Estate Planning without compromise

generation life

Outthinking today.

Our focus for today

Evolving financial advice landscape

Australians are navigating more uncertainty amid ongoing reforms

Investment Bond and Estate Planning

An unrivalled estate planning solution that empowers multi-generational advice

Case studies

Bringing estate planning and intergeneration strategies to life

Key takeaway

Clear insights advisers can apply with clients today

Discover Generation Life

Generation Life is the market leader and innovator in tax-aware investing, intergenerational wealth transfer, succession planning, and retirement income solutions.

As a wholly owned subsidiary of Generation Development Group, we are proud to be part of a broader Group that includes Lonsec Research and Ratings, and Evidentia Group.

>$4.8b
in FUM[1]

#1 provider of investment bond
60% market share of investment bond inflows[2]

Innovating retirement landscape
with estate planning and lifetime income solutions

Trusted and APRA regulated
Parent company ASX 200 listed[3]

1. As at 30 September 2025
2. Plan for Life, Investment Bonds Market Report for period ended 30 June 2025.
3. ASX 200 inclusion on the 24th of April 2025.

The new generation of investment bonds

Tax paid structure

Governed by the Life Insurance and Tax Acts

Tax optimised

When tax optimised within the investment bond structure, the estimated effective long-term tax paid rate can range between 10% and 15%[1]

No distributions, and with the ability to access funds at anytime

Creditor protection

Protection from creditors in the case of bankruptcy[2]

Estate planning

Portability and transfers can be tax-free

Wealth transfer certainty

Can be structured as a non-estate asset

1. Estimated average tax rates being the estimated average annual tax as a percentage of earnings for each 12-month period over a period of 15 years. Actual tax amounts payable are not guaranteed and may vary from year to year based on, amongst other things, the earnings of an investment option. Past performance does not indicate future performance.
2. Investment bonds and their proceeds can be protected from creditors of the policyholder when they or their spouse are nominated as a life insured

5 key uses of investment bonds

1.

Alternative to superannuation

The most tax-effective investment solution after super

2.

Estate planning

Be in control of transferring wealth

3.

Saving for a child

Meeting the rising costs of future generations

4.

Trusts

Reducing distributable income within trusts

5.

Government entitlements

Improving pension entitlements

Investment Bond and Estate Planning

An unrivalled estate planning solution that empowers multi-generational advice

Structural shift in advice

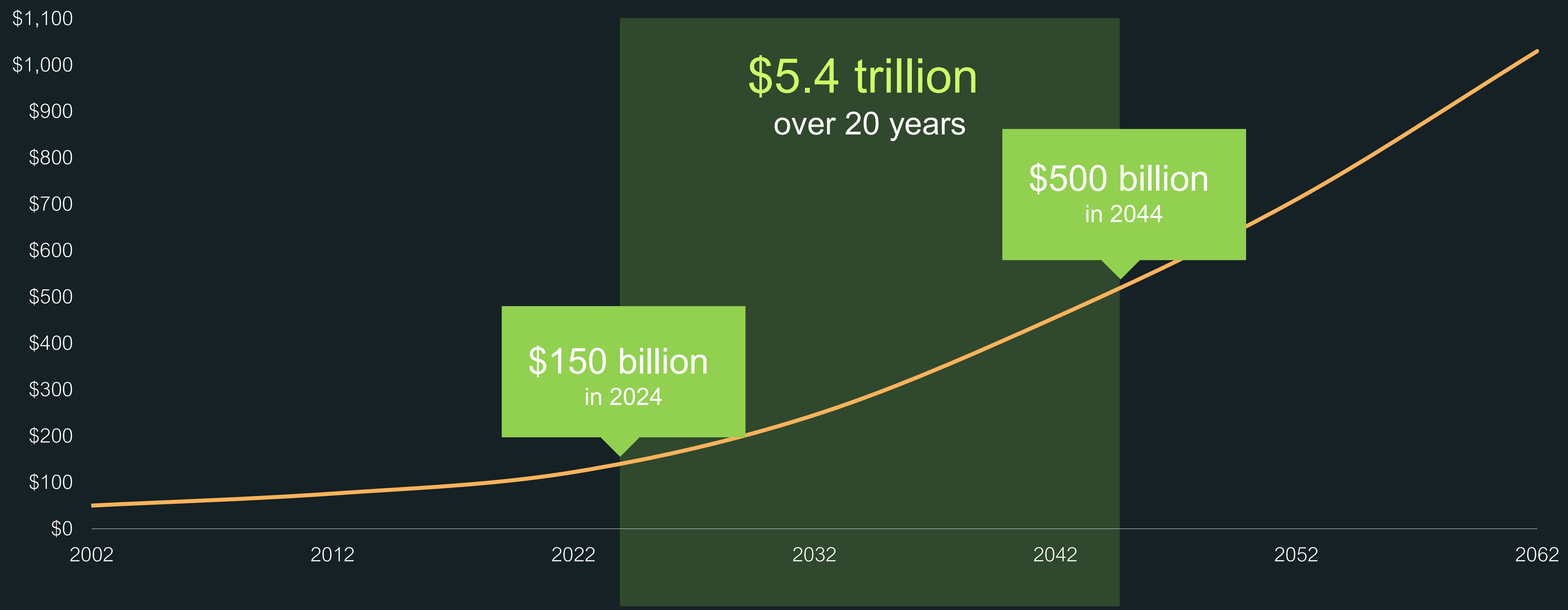
Intergenerational wealth

Over 40% of advice practices offer estate planning services[1]

1. https://www.moneymanagement.com.au/news/financial-planning/value-money-justifying-rising-fees-clients

Wealth transfer opportunity is set to grow…

Total Australian annual inheritance 2002-2062 (2024 $ billion)



Source: JBWere Australia, Family Advisory and Philanthropic Services, The Bequest Report - Reshaping Australia by passing on more than assets July 2024, accessed 20 March 2025

Australians' key concerns when transferring wealth

44.9% Australians are worried about transferring wealth

42.2%

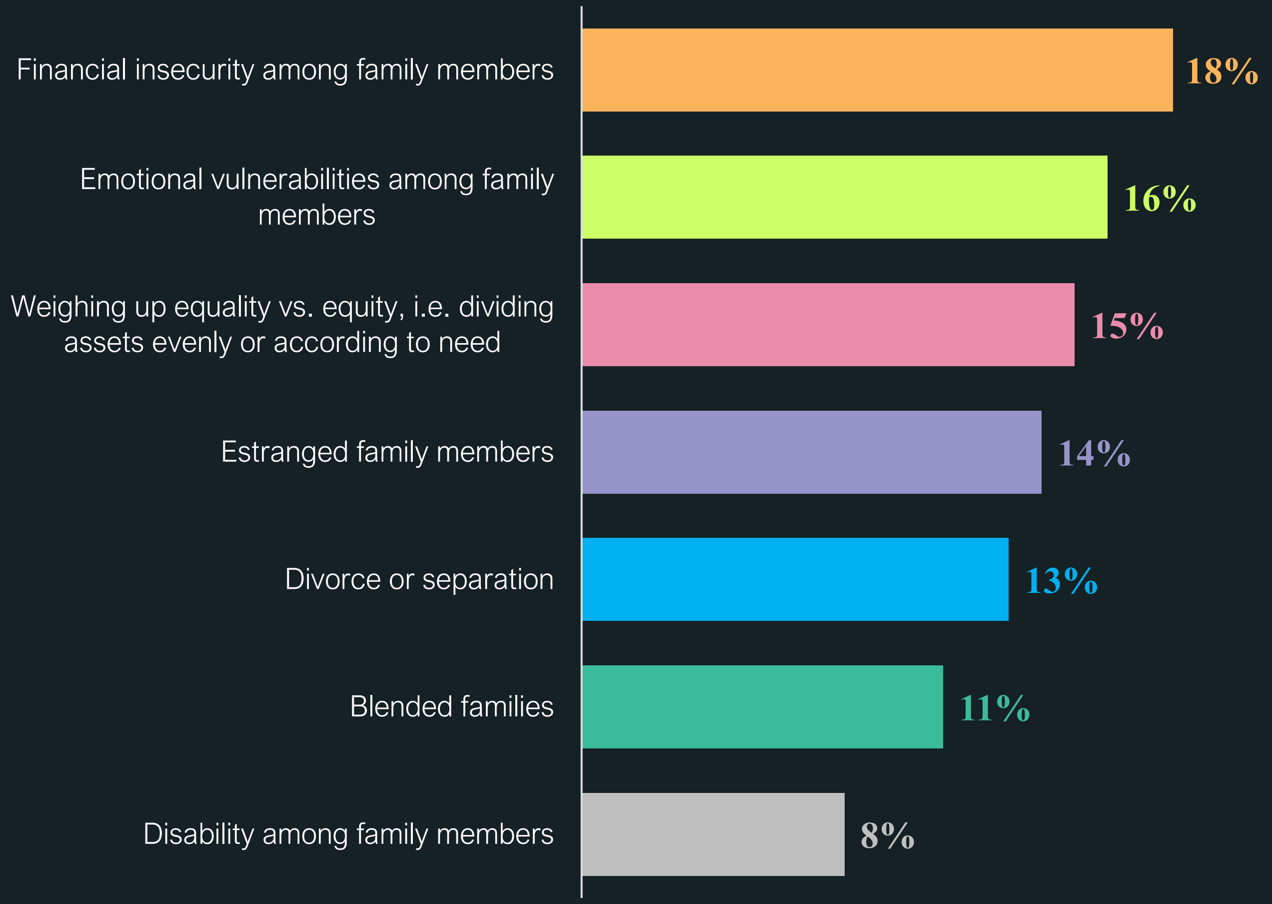
Concerned about the impact of tax when transferring wealth

