

This review has been prepared for Mr \& Mrs Client

By Myers Davison Ginger Limited On 14 April 2015

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## Introduction: Financial Planning

The aim of the financial planning process is to help you reach your financial objectives. The outcome of this process is to have a financial plan that will manage your investments efficiently and effectively, so that you can maintain a desired lifestyle.

Financial planning gives consideration to the wealth creation, wealth distribution and wealth protection strategies required to meet your financial objectives.

## Financial Objectives

You have a number of financial objectives, which you have prioritised as follows -
INVESTMENTS - advice on investing funds to obtain grow th, income or both
REIREMENT - to plan for a realistic level of income in retirement
CRTICAL ILLNESS COVER - a lump sum upon diagnosis of a critical illness
INCOME PROTECTION - to provide income if you cannot w ork due to ilnness
INHERTANCETAX - to look at the mitigation of inheritance
LEGAL WIL - to ensure your estate passes as per wishes
LIFE ASSURANNE - a lump sum in the event of premature death
LONG TERM CARE - planning for nursing or residential care costs
MORTGAGE FINANCE - advice on residential mortgages
MORTGAGE PROTECTION - to repay debts in the event of death or CIC
POWER OF ATTORNEY - arranging a pow er of attorney
PRIVATE MEDICAL INS - to provide medical care outside the NHS
REGULAR SAVING - to set aside funds on a regular basis
xGPP RISK ADVENTUROUS
xGPP RISK BALANCED
xGPP RISK CAUTIOUS

## Financial Planning Report

The starting point is to create a profile of you. This is achieved by collecting information about your personal circumstances and current financial situation. From this, we will create a financial plan that will analyse your financial arrangements and identify the cost of your desired lifestyle (including consideration for any disasters which may arise).

Recommendations will then be made as to how your finances can be utilised. This will cover your assets, investments, liabilities and income. The way in which you spend your money is also a vital aspect of the analysis. Therefore, a review of your expenditure in both the shortterm and over the long-term will help to establish how robust the overall financial plan is.

The final aspect of the plan is to ensure the distribution of assets on death in accordance with your wishes.

Once the plan is set, we will also help you review it on a regular basis, to track progress and to identify the effects of changed circumstances.

## Note

This report is based on information disclosed by you and recorded in the Financial Review Form. Please read through the report and should you discover any omissions or anomalies, please notify us.

You may feel that in some areas of the financial plan that generalisations have been made. Please let us know if you wish to invest further time in identification and analysis of finer detail.

## Important Assumptions in your plan

You will find at the back of this report a complete breakdown of the data upon which this report is based as well as all assumptions used in the plan. However, there are a number of key assumptions which have great impact on the plan, these are as follows -

## Future Inflation (RPI) and Earnings Growth (NAE)

As the plan is based on your income and expenditure, then the growth rates assumed for future price inflation and future earnings growth has the most impact on the financial plan. It is possible to model with you the effect of variations to inflation and earnings growth, but ultimately this plan has to be based on a single set of agreed assumptions. The assumptions we have chosen are that inflation will grow at $2.5 \%$ per annum and your earnings will grow at 4.0\% per annum.

## Investment Growth Assumptions

In order to differentiate between different types of asset, the plan allows eight different investment returns for eight different asset classes. The classes and assumptions used are -

| Asset | Growth Rate |
| :---: | :---: |
| Main Residence | $5.0 \%$ |
| Other Assets | No growth |
| Business Interests | $6.0 \%$ |
| Pension Funds | $7.0 \%$ |
| Other Property | $5.0 \%$ |
| Investments (Tax Free) | $7.0 \%$ |
| Investments (Taxed) | $6.0 \%$ |
| Cash Investments | $2.5 \%$ |

In addition, separate assumptions have been set for the growth of school fees (6.0\% per annum), cost of temporary borrowing ( $6.0 \%$ per annum) and a reduction in yield to take account of charges on taxed and tax free investments of $1.0 \%$ per annum.

