Quilter

Discover Quilter's true financial planning platform

Helping you deliver value in today's changing tax landscape.

For financial advisers only

What we'll cover:

In this guide, you'll discover more about how the changing tax landscape is impacting your clients, how Quilter's true financial planning platform can support you, and how you can demonstrate value under Consumer Duty.

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Next steps 20

"Our approach is centred around the client, delivering value, choice, and service, with a steadfast focus on consumer outcomes.

With simple-to-use tools and calculators, technical expertise, award-winning service, and market-leading platform functionality with a fully integrated onshore bond and comprehensive trust suite, Quilter is perfectly placed to help advisers and their clients maximise tax efficiency."

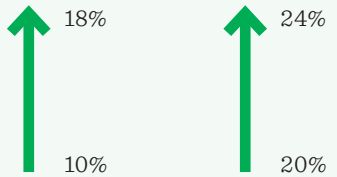
Roddy Munro, Head of Technical Sales

Fiscal policy changes

The layering effect of fiscal policy changes in recent years has caused a fundamental shift in the advice landscape.

Key changes

Capital gains tax (CGT) rates rocket

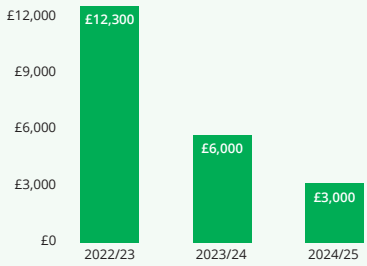


Basic rate taxpayers

Higher rate taxpayers

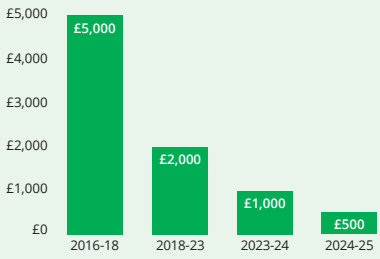
Up **80%** for basic rate taxpayers and **20%** for higher rate taxpayers since the October 2024 Budget.

CGT annual exempt amount slashed



Now just **£3,000**, a 76% cut since 2022/23.

Dividend annual allowance slashed



Now just **£500**, a 90% cut since 2017/18.

More allowances frozen

Frozen allowances are a form of stealth tax and are having a growing impact.

Key allowances impacted are:

- Income tax bands frozen until April 2031 (frozen since 2021).
- Inheritance tax (IHT) nil-rate band frozen until April 2031 (frozen since 2009).
- Pension commencement lump sum (PCLS) frozen at **£268,275.**

Retirement and estate planning shake up

- Pensions will be brought into the IHT net from 6 April 2027.
- This structural change of bringing unused pensions into the inheritance tax regime is one of the biggest changes impacting financial planning in decades.

Higher tax rates announced in the November Budget 2025

- Tax on **dividend income** will increase by 2 percentage points on the basic and higher rates from 6 April 2026.
- Tax on **savings income** will increase by 2 percentage points across all bands from 6 April 2027.

The impact on your clients

As a result of these changes, the tax net will widen, and more of your clients will be caught.

More of your clients will face IHT

Frozen inheritance tax bands, rising house prices, and the inclusion of unused pension wealth from 6 April 2027 means more of your clients will face IHT in the future.

The Government expects IHT receipts to rise significantly over the coming years, reaching over £14.5bn by 2030/31.

IHT receipts - £ billions

Source: Office for Budget Responsibility, Economic and fiscal outlook, November 2025

Many of your clients will need their financial plans entirely reassessed as we approach 6 April 2027!

Challenges of using unwrapped investments

Clients holding a general investment account (GIA) could face:

More tax

With dividend and CGT annual exempt allowances now so low, clients may face perennial taxes on both dividend and interest payments (even if they only hold accumulation shares) and capital gains tax when they sell down.

More admin

With many more clients becoming liable to tax, more may need to complete an annual tax return – even if they don't sell anything.

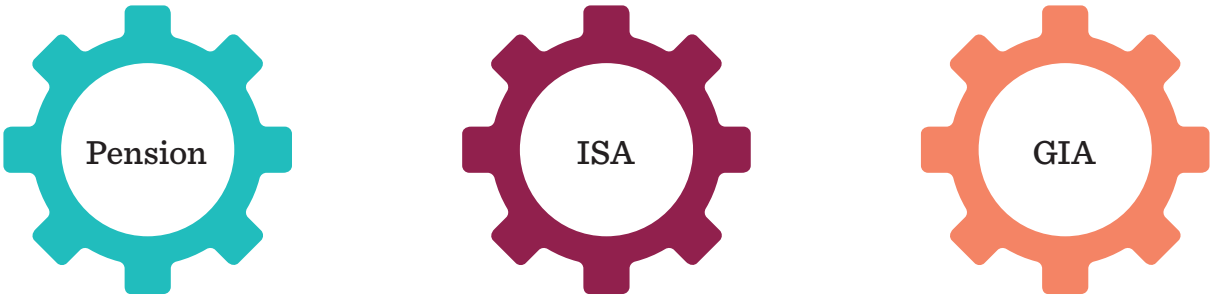
More complexity

The CGT changes mean even simple financial plans need careful consideration and calculation. This includes moving money from a GIA to an ISA, transferring to a bond, or transferring wealth to a basic rate taxpayer.

