



# CLIENT SUCCESS STORY

## FAMILY INVESTMENT COMPANY (FIC)

### THE SITUATION

After successfully building a leading fencing company over the course of two decades, the owner decided it was the right time to retire and proceeded with the sale of the business. The resulting significant proceeds were intended to be invested across a variety of assets to create a diversified portfolio and generate multiple income streams. Given the nature of the planned investments, there would be exposure to various personal and corporate tax liabilities. As a result, professional advisors were consulted to prepare a report outlining the potential tax implications and to identify any opportunities for improving tax efficiency through appropriate structuring.

### THE SOLUTION

A detailed report was prepared outlining the tax implications associated with the proposed investments, along with strategies to enhance tax efficiency. One such option included the use of a Family Investment Company (FIC), offering a structure for asset accumulation while enabling profits to be retained and distributed to family members in a manner aligned with the individual's preferences. The report also examined the pros and cons of each investment vehicle, with particular attention given to reducing exposure to inheritance tax, an important consideration at retirement age while maintaining overall tax efficiency in the short and long term.

### THE OUTCOME

With a clear understanding of the tax implications, the individual was able to proceed confidently with the deployment of funds. There was reassurance in knowing that their tax affairs had been structured efficiently allowing them to enjoy the returns on their investments in the present, while also taking steps to reduce potential inheritance tax liabilities and preserve wealth for future generations.

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