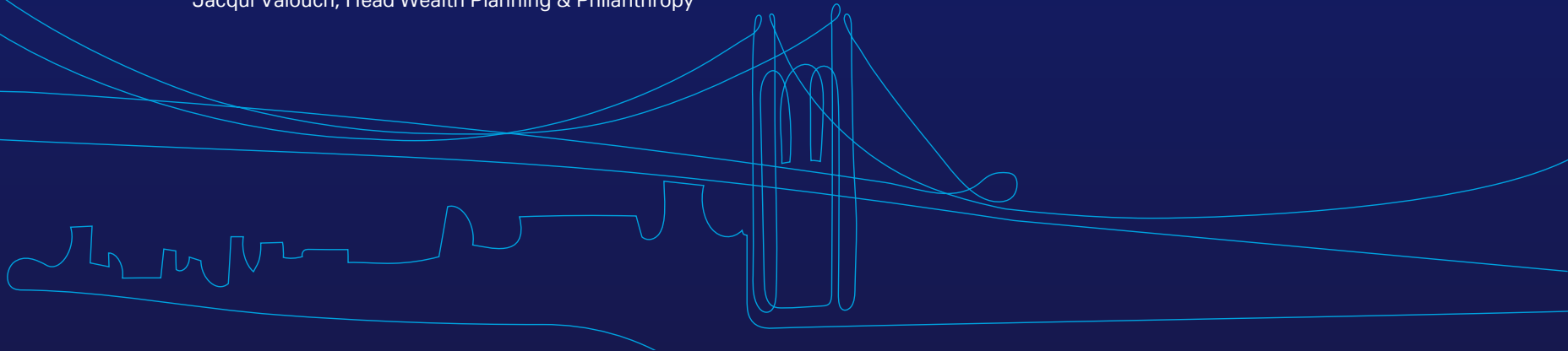




NextGen Summer Seminar – Trusts Planning for Global Clients

June 2024

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Wealth planning capabilities



In addition to our fiduciary capabilities, Deutsche Bank Wealth Management has experienced wealth strategists who work closely with clients to design customized strategies focused on maximizing the accumulation, preservation and protection of their wealth. Our wealth planning capabilities include:

- 1** | **Estate Planning**
We partner with wealth planning experts to develop a customized estate plan that meets a client's financial and legacy goals
- 2** | **Tax Planning**
We coordinate with tax and legal advisers to address income tax issues, at both the federal and state level
- 3** | **Life Insurance**
Our objectivity and third-party providers allow clients to efficiently manage risk, for both income replacement and estate planning purposes
- 4** | **Philanthropy**
We work to ensure tax-efficiency in an effort to create a flexible charitable legacy for current and future generations
- 5** | **Wealth Education**
We offer strategies and solutions to guide a client's family through multi-generational financial and philosophical decisions

Fiduciary capabilities

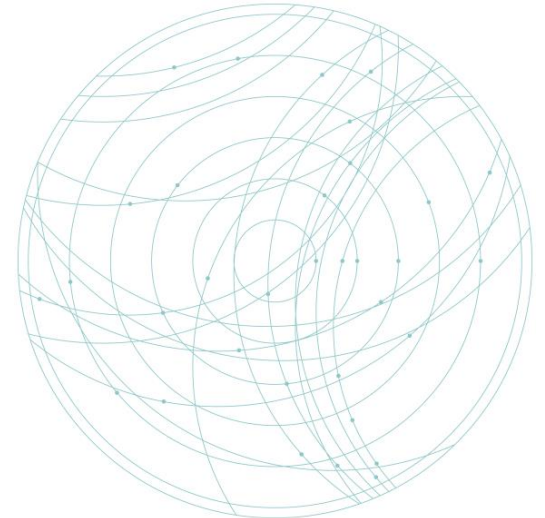


Deutsche Bank Wealth Management can help ensure that a client's wealth will benefit both current and future generations. Trust and estate administration and all related fiduciary services are at the heart of our capabilities, dating back to the founding of the firm more than a century ago.

Our fiduciary capabilities were originally part of Bankers Trust Company, founded in 1903 and acquired by Deutsche Bank in 1999. The overall mission of Deutsche Bank Wealth Management is to deliver a highly personalized boutique planning experience, while leveraging the extensive resources of Deutsche Bank. Our firm has a long and uninterrupted history as an industry leader.