The impact on your financial planning strategies

No longer a three-horse race

For many years, advisers were able to focus on three product wrappers to deliver tax efficiency to their clients:



However, with pensions becoming subject to IHT from 6 April 2027, and the CGT and dividend changes impacting the tax efficiency of GIA holdings, this three-wrapper advice model will no longer work for all clients.

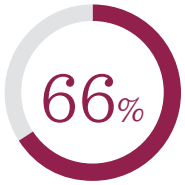
IHT will be a growing concern for many clients. The bringing in of pensions into the IHT net will fundamentally change the way pensions are currently used. Some clients may find that none of their existing solutions provide any protection from IHT from 6 April 2027.

The ability to carry out intergenerational wealth planning will be crucial – with many clients needing to move at pace.

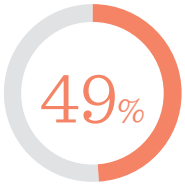
Never before has access to a range of wrappers, including investment bonds and trusts, been so important.

Adviser concerns

95% of advisers are concerned about pensions being subject to IHT and income tax (on deaths from age 75) from 6 April 2027.



Advisers expect 66% of their clients will be impacted by the pension/IHT changes and will need advice.



Given the tax and fiscal policy changes, advisers expect 49% of their clients will need rewrapping to alternative tax wrappers in the next 12 months.

Source: Quilter research, 774 advisers, Q4 2025.

How Quilter's true financial planning platform can help

Not all platforms are the same

Some are simply trading platforms that allow you to hold units for your client. What's the difference?

Other platforms:

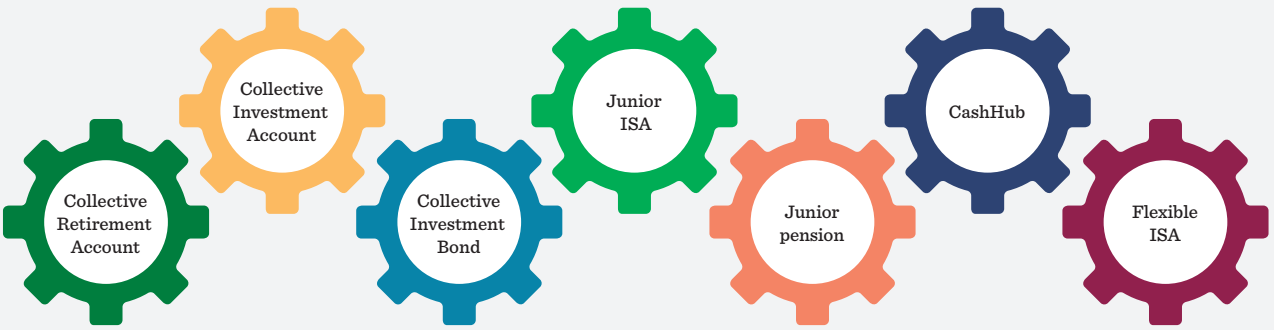
- **Tax optimisation may involve barriers such as extra wrapper costs.**
- They may not have a full range of product wrappers (bond and trusts may be missing).
- Some have third-party wrappers, and there may be additional charges for using them.
- If there is an additional charge, advisers will need to factor this in and consider charge suitability.

Quilter's true financial planning platform:

- **Ability to optimise for tax without compromise.**
- Broad range of fully integrated product wrappers.
- Extensive trust range (including post-issue trusts).
- No additional wrapper charges.
- Removes charge suitability as a concern for advisers.

Our mix of fully integrated wrappers

Our platform supports your financial planning strategies and is well positioned to help you provide value and tax efficiency in today's changing landscape. By offering a broad mix of integrated product wrappers, we enable you to offer the right wrapper to your client without compromise.



