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Preferred Partnership Process

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Preferred Partnership Freeze (PPF) is for investors interested in enhanced wealth transfer opportunities using a Delaware Statutory Trust

Purpose: to "freeze" the value of assets that will be included in the senior generation's estate and shift the excess appreciation to the junior generation(s) without additional transfer tax.

- It enables investors to transfer to beneficiaries' anticipated appreciation in a tax-efficient manner while retaining a large portion of the investment and a fixed return
- Investment is divided into Managing Units, Preferred Units, and Residual Units
- Preferred Units represent majority of initial asset value and carry a fixed (cumulative, non-compounding) rate of return
- Residual Units represent balance of initial asset value plus anticipated appreciation in excess of the preferred return
- Residual Units are gifted and/or sold to beneficiaries

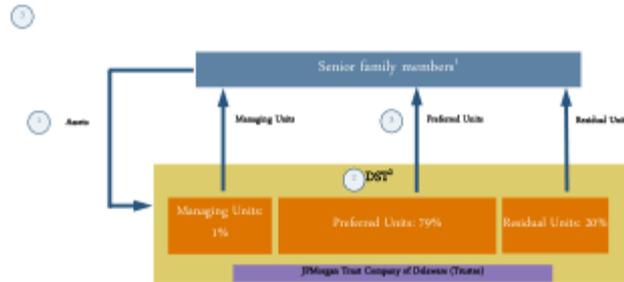
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Structure of Preferred Partnership Freeze

- 1 Senior family members transfer assets into a Delaware Statutory Trust (DST)
 - 2 DST issues multiple classes of units:
 - Managing Units: general management control and collective 1% economic interest
 - Preferred Units and Residual Units: limited management rights and collective remaining 99% economic interest
 - Preferred Units provide a fixed, cumulative annual return to senior family members equal to the annual preferred payment on the Preferred Units (can be deferred for a year) and a fixed value on liquidation. Preferred Units provide greater security but limit participation in appreciation of the assets
 - Residual Units provide excess appreciation after satisfying Managing Units' 1% interest, and the Preferred Units preferred return. Residual Units provide less security but accrue the capital, income and appreciation beyond the fixed return to Preferred Units
 - Trust Company of Delaware acts as administrative trustee
- Senior family members initially receive all DST units for their contribution



¹ Two members will initially capitalize DST to secure partnership tax treatment
² Member 1 receives 83% voting managing units plus all preferred units and residual member 2 owns the other 17% voting managing units

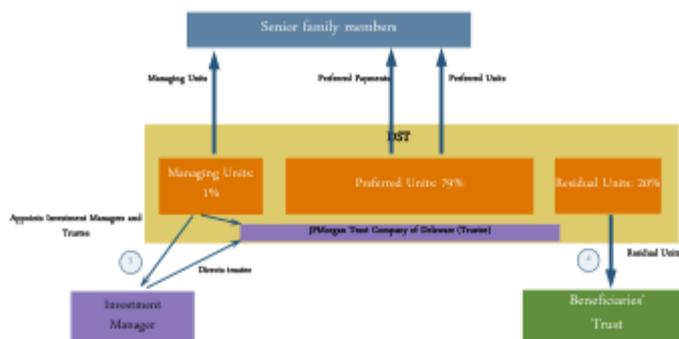
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1 ■ Morgan can provide a professional appraisal that suggests a range of hypothetical valuation discounts.

Structure of Preferred Partnership Freeze

- ① To maximize the benefits of the PPS, senior family members may gift or sell the Residual Units at discounted value to beneficiaries outright or to trust for their benefit; can also gift or sell Preferred Units outright.
- ② - JPMorgan Trust Company of Delaware administers distribution and manages investments subject to managing unit holder.
 - Investment Manager directs Trustee as to investment of assets.
 - Managing Unit holder control important voting decisions. Preferred and Residual Unit holder have limited voting rights.



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1 ■ Morgan can provide a professional appraisal that suggests a range of hypothetical valuation discounts.

PPF capitalizes on Delaware's favorable laws and continuity of asset management across generations...