Personnel with over
25 Years
of fiduciary experience

Over
\$11 billion
in assets under administration



Facts and figures as of December 31, 2022

It is important to note that our trust administrators handle **both** trusts and estates, setting us apart from other institutions where these services are often bifurcated. The professionals at Deutsche Bank Wealth Management provide welcome continuity to clients and their families, particularly as property moves from generation to generation.

Fiduciary services overview

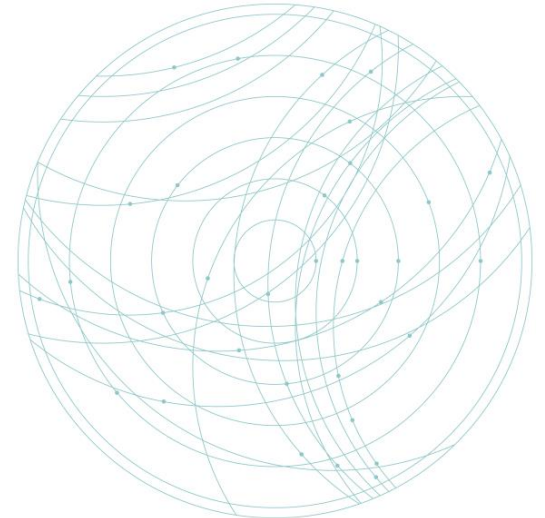


A corporate fiduciary is a bank or trust company that serves as trustee of a trust or as executor, or personal representative, of a decedent's estate.

The tangible benefits of using a corporate fiduciary include:

- 1 | Objectivity and fairness in mediating family conflicts
- 2 | Expertise in administering complex situations
- 3 | Customized investment and risk management strategies
- 4 | Understanding of multi-jurisdictional issues

Deutsche Bank Wealth Management, through a variety of its trust company entities (including Deutsche Bank Trust Company, N.A., Deutsche Bank Trust Company Delaware and Deutsche Bank National Trust Company), can serve as trustee and executor in all fifty states and the District of Columbia. Deutsche Bank Wealth Management also offers trust services to international clients, either through these entities or one of our offshore affiliates.



Trustee services



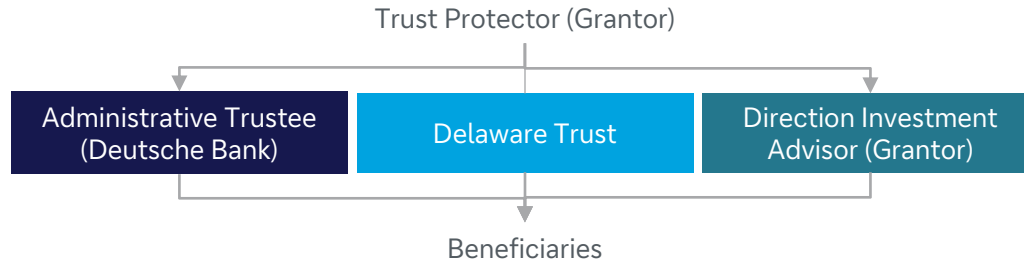
Full Trustee/Co-trustee – Deutsche Bank Wealth Management has the capability to act as either sole or co-trustee of virtually any type of trust, offering a full range of administrative, investment, legal and accounting expertise to achieve the specific goals of a family. This is our most comprehensive fiduciary service for clients.

Trust agency – When an individual is acting as trustee, Deutsche Bank Wealth Management can serve as Trust Agent for the individual, fulfilling all the fiduciary duties required by the trustee as outlined in the governing instrument.

Administrative or directed trustee When clients wish to self-direct investments or use outside managers for investments, Deutsche Bank Wealth Management can also provide trustee services on a more limited basis.

For example, Delaware is quite favorable for creating trusts in which the trustee’s 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,” while a “Trust Protector” has special powers over the trust, including the ability to remove the trustee and the Direction Investment Advisor at any time.

Thus, when an Administrative or Directed Trustee is desired, Deutsche Bank Trust Company Delaware can serve in this role. Below is a schematic of the typical governance structure



The Grantor often acts as both Trust Protector and Direction Investment Advisor during the Grantor’s lifetime, and designates a successor to assume these roles in the future.



