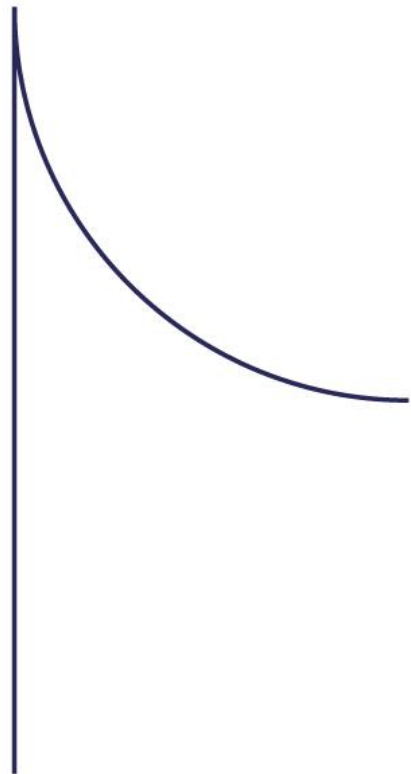


# Managing personal investments and family matters



Webinar  
23 March  
15:00-16:15

**SORAINEN**





**SORAINEN**

Private Clients  
Sector Group

Opening event

Kärt Kelder

23.03.2021.

# Why do we think it is important to launch Private Client services?



- „The Baltics standing and weight in terms of business, technology and innovation is growing stronger than ever“ - *EIB*.
- When the wealth is generated and it will be used in the region it will benefit these 15,5 million people living in the Baltics and Belarus.
- More than half (56%) of families remain closely involved in strategic asset allocation, making it a priority for the family office and a cornerstone of wealth preservation – *UBS Global Family Office Report 2020*
- We want to provide meaningful support to private individuals and families in structuring, allocating and preserving the wealth for long term.