41.7%

Concerned about misuse or mismanagement

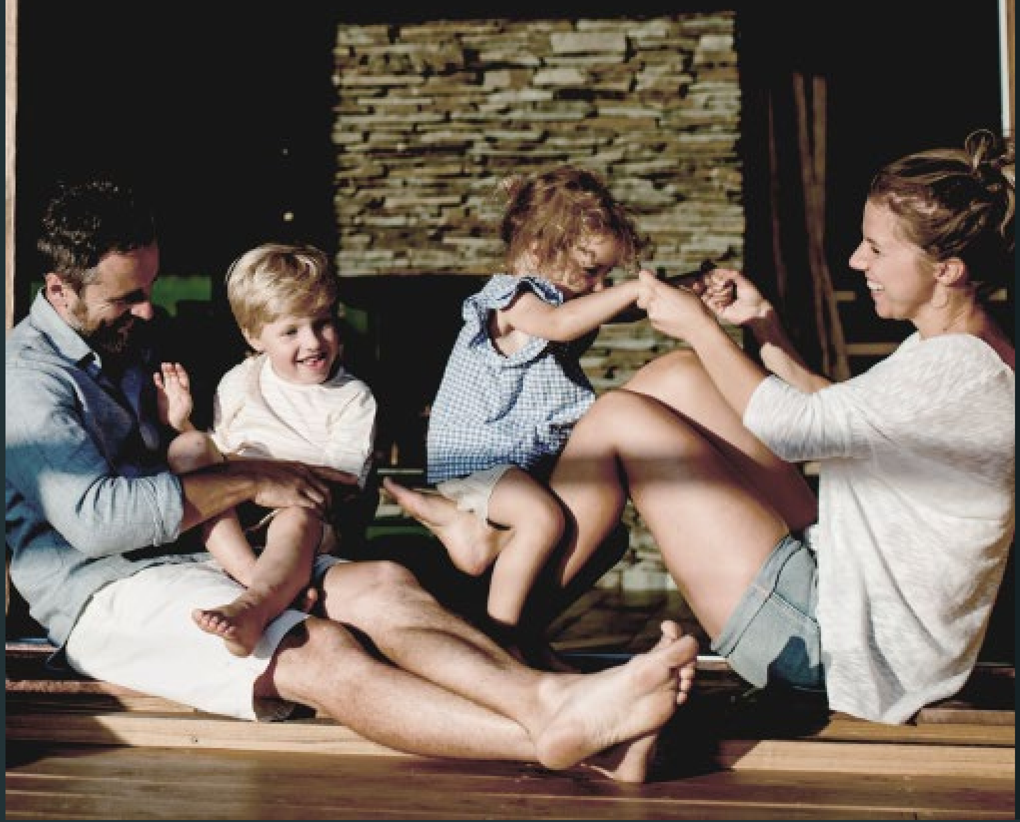
Source: Generation Life Estate Planning Research by Core Data 2020

Top estate planning complications due to life scenarios



Source: Fidelity International, Rainbow's End report October 2023, accessed 20 March 2025

Leaving an inheritance and the challenges of wills



86% of claims are brought by the immediate family

12+ months for a case to be heard in court

88.2% of seniors plan on leaving an inheritance ($930k on average)

36% of estates go to grandchildren

Source: Core Data 2020

Estate disputes: how often are wills successfully challenged?

Australian research shows high likelihoods of success for family provision claims

74%

of family provision claims were likely to be successful

Up to 88%

likelihood of success for larger estates

87%

of cases that proceeded to mediation resulted in changes to distribution of assets

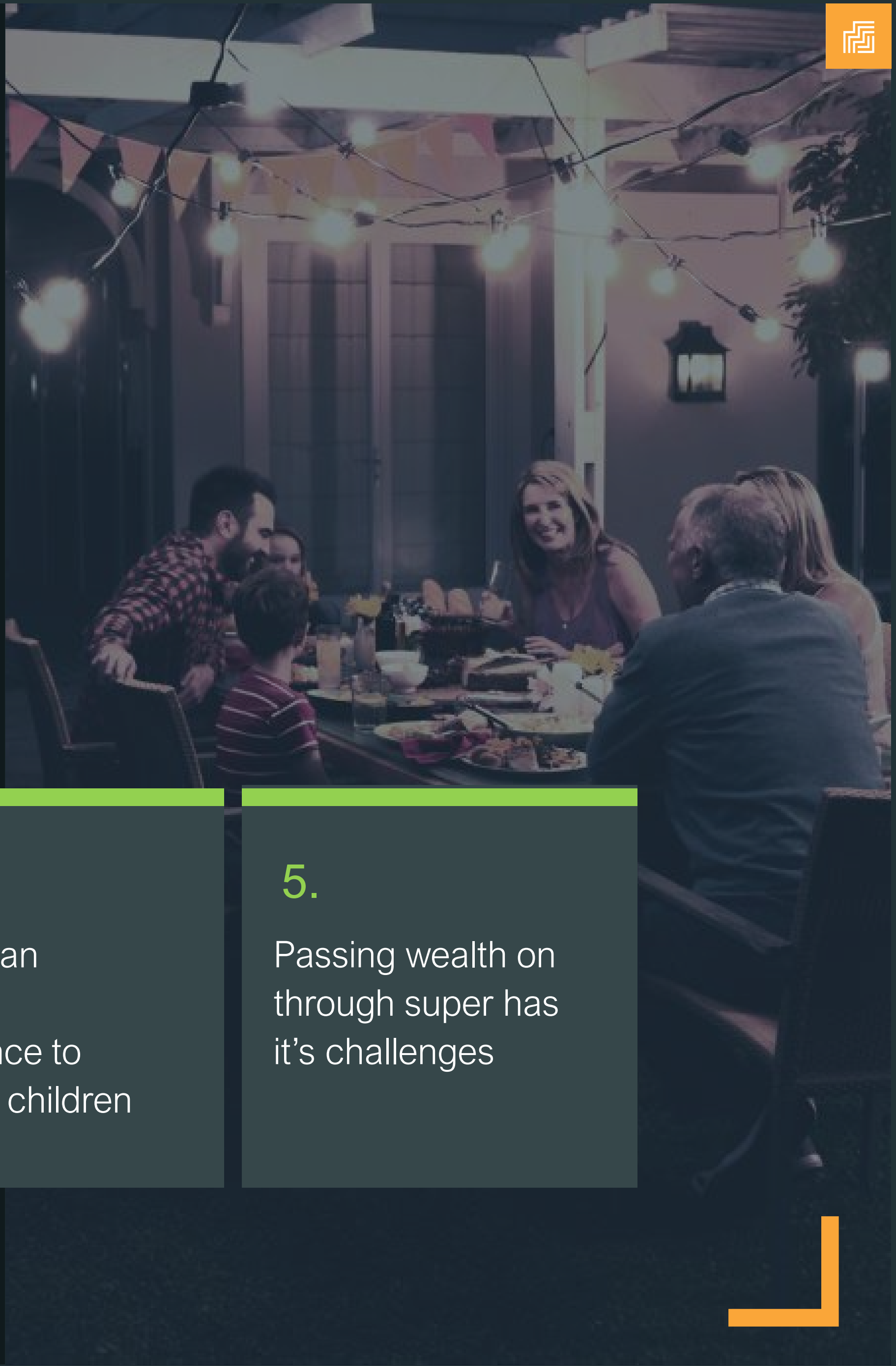
Source: Wills and Estate Disputes (2025) Success Rate of Contesting a Will. Available at: https://www.willsandestatedisputes.com.au/success-rate-of-contesting-a-will/ (Accessed: 12 January 2026).

The figures of 74% and 87% were based on a 2015 formal national study; the figure of 88% was for estates between $1-3M based on 2025 insights. Past performance is not a reliable indicator of future performance.