Executor/ Co-executor

The services of Deutsche Bank Wealth Management are available to assist clients and their families at death by acting as executor (or personal representative) of a will, administrator of an estate, or as trustee of a will- substitute trust. As previously mentioned, Deutsche Bank Wealth Management has a long fiduciary history.

Estate agency

Where an individual is acting as executor or administrator, our services are nonetheless available. By naming us as Estate Agent, the individual charged with the responsibility of administering the estate can access our full array of fiduciary and special services.



Guardianship services

Unlike many other institutions, Deutsche Bank Wealth Management has significant experience acting as a fiduciary in situations that do not involve trusts and estates. These include guardianships, conservatorships, committeeships and “special needs” trusts, all of which typically involve an individual who is unable to manage his or her own affairs, due to age, disability or injury.

As guardian of a beneficiary’s estate or as trustee, Deutsche Bank Wealth Management is responsible to the court for managing and disbursing a beneficiary’s award. In this role, we have experience with the following key responsibilities:

- Investing and managing all assets, including real estate
- Paying a beneficiary’s bills and ongoing expenses
- Engaging experts who can advise on what to expect and how best to meet a beneficiary’s needs
- Assisting with the purchase of health insurance for a beneficiary’s children
- Coordinating insurance filings and expenditures for medical equipment
- Understanding necessary court approvals
- Assisting in the preparation of state and federal income tax returns

In the end, our sole focus is on a beneficiary’s care and well-being, and we work side by side with our clients to achieve this critical goal.



Escrow services

In certain circumstances, Deutsche Bank Wealth Management can serve as Escrow Agent where personal fiduciary service is required in a non-discretionary escrow situation.

Special asset advisory

Deutsche Bank Wealth Management also has a dedicated group that focuses exclusively on managing special assets in a trust or an estate. Such assets might include significant real estate holdings, oil and gas interests, collectables and/or operating businesses.



A dedicated team manages a wide variety of non-financial assets, including:

- Real estate
- Oil and gas
- Collections
- Closely held corporations and partnership interests
- Operating businesses
- Risk-managed investments



We also call upon external resources available to:

- Leverage capabilities of Deutsche Bank globally
- Employ and oversee experienced local managers as required



Trust assets administered today include:

- Real estate, including nearly 150 commercial, residential, agricultural, coal and mineral properties
- Extensive oil and gas holdings
- Closely held businesses in estates
- Art collections

DB is able to act in the U.S. as:



- Trustee of a Revocable or Irrevocable Trust
- Trustee of a Testamentary Trust (under a Will)
- Trustee of an Irrevocable Life Insurance Trust (ILIT)
- Trust Agent
- Administrative Trustee or Directed Trustee
- Trustee of a Special Trust
- Executor of an Estate (under a Will)
- Administrator of an Estate
- Agent for an Executor or Administrator
- Guardian or Conservator for Incapacitated Persons

Types of Trust Accounts



Inter vivos (Living)

Revocable

- Living Trust

Irrevocable

- Charitable Remainder Trust
- Generation Skipping Trust
- Asset Protection Trust
- Charitable Lead Trust

Testamentary

- Asset Protection Trust
- Charitable Remainder Trust
- Residuary Trust
- QTIP (Qualified Terminable Interest Property)

Why Create a Trust?



Tax planning – compliant income and estate tax planning using

Dynasty Trusts

Charitable Trusts

Control of how to distribute and benefit from assets and compliant confidentiality

Living Trust

QTIP Trust

Probate and estate planning

Revocable Trust

Irrevocable Trust

Duties of a Trustee



- Collect and manage the assets
- Provide for the current beneficiaries
- Provide for the remaindermen
- Consider tax consequences of all actions
- Consider needs of the beneficiaries
- Maintain accurate records
- File all trust income tax returns
- Account to beneficiaries periodically, and upon request



Trust assets are characterized as either principal or income. Beneficiaries are provided certain rights to the income (dividends, interest, rents and royalties), principal or both as spelled out in the document.

