

# Turning Challenge into Opportunity: Understanding UK Situs Assets and Intergenerational Wealth Transfers

**Rex Cowley** LLM, MSc, Adip Int Tax, BTech M  
Co-Founder and Director of Overseas Trust and Pension



FEIFA  
Partner



ADVISER INSIGHT  
Supporting Advisers Worldwide

# Agenda

- Our business philosophy
- Risks facing the advice industry
- What the market says
- Growing, acquiring and retaining clients
- UK situs assets, retuning to the UK, and UK resident beneficiaries
- Summary

# Takeaways

- Identify ways to deal with intergenerational wealth retransfer without losing business
- FIG and ways to capitalise on it
- Non-UK situs assets and their importance for the returning expat
- Managing death benefits for efficiency and extending your services post a clients passing

A warm welcome to all participants.

The content of this webinar is not intended as advice, nor should it be construed, interpreted, or relied upon as such. It serves to provide Overseas Trust and Pension's view on a highly topical subject.



FEIFA  
Partner

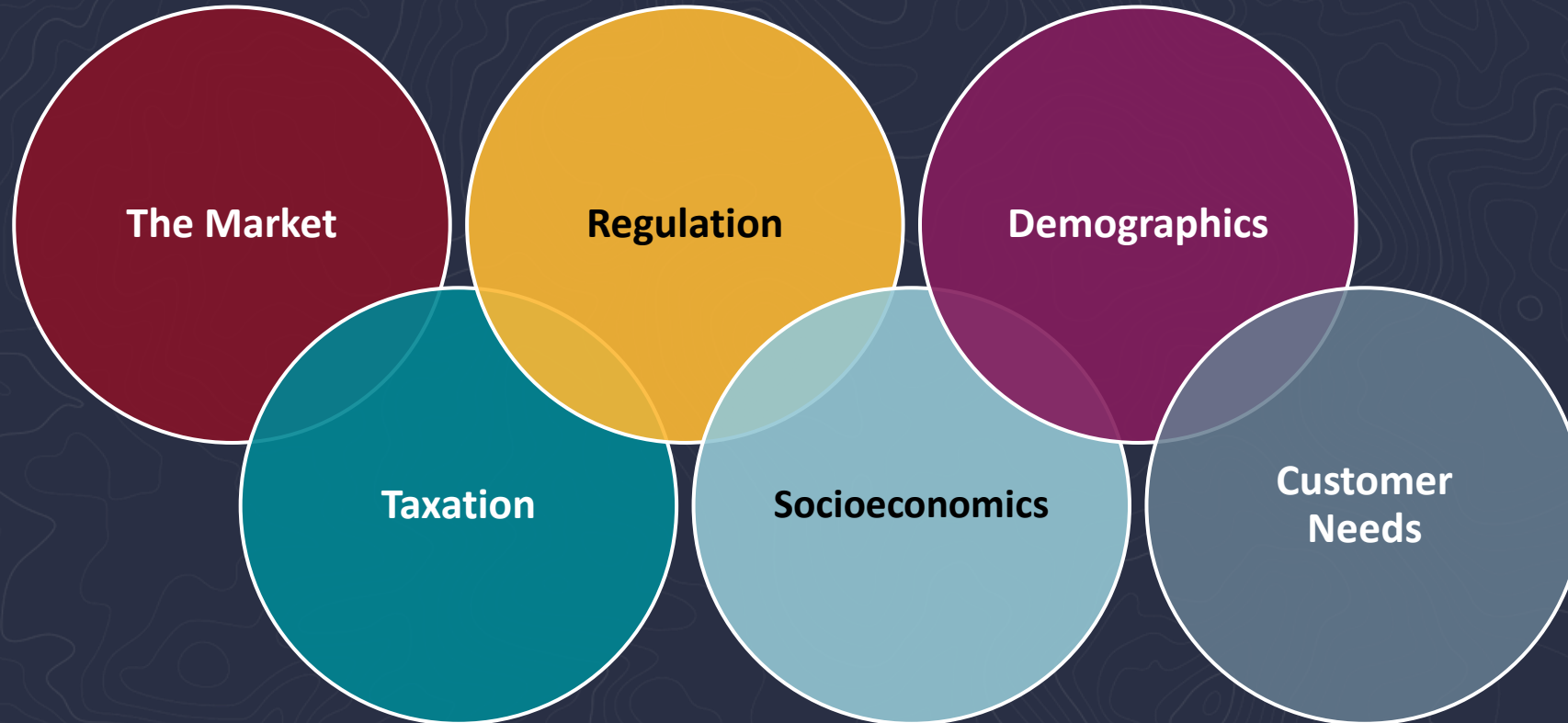


ADVISER INSIGHT  
Supporting Advisers Worldwide



