



PRESENTATION

For institutional consulting client use only

# The UBS Institutional Consulting Group

Our insights. Your advantage.

## Addicus Partners of UBS Institutional Consulting

Presentation for:



The information contained herein is current as of the date of publication and is subject to change without notice. Please see "Important Information" at the end of this presentation for additional information.

January 31, 2023



# Discussion outline

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|------------------|---|
| <b>Section 1</b> | <b>Introducing UBS</b><br>UBS Global Wealth Management  |
| <b>Section 2</b> | <b>The UBS Institutional Consulting Group</b><br>Overview, our purpose, guiding principles and difference<br>Credentials that inspire confidence  |
| <b>Section 3</b> | <b>Your team</b><br>Who we are  |
| <b>Section 4</b> | <b>Our Institutional Consulting offering</b><br>Who we serve<br>Our offerings and investment philosophy<br>Our process<br>Thoughtful perspectives on issues that matter<br>Our strengths, your benefits |
| <b>Section 5</b> | <b>UBS capabilities beyond consulting</b><br>Capabilities beyond consulting<br>UBS Philanthropy Services  |
| <b>Section 6</b> | <b>Summary of Institutional Consulting offering</b><br>Fee proposal<br>Sample timeline<br>Contacts  |

Section 1

# Introducing UBS

# Global presence, local service

Bringing the strength of UBS to your organization.

## UBS AG

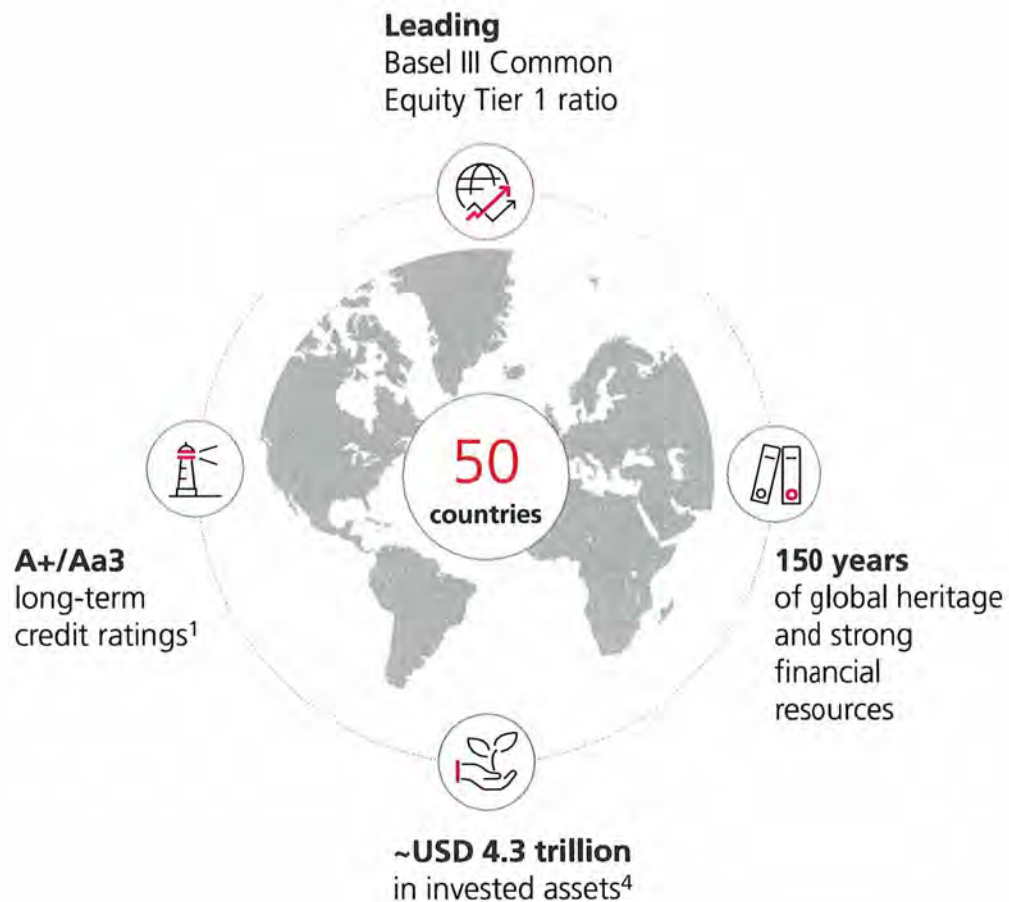
○ Wealth Management and Swiss Bank

○ Wealth Management Americas

### UBS Institutional Consulting Group

○ Investment Bank

○ Asset Management



<sup>1</sup> Long-term senior unsecured debt rating—operating company. Source: Moody's, S&P, February 3, 2021.

<sup>2</sup> Source: As of March 31, 2021. Worldwide figures rounded.