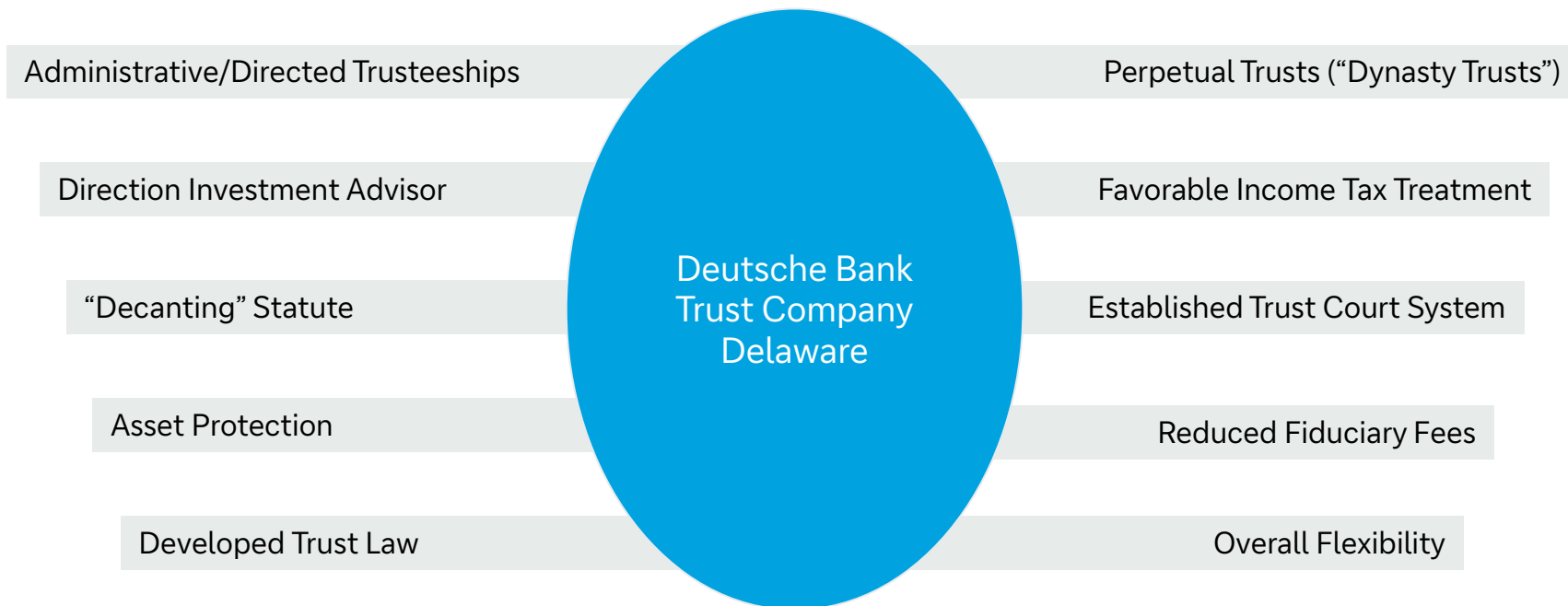
New York Principal and Income Act changed the way Trustees and beneficiaries define income. In certain types of trusts, the Trustees now have the discretion to supplement traditional trust income with a distribution of principal, hence redefining income as a percentage of the market value of the account.



- Preserving wealth
- Minimizing taxes
- Generating income
- Lowering portfolio risk and volatility
- Preparing your children to assume responsibilities
- Addressing your philanthropic goals
- Planning for special asset succession
- Incorporating personal values in investing
- Funding children's/grandchildren's financial needs
- Probate planning (what is Probate?)
- Estate Planning (what happens when a person is incapacitated or disabled and after the person's demise?)

What are your needs?

- Do you have low-basis stocks?
- Do you have an exit strategy for special assets?
- What lifestyle do you wish to maintain after retirement?
- Do any of your loved ones have special needs?



