Issue 31 | Autumn 2026

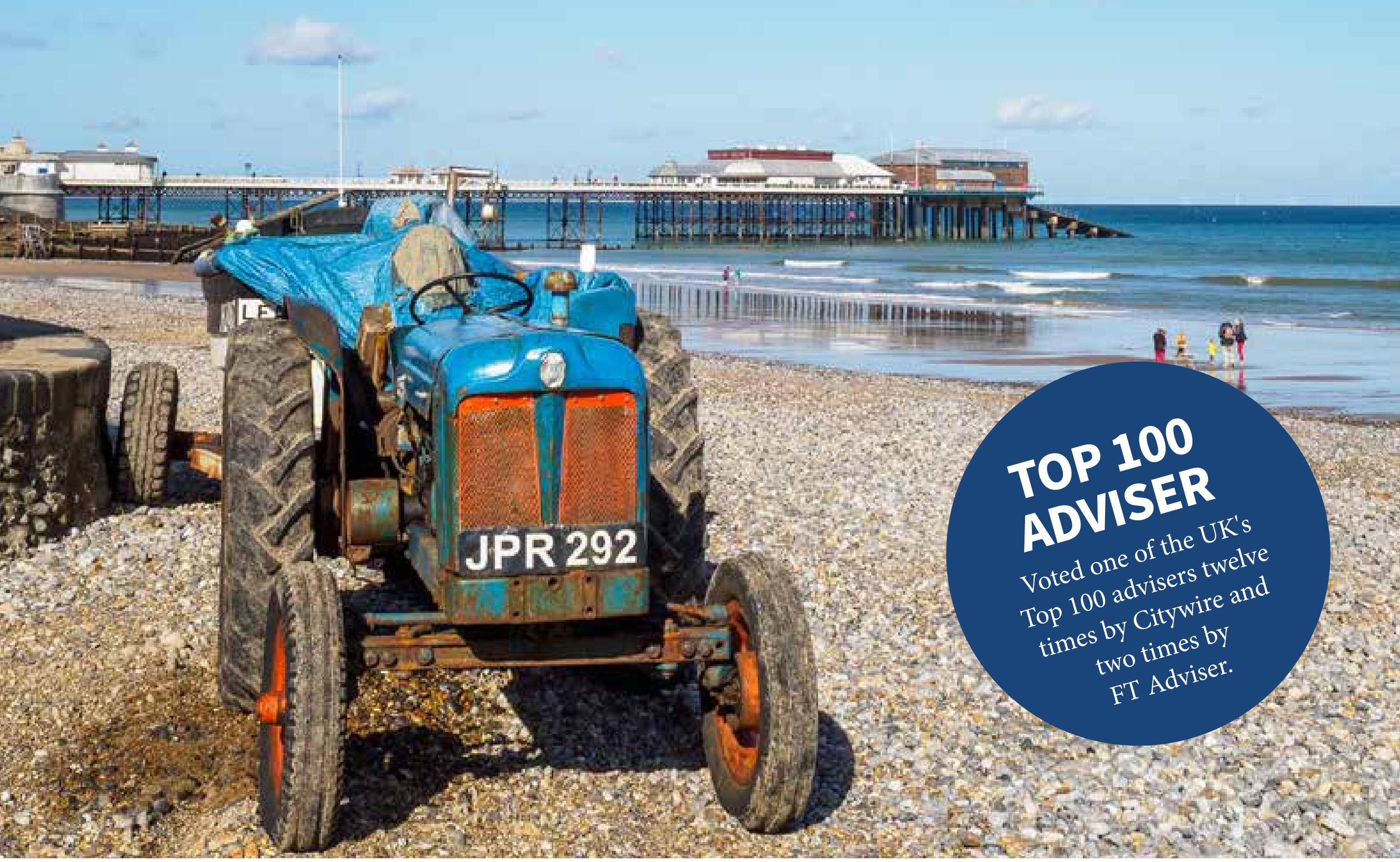
VISION

MAGAZINE

Impartial, accountable and trusted

SHAPING THE FUTURE

Creating lasting value for family, business and community



TOP 100 ADVISER

Voted one of the UK's Top 100 advisers twelve times by Citywire and two times by FT Adviser.