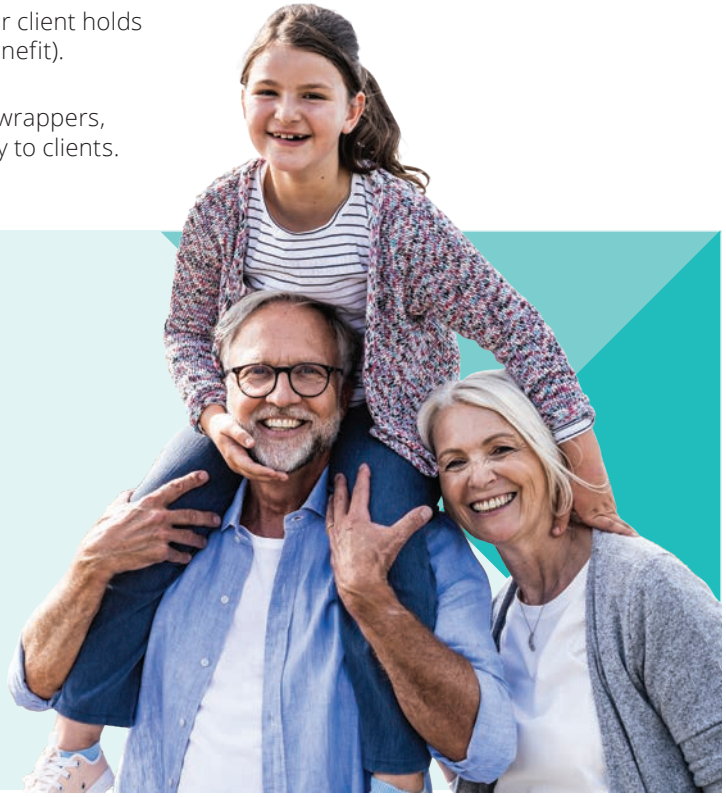
Helping advisers holistically manage a whole family's financial plans and run their investment proposition easily across all tax wrappers, in one place.

Efficient movement between wrappers

To help improve your client's ongoing tax efficiency, some 'rewrapping' may be required, taking money from one wrapper and reinvesting it in another.

As our wrappers are fully integrated on our platform, you can be confident of an efficient process for you and your clients.

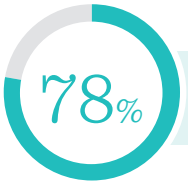
- ✓ Proceeds can be transferred to the new wrapper without being paid out to the client for reinvestment.
- ✓ Reduces the risk of the client not reinvesting and reduces time out of the market.
- ✓ No additional wrapper charges so you don't need to worry about charge suitability (of course there may be tax implications to consider if you withdraw money from some wrappers).
- ✓ Our simple tiered charging rate reduces the more your client holds (and their family holds thanks to our Family Linking benefit).
- ✓ Hold and manage the same portfolio across multiple wrappers, creating greater efficiencies and providing consistency to clients.



Example - making it easy for Tom to reinvest

Tom can decide to crystallise his PCLS from his Collective Retirement Account and we will hold the PCLS awaiting reinvestment. Tom can then decide to reinvest in an ISA for him and an ISA for his wife, a junior ISA and junior pension for his grandchild, and a Collective Investment Bond for himself which he plans to place in a Lifestyle Trust.

Our simplified process makes it easy for Tom to reinvest across multiple wrappers – and cost effective too.



Given the changing tax and advice landscape, 78% of advisers consider 'efficient movement between wrappers' to be the most important feature they need from their platform.

Source: Quilter research, 774 responses, Q4 2025.

Why bonds and trusts matter more than ever

More advisers are now turning to onshore bonds. Changes to the dividend tax allowance and CGT mean your clients could pay less ongoing tax in an onshore bond compared to a GIA. But with so few platforms offering an integrated bond, your client could end up paying additional wrapper charges, and not benefiting from the other efficiencies full integration brings.

From 6 April 2027, pensions will be less tax efficient for wealth transfer. Effective gifting into trust will become more crucial in helping you regain tax efficiency for your clients. Bonds are a perfect investment to hold within a trust due to the way they are taxed, making them simpler for trustees to administer.

"The CGT changes and proposed changes to IHT and pensions are fairly sizeable, and are being made to products that have largely remained pretty stable and predictable. The resurgence of annuities, bonds and trusts indicate a return to product selection and tax optimisation."

THE LANG CAT

Source: the lang cat, State of the Platform Nation report 2024/25

The lang cat figures show 2024 gross sales into onshore bonds on platforms rose 72.85% to £2.21bn.

Given the changing tax and advice landscape, 72% of advisers consider an 'integrated onshore bond' and 'wide range of post issue trusts' to be the most important features they need from their platform.

72%

Source: Quilter research, 774 responses, Q4 2025.

Our comprehensive range of trusts

Our extensive range of trusts offers different levels of flexibility, access, and IHT efficiency to meet your clients' needs. Unlike some of our competitors, our trusts can be applied at new business stage or after a bond has been set up (except for the Loan Trust), giving you flexibility to offer valuable tax planning at any stage in the advice cycle.

