

Phillip Wealth Planners (PWP)

Phillip Wealth Planners Sdn Bhd is Phillip Mutual distribution arm for wealth management service, which offers comprehensive services encompassing investment, retirement, estate and tax planning as well as risk management services to ordinary and high net worth individuals.

MISSION

PWP aims to become a one-stop wealth management company through:

Product Leadership

- Innovative, high value and distinctive products for customers and business partners

Operation Excellence

- By providing efficient and effective operational system
- By creating healthy working environment for employees and business partners

Customer Intimacy

- By providing prudent wealth management advice
- By helping our customers solve problems – prompt, accurate, innovative and courteous service

PWP AND WEALTH MANAGEMENT

There are many Independent Financial Advisor companies that offer wealth management services in Malaysia and many of them are with life insurance background while few are unit trust agencies. They are also institutions setting up financial planning division offering such services to their in-house clients. With the support from the authority, of which, was mentioned in the Securities Commission and Bank Negara Malaysia's 5 years plan, the financial market will definitely heading toward a one-stop financial planning scene.

At PWP, we believe that financial planners should attain three essential criteria:

- **Independent**
A wealth planner must always make their client's need the priority. An advisor is a partner with the client and what is good for the client, is good for the advisor. At PWP we will strive to deliver that value to our clients.
- **Dependable**
PWP will be with our valued customer every step of the way. Through the good and the challenging time, PWP will stand side by side with our valued customer and their family.
- **Affordable**
Wealth management should not only be the super-rich. PWP offers the highest possible service for the lowest possible price.

We strive to bring our clients value and security. Our goal is to take financial burdens away and to give our clients the peace of mind that they family will be taken care of today and tomorrow.

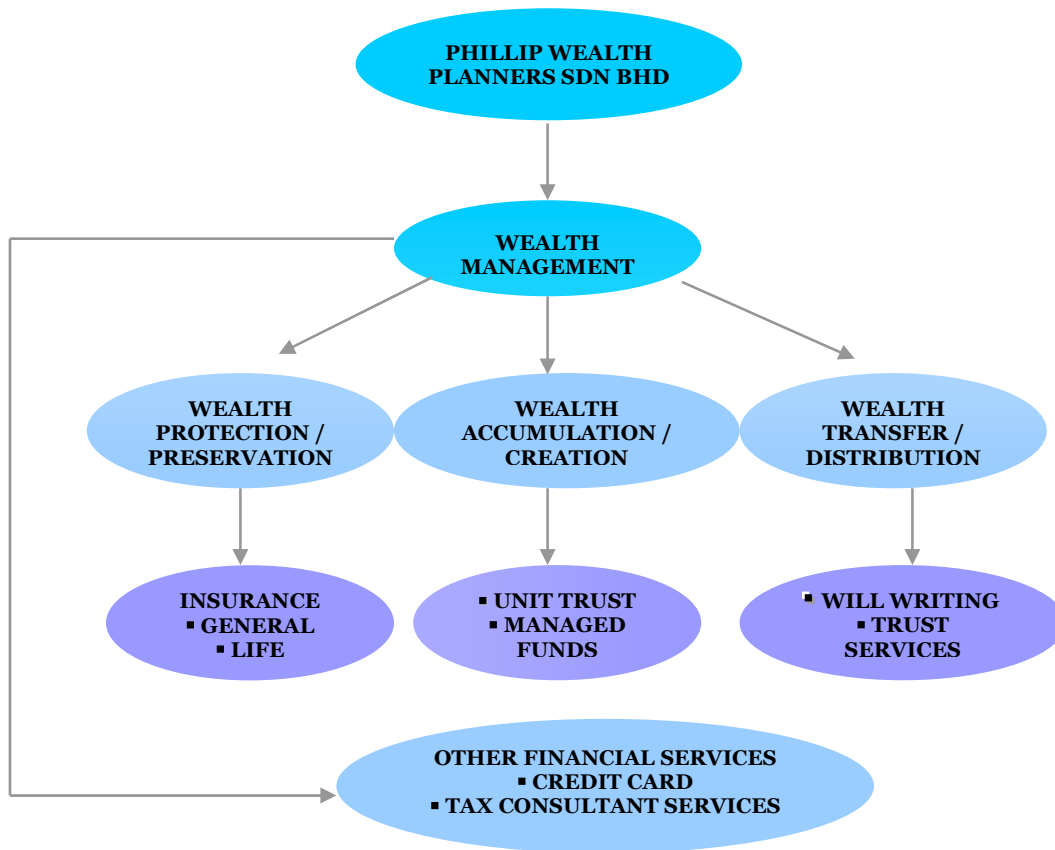
PRODUCTS

PWP services include:

