



Smith &
Williamson

Landed Estates

Standing the test of time

Through the generations

Smith & Williamson has been looking after landed estates for more than a century

Ever since our formation in 1881, many of the country's oldest families have trusted us to help them run their estates effectively and enhance the legacy they leave to future generations.

We are unique in our ability to offer our clients a full range of services, across accountancy, tax, financial planning and investment management. Our teams offer not just loyalty - in many cases serving the same family for four or more generations - but also vision, working alongside our clients to develop long-term strategies that protect and increase family wealth.





Evolving landed estates

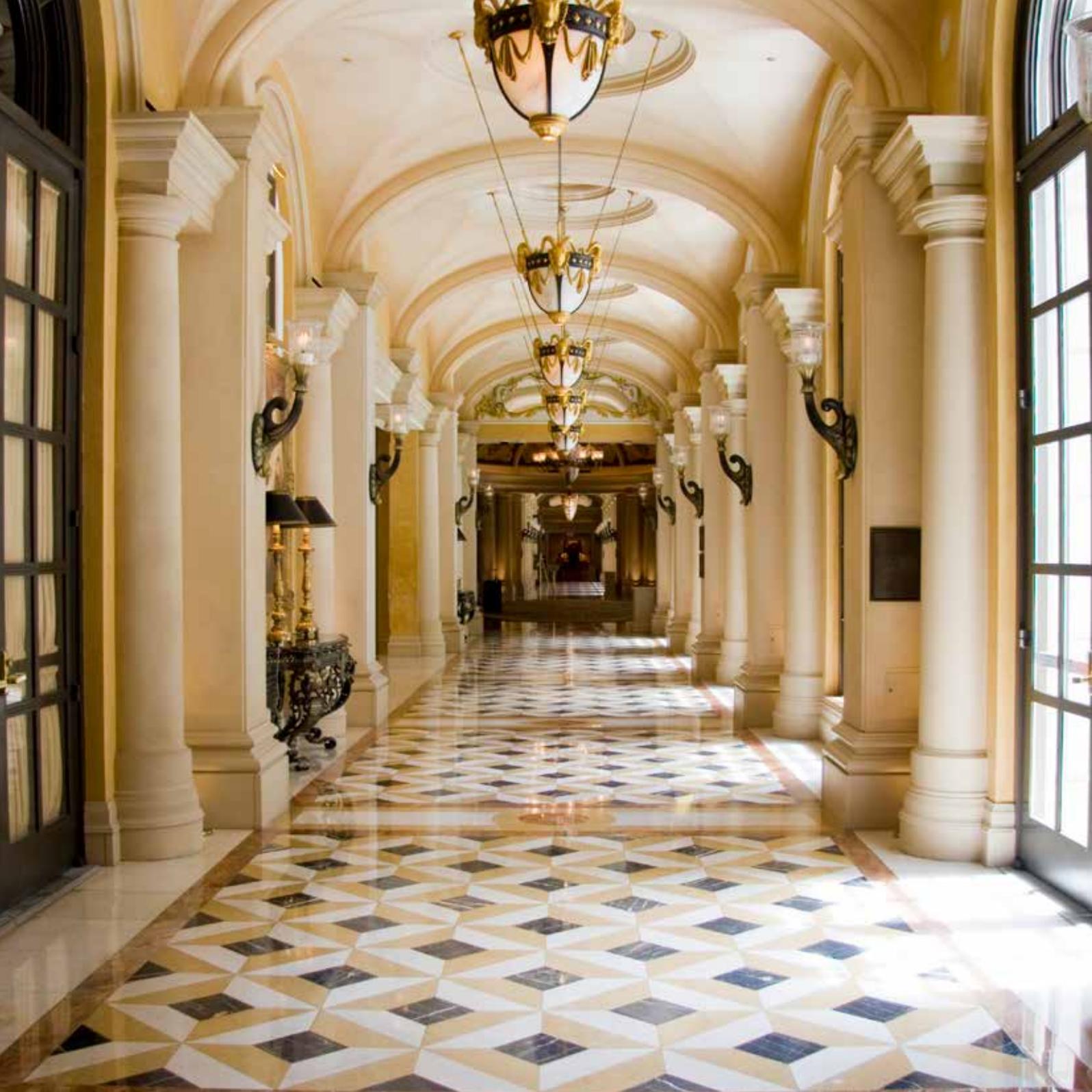
Over the past 130 years we have witnessed first-hand the enormous pressures facing landed estates.