**A Business Partner**

**Your success is our success...**



**... insight, innovation & development**

# Financial Advisers' Concerns

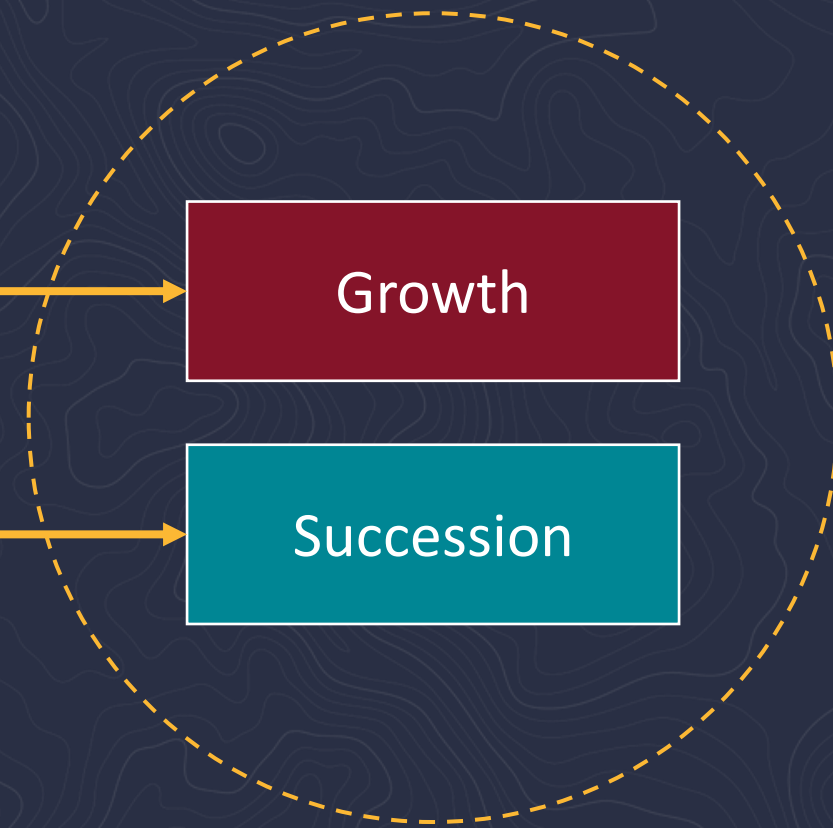
**Lawsuits:**  
Legal disputes over unsuitable advice

**Growth Challenges:**  
Difficulty winning new clients

**Succession Concerns:**  
Uncertainty about retirement or continuity

**Technology Threats:**  
Falling behind digital tools and automation

**Reputational Damage:**  
Bad press, negative news, lost trust



# Growth and Sustainability - Key Statistics

1 91% of advisers are concerned about losing assets in wealth transfer (Scottish Widows, 2023). 91%

2 33,33% have already lost significant AUM due to heirs leaving (Ladustry Surveys, 2024). 33,33%

3 **Retention is fragile:** <75% of heirs remain clients after 2 years (Investec, 2024). <75%

4 26% of advisers lack a succession plan (Cerulli, 2024-2025). 26%

5 43% of advisers are increasingly worried they will not retain assets from clients' spouses or next-generation heirs (Natixis Investment Managers, 2024). 43%

6 80% of clients change adviser at the point of inheritance (Medallia, 2025). 80%



# Growth and Sustainability - Key Statistics

7

81% of younger inheritors plan to replace their parents' wealth management firm (Capgemini Research Institute, 2025).