SG Wealth Management
Impartial, accountable and trusted

Chartered Financial Planners

SG Corporate Services
Workplace Pensions and Employee Benefits

Welcome to the Autumn 2026 issue of our *Vision* Magazine, titled 'Shaping the Future'.

In this edition, we again focus on the theme of legacy and creating lasting value for family, business and community.

Following on from our special anniversary edition of *Vision* last time out, Managing Director, Henry Gaskin, opens this issue by reflecting on our 25th anniversary celebrations, which took place in June. He follows this up by providing details concerning the launch of our charity funds through both the Norfolk and Suffolk Community Foundations.

After a dedicated section on our community initiatives, we move on to topical planning articles through financial planners Lee Barrett and Chris Adams. Their respective pieces tackle issues relating to Inheritance Tax relief and intergenerational wealth and are filled with useful information.

Ryan Oates voices the importance of business protection in his article, highlighting how different arrangements can help owners safeguard the value of their businesses.

We then close the issue with a timeline of our history over the last 25 years, which we trust you'll appreciate.

I hope you enjoy reading this issue of *Vision*. As always, do get in touch should you have any questions related to the content or if you'd like to make a suggestion for future editions.

Until next time.

Josh Cushion,
Marketing Manager

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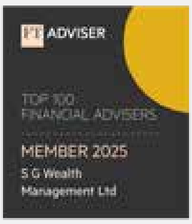

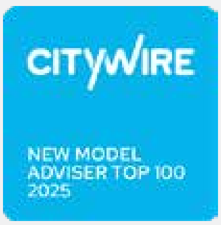

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goldmine media

CELEBRATING 25 YEARS OF CLIENT TRUST

It was wonderful to be able to welcome some of our valued clients and professional partners to our celebratory events in June, as we marked our 25th anniversary and a quarter-century of growth, trusted relationships and shared success.

Over the course of two days, we hosted attendees in both Norfolk and Suffolk and made what we hope will be lasting memories for everyone in attendance. It was a genuine pleasure for our team to spend time in such great company, and we were delighted to hear how much our guests valued the opportunity to connect and celebrate with us.

The Boathouse, situated against the stunning backdrop of Ormesby Broad in Norfolk, provided a peaceful waterside setting for us to welcome our first cohort of guests. The idyllic scenery allowed us to bring everyone together for what was a relaxed and enjoyable afternoon.

We then repeated the feat the following day, hosting a similar celebration at Burnt House Vineyard in Suffolk, where a similarly tremendous venue and welcoming atmosphere ensured another wonderful occasion.

What was particularly encouraging was the conversations had with clients, who shared their experiences and what they've valued over the course of their relationships with us. Our team takes great pride in their work and put in a significant amount of effort to ensure we deliver positive outcomes for our clients, so we place a lot of value on the knowledge that we've built strong rapport and relationships with those who trust us with their financial planning arrangements.

As both our Chairman, Andy Wood, and I touched upon in our speeches, change is inevitable. Whether that's government policy, economic highs and lows or clients' personal circumstances, what will always remain steadfast is our commitment to helping clients achieve their life goals through holistic, personalised and proactive financial planning. This is the foundational legacy set by both our late co-founder, Stephen Girling, and my father, Standley Gaskin, and we remain committed to that ethos.

For those who joined us on either day, we appreciate you taking the time to help us celebrate this wonderful milestone for our business and team. For those who were unable, rest assured that there will be further opportunities for us to welcome you to celebrations in the future.

