### 4. ESTATE PLANNING / WEALTH PRESERVATION

- Establish simple but effective wealth transfer plan
- Avoid dilution of wealth when handed over to next generation
- Create immediate liquidity for heirs to cover short-term financial liabilities

# Protect your family & preserve your wealth with life insurance



Male, 50 years, Nigeria, non-smoker

## 1. FAMILY SECURITY PLANNING

In case of demise, immediate payout to replace lost income and secure future financial well-being of the family

## 2. LIQUIDITY PLANNING / DEBT REPAYMENT

Provide immediate cash to ensure family and business can cover all outstanding liabilities (debts, loans, taxes)

## 3. ASSET DIVERSIFICATION / ASSET PROTECTION

Non-correlated investment with guaranteed interest and payout in case of death / similar to Trust, assets are protect as not held in personal name

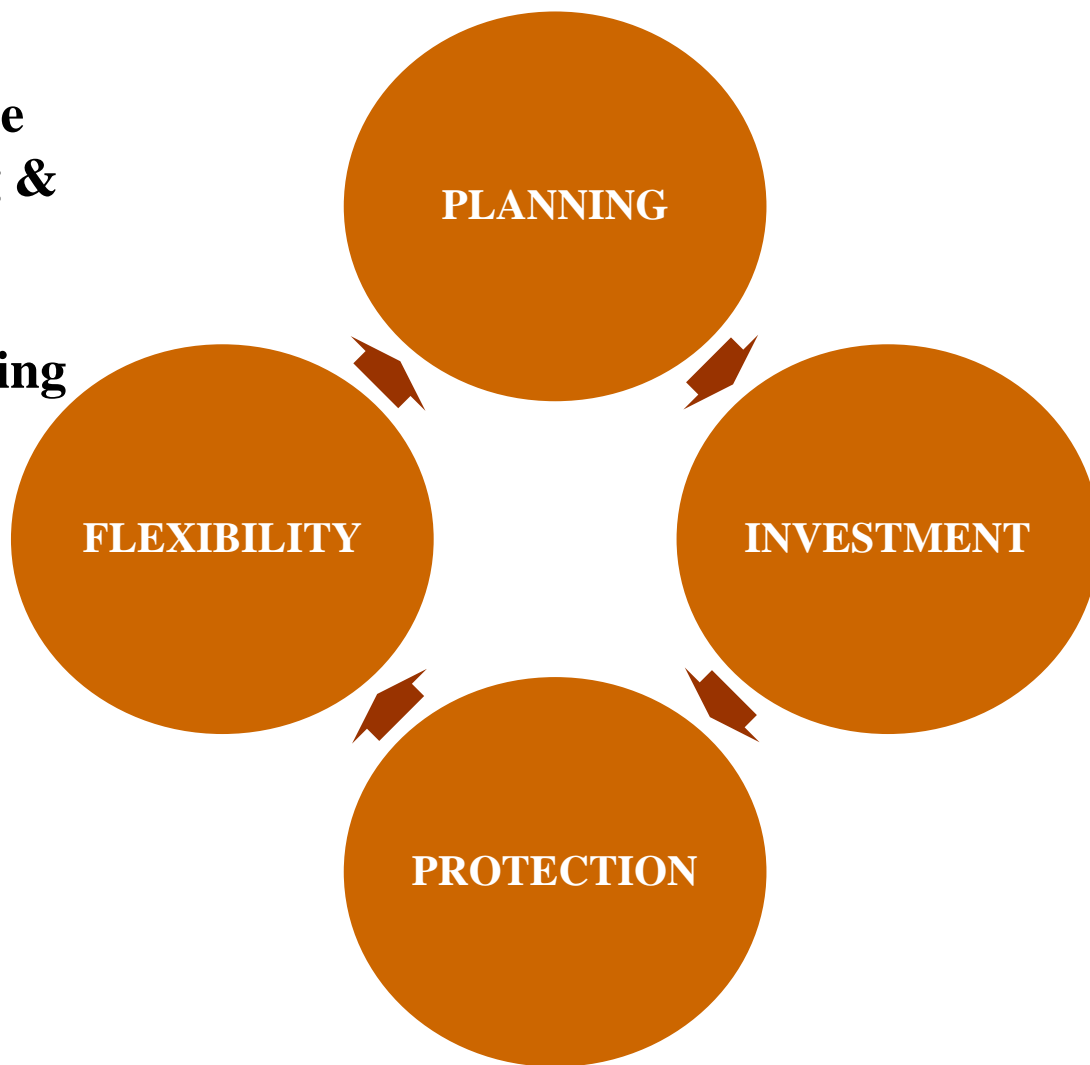
## 4. ESTATE PLANNING / WEALTH PRESERVATION

Confidential beneficiary nomination to ensure efficient payout after demise / increase and preserve your legacy & wealth as insured amount forms part of the estate