## Readily Realisable Assets

This plan is based on your invested assets such as Pensions, Investments and Cash. Other Assets can be drawn upon to provide loan security if there are periods of borrowing required in order to meet with your objectives, but they are not specifically included within the cash flow.

## Period Addressed by the plan

The longer you live and the earlier you retire, the longer you will be drawing on your capital built up during employment. For the purposes of this plan we have assumed you both survive until Mr Client is aged 100. We have assumed Mr Client retires at 60 and Mrs Client retires at 65.

As with all aspects of the plan, the assumptions should be reviewed form time to time if it becomes sensible to do so.

## Section 1: Your current net worth - Assets and Liabilities

This section provides a summary of your assets and liabilities broken down into their major assets classes.

## Assets

Other Property 15.3 \%


Pension Funds 34.5 \%

|  | Totals | Percentage |
| :--- | ---: | ---: |
| Main Residence | $£ 650,000$ | $18.0 \%$ |
| Other Property | $£ 550,000$ | $15.3 \%$ |
| Investments | $£ 862,513$ | $23.9 \%$ |
| (Taxed) | $£ 207,955$ | $5.8 \%$ |
| Investments (Tax | $£ 1,244,850$ | $34.5 \%$ |
| Free) | $£ 89,257$ | $2.5 \%$ |
| Pension Funds |  | $\mathbf{£ 3 , 6 0 4 , 5 7 4}$ |

## Liabilities



| Mortgages | Totals | Percentage |
| :--- | :--- | :--- |
|  | $\mathbf{£ 8 0 , 0 0 0}$ | $100.0 \%$ |

## Net Worth



Your net worth is the difference between the value of what you own and the total amount that you owe. It's the amount of cash you'd have if you sold everything and paid off all your debts today. It's a good measure of how wealthy you are. Knowing your net worth is important as a first step in setting your financial goals, and building your financial plan.

## Section 2: Income and Expenditure Planning

The objective of this section is to produce a summary of your income and expenditure, to calculate the current income tax liability, to enable us to reduce that liability if possible, and to ensure that your expenditure does not exceed your income.

## Income



|  | Totals | Percentage |
| :--- | :--- | :--- |
| Employed Income | $£ 179,000$ | $96.8 \%$ |
| Property Income | $£ 5,976$ | $3.2 \%$ |
|  | $\mathbf{£ 1 8 4 , 9 7 6}$ | $\mathbf{1 0 0 . 0} \%$ |

## Expenditure



|  | Totals | Percentage |
| :--- | :--- | :--- |
| Tax \& NI | $£ 55,059$ | $29.8 \%$ |
| Household | $£ 4,524$ | $2.4 \%$ |
| Fixed | $£ 72,997$ | $39.5 \%$ |
| Discretionary | $£ 52,396$ | $28.3 \%$ |
|  |  |  |
|  | $£ 184,976$ | $\mathbf{1 0 0 . 0} \%$ |

## Surplus of Income over Expenditure



The discretionary expenditure shown is the difference between your total income and the expenditure you have specified on the factfind. The difference can be down to one of the following -

You may not have analysed all your expenditure, so part or all of this amount may be additional expenditure that you should take account of within the cash flow.
It may be surplus income, which is available for investment.
None of this discretionary expenditure is included in the cash flow as unspecified expenditure.

## Section 3: Lifetime Cash flow Forecast

Utilising a lifetime cash flow forecast analyses your income and expenditure profile over the long-term and given the assumptions specified, it will identify whether a lifestyle can be maintained and financial goals are achievable. If not, funds will be exhausted by the end of the period.

By reviewing income and expenditure alongside investment returns, the required performance of the investment portfolio can also be ascertained.

From this analysis, the financial plan will identify whether cash inflows should be increased or cash outflows be reduced.

For details of the assumptions underlying the following forecast please refer to Appendix A at the end of this plan.

## Life Time Cash Flow Position

For the purposes of this plan we have assumed you both survive until Mr Client is aged 100. We have assumed Mr Client retires at 60 and Mrs Client retires at 65 .