On behalf of everyone at SG Wealth Management, I'd like to thank our clients, professional partners and colleagues, past and present, for their trust, support and contribution over the last 25 years. We're incredibly proud of what has been achieved together, and we look forward to continuing that journey for many years to come. ■

Henry Gaskin,
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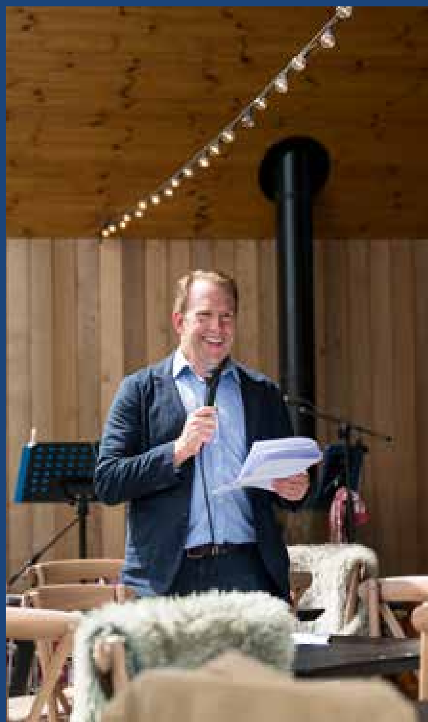
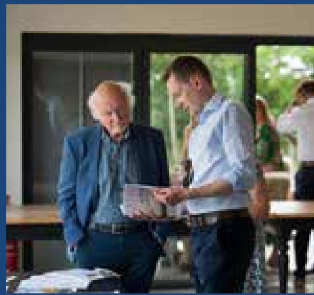






















VISION

GIVING BACK THROUGH THE LAUNCH OF OUR CHARITY FUNDS

Supporting local communities for the long term

As part of our ongoing commitment to supporting our local communities, and to mark our 25th anniversary, we're delighted to have established new charitable funds with both the Norfolk Community Foundation and the Suffolk Community Foundation.

Rather than making one-off donations, we wanted to create a more sustainable way of giving. By partnering with our local Community Foundations, our contributions will continue to benefit local communities for many years to come. We're committed to contributing to the funds each year, to help build a truly lasting legacy and look forward to sharing the stories of the organisations and projects we support.

We're delighted to be working with SG Wealth Management to create this new fund. As it grows, it'll help more people across Norfolk access support and opportunities.

The need is clear. Recent insights from our Healthy Young Minds Coalition highlight increasing numbers of young people experiencing poor health and wellbeing and reporting reduced resilience. At the same time, local charities and community groups continue to find practical ways to help people build confidence, improve their wellbeing and take part in community life. Together with SG Wealth Management, we'll invest in trusted local organisations that know their communities and can make a lasting difference.

Sophie Berry | Head of Transformational Giving
Norfolk Community Foundation

The team at Suffolk Community Foundation is delighted that SG Wealth is establishing a 25th anniversary fund with us and Norfolk Community Foundation. This milestone initiative reflects SG Wealth's longstanding commitment to supporting local communities and creating positive, lasting change across the region. We're pleased to be partnering with them and look forward to helping distribute funds to projects that are tackling some of today's most pressing issues.

Suffolk Community Foundation has worked closely with SG Wealth for many years, and we're proud that our relationship continues to go from strength to strength. Their dedication to philanthropy and community investment will make a meaningful impact by awarding grants to grassroot voluntary organisations and charities across the county.

Fran Wright | Philanthropy Manager
Suffolk Community Foundation

SGWM IN THE COMMUNITY

VOLUNTEERING DAYS

Supporting our local communities is an important part of life at SG Wealth Management, and our colleague volunteering days are a valuable way for us to make a hands-on difference. During the summer, team members used their volunteering days to support two fantastic local organisations: Africa Alive and the People for Animal Care Trust (PACT).

Organised by our CSR Team, the initiative saw colleagues split between the two charities, helping with a variety of practical tasks that contribute to their day-to-day operations. At Africa Alive, volunteers assisted with projects that help maintain the environment and facilities for both wildlife and visitors, while at PACT, colleagues supported the sanctuary team through a variety of hands-on activities that contribute to the welfare of the animals in their care.

SUPPORTING CAREERS AT NORWICH SCHOOL

We're proud to be corporate sponsors of Norwich School and are delighted to have been supporting their programme of career and business breakfast events for pupils.