- Limited liability for all unit holders, even if they participate in management
- Confidentiality of all unit holders is preserved as only the name of the trust and the name and address of the Delaware trustee need to be disclosed
- Dissolution does not necessarily occur upon the death, incapacity or bankruptcy of a unit holder
- Flexibility to react to changes in regulatory or tax laws to facilitate the changing needs of trust participants
- Trustee is allowed broad investment authority to employ modern portfolio theory and flexibility of delegating investment decisions to other advisors

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...and JPMorgan's ability to offer bundled delivery makes the PPF a cost-efficient solution

- The formation of a estate freeze strategy is simple and economical
 - established by filing a Certificate of Trust with the Delaware Secretary of State
- Investment management costs can be reduced through economies of scale
- JPMorgan's fiduciary system provides the following:
 - documentation of the value of units transferred among family members
 - attendance to tax compliance
 - maintenance of the records of the Estate Freeze Strategy to preserve its integrity for tax purposes as a separate legal entity

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Delaware administration responsibilities

- Account set-up
- Ongoing communication
 - Administrative matters including record keeping and market value statements
 - Fiduciary oversight for regulatory and planning considerations
- Account administration
 - Investment maintenance (i.e. subscription agreements and offering memoranda)
 - Ongoing communication with Managing Unit holders and investment manager
 - Custody including safekeeping, income collection and optional trading platform
- Responsibility for liquidations, distributions and withdrawals
 - Preferred payments, tax distributions, redemptions
 - Executing distribution transactions including deferral of preferred payments
 - Evaluating distribution/redemption requests from unit-holders
 - Determining amounts and timing of all distributions
 - Obtaining valuations to support distributions, as necessary
 - Complying with Internal Revenue Code Section 2701 rules and provisions of estate freeze strategy documents
 - Cash-flow analysis for preferred payments
 - Maintaining required income/principal ledgers
- Delegated responsibility for tax compliance
 - Compilation of partnership return work papers
 - Review and execution of partnership returns and K-1s
 - Evaluation of filing positions including Section 754 elections

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Transfer tax considerations

- Internal Revenue Code Section 2701 describes and sanctions the estate freeze strategy
- Gift tax value of Residual Units must be \geq 10% of the capital account funding value of estate freeze strategy
- Discounts may apply to funding, calculation of the effective preferred rate & valuation of Residual Units
- Appreciation in estate freeze assets exceeding effective preferred payment rate accrues to benefit of Residual Unit holders without causing additional gift or estate tax
- Preferred Payments:
 - Based on prevailing "Market Rate" of return, typically determined by valuation professional's appraisal and may be deferred for 4 years on a rolling basis
 - Nominal preferred rate may be reduced by discounted funding, deferral of preferred payments and benefit of all capital (including common units) at work to produce amount necessary to pay this lower effective rate
 - 4-year deferral of payment on a rolling basis
- PPF may be less likely to be subject to IRS scrutiny than standard family limited partnerships.
 - Reinforced by the independent Trustee's control over distributions

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Income tax considerations

- PPF: Delaware Statutory Trust classified as partnership for income tax purposes
- Contributions: generally in-kind contributions do not cause immediate gain recognition
 - Exceptions may apply, such as:
 - Investment company rules – diversification
 - Property contribution subject to liabilities assumed by partnership
 - Built-in gains: subsequent partnership sale allocations of pre-contribution gain to contributor
- Basis (if tax free contribution):
 - Partnership's basis in assets same as contributor's basis
 - Partner's basis equals cash plus adjusted basis of contributed assets
- Allocations:
 - Profits: First to Common Managing Units and Residual Units allocable for prior aggregate losses, second to Preferred Units for prior aggregate losses, third to Managing Units percentage interest and Preferred Units' cumulative return, and fourth to Residual Units
 - Losses: First to Common Managing Units percentage interest and Common Residual Units until reduced to zero then second to Preferred Units until reduced to zero
- Preferred payments: made only from net cumulative tax profits from inception, so Preferred units have taxable income up to nominal return when partnership has taxable income
 - Not guaranteed payments which are required regardless of income and which are taxed as ordinary income with partnership realized events when satisfied in-kind
 - Non-taxable in-kind distributions or borrowed cash can be used to satisfy timely preferred payments
- Distributions:
 - Cash: distribution taxable typically as capital gains only if exceeds basis
 - Security: distribution generally not taxable event
 - Exception – Built-in gains within 7 years of contribution unless contributor reacquires back originally contributed property
 - Non-liquidating distribution: partnership inside basis allocation
 - Liquidating distribution: partner's outside basis allocation; generally non taxable event unless cash exceeds outside basis
 - Disguised sale presumption: taxable event presumption for distributions within two years of contribution
- Mergers with Family Limited Partnerships

