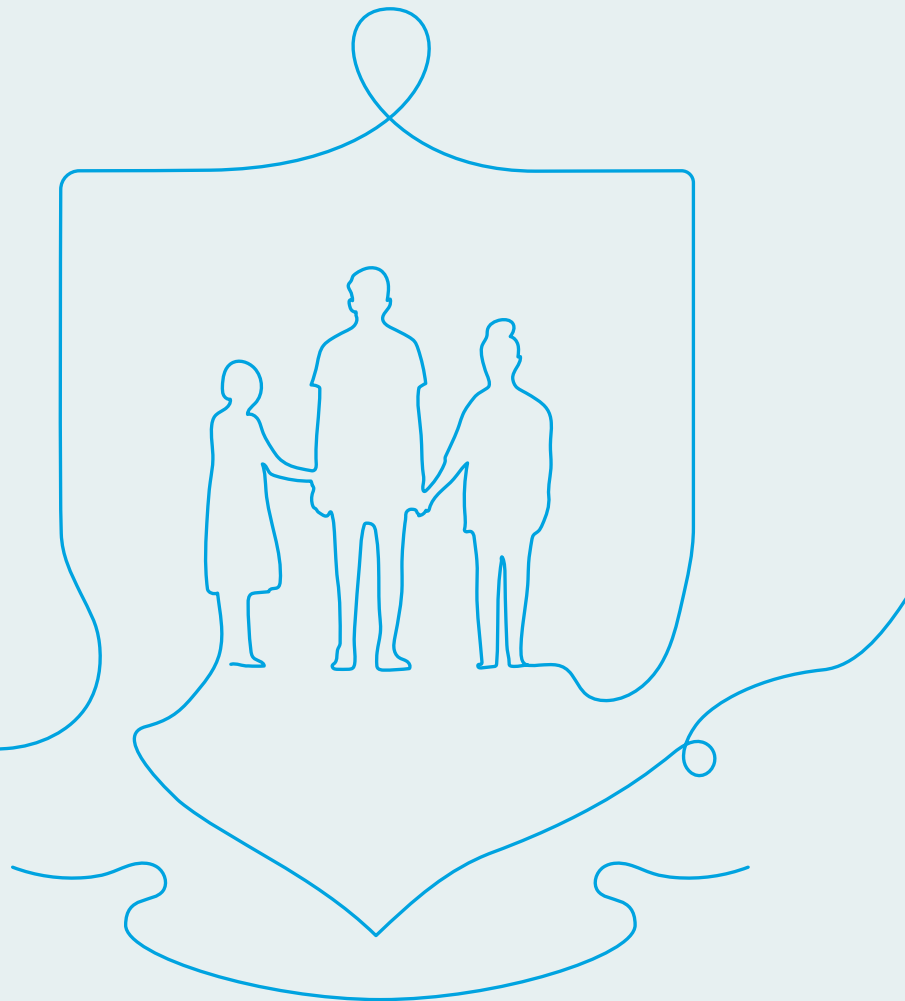




# Fiduciary services fee policy



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# Schedule of compensation

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## Estate settlement fees

The basic rate schedule for estate settlement services is as follows:

Value	Fee
The first \$100,000	5.0%
The next \$200,000	4.0%
The next \$700,000	3.0%
The next \$4,000,000	2.5%
Over \$5,000,000	2.0%

These rates are applied to all assets passing under the will (probate assets) and on all income collected by the estate. For assets which do not pass under the will (non-probate assets) but which are includable in the estate for federal estate tax purposes, a fee of up to 1.5% is applied on the includable value of such assets in lieu of a fee based on the above rates. The decedent's primary residence is normally excluded from the commissionable estate if it passes to the surviving spouse. There is a minimum estate settlement fee of \$100,000.

Whenever Deutsche Bank Wealth Management serves as an executor, we bring to this responsibility the full complement of our services and expertise. Our duties include locating and safeguarding important client records; inventorying, collecting and investing estate assets; computing and budgeting for estate taxes and administration expenses; distributing assets in a timely and tax-effective manner and properly accounting to all interested parties. Our policy, therefore, is to receive one full commission without regard to the number of executors involved.

## Trust management fees

Annual trust fees (established as of January 1, 2020) are as follows:

Value	Fee
The first \$2,000,000	1.55%
The next \$3,000,000	1.00%
The next \$5,000,000	0.65%
On the balance, e.g., \$10,000,000+	0.50%

Deutsche Bank Wealth Management's role as the corporate trustee includes investment management, custodial services, separate income and principal record keeping, the furnishing of periodic statements of investments and transactions, coordination and processing of routine and special trust payments and preparation and filing of the trust's federal and applicable state fiduciary income tax returns. Accordingly, Deutsche Bank Wealth Management looks to receive one full commission notwithstanding the size of the trust or the number of fiduciaries.