1. Absolute Trust

2. Discretionary Trust - settlor included

3. Discretionary Trust - settlor excluded

4. Best Start in Life Trust

5. Excess Income Trust

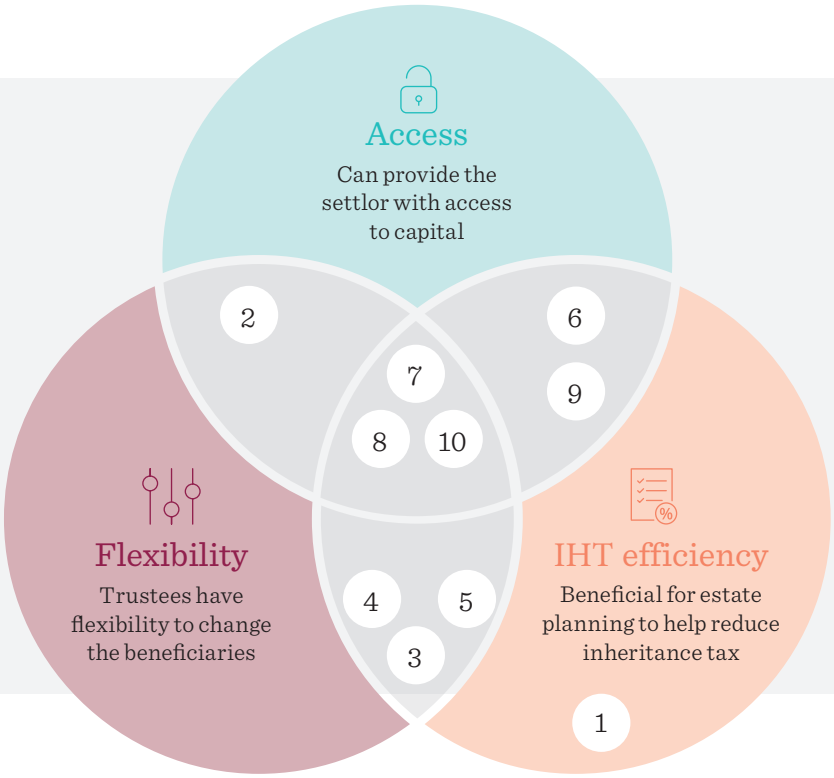
6. Discounted Gift Trust - bare

7. Discounted Gift Trust - discretionary

8. Lifestyle Trust

9. Loan Trust - bare

10. Loan Trust - discretionary



Our popular Lifestyle Trust

Since 2016 our Lifestyle Trust has been helping families plan for the future with confidence. It provides clients with the flexibility to access policy funds in the future if they need it. It is ideal for individuals who want to address their IHT liability and plan accordingly but are uncertain about their future financial needs.

Where experience shines through

Benefit from our flexible pension

As pensions will no longer be a tax-efficient wealth transfer tool from 6 April 2027 (other than to a spouse or civil partner), having a wide range of withdrawal options will help provide maximum flexibility – both for those looking to access tax-efficient income and for those looking to start gifting their wealth.

Our market-leading tax-efficient retirement income options, TRIO, let your clients take tax-free cash on a regular, automated basis, providing a source of retirement income that minimises the amount of income tax to pay.

Avoid pension payment panic

We successfully deliver almost 100% of pension income payments:

We know how important reliable pension income payments are – and you can trust our automated process to give you and your clients peace of mind. Latest figures* show a 99.88% success rate for income payments and 99.15% success rates for TRIO payments.

**Figures analysed for period 1 Dec 24 to 28 Feb 2025.*

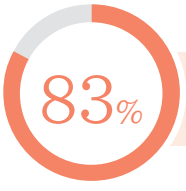
The seamless integration of our withdrawal and investment strategy means you enjoy:

- ✓ Less time making trades, disinvesting funds, and managing cash.
- ✓ Less stress ensuring pension clients get paid.
- ✓ Less risk of a rebalance causing an income payment to fail.

Our platform can help future proof your clients' retirement plans

With the upcoming changes to pension taxation from 6 April 2027, it's essential to stay ahead of the curve. Act now to refine your strategies for reducing clients' taxable estates and where suitable, initiating the seven-year gifting clock sooner rather than later.

By opting for a platform that offers reliable and flexible access to PCLS and pension income, with a range of wrappers and efficient functionality, you can ensure your financial planning decisions are executed seamlessly.



Given the changing tax and advice landscape, 83% of advisers consider 'flexible and reliable pension income' to be the most important feature they need from their platform.

Source: Quilter research, 774 responses, Q4 2025.

Get more flexibility with our ISA

Quilter's flexible ISA allows your clients to replenish any money they take out within the same tax year, up to their annual allowance. A useful device within your financial planning toolkit - not all platforms offer this level of flexibility.

The flexibility to withdraw funds and replace them within the tax year without impacting the ISA allowance.