For the first in the current series, our Director of Business Services, Fran Kemp, spoke to students about career paths within the financial advice profession. It was a brilliant opportunity to give pupils a taste of what a career in our sector might look like and to dispel some common myths too. The result was an engaging and enjoyable session that inspired thoughtful questions from pupils.

Our support of the registered charity's initiative also saw other professionals from our local business community speak to students about career options within their sector.

NORFOLK COMMUNITY FOUNDATION

In June, we were pleased to sponsor the Norfolk Community Foundation's summer celebration, hosted at Bylaugh Hall.

The event brought people together to celebrate and reflect on the positive impact the Foundation and its supporters continue to make across Norfolk, while showcasing how support for local charities helps our communities thrive. It was an enjoyable and relaxing occasion in a wonderful setting.

We look forward to continuing our support of the Foundation and the incredible work it does throughout Norfolk. ■

ARE YOU MISSING OUT ON A LITTLE-KNOWN INHERITANCE TAX RELIEF ON REGULAR GIFTS?

Nearly three-quarters unaware that surplus income gifts can be immediately exempt

Nearly three quarters of UK adults (72%) don't realise that money regularly gifted from spare or excess income is immediately exempt from Inheritance Tax (IHT) calculations, according to new research[1]. This lack of awareness means many households may already be making qualifying gifts without understanding the potential tax advantages available to them.

According to the data, nearly a third (31%) of gifts made by over-55s in the past seven years were funded from surplus or spare regular income – suggesting many may already be using this valuable exemption without understanding it or keeping the records HMRC requires. The 'normal expenditure out of income' rule remains one of the lesser-known IHT exemptions and a way families can pass on wealth efficiently during their lifetime.

A HIDDEN RELIEF MOST FAMILIES OVERLOOK

With Inheritance Tax rules set to change from April 2027, more families are expected to fall within the IHT net and may be seeking strategies to manage potential liabilities. Against this backdrop, awareness of legitimate exemptions is increasingly important for long-term estate planning.

For those fortunate enough to have surplus regular income that isn't needed to cover everyday living costs, a practical option is to gift that excess income to loved ones on a recurring basis. Under HM Revenue & Customs (HMRC) 'normal expenditure out of income' rules, any gifts that qualify as regular payments from surplus income are immediately exempt from IHT, without the need to survive seven years after making the gift, unlike many other gifting strategies.

UNDERSTANDING THE RULES THAT APPLY

However, the exemption is relatively unknown and often underused because it's subject to several strict conditions. The donor, or their executors after death, must demonstrate that all requirements are met. Without adequate documentation, HMRC may treat the gifts as potentially taxable.

In simple terms, gifts must meet three key conditions to qualify. Firstly, they must come from income, not capital. This means they should be funded by net income, such as pension payments, interest, dividends or rental income after tax, rather than from savings or investments.

KEEPING GIFTS CONSISTENT AND SUSTAINABLE

Secondly, the gifts must follow a regular pattern. Consistency is essential, so payments should be habitual and made on a predictable basis, such as a monthly transfer or an annual gift at Christmas or on birthdays. One-off payments are unlikely to qualify for the exemption.

Thirdly, the gifts mustn't compromise your standard of living. If making the payments requires dipping into savings to cover essential expenses, the exemption wouldn't apply. HMRC expects the donor to be able to afford the gifts without affecting their usual living standards.

BUILDING A PRACTICAL GIFTING STRATEGY

For those considering a structured approach, the first step is to assess income and expenditure. This involves totalling all sources of net income, including pensions, dividends, interest and rental income, and comparing them with regular outgoings. The difference represents potential surplus income that could be gifted in a tax-efficient manner.

Once an amount has been identified, making it regular is crucial. Setting up automated payments, such as a standing order, can help demonstrate a consistent pattern of gifting. Many advisers also recommend providing supporting documentation, such as a letter confirming the intention behind the payments, to strengthen the evidence base if HMRC ever reviews the arrangement.

