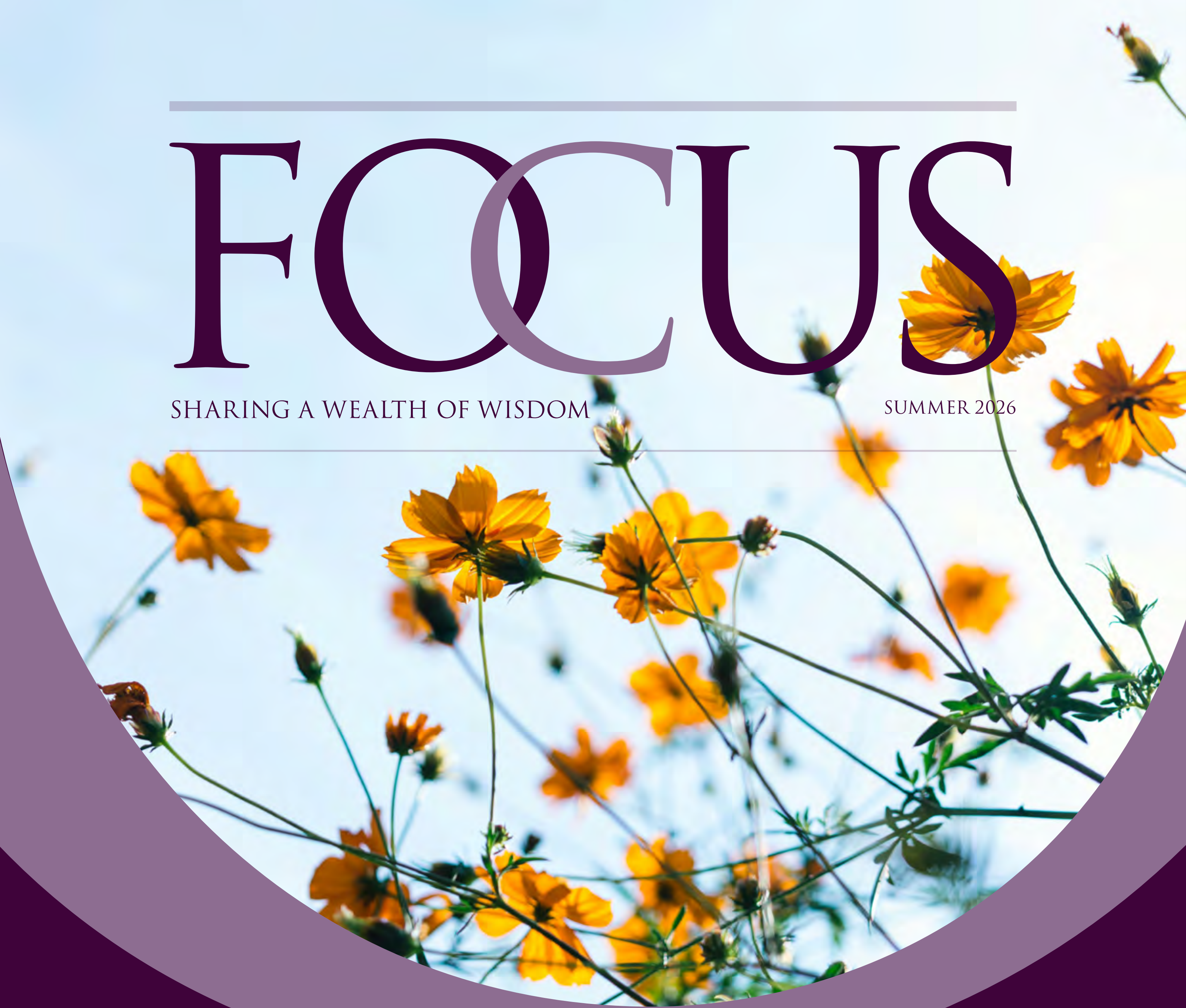
FOCUS

SHARING A WEALTH OF WISDOM

SUMMER 2026



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BOOLERS

Financial Planners
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WELCOME TO THE LATEST INSTALMENT OF BOOLERS FOCUS

All the articles in this document are curated internally and focus on the topics that we think are most pertinent to you, our clients.

