NORTH CAPITAL

# New Client Suitability Report

*Switch recommendation*

Dr Robert Hector Allison and Mrs Lizbeth Allison

**Dr Robert Hector Allison and Mrs Lizbeth Allison**
Vinebank
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Newport on Tay
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United Kingdom

14th April 2026

*Advice type:* Investment/pension switches

# 1. Introduction

Dear Dr and Mrs,

Following our initial meeting on April 2026 and subsequent discussions, I am delighted to welcome you as a client of North Capital. This letter confirms your needs and objectives and outlines my Investment/pension switches recommendation.

I am pleased to welcome you as clients of North Capital. Following a period of receiving advice from Quilter Cheviot and subsequently Blackadders Wealth Management, you asked North Capital to review your existing investment arrangements, particularly Robin's AJ Bell SIPP and both of your Blackadders-managed ISAs, in the context of your long-term retirement income and estate planning needs.

**Advice Remit**

- This report considers your overall retirement planning position and the sustainability of your desired expenditure in retirement, using financial planning tools and the Voyant cash flow model.
- The scope of this advice includes a detailed review of your existing Blackadders Wealth Management stocks and shares ISAs and Robin's AJ Bell SIPP portfolio, including the underlying asset allocation and charges.
- You have asked us to assess whether continuing with the current Blackadders-managed portfolios remains appropriate or whether transferring these investments to North Capital's Balanced Core Portfolio and associated investment services would better align with your risk profile, income needs and estate planning objectives.
- Our assessment in this report is limited to your current pensions and investment portfolios, associated cash holdings and estate-planning context; other areas such as new protection arrangements would be addressed separately if required.

Your solicitor, Laura McDowall at Blackadders LLP, continues to advise you on legal matters including wills and powers of attorney.

# 2. Summary of Proposal

- Review and, subject to your agreement, transfer Robin's AJ Bell SIPP and both existing Blackadders-managed Stocks & Shares ISAs to North Capital for ongoing discretionary management.

- Invest the transferred SIPP and ISA assets into the North Capital Balanced Core Portfolio, aligned with your agreed medium risk profile and long-term growth and decumulation objectives.
- Continue to draw the required income from Robin's SIPP to cover your c. £24,000 p.a. income shortfall in retirement, with the remaining invested assets focused on long-term capital growth and future family gifting.
- Simplify your investment arrangements under a single, coordinated investment and planning approach with North Capital, while seeking to reduce overall fund costs and maintain competitive total charges compared with your current arrangements.

# 3. Current Position

You are a married couple, Robin and Lizbeth Allison, living at your long-term family home, Vinebank, in Newport on Tay. Robin was born in 1948 and Lizbeth in 1950. You are both retired and are UK resident and UK tax resident, with British nationality and domicile. You have three adult children, Simon, Jenny and Joanna, all of whom are financially independent; you do not currently have any financial dependants, although you are conscious of differing levels of financial need within the family and the imminent arrival of Joanna's first child.

Your core lifestyle costs are currently met from a combination of your State Pensions, Lizbeth's annuity and drawdown from Robin's AJ Bell SIPP. The information provided and the Voyant cash flow modelling indicate that this mix of secure income and pension withdrawals is expected to support your targeted level of expenditure over your lifetimes, subject to ongoing review.

The below table sets out a summary of your current assets and liabilities, as at 23rd April 2026:

## Assets

| Category | Value |
|---|---|
| Main residence – Vinebank | £700,000 |
| Cars | £20,000 |
| Household items | £50,000 |
| Blackadders-managed ISA – Dr Robert Allison (including cash and investments) | £67,739 |
| Blackadders-managed ISA – Mrs Lizbeth Allison (including cash and investments) | £21,563 |
| Bank of Scotland investment account – self-invested | £23,456 |
| Cash ISA – Robin | £20,000 |
| Lizbeth savings account | £10,000 |
| Joint savings accounts | £20,000 |
| AJ Bell SIPP – Dr Robert Allison (Blackadders-managed SIPP portfolio) | £1,182,067 |