In the 21st century, many families find themselves struggling to generate sufficient income to maintain their properties and lifestyle. Rising labour and fuel costs and uncertainty over Brexit mean equally challenging times lie ahead.

Our advisers are highly experienced at helping clients adapt to the changing landscape, and not just survive but thrive. We can help you preserve the integrity of your estate by maximising alternative sources of income, for example by structuring investments efficiently, and managing your tax liabilities and liquidity requirements.

We also recognise that there are new owners, fresh to the responsibility of running a landed estate, who need guidance on how best to manage their long-term financial plans. These clients have an excellent opportunity to start from scratch, creating a strategy that will serve them well down the generations, and our teams are well placed to help in this task.

Pressures on landed estates are not just economic but social. Families today are more likely to encounter divorces, second marriages and family break-up, all of which have far-reaching implications for succession and wealth management. Our advisers can help you find ways to cope with complex situations, should they arise.



Building trust

Running an estate is a complex business involving a large number of people. We devote time to understanding every aspect of the estate, and to building trusting relationships where individuals can speak their minds and share ideas.

Our clients can rest assured that we are in the relationship for the long term. We enjoy very low levels of staff turnover; indeed, many of our advisers have been with the firm for a quarter of a century or more, serving successive generations of the same family.

While you will have a key contact at the firm whom you can call at any time, we also take great care to construct a wider team that dovetails with your family's requirements and dynamics. We are adept at matching the right people, of the right age and character, to the different generations within a large family. So, for instance, younger family members may prefer to talk to a team member of a similar age, who may be more in tune with their situation.

Within this context of continuity and loyalty, we are able to promote good communication between family members. In many instances, we can anticipate issues and deal with them before they become critical. For example, we have considerable experience of working with families on succession planning, an area requiring great sensitivity.

Collaboration is another hallmark of our approach. We understand that we are part of the wider team that includes our clients' other professional advisers, and we liaise closely with them to make sure we arrive at the best possible solutions.

Under one roof

Our landed estates team works closely with other departments in Smith & Williamson to provide comprehensive advice on all aspects of running a landed estate.

Our breadth of skills helps us to take a holistic view of your family's affairs and spot opportunities that might otherwise be missed.

For example, we recently helped a client rationalise their property portfolio - a wide-ranging task that involved advising on the sales of certain properties, managing the tax liabilities, assisting with the purchase of several new properties, reinvesting some of the proceeds in liquid and tax-efficient investment vehicles and managing cash flow throughout the process.

Even if you don't end up using our whole range of services, or specialist areas like our equestrian team, it's still helpful to know you can draw on our broader expertise if required. So, while you may not ordinarily need our financial planning services, you may come across a pension query that we can answer swiftly and in the context of our knowledge of your wider situation.

It's also worth bearing in mind that we offer treasury services, providing cash management expertise.



Solid foundations

We know that every estate is unique, and we tailor our approach to meet each family's individual requirements. All our work starts from the same place: taking the time to get to know the family in depth.

We highlight areas that need attention. For example, we may identify when life cover is inadequate to cover estimated tax bills, where bank loans might be refinanced, or where cash or other resources are available for investment. We also help our clients distinguish between long-term investments and day-to-day liquidity requirements.

Looking to the future

Although we enjoy relationships with our clients that last many decades, we never allow ourselves to become complacent.

Many of the families we work with have a long and distinguished history, but are eager to look forward as well as back. We share this vision and think hard about ways to ensure a client's future is as prosperous as their past. At times, this involves coming up with radical suggestions or challenging the traditional way of doing things.

However, we never lose sight of the need to conserve and protect the family's assets. Our clients are custodians of their estates, and we share in that responsibility.

A key part of this responsibility is anticipation and flexibility. Regular meetings with you and your other advisers ensure we continually fine-tune the estate strategy and respond swiftly to any changes in business or family circumstances. When unforeseen events do raise serious issues, our advisers are always on hand to help.



The value of investments and the income from them can fall as well as rise and you may not receive back the original amount invested.

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Our offices: London, Belfast, Birmingham, Bristol, Cheltenham, Dublin (City and Sandyford), Glasgow, Guildford, Jersey, Salisbury and Southampton.

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The tax treatment depends on the individual circumstances of each client and may be subject to change in future.

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