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After losing my wife the thought of having to manage my financial affairs was overwhelming. My adviser was understanding and really took on board my concerns. He was able to recommend and implement solutions I hadn't even considered. I no longer have to worry about compromising my investment strategy and burdening my family with a large tax bill after my death.

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ROBERT JENKINS,
LONDON

Recently widowed, aged 72, I wanted advice on the best way to manage my finances and protect my estate from inheritance tax. I had been an active investor throughout my working life, and in retirement. My portfolio had grown to quite a significant size, although it was taking up too much of my time to manage. I wanted to explore my different options and establish a plan for the future.

Losing my wife made me realise that I needed to take action with regard to my estate planning. Doing nothing could mean a hefty tax bill upon my death. I also worried that continuing to draw capital from my portfolio would significantly compromise my investment strategy.

I met with Nigel at Petrus Financial Services. I explained my situation and what I was trying to achieve. In our initial meeting we discussed a number of alternatives, including the possibility of creating a loan against my portfolio to generate the income I needed to maintain my lifestyle - without eating into any more of my capital.

He arranged a meeting with one of his private banking partners, who explained the way the facility would work. The loan would create a debt against my estate and enable me to invest the borrowed monies in an inheritance tax mitigation vehicle and then use the income to fund my lifestyle.

We agreed the way forward and I transferred my portfolio to a discretionary mandate, securing a loan against it. The benefit: I didn't have to unwind my long-term strategy or dispose of any of my existing holdings. I continue to receive the same income, but I have kept my portfolio intact and reduced my inheritance tax liability.

I'm thrilled with the result. I have peace of mind that my family will not be burdened with an inheritance tax bill. I can also continue to enjoy receiving income from my portfolio, without eating into my capital, and know my investments are being managed on my behalf in the most tax efficient manner.

For client confidentiality reasons, some of the information in this case study has been changed