Section 2

# The UBS Institutional Consulting Group

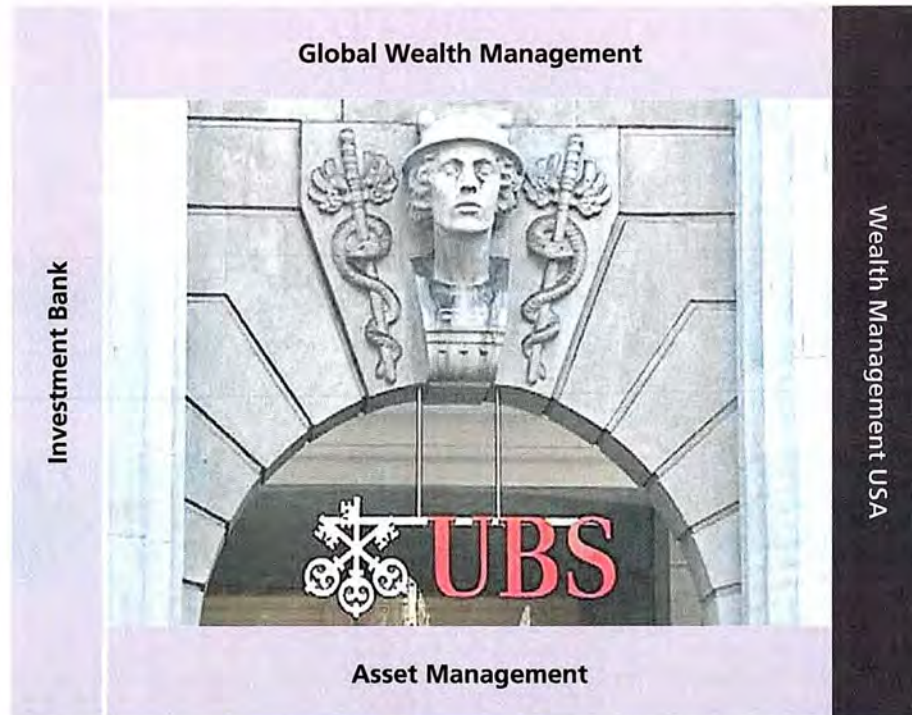


# The UBS Institutional Consulting Group—Overview

The UBS Institutional Consulting Group is part of a global financial services leader.

**Our nationwide group of 175+ Institutional Consultants—with \$171 billion<sup>2</sup> in combined assets under advisement—have the experience to help your organization meet its investment objectives.**

**UBS** USD 4.3 trillion<sup>1</sup> invested assets  
Around 71,000 employees



## Extensive resources to support you

- Your Institutional Consulting team
- 49 research analysts and strategists
- 17 Institutional program managers
- Robust operational support team
- Global investment committee
- Asset allocation committee

<sup>1</sup> As of March 31, 2021. Worldwide figures rounded.

<sup>2</sup> As of December 31, 2021; Institutional and Retirement Plan Consulting programs.

# The UBS Institutional Consulting Group—Overview

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## **Our purpose**

The UBS Institutional Consulting Group delivers insightful advice designed to help institutions meet their investment objectives

- Corporations
- Municipalities
- Taft-Hartley
- Foundations and endowments
- Faith-based organizations
- Other entities

## **Our guiding principles**

- A disciplined and prudent approach applied to each client's specific needs
- Portfolios tailored to each client's Investment Policy Statement (IPS) and overall risk profile
- Investment solutions based on each client's specific needs

## **You will work with our highly credentialed Institutional Consultants**

- UBS Institutional Consulting has delivered customized investment solutions for 37+ years<sup>1</sup>
- Certified Investment Management Analyst® (CIMA®) and/or Chartered Financial Analyst (CFA)
- An average of 29+ years of industry experience<sup>1</sup>
- Strong internal network for sharing best practices

# Our difference

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Dedicated resources provide a personalized approach to your investment needs.



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## Sound advice

The UBS Institutional Consultant acts as your fiduciary and our fees are not tied to the investments we recommend



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## Fiduciary status

We acknowledge in writing the extent of our fiduciary responsibility with respect to the contracted advisory services we provide. Our fiduciary acknowledgement is provided by UBS Financial Services Inc.



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## Focused on you

Seasoned consultants with deep institutional knowledge



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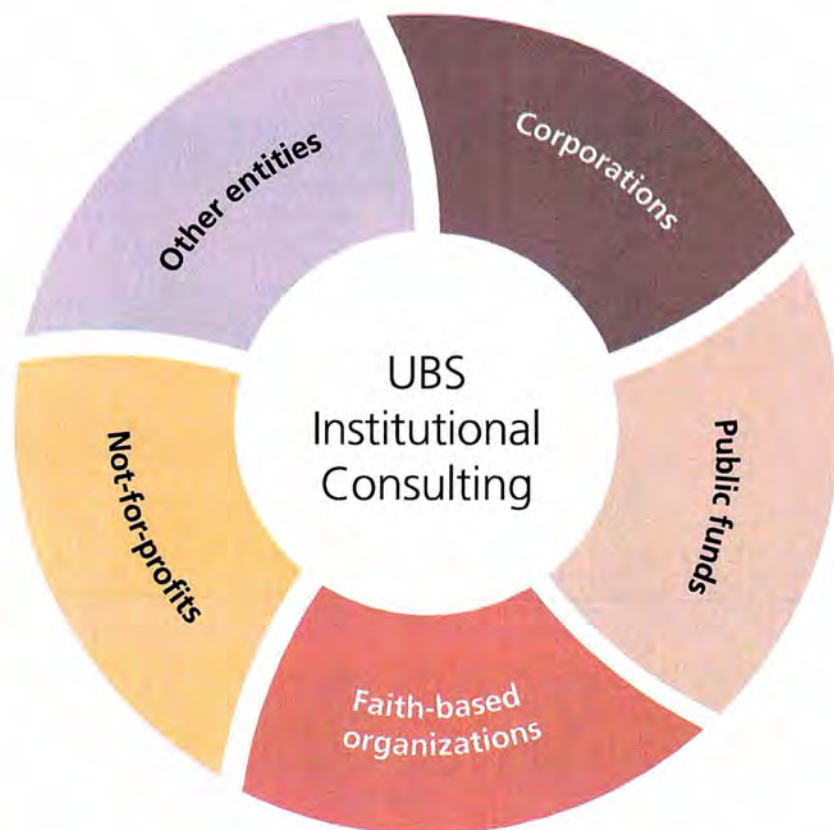
## Access the strength and intellectual capital of UBS

Our clients benefit from our vast global resources—highly respected intellectual capital and thought leadership



# Who we serve

Extensive client experience with a broad presence across many types of institutions.



## ■ Corporations

- Public and private retirement plans
- Pension/defined benefit plans
- General/operating reserves
- Non-qualified plans

## ■ Not-for-profits

- Foundations
- Endowments
- Public trusts and associations

## ■ Faith-based organizations

- Ministries/Houses of worship
- Educational institutions and associations
- Community centers/Adult living/Senior care

## ■ Public funds

- States
- Cities
- Counties
- Special purpose districts

## ■ Other entities

- Hospitals and healthcare providers
- Educational institutions
- Insurance companies
- Native American tribes
- Taft-Hartley plans
- Law firms

# Representative national client list for UBS-IC

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## **Corporations**

- Alaska Village Electric Cooperative
- Arctic Slope Regional Corporation
- Bristol Bay Economic Development
- Consolidated Asset Management Services, LLC
- Cook Inlet Region Inc.
- Ensco Multinational
- Genuine Parts Company
- Goodfellow Brothers
- Mannkind Corporation
- NCL Corporation
- Northwest Alaska Native Association
- Pax Machine Works, Inc.
- Quality Vision International, Inc.
- Risk Acceptance Management Corp.
- Trident Seafoods
- Ukpeagvik Inupiat Corporation
- Willow Run Food Inc.