81%

8

Less than 20% of assets stay with the same adviser after generational transfer (Cerulli, 2023).

< 20%

9

43% of affluent clients use a financial adviser (Investopedia, 2019).

43%

10

Typically, only 35% to 55% of clients' wealth is managed by the adviser (Cerulli, 2023).

35% - 55%

11

Advisers that hold specialist credentials are found to manage 75% - 100% of client assets (IWI & CEG Insights, 2025).

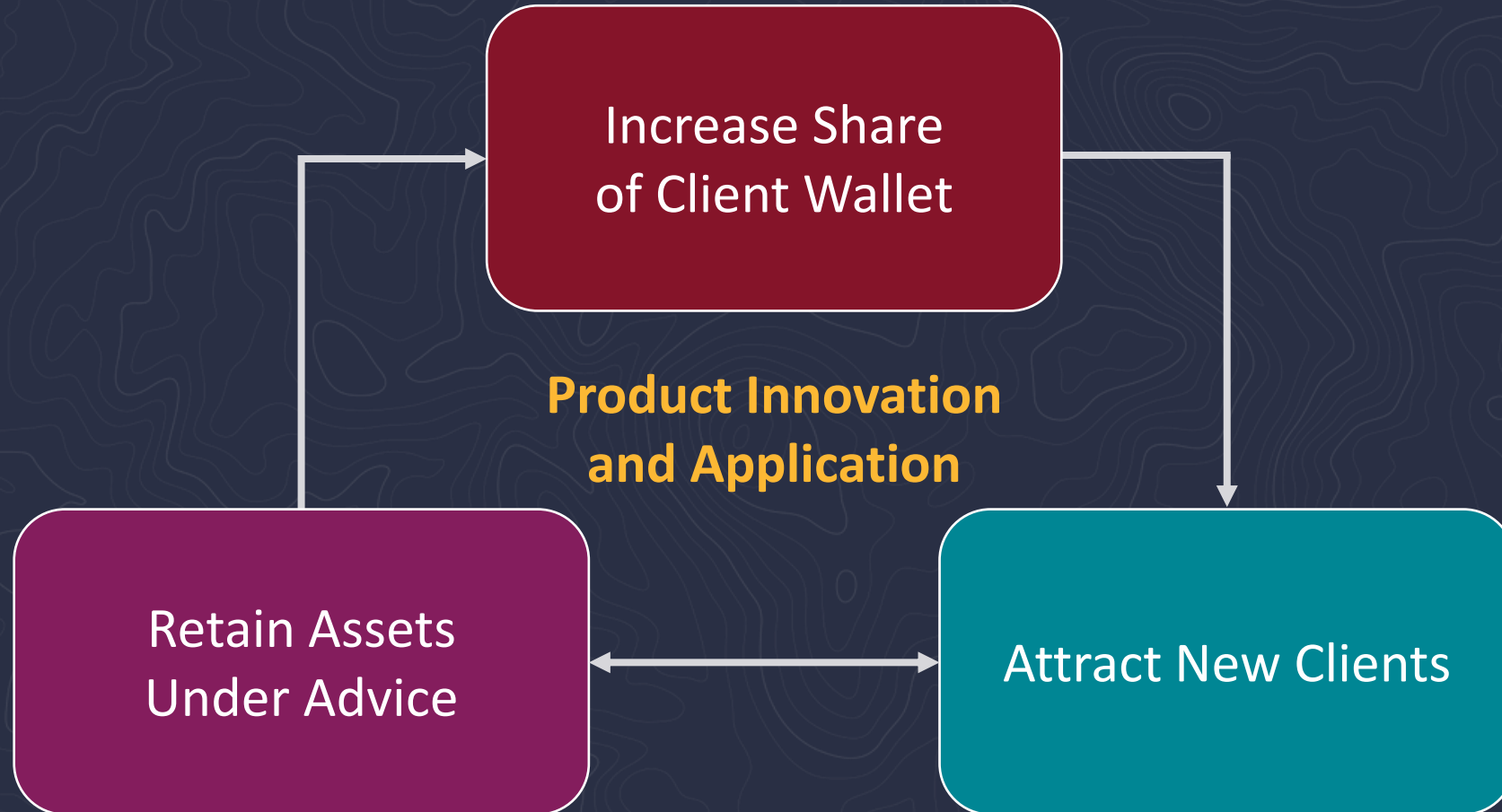
75% - 100%

12

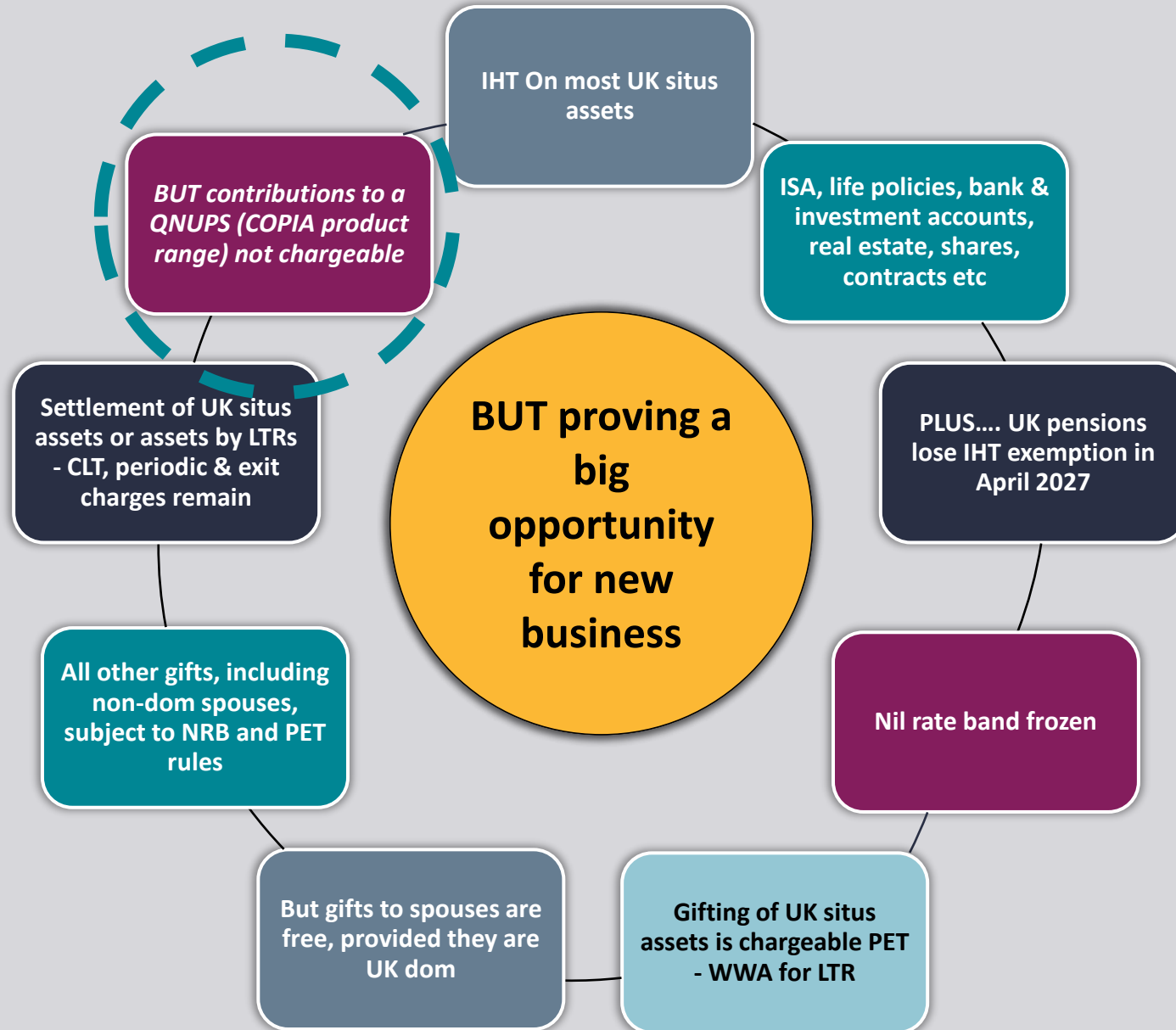
Holistic independent planning is desired by clients and enables an all-asset balance sheet view.



