

Lump Sum Product ‘Wrapper’ Allocation

Case studies

These case studies have been created using Quilter’s Lump Sum Product ‘Wrapper’ Allocation Tool which can be found [here](#). The tool looks to model how a lump sum might be allocated across Quilter Investment Platform’s investment products only (including the Collective Investment Bond offered by Quilter Life & Pensions) to maximise personal tax allowances available to an individual or couple.

The examples have been based on a mid-investment return of 6%, achieved through 3% dividend yield, 2% capital growth and 1% interest yield.

Anthony

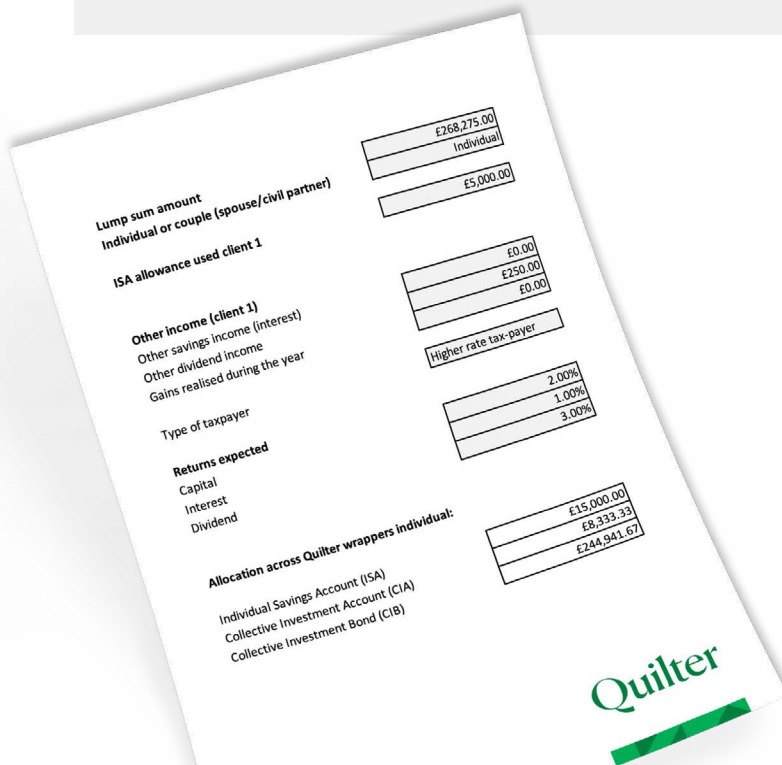
Anthony is 58, he is a higher rate taxpayer and has a large pension fund mainly due to contributing early in his career and achieving good investment returns compounded over the years. Due to the recent pension changes, he will not be able to access anymore TFC cash then he is entitled to today i.e. 25% of £1,073,100. He is concerned that the rules may change if there is a change of government which could limit this further. He has been advised to take his TFC (£268,275) but as he is still planning to work for some time yet, needs to keep this money invested. He needs further advice on which product wrappers he can utilise to achieve the best investment returns in a tax efficient way.



Existing investments:

Cash ISA £45,000 – current year subscription £5,000

Shares acquired through work which pay dividend income of **£250**



Proposed solution:

You recommend the following after considering the output from the tool:

► **£15,000** into a Stocks and Shares ISA to maximise this year’s ISA allowance

► **£8,333.33** into a Collective Investment Account (CIA) ensuring income and gains do not exceed the remaining Personal Savings Allowance (PSA), Dividend Allowance and Capital Gains Tax (CGT) Annual Exempt Amount (£250 dividend yield limits the investment to ensure remaining Dividend Allowance is not exceeded)

► **£244,941.67** into a Collective Investment Bond (CIB) shielding further income and gains from higher rates of tax

Anthony case study continued

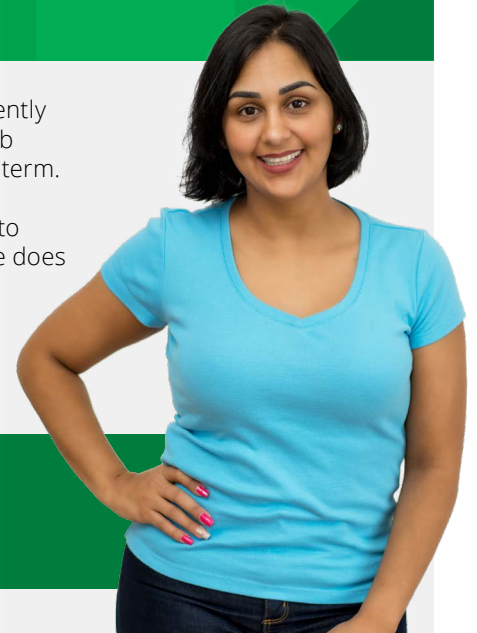
When Anthony does retire, he has plenty of decumulation options to supplement his pension income, which above his personal allowance will be taxable at 20%, 40% or 45% depending on level of income taken.

- ▶ **ISA** – unlimited income – not taxable
 - ▶ **CIA** – PSA, Dividend Allowance and Capital withdrawals within CGT Annual Exempt Amount
 - ▶ **CIB** – 5% withdrawals (£12,247.08 per annum) tax deferred for 20 years as return of capital
- This can provide a tax efficient withdrawals for him.