| | |
|---|---|
| Total Assets | £2,114,825 |
| Net Assets | £2,114,825 |

### Liabilities

| Category | Value |
|---|---|
| Total Liabilities | £0 |

## 4. Needs and Objectives

**Your Needs and Objectives**

- To maintain your present standard of living throughout retirement, targeting core expenditure of around £48,000–£54,000 per year in today's terms for as long as you both live, funded from State Pensions, Lizbeth's annuity and sustainable withdrawals from Robin's SIPP.
- To ensure that the AJ Bell SIPP is drawn upon at a prudent rate so that it can support your lifetime income needs while also preserving as much value as reasonably possible for your children as eventual beneficiaries.
- To pass on as much of your remaining estate as you reasonably can to your three children, Joanna, Simon and Jenny, in a tax-efficient manner, with an emphasis on assisting Joanna who you feel is likely to have the greatest financial need, while recognising that Jenny has already received a substantial gift and that Simon is in a comfortable financial position.
- To keep your combined estate, where practicable, at or below around £2 million over time in order to minimise potential loss of the residence nil rate band and manage future inheritance tax exposure.
- To continue using withdrawals from the SIPP to meet your income shortfall and, from around April 2027, consider making regular gifts out of surplus income, particularly to support Joanna and her new baby, making use of the 'normal expenditure out of income' exemption where appropriate.

**Short-term**

- Over the next 1–3 years, ensure that your retirement income strategy reliably covers your current expenditure requirements of approximately £48,000–£54,000 per annum, monitoring SIPP withdrawals so they remain sustainable.
- In the short term, confirm the most appropriate level of accessible cash reserves so that you hold roughly 6–12 months of expenditure and your immediate income shortfall without unnecessarily constraining long-term investment growth.

**Medium-term**

- Over the next 3–10 years, structure your SIPP withdrawals and any surplus income gifting so that you can provide regular financial support to Joanna's family while remaining confident that your own long-term needs are fully funded.
- Over the medium term, manage the growth and composition of your estate so that, where feasible, the total value remains near or below £2 million, taking account of previous gifts such as the circa £200,000 provided to Jenny and Charles in 2021.

**Long-term**

- Over the long term, maintain financial security for both of you for the rest of your lives, based on your assumed life expectancy to around age 90, while aiming to leave a meaningful legacy for your children.
- Over your lifetimes, continue to invest your pensions and ISAs for long-term, above-inflation growth, accepting a measured level of investment risk in order to support your spending plans and estate planning aims.

**Priorities**

Your primary priority is to secure and evidence the sustainability of your desired retirement income so that your standard of living is maintained. Subject to this, you are keen to optimise the eventual inheritance for your children, particularly by managing inheritance tax exposure and providing support to Joanna's family.

**Your Preferences and Concerns**

- You consider financial security in retirement to be paramount and have expressed a desire to see your position quantified, commenting that you believe you have sufficient assets but would like this to be measured clearly through cash flow modelling.
- There is a strong wish to assist your children in a fair but pragmatic manner; you recognise that Joanna may require more support than Simon or Jenny, particularly in light of the significant gift already made to Jenny and Charles and their three children.
- You have indicated that you prefer to delegate day-to-day investment decisions to a discretionary manager rather than being involved in stock selection or market timing yourself.
- You have a stated preference to keep overall investment and product costs as low as reasonably possible, provided this does not compromise the quality of advice or the robustness of the investment proposition.

## 5. Cash and Liquidity

It is important to determine the cash balance(s) that ought to be retained and excluded from investment risk. Once this amount has been calculated, the remaining funds may be considered as 'available' for investment purposes. North Capital considers three types of cash reserves:

**Emergency Cash Reserve**

1) Emergency Reserve – We discussed the importance of holding an appropriate emergency cash reserve outside your long-term investments. This reserve is intended to cover unexpected one-off expenses and provide peace of mind without needing to disturb your SIPP or ISA portfolios at short notice. For a couple in your position, this would typically equate to approximately 6–12 months of core expenditure, held across instant access or easy-access cash accounts.

Given your existing cash savings and the stability of your pension income, you were comfortable that your current level of cash broadly satisfies this emergency reserve need and that no significant increase is required at this stage.

**Distribution Reserve**

2) Distribution Reserve – In addition to an emergency fund, we considered the need for a distribution reserve to support known and regular expenditure that is not fully covered by secure income. In your case, this relates primarily to the difference between your State Pensions and annuity income and

your targeted retirement spending. Ordinarily, we would recommend maintaining a reserve equivalent to around two years of this income shortfall in low-risk cash or near-cash holdings so that planned withdrawals can be managed without forcing sales of longer-term investments at an inopportune time.

Our discussion concluded that your existing cash ISA and savings balances, combined with the flexibility of SIPP withdrawals, mean you do not currently need to set aside additional specific distribution reserves, provided the position continues to be monitored at your regular reviews.

**Liability Reserve**

3) Liability Reserve – We also considered whether any separate liability reserve is required for known, near-term commitments such as tax payments, significant home maintenance, vehicle replacement or anticipated larger gifts. A liability reserve is typically held in cash or very low-risk instruments to ensure that such obligations can be met without impacting your long-term investment strategy.