The ability to maximise the ISA allowance, even after adviser or discretionary fees have been taken.

Your client has the confidence to invest early in the tax year, knowing they can access funds in case of an emergency.

Generational planning with our junior ISA and junior pension

A junior ISA and junior pension are a great way to use all available tax allowances within a family, and could be extremely useful for clients looking to gift money to grandchildren from their pension. Due to there being no additional wrapper charges with us, your clients can invest for their children and grandchildren tax efficiently at a very competitive cost.

- No additional wrapper charges
- Build a nest egg for the next generation
- Invest tax efficiently at a very competitive cost

> *Clients can invest for their children and grandchildren tax efficiently at a very competitive cost.*

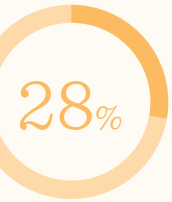
Boost cash savings and take control with the CashHub

CashHub - our award-winning cash savings solution.

Many of your clients will hold cash with high street banks, earning little or no interest. With so little tax-free allowances available, it makes sense to maximise what you can when secure assets are appropriate for them.

Using the CashHub, accessible through our platform, you can gain greater visibility of your client's wealth, help them access better interest rates, and help reduce their tiered platform charge rate for their other Quilter investments. CashHub savings are also eligible for our Family Linking multi-member discount.

CashHub is available to a broad range of savers, including single, joint, corporate, trust, and charity clients.



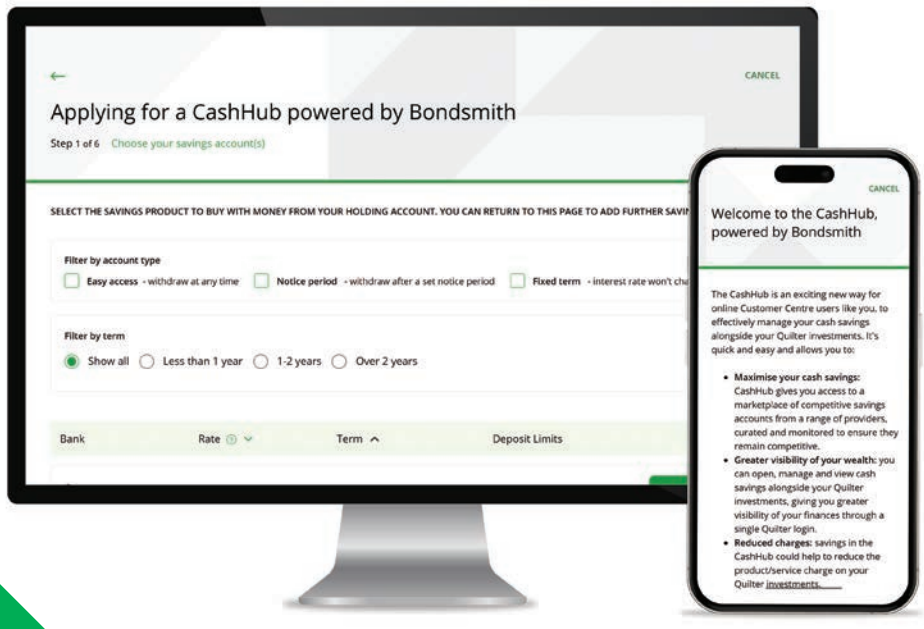
Research shows 28%* of adults hold most of their savings in a current account paying no interest. That's one in four of your clients not using their tax-free savings allowance.

**Building Societies Association Sept 2024*

CashHub MultiBank

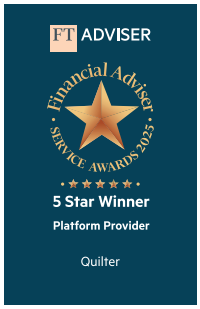
A new innovative solution for cash savings, **CashHub MultiBank** is a high-interest, easy-access savings product provided by Bondsmith.

Bondsmith manages deposits across three leading UK banking groups to get the most competitive returns, and because deposits are spread across three banks, your clients can benefit from up to three lots of FSCS protection.



Market-leading service and support

We are renowned for our service and support - both to advisers and to clients. This is especially important during times of significant change, where extra guidance may be required to support you in your financial planning decisions and help you achieve the right outcomes for your clients.



Rated Excellent as at 2 December 2025

Specialist support for bonds and trusts

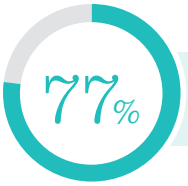
We recognise bonds and trust planning can be complex, which is why we offer additional support in this area. This includes our technical team and helpline, our regional tax and trust specialists, and our dedicated trust and bond servicing hub.

This ensures you and your clients are fully supported throughout the life of the policy.