Unearthing key financial concerns across generations

Understanding your clients' financial concerns at different life stages allows you to provide proactive, tailored advice.

By asking the right questions, you can uncover their priorities, fears, and opportunities for intergenerational planning.



Complexities associated with estate planning

Be in control of transferring your wealth

1. Balance between Children and Grandchildren

2. Balance between Biological Children and Stepchildren

3. Leaving a legacy outside the direct family

4. Leaving an unequal inheritance to troubled children

5. Passing wealth on through super has it's challenges

Testamentary Trust Issues

Issues with testamentary trusts

1. **Finding a willing and competent trustee**
   usually a family member or close friend

2. **Corporate trustee as an alternative**
   trustee costs

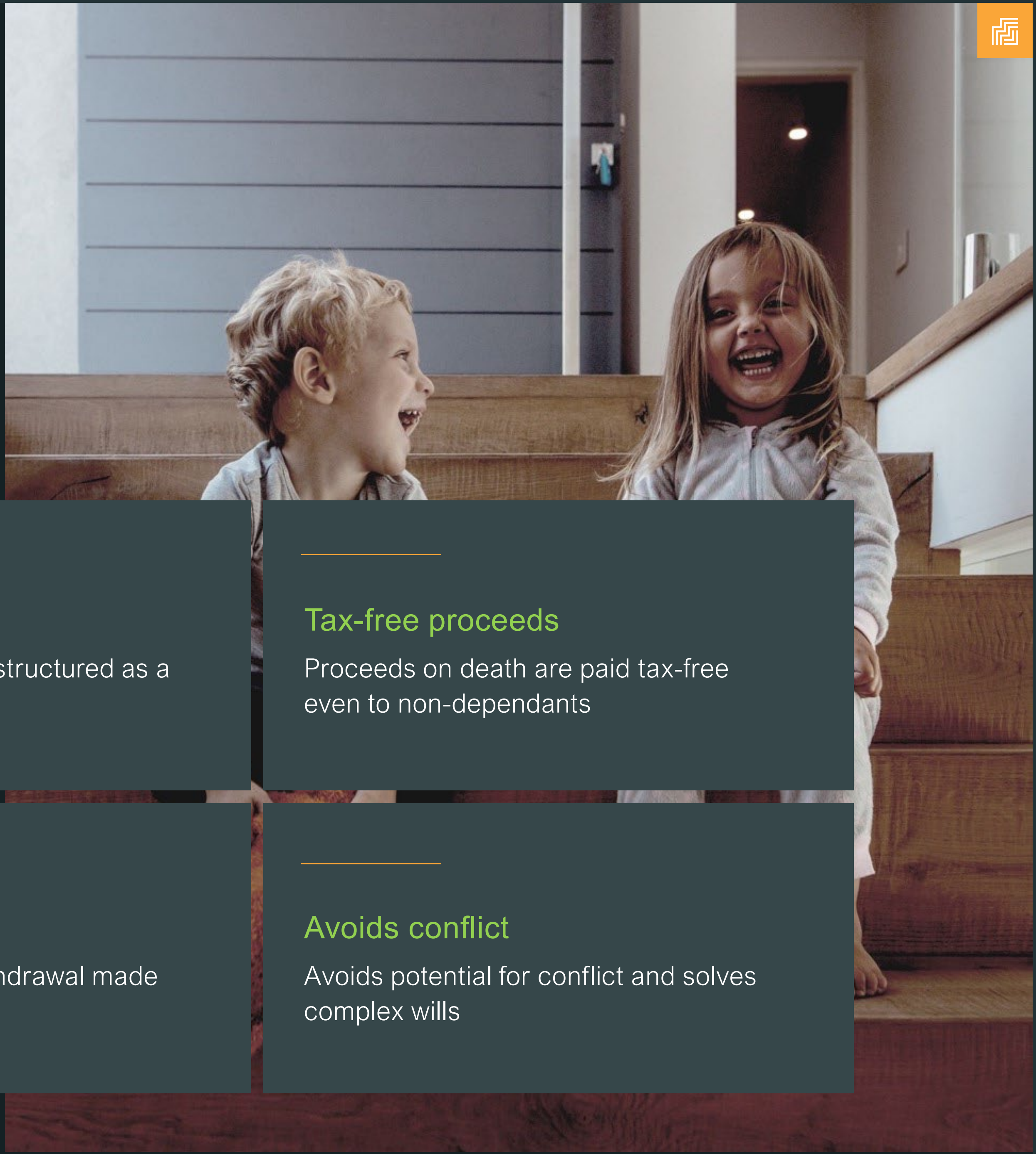
3. **Costly**
   trust establishment costs

4. **Annual return costs**
   Ongoing account keeping & possible audit fees

5. **Monies part of estate**
   until probate issued and trust established

6. **Potential for over turning**
   - Trustee discretion
   - Removal of trustee – see Gina Rinehart case

Investment bond estate planning benefits



Life insurance contract

A type of life insurance policy which is investment-based governed by the Life Act

Non-estate asset

Investment bond can be structured as a non-estate asset

Tax-free proceeds

Proceeds on death are paid tax-free even to non-dependants

Automatic transfer

Automatic transfer at specific ages, dates or on death can be selected

No tax reporting

No tax reporting if no withdrawal made in the first 10 years

Avoids conflict

Avoids potential for conflict and solves complex wills

Three ways to transfer wealth

LifeBuilder's EstatePlanner provides three options to manage future wealth transfers and estate planning needs simply and conveniently.

Future Event Transfer

Can be transferred to an intended recipient at a nominated future date or the date of death of the owner.

Option to place restrictions on access to funds by the recipient, including setting up a regular income payment.

Nominating a beneficiary

Ability to nominate one or more beneficiaries with the option to manage nominations automatically should a nominated beneficiary pass away before the life insured, by using the joint survivorship or down-the-line nomination feature.

Passing onto the Estate

Option to elect to pass on death benefits or transfer ownership to their estate.

Nominate beneficiaries (%)

Available to individual/join owners

Death benefit paid to nominated beneficiaries (estate can also be included) tax free on death of life insures

Instructions in the event of death of beneficiary

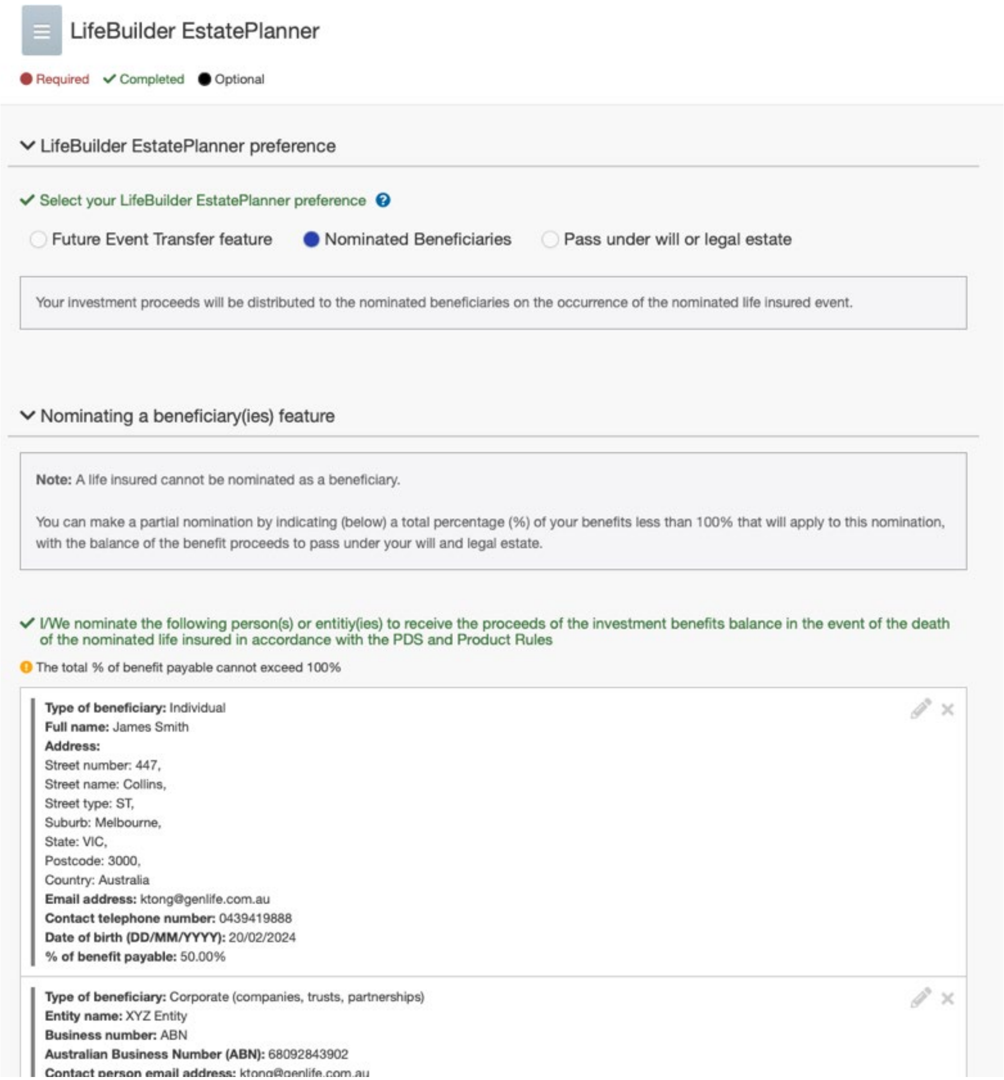
Joint Survivorship

Death benefit distributed among surviving beneficiaries on a pro-rate basis

Down the line

Death benefit will be passed down the line (e.g. their child/estate)