At present you have no outstanding debts and no immediate large one-off liabilities planned beyond routine expenditure and your existing pattern of family support, so a dedicated liability reserve over and above your emergency and distribution reserves is not required, although this can be revisited if your circumstances change.

## 6. Investment Preferences

You confirmed that you have no specific ethical, ESG or sector-based investment restrictions. Your primary preferences are to keep overall costs competitive, to invest via diversified portfolios rather than individual securities, and to delegate day-to-day portfolio management to a professional discretionary manager. You are comfortable with a core multi-asset solution, such as a balanced portfolio, provided it aligns with your agreed risk profile and supports your retirement income and estate planning objectives.

## 7. Risk Profile

We conducted a full risk profile discovery exercise with you on April 2026, which assessed you as a Medium risk investor. We discussed this outcome in relation to your needs and objectives and agreed a risk profile of Medium.

Through the Discovery Tool and subsequent discussions you expressed that you wish to take a balanced level of investment risk: sufficient to achieve long-term, above-inflation growth and support gifting objectives, but without exposing your retirement income to excessive volatility. You recognise that markets will fluctuate and are prepared to tolerate some capital ups and downs, provided your core expenditure remains secure.

A Medium risk investor is prepared to accept a moderate level of investment risk and the possibility of short-term fluctuations in the value of their investments in order to pursue the potential for higher long-term returns than cash or very low-risk assets. Portfolios aligned to a Medium risk profile will typically be diversified across a broad range of asset classes, including equities, bonds and other investments, with neither an overly cautious nor an aggressively speculative stance. While periods of market volatility and temporary capital loss should be expected, the overall objective is to achieve a smoother journey than pure equity investment while still aiming for real (inflation-beating) growth over the longer term.

# 8. Capacity for Loss

As part of the wider discussion on investment risk, we also debated varying tolerances towards investment volatility and capital losses, where the maximum tolerance is the loss you are able and willing to accept and absorb.

The agreed attitude to risk is consistent with a maximum loss limit for any given 12-month period of 73.07%. This is aligned with our assessment of your capacity for loss based on:

- Our assessment of your capacity for loss is informed by the Voyant cash flow modelling, which shows that your retirement income needs can be met under the model's assumptions with a significant margin before any shortfall arises.
- You have secure base income from your State Pensions and Lizbeth's annuity, which reduces reliance on investment withdrawals for essential expenditure.
- Your primary liquid investment is Robin's AJ Bell SIPP, which is sizeable relative to your annual income requirements, meaning withdrawals represent a modest percentage of the overall fund each year.

**Cash Flow Modeling**

We used Voyant financial planning software to model your long-term cash flows, drawing on the information you provided regarding your assets, income, expenditure and life expectancy. The modelling assumes inflation at around 2.5% per annum, investment growth in line with your agreed Medium risk profile, and retirement spending of approximately £48,000 per year in today's terms. The outputs are intended as a planning guide rather than a guarantee and will be updated as your circumstances and economic conditions change. Overall, the base plan indicates that your current level of spending is supportable throughout the assumed time horizon without requiring additional savings.

**Retirement Scenarios**

The base retirement scenario in Voyant assumes that both of you remain retired, with State Pensions and Lizbeth's annuity continuing alongside drawdown from Robin's AJ Bell SIPP. Under these assumptions, the model projects that your total inflows match your total expenditure requirements each year, with no forecasted cash flow shortfalls over the life of the plan. Liquid assets, and particularly the SIPP, are projected to remain substantial throughout, indicating that your planned level of drawdown is modest relative to the size of the fund. The analysis also confirms that even with conservative growth assumptions, your objectives to maintain your lifestyle and leave a legacy appear achievable within the parameters modelled.

**Mortgage Scenarios**

You currently have no mortgage or other personal debts secured on your home, so no specific mortgage repayment scenarios were required. The modelling therefore focuses on the interaction between your pension withdrawals, investment growth, expenditure and estate value rather than debt management.

# 9. Investment Knowledge and Experience

You have both held investments for many years through professional managers such as Quilter Cheviot and Blackadders Wealth Management, and more recently through the AJ Bell SIPP and stocks and shares ISAs. The fact-find records that you each have a basic understanding of investments and the main asset classes, but you do not regard yourselves as investment experts and prefer not to be involved in detailed portfolio decisions. Instead, you are comfortable delegating day-to-day investment management to a discretionary manager, provided the overall strategy, risks and costs are clearly explained and kept under regular review.