The pace of change — across governments, legislation, and the broader financial landscape — has been considerable once again! We all remain sceptical and cynical about the direction our 'fearless' leaders seem to want to point us in; but our job is to help navigate this backdrop as positively as we can.

Rather than attempt to cover every development we have focused this edition on the headlines we believe are most relevant and, frankly, most likely to have a direct impact on you. Separately, those clients with personal investments will be receiving a personal note from me regarding the potential merits of considering whether to trigger capital gains tax liabilities ahead of what looks to be an eventful autumn Budget.

Within the newsletter itself, Carole provides a clear and important outline of what we now know about the April 2027 Inheritance Tax changes on pensions. It does not make for the most comfortable reading, but it is a subject that is growing ever more real and one we must plan for carefully. Emma builds thoughtfully on this by exploring how insurance could offer a practical and viable planning route for those with Inheritance Tax concerns, particularly where passing wealth to the next generation is a priority. Gavin, meanwhile, provides an outline of the changes to ISA allowances which are also due to take effect in April 2027, and which may affect you.

Our annual client conference continues to grow in both popularity and attendance. It is always a wonderful opportunity to start the year with a clear summary of the government changes and direction of travel for financial planning. We very much hope that you will be able to join us once again on **Thursday 11th February 2027 at Pride Park Stadium, Derby.**

As we look to enter our 44th year of trading in 2027, we remain as committed as ever to independent thinking and a genuinely personal approach. Please do not hesitate to get in touch with me directly if you have any feedback or suggestions for how we can improve our business, and your client experience.

With kind regards,

Chris Ball, for and on behalf of the Boolers' Partners

> “WE REMAIN AS COMMITTED AS EVER TO INDEPENDENT THINKING AND A GENUINELY PERSONAL APPROACH.”

CHRIS BALL

THE CONTINUED SUCCESS OF OUR LIFE INSURANCE PROPOSITION

Emma Raine
Chartered Financial Planner

Since its official launch in 2025, our new proposition has continued to improve outcomes and processing for life insurance applications. We have seen clients benefit from a smooth underwriting process, strong insurer support and access to specialist technical expertise, helping deliver effective protection and estate planning solutions.

Pensions and IHT – A Significant New Insurance Opportunity

The most notable recent development is the ability to insure potential Inheritance Tax (IHT) liabilities arising from pension wealth.

For many married couples with direct descendants, IHT is payable at **40% on assets above £1 million.** Historically, pensions have generally fallen outside the IHT calculation. However, from April 2027, most unused pension funds will be included within an individual's estate, bringing many more families into scope for IHT and increasing liabilities for many others. Government estimates suggest around 10,500 additional estates will pay IHT, while 38,500 estates will face higher tax bills [gov.uk].

The significance of this change should not be underestimated. Many clients have built substantial pension assets as part of their long-term wealth strategy. A couple whose estate is already approaching the £1 million threshold may find that the inclusion of pension benefits creates a significant additional tax exposure.

This change is particularly significant for clients whose wealth is concentrated in **property, both within their personal estate and through pension property investments.** Pension assets may now increase the IHT liability, while much of the underlying wealth remains illiquid. As IHT is generally due within six months of death, any unpaid liability after this point can begin accruing interest, creating additional pressure on beneficiaries and executors [gov.uk]. The current rate of interest is 7.75% as of January 2026 (calculated by the Bank of England Base Rate + 4%)

There is also the potential for a form of **double taxation,** where pension funds may be subject to IHT on death and beneficiaries could subsequently pay Income Tax when drawing inherited pension benefits.