## **Public funds**

- City of Redmond, Washington
- City of Troy Employees Retirement Systems
- Cobb County Employee Retirement Pl
- Corpus Christi Firefighters Ret System
- Louisiana Asset Management Pool
- Louisiana State Police Ret System
- TML

## **Insurance companies**

- Chubb Limited
- American Financial Group
- Hamilton Re
- Renaissance Reinsurance

## **Taft-Hartley**

- Bricklayers Local 3
- Local 377 Pension and Welfare Fund
- Local 570 of the IBEW
- Plumbers & Steamfitters Local 141
- Roofers Local 74/203
- Sheet Metal Workers Local 22

## **Law firms**

- Davis Wright Tremaine
- Farella Braun + Martel LLP
- Klehr Harrison Harvey Branzburg LLP
- Musick, Peeler and Garrett LLP
- Ogletree, Deakins, Nash, Smoak & Stewart
- Ryan, Swanson and Cleveland, PLLC
- Zimmer Gunsul Frasca Architects LLP

This representative client list contains a list of clients who have given permission to list their names as representative clients who receive Institutional Consulting services at UBS Financial Services Inc. This list is for informational purposes only and these clients have not indicated whether or not they endorse the advisory services provided by UBS Financial Services Inc. (as of 12/31/2022).



# Representative national client list for UBS-IC

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## **Foundations, endowments and nonprofits**

- Anna May Family Foundation
- Asbury Foundation
- Boy Scouts Atlanta Area Council
- Burden Foundation
- The CIRI Foundation
- East Texas Communities Foundation
- Financial & Insurance Conference Professionals
- Girls Inc. of Alameda County
- Huna Totem Settlement Trust
- Institute for Credentialing Excellence
- JAFCO Children's Foundation
- Louise Taft Semple Foundation
- McKean Defense Group
- McKenna Legacy Foundation
- Quantum Foundation
- Society of Interventional Radiology
- Society for Cardiovascular Angiography & Interventions
- Wellspring Foundation of Southwest Virginia
- Willits Foundation
- YMCA of Metropolitan Chattanooga

## **Educational institutions**

- American Academy of Ophthalmology
- Bethany College
- Delgado Community College
- Naval Academy Athletic Association
- Oakland University
- William Penn Charter School

## **Faith-based organizations**

- Baptist Community Ministries
- Catholic Endowment Foundation of Galveston
- C.P.P.S Heritage Mission Fund
- Jewish Children's Regional Services

## **Hospitals, CCRC and healthcare providers**

- Asante Health System
- Bristol Bay Area Health Corporation
- Cape Regional Medical Center
- Chapel Hill Residential Retirement
- Cincinnati Children's Hospital
- Community Hospital of Central CA
- El Centro Regional Medical Center
- Georgia Hospital Association
- Gwinnett Hospital System Foundation
- Hardtner Medical Center
- Loma Linda University Health Care
- Sequoia Living
- Tift Regional Health System

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Section 3

# Your team

# Addicus Partners

Our commitment is to serve the unique needs of our clients through thoughtful investment advice, transparency, and prudent risk management.



*From left to right*

**Jay DeGeare**  
Managing Director

**Matt Gordon, CFP**  
Managing Director

**Chase Williams, CFA, CAIA, CRPS**  
Institutional Consultant

**Joseph Jin, CFP**  
Financial Advisor

**David Ochotorena, CFP**  
Financial Advisor

## **Team credentials**

- 9 Person seasoned team
- Over 50 years of collective experience
- Over \$1 billion in assets under management



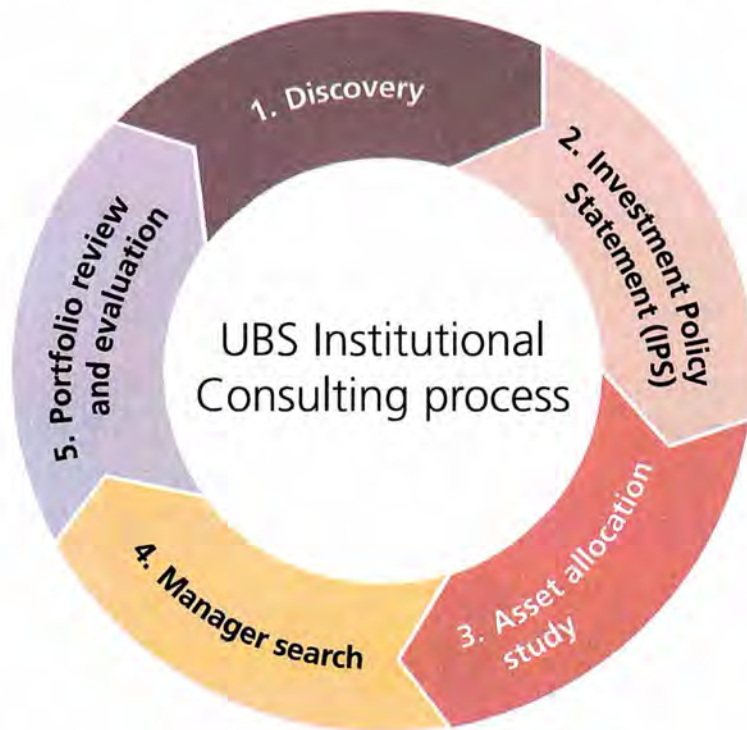
Section 4

# Our Institutional Consulting offering

# Our process

Hands-on guidance with a focus on goals.

