

Personal Financial Services

This publication by the International Assignment Services practice of PwC Japan Tax provides general information regarding personal financial services, tax and other related services we provide to individuals.



What We Do

The plan for managing your wealth should be based on what you would like to achieve.

The Personal Financial Services (“PFS”) team in the International Assignment Services practice of Zeirishi-Hojin PricewaterhouseCoopers (PwC Japan IAS) offers you a thorough approach to your personal wealth management integrated with your overall personal tax planning. Our experienced advisors’ perspectives and experiences in both the US and Japan offer you relevant advice according to your cross-border needs and goals. As a professional practice within the PwC global network, PFS also leverages the entire firm’s expertise for your benefit.

We offer services such as:

- gift and estate planning
- wealth transfer solutions
- retirement planning
- wealth preservation (asset protection)
- life insurance planning
- income tax compliance for trusts and estates
- income tax planning



Estate and Gift Planning

How do Japan inheritance and gift tax rules apply to me during my work assignment in Japan?

Are there any gift tax consequences of purchasing a house in Japan jointly with my spouse?

My spouse is a Japanese national. Do we still need to consider Japan inheritance and gift tax issues after we move to the United States?

Addressing questions, such as those noted above, are critical to successful wealth transfer for expatriate families in Japan. When structured correctly, proper estate planning facilitates that assets will pass to your heirs and other intended beneficiaries at the lowest transfer tax cost while retaining a desired level of control. Our service team has extensive experience advising high net worth clients on their unique financial situations.

An appropriate estate plan - blending personal, financial and tax considerations into a unified gifting and estate strategy - will provide benefits by preserving wealth for you and your family. We will help you assess your current situation, identify and implement options and opportunities, build your estate plan, and review it on an ongoing basis.

US citizens married to non-US citizen spouses have unique issues which complicate their estate and gift planning. US estate and gift tax rules look closely at the resident status of both spouses in determining various exclusions and



limitations. Combine that with Japan inheritance and gift tax rules, couples may sometimes be surprised by the total tax consequences of a simple gift. Our PFS team would be able to help these families draw up a plan that aligns the non-tax goals and intentions with the tax implications and consequences.

Whether you're concerned with the fundamentals of your will, executor, proxies, and trustees, or want to explore more advanced techniques such as gifting programs, annuities, or dynasty trusts, you'll find our experience to be broad and precise.

We understand the cross-border advantages and disadvantages of various planning alternatives, and we educate and assist you to determine the appropriate alternatives and approaches. We are ready to help you design a future that preserves your assets and passes them onto your beneficiaries in the time and manner you think are adequate.

Financial Planning

Am I saving enough for the children's education? Do I plan differently if the children are going to school in Japan versus United States?

Do I have enough for retirement? Do I still need to consider Japanese tax issues if we move to the United States?

Will my U.S. social security retirement benefits be affected by working overseas?

Will my family be covered with our existing life insurance policies? Why might I need to consider additional life insurance coverage while residing in Japan?

The PFS team of PwC Japan IAS also offers professional advice on your short-term goals, such as retirement, education for your children, and risk management analysis. Our Wealth Management

System offers a sophisticated approach to truly understanding your personal financial condition. The system combines our financial counseling expertise and innovative technology to deliver detailed wealth planning solutions.

Retirement Funding: Based on your desired retirement age, we will assist you in determining whether your projected capital at retirement is sufficient to meet your annual after-tax cash flow goals in today's dollars. To determine your funding needs, we will review your company benefit plans, as well as your personal investment portfolio. The results of the retirement cash flow summary will serve as the basis for determining appropriate investment allocation strategies to ensure that your overall portfolio is consistent with your stated goals and objectives, risk tolerance and liquidity needs.

Education Planning: We will assist you in determining the amount of capital necessary to fund your children's educational expenses. We will provide investment strategies as to how this capital may be invested based upon your time horizon and tolerance for risk. We may also provide recommendations as to how the assets may be titled, taking into consideration individual income, gift and estate tax ramifications.

Risk Management Analysis: We will assist you in determining an appropriate amount of life insurance based on your stated goals and the assets available for meeting these goals. We will review with you the types of coverage that may be appropriate for your circumstances.



Our Value Proposition & Approach

Our clients benefit greatly from our experience with high net worth expatriates and their families with cross-border issues, especially between Japan and the US. Our team collaborates with other PFS professionals of the PwC global network to share our knowledge and standard industry practice.