Annual fees are payable quarterly and are charged 1/3 to income and 2/3 to principal unless the trust instrument, local law or custom provide for a different allocation. Our minimum annual trust fee is \$15,000. The annual trust fees do not include accountants' and attorneys' charges in connection with the preparation and settlement of intermediate or final accountings.

## Administrative trusteeship fees

Deutsche Bank Wealth Management, through its Delaware Trust Company, can serve as Administrative or Directed Trustee where we do not perform the investment management of the trust assets and our duties are limited to administrative tasks; such as keeping books and records, overseeing the provisions of the Trust, making distributions to beneficiaries and tax compliance. Decisions regarding the trust's investments and assets are made by a Direction Investment Advisor.

Our fee for serving as Administrative Trustee is \$15,000 per annum, charged in advance. Additional fees may be charged for more complex situations. This fee does not include the expenses of outside accountants and attorneys when required to handle specialized matters and tax filings.

## Termination / Paying-out fee

For trusts in existence prior to January 1, 1992, there is a 1% fee applicable to all sums paid out of the trust prior to January 1, 1992. A reduced prorated paying out fee will apply to all sums paid out after January 1, 1992.

For trusts created after January 1, 1992, the above 1% termination/paying-out fee is not applicable, but rather subject to the trust settlement fee below.

## Trust settlement fee for trusts created after January 1, 1992

In addition to our annual trustee's fee, at the final settlement of a trust subject to our published fee schedule or on the occasion of any intermediate accounting of 10 years or longer, Deutsche Bank Wealth Management charges a settlement fee as noted below. This fee does not include accountants' and attorneys' charges in connection with the preparation and settlement of the final accountings.

Value	Fee
\$1,000,000 or less	\$2,500
\$1,000,001 to \$5,000,000	\$5,000
Greater than \$5,000,000	\$7,500

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# Supplemental trust fees

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## Testamentary trusts/Deutsche Bank Wealth Management as executor

Whenever a will creates one or more testamentary trusts, it is generally Deutsche Bank Wealth Management's policy to serve as fiduciary only when we are named in both capacities of executor and trustee. When we are asked to serve as trustee of a testamentary trust but not as an executor of the Will, we assume responsibilities and liabilities that require us to review carefully the final accounting and administrative activities of the named executor. In light of these functions, we reserve the right to charge an acceptance fee of up to 1% of the value of the assets received. This fee also applies in situations where we are asked to assume the role of successor trustee. It is normally payable when we receive the funds from the prior fiduciary.

## Trusts taxable in estates

Deutsche Bank Wealth Management frequently serves as trustee of trusts that are includable in our clients' taxable estates. In those situations, we are called upon to provide federal estate tax information and perform other special duties. Accordingly, there is a charge of 1.5% of an includable trust's value as of the date of death. This charge will be waived if Deutsche Bank Wealth Management serves as executor of the client's estate and receives compensation based on our published rates for non-probate assets.

## Insurance trusts

When Deutsche Bank Wealth Management is asked to serve as trustee of an insurance trust, we recommend that the Bank be named as successor trustee to commence acting at the time that the insurance is funded, not at its inception. If the client prefers Deutsche Bank Wealth Management to act at inception, an acceptance fee of \$2,500 will be charged to establish the account on our records. We also charge an annual fee for the administrative duties performed on the account and policies, including writing withdrawal letters and premium payments. This fee is based upon the aggregated face value of up to five policies owned by the trust as follows:

Aggregated face value	Annual fee
Under \$10 million	\$2,500
Between \$10 and \$20 million	\$5,000
Over \$20 million	\$7,500

For any account holding more than five policies, additional fees will apply. Certain larger or more complex insurance placements will warrant additional compensation. Deutsche Bank Wealth Management's normal trust management fees apply on our receipt of insurance proceeds or other assets.

## Accumulated income accounts

Wills and trust agreements often provide for the segregation of funds in an accumulated income account for the benefit of one or more individuals. Generally, these accounts require the same services as a separate trust, such as investment reviews, discretionary payments and separate bookkeeping for income and principal. Thus, the costs associated with administering these accounts are similar to those for any stand-alone trust, even though the account may not technically be considered a separate entity under the terms of the will or governing trust instrument. Consequently, Deutsche Bank's published rates for trust management will apply for all such types of segregated accounts as if they were separate trusts.

