

THE RBC ADVANTAGE

Serving Generations Who Put Their Trust in Us

RBC TRUST COMPANY (DELAWARE) LIMITED

A DYNAMIC TRADITION OF TRUST SERVICES

At RBC Trust Company (Delaware) Limited, we steer clear of the traditional trappings of opulence and ostentation so prevalent at other trust companies. Instead, we strive to build on our reputation as a leader in personal trust services that are flexible, dependable and fairly priced.

Chartered in Delaware in 1914, RBC Trust Company (Delaware) Limited offers complete personal trust and custody services through unique strategic partnerships with professional advisors across the country. Our area of specialty is Delaware trusts — a preferred wealth-building and preservation tool of America's most accomplished and prominent families. In fact, our investment services were founded by members of the E.I. duPont family.

Royal Bank of Canada (RBC) has a successful history of working with professional advisors to deliver strategically sound wealth management planning solutions for clients. In addition to being a global leader in providing trust services, we have over 100 years of private client banking and wealth management experience.

THE ADVANTAGES OF CHOOSING RBC

At RBC, we go beyond what other trust companies traditionally offer, delivering three key advantages:

As a valued client, you enjoy superior customer service — even if you're still on your way to attaining your ultimate financial goals

Trusts are no longer the private domain of the wealthy. Millions of Americans from all walks of life establish trusts to serve both their current and future financial needs, owing to trusts' remarkable flexibility. And through your existing advisors, we can provide first-rate personal trust services.

We strive to empower you through our knowledge and experience to help you take full advantage of the many benefits of trusts

Effective and economical, trusts can be an integral part of your wealth management plan. We can put the power of Delaware trusts to work for you through a unique partnership that combines the talents and knowledge of your existing financial advisors with the nearly 10 decades of comprehensive trust experience of RBC.

We're committed to offering you unparalleled dedication, integrity and accessibility

Clear and comprehensive communications are just the beginning. Your money is managed according to your objectives and our seasoned professionals can also take care of all necessary administrative details such as recordkeeping and tax compliance. Additionally, we're continually investing in systems to minimize costs and streamline processes. Ultimately, we're a group of committed professionals, dedicated to working with you and your advisors to devise and refine strategies to help you achieve your financial goals.

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THE RBC THREE-WAY PARTNERSHIP

Managing your finances may often seem complex and daunting. One of the ways we can help simplify the process is by delivering trust services through a three-way partnership that includes:

- You, the client
- Your existing financial, accounting, insurance and legal advisors and
- RBC Trust Company (Delaware) Limited

Traditionally, a trust officer operated much like an additional advisor. Trusts were a separate part of your financial picture, apart from your brokerage account, insurance plan or tax strategy.

Nowadays, successful individuals are increasingly focusing on their own work and families — not on coordinating financial affairs. Yet they want to stay informed about their assets and actively participate in key financial decisions. Our partnership accommodates these needs — not by adding another advisor and, therefore, another layer of complexity — but by working with your existing advisors.

Your advisors understand the benefits of trusts and the role they can play as a component of your overall financial and estate plan. But more importantly, they understand you. In our partnership, trusts are precision instruments that are carefully applied to help you accomplish specific goals. No one is better qualified to fulfill your specific needs than your own advisor.

In addition, our partnership opens up a direct line to our team of trust professionals. You may call on our expertise at any time — individually or with your advisors.

TRADITIONAL TRUST SERVICES



Multiple advisors whose various tasks were often uncoordinated.

THE RBC THREE-WAY PARTNERSHIP



Your financial advisor can coordinate trust services, along with tax, legal and insurance services. You also have a direct line to trust services.

THE BENEFITS OF DELAWARE — THE MOST WEALTH-FRIENDLY STATE

When you establish a trust with RBC Trust Company (Delaware) Limited, you enjoy the advantages of a Delaware-domiciled trust. Why do so many advisors choose Delaware?

This small state has cultivated trust business over many decades by adopting the most favorable laws and regulations for trustees and trust beneficiaries. As such, establishing a Delaware Trust and using a Delaware professional trustee carries many advantages:

- Trustees enjoy the utmost flexibility in investment management. Multiple managers and management styles may be used by Delaware trusts. A Delaware Trust can accommodate your financial advisor's investment strategy — regardless of how sophisticated it is.
- No court filings are required, ensuring maximum privacy and simplicity.
- Delaware is one of the states which provides trusts with the greatest protection against creditor claims.
- Delaware does not restrict transfers to a future trustee, giving you flexibility during your lifetime, and giving your beneficiaries flexibility in later years.
- Delaware trusts have an unlimited lifetime and can continue over as many generations as you wish.

There are also advantages to having your trust supervised by a professional trustee who is not part of your local community:

- A non-local trustee's business and professional relationships will not conflict with your wishes.
- The non-local trustee is not influenced by personal knowledge or pressure in regard to individual beneficiaries. All beneficiaries are treated professionally, in accordance with your wishes.