- **Investment Advisory Services**
We offer professional money management and unit trust funds through our Phillip Capital Management Sdn Bhd and Phillip Mutual Berhad respectively.
- **Risk Management and Insurance Planning**
We offer competitive life, homeowner's, household, hospitalization, personal accident, higher education, travel, vehicle, etc. policies.
- **Tax Planning**
We track the changes in tax law that could affect client's financial plan and recommend tax saving strategies.
- **Retirement Planning**
Retirement planning involves setting aside enough money during one's working years to provide income during retirement. A simple concept, but a complicated task once investment choices, governments, inflation and taxes are involved. We help clients manage their retirement distribution with our variety of products and services.
- **Estate and Wealth Management Services**
Without proper estate planning, the government will take a significant portion of any estate. PWP helps clients prepare their estate so their families receive estate possessions.
- **Lending**
Whether for client's first home or refinancing, we have loan option to meet client's needs. We also distribute credit cards offered by renowned local banks/organisations.



SERVICES OFFERED BY PHILLIP WEALTH PLANNERS SDN BHD (PWP)



Wealth Management

Managing wealth is essential if you plan to grow, protect or distribute your wealth for future or unexpected use. Lack of planning will result your wealth's value to erode over time. Wealth management, therefore is a continuous process that integrates wealth accumulation, wealth protection and wealth transfer planning to complete the financial planning needs. The wealth management solutions generally include retirement planning, education planning, investment planning, insurance planning, estate planning, tax planning and etc.

WEALTH ACCUMULATION/CREATION

Why accumulate wealth?

- To be a heritage of the next generation
- To cater future plans that need quite a substantial amount to realise, e.g. retirement plan, education plan, future business expansion plan, etc.
- To be financially independent in order to meet current obligations and future goals

One's can accumulate/create wealth through:

- Investment in share market
- Investment in bond or debenture
- Investment in unit trust
- Investment in property
- Investment in commodities
- Business ventures
- Saving in fixed deposit
- Saving in conventional bank account

It is already proven that through investment, you can double your capital if you know how to allocate your assets efficiently. Due to the factor of inflation, taxes, investment downturns and lawsuit that can erode your savings or investment, a wise man will diversify their asset portfolio. One of it should include unit trust, that could generate generous returns over medium to long term.

WEALTH PROTECTION

Why do you need wealth protection?

- To shield your wealth from internal and external threats.
- Protection planning not just for the 'admittedly wealthy' but it can be a general financial plan that can lift your stress out.
- Example:
 - Developing a better risk or reward ratio in an investment portfolio
 - Saving for college costs
 - Reducing income taxes
 - Protecting assets from liability
 - Creating an efficient estate plan

Internal threats

- Premature death or disability
- Need for nursing home care
- Divorce
- Mismanagement of investment funds (poor allocation, speculation, etc.)
- Lack of professional guidance
- Poor choice of advisors

External threats

- Downturns in the investment markets
- All types of taxes
- All types of lawsuits and claims
- College and other educational expenses
- Estate costs and administration fees
- Divorce, disability or death of a business partner/key financial sources

WEALTH TRANSFER/ DISTRIBUTION

Why transfer/distribute your wealth to others?

Wealth will be transferred to next generation through inheritance, philanthropy and taxes. Inheritance of your assets could be organised to your loved ones if the unforeseen matter happened through will. Other than that, you can minimise your family's burden that depends on your income by taking a protection such as insurance when death or disability arose.

Wealth distribution also can take the form of philanthropy, a charitable donations from your legacy. Although you might do it unconsciously, the choice that you made to transfer your wealth is initiated through 'care' by attending your financial capacity to the true needs of others. This can take two forms, which are informal and formal.

Examples of informal philanthropy:

- Providing funds to your parents who are in need
- Offering to buy clothes for your family member

Examples of formal philanthropy:

- Providing health care insurance for workers
- Providing job
- Providing high quality products to consumers and environment friendly
- Contributing certain percentage of profit to charitable organisations

Wealth transfer is an ongoing process whereby it does not only take place when death arise but throughout ones life. Example, paying taxes, gifts to parents or children, donations to charity, etc.



wealth management

PLANNING WITH PHILLIP WEALTH PLANNERS

1. RETIREMENT PLANNING

Everyone will come at a stage of retirement, when older age approaches. When you are already retired, you are not earning an active income unlike when you were still working, i.e. receiving monthly salary. This is the state where you will depend on what you have save and accumulate throughout the years.