In other situations where accumulated income is being segregated and held clearly on a temporary basis (e.g., during the administration of an estate or pending year-end decisions concerning the discretionary payment of the income), such funds will normally be considered as an integral part of the estate or trust, and we will not apply a separate fee structure.

## Donor-controlled trusts

When Deutsche Bank Wealth Management acts as trustee of a self-directed trust without having any responsibility for the investment management, we provide a discount of 30% from our standard rates, but still subject to a \$15,000 minimum annual fee. The agreement must provide appropriate language relieving Deutsche Bank Wealth Management from investment responsibility during such time as the grantor retains control.

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# Oil and gas

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When a trust holds royalty interests in oil and gas properties or similar assets, these interests are valued for annual fee purposes at five times net revenues. The comparable presumptive values for working interests are arrived at by multiplying net revenues less operating expenses by five. Inactive oil and gas interests are assigned a nominal carrying value. Additionally, Deutsche Bank Wealth Management charges 5% of gross proceeds on royalty and working interests, plus 5% of expenses paid on those interests held in an estate or trust. These charges cover ordinary management services for these properties. Special services, as defined below, will require additional charges.

## Oil and gas special services

Sales of interests	<ul style="list-style-type: none"><li>• 5% of gross proceeds of sale</li></ul>
Tender/Exchange offers	<ul style="list-style-type: none"><li>• Reasonable fee based on time expended</li><li>• Fees are payable from principal</li></ul>
Leasing services	<ul style="list-style-type: none"><li>• 5% of cash bonus</li><li>• 5% of annual delay rentals received thereafter</li></ul>
Royalty recovery fee	<ul style="list-style-type: none"><li>• Fees are payable from income.</li><li>• 10% of amount received</li><li>• Fee is payable from income and/or principal as appropriate</li></ul>
Oil and gas properties	<ul style="list-style-type: none"><li>• 5% of gross proceeds on royalty interests</li><li>• 5% of gross proceeds and expenses paid on working interest</li><li>• Fees are payable from income and/or principal as appropriate</li></ul>

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# Real estate

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Real estate held in trust is valued for annual fee purposes at fair market value, and such values are normally subject to review every one to three years. Additionally, in the event Deutsche Bank Wealth Management manages the property, it charges 6% of gross rents collected. For servicing mortgages held in an estate or trust, we charge 6% of annual total collections.

## Real estate standard services

Our standard fees cover the services normally required to administer each trust and, in many instances, no additional charges are incurred. Trusts with special needs or that call for unusual levels of officer attention require supplemental charges to cover costs not considered part of our basic fees.

The following are examples of services requiring supplemental charges:

- Excessive frequency of automated remittances, statements and valuations
- Foreign drafts
- Closely held businesses and other unusual assets
- Extraordinary expenses
- Broker designations
- Tax summary reports
- Cash sweeps to outside mutual funds

## Real estate special services

Extraordinary fee	<ul style="list-style-type: none"><li>• \$275/hour</li></ul>
Lease negotiations	<ul style="list-style-type: none"><li>• 10% of lease income at origination of full life of lease</li><li>• Fees are payable from income and/or principal as appropriate</li></ul>
Real estate purchase and sale	<ul style="list-style-type: none"><li>• Commercial, timber, industrial properties: 10% of purchase or sales amount without assistance of a realtor/3% with the assistance of a realtor</li><li>• Residential properties: 7% of purchase or sales price without the assistance of a realtor/3% with the assistance of a realtor</li><li>• Fees are payable from income and/or principal as appropriate</li></ul>

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# About Deutsche Bank Wealth Management

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Deutsche Bank Wealth Management serves as a trusted partner to wealthy individuals, family offices and select institutions. With practices in the Americas, Europe and Emerging Markets, we are one of the largest wealth managers globally. As a full-service wealth management firm, we offer our clients a comprehensive suite of private banking solutions, including access to the broader financial offering of Deutsche Bank.

We would welcome the opportunity to work with you. For more information please contact your Relationship Manager or visit [deutschewealth.com](https://www.deutschewealth.com)

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“Deutsche Bank” means Deutsche Bank AG and its affiliated companies. Deutsche Bank Wealth Management represents the wealth management activities conducted by Deutsche Bank AG or its subsidiaries. Trust and estate services are provided through Deutsche Bank Trust Company, N.A., Deutsche Bank Trust Company Delaware and Deutsche Bank National Trust Company. Banking and lending services are offered through Deutsche Bank Trust Company Americas, member FDIC, and other members of the Deutsche Bank Group. Brokerage services are offered through Deutsche Bank Securities Inc., a broker-dealer and registered investment adviser, which conducts investment banking and securities activities in the United States. Deutsche Bank Securities Inc. is a member of FINRA, NYSE and SIPC.