Potential Solution - Pension Income designated to help pay premiums

One solution we are seeing work well is to use pension income during retirement to fund life assurance premiums. This can create a tax-free lump sum on death to help meet an eventual IHT liability, providing valuable liquidity and helping preserve family wealth.

For example, a healthy non-smoking couple aged 60 could secure:

- **£1 million Joint Life Second Death cover**
- **Term to age 90**
- **Annual premium of £6,380 (estimate only)**

While this cover expires at age 90, it can provide considerable peace of mind during the period when IHT exposure is often highest, particularly where clients expect to spend down assets over time. Other solutions, including whole-of-life cover, may be more appropriate depending on a client's circumstances.

As pension and estate planning become increasingly intertwined, our life insurance proposition continues to play an important role in helping clients manage future tax liabilities and protect wealth for the next generation. Please do not hesitate to get in touch with your financial planning consultant to discuss this area in more detail.

Important information: *This article is for information only and should not be treated as personal financial advice. Tax treatment depends on individual circumstances and may change in future. The final effect of the rules will depend on the legislation and HMRC guidance in force at the relevant time.*

INHERITANCE TAX ON PENSIONS IS COMING

Carole Waghorne
Partner and Chartered Financial Planner

April 2027 sees the introduction of a major change to the way that pension benefits are treated on death. For many years, pensions have been one of the most tax-efficient ways to pass on wealth to the next generation as in most cases any pension savings left when someone dies have sat outside their estate for Inheritance Tax (IHT) purposes.

From **6 April 2027,** this is set to change as pension funds will form part of a person's estate when calculating IHT. If death occurs from age 75, unused pension benefits will be subject to both IHT and Income Tax.

Why Is This Change Happening?

The Government believes that pensions should primarily be used to provide retirement income rather than as a vehicle for passing wealth between generations. As a result, pension assets are being brought into the IHT calculation alongside other assets such as property, investments and savings.

What Will Change in April 2027?

Under the new rules, unused pension funds and certain lump-sum death benefits will be included when calculating the value of an estate for IHT purposes:

Subject to IHT	Not Subject to IHT
Most Defined Contribution Pension Death Benefits, e.g. from Personal Pensions, SIPPs and SSAS.	Final Salary Scheme Dependants' Pensions
Annuity Guarantee Period payments	Joint Life Annuities *(if set up from inception)*
Final Salary Scheme Lump Sum Death Benefits	Death In Service Lump Sum Benefits *(current employment only)*

On death, any pension benefits subject to IHT will be referred to as 'notional pension property' and will be added to the free estate to create a total estate value. The total estate will still benefit from any available IHT allowances, including:
- The standard Nil Rate Band (NRB, currently £325,000).
- The Residence Nil Rate Band (RNRB), where applicable.
- Any transferable allowances from a deceased spouse or civil partner.

The value after deduction of the available allowances will be subject to IHT, which will be allocated proportionally between the free estate and the pensions.

Are There Any Exemptions?

As with current rules, spouses and civil partners will be classed as 'exempt beneficiaries' if they are long term UK resident, which means that no IHT will be charged on pension death benefits passed to them. Where there are no dependants, pension funds can also be left to registered charities free of IHT.

> "MONIES LEFT TO ANY OTHER BENEFICIARIES, SUCH AS CHILDREN, COHABITEES OR TRUSTS WILL SUFFER IHT AND, WHERE DEATH OCCURRED OVER AGE 75, WILL ALSO BE SUBJECT TO INCOME TAX."

For regular news updates and information please visit our website

Example: How Will It Work In Practice?

Jo is a widow and dies age 83, leaving her children a free estate worth £800,000 and a pension worth £800,000.

Total estate value on death (£800,000 + £800,000)	£1,600,000
IHT allowances available (2 x NRB and RNRBs)	(£1,000,000)
Amount liable to IHT (£1,600,000 - £1,000,000)	£600,000
IHT due (£600,000 x 40%)	**£240,000**

Pension represents 50% of total estate value, so IHT due will be split equally between the pension and the free estate, with each element paying £120,000.