## 10. Summary of Existing Holdings

You have asked us to review your existing investments currently managed by Blackadders, together with Robin's AJ Bell SIPP, to assess whether moving these portfolios to North Capital's Balanced Core strategy would be more suitable for your needs.

The existing ISA portfolios and AJ Bell SIPP are invested in a range of collective funds, spanning fixed interest, UK and global equities and multi-asset strategies. This provides a reasonable level of diversification and has delivered positive growth, with the SIPP now valued at around £1.18m and the ISAs contributing further invested assets. These arrangements could continue to support withdrawals and capital growth if managed appropriately, and they benefit from the inherent tax advantages of ISAs and pensions.

However, the documentation for the existing portfolios does not set out a clearly defined strategic asset allocation, growth/defensive ranges or an explicit decumulation strategy aligned to your specific withdrawal pattern, risk profile and capacity for loss. In addition, the underlying fund costs (OCFs) on the current portfolios are significantly higher than those of the proposed Balanced Core strategy, and the total ongoing charges for the SIPP and ISAs are expected to be modestly higher than under the recommended North Capital arrangements based on the comparison tables. Ongoing advice and investment management are also split between different providers (Blackadders for investments and North Capital for planning), which makes it harder to manage your overall retirement and estate planning strategy in a fully integrated way.

Overall, we consider that while your existing ISA and SIPP arrangements are capable of meeting some of your needs and objectives, a more suitable solution exists. Consolidating your ISA and SIPP investments under North Capital's discretionary management in the Balanced Core Portfolio will provide a clearer strategic asset allocation, closer alignment with your agreed risk profile and decumulation plan, and potentially lower ongoing fund costs, all within an integrated wealth management and financial planning service.

| Holding | Current Value | Benefits / Guarantees |
|---|---|---|
| Robin Allison – Blackadders/BWM Stocks & Shares ISA (held via AJ Bell custody) | approximately £67,892 (per Client Profile) | General Stocks & Shares ISA tax advantages (tax-free income and gains). No specific investment guarantees are mentioned in the documentation. |
| Lizbeth Allison – Blackadders/BWM Stocks & Shares ISA (held via AJ Bell custody) | approximately £21,872 (per Client Profile) | General Stocks & Shares ISA tax advantages (tax-free income and gains). No specific investment guarantees are mentioned in the documentation. |
| Robin Allison – AJ Bell SIPP | £1,182,067 (as at 23 April 2026, per | Defined contribution SIPP now fully |

| | | |
|---|---|---|
| invested in a diversified portfolio of fixed income, UK and global equities and multi-asset funds managed via Blackadders | SIPP valuation) | crystallised with tax-free cash already taken. Standard pension tax advantages apply, including tax-free growth and income taxed under pension rules. No defined benefit promises or guaranteed annuity rates are mentioned in the documentation, and Robin holds Fixed Protection 2012 to preserve an enhanced lump sum allowance. |

## 11. Proposed Investment Structure

**Recommended Investment Vehicles**

We recommend that, subject to your instructions, Robin's existing AJ Bell SIPP and both of your Stocks & Shares ISAs currently managed via Blackadders are transferred in their existing tax wrappers (SIPP and ISAs) to North Capital for discretionary investment management. No change to the underlying tax wrappers is proposed; the change is to the investment strategy and the appointed manager within those wrappers.

**Recommended Funds**

Within each transferred SIPP and ISA, we recommend investing in the North Capital Balanced Core Portfolio. This is a diversified, multi-asset portfolio targeting inflation-beating capital growth over the long term, with a strategic growth asset (equity and real asset) exposure of around 50–70% and the balance in defensive assets such as fixed income and real return strategies, implemented via a carefully selected range of underlying funds and ETFs as set out in the Balanced Core fund selection.

**Recommended Platform(s)**

Your investments will continue to be held within regulated pension and ISA platforms using a third-party custodian appointed by North Capital. Custody services will be provided via our arranged custodian/platform, to which a custody fee of 0.10% p.a. (within the overall 0.10% disclosed in the charge comparison tables for custody) will apply in addition to the North Capital wealth management fee and underlying fund costs, as set out in our Fee Schedule and the charges comparison document.

## 12. Rationale

**How the Solution Meets Your Objectives**

You have confirmed that your primary objective is to maintain your current standard of living throughout retirement, funded by a joint annual expenditure of around £48,000–£54,000, of which approximately £24,000 p.a. needs to be met from Robin's SIPP after State Pensions and Lizbeth's annuity. Transferring the AJ Bell SIPP to North Capital and investing it in the Balanced Core Portfolio will enable us to manage the SIPP on a fully integrated discretionary basis, so that the portfolio is designed to support sustainable withdrawals while remaining aligned to your agreed medium risk profile and long-term time horizon.