RECORD KEEPING AND PROFESSIONAL GUIDANCE

Because claims for the 'normal expenditure out of income' exemption are usually made after death, robust record keeping is essential. HMRC form IHT403 provides a schedule for documenting qualifying gifts, and maintaining bank statements, correspondence and a clear record of payments can significantly ease the administrative burden for executors.

Given the complexity of Inheritance Tax rules, seeking professional financial advice is essential. We can help you assess whether this exemption is suitable, ensure all conditions are met and support the creation of a compliant, sustainable gifting plan tailored to your circumstances. ■

TIME TO REVIEW YOUR INHERITANCE TAX PLANNING STRATEGY?

If you'd like further information on how the 'normal expenditure out of income' exemption works, or support in reviewing your Inheritance Tax planning strategy, please contact us. We'll ensure your gifting approach is correctly structured, fully compliant with HMRC rules and aligned with your broader financial goals.

Source data:

[1] Research conducted for Canada Life among a nationally representative sample of 2,000 UK adults from 17 to 20 February 2026.

Lee Barrett,
Financial Planner
E: lee.barrett@sgwealthmanagement.co.uk

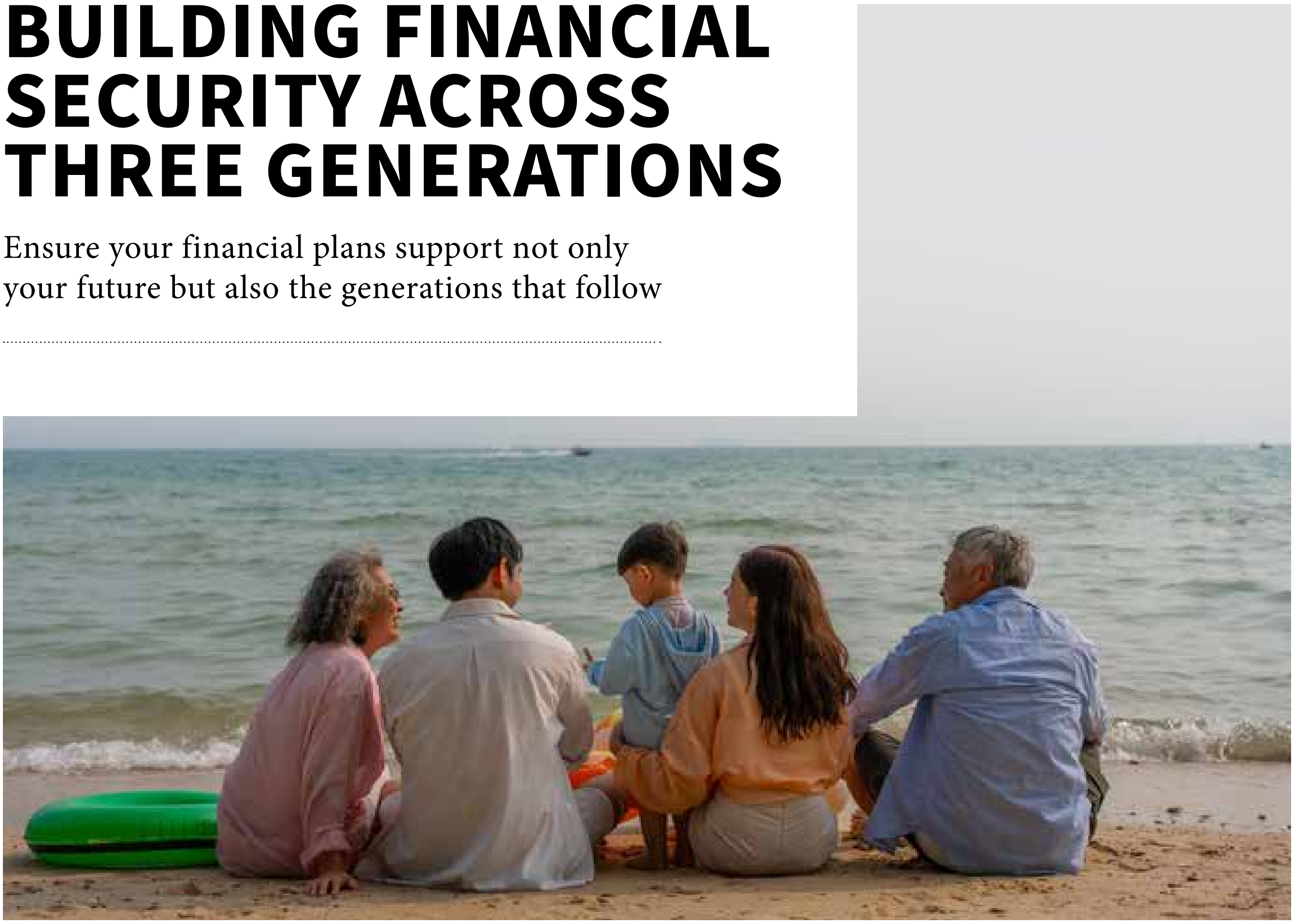
"There are many ways that we see families look to pass their wealth to future generations and the planning to get there should be just as unique as the people involved. The money is only part of the puzzle – there's often a desire to see financial education and responsibility fostered as part of the long-term plans. The best results follow considerate collaboration among a range of advisers to suit family circumstances, ensuring that creative ideas are explored to provide robust and effective planning. Nothing beats a round table chat between the family and their advisers to ensure that alongside financial wishes, those plans account for family structure, morals and purpose. By working with complementary advisers over a number of years, everyone can work together to achieve what truly matters."