While a Delaware trust can be secured through a variety of trust providers, RBC Trust Company (Delaware) Limited is one of a few Delaware trust companies that offers the combination of a Delaware trust and trustee linked to — and coordinated with — the services and expertise of your financial advisor.

TRUST SERVICES THAT BENEFIT YOU TODAY — AND TOMORROW

Trust services are often mistakenly thought of as being useful only after you're gone. In fact, trusts are perhaps the most dynamic wealth management planning tools for the present and the future.

At RBC, trusts are considered lifetime wealth management planning tools. Our clients use trusts to manage taxes, send children to college, take early retirement and travel during retirement — free of undue financial concerns.

Most people know that charitable trusts have valuable estate planning benefits. But surprisingly few realize they can create current tax advantages as well as retirement income. Through this innovative use of trusts, RBC Trust Company (Delaware) Limited can help you achieve significant financial objectives both today and tomorrow.

We work in partnership with you and your advisor to help create, implement and manage investment solutions for you, which not only meet your needs today but also are flexible enough to work for you in the years to come.

TODAY

- Shelter your assets from creditors
- Enjoy increased privacy when transferring assets
- Reduce your federal income taxes
- Transfer assets to your children so that tax-advantaged earnings may be used for college expenses
- Provide the retirement income you need to maintain your standard of living
- Make day-to-day financial decisions while you travel or focus on your own complex affairs
- Provide greater financial security for dependents in the event of your death or incapacity
- Benefit a favorite charity with a tax-advantaged gift
- Consolidate your assets into a cohesive wealth management plan

TOMORROW

- Minimize estate and inheritance taxes upon your death
- Provide continuity of management of your assets after your death, in accordance with your wishes
- Avoid the depletion of your assets in case you require a long-term nursing home stay
- Establish clear provisions for your care in the event of your disability or incapacity
- Arrange for the distribution of your assets after your death according to your wishes
- Maximize your life insurance by keeping it out of your taxable estate, so the full amount may be used for estate costs or bequests

TRUSTS, TRUST SERVICES AND FEES

TRUSTS

RBC Trust Company (Delaware) Limited acts as trustee or custodian for over 2,000 personal trust and custody accounts. In addition, we serve as trustee for common trust funds and pooled income funds. We also administer charitable trusts and foundations.

Your financial advisor can provide additional details describing how various trusts can help meet your personal needs and goals.

RBC OFFERS EXPERTISE IN PLANNING AND ADMINISTERING ANY TYPES OF PERSONAL TRUSTS:

- Living trusts
- Irrevocable trusts
- QTIP trusts
- Credit shelter trusts
- Dynasty trusts
- Delaware asset protection trusts
- Charitable trusts
- Special needs trusts
- Minors' and education trusts
- Life insurance trusts
- Rabbi trusts and others

TRUST SERVICES

At RBC Trust Company (Delaware) Limited, our ongoing investment in state-of-the-art systems and our commitment to professional development and staff training pays off in a number of ways. Most importantly, they enable us to offer an impressive array of financial services with equally impressive levels of client satisfaction. As a professional trustee, our primary responsibility is to implement and carry out the instructions written in your trust document, impartially and without conflict of interest. This may

include managing assets according to the appropriate objectives and distributing income or principal to your beneficiaries according to your wishes.

Quality service also means taking care of details, including:

- Holding trust assets in secure custody
- Collecting and distributing interest and dividend income
- Maintaining accurate records to account for principal and income
- Producing clear, simple financial statements
- Complying with tax laws and regulations by filing returns and providing tax information, where appropriate, to grantors, beneficiaries and others
- Being sensitive to the needs of beneficiaries in a professional, responsible manner

- Complying with all bank regulations
- Maintaining satisfactory bonding and insurance coverage

FEES

Our fees are competitive, fair and easy to understand. We strive to keep things simple; whenever possible we bundle all charges relating to trust administration into one fee. In establishing fees, management strikes a balance between the rigors of the marketplace and the responsibility to ensure that the company remains profitable and financially sound to ensure existing clients continue to benefit from our top-quality service.

Please call your financial advisor for more information on your trust or financial planning needs.

FOR NEARLY 100 YEARS, PEOPLE HAVE BEEN PUTTING THEIR TRUST IN US

Experience and stature form the foundation of a sound financial institution. Choose RBC Trust Company (Delaware) Limited as your professional trustee with full confidence in our integrity and professional competence. We have served as trustee for thousands of trusts over several generations, and we remain committed to maintaining the highest standards of fiduciary conduct. With our cumulative experience across multiple disciplines in the financial industry, we have earned a reputation for trustworthiness that you can count on for many more generations to come.

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