

Personal Trust Services

A suite of products to broaden your wealth management practice

Trends indicate that today's investors are increasingly focused on the benefits of trusts. Your ability to tap into the opportunity generated by this growing demand may have a significant impact on the success of your firm. Offering trust solutions may help you grow your business, augment the strengths of your firm, and assist in building deeper relationships with your clients and their families.

A full spectrum of trust services that meet your clients' needs

The Personal Trust Services program is integrated with the brokerage platform, providing a convenient way for you to offer trustee services while maintaining investment management responsibilities for your clients' assets. To help meet the evolving and diverse needs of your clients, the program consists of the following four products:

Administrative Trustee Service¹

Administrative Trustee Service enables clients to appoint Fidelity Personal Trust Company, FBS (FPTC) as trustee or co-trustee to handle all the fiduciary, accounting, and tax responsibilities of administering the trust.

Your clients may choose not to burden family or friends by asking them to act as trustee. They also may have complex needs that prompt them to seek professional services. FPTC's dedicated and experienced trust officers can help.

Agent Trustee Service¹

Agent for Trustee Service allows a trustee to retain FPTC, as agent to assist with administrative and reporting functions, while continuing to serve as trustee.

Serving as trustee can involve considerable time and effort, and some people may find they need assistance with the complex accounting, recordkeeping, and tax requirements of effectively administering a trust. To help ease this administrative load, FPTC, as a service provider, can perform a wide range of administrative functions at the trustee's direction.

Trust Reporting Services²

Trust Reporting Service simplifies the accounting and reporting of personal trusts by providing:

- Principal and income accounting of securities held in the brokerage account
- The ability to comprehensively report on your clients' portfolios by including assets held away³

These features display on customer statements as well as on online channels—WealthscapeSM, Wealthscape InvestorSM and Fidelity.com.

Trustee Match Program⁴

Trustee Match Program is designed to assist you in finding a trust company to act as trustee when FPTC is not the preferred choice. This program offers a network of participating trust companies, enabling you to select the appropriate trustee for your clients' needs. Access to trustees is streamlined through a convenient website located on Fidelity Wealthscape.

Whether your clients need the complete services of a corporate trustee or they just want support while someone else acts as trustee, the Personal Trust Services program can help. Regardless of the client's desired level of assistance, the program is always centered around you as the investment manager, key relationship liaison, and point of contact.

Fees are charged by the selected trustee. Visit the Trustee Match Program website (www.trusteematchprogram.com), located on Fidelity Wealthscape, or contact the participating trust company for their fee schedule.

The following table outlines key functions performed in the Personal Trust Services offering.

OVERVIEW OF TRUST SERVICES

	Administrative Trustee	Agent For Trustee	Trust Reporting	Trustee Match Program
Provide principal and income accounting.	X	X	X	Services may vary and are provided by the selected trust company. Participating firms include: <ul style="list-style-type: none"> • Arden Trust Co. • Colonial Trust Co. • Comerica Bank & Trust NA • Midwest Trust Co. • Premier Trust Co. • RBC Trust Co., DE Ltd.
Support reporting of assets held away.	X	X	X	
Custody assets via brokerage platform.	X	X	X	
Supply a dedicated, experienced trust officer to work with you and your client.	X	X		
Administer the trust in accordance with its terms.	X	X		
Make discretionary and nondiscretionary distributions to beneficiaries.	X	X		
Pay trust expenses.	X	X		
Facilitate preparation and filing of federal and state income tax returns.	X	X		
Calculate distribution amounts—trust income and/or unitrust payout.	X	X		
Conduct annual reviews.	X	X		
Pricing	See pricing information below and on the next page		\$250 per account	

Program Fees

The annual fees noted below are calculated and assessed quarterly.

Average Balance**	Trust Administration Fee
Administrative Trustee Service* Fidelity Personal Trust Company, FSB serving as Sole Trustee	
First \$2 million	0.45%
Next \$3 million	0.35%
Next \$5 million	0.25%
More than \$10 million	Negotiable
Minimum Annual Fee	\$4,500
Minimum Account Size	\$1 million
Agent for Trustee Service	
First \$2 million	0.34%
Next \$3 million	0.26%
Next \$5 million	0.19%
More than \$10 million	Negotiable
Minimum Annual Fee	\$3,375
Minimum Account Size	\$1 million

As of December 2021. Note: reflects 25% discount from Administrative Trustee Service.