Katherine Webber
Senior Tax and Trusts Manager
Howes Percival LLP

HOWES PERCIVAL

BUILDING FINANCIAL SECURITY ACROSS THREE GENERATIONS

Ensure your financial plans support not only your future but also the generations that follow



In an era of rising living costs, longer lifespans and increasing tax pressures, many UK families are beginning to think beyond their own financial future. Increasingly, the focus is shifting towards building long-term financial security that can benefit children, grandchildren and even future generations.

Rather than treating wealth as something built and spent within a single lifetime, families are now exploring ways to structure savings, investments and estate planning so that financial stability can be passed on more efficiently and effectively.

WHY GENERATIONAL PLANNING IS BECOMING ESSENTIAL

Traditionally, financial planning has focused on retirement and later-life income; however, changing economic conditions have made it harder for younger generations to get onto the property ladder, build up savings and achieve financial independence.

At the same time, older generations are living longer and often hold significant wealth in property, pensions and investments. Strong growth in asset values since the financial crisis of 2007 has created both a growing opportunity and a challenge for families to decide how wealth is passed between generations.

HELPING CHILDREN GET A FINANCIAL HEAD START

For many families, the first step in generational planning is to support children and grandchildren early on. This may include contributions to Junior Individual Savings Accounts (JISAs), pensions for children or regular gifting to build long-term savings.

Even modest contributions, made consistently over time, can grow significantly through compounding. Starting early allows investments to benefit from decades of potential growth, creating a meaningful financial foundation for adulthood.

Importantly, this approach can also help instill positive financial habits in younger family members, encouraging saving, investing and long-term thinking from an early age.

Where it's felt that those children are unlikely to have gained sufficient financial maturity by the age of 18, there are other solutions, such as trusts, which can create a source of wealth for future generations, whilst retaining control.

SUPPORTING RETIREMENT WHILE PROTECTING WEALTH

For the middle generation, typically those in their peak earning years, the focus often shifts towards balancing retirement planning with family support.

This can include maximising pension contributions, using ISAs efficiently and reviewing tax allowances to ensure wealth is structured effectively. It may also involve helping children financially while avoiding any compromise to personal retirement security.

Striking this balance is key. Supporting family members shouldn't come at the expense of long-term financial independence in later life.

PASSING WEALTH EFFICIENTLY TO THE NEXT GENERATION

For older generations, estate planning becomes increasingly important. Without proper planning, a significant portion of wealth could be lost to Inheritance Tax, which is currently charged at up to 40% on estates above certain thresholds in the 2026/27 tax year.