Why plan for retirement?

- Longer life span - you might live for another 10 to 30 years more.
- Increasing cost of health care – health care becoming your concern as doctor visits will be more frequent and future cost for specialist service will increase in the coming years.
- EPF money will not be enough – with the low dividend declared will not ensure the retirement fund will be sufficient or even to hedge against inflation.

2. EDUCATION PLANNING

Nowadays, parents have to consider about future financing education plan for their children unlike the generation before them. In future, there will be limited chances for their children to get scholarship or even the education loan will be a burden for settlement. Due to the financial obligation to serve the loan, this will interrupt other financial plan that might take place in future. That is why concerned parents will plan now to prepare for the increasing cost of education in the future.

3. INVESTMENT PLANNING

There is an essential need for a smart investor to plan his investment so that the risks and returns is well balance. In order to make your capital work efficiently, you have to diversify your portfolio into various types of investment, not forgetting to consider the investment horizon and returns should be parallel to its objectives.

One should understand about their investment details, should learn what will be the effect of volatile market on their earnings and what measure to adopt when their portfolio is experiencing profit or loss. You should have control on your investment instead putting the blame on your consultant or broker when the portfolio is not performing.

An investment plan - taking steps towards investing wisely

- a. Develop a diversified portfolio
- b. Understand what you are investing in
- c. Matching investments to your needs:
 - To preserve capital in the short term
 - To increase capital over the long term
 - To receive an appropriate level of income
- d. Seek professional advise

Important Variables To Consider Before Investing

RETURNS RISK TIME

Target returns that beat inflation at tolerable risk levels, over an acceptable time horizon.

Measure the variables against:

- your investment objectives
- fund objectives, whether it suits your objectives
- your investment experience
- your age
- your risk appetite
- your investment horizon

4. INSURANCE PLANNING

As people are more aware about family protection, insurance will be one of the option that you should choose to reduce financial distress should something happen. If your family is dependent on you as a provider, then there should be sufficient amount financially shield for the unexpected emergency in life. You will not live forever, may likely to become disable and probably will have to acquire long term care at some point of time. That is why contingency is important so that you can have less financial hassle if the unfortunate arise. Besides that, you can plan for protection upon your assets against loss, fire, theft, robbery, accident and etc. You can also shield your own business against lawsuit or insurable liability that affect your business. This will contribute to your peace of mind.

5. ESTATE PLANNING

Why do you need estate planning?

- To avoid the unnecessarily waste of estate taxed and probate fees.
- To determine assets' net worth
- To evaluate liquidity of assets in order to determine estate owner's financial position
- To conserve and protect the assets
- To set a proper asset distribution channel, to ascertain that assets beneficiaries can avoid complications and conflicts in the future.

Estate Planning Tools:

- Will writing
- Trust creation
- Business continuation
- Fund creation through life insurance

Will Writing

Why do you need a will?

- To give you peace of mind and security for your family.
- To ensure that the distribution of your personal possessions is to the people that you want your assets to be inherited.
- To ease the complication of wealth transfer to beneficiaries – save them lots of time, legal and court expenses.
- To avoid the battle with court or fight with relatives over the inherited matter.

Will is essential so that your assets are distributed the way that you wanted it to be after you passed away. You might think that your personal possessions will be passed to your spouse or your family, but for certain assets, beneficiaries need to provide grant of probate or will in order for them to gain possession of the said asset. If they provide insufficient documents, they will have to get the power of attorney to produce a Letter of Administration.

An individual is ready to make a will when age reached 18 years and above and has a sound mind. You do not have to wait until you have a family or become millionaire to make a will. But it is essential for you to consider or changing your existing will when:

- Married
- Divorced or changing your personal relationship in any other way
- At a birth of a child or grandchild
- At the death of a close family member

You should engaged with a professional Will-Writing company that can prepare and guarantee that your will is being legally proven, legally signed and covering every possibility that may occur when something happen to you. You may only need a solicitor when your requirements are complex or when you need legal advice.

6. TAX PLANNING

Why tax planning is important?

- To plan on ways to maximise tax savings so you can allocate your income sufficiently to achieve your financial goals

Impact of tax on individual finances:

- Reduces cash flow, hence affect savings
- Influence investment decision made
- Affects borrowing
- Influence type of life insurance bought
- Affect the method to save for retirement fund