**A comprehensive wealth planning & preservation solution should cover the following key criterias**





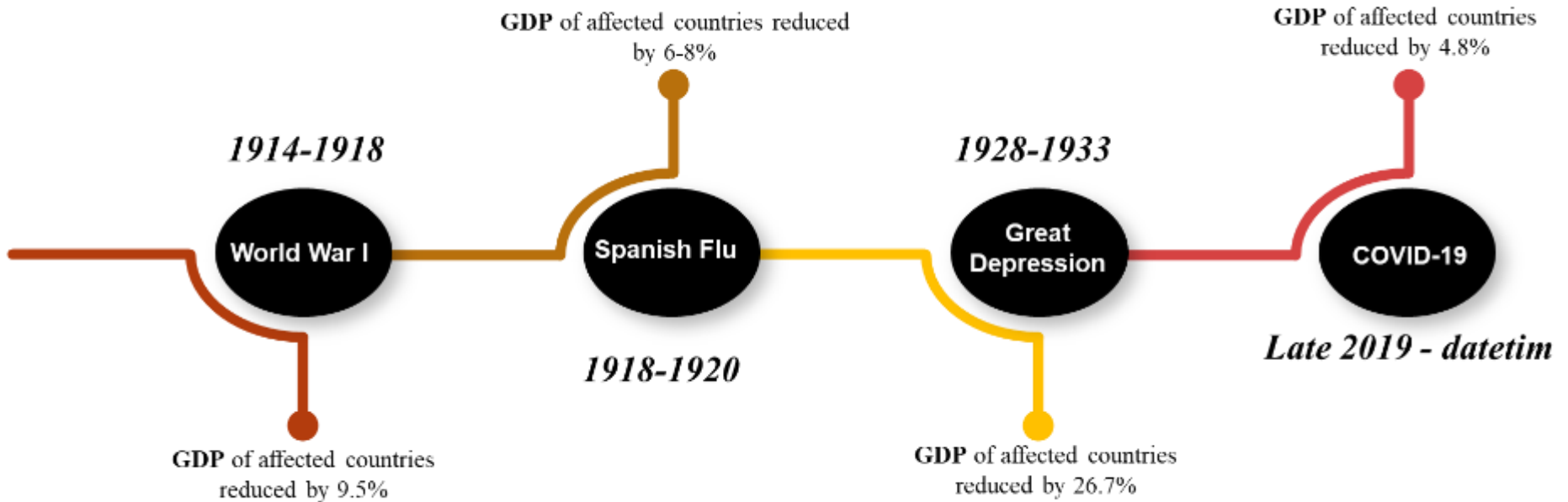
“Buying insurance cannot change your life but it **prevents your lifestyle from being changed**. An illness can wipe up an entire family’s savings that they have saved for decades by the medical bills.

**You will not turn bankrupt because of buying insurance** but you will cause your loved ones to turn bankrupt if you don’t”

- Jack Ma



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**“Nothing in life is to be feared, it is only to be understood. Now is the time to understand more, so that we may fear less..”**

*- Physicist Marie Curie*



The advent of the Coronavirus in late 2019 and the subsequent lockdown of affected economies around the world, has put a halt on businesses globally with Nigeria taking a fair share of the downturn experienced in the various economies.



Oil prices are at a 21-year low due to low demand and many advanced economies are expected to enter a recession in 2021.

With oil prices at \$25 in March 2020 and \$0 in April 2020, more innovative forms of revenue generation will be needed for the Nigeria government to make up for shortfall in the oil revenue (as the budgeted revenue may no longer be achievable)

- 1. How long will it take? will the Federal Government be able to still generate the budgeted revenue from taxation?***
- 2. What happens if another lockdown is enforced based on possible increase in COVID-19 cases?***

Around the world legislators are trying to adapt to the changing times and reduce the tax burden of their citizens

FIRS has taken measures to accommodate tax-paying individuals and businesses affected by granting filing extensions and the adoption of e-tax processes

LIRS announced an extension of the deadline for filing PIT returns by 2 months.





Succession plans and  
strategic framework for  
business ownership  
retention

Personal aspirations  
and  
overall strategic  
direction



What type of family  
governance framework  
should be adopted to  
ensure business  
sustenance?

Ensure assets are not  
exposed to probate fees or  
other unnecessary charges  
when transferring to  
succeeding generation

How should our corporate  
centre be organized? What  
type of investment holding  
vehicle should be adopted by  
the Family?

01

Don't be rash when it comes to your portfolio or the investments you're making right now

02

Be strategically prudent. Reassess your pain threshold. Speak to a licensed advisor and don't make decisions based on news headlines

03

Succession planning should be at the forefront of everyone's mind during a time like this. Issues like tax implications of transferring a business or family heirloom to successors, whether a family member or non-family member, should be considered.