Selecting nominating a beneficiary option



LifeBuilder EstatePlanner

Required ✓ Completed Optional

LifeBuilder EstatePlanner preference

✓ Select your LifeBuilder EstatePlanner preference

Future Event Transfer feature | Nominated Beneficiaries | Pass under will or legal estate

Your investment proceeds will be distributed to the nominated beneficiaries on the occurrence of the nominated life insured event.

Nominating a beneficiary(ies) feature

Note: A life insured cannot be nominated as a beneficiary.

You can make a partial nomination by indicating (below) a total percentage (%) of your benefits less than 100% that will apply to this nomination, with the balance of the benefit proceeds to pass under your will and legal estate.

✓ I/We nominate the following person(s) or entitiy(ies) to receive the proceeds of the investment benefits balance in the event of the death of the nominated life insured in accordance with the PDS and Product Rules

The total % of benefit payable cannot exceed 100%

Type of beneficiary: Individual
Full name: James Smith
Address:
Street number: 447,
Street name: Collins,
Street type: ST,
Suburb: Melbourne,
State: VIC,
Postcode: 3000,
Country: Australia
Email address: ktong@genlife.com.au
Contact telephone number: 0439419888
Date of birth (DD/MM/YYYY): 20/02/2024
% of benefit payable: 50.00%

Type of beneficiary: Corporate (companies, trusts, partnerships)
Entity name: XYZ Entity
Business number: ABN
Australian Business Number (ABN): 68092843902
Contact person email address: ktong@genlife.com.au

Future Event Transfer

Transfer tax free to recipient(s)

On death of account owner
(Available to individual/joint owners)

Specific nominated date
(Available to individual, joint owners and trust)

Earlier of account owner's death and nominated transfer date*
(Available to individual/joint owners)

Access to funds post transfer

Immediate access to the funds

Delayed access to the funds
Nominate start date

Regular income payment
(starts immediately on transfer)

Regular income payment
(delay start date)
Nominate start date

- Frequency (m/q/hy/y)
- $ or % amount
- End date (or indefinite period)

Nominate Co-Signatories to authorise withdrawal requests for unforeseen circumstances

*Owner(s) can nominate it transfer on an earlier future transfer date in the event of owner passing away before the selected date of future.

Polling question

Australia's great wealth transfer is underway; how much wealth is expected to transfer over the next 20 years?

A) $5 million over 20 years

B) $10 trillion over 20 years

C) $5.4 trillion over 20 years

D) $700 million over 20 years

Case study

Investment bonds as a complement to a will

Meet Mark…

Mark is 84 years old.

Mark has 3 adult children - Peter, Kathy and Cheryl.

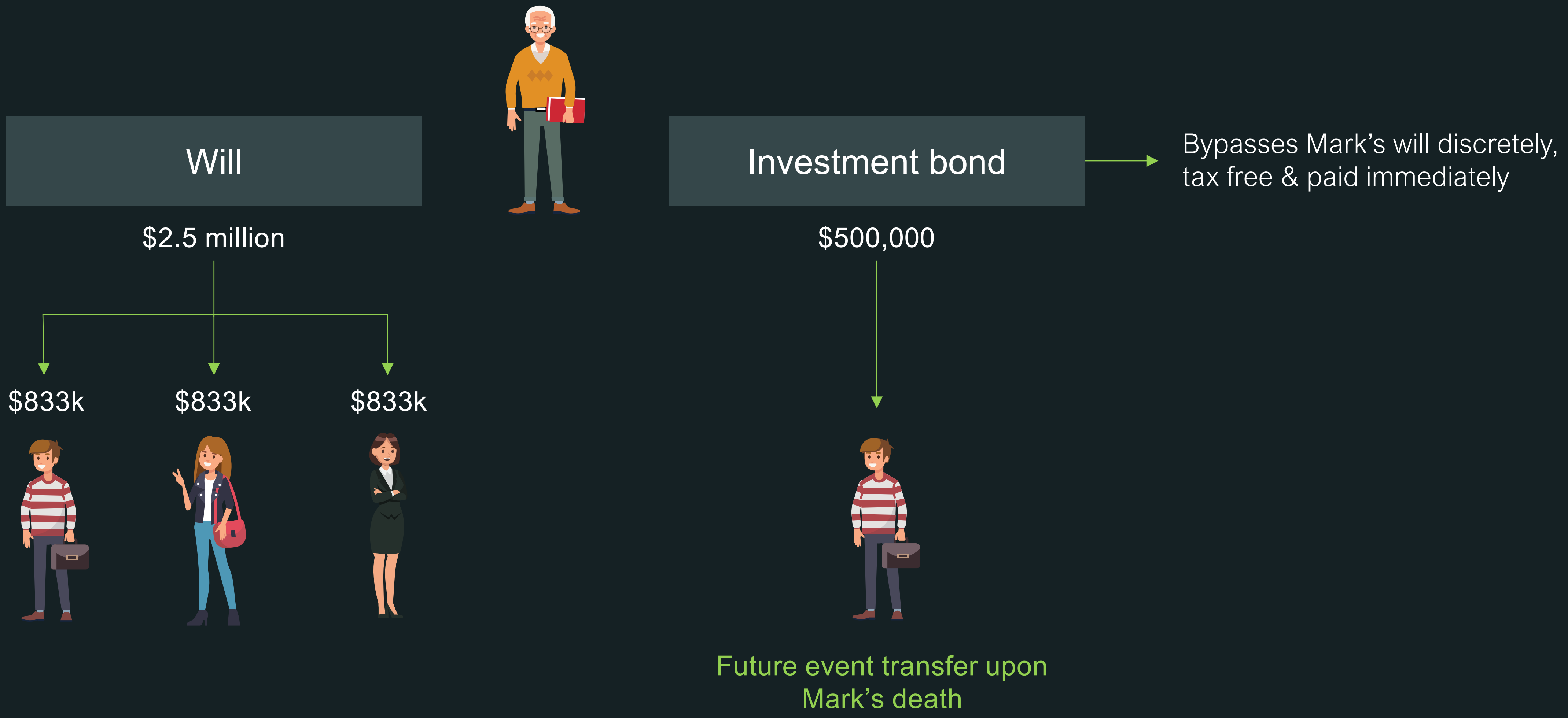
Mark’s situation…

- Currently under his will, all his assets are valued at $3m, and will be distributed equally amongst his 3 children.
- However, Mark wishes to give a greater share to Peter who has been caring for him these last 10 years in his home and supported him during his illness.
- Mark has access to $500,000 which he wishes to pass onto Peter.

Mark’s concerns…

- Wants to provide a greater share of his wealth to Peter in his will.
- However, he knows that this will cause conflict amongst his children, which he desperately wants to avoid.

Mark’s solution…



Key outcomes…

Can be transferred to recipient outside of a will

Full ownership before bond is transferred to recipient

No impact to recipient's personal tax position

Less likely to be successfully contested and conflicts avoided

Case study

Ensuring certainty and privacy in passing on your legacy

Meet Terence

Terence is 82 years old and has no children.

Terence has 2 siblings, Kiersten, and Kit who have 4 children between them.

Terence has a dear friend, Vincent.

Terence is very passionate about animals and supports a number of charities including the Lost Dogs Home.

Terence’s situation…

Terence has a total $2.1m in assets including super.