The Balanced Core Portfolio is explicitly designed to deliver capital growth in excess of inflation over the long term, with a strategic growth asset exposure of 50–70% and the remainder in defensive assets such as fixed income and real return strategies. This mix aims to provide the growth you are seeking to support both your lifetime spending and your desire to pass on wealth to your children, while aiming to keep volatility lower than an all-equity strategy. This helps support your objective to "continue to take risk in order to deliver growth and pass on as best an estate as possible to your children", while recognising your medium capacity for loss as established in your risk questionnaire and Voyant analysis.

Moving your ISAs into the same Balanced Core Portfolio helps to simplify your arrangements and ensures that all invested assets are managed to a consistent, evidence-based strategic asset allocation. Having your ISAs and SIPP aligned to the same risk-appropriate portfolio will enable us to manage your investments more coherently across wrappers, which in turn can help support your income needs, retain flexibility for ad hoc withdrawals, and underpin your longer-term gifting plans (for example, helping Joanna and her growing family when appropriate).

The underlying fund selection within the Balanced Core Portfolio provides diversified exposure across global equities, short-dated and strategic bonds, real return and real assets such as gold and commodities. This diversification reduces reliance on any single region, style or asset class and is overseen by North Capital's investment team. For you, this means your investments are monitored and adjusted professionally on an ongoing basis, rather than remaining in a legacy mix of funds which may or may not remain optimal for your needs over time.

The charges comparison shows that, while the North Capital wealth management fee is higher than your current adviser charge (0.90% vs 0.70% p.a.), the underlying fund Ongoing Charges Figure (OCF) in the Balanced Core Portfolio is materially lower than the current fund costs in your existing ISA and SIPP portfolios (0.27% vs around 0.63–0.64% p.a.), with a modest custody fee of 0.10% p.a. on the recommended side. Based on the figures provided, your total ongoing charges for the ISA and SIPP portfolios are expected to be slightly lower under the recommended arrangements than under your current structure. This supports your stated preference to keep overall costs competitive while gaining access to an integrated wealth management and planning service.

**Important Note**

The recommended transfers and investment in the Balanced Core Portfolio are designed to help support your retirement income needs, long-term capital growth and estate planning aims, including your preference to keep your taxable estate around or below £2 million and to make further gifts to your children where affordable. However, keeping your estate within specific inheritance tax thresholds will also depend on future investment performance, property values, tax rules and the level and timing of any gifts you decide to make. We will therefore continue to review your broader estate planning strategy, including potential further gifting and insurance options, as part of our ongoing financial planning service.

**Downsides and Your Acceptance**

Transferring your existing investments to North Capital will mean that Blackadders will cease to manage your ISA portfolios and the AJ Bell SIPP investments, and your holdings will be sold and reinvested into our Balanced Core Portfolio. This creates a period of transition during which you may be temporarily out of the market or differently invested, and short-term market movements could work for or against you during that time. You have indicated that you are comfortable delegating investment decisions to a discretionary manager and are willing to accept this transition risk in order to achieve a simpler structure and a strategy more closely aligned with your agreed risk profile.

In addition, while the total ongoing cost of the recommended arrangements is expected to be slightly lower than at present based on the current comparison tables, this is not guaranteed and future cost levels may change if fee schedules or fund line-ups are amended. You have confirmed that you are prepared to accept this uncertainty, given your preference to move to a clearly defined, actively managed portfolio with diversified, lower-cost underlying funds.

Finally, you will be moving from your long-standing relationship with Blackadders to North Capital for investment management. While this represents a significant change, you have expressed a desire for your investment management and financial planning to be coordinated in one place, and you are comfortable with North Capital fulfilling this role provided our strategy and service remain suitable for your needs.

**Alternatives Considered**

We have considered the option of leaving your existing ISA and SIPP portfolios in place with Blackadders and limiting our role to financial planning only. However, this would have left your largest investment asset – the AJ Bell SIPP – and your ISAs outside our discretionary management, making it harder to ensure that the overall asset allocation, risk level and withdrawal strategy remain aligned with the cash-flow modelling and risk profile established in your Voyant plan. Given your wish to delegate investment decisions to a discretionary manager and your preference for a single, joined-up approach, we consider the transfer of these portfolios into the Balanced Core strategy to be more suitable than retaining the current investment arrangements.