# How Can We Assist?



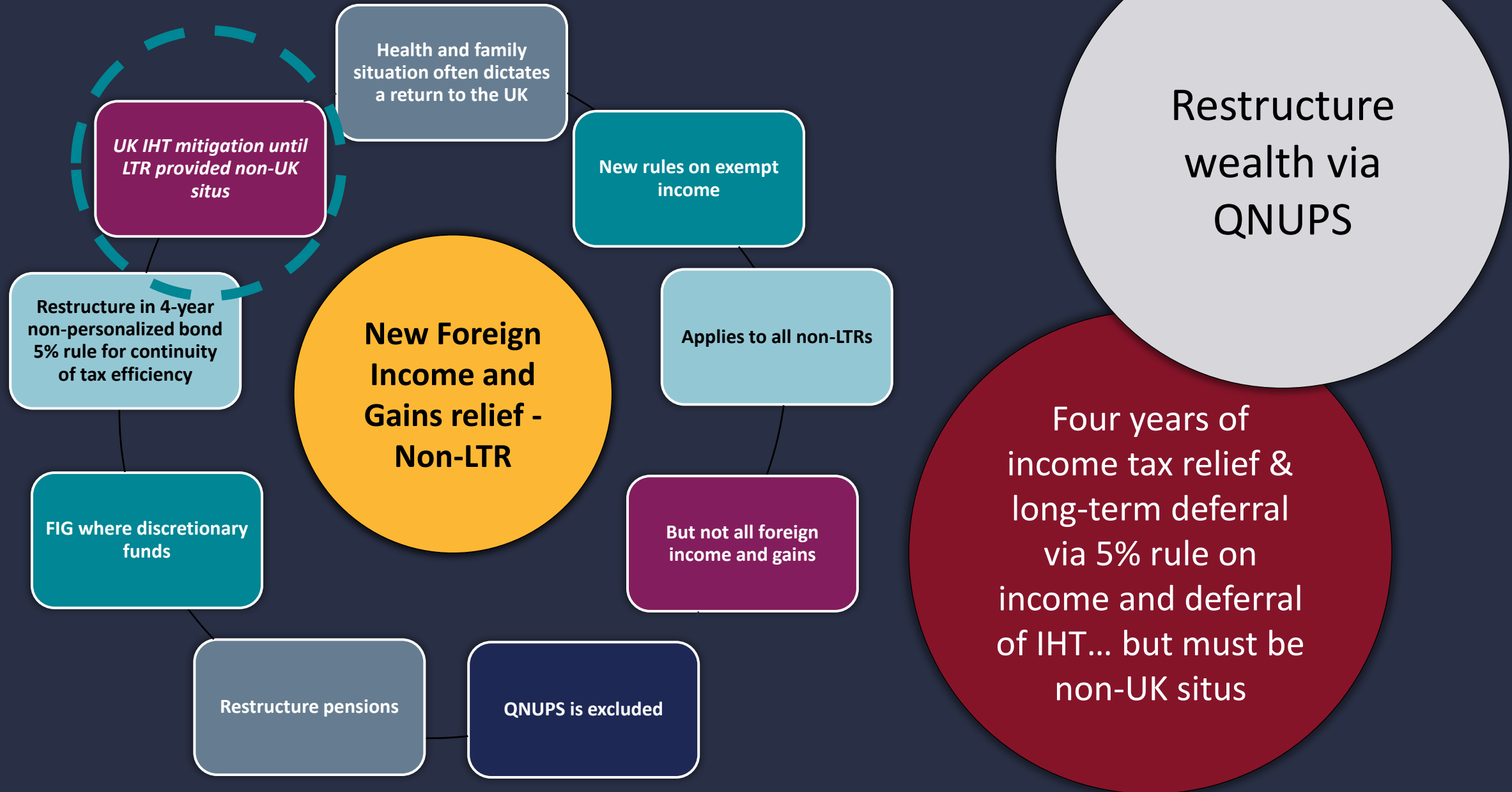
# UK Situs Assets



