



## JONATHAN DAVIS

Leaders in Wealth Management



### Quote me happy!

In this edition of our Bulletin I thought we would do something a little different and look at some quotations from history and recently and how they relate to how things are. Short term, as ever, things can look rosy. Looking big picture however...

I've been rich and I've been poor. Rich is better.

**Ella Fitzgerald**

Credit buying is much like being drunk. The buzz happens immediately and gives you a lift... The hangover comes the day after.

**Dr. Joyce Brothers**

"We are starting to see signs that the smart money, the 1% who make most of the money, are starting to get out of the market"

**Harry S. Dent of the HS Dent network (May 2011)**

"...listening to Labour on the economy is like

letting the arsonist criticise the fireman."

**Ex Labour Downing Street insider Philip Collins**

"The rate of profit is always highest in the countries that are going fastest to ruin," said **Adam Smith**, in *The Wealth of Nations*, on the dangers of overtrading, c 200 years ago. The profit rate in 2007 was large and large again in 2010.

"Psychology during bear market rallies seems to follow a fairly consistent pattern. During secondary reactions [upward] in bear markets, it is a fairly uniform experience for traders and market experts to become very bullish."

**Robert Rhea (early 20th Century)**

"Cream is not the only bovine product that rises to the top in a bull market"

**Roger McNamee, managing director of Elevation Partners (2011).**

"Whenever you find yourself on the side of the majority, it is time to pause and reflect."

**Mark Twain**

The era of procrastination, of half-measures, of soothing and baffling expedients, of delays, is coming to its close. In its place we are entering a period of consequences.

**Winston Churchill, 1936**

...it is the systematic tendency towards **precedented** folly which is such a fascinating feature of our financial heritage. During the South Sea Bubble (17th Century), as the stock of the South Sea company entered stratospheric proportions, *John Martins* of

*Martins Bank* bought stock at the ludicrous price of £500 and justified it thus, "when the rest of the world are mad, we must imitate them in some measure."

Nearly three hundred years later, the then CEO of Citigroup, *Chuck Prince*, echoed identical idiocy with the now infamous utterances (2008) "... as long as the music is playing, you've got to get up and dance."

**These are various musings which sum up, neatly, where we are and where we're headed. The economic and financial world is a picture of insanity and corruption. Yet, we have to work with it. However, at Jonathan Davis Wealth Management, we will not forget what it is and that the risks remain huge to our clients' wealth. Just because a market is high does not mean it will always be so. How often have you heard 'you can't lose with...' shares, property, gold etc (There's always a flavour-of-the-year in fashion.) THERE IS NO SUCH THING AS 'YOU CAN'T LOSE WITH'.**

What should you do to secure your finances or help secure those of your friends or family or your private and trustee clients? Call me personally to discuss how we can help.



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# Spring Budget changes to the fore

Mr Osborne's second Budget managed to produce a few surprises, in spite of all the changes his first Budget contained.



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There was an expectation among some commentators that the Chancellor's second Budget would be a dull affair, as he had set the course for the next five years in his June

2010 'emergency' Budget. However, there were still a few unexpected announcements, alongside results from the many consultations launched last year.

**Income tax** The personal allowance rose by £1,000 for 2011/12, to £7,475. The Chancellor promised a smaller rise of £630 next tax year, based on his Budget inflation assumptions. However, the increase in the personal allowance will be matched by a reduction of the same amount in the basic rate limit, so the starting point for higher rate tax will remain unchanged. This follows on from the 2011/12 cut of £1,400 in the 40% tax starting point (i.e. the band decrease of £2,400 less the £1,000 increase in the personal allowance).

**Indexation of taxes** From 2012/13, increases to allowances and bands for direct taxes (e.g. income tax and inheritance tax) will generally be made in line with the consumer prices index (CPI) rather than the retail prices index (RPI). There will be several exceptions, notably to age-related income tax allowances, but the overall effect is a subtle increase in tax because allowances and bands will probably rise more slowly in the future. For example, over the last ten years to March 2011, the RPI rose by 35%,

against 26.4% for the CPI.

**Company car tax** There was a general company car tax increase for 2011/12, following on from a rise in 2010/11. Alistair Darling announced planned 2012/13 increases in his December 2009 Pre-Budget Report and Mr Osborne did not alter those plans, instead revealing yet another tax rise, this time taking effect in 2013/14.

**Entrepreneurs' relief** The lifetime limit for entrepreneurs' relief was doubled to £10 million, with effect from 6 April 2011. Gains up to the limit are taxed at 10%, rather than 18% or 28%. Only a few highly successful entrepreneurs are likely to benefit.

If you sense that the Chancellor was giving nothing away, you may be right. The state of the Government's finances is such that Mr Osborne has no scope for largesse and he is still looking for ways of extracting extra revenue. To save tax, you should look to your own financial plans, not the Chancellor's.