## Life Time Cumulative Cash Flow

The chart below shows your cumulative financial position at the end of each year based on the income and expenditure information that has been provided.


## Life Time Financial inflows and outflows

This chart is used to highlight years where significant shortfalls or surplus of income occur.


## Life Time Forecast Details

The spreadsheet below shows the year-by-year breakdown of income versus expenditure and the carried forward position at the end of each year.

| Year | Capital b/fwd (£) | Total <br> Inflows <br> (E) | Total Outflows <br> ( $£$ | Capital c/fwd (E) | Capital c/fwd (Today/s Money) ( $£$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | 1,150,472 | 176,980 | 98,582 | 1,228,870 | 1,228,870 |
| 2016 | 1,228,870 | 251,684 | 135,804 | 1,344,750 | 1,311,951 |
| 2017 | 1,344,750 | 264,926 | 139,970 | 1,469,705 | 1,398,886 |
| 2018 | 1,469,705 | 591,841 | 130,942 | 1,930,604 | 1,792,757 |
| 2019 | 1,930,604 | 206,522 | 117,965 | 2,019,161 | 1,829,260 |
| 2020 | 2,019,161 | 213,197 | 120,676 | 2,111,682 | 1,866,419 |
| 2021 | 2,111,682 | 220,181 | 123,465 | 2,208,398 | 1,904,295 |
| 2022 | 2,208,398 | 227,490 | 126,335 | 2,309,553 | 1,942,947 |
| 2023 | 2,309,553 | 235,263 | 118,876 | 2,425,940 | 1,991,082 |
| 2024 | 2,425,940 | 216,417 | 120,400 | 2,521,957 | 2,019,402 |
| 2025 | 2,521,957 | 226,732 | 124,095 | 2,624,593 | 2,050,328 |
| 2026 | 2,624,593 | 232,864 | 126,576 | 2,730,881 | 2,081,327 |
| 2027 | 2,730,881 | 238,694 | 129,119 | 2,840,457 | 2,112,038 |
| 2028 | 2,840,457 | 244,710 | 131,725 | 2,953,441 | 2,142,487 |
| 2029 | 2,953,441 | 250,919 | 134,397 | 3,069,963 | 2,172,696 |
| 2030 | 3,069,963 | 257,327 | 137,136 | 3,190,154 | 2,202,691 |
| 2031 | 3,190,154 | 263,943 | 139,943 | 3,314,155 | 2,232,497 |
| 2032 | 3,314,155 | 270,775 | 142,820 | 3,442,109 | 2,262,137 |
| 2033 | 3,442,109 | 277,831 | 145,769 | 3,574,172 | 2,291,637 |
| 2034 | 3,574,172 | 285,121 | 148,792 | 3,710,501 | 2,321,021 |
| 2035 | 3,710,501 | 292,654 | 151,891 | 3,851,264 | 2,350,314 |
| 2036 | 3,851,264 | 300,439 | 155,067 | 3,996,636 | 2,379,542 |
| 2037 | 3,996,636 | 308,487 | 158,322 | 4,146,801 | 2,408,730 |