Administrative Trusteeship under Delaware Law

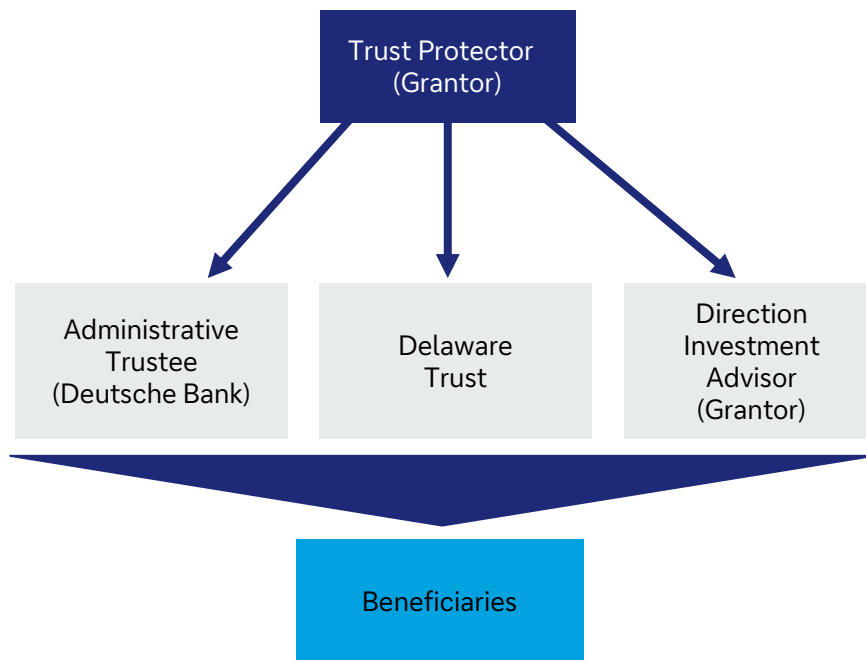


Delaware is very favorable for creating highly discretionary trusts in which the Trustee's duties are limited to "Administrative Trusteeship." In Administrative Trusteeship, the Trustee is not responsible for making investment decisions with respect to a Trust's assets. Such decisions are made by the "Direction Investment Advisor" of a Trust.

In the typical governance structure for a Trust subject to Administrative Trusteeship, the roles are as follows:

- The **Trustee** administers all of the assets of a Trust in accordance with the terms of the trust agreement.
- The **Direction Investment Advisor** makes all investment decisions for a Trust and gives instructions to the Trustee to implement same.
- The **Trust Protector** has special powers over a Trust, including the ability to remove the Trustee and the Direction Investment Advisor at any time.

The Grantor often acts as the Trust Protector and as the Direction Investment Advisor during his/her lifetime, and designates a successor to act in these roles in the future.



How do we do all of this? Working with our wonderful Trust company colleagues!



In 1903 a group of 30 year olds met in New York City's Metropolitan Club on an invitation from a young dynamic banker named Henry Pomeroy Davison (who was 35 at the time). Davison's idea was to organize a new bank that would not compete with other bank's commercial business – but rather act as a fiduciary for work that other commercial banks didn't offer.

On March 30th Banker's Trust began operations.

The New York Times said on January 31, 1903 that the directors of this new trust company “are mainly the younger bank officials of the industry” and they were so well connected that “hardly any banker in the United States would not find a friend on the list”. Davison worked closely with J.P. Morgan and played a key role during the panic of 1907.

We are guessing that being the millennials of their time, they probably dined on avocado toast and swapped LinkedIn connections. This is our DB heritage in the fiduciary business – and why it still resonates with clients today.



“Trusts are awesome” –
Henry Pomeroy Davison

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Gary A. Marzolla

Managing Director,
Head of Fiduciary New
Business Development

Gary Marzolla is a Managing Director in charge of Fiduciary New Business Development for Deutsche Bank Wealth Management in the U.S.

Mr. Marzolla's background is in trust and estates, serving as a Senior Trust Officer for more than 15 years. Prior to joining Deutsche Bank in 1997, he was Director of Marketing and Sales for the Global Trust & Investment Division of Chemical Bank's Private Banking Group prior to the merger between Chemical and The Chase Manhattan Bank, now J.P. Morgan Chase. He began his career at Manufacturers Hanover Trust Company in 1975.

Mr. Marzolla has presented seminars on wealth transfer planning, trust and estate administration and the role of a corporate fiduciary while serving in his positions within personal trust departments. He has held memberships in the Estate Planning Councils of Rockland County, Westchester County and New York City. He has also attended numerous New York State Banking Association schools.