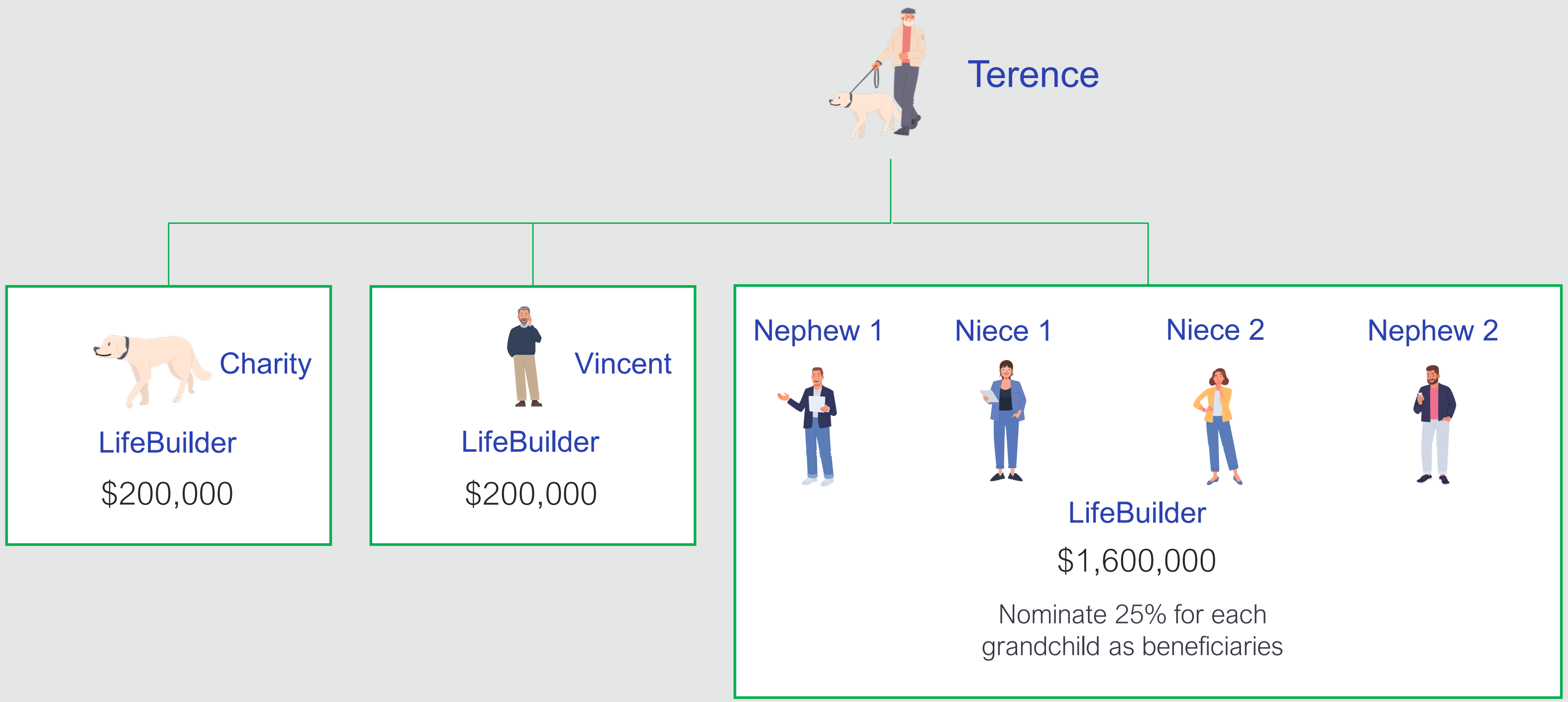
Terence has a will that provides for the following division of property:

- 20% to each of his 4 nieces and nephews
- 10% to a selected charity
- 10% to his friend Vincent

Terence's concerns…

Terence is concerned that his brother and sister will have issues with him leaving an inheritance to a charity and his friend Vincent.

Terence wants to pass on his wealth confidentially and with certainty.



Terence’s solution…

Terence establishes 3 LifeBuilder investment bonds using the net after tax proceeds of $2m (including paying any personal Capital Gains Tax on the non-super components)

Terence’s outcome…

- Terence is able to distribute his wealth confidently and with certainty to nieces and nephews, friend Vincent, and charity.
- Terence is also able to avoid the death tax.

Polling question

Estate disputes - how often are will successfully challenged for estates values between $1-3 million?

A) Up to 88%

B) 60%

C) More than 88%

D) 78%

Case study

Superannuation and Estate Planning

A lost opportunity for future generations

34%

of Australians are relying on their superannuation to leave a legacy, unaware of the tax implications of super when passing wealth onto non-dependants.[1]

1 in 3

Australians believe superannuation is the best way to optimise wealth and leave a legacy, despite this not being its purpose.[1]

39%

Australians receive some sort of help from their grandparents. Financial inheritance is the top item Australians receive from their grandparents (13%)[2]

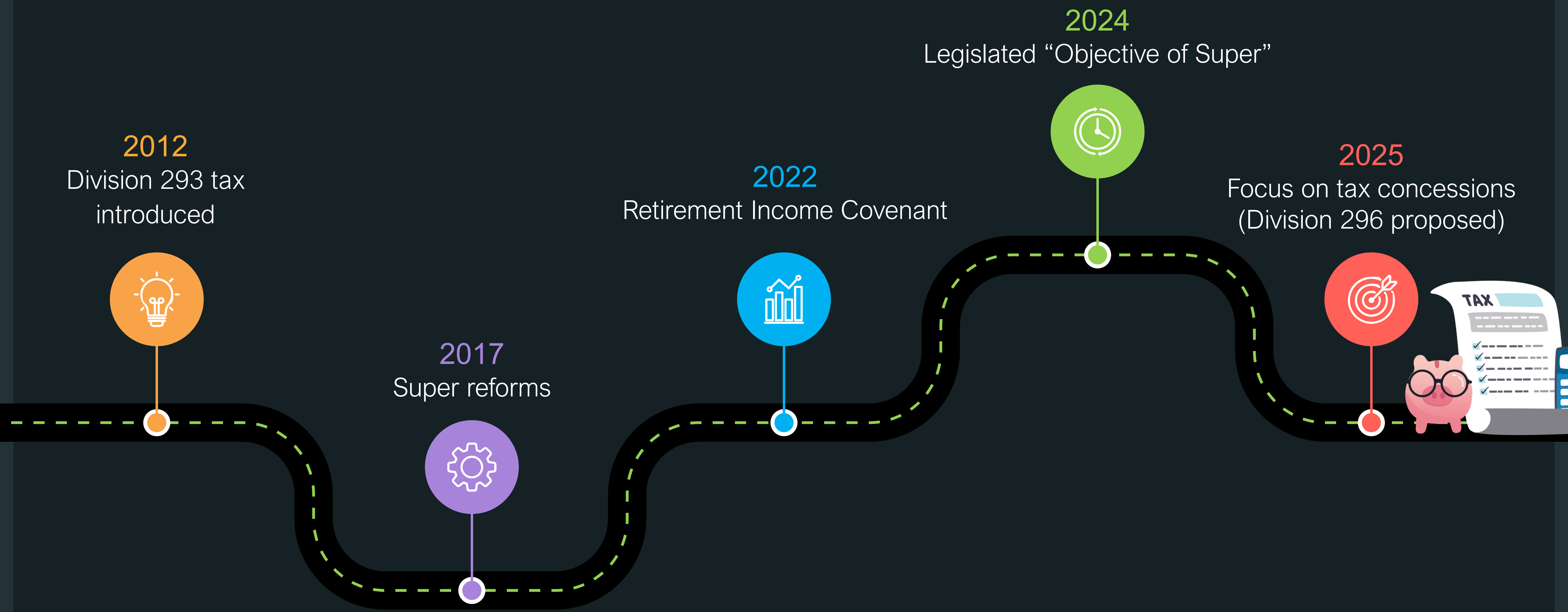
1 in 5

Gen Z (17%) have received financial support from their grandparents for education, 8.5x more than Baby Boomers and 12% Gen Z have received financial support to buy a home.[2]

1. Generation Life, Reimagining Legacy Guide 2023
2. McCrindle. (2024). 'Grandparent economy – McCrindle'. Available at: https://mccrindle.com.au/article/grandparent-economy/ Accessed 14 Mar. 2025.