As Jo was over 75 when she died, her children will also pay Income Tax on her pension benefits. If they are additional rate tax payers, 45% Income Tax will be deducted from funds after IHT has been paid:

Value of Jo's Pension benefits	£800,000
Value after IHT has been paid (£800,000-£120,000)	£680,000
Income Tax at 45% (£680,000 x 45%)	(£306,000)
Net amount available to beneficiaries (£680,000-£306,000)	**£374,000**

From a pension value of £800,000, just £374,000 has been received by Jo's children.

How Will IHT On Pensions Be Paid?

IHT due on pension death benefits can be paid from the pension scheme or can be paid from the free estate. IHT due on the free estate must be paid by the free estate.

If your pension benefits are illiquid, e.g. commercial property, it may be more appealing for the free estate to pay the pension's share of IHT due. However, this can result in more Income Tax being paid (where death has occurred after age 75) and could be problematic if the free estate beneficiaries and pension beneficiaries are not the same.

IHT can also be settled personally by pension beneficiaries after they have received the full value of the pension benefits, i.e. without any IHT deduction. However this can also result in more Income Tax being paid and, as the Personal Representatives remain liable if the beneficiary defaults, this option is unlikely to be attractive.

The Importance Of Personal Representatives

Personal Representatives have an enormous role to play after April 2027. They are responsible for the following:

- Identifying benefits and notifying pension scheme administrators of death
- Collating pension values (within 4 weeks of death) and recording beneficiary details
- Valuing the total estate, both pension and non pension assets
- Calculating the amount of IHT due in total, and calculating the proportion to be paid by the estate/ pension scheme
- Liaising with HMRC and applying for probate (where required)
- Reporting and paying any Inheritance Tax due on pension benefits and on the free estate
- Personal Representatives will be jointly liable with beneficiaries for paying IHT due on pension benefits.

What Should You Do Now?

Many people have structured their affairs on the assumption that pension funds would remain outside their estate on death. Wills and Inheritance Tax plans therefore need to be reviewed, together with death benefit nominations.

We recommend that you:

- Review your Will.
- Reassess your Inheritance Tax planning, taking into account pension and non pension assets.
- Check your pension beneficiary nominations.
- Think about consolidating pension benefits to simplify post death complexity.
- Talk to us about ways to mitigate IHT due.

Final Thoughts

The inclusion of pensions within the Inheritance Tax regime represents one of the most significant changes to estate planning in recent years. We can help you to plan for this event, so please contact us to discuss your circumstances and any action possible to help address the IHT position.

Please note: *This article is for information only and should not be treated as personal financial advice. Tax treatment depends on individual circumstances and may change in future.*

ISA CHANGES FROM APRIL 2027

Gavin O'Neill
Partner and Chartered Financial Planner

The Government has confirmed ISA changes due to take effect from 6 April 2027.

The aim is to retain tax-efficient saving while encouraging more people to consider long-term investing where appropriate. The summary below explains the key changes and what they may mean for clients.

At a glance

- **For savers under age 65, the annual Cash ISA allowance will reduce to £12,000 from 6 April 2027.**
- **The overall annual ISA allowance will remain £20,000.**
- **Savers aged 65 and over will retain a £20,000 Cash ISA allowance.**
- **A flat 22% charge will apply to interest or alternative finance returns paid on cash held within non-cash ISAs.**
- **Money market funds are expected to be treated as cash-like assets for these purposes, subject to detailed legislation and guidance.**

What is changing?

From 6 April 2027, clients aged under 65 will be able to pay up to £12,000 per tax year into a Cash ISA. The overall ISA allowance will remain £20,000, so the balance of the allowance can still be used for other ISA types, such as Stocks & Shares ISAs or Innovative Finance ISAs.