Mr. Marzolla earned his B.A. in History from Fairfield University, his M.B.A. in Finance and Marketing from Fordham University and attended Fairfield University's Graduate School of Education.

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Francesca Boschini

Director,
Head of International Wealth
Planning & Head of Insurance
Solutions – Americas

Francesca Boschini is Director - Head of International Wealth Planning & Head of Insurance Solutions for the Americas at Deutsche Bank Wealth Management. Ms. Boschini is based in New York and is in charge of Deutsche Bank Wealth Management Americas cross-border and international wealth planning practice and of its insurance planning solutions platform. When working directly with clients Ms. Boschini provides technical assistance on wealth planning and insurance planning matters to U.S. and international families. She works to develop and execute solutions for the complex global wealth preservation, estate and insurance planning needs of high-net-worth and ultra-high-net-worth clients.

Ms. Boschini has over 25 years of experience in the wealth planning field. Prior to joining the firm, she worked at RBC Wealth Management for 18 years, as head of its U.S. & International Wealth Planning team and served as a Director on the RBC Delaware Trust Company Board of Directors.

Ms. Boschini earned her civil law degree and was awarded the academic degree of Doctor of Jurisprudence (J.D.) from the University of Bologna School of Law in 1997. She earned her Master of Laws degree (LL.M.) in 2002, specializing in tax and estate planning, from the University of Miami School of Law. She was an honors recipient of the 2000 Garcia-Amador Scholarship and also received the Certification in International Tax from the same university. She has earned the “Trust and Estate Practitioner” designation (TEP) from the Society of Trust and Estate Practitioners. TEPs are internationally recognized as experts in their field, with proven qualifications and experience.

Ms. Boschini is a frequent speaker at international trust and estate planning conferences globally, and has authored several articles published in leading professional journals. She is fluent in English, Italian and Spanish with a working knowledge of Portuguese. Ms. Boschini is an active member of the Society of Trust and Estate Practitioners (STEP), of the Institute for Family Governance (IFG) where she is an Advisory Board Member, with a focus on working with the Next Generation on Family Governance and Wealth Education, enhancing the role of women in finance and fostering the development of young female leaders.

Ms. Boschini has won numerous awards during her career. Most recently, Citywealth awards and accolades including: member of Citywealth’s Leaders List, shortlisted for the 2019 Powerwomen award for Best Female Advisors & Managers in the U.S., International Powerwomen Top 100 ranking for 2019, 2020 Powerwomen Editor’s Choice Award and New York Bronze Banking Award, Top 20 Women in Private Wealth Management 2020, Top 50 Wealth Management Advisors 2020, Top recommended NY Wealth Management Professional Advisors 2021 and Top 100 Global Wealth Management Advisors 2022. Citywealth’s Leaderslist is a peers-led-contest that invites advisors within the global wealth management industry to vote for their top advisors globally.

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Jacqueline Valouch

Managing Director,
Head of Wealth Planning and
Philanthropy

Jacqueline Valouch is the Head of Wealth Planning and Philanthropy for Deutsche Bank Wealth Management based in New York. The group is comprised of in-house tax, trust and estate attorneys, and certified public accountants. Together, they advise clients in areas such as estate planning, tax planning, life insurance, art collections, philanthropy, and next-generation wealth education, including a focus on international and cross-border wealth planning. They also work closely on the estate and trust administration needs of wealthy families.

Ms. Valouch has over 20 years of experience in the wealth planning area. After nearly a decade in private practice, Ms. Valouch joined Fidelity Charitable where, for 15 years, she led a team of charitable planning experts, and advised individuals, families, and their advisors on how to incorporate charitable giving into their long-term planning goals.

Ms. Valouch has been featured as a subject matter expert at numerous conferences and panels on a variety of charitable planning topics. She holds a B.A. from the State University of New York at Albany and a J.D. from New York Law School, where she served as an adjunct professor of law teaching Charitable Organizations. Ms. Valouch sits on the Board of Directors for the Armory Foundation, is on the Executive Committee of WorkingNation, serves as a Leadership Advisor for Grace Farms Foundation and is also Co-Chair of the Lincoln Center Planned Giving Advisory Committee.

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