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and not to be relied upon by retail clients.



Clients looking to extract profits from a business tax efficiently

Changes to dividend taxation mean that small business owners and entrepreneurs who pay themselves through dividends could face higher tax bills and lower take-home earnings.

This example explains how a Venture Capital Trust (VCT) can be used to extract surplus money from a business tax efficiently.

About this scenario

This tax-planning scenario is designed to help advisers develop appropriate planning strategies for their clients. Advisers should consider, among other things, the eligibility and timings of tax reclaims and tax liabilities depicted. They will also need to consider the impact of charges (including initial fees and ongoing fees, such as administration fees and annual management charges) relevant to the products represented and/or any specific product chosen. When clients choose to sell VCT shares, they are often sold at a small discount to the value of their underlying net asset value, so the impact of this should also be considered when assessing any specific products.

Nothing here should be viewed as advice. Any suitability decisions should be based on a comprehensive review of your client's objectives, needs and attitude towards risk. For more details, please see the relevant product literature.



Meet Vijay, a small business owner

Vijay is an independent IT contractor. Because he works as a consultant for a number of different companies, he has established a limited company. Vijay's company chooses to pay him a salary of £12,500 per year – which is tax free, as it sits within his personal allowance. In addition to his tax-free salary, after a particularly profitable year for the company, Vijay also stands to receive a £70,000 dividend. £2,000 of this is under the dividend allowance. The next £35,500 is taxed at the basic rate of 7.5% (tax liability of £2,662.50), and the remaining £32,500 is taxed at the higher rate of 32.5% (tax liability of £10,562.50). This equates to a tax bill of £13,225.



A tax-planning solution from Octopus

Vijay talks to his financial adviser, who makes an assessment based on his risk profile, investment time horizon (of more than five years) and attitude towards smaller company investing. Given this, his adviser suggests investing in a VCT.

In the two decades since they were first introduced, VCTs have become increasingly popular with some investors, particularly those who already have personal pensions and Individual Savings Accounts (ISAs), and are comfortable with higher risk investments. They are proving even more popular with individuals like Vijay, following recent changes to dividend taxation.

With a VCT, Vijay can claim up to 30% income tax relief on up to £200,000 invested in any single tax year, provided he holds his VCT shares for at least five years. Vijay can also benefit from tax-free dividends and no capital gains tax to pay when he sells the shares.

An important reminder about key risks

VCTs are high risk and should be considered as long-term investments. The value of an investment, and any income from it, can fall or rise. Investors may not get back the full amount they invest.

Tax treatment depends on individual circumstances and can change in the future. Tax reliefs also depend on the VCT maintaining its qualifying status. Tax relief is available on investments of up to £200,000 per year.