Clients aged 65 and over will continue to be able to use the full £20,000 annual ISA allowance in cash if they wish. The rules are designed to prevent investors from using non-cash ISAs as a substitute for Cash ISAs. In particular, the Government has said it wants to avoid investors subscribing cash to a non-cash ISA and leaving it there long term, transferring funds to a Cash ISA in a way that bypasses the new limit, or holding wholly cash-like investments within a non-cash ISA.

New anti-circumvention rules

The main anti-circumvention measure is a flat 22% charge on interest or alternative finance returns paid on cash held within a non-cash ISA, such as a Stocks & Shares ISA. The ISA manager is expected to account for the charge to HMRC, so clients should not need to report the ISA interest themselves.

Clients will still be able to hold cash within a Stocks & Shares ISA where this is necessary for investment administration, such as awaiting investment, meeting charges or preparing for a withdrawal. However, holding large cash balances for long periods inside a non-cash ISA may become less attractive.

The Government has also indicated that a non-cash ISA portfolio made up entirely of cash-like assets will not qualify as a non-cash ISA arrangement. Money market funds are expected to be treated as cash-like assets, but conventional investments such as shares, funds, investment trusts, exchange-traded funds, corporate bonds and government bonds are not expected to be treated as cash-like for this rule.

What could this mean for existing Boolers client holdings?

Holding	Commentary for clients
BlackRock ICS Liquidity Sterling Fund (Money Market)	This fund is a money market fund and is therefore relevant to the new cash-like asset rules. The Government has confirmed that money market funds may continue to be held within a Stocks & Shares ISA where they are not the whole of the ISA portfolio. For clients using the fund as a short-term liquidity tool or temporary holding pending investment, the practical impact may be limited. Clients holding predominantly or exclusively money market funds within a Stocks & Shares ISA should review their position as further guidance becomes available.
IFSL Boolers OEIC Funds (equity based)	These are equity-based investment funds rather than cash or money market holdings. The Government has stated that ordinary investment assets such as shares, funds, investment trusts and exchange-traded funds are not treated as cash-like assets for the new rules. Clients invested in the IFSL Boolers OEIC Funds should therefore not be directly affected by the 22% charge, which is aimed at interest on cash held within non-cash ISAs.

Utilising Annual ISA Allowances

Where possible, we will continue to utilise your Stocks & Shares ISA allowances each year by selling funds inside your General Investment Account (GIA) and repurchasing these inside the ISA wrapper. This process, known as 'Bed & ISA', is completed throughout the tax year as we evaluate individual tax circumstances and market conditions.

For clients that do not have any GIA (Non-ISA) funds available for the Bed & ISA process, there may be surplus cash held that can be considered for long term investment. Please feel free to contact your Financial Planner to discuss individual circumstances in more detail.

FAQ

Will my existing ISA savings be affected?
The changes apply from 6 April 2027 and are focused on future subscriptions and the treatment of cash or cash-like assets within non-cash ISAs. Existing ISA savings retain their ISA status.

How much can I pay into a Cash ISA after April 2027?
If you are under 65, the annual Cash ISA limit will be £12,000. If you are 65 or over, the Cash ISA allowance will remain £20,000. The overall ISA allowance remains £20,000.

Can I still hold cash in a Stocks & Shares ISA?
Yes. Cash can still be held for practical reasons, such as awaiting investment or withdrawals. The 22% charge is intended to discourage long-term cash holdings inside non-cash ISAs.

What about the BlackRock ICS Liquidity Sterling Fund?
Money market funds are expected to be treated as cash-like assets. They may still be used as part of a wider non-cash ISA portfolio, but clients using them as a long-term cash substitute should review this with their adviser.

Are the IFSL Boolers OEIC Funds affected?
They are equity-based investment funds and should not be directly affected by the cash interest charge. Their returns are investment returns rather than interest on cash balances.

Do I need to take action now?
For most clients, no immediate action is required. We will continue to monitor the final legislation and HMRC guidance and will contact clients where a review is appropriate.