**We start by learning about your organization's financial goals in order to provide a truly customized solution.**



**1 Discovery**

- Review portfolio
- Portfolio risk profile assessment
- Investment objectives

**2 Investment Policy Statement (IPS)**

- Develop a plan targeting investment objectives
- Periodic IPS review and recommendations

**3 Asset allocation study**

- Expected risk/return across asset classes
- Apply UBS capital market assumptions, economic forecasts and portfolio modeling
- Develop strategic asset allocations

**4 Investment manager search**

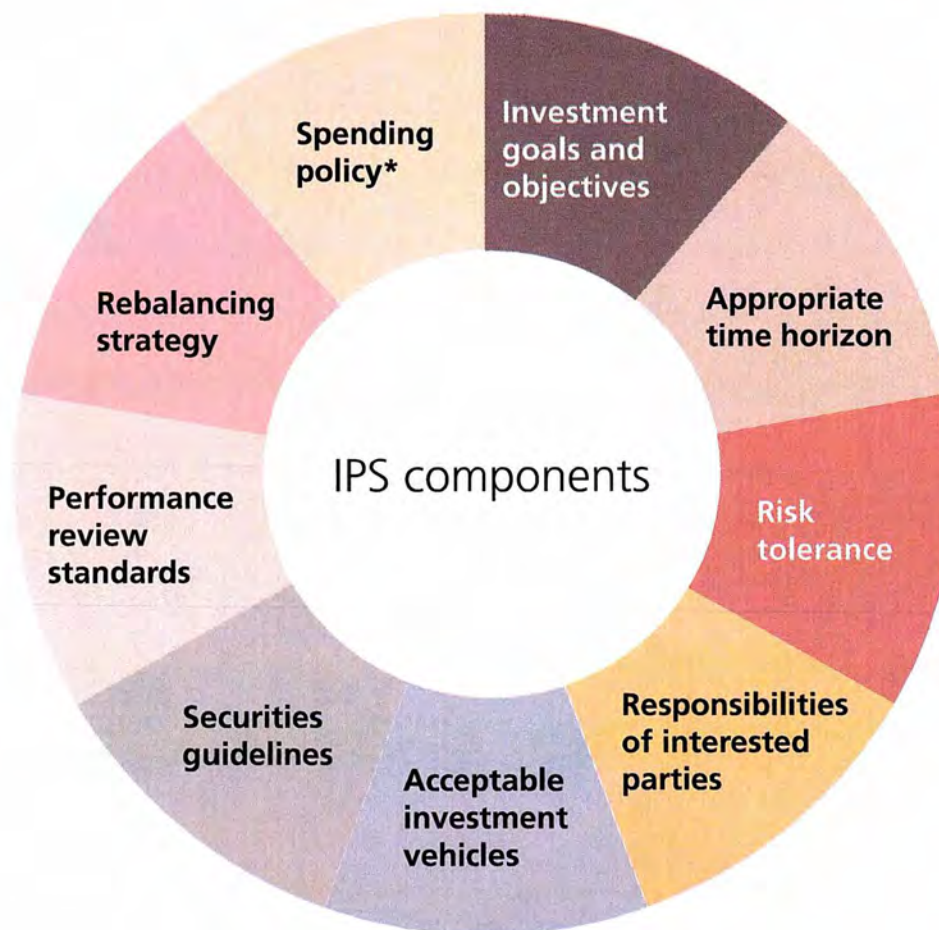
- Investment solutions to suit asset allocation

**5 Portfolio review and evaluation**

- Market update and outlook
- Portfolio performance
- Current manager performance; retain/replace
- Ongoing review and monitoring
- Rebalance to maintain risk/return profile
- Education (board and investment committee)

# Investment Policy Statement (IPS)

A well-written IPS can provide important guidance for the management of assets.



\* The Institutional Consulting program does not offer advice with respect to your organization's specific spending policies or needs.

# We start with a proper understanding of your goals

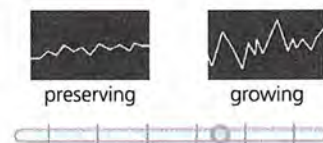
Your financial situation and investment objectives help us develop an appropriate investment strategy.

## Understanding your...

...IPS, including your financial situation, and...