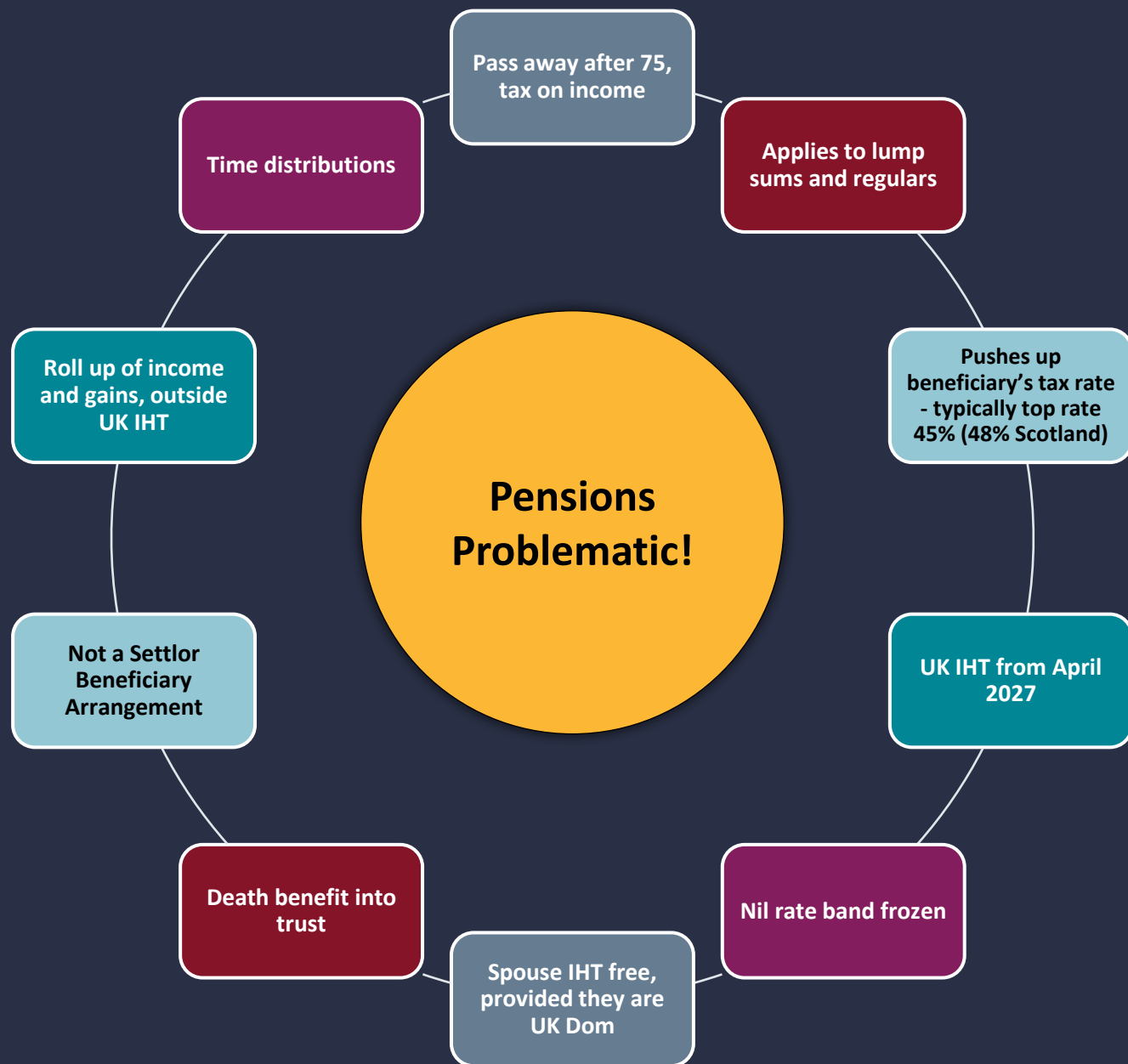
- Restructuring UK assets is simpler when using a QNUPS
- Ideal for consolidation