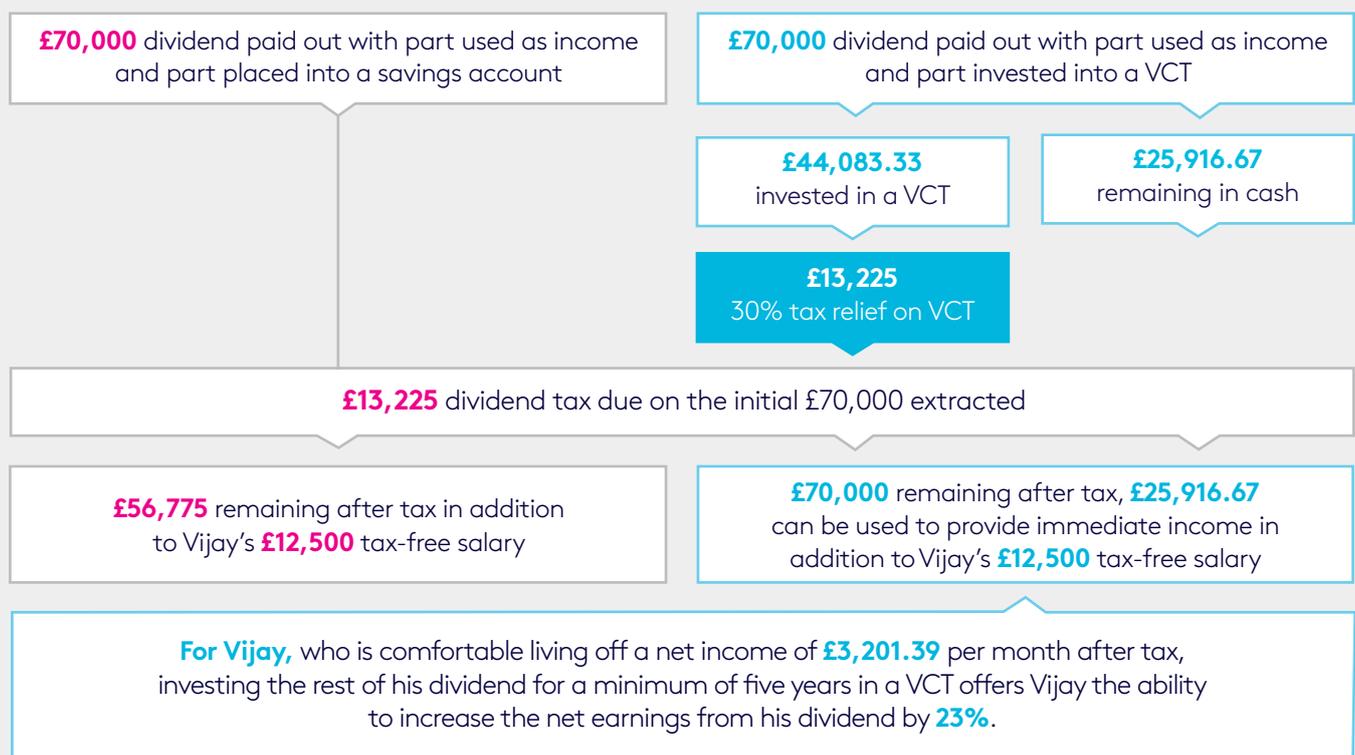
VCT shares could fall or rise in value more than other shares listed on the main market of the London Stock Exchange. They may also be harder to sell.

These products are not suitable for everyone.

The tax benefits of investing dividends in a VCT

This diagram shows how a small business owner can take advantage of the tax benefits associated with investing in a VCT to offset their dividend tax bill. VCTs are high risk and if an investor needs guaranteed income, cannot tolerate loss or is uncomfortable losing immediate access to their money, then a VCT will not be suitable. Clearly everyone's circumstances are different, and VCTs won't be suitable for all, but the attractive tax benefits mean that VCTs could be considered as part of a portfolio for some people.

How Vijay reduced his income tax bill by investing dividends paid from his business



Note: For purposes of this illustrative example, we have assumed no gain or loss on investments, and it does not take into account any initial fees or ongoing charges that will be incurred. VCTs are high risk and inherently different from pensions and ISAs. When clients choose to sell VCT shares, they are often sold at a small discount to the value of their underlying net asset value, so the impact of this should also be considered when assessing any specific products. Please note, after selling shares in a VCT, it is not possible to claim tax relief on new shares bought in the same VCT within six months of the initial sale.



Octopus can help your clients

Octopus is the UK's largest provider of VCTs.* For more information on our range of tax-planning investments, call **0800 316 2067** or visit **octopusinvestments.com**.

*Source: The Association of Investment Companies, April 2019.

Octopus: an investment company with a difference

When we launched Octopus in 2000, our ambition was to create a different type of financial services company. We wanted to be known for putting our customers first.

Today, Octopus is an investment company with more than 750 employees and more than £8 billion in funds under management (source: Octopus, March 2019). We work with tens of thousands of clients, and we've built market-leading positions in tax-efficient investment, smaller company financing, renewable energy and healthcare. But no matter how big we get, our aim is to keep doing the simple things well and to look after each of our customers, day in, day out.

Our products are not suitable for everyone. Any recommendation should be based on a holistic review of your client's financial situation, objectives and needs. We do not offer investment or tax advice, but we recommend investors seek professional advice. Before investing in a VCT, investors should read the product prospectus and Key Information Document (KID). These are available at octopusinvestments.com.

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