Our perspective

Cash remains important for short-term needs and emergency reserves, while investments may be more suitable for longer-term objectives where clients can accept investment risk. The new rules appear to be targeted at long-term cash holdings within investment ISA wrappers rather than diversified investment portfolios. Where clients hold significant cash or money market fund positions within an ISA, this may be an appropriate point to review objectives, timescales and the role of each holding within the wider plan.

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HR UPDATE

Caroline Athey
HR Manager

Values

To support the continued enhancement of service **excellence** and **expertise** we have welcomed new team members, who share our values, and bring a wealth of industry experience or relevant skills.

Recruitment

Financial Planning Department

Marcus Flint joined in March 2026 having 4 years Financial Services industry experience.

Charlie Yates joined in August 2026 having previously worked as a paraplanner.

SIPP Department

Jodie Wallace joined in March 2026 with 2 years' SIPP pension administration experience.

Lisa Wright joined in October 2025 as a Trainee SIPP Account Executive with 3 years' experience in administration.

SSAS Department

Thomas Joynes joined in November 2025 with over 4 years' pension administration experience including SSAS schemes.

Sadie Baldwin joined in November 2025 as a Trainee SSAS Account Executive with over 30 years' experience in administration.

Investments Department

Dijana Knezevic joined in August 2025 with over 16 years' experience in financial services administration.

Chloe Taylor joined in April 2026 with 18 months experience in financial services administration.

Sean Lashley-Wright joined in May 2026 with 5 years' experience within administration and customer service most recently within financial services.

Cassandra Abbott-Linfield returning in August 2026 following a short break travelling.

Business Support

Alison Bourne joined the HR department in August 2025 with over 8 years of experience in HR.

Das Gakhal joined the Accounts department in February 2026 as Finance Director with over 15 years' experience within accounts, the last 7 as a Finance Director within an FCA regulated business.

Rekha Mistry joined the Accounts department in June 2026 with over 20 years' experience within accounts.

Welcome to them all!

Internal Appointments

We continue to support our employees to develop their career with Boolers.

Julie Herbert was promoted to Office Manager's Assistant in July 2025.

Alice Morris appointed Investments Team Leader in February 2026 having worked in the Investments department for 7 years.

Michael Hall appointed Deputy Investments Team Leader in February 2026, having worked in financial services for 9 years.

Congratulations to all!

Professional Development

Chartered Insurance Institute

Thomas Goodman - Two exams in 2025, with a further exam and Chartered Financial Planner achieved in 2026.

Emma Raine - Two exams in 2025, with a further two exams and Chartered Financial Planner achieved in 2026.

Ami Dewick - Two exams achieved in 2025.

Alex Williams - An exam and Chartered Financial Planner achieved in 2025.

Sarah McMullan - An exam in 2026.

Matthew Estevez - An exam in 2026.

Stewart Wale - An exam in 2026.

Thomas Joynes - An exam in 2026.

Chartered Institute for Securities and Investment

Anees Makda - Two exams in 2026 and Chartered Wealth Manager exam.

Prabhdeep Gill - Chartered Wealth Manager exam (August 2025)

Association of Chartered Certified Accountants

Thomas Haynes - Fully qualified Chartered Certified Accountant.

Other Achievements

Anees Makda completed his training and has been signed off as an Investment Manager.

Bina Agheda and **Arti Mistry** completed their training and have been signed off as Paraplanners.

Congratulations to all!

New Arrivals

We are pleased to announce the safe arrivals of baby Penelope welcomed by **Sam Hubbert** and wife **Nicola** in March 2026 and baby Lily Diana welcomed by **Lucy Barwell** and husband **Jack** in June 2026.

Wishing them all the best x

Goodbye

Sadly, we have said goodbye to **Nancey Brakes, Anna Chapman** and **Hema Mistry** in Business Support, **Patricia Holland** within Investments, and **Jay Crocker** and **Tilly King** in pensions.

We wish them all well.

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