Technical tools to help you

To support you in your financial planning decisions, and help you calculate and assess the impact of tax on your clients, we have a variety of online tools available. Here are a few of our most popular tools:

- **Net returns calculator –** helps you select the right wrapper for your client.
- **Chargeable event gain calculator –** helps you calculate the gains on a bond.
- **Lifestyle Trust policy fund management tool –** helps you manage the Lifestyle Trust.
- **Ongoing tax comparison tool –** helps you assess the ongoing tax position of an existing GIA.
- **IHT calculator –** helps you calculate a client's potential IHT liability.
- **CGT reporting tool –** helps you calculate CGT and maximise tax opportunities for your clients.



Given the changing tax and advice landscape, 77% of advisers consider 'excellent service and support' to be most important.

Source: Quilter research, 774 responses, Q4 2025.

The Quilter advantage - demonstrating value

Optimising tax outcomes

Using our true financial planning platform, you have unlimited potential to implement tax optimisation and estate planning with no additional platform costs.

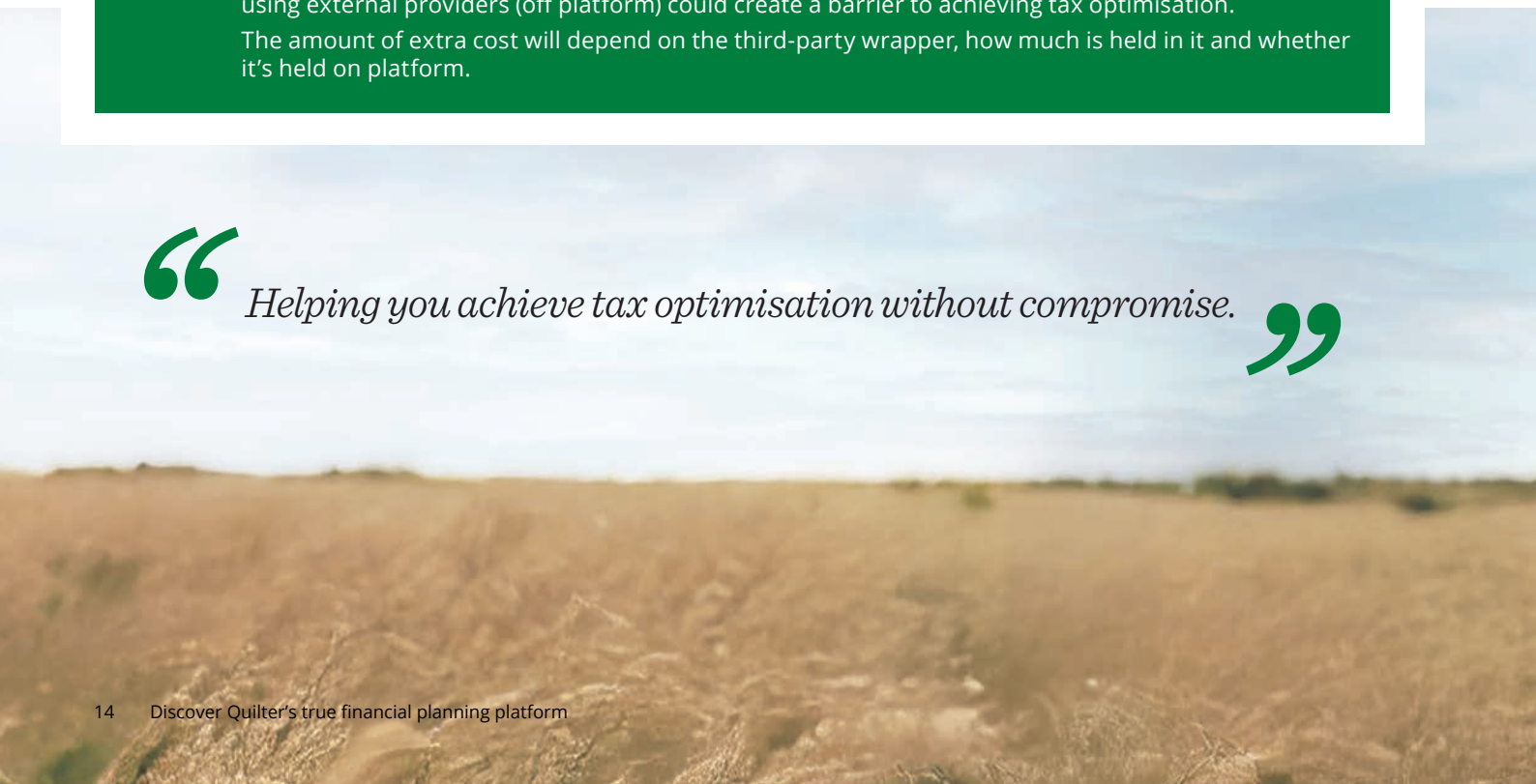
Broad range of fully integrated wrappers + **Cost-effective charging with no additional wrapper charge concerns** → **Means you can focus on the right advice for your client** → **Helping you achieve tax optimisation without compromise**

Being able to assess existing wrappers and move money to other wrappers where appropriate for greater long-term tax efficiency is crucial in the new tax landscape and can help you focus on advice and tax optimisation.