Our clients tell us that our service approach generates value in a number of ways, as summarized below:

- For US citizens and their non-citizen spouses, our team has extensive knowledge and experience on issues that may occur during estate and gift planning stages. Some of these issues involve the implication of Japan inheritance and gift tax laws on US estate plans or trusts, and vice versa.
- Our clients receive a dedicated point of contact who understands their

needs. As a trusted tax advisor, we are thoroughly familiar with the personal and financial needs of each client and coordinates resources to exceed client expectations.

Our procedure typically includes the following:

- One-on-one meetings to review your current and prior-year tax returns, discuss short-term and long-term personal financial goals, and begin the process of creating a detailed plan to grow the wealth while managing the risks that may diminish wealth.
- Analysis of significant current-year events or transactions to reduce taxes and enhance cash flow; and
- Identification of unique income tax and transfer tax planning opportunities.

At PwC, we recognize that technology will not replace the important role our tax professionals play in the delivery of wealth planning services. Thus, our technology solutions are, and will always complement a strong client service platform that includes significant client-advisor contact. Nevertheless, over the past several years, PwC has expended significant financial and human resources in the development and ongoing improvement to our wealth planning and education technology platforms in order to provide our clients with the “hands-on” tools needed to successfully manage their assets and build wealth.



Who We Are

Our PFS professionals of PwC Japan IAS include credentialed CPAs and Certified Financial Planners with unique wealth planning experiences who understand the nuances and complexities of individual U.S. federal and state taxation and Japan taxation.

Nasir Majid

Nasir Majid is a US partner currently based in Tokyo and he is the leader of PwC Japan IAS. He has over 26 years of experience in US expatriate tax compliance and consulting services. For most of those years Nasir has been in Japan and is very knowledgeable in Japanese inheritance tax laws and US estate and gift tax matters. He has assisted many long-term expatriates in Japan on cross border estate planning issues. Nasir is extensively involved in providing wide array of consulting services, including compensation, incentive and benefits structuring, designing tax effective retirement and equity-based plans, and helping clients with wealth transfer and maximization matters. He is a frequent speaker on estate and gift tax issues at the American Chamber of Commerce in Japan and other conferences. He is a registered American CPA and a Certified Financial Planner. He also received his MBA from Seattle University. He is currently the Treasurer of the American Chamber of Commerce in Japan.

Marcus Wong

Marcus Wong is a Director of PwC Japan IAS. He has over 13 years of experience in providing and managing expatriate compliance programs, assignment tax planning, outsourcing, and international human resource consulting services. Prior to working in Tokyo, Marcus worked in the Toronto office of PwC Canada. He has extensive experience with global Financial Services clients in Tokyo providing Japan and US tax compliance and consulting advice on a wide range of topics including equity compensation planning and reporting issues as well as overall program administration planning.

Marcus received his Bachelor of Commerce degree from the University of Toronto. He is a US Certified Public Accountant, a Certified Management Accountant of Ontario, Canada and recently passed the 2010 US Certified Financial Planner examinations. He is also a member of the American Chamber of Commerce in Japan's Taxation committee.

Amy Tsang

Amy Tsang is a tax director of PwC Japan IAS. Amy has about 13 years of public accounting experience. Amy has been with the Firm for 4 years, specializing in individual income tax compliance and consulting for high net worth individuals and executives/shareholders of privately owned companies. Amy is also knowledgeable in cross border income, gift and estate tax planning; income tax compliance and solutions for US non-resident aliens and expatriation tax. Amy is a member of the AICPA (American Institute of Certified Public Accounts) and ASCEND (An American non-profit organization for Pan-Asian leaders). She is a registered American CPA. Amy received her bachelor's degree in Business-economics from the University of Los Angeles, California and holds a master's degree in US taxation from Golden Gate University, California. Amy joined PwC Japan IAS as an international assignee in November, 2011.

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The Tax Practice of PricewaterhouseCoopers Japan (Zeirishi-Hojin PricewaterhouseCoopers) is one of the largest professional tax corporations in Japan with more than 480 people. In addition to tax compliance services our tax professionals are experienced in providing tax consulting advice in all aspects of domestic/international taxation including financial and real estate, transfer pricing, M&A, group reorganization, global tax planning, and the consolidated tax system to clients in various industries.

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