We also considered whether a lower-risk or higher-risk North Capital portfolio would be more appropriate. In light of your medium attitude to risk, medium capacity for loss, and the long-term nature of your objectives (lifetime income plus legacy), we concluded that the Balanced Core Portfolio strikes an appropriate balance between growth potential and volatility for you. A lower-risk portfolio is likely to reduce long-term growth potential and could make it harder to sustain withdrawals and planned gifting, while a higher-risk portfolio would increase volatility beyond your stated comfort level.

**Performance Figures**

Any performance figures referenced for the Balanced Core Portfolio are sourced from the portfolio factsheet and are net of underlying fund costs and a 0.30% management fee for the live data period, as stated in the document. These are historical and/or simulated figures and are not a guide to future returns. Performance has not been used as the sole or primary reason for recommending a switch.

- The Balanced Core Portfolio provides a clearly defined strategic asset allocation with an expected growth asset range of 50–70%, whereas the existing Blackadders portfolios are a collection of individual funds and investment trusts whose ongoing asset mix is not explicitly documented in strategic terms. This should make it easier to monitor and manage your risk level consistently over time.
- The recommended Balanced Core Portfolio uses a diversified mix of low-cost index funds and carefully selected active managers, resulting in a significantly lower underlying fund OCF (0.27% p.a.) compared with your current portfolios (around 0.63–0.64% p.a. as per the charge comparison). This helps to keep more of the investment return working for you over the long term, in line with your preference to keep costs competitive.
- By transferring your ISA and SIPP investments to North Capital's discretionary management, we will be able to align your investment strategy directly with the assumptions and risk profile used in your Voyant financial plan, helping to support sustainable withdrawals and your longer-term gifting

and estate planning objectives. Under the existing arrangements, investment management and financial planning are separated between different providers, which makes it harder to manage your retirement strategy in a fully integrated way.

- The existing SIPP and ISA portfolios are largely invested in equity and multi-asset funds and have delivered positive returns, but there is no evidence in the documentation of a coherent, documented decumulation strategy linked to your specific withdrawal pattern and capacity for loss. The Balanced Core approach, overseen by North Capital's investment and planning teams, is specifically designed to support clients like you who are drawing from their portfolios while seeking to preserve and grow capital for later life and for the next generation.

While the Balanced Core Portfolio has demonstrated competitive risk-adjusted performance relative to the ARC Sterling Balanced Asset Index over the periods shown in the factsheet, this has not been the primary basis for recommending a switch. The comparison is used to illustrate how the strategy has behaved historically within its risk category. Performance figures are net of underlying fund costs and a 0.30% management fee for the live period, as stated, and past performance (whether of your existing holdings or the Balanced Core Portfolio) is not a reliable guide to future returns. The recommendation to switch is based mainly on suitability, diversification, cost structure and alignment with your objectives and risk profile, rather than on past performance alone.

Your existing ISA portfolios and Robin's AJ Bell SIPP are invested in a range of collective funds and investment trusts without any explicit guarantees such as defined benefits or guaranteed annuity rates being mentioned in the documentation. The AJ Bell arrangement is a defined contribution SIPP which is already fully crystallised with tax-free cash taken. While we cannot categorically rule out any smaller product-level features from the material provided, no safeguarded benefits are evident in the current paperwork that would be forfeited on transfer. On this basis, moving to North Capital's Balanced Core Portfolio focuses on improving alignment with your agreed risk profile, providing a clearer strategic asset allocation, and potentially reducing ongoing fund costs, rather than giving up valuable guarantees.

## 13. ISA Funding

Not relevant for this advice.

## 14. Impact on Tax

Based on the information available, the recommended transfers of your existing Stocks & Shares ISAs and Robin's AJ Bell SIPP to North Capital, with reinvestment into the Balanced Core Portfolio within the same ISA and pension wrappers, would not typically give rise to an immediate income tax or capital gains tax liability. ISA switches made within the ISA wrapper are free of capital gains tax, and changes to the investments held within a registered pension such as a SIPP do not normally trigger capital gains tax or additional income tax at the point of switching investments.

Any ongoing withdrawals from the SIPP to meet your income shortfall will continue to be subject to income tax under the usual rules for pension income, as is already the case. No other specific tax liabilities are identified in the documents in relation to the recommended investment changes.