| Year | Capital b/fwd (£) | Total <br> Inflows <br> (E) | Total Outflows <br> (E) | Capital c/fwd $(£)$ | Capital c/fwd (Today's Money) (f) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2038 | 4,146,801 | 316,808 | 161,659 | 4,301,950 | 2,437,903 |
| 2039 | 4,301,950 | 325,415 | 165,079 | 4,462,286 | 2,467,088 |
| 2040 | 4,462,286 | 334,318 | 168,584 | 4,628,020 | 2,496,310 |
| 2041 | 4,628,020 | 343,531 | 172,177 | 4,799,374 | 2,525,597 |
| 2042 | 4,799,374 | 353,066 | 175,860 | 4,976,580 | 2,554,975 |
| 2043 | 4,976,580 | 362,938 | 179,636 | 5,159,882 | 2,584,470 |
| 2044 | 5,159,882 | 373,161 | 183,506 | 5,349,537 | 2,614,111 |
| 2045 | 5,349,537 | 383,749 | 187,472 | 5,545,814 | 2,643,926 |
| 2046 | 5,545,814 | 394,720 | 191,538 | 5,748,996 | 2,673,943 |
| 2047 | 5,748,996 | 406,089 | 195,705 | 5,959,379 | 2,704,191 |
| 2048 | 5,959,379 | 417,874 | 199,976 | 6,177,277 | 2,734,699 |
| 2049 | 6,177,277 | 430,095 | 204,355 | 6,403,018 | 2,765,498 |
| 2050 | 6,403,018 | 442,770 | 208,842 | 6,636,946 | 2,796,617 |
| 2051 | 6,636,946 | 455,921 | 213,442 | 6,879,424 | 2,828,088 |
| 2052 | 6,879,424 | 469,568 | 218,156 | 7,130,836 | 2,859,943 |
| 2053 | 7,130,836 | 483,735 | 222,989 | 7,391,582 | 2,892,214 |
| 2054 | 7,391,582 | 498,445 | 227,942 | 7,662,084 | 2,924,935 |
| 2055 | 7,662,084 | 513,724 | 233,020 | 7,942,789 | 2,958,138 |
| 2056 | 7,942,789 | 529,599 | 238,225 | 8,234,163 | 2,991,858 |
| 2057 | 8,234,163 | 546,098 | 243,559 | 8,536,702 | 3,026,131 |
| 2058 | 8,536,702 | 563,249 | 249,027 | 8,850,925 | 3,060,994 |

## Section 4: Investment Strategy

We view the most important strategy towards your investment is balancing the asset allocation of your portfolio to provide for the maximum returns within your risk tolerance.

## Your attitude to risk and loss

Unfortunately, there is no single investment that will give you high tax free income with high tax free capital growth and total accessibility at any time, all without risk of financial loss. Risk is typically linked to investment potential. In order to gain above average investment returns, the investor must accept above average risk.

You understand also that investments may go down as well as up and that past performance is no guarantee of future performance.

Shown below is your recommended portfolio model based on your risk profile.


|  | Portfolio <br> Value | $\%$ | Change <br> $(+/-)$ | Value |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Asset Class |  |  |  |  | $\%$ |
|  | $£ 164,551$ | $5.6 \%$ | $(£ 164,551)$ | - | - |
| Cash | $£ 436,433$ | $14.9 \%$ | $(£ 158,052)$ | $£ 278,381$ | $9.5 \%$ |
| Corporate Bonds | $£ 658,259$ | $22.5 \%$ | $(£ 365,227)$ | $£ 293,032$ | $10.0 \%$ |
| Property | $£ 605,569$ | $20.7 \%$ | $£ 595,863$ | $£ 1,201,432$ | $41.0 \%$ |
| UK Equity | $£ 19,263$ | $0.7 \%$ | $£ 259,118$ | $£ 278,381$ | $9.5 \%$ |
| Government | $£ 235,337$ | $8.0 \%$ | $£ 336,076$ | $£ 571,413$ | $19.5 \%$ |
| Bonds | $£ 177,012$ | $6.0 \%$ | $(£ 1,193)$ | $£ 175,819$ | $6.0 \%$ |
| US Equity | $£ 136,047$ | $4.6 \%$ | $(£ 4,182)$ | $£ 131,865$ | $4.5 \%$ |
| European Equity |  |  | - | - |  |
| Japan \& Far East |  |  |  | - | - |
| Equity | $£ 47,227$ | $1.6 \%$ | $(£ 47,227)$ |  |  |
| International | $£ 450,624$ | $15.4 \%$ | $(£ 450,624)$ | - |  |
| Other | $£ 2,930,322$ |  |  |  |  |

## Section 5: Estate Planning

Your current estate and the inheritance tax potentially payable thereon, is set out in this section. The analysis assumes that you have both made valid wills, leaving assets to each other and then to your children. However should you die without a valid will, the rules of intestacy will apply.