Structural shift in advice

Continued changes to superannuation - broader than Division 296



Division 296: The new era of super tax policy…

What is known…

Tax

>$3m threshold – additional 15% tax, indexed to CPI ($150k increments)

>$10m threshold – additional 10% tax, indexed to CPI ($500k increments)

Tax on member's realised earnings only

Timing

Starts 1 July 2026

First calculations at 30 June 2027

First notices issued FY27–28

How it will work

1. Funds to report balances to ATO
2. ATO calculates TSB
3. ATO requests member earnings from super funds
4. ATO calculates and issues tax notice

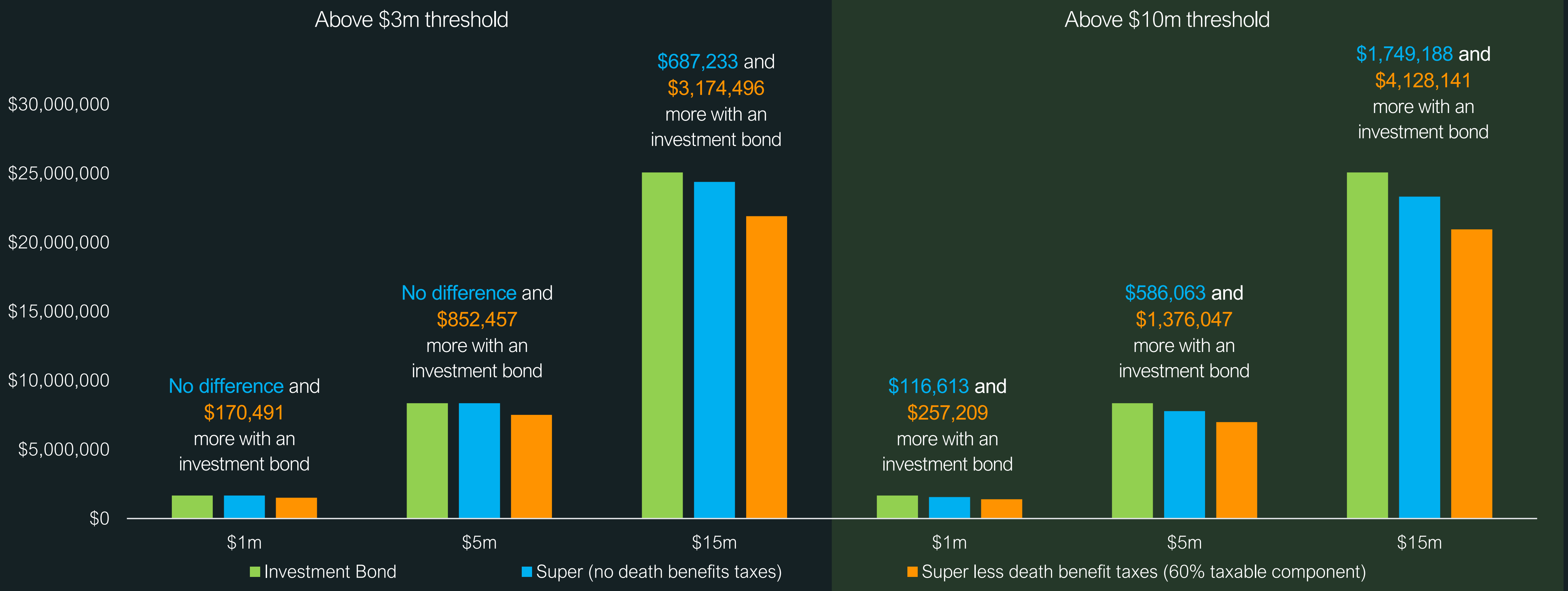
Source: Better Targeted Superannuation Concessions Fact Sheet 13 October 2025, https://treasury.gov.au/publication/p2025-709385-btsc accessed 28 October 2025

Tax can only be funded from own money or super fund.

Managing thresholds only possible if able to make withdrawals from super.

What proposed Division 296 impact might look like compared to an investment bond…

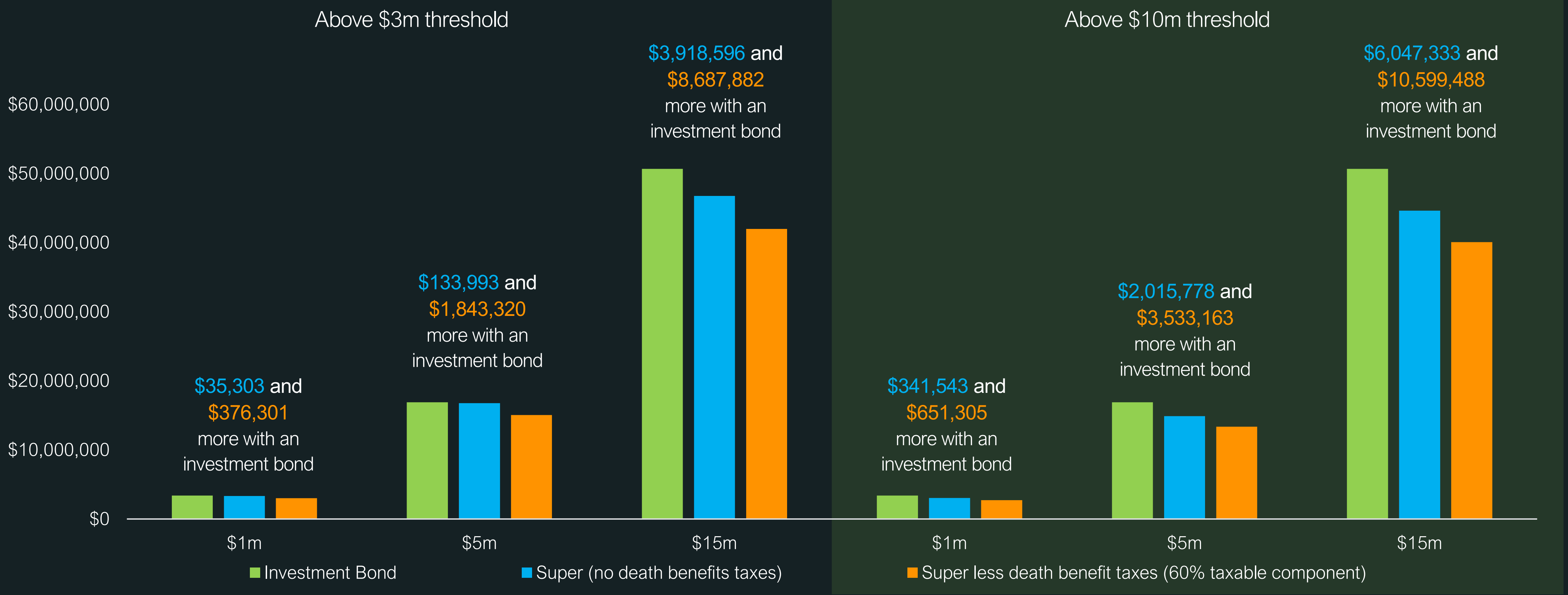
Cash at 5% p.a. - 15 years investment term



The graphs above illustrate estimated comparative outcomes of Super accumulation account subject to the proposed Division 296 taxes and investment bonds with initial investment amounts in excess of the proposed Division 296 Total Superannuation Balance (TSB) thresholds invested over 15 years without drawdowns. The scenarios compare investment amounts in excess of the proposed $3m threshold. The pre-tax investment returns assume a total return of 5.0% p.a., comprising a total income return of 5.00% p.a. and no total growth return, a franking level of 0% and exclude the impact of fees for both super and investment bond accounts. Assumes tax for the superannuation account based on the current superannuation tax rate of 15% on super estimated taxable income plus proposed Division 296 tax on Division 296 estimated taxable income, and a tax rate of 30% for Generation Life investment bonds based on a tax rate of 30% on estimated taxable income. The illustration is based on TSB value at the end of each financial year and assumes that the payment of tax happens at the end of the financial year from the super account balance. Taxable Division 296 income is assumed to be grossed up (i.e. including franking credits and other tax offsets applicable). TSB thresholds are assumed to be indexed in line with proposed Division 296 indexation levels assuming an annual CPI rate of 3%. Taxable super component of 60% is assumed. Benefits are assumed to be paid to non-tax dependants with a death benefits tax rate of 15% plus 2% Medicare Levy. The illustration is based on Generation Life's understanding of the proposed rules for Division 296 tax outlined in the Exposure Draft Treasury Laws Amendment (Better Targeted Superannuation Concessions) Bill 2025 and Exposure Draft Superannuation (Better Targeted Superannuation Concessions) Imposition Bill 2025 released 19 December 2025 and the Better Targeted Superannuation Concessions Fact Sheet released 13 October 2025 at https://consult.treasury.gov.au/c2025-726362. Actual outcomes may vary depending on investment performances, the assumptions actually occurring, tax legislation and regulation, fees actually payable and investors' particular circumstances. Past performance does not indicate future performance.