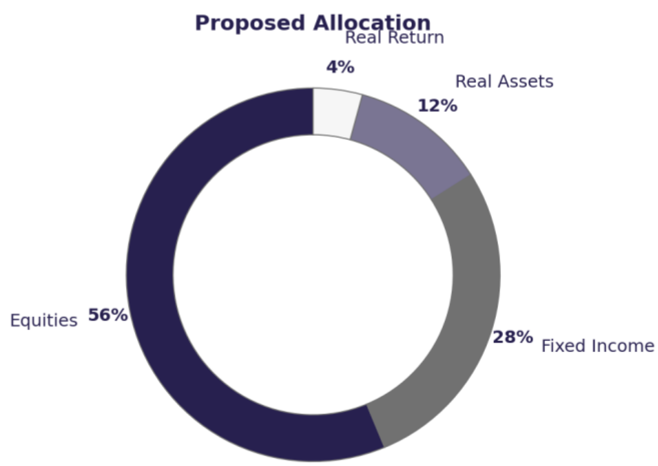
North Capital is not a tax specialist. The comments above are based on our understanding of current UK tax rules and the information provided. For detailed or personalised tax planning advice, including inheritance tax planning and the interaction with your Fixed Protection 2012 and estate planning objectives, we recommend you consult your accountant or a qualified tax adviser.

# 15. Asset Allocation

The tables below set out the proposed asset allocation and, where relevant, the effect of this recommendation on your aggregate asset allocation.

| Product | Amount (GBP) | Share of Total |
|---|---|---|
| North Capital Balanced Core Portfolio | Not Stated | Not Stated |

| Product | Fixed Income | Real Return | Equities | Real Assets |
|---|---|---|---|---|
| North Capital Balanced Core Portfolio | 27.75% | 11.75% | 56.25% | 4.25% |




The effect of this recommendation on your aggregate asset allocation cannot be stated clearly from the available information.

The above charts show the proposed asset allocation,

Your recommended investments will be placed into the North Capital Balanced Core Portfolio, which currently has an indicative allocation of around 60.5% in growth assets (equities and real assets) and the remainder in defensive assets (fixed income and real return). Within the growth allocation, global equities are diversified across the UK, Europe, the US, Japan and emerging markets, complemented by targeted quality and factor strategies, while real assets include gold and commodities for additional diversification. The defensive allocation is invested across a range of short-dated and strategic bond funds and real return strategies aimed at providing income and stability.

By contrast, your existing Blackadders SIPP and ISA portfolios are invested across Cash and Fixed Interest, Equity UK, Equity International and Multi-Asset categories, but the documents do not set out an explicit, strategic asset allocation or growth/defensive ranges. While these portfolios are diversified, the lack of a clearly documented strategic split makes it harder to confirm ongoing alignment with your medium risk profile and decumulation needs from the paperwork alone. Moving to the Balanced Core Portfolio places your investments within a clearly defined asset allocation framework, which we can monitor and adjust over time in line with your risk tolerance and financial plan.

**Deployment strategy**

In the interest of reducing the amount of time your accounts are in cash and not being invested in the markets, we recommend fully investing in a single tranche on receipt.

## 16. Fees and Charges

The below table(s) outlines the costs and charges associated with my advice:

Where separate figures are available below, **existing** arrangement costs are summarised first, followed by the **proposed** arrangement in the main fee table(s).

Your total costs will comprise North Capital’s wealth management fee for discretionary investment and financial planning services, the underlying fund charges within the Balanced Core Portfolio, and a custody/platform fee for safekeeping your assets. The exact percentages applicable to you are set out in our Fee Schedule and the charges comparison, and will be confirmed in your client agreement and ongoing statements.

The charge comparison for each of your existing arrangements (Robin’s ISA, Lizbeth’s ISA and Robin’s AJ Bell SIPP) shows both your current total ongoing costs with Blackadders/AJ Bell and the expected total ongoing costs under the recommended North Capital arrangements. In each case, while the North Capital wealth management fee is higher than your current adviser charge, this is more than offset by the lower underlying fund OCF and the overall total annual percentage cost is expected to be modestly lower under the recommended solution based on current figures.

