



## VIDEO TRANSCRIPT

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# Interview Experts \_ Wealth Engineering HSBC Private Banking

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### **Vidéo Hook**

How can wealth planning help business leaders in managing and transferring their wealth?

### **Introduction (00:30)**

#### **Loic Lair**

In France, the role of wealth planning plays a crucial role in wealth management. Our wealth planning department provides tailored support to our clients, including individuals, families, and business leaders, with a comprehensive approach that integrates both private and professional wealth.

HSBC Private Bank's positioning in France, focuses primarily on business owners and senior executives. This emphasis makes our interventions even more essential given the variety of challenges they face.

Our role isn't to replace our client's advisers, but to collaboratively explore various possible options. This reflection, enriched by the many situations we regularly encounter, lies at the core of our expertise in wealth planning.

### **Comprehensive Support and Strategic Expertise (60 secondes)**

#### **Sarah Castro**

We support private bankers in providing our clients with comprehensive legal and tax expertise covering on a range of wealth-related matters, including succession planning, spouse protection, the structuring private and professional wealth, and, for non-residents, we also address the implication of relocation.

For instance, we have been recently approached by clients seeking to understand the civil and tax implications of relocating to Italy or Switzerland.

To effectively address these needs, we closely collaborate with our international "wealth planners" colleagues, especially to assist clients who wish to move abroad or invest in



France as non-residents. We also work alongside our client's notaries and lawyer to offer global, personalized support.

### **Anticipation and Business Succession Strategies (60 secondes)**

#### **Arnaud Méleard**

Thanks to the long-standing synergies developed with our corporate banking division, we have seamlessly integrated support for business leaders into our DNA, navigating sometimes the complex civil and tax issues they might face.

This proximity with our "Commercial Banking" and "Global Banking" colleagues enables us to initiate relationships well in advance of any liquidity events. As a result, we can easily implement tailored solutions according to the different stages of the business sale process:

- First, an explanation of the various tax regimes applicable to the capital gains from the sale, with the choice between IR and PFU
- Then, the implementation of sale/transmission schemes according to our client's goals:
  - o Donations of shares with or without a Dutreil Pact (subject to the confirmation of the eligibility of this mechanism by their adviser)
  - o Contribution of shares to a holding company to benefit from tax deferral under the 150 0 B ter regime.
  - o The establishment of a philanthropic vehicle tailored to their objectives.
- Finally, our assistance extends beyond the sale itself, offering, among other things, a reflection on family governance.

All of this, of course, provided both in a French or international context.

### **Conclusion**

#### **Loi Lair**

The comprehensive support we provide to our entrepreneurial clients extends throughout the entire life cycle of their business.

We assist you, as an entrepreneur, with crucial topics such as:

- Family governance
- Structuring your professional wealth and income, pre-sale strategies, and philanthropic objectives

This global approach, built on trust and continuous support throughout your entrepreneurial journey, allows us to establish strong long-term connections.



At HSBC Private Bank, wealth planning is a strategic lever for business leaders. By relying on our multidisciplinary experts and Corporate Banking teams, we provide tailored support that combines wealth preservation, value enhancement, and preparation for future business transfers.

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### **Contacts Experts**

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