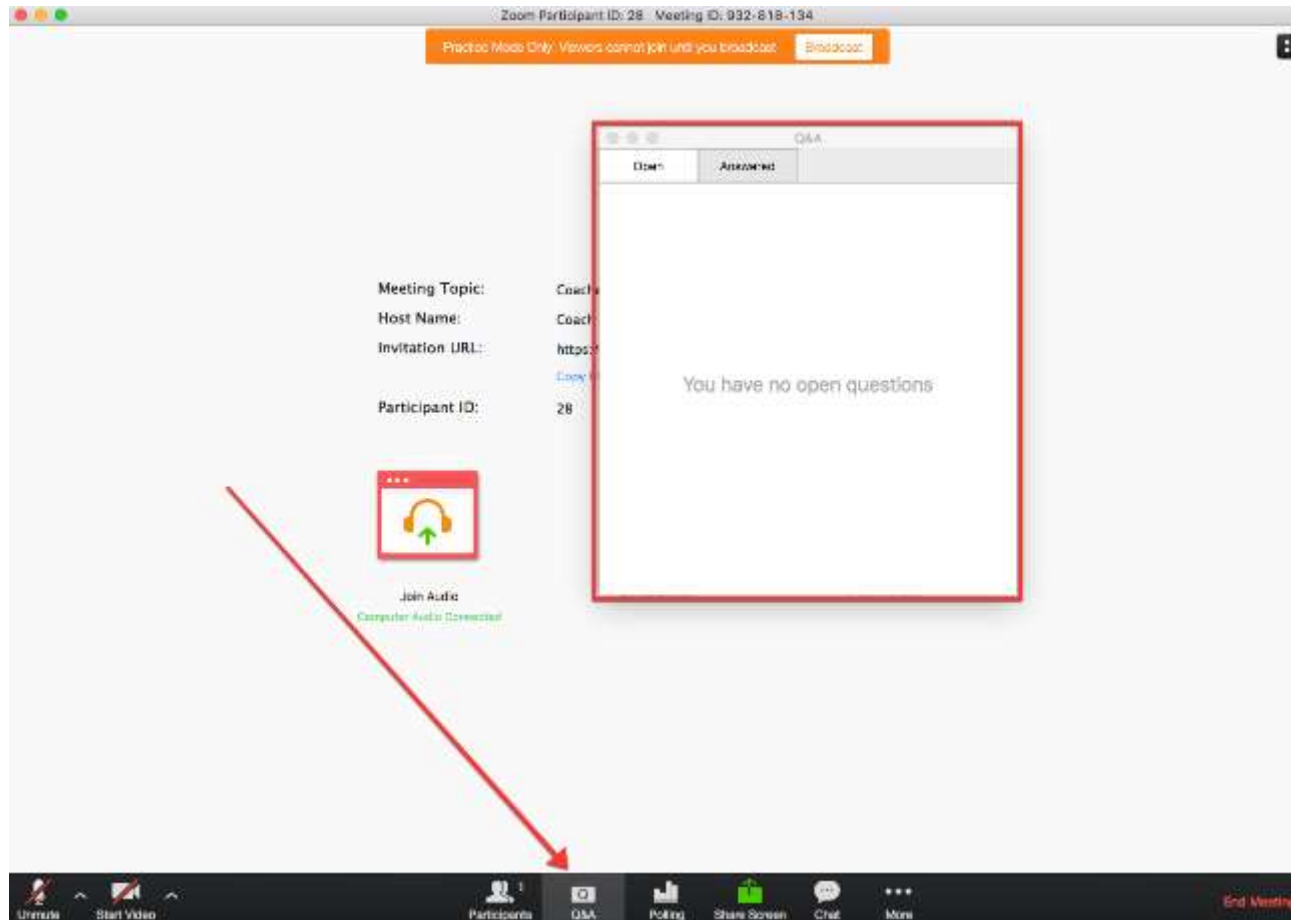
04

Panicking is never the right move to make when it comes to managing one's money. Remember, change is inevitable and this too shall pass.



# Q&A

Please use the Q&A button at the bottom of your screen.





# Thank You

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# About Us

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ARM Trustees comprises of a dedicated team of professionals whose primary focus is to deliver high quality service in an efficient and professional manner

**“ARM is a diversified and integrated asset management Company with a focus on providing investment solutions to retail, high net worth and institutional investors.”...**



# Who we are



ARM Group:



Our Values:

*Ambition, Proximity, Impact, Truth*

Our Mission  
& Vision:

*“We seek optimum wealth creation opportunities for those who entrust us with their assets. To be the preferred financial partner in Africa providing access to global wealth creation opportunities.”*

Pensions ▪ Investment ▪ Real Estate ▪ Trustees ▪ Specialised Funds

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