Options, such as using gifting allowances, reviewing Wills and considering trust structures, can help ensure more wealth is passed on to family members rather than lost to tax.

Whilst annual gifting allowances haven't kept pace with inflation, gifting from income can be very effective – as outlined by Lee in his article. There are also certain investment solutions which provide relief against Inheritance Tax.

In many cases, early planning also provides greater flexibility, allowing individuals to transfer wealth gradually rather than making decisions at the last minute.

CREATING A LASTING FAMILY FINANCIAL LEGACY

Ultimately, building financial security across generations isn't just about tax efficiency or investment performance. It's about creating long-term stability, opportunity and resilience for family members.

By combining savings discipline, thoughtful planning, practical collaboration between generations and professional advice where needed, families can ensure that financial wellbeing extends beyond one generation and becomes a lasting legacy. ■

TIME TO PROTECT YOUR FAMILY'S FINANCIAL SECURITY?

If you'd like to understand how to build or protect your family's financial security, explore ways to pass on wealth more efficiently or review your current financial and estate planning strategy, please contact us for further information. A tailored approach can help ensure your financial plans support not only your future but also the generations that follow.

Chris Adams,
Chartered Financial Planner
E: chris.adams@sgwealthmanagement.co.uk

PROTECTING THE VALUE YOU'VE BUILT

Why business protection matters

Building a successful business takes years of hard work, commitment and investment. Whether you've grown a business from scratch, developed a loyal client base or created a valuable team around you, the business itself often becomes one of your most significant assets. Yet many business owners spend considerable time protecting physical assets, such as premises and equipment, whilst overlooking the people who create and maintain the business's value.

Business protection exists to address this risk. By putting the right arrangements in place, business owners can help protect their business, fellow shareholders, employees and families against the financial consequences of death or serious illness.

These include:

- Shareholder Protection
- Key Person Protection
- Relevant Life Plans
- Group Life Cover (Death in Service)

PROTECTING OWNERSHIP WITH SHAREHOLDER PROTECTION

For many businesses, a significant proportion of the business value is tied directly to its shareholders. Whilst most owners have considered what happens if a shareholder wishes to retire or sell their stake, fewer have planned for the unexpected death of a fellow shareholder.

Without Shareholder Protection, shares typically pass to the deceased shareholder's estate. This means ownership may transfer to a spouse, family member or beneficiary who has little involvement in the business. The remaining shareholders may find themselves working alongside new owners who have different priorities, while the family may struggle to realise the true value of their inheritance.

Shareholder Protection helps resolve this issue by creating a mechanism for surviving shareholders to purchase the deceased shareholder's shares, ensuring the business can continue under existing ownership whilst the deceased shareholder's family receives a fair value for their shareholding.

In simple terms, Shareholder Protection helps preserve business continuity and protects the value that shareholders have worked hard to create. It can provide certainty during what is often a difficult and emotional period.

PROTECTING PROFITS WITH KEY PERSON PROTECTION

Every business has individuals whose contribution is critical to its success. If they were no longer able to contribute due to death or serious illness, the financial impact on the business could be substantial.

Key Person Protection is designed to provide the business with a financial safety net in these circumstances and reduce disruption. The policy is owned by the business, and if the insured individual dies or suffers a covered illness, a lump sum benefit is paid to the business.

These funds can be used in several ways:

- Replacing lost revenue or profits
- Recruiting and training a replacement employee
- Supporting cash flow during a difficult transition period
- Repaying business debts or liabilities

LOOKING BEYOND THE BUSINESS

Whilst protecting the business itself is essential, directors and business owners should also consider their personal protection needs. Many individuals rely on the success of their business to support their families, making personal Life Insurance an important consideration.

But holding Life Insurance personally is not always the most tax-efficient approach. This is where Relevant Life Plans can offer an attractive alternative.