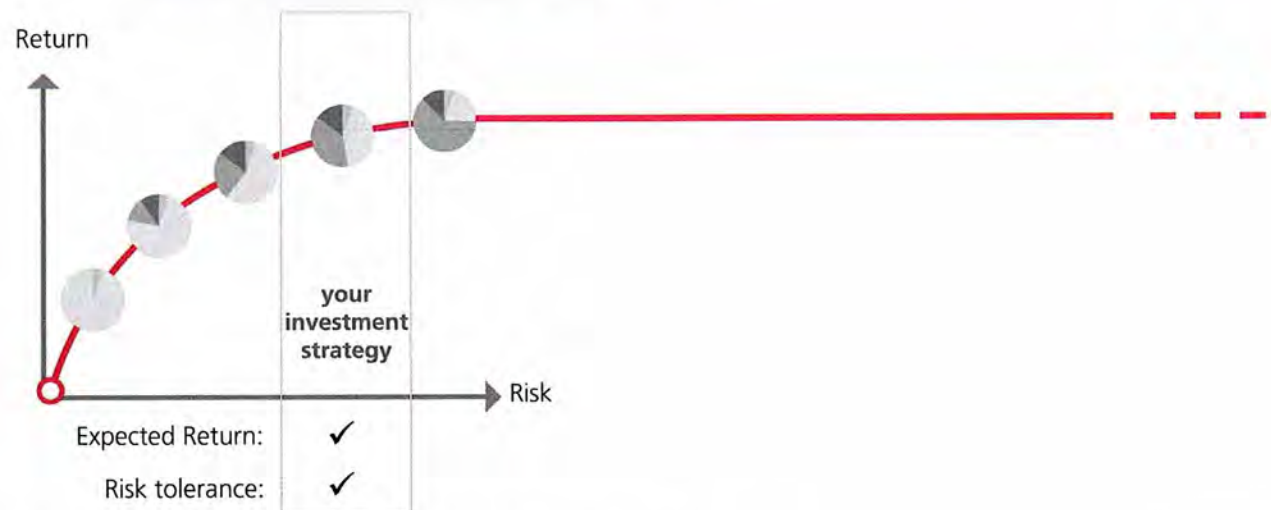
...investment goals



## ...helps develop your Strategic Asset Allocation...



## ...to define your Investment Strategy

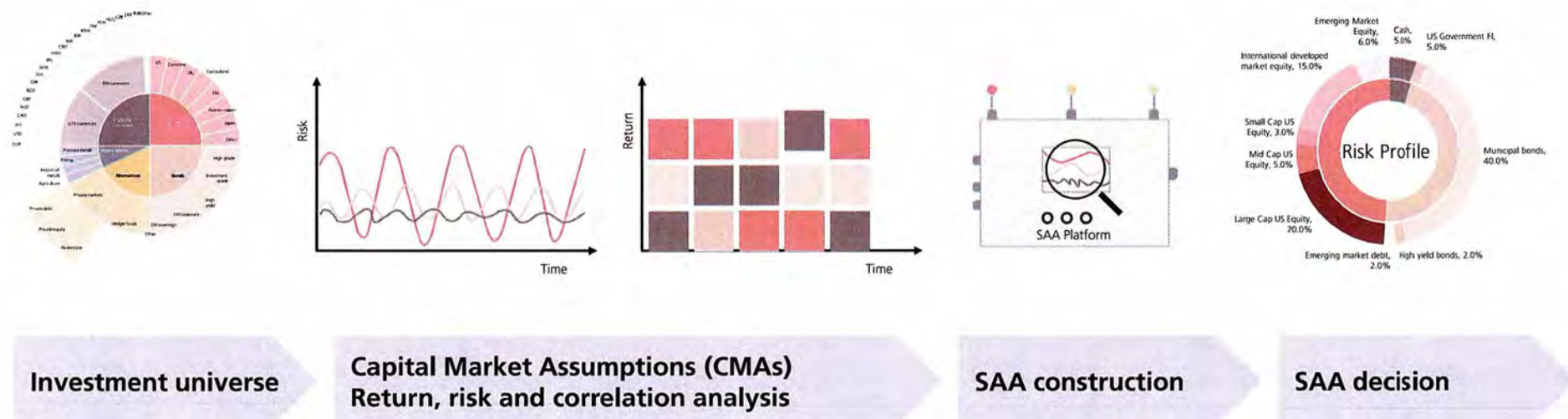


For illustrative purposes only. Past performance is not an indication of future return. Please refer to the disclaimer at the end of this presentation.



# Strategic Asset Allocation (SAA) construct process

In advance of performing an asset allocation study, it is important to understand how UBS's Chief Investment Office approaches constructing our firm's Strategic Asset Allocations. The below depiction outlines that approach, which considers both quantitative and qualitative analysis in the construction of the SAA.



For illustrative purposes only. Please refer to the important information section at the end of this presentation.



# SAA decision



SAA for Institutional investor with non-traditional assets.

In %

	Conservative	Moderately conservative	Moderate	Moderately aggressive	Aggressive
<b>Cash</b>	<b>2.0%</b>	<b>2.0%</b>	<b>2.0%</b>	<b>2.0%</b>	<b>2.0%</b>
<b>Fixed Income</b>	<b>56.0%</b>	<b>42.0%</b>	<b>30.0%</b>	<b>17.0%</b>	<b>10.0%</b>
<b>US fixed income</b>	<b>51.0%</b>	<b>40.0%</b>	<b>28.0%</b>	<b>15.0%</b>	<b>10.0%</b>
US gov't FI (short)	21.0%	15.0%	5.0%	0.0%	0.0%
US gov't FI (intermediate)	16.0%	12.0%	10.0%	6.0%	0.0%
US gov't FI (long)	0.0%	2.0%	4.0%	6.0%	10.0%
US IG Corp FI	9.0%	7.0%	6.0%	0.0%	0.0%
US HY Corp FI	5.0%	4.0%	3.0%	3.0%	0.0%
<b>Int'l fixed income</b>	<b>5.0%</b>	<b>2.0%</b>	<b>2.0%</b>	<b>2.0%</b>	<b>0.0%</b>
EM FI (Hard)	3.0%	1.0%	1.0%	1.0%	0.0%
EM FI (Local)	2.0%	1.0%	1.0%	1.0%	0.0%
<b>Equity</b>	<b>12.0%</b>	<b>26.0%</b>	<b>38.0%</b>	<b>51.0%</b>	<b>58.0%</b>
<b>US equity</b>	<b>8.0%</b>	<b>13.0%</b>	<b>19.0%</b>	<b>25.0%</b>	<b>28.0%</b>
US large cap growth	3.0%	4.5%	6.5%	8.5%	9.5%
US large cap value	3.0%	4.5%	6.5%	8.5%	9.5%
US mid cap	2.0%	3.0%	4.0%	5.0%	6.0%
US small cap	0.0%	1.0%	2.0%	3.0%	3.0%
<b>International equity</b>	<b>4.0%</b>	<b>13.0%</b>	<b>19.0%</b>	<b>26.0%</b>	<b>30.0%</b>
Int'l developed markets	4.0%	9.0%	13.0%	18.0%	21.0%
Emerging markets	0.0%	4.0%	6.0%	8.0%	9.0%
<b>Non-traditional</b>	<b>30.0%</b>	<b>30.0%</b>	<b>30.0%</b>	<b>30.0%</b>	<b>30.0%</b>
Hedge funds	13.0%	10.0%	8.0%	5.0%	0.0%
Private equity	10.0%	14.0%	17.0%	20.0%	25.0%
Private real estate	7.0%	6.0%	5.0%	5.0%	5.0%
<b>Estimated return</b>	<b>3.47%</b>	<b>4.15%</b>	<b>4.73%</b>	<b>5.37%</b>	<b>5.77%</b>
<b>Estimated risk</b>	<b>5.20%</b>	<b>7.18%</b>	<b>9.13%</b>	<b>11.22%</b>	<b>12.31%</b>

Note: Asset allocation does not assure profits or prevent against losses from an investment portfolio or accounts in a declining market.

Source: UBS WM USA Asset Allocation Committee, as of March 21, 2022.