The Quilter advantage

The additional tax wrapper charges some platforms levy on third-party tax wrappers or incur when using external providers (off platform) could create a barrier to achieving tax optimisation.

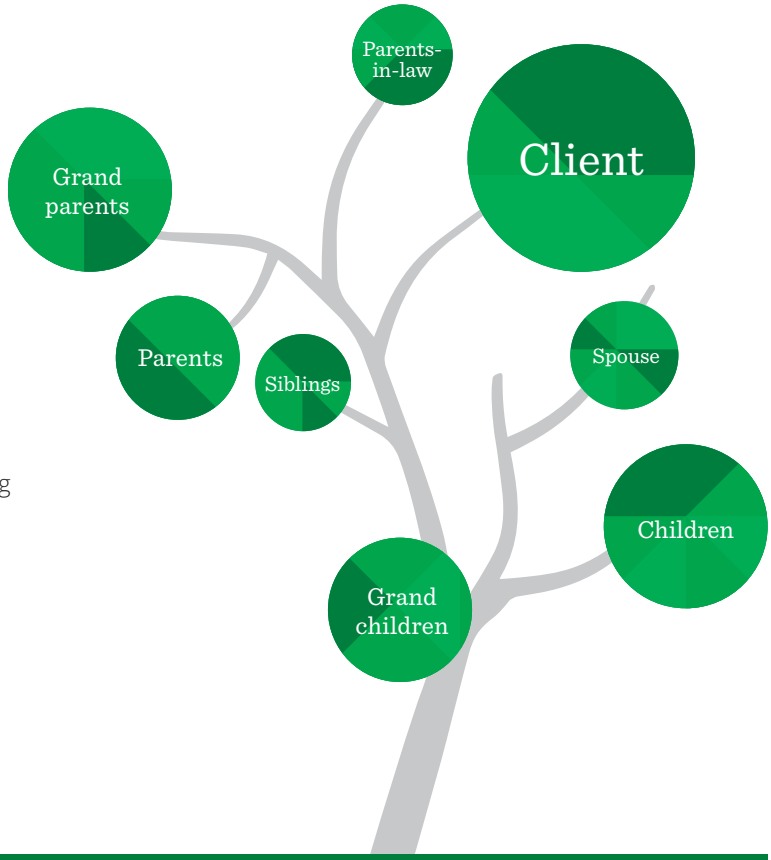
The amount of extra cost will depend on the third-party wrapper, how much is held in it and whether it's held on platform.



Family Linking

Our market-leading, multi-member family discount

Our Family Linking benefit means we reflect the total value of the whole family's investments held on our platform in the percentage charge each family member pays. Because of our tiered charging structure, the higher the total investment value, the lower the charge rate for everyone invested.



The Quilter advantage

Family Linking is particularly powerful when you use it in conjunction with products like our junior ISA, allowing you to secure big reductions for smaller value investments.

This means you could reduce the charges by 28.5% on a child's JISA worth £25,000 when a family holds combined investments of £325,000 with us. Overall, the family would see reduced charges of 0.1% (10bps) on average across their investment.

Calculations are after all fees and charges are deducted.

Creating efficiencies and adding value for better investment returns

Here we look at platform efficiency, and some of the key ways our platform technology adds value once your client is invested.

Our platform is built with you and your clients in mind to specifically target and minimise any pain points. Compared with using a lower grade platform, this can considerably reduce your servicing costs.

And when it comes to tackling 'hidden' drags on investment performance, we have you covered, with value you can demonstrate to your clients.

Straightforward cash management

We'll automatically sell down just enough cash to cover six months' fees and charges, so you don't need to manage clients' cash balances. No minimum cash balance means less cash drag, and more invested upon which your recurring revenue is based.

The Quilter advantage

Many other platforms require 2% of a client's assets to be held in cash, meaning the potential returns from this cash are lost. With Quilter, there is no minimum cash balance on our platform. This will typically result in a 0.09% (9bps) a year increase in investment returns.

Calculations are based on an assumed net growth rate of 5% per annum after all fees and charges.

Smart trading – we prefund your trades

Unlike other platforms, client portfolios that rebalance on Quilter's platform can have the assets reinvested the very next day. We prefund trades to minimise your client's time out the market with advanced technology that automatically looks for the next valuation point for each underlying asset.