## Intestacy rules under English Law

| Beneficiaries | Distribution of Estate |
| :--- | :--- |
| Spouse but no children | The surviving spouse is entitled to the personal chattels and <br> the entire estate |
| Spouse and children | The surviving spouse is entitled to |
|  | The first $£ 250,000$ (with interest until payment) <br> The personal chattels: and <br> Half of the remaining state absolutely. |
| Children but no spouse | The other half of the remaining estate passes to the children <br> immediately, or is held in trust for them until age 18 |
| No spouse and no children | Estate divided equally amongst children <br> - All estate to parents |
| - If none, all to brothers, sisters and children of |  |
| - If noceased brothers and sisters |  |

## Estate Planning, Inheritance \& Trusts

|  | Client | Partner |
| :--- | :--- | :--- |
| Have you made a will? | Yes | Yes |
| If Yes, what are the main <br> provisions? | - | - |
| On what date was it made | - | - |
| Does it reflect your current <br> wishes | Yes | Yes |
| Where is the will kept? | - | - |
| Are you expecting any | No | - |
| inheritance of any kind? | If yes, please give details | - |

## Appendix A: Asset and Liability Breakdown

## Assets

| Asset | Breakdown | Value |
| :--- | :--- | :--- |
| Main Residence | Home |  |
|  | Croydon | $£ 375,000$ |
|  | Spain | $£ 160,000$ |
| Investments (Taxed) | Time Share | $£ 15,000$ |
|  | Jan 2016 432 shares | $£ 9,252$ |
|  | Brooks Mac BPS PON | $£ 547,586$ |
| Investments (Tax Free) | Brooks Mac BPS PON | $£ 305,675$ |
|  | Brooks Mac BPS ISA (S\&S) | $£ 110,248$ |
|  | Brooks Mac BPS ISA (S\&S) | $£ 97,707$ |
| Cash Investments | L\&G S32 | $£ 52,093$ |
|  | Company AVC | $£ 50,434$ |
|  | Curtis Ban SIPP DRAWDOWN | $£ 1,142,324$ |
|  | Nat West CURR ACC | $£ 2,428$ |
|  | Santander DEP ACC | $£ 85,000$ |
|  | Transact GIA DEP ACC | $£ 7$ |
|  | Barcl Bnk DEP ACC | $£ 1,822$ |
|  |  | $£ 3,604,574$ |

## Liabilities

| Liability | Breakdown | Balance |
| :--- | :--- | :--- |
| Mortgages | SVR | $£ 80,000$ |
|  |  | $£ 80,000$ |

## Appendix B: Income and Expenditure Breakdown

## Income

| Income | Breakdown | Value |
| :--- | :--- | :--- |
| Employed Income | XYZ Construction |  |
| London College | $£ 136,500$ |  |
| Property Income | Croydon | $£ 52,500$ |
|  |  | $£ 184,976$ |

## Expenditure

| Expenditure | Breakdown | Value |
| :--- | :--- | :--- |
| Tax \& NI | Client Income Tax |  |
|  | Partner Income Tax | $£ 44,003$ |
|  | Partner National Insurance | $£ 3,877$ |
|  | Council Tax | $£ 2,400$ |
|  | Council Tax | $£ 1,992$ |
|  | Council Tax | $£ 120$ |
|  | SVR | $£ 12$ |