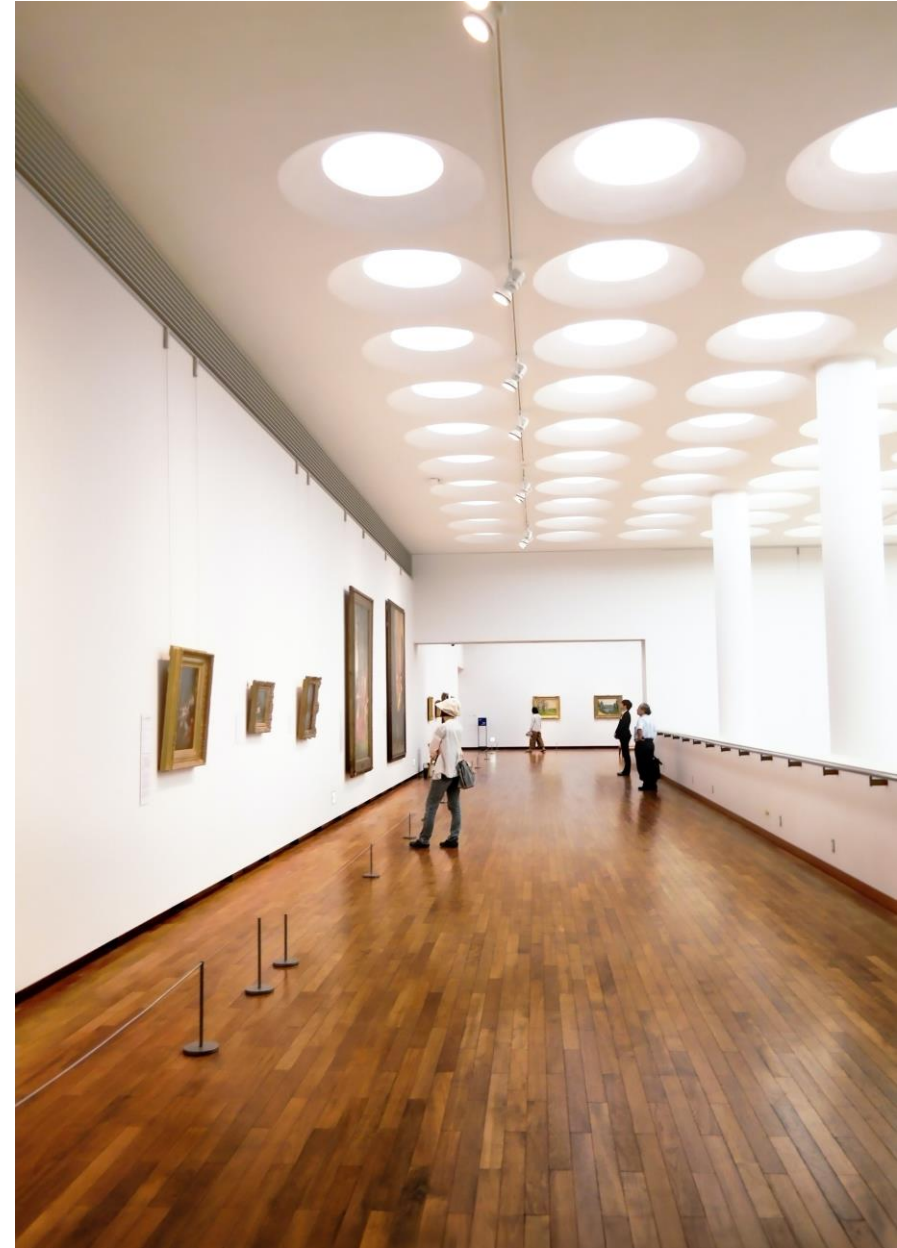
# Wealth generation in the region

- Meaningful statistics regarding wealth generation during Covid-19 period effectively absent.
  - Pre-Covid reports from 2019 forecasted 25% growth for the region (Knight Frank report 2019).
  - First reports from 2021 show that wealth increase has been led by China, EU has been led by Germany and that billionaires wealth has increased and millionaires' wealth has decreased.



# Current trends

- Family constitution
- Family offices
- Foundation/Trusts
- Tax residencies and individual tax declarations
- Inheritance cases in cross border situations
- Philanthropic giving and private museums
- Intellectual property related issues



# Sharing is caring

## Stories from our practice

- Inheritance issues without a will (cross border)
- Wills
- Insurance policy





## Stories continue...

### Tax

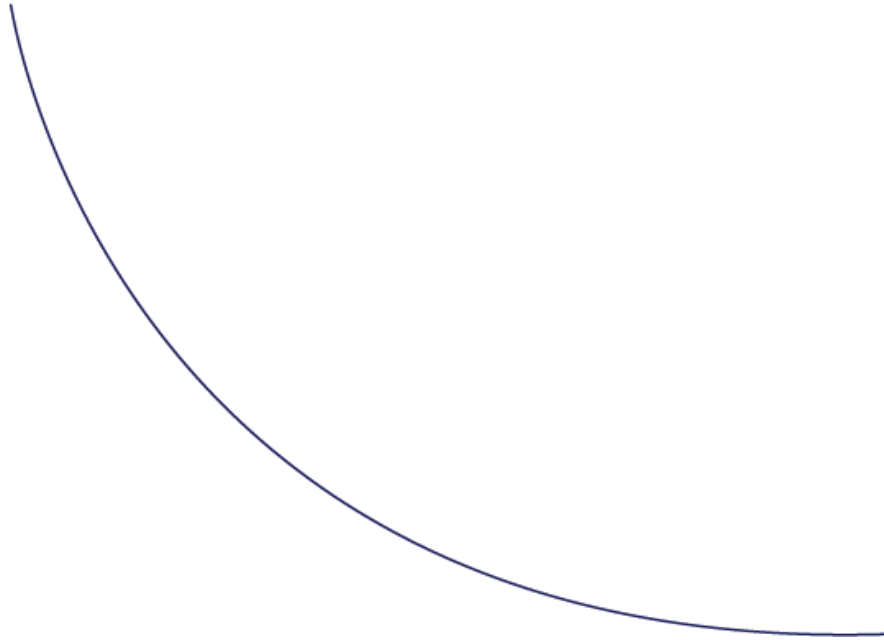
- Inheritance tax
- Tax declarations in cross border situations
- Trusts and foundations
- Tax issues in cases a family has several dwellings

### Structuring

- Implementing a family constitution
- Designing the articles of association in a way that it would best protect the interests of the future heirs
- Restructuring of the company ownership

### Art & Philanthropy

# In the heart of everything we do...



- ...is responsibility
- Our goal is to unite and not to divide.  
To advance and not to disadvantage.



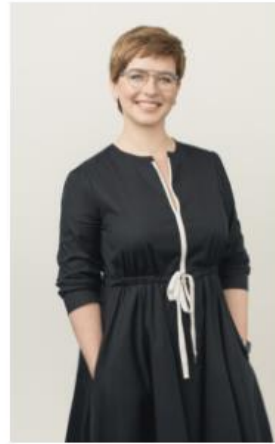
## Our team:



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Partner  
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