RELEVANT LIFE PLANS: TAX-EFFICIENT COVER FOR DIRECTORS

These are a form of employer-funded Life Assurance that can provide an employee or director with individual life cover in a highly tax-efficient manner.

Unlike a personal Life Insurance policy, the premiums are paid by the business rather than from the individual's post-tax income. In many cases, this can result in significant tax savings when compared with arranging equivalent personal cover.

A Relevant Life Plan can be particularly valuable for business directors and higher earners who want substantial levels of life cover whilst maintaining tax efficiency. The benefit is typically paid to the employee's chosen beneficiaries via a trust, helping to provide financial security for their family should the worst happen.

For many owner-managed businesses, Relevant Life Plans represent an effective way to combine personal financial protection with sensible business planning.

GROUP LIFE COVER: PROTECTING YOUR EMPLOYEES

Business protection isn't solely about shareholders and directors. Employees are often amongst a business's most valuable assets, and many employers are increasingly looking for ways to demonstrate their commitment to staff wellbeing.

Group Life Cover, often referred to as Death in Service cover, enables employers to provide Life Assurance for employees under a single policy.

For employers, this can be a relatively low-cost addition to an employee benefits package. For employees, it provides valuable peace of mind that their loved ones would receive financial support if the unexpected were to occur.

In today's competitive employment market, offering benefits such as Group Life Cover can also help attract, retain and support talented employees.

A COMPREHENSIVE PROTECTION STRATEGY

No two businesses are identical, which means there's no one-size-fits-all solution when it comes to protection planning; however, the underlying principle remains the same: protecting the value of the business you've spent years building.

Shareholder Protection helps preserve ownership and business continuity. Key Person Protection safeguards revenue and operational stability. Relevant Life Plans provide tax-efficient personal protection for directors and employees, whilst Group Life Cover demonstrates a commitment to the wider workforce. After all, it's not just about building a successful business. It's about ensuring that the value you've created can endure, whatever the future may bring.

For further information, or to review your arrangements, get in touch. We're here to help. ■

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Corporate Services Director
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OUR HISTORY

2001
Founded
Stephen Girling and Neil Shillito establish SGWM

2008
Expansion
The team moves into new premises following active recruitment.

2011

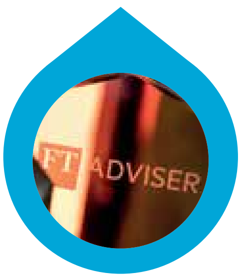

Ipswich office opens
SGWM acquires Stan Gaskin Ltd and expands presence with Ipswich office.

2023


An untimely passing
Stephen Girling passes away.

2024
New management team
Henry Gaskin becomes Managing Director, with David Tooley and Fran Kemp appointed as Directors.

2024
FT Adviser Top 100 award
The Financial Times recognises SGWM in their Top 100 financial advice firms in the UK.



2025


New beginnings
A management buyout secures the future of the business.

2012

Citywire Top 100 award

Citywire recognises SGWM as one of the Top 100 financial advice firms in the UK.

2014

New Chairman

Andy Wood OBE DL joins as Chairman.

2018

Management buyout

Stephen Girling takes over sole ownership of the company.

2019

New Ipswich premises

Our Ipswich team moves into their new home following growth.

2019

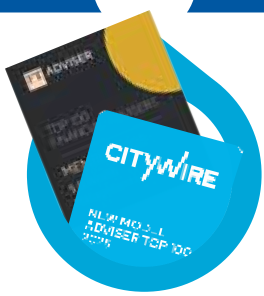
Chartered status

SGWM achieves Chartered status, the industry 'gold standard'.

2025

Further recognition

SGWM is included in both Citywire's and FT Adviser's Top 100s, for the 12th and 2nd time respectively.



2026

Employer award

SGWM is announced as a winner of the 'Best Financial Advisers to Work For' award by Professional Adviser.

2026

25th anniversary

SGWM celebrates and sets up charitable funds with the Norfolk and Suffolk Community Foundations.

SG CORPORATE SERVICES

Workplace Pensions and Employee Benefits

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