| Expenditure | Breakdown | Value |
| :---: | :---: | :---: |
| Fixed |  |  |
|  | Unknown B\&C | £396 |
|  | Unknown B\&C | £120 |
|  | Local Gov FINAL SALARY | £1,789 |
|  | Prudential AVC | £1,440 |
|  | Books / Magazines / Subscriptions - | £168 |
|  | Clothing - | £3,600 |
|  | Personal Communication - | £300 |
|  | Dentist - | $£ 180$ |
|  | Optician - | £300 |
|  | Other Practioners - | £780 |
|  | Birthday Presents - | £1,992 |
|  | Charitable Donations - | £960 |
|  | Christmas Presents - | £1,992 |
|  | Groceries - | £10,200 |
|  | Clothing - | £600 |
|  | Cosmetics / Personal Care - | £180 |
|  | Cosmetics / Personal Care - | £3,720 |
|  | Personal Communication - | £420 |
|  | Vehicle Servicing / MOT - | £420 |
|  | Vehicle Tax - | £120 |
|  | Vehicle Insurance - | £480 |
|  | Fuel - | £1,200 |
|  | Rail Fares - | £600 |
|  | Rail Fares - | £1,440 |
|  | Books / Magazines / Subscriptions - | £144 |
|  | Cinema / Theatre - | £780 |
|  | Restaurants - | £5,160 |
|  | Sports Club - | £1,260 |
|  | Other Club - | £1,500 |
|  | Holidays - | £14,400 |
|  | TV Subscriptions - | £960 |
|  | Birthday Presents - | $£ 480$ |
|  | Charitable Donations - | £180 |
|  | Christmas Presents - | £480 |
|  | Cleaning - Cleaning | £2,580 |
|  | Electricity - Electricity | £360 |
|  | Electricity - Electricity | £1,200 |
|  | Electricity - Electricity | £744 |
|  | Gas - Gas | £744 |
|  | General Communications - General Communications | £480 |
|  | Housekeeper - Housekeeper <br> Maintenance - Maintenance | $\begin{aligned} & £ 1,200 \\ & £ 600 \end{aligned}$ |
|  | Service Charge - Service Charge | £5,496 |
|  | TV licence - TV licence | £144 |
|  | TV licence - TV licence | £144 |
|  | Water - Water | £180 |
| Discretionary | Tax \& NI | £55,059 |
|  | Household | £4,524 |
|  | Fixed | £72,997 |
|  | Discretionary | £52,396 |
|  | Total (Including Discretionary) | £184,976 |

## Appendix C: Assumptions

|  | Mr Client | Mrs Client |
| :--- | :---: | :---: |
| Retirement Age | 60 | 65 |
| Pension Escalation | $0.0 \%$ | $0.0 \%$ |
| Five Year Guarantee | No | No |
| Spouses Percentage | $0.0 \%$ | $0.0 \%$ |
| Qualify for SERPS? | No | No |
| Scenario Ends at Age | 100 |  |
| Liquidity Threshold | $£ 25,000$ |  |


| Growth Rate Assumptions |  |
| :--- | :---: |
| Main Residence | $5.0 \%$ |
| Other Assets | No growth |
| Business Interests | $6.0 \%$ |
| Pension Funds | $7.0 \%$ |
| Other Property | $5.0 \%$ |
| Investments (Tax Free) | $7.0 \%$ |
| Investments (Taxed) | $6.0 \%$ |
| Cash Investments | $2.5 \%$ |

Other Growth Rate Assumptions

| Retail Price Index | $2.5 \%$ |
| :--- | :--- |
| National Average Earnings Index | $4.0 \%$ |
| School Fees Inflation | $6.0 \%$ |
| Cost of Borrowing | $6.0 \%$ |
| Reduction in Yield | $1.0 \%$ |

Business Sale Assumptions

| Sale Date |  |
| :--- | :---: |
| Sale Percentage | $100.0 \%$ |
| Realised | $75.0 \%$ |
| Tax Rate | $10.0 \%$ |
| Stop Dividends? | Yes |

Other Assumptions
Double count IHT Threshold
Yes

ISA Assumptions

Use ISA Allowance?
ISA Allowance
No
£15,240
Growth Rate
Stop Allowance On

Special Objectives
Description
Price
Date

## Use A Loan Loan Amount Interest Rate <br> Term <br> Basis <br> Monthly Amount <br> Add Value

No
$0.0 \%$
-
Repayment
Other Property