What proposed Division 296 impact might look like compared to an investment bond…

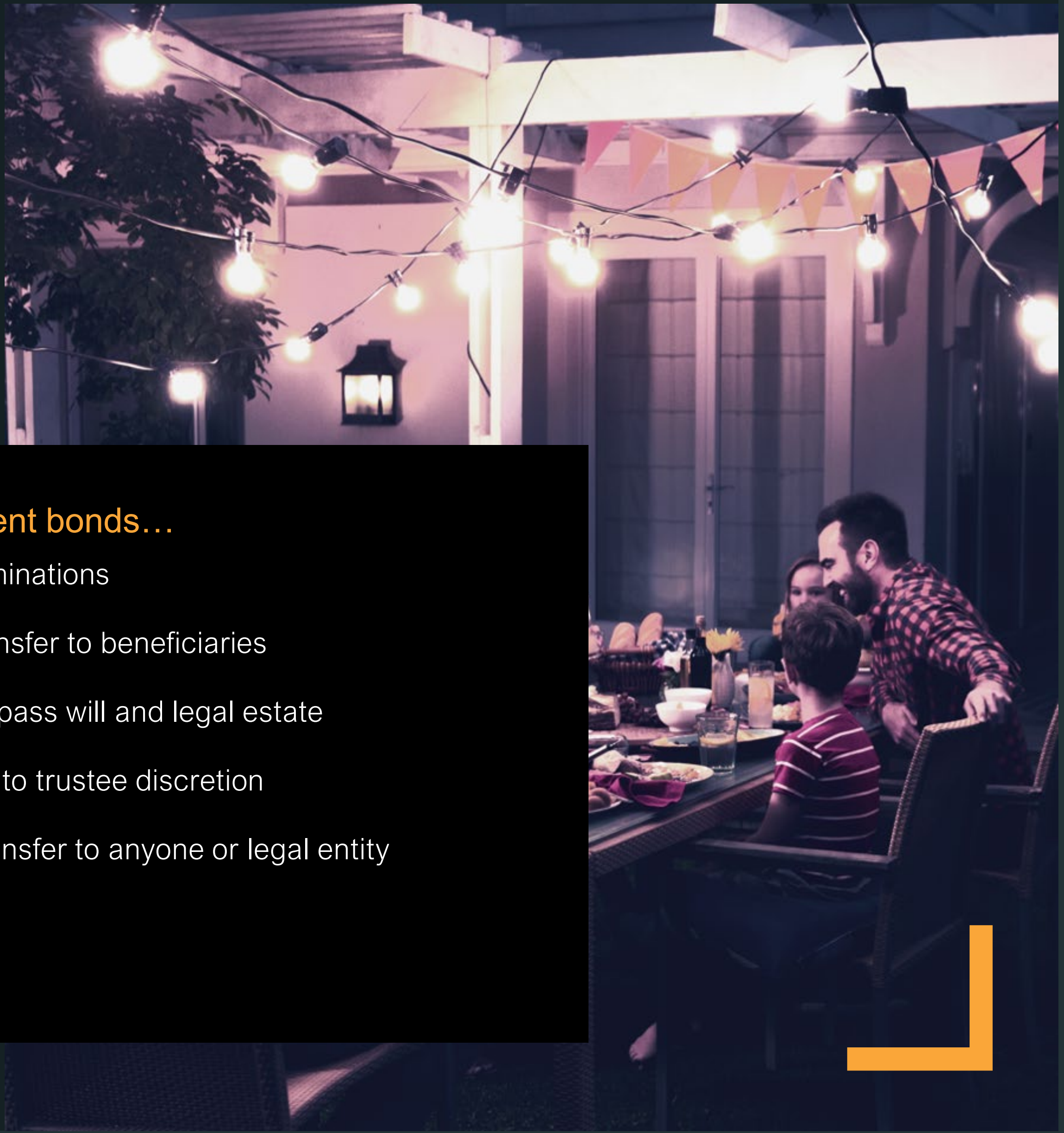
Vanguard High Growth Portfolio - 15 years investment term



The graphs above illustrate the comparative outcomes of a Super accumulation account subject to the proposed Division 296 taxes and investment bonds on initial amounts in excess of the proposed Division 296 Total Superannuation Balance thresholds invested over 15 years without drawdowns. The scenario compares investment amounts in excess of the proposed $3m threshold. The pre-tax investment returns assume a total return of 7.4% p.a., comprising a total income return of 3.25% p.a. and total growth return of 6.08% p.a., a franking level of 100% and excludes the impact of administration fees for both super and investment bond accounts. The illustration considers the TSB value at the end of each financial year and assumes that the payment of tax happens at the end of the financial year from the super account balance. Taxable Division 296 income is assumed to be grossed up (i.e. including franking credits and other tax offsets applicable) and realised gains earnings are discounted by 33.33%. TSB thresholds are assumed to be indexed in line with proposed Division 296 indexation levels assuming an annual CPI rate of 3%. Taxable super component of 60% is assumed. Benefits are assumed to be paid to non-tax dependants with a death benefit tax rate of 15% plus 2% Medicare Levy. The illustration is based on Generation Life's understanding of the proposed rules for Division 296 tax outlined in the Exposure Draft Treasury Laws Amendment (Better Targeted Superannuation Concessions) Bill 2025 and the Exposure Draft Superannuation (Better Targeted Superannuation Concessions) Imposition Bill 2025 released 19 December 2025 and the Better Targeted Superannuation Concessions Fact Sheet released 13 October 2025. Actual outcomes may vary depending on investment performances, the assumptions actually occurring, tax legislation and regulation, and individual investor circumstances. Past performance does not indicate future performance.

Binding nominations comparison

The realities of trustee discretion



Via superannuation…

- Different tax treatments applicable to death benefits payment - lump sum and/or income stream
- Different tax treatment if beneficiary is classified as a 'dependant' for tax.
- Nominations - Super trustees may have the discretion to alter the deceased's instructions

Via investment bonds…

- Binding nominations
- Tax-free transfer to beneficiaries
- Ability to bypass will and legal estate
- Not subject to trustee discretion
- Ability to transfer to anyone or legal entity

Meet Sue

Sue is 77 years of age.

Sue has 2 children Jack and Elena who have two grandchildren each.

She has $2.5m in her superannuation, a combination of hers and her late husband’s superannuation.

Sue’s situation…

Within her superannuation, Sue has a 80% taxable component.

Sue has $600,000 over her Transfer Balance Cap sitting in accumulation.

Sue wishes to ensure her legacy is distributed according to her wishes, which includes providing an inheritance for her four grandchildren, ideally $150,000 each.

Sue also wants to avoid any superannuation death tax on transfers to non-dependants.

Sue’s objectives…

Tax-effectively pass on her superannuation benefits to her grandchildren.

Sue wants certainty that no one can challenge her nominations or inappropriately use the funds on behalf of the grandchildren.

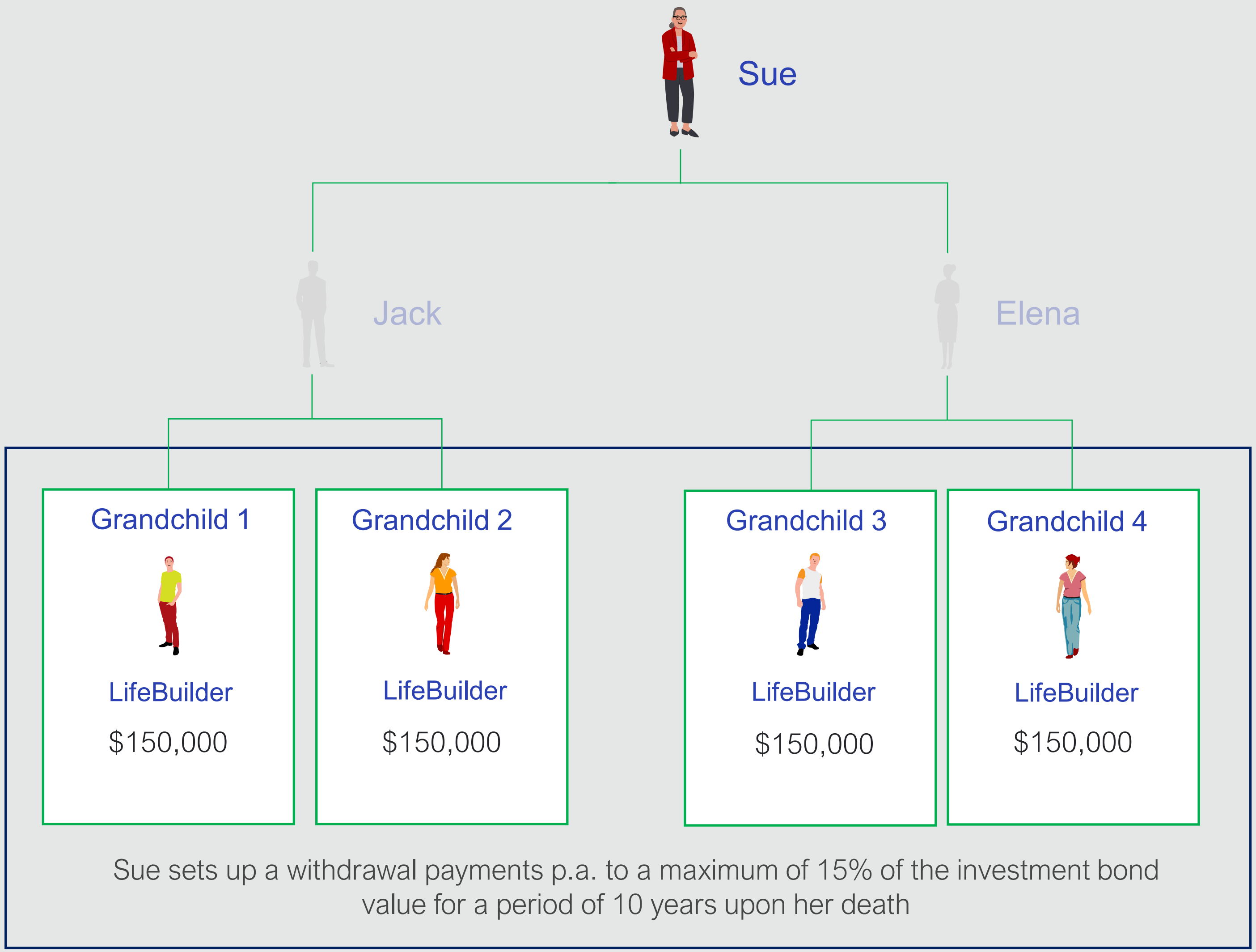
She wishes to restrict the amount her grandchildren can access to a maximum of 15% of the account balance per annum for a period of 10 years upon her passing.