# Expanded SMA investment options

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Investment manager solutions at zero-manager fee pricing<sup>1</sup>

## Elevating client choice

- UBS provides access to select separately managed accounts (SMAs) at no additional investment manager fee<sup>1</sup>
- Broadened choice by partnering with a group of asset managers in offering more attractive pricing
- UBS and third-party strategies are available to you in our Advisory program<sup>2</sup>
- Each investment manager is carefully vetted through a rigorous onboarding evaluation process and an ongoing monitoring process
- Strengthening our commitment to delivering solutions, ideas and capabilities to help meet your investment objectives

## SMA highlights

- **Zero-manager fee** pricing structure
- **Align investments with your values** and other specialized services
- **A variety of SMA strategies** that address your unique investment objectives and preferences
- **Control and flexibility** by owning the underlying securities in your portfolio
- **Peace of mind** that comes from professional investment management

Not for use with ERISA clients.

<sup>1</sup> Only available through the ACCESS Program. For more information, see [Important Information, ACCESS](#). The client will still pay a UBS advisory account fee for services provided by UBS. Further, the investment manager will charge a client fee for premium services selected by the client, such as personalized tax management. In such cases clients pay the Investment Manager only the fee for the premium service and UBS will pay a negotiated fee to the manager for investment management services out of its own resources. The zero-manager fee pricing structure is available for a limited number of strategies available in the ACCESS Program. The majority of ACCESS strategies require the client to pay a separate fee for account management services.

<sup>2</sup> Contingent on due diligence by Investment Management Research and formal approval by the IMR Committee.



# Quarterly portfolio review and evaluation

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We will provide you with a comprehensive quarterly market and portfolio review.

**Based on the standards established in your Investment Policy Statement, the review will include**

## **Comprehensive historical performance evaluation**

- Executive performance summary
- Portfolio return versus objectives, indexes and peer groups
- Comparative benchmarks
- Industry standard time-weighted rates of return
- Graphic and tabular representations of performance
- Market cycle comparison
- Performance attribution
- Risk and return analysis

## **Investment manager analysis**

- Detailed investment manager performance
- Investment manager material changes



# Thoughtful perspectives on issues that matter

## Insights for fiduciaries

### Fiduciary Governance Issues for ERISA Plans

For plans covered by the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), those with key roles in the governance and oversight of the plan are designated by law as "fiduciaries." ERISA plan fiduciaries are subject under ERISA to various standards of conduct, and to personal liability for breach of those standards.

This paper describes ERISA fiduciary status and the consequences of being an ERISA fiduciary, the fiduciary roles in plan governance, and other considerations related to fiduciary governance of ERISA plans. It also describes limitations on insurance and indemnification for plan fiduciaries, and the potential benefits of conducting a "fiduciary audit."

#### 1. Fiduciary status under ERISA

ERISA is the federal law that governs employer-sponsored U.S. employee benefit plans. It divides such plans into two categories: first, there are "pension" plans, which provide retirement income and savings benefits. These include traditional "defined benefit" pension plans, cash balance plans, profit-sharing plans, 401(k) plans, 403(b) plans, depending on how they are structured, and employee stock ownership plans. Second, there are "welfare" plans, a category that includes health/medical plans, life insurance plans, disability plans depending on how they are funded, and certain severance plans. ERISA does not cover federal, state and local government plans although these may be subject to similar laws, much plans that do not meet ERISA status, and foreign plans.

Under ERISA, a person is a "fiduciary" to a plan to the extent the person:

- Exercises any discretionary authority or discretionary control respecting management of the plan, or exercises any authority or control respecting management or disposition of the plan's assets;
- Render "investment advice" for a fee or other consideration, direct or indirect, with respect to any money or other property of the plan, or has any authority or responsibility to do so, or

... has any discretionary authority or discretionary responsibility in the administration of the plan.

The US Department of Labor ("DOL"), the federal agency with responsibility for Title I of ERISA, and the courts have indicated that this is a functional test. Thus, persons performing any of these functions would be considered as "fiduciaries," regardless of their title or designation. ERISA Interpretive Bulletin "35, DOL D-41001.6, 1975, codified at 29 C.F.R. § 2509.75-6, 45 Federal Register 30482, 30483, 30484, 30485.

Where an entity has discretion over the investment of the assets of the plan, it would be acting as a fiduciary to the plan because it is exercising authority or control over the management and disposition of plan assets. Likewise, where an entity is providing "investment advice" for a fee with the meaning of the second subject of the definition of "fiduciary," either to plan fiduciaries or plan participants, it would be acting in a fiduciary capacity, even if it does not have the discretion to make the ultimate investment decision.

What constitutes "fiduciary" "investment advice" under the second category in the definition has been defined by a DOL regulation that establishes a five-factor test, requiring all five factors to be present to support a finding of fiduciary status. To be treated as a fiduciary under this test, in addition to the requirement that the advice be for a "fee or other consideration," a person must (1) provide investment recommendations or advice on property value (2) on a regular basis (3) pursuant to a mutual agreement, arrangement or understanding with the plan (4) that the advice will serve as a primary basis for plan investment decisions and (5) that the advice will be individualized based on the particular needs of the plan. While this regulation has been amended in 2012 to replace the five-factor test with a more extensive two-part test, that amendment was effectively nullified by a 2012 appellate court decision.

Under this framework, investment advice fiduciary status can, depending on the circumstances, be a very fact-intensive analysis. As a result, there is a risk that a person providing "recommendations" may not know for certain whether he or she is a fiduciary at the time of a conversation or communication with a plan sponsor or plan participant, but only in retrospect after a claim has been brought. To protect the role of "investment" fiduciary status, firms may adopt policies and procedures to avoid making "recommendations."

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1 of 2



US Office of Public Policy

## Washington Weekly

Under the Dome: The Week in Review

14 May 2021



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Our political experts in Washington, D.C. know the inner workings of the nation's political system, and its key players. Perspectives on what is likely to happen in the minds of the nation's policymakers can help determine what it means for you and your long-term investment strategy.