The Quilter advantage

For a rebalance of 20% of assets four times a year, there is 0.04% (4bps) a year saving using our platform compared to an alternative platform with a four-day switching process.

For 40% portfolio rebalancing four times a year, this would double to 0.09% (9bps) a year.

We prefund tax relief for your clients

When applying personal contributions to your client's pension, we add basic rate tax relief and reclaim it back from HMRC. This enables clients to benefit from up to an extra three months of potential investment growth.

On other platforms, customers can wait between 6 to 11 weeks for pensions tax relief compared to no delay with Quilter.

The Quilter advantage

Prefunding tax relief, and not waiting up to three months, can provide an extra 0.25% (25bps) a year based on typical returns over the first 12 months of a contribution. Prefunding also avoids an extra set of transaction costs and saves advisers and their clients time and effort.

Calculations are based on an assumed net growth rate of 5% per annum after all fees and charges.

The Quilter advantage – it all adds up

Where we've provided calculated examples of using our platform throughout this brochure, if your clients interacted with us in all these different ways, here are the annual savings they could make:

Cash drag saving	0.09%
Portfolio rebalancing*	0.04%
Family Linking**	0.10%
Prefunding tax relief	0.25%
Total saving per year	**0.48% (48bps)**

**£20k switched four times a year*

*** Based on a £25k investment into a £325k linked portfolio*

This is just an example based on a client interacting with us in the ways outlined above. Actual savings will vary for each client.

It's easy to transfer business to us

Our modern technology and processes makes it easy for you to transfer business to us. As a direct result, Quilter has been accredited with a Gold Standard award for 2025 from the STAR industry group for both pension and ISA/CIA transfers.

Steps we take to keep you informed:

✓ Online transfer tracker – access transparent, up-to-date status information.

✓ Proactive chasing – both automated and manual chasing at regular intervals.

✓ Dedicated transfer hub phoneline.

Bulk transfers:

We also offer a bespoke service for bulk transfers, having successfully transferred an impressive £2.1bn in 2024. This service is meticulously prepared to ensure it meets your needs, with a personal Support Manager and mailbox to track and chase transfers until all assets are received.

STAR GOLD Transfers Accreditation 2025 Personal Pension SIPP and SSAS

STAR GOLD Transfers Accreditation 2025 ISA and GIA

Exceptional...but don't just take our word for it

Schroders UK PLATFORM AWARDS 2025 Platform of the Year WINNER

The Telegraph UK'S TOP Pension Providers 2025 #1 UK PERSONAL PENSION PROVIDER

mm AWARDS 2024 BEST PLATFORM WINNER

AKG A FINANCIAL STRENGTH RATED PLATFORM SECTOR SUPERIOR QUILTER INVESTMENT PLATFORM LTD

defaqto 2025 EXPERT RATED

NOVEMBER 2025 Which? Recommended Provider PENSION DRAWDOWNS

Next steps

Thanks for reading this guide, which is just a taster of some of the ways our true financial planning platform can deliver value to you and your clients in today's changing tax landscape.

To find out more, get in touch with your usual Quilter consultant, or if you are new to Quilter and don't yet have a consultant, use the QR code to get in touch.

This document is based on Quilter's interpretation of the law and HM Revenue and Customs practices as at December 2025. We believe this interpretation to be correct, but cannot guarantee it. Tax relief and the tax treatment of investment funds may change. The value of any tax relief will depend on the investor's individual circumstances. Your clients' investments may fall or rise in value and they may not get back what they put in.

quilter.com

Please be aware that calls and electronic communications may be recorded for monitoring, regulatory and training purposes and records are available for at least five years.

Quilter is the trading name of Quilter Investment Platform Limited which provides an Individual Savings Account (ISA), Junior ISA (JISA) and Collective Investment Account (CIA) and Quilter Life & Pensions Limited which provides a Collective Retirement Account (CRA) and Collective Investment Bond (CIB).

Quilter Investment Platform Limited and Quilter Life & Pensions Limited are registered in England and Wales under numbers 1680071 and 4163431 respectively.

Registered Office at Senator House, 85 Queen Victoria Street, London, EC4V 4AB, United Kingdom. Quilter Investment Platform Limited is authorised and regulated by the Financial Conduct Authority. Quilter Life & Pensions Limited is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Their Financial Services register numbers are 165359 and 207977 respectively. VAT number 386 1301 59.

Bondsmith is a trading name of Bondsmith Savings Ltd, which provides the CashHub (CHB) distributed by Quilter Investment Platform Limited. Bondsmith Savings Ltd is registered in England and Wales, No 13223331. Registered office: 124-128 City Road, London, EC1V 2NJ. Bondsmith is authorised by the Financial Conduct Authority, Firm Reference 955601.

QIP 22800/165/14440/December 2025