

# Think big. Think global.

Looking for growth opportunities in your life insurance business?  
We have two words for you: Think global.

Global wealth  
is growing

From 2017 to 2018, global wealth  
grew by \$14 trillion (or +4.6%) to

**\$317 trillion<sup>1</sup>**



Global wealth grew  
faster than population:

**+3.2% per adult**

Global wealth  
is also shifting

**Asia is on track to house more than  
a third of the world's billionaire  
population by 2023.**



Asia-Pacific surpassed North  
America as the wealthiest region<sup>2</sup>

Asia-Pacific recorded robust HNWI  
population and wealth growth rates at  
12.1% and 14.8% respectively in 2017.

**North America<sup>1</sup>**

**5.7** million HNWI population

**\$19.8** trillion

**Asia-Pacific<sup>1</sup>**

**6.2** million HNWI population

**\$21.6** trillion

HNWI – high-net-worth individuals  
defined as having \$1 million in assets

The U.S. remains  
an attractive  
market for  
investment



Between April 2017 to March 2018, **foreign buyers purchased  
\$121 billion of U.S. residential real estate.<sup>3</sup>**



**In 2017, overseas investors held an all-time high of  
\$10.3 trillion of U.S. government bonds at the end of June  
and \$7.2 trillion of U.S. stocks.<sup>3</sup>**

<sup>1</sup> Capgemini World Wealth Report, 2018.

<sup>2</sup> Capgemini Asia-Pacific Wealth Report, 2018.

<sup>3</sup> Sarah McGregor, "Foreign Holdings of U.S. Securities Rise to Record \$18 Trillion," Bloomberg.com, February 28, 2018, <https://www.bloomberg.com/news/articles/2018-02-28/foreign-holdings-of-u-s-securities-rise-to-record-18-trillion>.

**U.S. life insurance is a desirable asset for international clients**

## Why do global clients want U.S. life insurance?

**To protect their families and business.**  
**U.S. life insurance offers:**

- Competitive pricing based on U.S. mortality
- Extensive product selection
- Access to capacity
- Underwriting sophistication
- Reliability of U.S. life insurance industry

**To diversify their global portfolio.**  
**U.S. life insurance offers:**

- Benefits in U.S. dollars
- U.S. tax advantages
- Potentially non-correlated and private asset

## Rely on Lincoln for your Foreign National cases

Benefit from our life insurance expertise, knowledge and specialized Foreign National underwriting. Lincoln's life insurance offerings can provide customized solutions for Foreign National clients.

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