* Trust administration fees payable to FPTC are separate from any fees assessed by any co-trustee(s), any advisory or investment management fee(s), and any additional fee(s) described herein.

**Average Daily Balance determined on the last business day of the quarter; fees are charged to the account quarterly.

Program Fee Details

- A full annual fee will be charged on any account that opens and closes within the first year. This fee is calculated based on the highest end-of-day asset market value of the account during the first year.
- An annual real estate administration fee of \$1,500 will apply to accounts holding residential real estate where a trustee other than Fidelity Personal Trust Company, FSB (FPTC) is appointed to assume property management and custody responsibilities. If no other trustee is appointed, FPTC may assess an annual fee for property management, not to exceed 1% of the market value of the real property. FPTC utilizes a third-party vendor for real estate administration, which may assess a fee for the sale of real property held in trust. These fees could range from 1.5% to 2% of gross sale price and will be paid from the trust as incurred.
- No fees are charged when FPTC is named as successor trustee to serve at some time in the future. Fees are charged only when FPTC begins to serve as trustee.
- A termination fee of 1% of market value of assets held in the account may apply.
- An annual tax preparation fee of \$450 will be charged for preparation of federal and state fiduciary tax returns, as required. This is a pass-through fee from the contracted third-party tax preparer. No fee is charged to accounts subject to Form 1099 reporting.
- Irrevocable Life Insurance Trusts will incur a first-year fee of \$5,000 and an annual fee of \$5,000 thereafter for up to (2) policies. Each additional policy is \$1,000. This fee is in lieu of the fee noted in the schedules above, and includes payment of life insurance premiums and notification to beneficiaries, when required, for up to two policies.
- Fees for third-party professional services including investment management, legal services, real estate appraisals, etc. are not included in the trust administration fee and will be paid from the trust as incurred.
- A minimum of one year of annual fees may be assessed for all trusts.
- Additional charges may be assessed if special or extraordinary services, other than those services described above, are requested or required.
- Please note that all fees above are subject to change.

Trust Reporting Service

An annual fee of \$250 will apply for each account.

Trustee Match Program

Fees are charged by the selected trustee. Visit the Trustee Match Program website, located on Fidelity Wealthscape, or contact the participating trust company for their fee schedule.

For more information, please contact your Fidelity Representative.



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¹ The Agent for Trustee Service and the Administrative Trustee Service are offered by Fidelity Personal Trust Company, FSB (FPTC).

FPTC is a federal savings bank and a Fidelity Investments company. Non deposit investment products offered through FPTC and its affiliates are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency, are not obligations of any bank, and are subject to risk, including possible loss of principal.

² Also known as Fidelity Reporting Service; provided by National Financial Services LLC and Fidelity Brokerage Services LLC.

³ Information for assets not custodied by Fidelity Brokerage Services LLC or National Financial Services LLC ("assets held away") is provided by the investment advisor or outside parties and is included for informational purposes only. These positions are not part of the end client's brokerage account carried by Fidelity Brokerage Services LLC or National Financial Services LLC and, therefore, any Securities Investor Protection Corporation account protection afforded to the end client's account through Fidelity Brokerage Services LLC or National Financial Services LLC does not cover these assets. Fidelity Brokerage Services LLC or National Financial Services LLC is not responsible for the information provided and does not guarantee the accuracy or timeliness of the assets or prices reported.

⁴ The Trustee Match Program is provided without charge as a convenience to clients of Fidelity Brokerage Services LLC and/or its affiliate National Financial Services LLC, collectively "Fidelity." In no event shall Fidelity providing the names of one or more trust companies constitute an endorsement, recommendation, or opinion as to the quality or appropriateness of the trust company or its related services. The trust companies listed here are not affiliated with, nor are they agents of, any Fidelity company. You must conduct the evaluation and due diligence you deem necessary to determine whether a trust company and any related trustee services are suitable for your clients' needs. You are under no obligation to contact or engage any trust company.

In connection with their participation in the Trustee Match Program, trust companies may pay a referral fee for each account custodied at Fidelity in which the trust company acts as trustee.

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