Abigail

Abigail is 45 has just inherited a lump sum (£175,000) from her grandfather who recently passed away. She is divorced and has a daughter who is 11. Abigail has a well-paid job (is a basic rate tax-payer - £45,000 salary) and a mortgage which is on a 5-year fixed term. She is able to pay up to 10% per year off her mortgage in addition to her monthly payments. She is a member of a defined benefit pension scheme. Abigail would like to invest her money for the future but wants a 'low maintenance' investment where she does minimal tax reporting. She is happy to use the investment to pay off some of her mortgage at the end of the fixed term (£220,000)

Abigail has contacted you to ask how best this can be achieved. She also wants the flexibility to help her daughter in the future if she goes to university.



Existing investments:

Numerous ISAs £24,000 – current year subscriptions £1,000

Lump sum amount Individual or couple (spouse/civil partner)	£175,000.00 Individual
ISA allowance used client 1	£1,000.00
Other income (client 1)	£0.00
Other savings income (interest)	£0.00
Other dividend income	£0.00
Gains realised during the year	Basic rate tax-payer
Type of taxpayer	2.00%
Returns expected	1.00%
Capital	3.00%
Interest	£19,000.00
Dividend	£16,666.67
Allocation across Quilter wrappers Individual:	£139,333.33
Individual Savings Account (ISA)	
Collective Investment Account (CIA)	
Collective Investment Bond (CIB)	

Quilter

Proposed solution:

You recommend the following after considering the output from the tool:

- ▶ **£19,000** in a Stocks and Shares ISA to maximise this year's ISA allowance
- ▶ **£16,666.67** into a CIA ensuring income and gains do not exceed the remaining PSA, Dividend Allowance and CGT Annual Exempt Amount (£500 yield limits the investment to ensure Dividend Allowance is not exceeded this year)
- ▶ **£139,333.33** in a CIB shielding further income and gains from self-assessment reporting

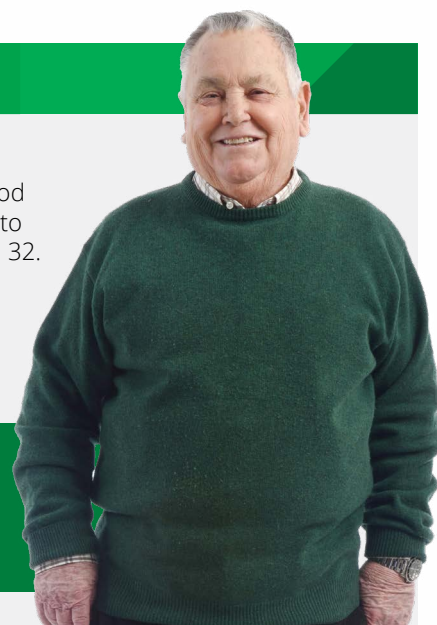
As the Dividend Allowance is only £500 you agree to move monitor from the CIA value in future years. You discuss funding a JISA for Abigail's daughter with a view of reducing the investment value in her CIA to avoid exceeding the dividend allowance in future.

The CIB, whilst simplifying tax reporting for Abigail, can also help her to save longer term for the potential mortgage payment and in conjunction with a JISA could help with university fees. As her daughter will be an adult by this point, she can consider assigning parts of the bond to her to avoid pushing herself into a higher tax band with any gains made at that time whilst also considering increases in her own earnings.

Adam

Adam is 68 and retired. His wife, Ava (67) and Adam have paid off their mortgage and having recently downsized their property have £300,000 to invest. They both have good income streams from their pensions savings (both basic rate taxpayers) and are keen to invest the lumpsum as a legacy for their two children (Aaron and Alice) – who are both 32. Aaron and Alice both have partners. Adam is keen to ensure that if required they can access some of the money – but is happy to ‘ringfence’ for the children. Ava wants to ensure that any money which is given to their children is not wasted.

Adam and Ava have asked you to help them.



Existing investments:

ISAs – **Adam has an ISA worth £82,000** and has contributed £20,000 this tax year. Ava has an ISA worth £40,000 again with a current year contribution of £20,000.

Proposed solution:

Although Adam and Ava could invest £33,333.33 into a joint CIA whilst remaining within their tax-free allowances, their main goal is to start considering how they might structure some legacy planning for children and (hopefully) future grandchildren.

With this in mind, you recommend a discretionary loan trust utilising a CIB for £300,000. This will allow continued access to the full amount, but growth will be held for the benefit of children and future grandchildren. In the future, the loan can be withdrawn (perhaps to top up their ISAs) or given up in part or full (a gift for Inheritance Tax purposes at the time) should Adam and Ava become confident that they do not require access to the entire sum.

This solution helps to start them on their legacy planning journey and the discretionary nature of the trust suggested allows it to evolve as their family does. All of this without feeling like they are giving up access to their money so early into their retirement.

Please note these case studies are fictional and only considers products and trust solutions offered by Quilter.

There are many different options available taking into account individuals' circumstances and these case studies are purely illustrative.

The performance figures shown are forecast future performance. Forecasts are not a reliable indicator of future performance. Future returns will depend on [description of dependencies] which cannot be guaranteed.

NB: For more info refer to FC19 of the standards.

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