The value of tax reliefs depends on your individual circumstances. Tax laws can change. The Financial Services Authority does not regulate tax advice.

## Don't waste the personal allowance

**The personal allowance rose by £1,000 in April – it might be a good idea to use it.**

The basic personal allowance is now £7,475, which broadly speaking means that the first £7,475 of your income is not taxed. However, if your income is over £100,000, your personal allowance may be lower, or even zero, because of changes introduced from 2010/11.

If you or your spouse/civil partner has insufficient income to cover the personal allowance, it could make good financial sense to

rearrange or restructure your investments. The aim should be to put additional income where it is needed.

You need to choose the right investments to maximise your tax savings. For example, shares or dividend-paying funds are not as attractive as deposits or bond funds because dividend tax credits are not repayable, while tax deducted on interest is reclaimable in full by non-taxpayers. If your total income is less than your personal allowance, it will usually be possible to arrange for deposit interest to be paid gross by completing HM Revenue & Customs form R85.

For co-habiting couples, matters can be more complicated. Transfers of investments will count as gifts, raising the spectre of inheritance tax. There could also be capital gains tax, which does not apply to transfers between married or civil union couples living together.

Every child has their own personal allowance, but taking advantage of this is not straightforward. Long-standing anti-avoidance legislation means that if more than £100 of income is generated for a minor unmarried child from capital given by a parent, then the income tax liability falls on the parent. Non-parental gifts, e.g. from grandparents, are not subject to this rule.

The value of tax reliefs depends on your individual circumstances. Tax and pensions laws can change.

### An interesting swap

John and Ann have a joint investment in corporate bond funds, which together produce interest of £2,000 a year before tax. They also have similarly valued joint holdings in global growth funds, which pay no dividends.

- At present Ann pays no tax on the corporate bond income, but John, who is a higher rate taxpayer, pays £400.
- If the investments were rearranged so that John alone held the global growth funds and Ann alone held the corporate bond funds, both John and Ann would have no income tax to pay – a saving of £400.

# Could you live on £140 a week?

**The Government has finally revealed its thinking on the future of state pensions, and it really is food for thought.**

After nearly six months of rumours, in early April the Department of Work and Pensions (DWP) published a consultation paper on state pension reform. In it, the DWP puts forward two options, both of which aim to produce a pension above the level of the pension credit standard minimum guarantee (£137.35 a week for a single person in 2011/12):

**Option 1** This would see S2P become a flat-rate pension in 2020, a stage it is not currently scheduled to reach until the mid-2030s. Ultimately, someone with a 30-year national insurance contributions (NICs) record would look forward to £145 a week (in current terms) from state pension age, provided by two flat-rate state pensions. Contracting out of S2P would remain an option for defined benefit occupational pension schemes (it is disappearing for defined contribution arrangements from 2012/13).

**Option 2** The paper describes this as 'a more radical approach'. S2P would be scrapped and there would be one single state pension, calculated on an individual basis, with no special rules for marriage, divorce or bereavement. This option would

include the self-employed, who currently accrue only basic state pension. A 30-year NICs record would produce around £140 a week of pension, but any longer contribution record would not yield a greater pension. All contracting out would end, and the savings element of pension credit would disappear for new pensioners.

The second option is probably the DWP's preferred route. However, creating an affordable single pension regime raises difficult transitional issues in dealing with existing second tier state pension entitlements and contracted-out benefits. The state cannot afford to pay £140 plus all existing S2P and contracted-out benefits. In both instances, the paper points to some form of offset. For example, the £140 a week could be a combination of state benefit and the contracted-out element of private provision.

Neither of these proposals will become a reality soon, and indeed may not happen at all. In any event, they are a sobering reminder of the kind of income the consultation paper's authors were considering as an "adequate" retirement income – could you live on £140 a week? What either proposal should do is establish a base on which to build a private pension, removing the present risk that such provision will simply replace what the state would have paid under pension credit.

This article is based on our understanding of the Government's current position, which is subject to change.



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## Be alert to inflation changes

**Inflation has not been within the Bank of England's (BOE's) limits since 2009, and it is still on the rise. What are the implications?**

**Buying power down** Inflation is not a problem when economic growth is strong. But a combination of high inflation and stagnant wages means that the purchasing power of the average Briton has been slumping for years now, beginning in 2003.

**What savers need to earn** With inflation zooming ahead, a healthy return on investments is needed to stop savers from losing value in real terms, especially if interest payments are not tax-free. Basic rate taxpayers need to earn more than 5% a year to counter inflation on taxed investments, rising to more than 8% for those paying the top rate of 50%.

**Missing the target** Even worse, those estimates assume that the BOE will, on average, hit its 2% target. In the past five years, 2% has been pretty much a floor rather than a target. And while both the retail prices index (RPI) and consumer prices index (CPI) fell in March, the BOE expects them to pick up again through 2011, with CPI hitting 4-5% and remaining above target into 2012/13.