Sue's solution…

Sue establishes four Generation Life LifeBuilders.

$600,000 total investment from pension commutation proceeds ($150,000 for each investment bond).

She puts a Future Event transfer date upon her death.



Year	Investment bond closing balance (net of tax provision)	Investment bond cumulative total proceeds received (after tax)	Super account balance	Cumulative total proceeds before death benefit tax	Death tax payable (including Medicare Levy)	Cumulative total proceeds received (after tax)	Transfer to investment bond
1	$622,749	$622,749	$626,162	$626,162	$85,158	$541,004	BETTER
2	$646,375	$646,375	$653,465	$653,465	$88,781	$564,594	BETTER
3	$670,913	$670,913	$681,958	$681,958	$92,746	$589,212	BETTER
4	$696,398	$696,398	$711,694	$711,694	$96,790	$614,903	BETTER
5	$722,866	$722,866	$742,726	$742,726	$101,011	$641,715	BETTER
6	$750,354	$750,354	$775,111	$775,111	$105,415	$669,696	BETTER
7	$778,904	$778,904	$808,990	$808,990	$110,081	$698,907	BETTER
8	$808,554	$808,554	$844,180	$844,180	$114,808	$729,371	BETTER
9	$839,349	$839,349	$880,819	$880,819	$119,815	$761,174	BETTER
10	$871,331	$871,331	$919,403	$919,403	$125,039	$794,364	BETTER
11	$904,547	$904,547	$959,492	$959,492	$130,491	$829,001	BETTER
12	$939,045	$939,045	$1,001,329	$1,001,329	$136,181	$865,148	BETTER

$600,000 superannuation balance with 80% taxable component. Assumed gross of tax earnings of 4.59% p.a. Average effective estimated tax rate on superannuation account earnings of 15.0% compared to investment bond effective tax rate of 17.73%. Effective tax rates and earnings based on historical long-term returns. Outputs contain forward looking statements which are subject to known and unknown risks, uncertainties and other important factors that could cause the actual results, events, performance or achievements to be materially different from those expressed or implied in such statements. Although forward-looking statements contained in this document are based upon what Generation Life believe are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Past performance is not indicative of future performance.

Sue's outcome…

- Sue’s able to transfer ownership tax-free upon her death.
- Sue's wishes are met as she can pass on an inheritance to her grandchildren without the superannuation benefit death tax applying, without any conflict, and reducing the potential for challenges.
- Giving her the ability to rule from the grave

Polling question

The government proposed further changes to division 296, what was one of the changes?

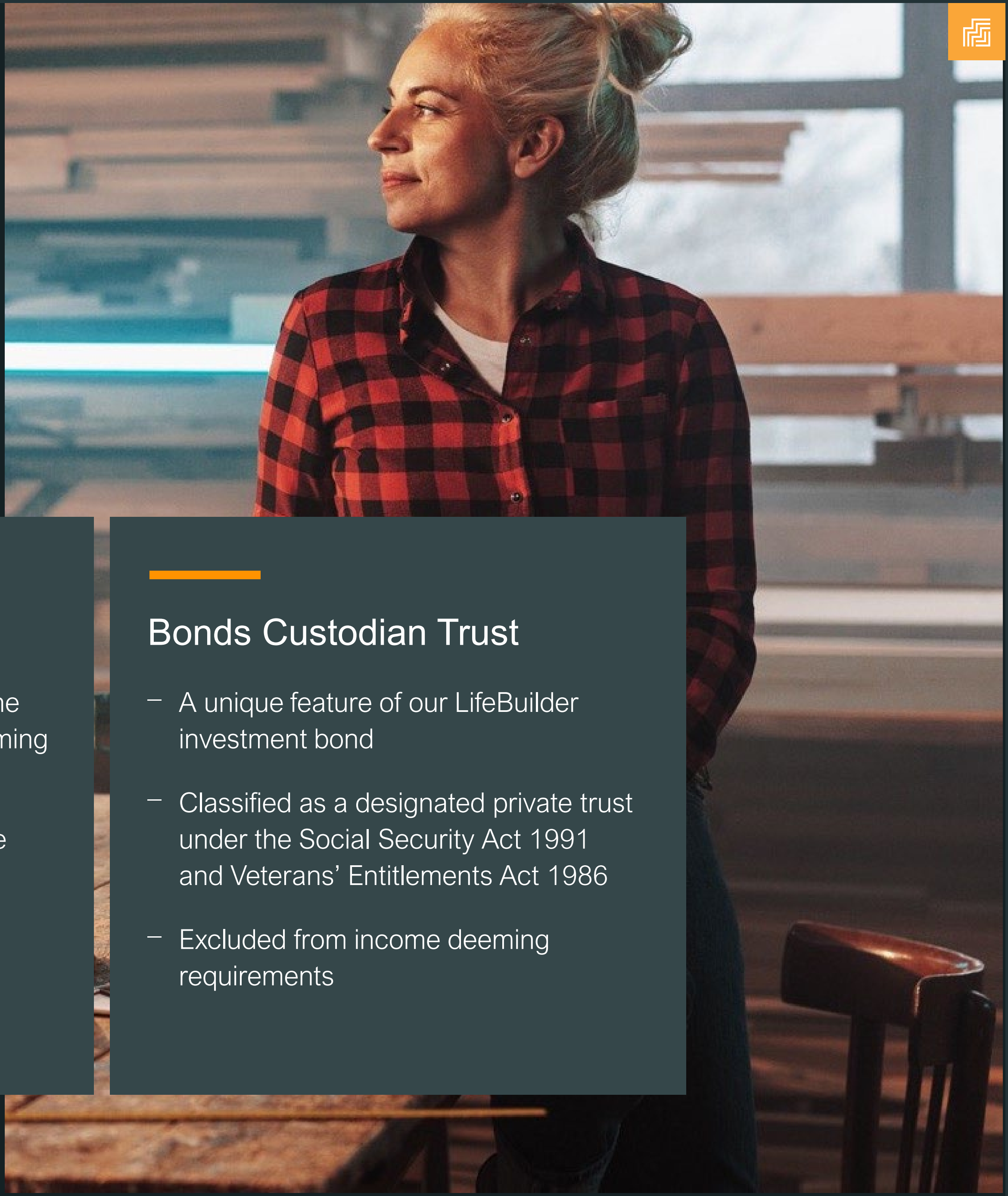
A) >$10m threshold – additional 10% tax, indexed to CPI ($500k increments)

B) Option to opt out of Division 296

C) >$5m threshold – additional 20% tax, indexed to CPI ($150k increments)

D) Starting January 1st, 2026

Help your clients maximise their Government benefits and entitlements



LifeIncome

- An immediate investment-linked lifetime annuity
- Provide a regular income that is guaranteed for life
- Defined as an 'asset-tested income stream (lifetime)' product for social security purposes

FuneralBond

- Exempt (up to certain limits) from the social security assets test and deeming provisions for the income test
- Applies to the Age Pension, Service Pension and other means-tested government entitlements

Bonds Custodian Trust

- A unique feature of our LifeBuilder investment bond
- Classified as a designated private trust under the Social Security Act 1991 and Veterans' Entitlements Act 1986
- Excluded from income deeming requirements

Thank you.

Generation Life

Highly recommended for over a decade

Awards

Research ratings

Investment Bonds[1]

Zenith for Generation Life Tax Effective Australian Share Fund

1. Rating relate to LifeBuilder and ChildBuilder investment bond products