100% access and, UK Transfer & Annuity Accounts

# Return to the UK



# UK Beneficiaries of Foreign Pensions



Families bring more complexity than ever

But LTR rules and residency IHT opens opportunities for the use of trusts

# Summary



## Next Steps...

- ✓ Assess your client base
- ✓ Engage with your clients
- ✓ Engage with us
- ✓ Understand our product set fully
- ✓ Contact us for dedicated technical and marketing support



## Speak to us NOW

- If you have Terms of Business with us, contact your OTAP representative TODAY.
- If you don't have Terms of Business with us, contact us now at [advisers@trustandpension.com](mailto:advisers@trustandpension.com)

**We look forward to being of service!**

# Thank You Any Questions?

Overseas Trust and Pension (OTAP) is the brand name of Overseas Trust and Pension Ltd and Overseas Pensions and Benefits Ltd (the Companies). Overseas Trust and Pension Ltd, Overseas Pensions and Benefits Ltd are licensed by the Guernsey Financial Services Commission under the Regulation of Fiduciaries, Administration Businesses and Company Directors, etc (Bailiwick of Guernsey) Law, 2020. Overseas Trust and Pension Ltd and Overseas Pensions and Benefits Ltd are registered in Guernsey numbers: 55506 and 39935 respectively. Their registered office is Lefebvre Court, Third Floor, Block B, Lefebvre Street, St Peter Port, Guernsey, GY1 2JP. Overseas Trust and Pension Limited is an authorised financial services provider in terms of the South African Financial Advisory and Intermediary Services Act (“FAIS”) and is regulated by the Financial Sector Conduct Authority (“FSCA”) of South Africa. FSP number 47261. The Companies do not offer financial, investment or tax advice, any information provided should not be considered as such. The Companies accept no legal liability for losses, damages or expenses which you may incur or suffer directly or indirectly by using this information. We endeavour to make sure the information is accurate and up-to-date however, no warranty is given as to the accuracy or completeness of any information and no liability is accepted for any errors or omissions in such information. We strongly recommend that clients take regulated financial and investment advice relevant to their individual circumstances. It is the responsibility of clients and their advisers to review the advice and investments at least annually. The product terms, risks and charges (including: initial, annual and exit) should be considered, understood and agreed with your Financial/Investment Adviser. Past performance is not a reliable indicator of future results. Investment values and the income from them can go down as well as up and may be affected by changes in rates of exchange. An investor may not receive back the amount initially invested. Data Privacy Statement: Please refer to our Data Privacy Policy published on the Overseas Trust and Pension website: [www.trustandpension.com/legal-and-regulatory](http://www.trustandpension.com/legal-and-regulatory)