### Existing Arrangement

**Robin Allison BWM ISA**

*Amount invested: Not Stated*

| Item | Percentage | GBP |
|---|---|---|
| Management fee | 0.70% | Not Stated |
| VAT | 0.14% | Not Stated |
| Ongoing charges (OCF) | 0.64% | Not Stated |
| Custody / Platform | 0.00% | Not Stated |
| Total | 1.48% | Not Stated |

**Lizbeth Allison BWM ISA**

*Amount invested: Not Stated*

| Item | Percentage | GBP |
|---|---|---|
| Management fee | 0.70% | Not Stated |
| VAT | 0.14% | Not Stated |

| | | |
|---|---|---|
| Ongoing charges (OCF) | 0.64% | Not Stated |
| Custody / Platform | 0.00% | Not Stated |
| Total | 1.48% | Not Stated |

### Robin Allison AJ Bell SIPP

*Amount invested: Not Stated*

| Item | Percentage | GBP |
|---|---|---|
| Management fee | 0.70% | Not Stated |
| VAT | 0.14% | Not Stated |
| Ongoing charges (OCF) | 0.63% | Not Stated |
| Custody / Platform | 0.00% | Not Stated |
| Total | 1.47% | Not Stated |

## Recommended Arrangement

### Robin Allison ISA invested in North Capital Balanced Core Portfolio

*Amount invested: Not Stated*

| Item | Percentage | GBP |
|---|---|---|
| Management fee | 0.90% | Not Stated |
| VAT | 0.00% | Not Stated |
| Ongoing charges (OCF) | 0.27% | Not Stated |
| Custody / Platform | 0.10% | Not Stated |
| Total | 1.27% | Not Stated |

### Lizbeth Allison ISA invested in North Capital Balanced Core Portfolio

*Amount invested: Not Stated*

| Item | Percentage | GBP |
|---|---|---|
| Management fee | 0.90% | Not Stated |
| VAT | 0.00% | Not Stated |
| Ongoing charges (OCF) | 0.27% | Not Stated |
| Custody / Platform | 0.10% | Not Stated |
| Total | 1.27% | Not Stated |

### Robin Allison SIPP invested in North Capital Balanced Core Portfolio

*Amount invested: Not Stated*

| Item | Percentage | GBP |
| --- | --- | --- |
| Management fee | 0.90% | Not Stated |
| VAT | 0.00% | Not Stated |
| Ongoing charges (OCF) | 0.27% | Not Stated |
| Custody / Platform | 0.10% | Not Stated |
| Total | 1.27% | Not Stated |

The charges comparison shows that, for each of your existing portfolios (Robin's ISA, Lizbeth's ISA and Robin's AJ Bell SIPP), the total ongoing percentage cost under the recommended North Capital arrangements is expected to be modestly lower than under your current structure. This is because, although the North Capital wealth management fee of 0.90% p.a. is higher than your current adviser charge of 0.70% p.a., the underlying fund OCF for the Balanced Core Portfolio is significantly lower (0.27% vs around 0.63–0.64% p.a.), and the introduction of a 0.10% custody charge still results in a slightly lower overall total annual cost percentage based on today's fee schedules.

We believe that these costs are reasonable in the context of the discretionary investment management and integrated financial planning service you will receive. However, you should note that total costs may change over time if fee schedules or underlying funds are amended, and we will review charges with you as part of your regular review meetings.

As set out in our Fee Schedule, North Capital's investment management and custody fees accrue daily and are charged quarterly in arrears, based on the market value of assets under our agency. Fees for discretionary and advisory services, execution services and custody will normally be deducted directly from your investment accounts unless you instruct us otherwise. VAT will be applied where appropriate. We do not receive separate commission on the recommended investments; instead, our remuneration is primarily through the agreed percentage-based wealth management fee and any disclosed financial planning fees.

## 17. Risk Warnings

There are risks associated with all forms of investment. Our Terms of Engagement provide a summary of the nature of risks that may arise when investing. However, it is also important to read the risk disclosures set out in the literature provided by individual investment products and service providers.

Your capital is at risk, and you could get back less than you invested, as the value of your investment can go down.

There is no guarantee that our recommended solution will deliver improved performance compared to your existing holding.

## 18. Ongoing Service

As part of our ongoing service, we will review your investment strategy and financial plan at least annually to ensure that our advice remains suitable, that your portfolio continues to align with your risk profile and objectives, and that your withdrawals, gifting plans and estate planning remain on track.

Hamish Macpherson will be responsible for your ongoing advice and relationship management, supported by the wider North Capital team, including our investment management and financial planning specialists.

We trust that this recommendation and the supporting rationale align with your retirement and family objectives. We appreciate that the information provided is detailed and we would be pleased to discuss any aspect of it with you, answer your questions, and provide further explanation where required.

Yours sincerely,

Hamish Macpherson

Adviser

## 19. Client Declaration

I/We have read and reviewed the above advice and instruct North Capital to proceed in line with these recommendations, subject to any additional instructions we may provide in writing:

Signature: _________________

Date: _________

Name: Dr Robert Allison

Signature: _________________

Date: _________

Name: Mrs Lizbeth Allison