**This Week:** The Senate confirmed two Biden administration nominees to serve as deputy secretaries at the Department of Education and Department of Health and Human Services. The House approved legislation to enhance workplace protections for pregnant women and a measure that imposes new restrictions on private debt collection.

**Next Week:** The Senate will continue to vote on various Biden administration nominees. The House is expected to consider a Trump-era bill that addresses hate crimes and violence targeted at Asian Americans and Pacific Islanders.

**The Grid:** Republican infrastructure bill? As reflected by a series of high-level meetings at the White House this week, President Biden and Senate Republicans continue to go through the motions of trying to craft a bipartisan infrastructure bill. If a bipartisan bill emerges, it would be limited to traditional infrastructure spending such as roads, bridges and railroads, and would end up with a price tag south of \$1 trillion. Given that this would be under President Biden's plan, Democrats likely would feel compelled to follow up with another bill of more spending on infrastructure and social services that also would be accompanied by tax increases on individuals and corporations. If there are two bills, it is the second bill that will be the one to watch for its potential impact on investors due to its significant tax increases. A bipartisan bill would allow Congress and the President to legitimately limit of cooperative action, but this temporary arrangement is unlikely to result in movement on a more permanent package through the budget reconciliation process.

#### Other Issues

**Next Steps on Taxes:** With Monday being the day (hopefully) you won't stick with thinking your tax returns this weekend, it's a good time to check in on the logistics of pending tax legislation. President Biden has released two comprehensive spending proposals that are paid for in part by major tax increases. In a few weeks, the Treasury Department will release its "Green Book," which will provide detail on details of tax proposals. While the President has spoken in general terms about his preferred tax increases, the Green Book will put some "meat on the bone" on these proposals. We expect that Democrats in Congress will rely heavily on this document as they develop their own legislative proposal. Congress won't take all of the Green Book proposals, but many will be included in an initial legislative proposal that will be unveiled as early as next month.

**Highest Tax Bracket Concerns:** One tax increase that will almost certainly be included in the pending tax bill is an increase in the top tax bracket for individuals.

Please see important disclosures on reverse.

1 of 2

## UBS House View

Investment Strategy Guide  
May 2021

Chief Investment Officer  
Global Wealth Management  
US edition



## Changing the narrative





# Our strengths, your benefits

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Our strengths	Your benefits
• A dedicated, Institutional Consulting team	 Personalized, attentive client experience
• A fiduciary acknowledged in writing	 Prudent investment advice
• Our Institutional Consulting Group within UBS Financial Services Inc. is a part of UBS AG, a global wealth management firm, with a 150-year heritage	 Access to the global intellectual capital of UBS
• A robust methodology and process used in conjunction with your investment goals	 A disciplined process to help you perform your fiduciary obligations
• Help in crafting or improving your Investment Policy Statement (IPS)	 A strategy and guidepost for your asset allocation
• Search for and recommend portfolio managers	 Investment recommendations designed to align with your goals
• Robust portfolio reporting and analysis	 A clear understanding of your portfolio performance help quantify your mission



## Section 5

# UBS capabilities beyond Consulting

UBS has additional service offerings outside of the Institutional Consulting program that are available for an additional cost. For more information about any of the additional service offerings presented in this section, speak with your Institutional Consultant. In providing wealth management services to clients, we offer both investment advisory and brokerage services which are separate and distinct and differ in material ways. For more information, including the different laws and contracts that govern, please review the client relationship summary provided at **[ubs.com/relationshipsummary](https://ubs.com/relationshipsummary)**.



# Delivering the Firm

At UBS, we have access to the resources and expertise to help meet the full range of needs for families, employees and entities.

## Client Needs Analysis

	Families		Employees	Entities	
Offered by UBS Wealth Management, Investment Bank and Asset Management	<ul style="list-style-type: none"><li>• Financial Planning</li><li>• Retirement Planning</li><li>• Education Funding</li><li>• Insurance</li><li>• Estate Planning</li><li>• Trust Services</li><li>• Charitable Planning</li><li>• Cash Management</li></ul>	<ul style="list-style-type: none"><li>• Intellectual Capital</li><li>• Aircraft Financing</li><li>• Private Briefing</li><li>• Private Banking</li><li>• Multi-Currency (Investing, Trading, Lending, Custody)</li><li>• Margin</li></ul>	<ul style="list-style-type: none"><li>• Retirement Plans</li><li>• Non-Qualified Deferred Compensation</li><li>• Employee Stock Ownership Plans</li><li>• Equity Plan Advisory Services</li><li>• Restricted Securities Execution</li><li>• 10b5-1 Plans</li><li>• Financial Planning for Executives</li><li>• Financial Wellness</li></ul>	<ul style="list-style-type: none"><li>• Initial Public Offerings</li><li>• Debt Capital Markets</li><li>• Merger and Acquisitions</li><li>• Private Capital Fundraising</li><li>• FX, Rates and Credit</li><li>• Letters of Credit</li><li>• Business Financing</li></ul>	<ul style="list-style-type: none"><li>• Real Estate Finance</li><li>• Equities</li><li>• Prime Brokerage Services</li><li>• Cash Management</li><li>• Directed Share Programs</li><li>• Investment Advisory</li><li>• Institutional Consulting</li><li>• Investment Products</li></ul>
Offered by UBS Bank USA Member FDIC	<ul style="list-style-type: none"><li>• Deposit Products (Automated Sweep, Certificates of Deposits)</li><li>• Securities-Backed Credit Lines</li><li>• Residential Mortgages</li></ul>	<ul style="list-style-type: none"><li>• Credit Cards and Debit Cards</li></ul>	<ul style="list-style-type: none"><li>• Concentrated and Restricted Stock Lending</li></ul>	<ul style="list-style-type: none"><li>• Debit Cards</li><li>• Securities-Backed Credit Lines</li><li>• Commercial Real Estate</li><li>• Residential Loans</li></ul>	

Services provided by UBS Financial Services Inc. (UBS-FS), UBS AG New York Branch, UBS Bank USA: NMLS #947868. UBS Global Asset Management or UBS Securities LLC, which are subsidiaries of UBS AG, a registered broker-dealer.