**More fiscal drag in future** The normal default basis for indexing income tax and all other direct taxes will be changed from

the retail prices index (RPI) to the consumer prices index (CPI). This change will start from 6 April 2012 and matters because it will mean that over the years tax allowances and thresholds will rise more slowly than they would have done.

On average, CPI is reckoned to rise 0.5% a year more slowly than RPI. That is a big difference when the target rate of inflation is just 2%. So in the long term more people stand to pay more income tax at 40%, invest less in ISAs, pay more capital gains tax and more inheritance tax. That's the impact of what economists call 'fiscal drag'.

**What about interest rates?** The BOE is in a classic 'Catch 22' situation: inflation is certainly rising fast enough to justify a hefty hike, but the economic recovery is so fragile that any increase in borrowing costs could hamper gross domestic product growth. However, UK interest rates tend to be highly correlated with those of Europe, and the European Central Bank has raised rates already, so some argue that the UK cannot be far behind.

Inflation rates have big implications for UK savers, and it is vital to incorporate them into financial planning to keep savings from being eroded.



## An ISA is not just for March

**It is one of the curiosities of personal finance that marketing for individual savings accounts (ISAs) is concentrated at the end of the tax year.**

The March weekend papers are full of ISA ads and supplements, but by May any trace of ISAs has melted away (excuse the pun). Logically, the time to invest in ISAs is at the start of the tax year. The sooner you invest, the more time you have to benefit from the tax advantages ISAs have to offer. There is

no need to wait for the dying months of the tax year to determine how much you can invest.

Even if you cannot make the maximum £10,680 investment now, an early start with some contribution still has financial logic. Bear in mind that up to half of the £10,680 limit can be in cash, and it could make sense to move cash deposits from tax-bearing accounts (up to £5,340) early in the tax year. This would allow you to stop paying income tax on the switched amount.

The value of your investment and the income from it can go down as well as up and you may not get back the full amount you invested. Past performance is not a reliable indicator of future performance.

Investing in shares should be regarded as a long-term investment and should fit in with your overall attitude to risk and financial circumstances. The value of tax reliefs depends on your individual circumstances. Tax laws can change. The Financial Services Authority does not regulate tax advice.

## Protection insurance changes on the way

**Is it different for girls? Not any longer ... you may have heard about the recent European Court of Justice (ECJ) ruling on gender discrimination which means that insurers can no longer charge different rates for men and women (see 'Test-Achats decision bites').**

Changes are set to come into place in December 2012 – when we could see higher prices for protection insurance. It might make sense to buy cover before these rises come into force.

The media has focused on the perceived unfairness of the ECJ ruling. To date, insurers have charged men and women different rates according to the risk. It is now believed that where one sex gets a better deal, this will change to create parity.

But do not expect any price reductions – insurers are more likely to raise the price of the lower premium.

Most media coverage to date has been of women drivers – they tend to have less serious accidents, and so generally get cheaper premiums. Now their rates are set to rise, and protection insurance is also set to become more costly. At present, women pay less for life cover because they live longer, but the Association of British Insurers has said that life insurance rates for women could go up by around 20%.

What about insurance like critical illness? Presently, women pay more for this as they make more claims. It is now expected that these policies are set to become more expensive for men.

There is another reason why protection insurance is set to become more expensive. The last Budget revealed plans to remove the protection class of business from the 'I minus E' tax regime, which stands for 'Investment return minus Expenses of management'.

Under the current structure, companies with large savings books can use their savings business to offset the expense of protection business, meaning they could offer lower premiums as a result. There is also the impact of the impending Solvency II Directive, which requires insurers to hold more capital to maintain a strong balance sheet. Protection insurance matters – and so does taking the right advice on what is right for your needs. Please contact us to go over your options.

## Test-Achats ECJ decision bites



**Belgians, gender and annuities might be an unlikely combination, but it could be important for your retirement income.**

In March, the European Court of Justice (ECJ) issued a landmark ruling on a case involving sex equality and insurance premiums brought by a Belgian consumer group, Test-Achats.

The question before the judges was whether the exemption from the European Union's equal treatment rules allowing insurers to calculate sex-based premiums was valid.

The ECJ's decision was that sex equality meant just that and gender-based premiums – whether for car insurance, life cover or anything else – must end. The

court did not rule that the change should be immediate, but deferred its implementation until 21 December 2012.

One consequence will be that insurance companies will no longer be able to offer higher annuity rates to men than to women, based on the fact that women live longer.

### What next?

From December 2012 all annuities will have to be on a unisex basis. It is not yet clear what this will mean in practice. Men could find their annuity costs rise to match women's.

If you are a man planning to retire in 2013, you might want to reconsider your plans.