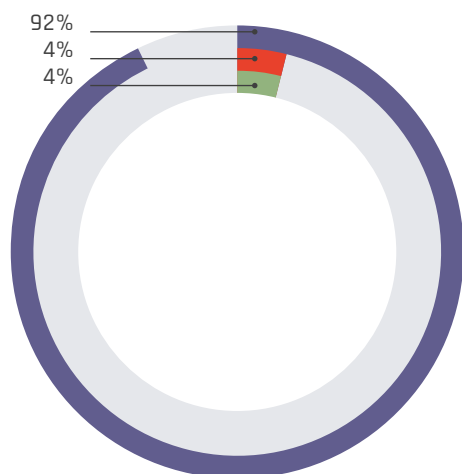


BUSINESS RELIEF INDUSTRY REPORT 2019

EXCERPT FROM ADVISER SURVEY: BREXIT NOT SO IMPORTANT

WITH THE UNCERTAINTY OF BREXIT AND ITS POTENTIAL IMPACT ON INVESTMENT PERFORMANCE, HAS THIS MADE BR EASIER OR HARDER TO RECOMMEND? _____

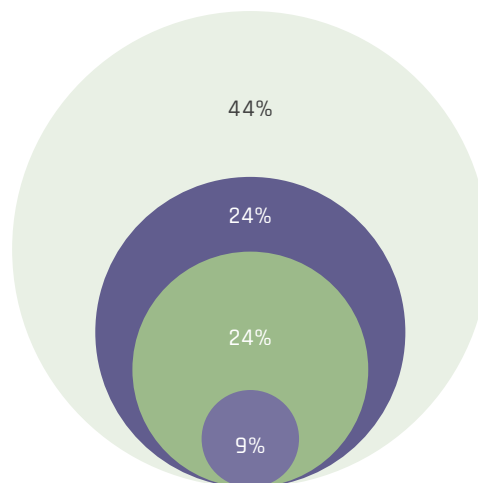


■ EASIER ■ HARDER ■ STAYED THE SAME

Even though the current political and economic backdrops appear to have significantly affected what advisers are concerned about within BR, in March/April 2019, a period of repeated parliamentary deadlock about how to proceed, less than 4% of advisers (who recommend BR), viewed it as harder to recommend as a result.

This speaks to the strength of BR as an estate planning tool no matter what the wider context.

FOR WHAT PERCENTAGE OF YOUR CLIENT BASE IS BR SUITABLE? _____



■ LESS THAN 10% ■ 10-25% ■ 25-50% ■ 50-75%

Since 2018, the number of respondents who said BR was suitable for 10% - 25% of their client base has climbed from 38% to 43%. This is largely attributable to a drop in the number who said BR was suitable for 25% to 50% of their client base. These two groups make up over two thirds of respondents, an unexpected drop of just over 3% from last year as we would expect to see the percentages increase as the UK population continues to age.

There is, however, a small increase in the percentage stating that BR is suitable for 50% to 75% of their clients.

To download the full report, go to:

<https://intelligent-partnership.com/br-industry-report-2019/?aff=IP&src=BR2019>