# UBS Philanthropy Services: Supporting you from advice to execution

UBS Philanthropy Services is a **unique, award-winning<sup>1</sup> offering** that partners with clients to **maximize their impact locally, nationally and globally**. The *Euromoney* Private Banking and Wealth Management Surveys are based on information Q2 of the award year. UBS paid a license fee for use of the rating.

We provide comprehensive advice, insight experiences and execution services, and employ an **investment-based approach** to deliver solutions to pressing social and environmental issues.



## Advice

Support and strategic advice

- Philanthropy Workshops (defining a vision, focus and strategy)
- Advice on philanthropic vehicle
- Advice on impact and how to measure it
- Sharing best practices



## Insights

Encourage and show our clients how to maximize their impact

- Philanthropy events and roundtables
- Thought leadership reports
- Next generation platforms



## Execution

Achieving impact at scale through our in-house solutions

- Through the UBS Optimus Foundation:
  - Fund specific projects due diligence by our team of experts
  - Collaborate to develop a tailored program around an issue you care about
  - Invest in our collective portfolios
  - Access innovative Social Finance solutions
- Act as a conduit to our sustainable and impact investing offering

<sup>1</sup>For more information on third-party rating methodologies, please visit [ubs.com/us/en/designation-disclosures](https://ubs.com/us/en/designation-disclosures)

Section 6

# Summary of Institutional Consulting offering

# Fee proposal

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## All services below are included in the quoted fee

- Assistance in development of the Investment Policy Statement
- Strategic asset allocation studies
- Investment manager search
  - *Separately managed accounts, mutual funds, ETFs, collective investment trusts, unit investment trusts*
- Quarterly Investment performance and portfolio reviews
- Attendance at investment committee meetings (in-person/virtual)
- Web calls, conference calls and engagements with the committee as needed
- Ongoing investment committee education
- All custody and trade execution costs through UBS (if custodied and traded at UBS)
- Investment reallocation, rebalancing and intra-account transfers

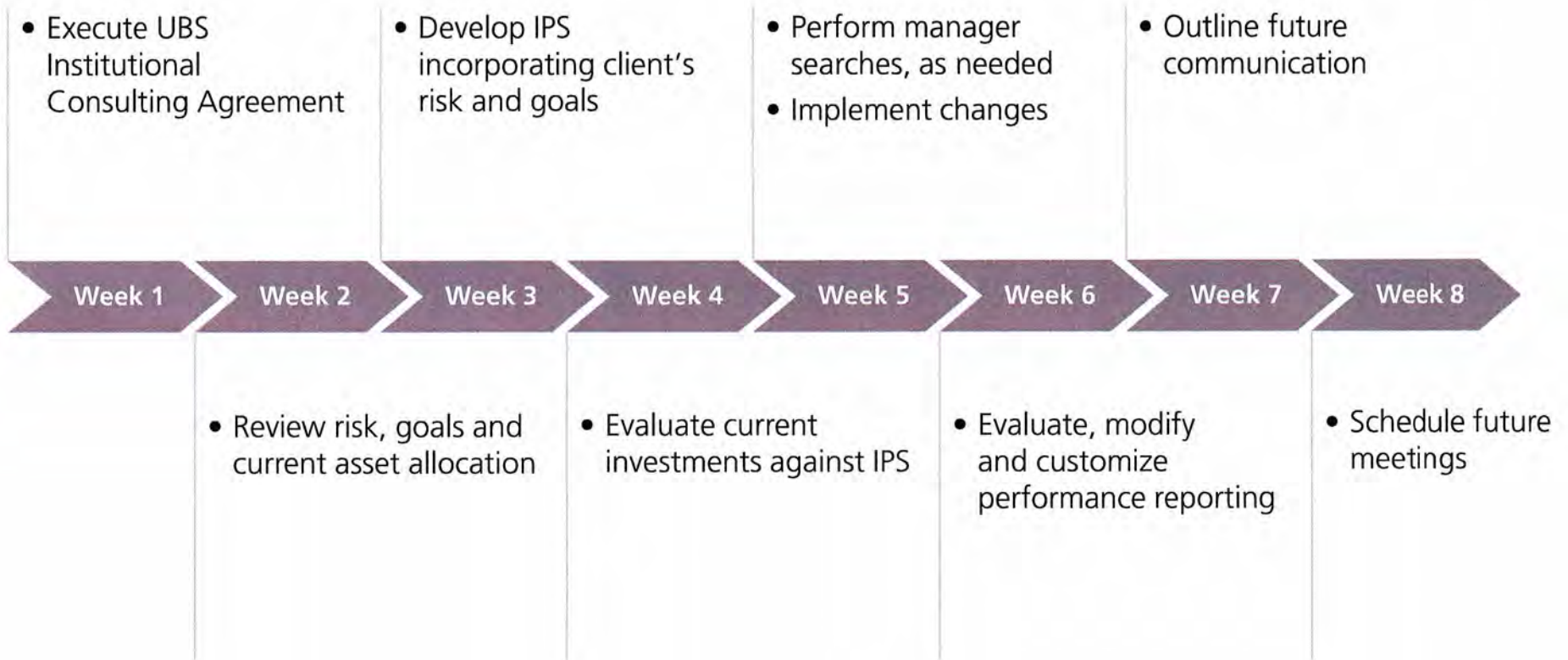
Based on our current understanding of the engagement, we propose an annual consulting fee schedule (billed quarterly) as follows: **100 basis points.**<sup>1</sup> The UBS Institutional Consultant acts as your fiduciary and our fees are not tied to the investments we recommend.

<sup>1</sup> It is important to note that our consulting fee stays constant regardless of the investment products chosen. Fees charged by money managers or pooled investment expense ratios (mutual funds, ETFs etc.) are additional. Subject to execution of a UBS Institutional Consulting Agreement. Additional charges and fees apply. Please refer to your UBS Institutional Consulting Agreement and UBS's Form ADV Part 2A brochure, available from your Financial Advisor, for more information.



# Sample timeline

Transition timeframe:



<sup>1</sup> Dependent upon schedule and needs of the organization.

# Thank you!

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# Important information

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# Important information

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