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Assumptions for PPF analysis

- \$16,000,000 in funding
- 15% valuation discount on asset due to illiquidity and lack of marketability
- 1%/79%/20% Managing/Preferred/Residual Unit split
- 15% estimated total return¹
- Estimated 7.5% mandatory fixed annual payments attributable to Preferred Units²
- Residual Units gifted³ to beneficiaries' trust at discounted value:
 - 10% illiquidity discount on overall value of DST
 - 30% additional discount on value of Residual Units
- Undiscounted value of gift: \$3,200,000; discounted value: \$2,720,000
 – ~~\$200,000 gift-tax exemption available~~
- Client has already utilized lifetime gift exemption
- Gift tax rate (2010): 35%
- Estate tax rate (2020): 55%
- 4 year deferral of mandatory fixed annual payments to Preferred Units
- Grantor retains income tax liability due to grantor trust status in beneficiaries' trust⁴

Discounts assumed are supported by the explanation in the white paper provided.

$68MM \times 20\%$ residual share = \$13.6MM
 $13.6MM$ with 15% discount on asset = \$11.68MM

This referenced a historical analysis that we did in a prior transaction and unfortunately we are mistaken when we made a generic check for you. The next bullet is correct: there is no remaining gift exemption.

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¹Rate based on for illustrative purposes only.
²Rate does not include paid margin appreciation, also necessary to be not considered. Below returns is for illustrative purposes only, actual rates will vary.
³Illiquidity factor uses 30% of 15% preferred margin rate reduced by 10% discount on underlying assets, plus benefit of additional residual and managing value to fund margin payments, benefit of dividend periods, less effect of cost of gift tax.
⁴Gifts can be gifted in 40% GST exemption can be allowed in gifting.
 Please see "Separation Mechanism" in Appendix.

This page provides details on the cash flows of the summary found on the previous page

Economic flow of PPF

6400M * (1+15% Discount on Asset Paying) = 553000M

Assumption	Value
Pre-funding economic value	16,000,000
Discounted PV of capital accounts	15,680,000
Discount on assets contributed	95%
Preferred units percentage	70%
Managing units percentage	1%
Residual units percentage	20%
Term of strategy	10
Fixed annual payment	7.5%
Annual payout on asset	685,000
Term of payment deferral	4
Total return of asset	15.80%

EOT Economic Value * 15% rate

Fixed payments @ 10,744,000 * 7% Preferred Unit Share

DST Total - gross payments

Year	Beginning of year Total	Appreciation	Distributions		Accrued payments	End of Year			DST Total	Senior fixed annual payments	Total
			Managing	Preferred		7%	7%	20%			
0	12,600,000	2,480,000	-	-	885,000	10,744,000	528,300	27,250,000	12,600,000	-	12,600,000
1	16,000,000	2,780,000	-	-	1,011,000	10,744,000	927,000	6,216,800	16,700,000	-	16,700,000
2	18,760,000	3,174,000	-	-	2,417,400	10,744,000	219,340	8,555,200	21,934,000	-	21,934,000
3	21,934,000	3,680,100	-	-	3,223,200	10,744,000	255,841	11,301,899	25,584,100	-	25,584,100
4	25,584,100	4,187,615	(5,190)	(895,800)	3,223,200	10,744,000	289,078	14,710,898	20,967,376	813,830	23,781,210
5	28,967,376	4,785,146	(5,190)	(895,800)	3,223,200	10,744,000	328,560	18,583,213	22,859,003	1,749,870	24,608,873
6	32,809,003	5,288,680	(5,190)	(895,800)	3,223,200	10,744,000	373,239	22,893,374	27,323,914	3,826,405	40,160,319
7	37,323,914	5,980,087	(5,190)	(895,800)	3,223,200	10,744,000	424,801	28,088,681	42,480,081	4,864,305	48,544,386
8	42,480,081	6,732,089	(5,190)	(895,800)	3,223,200	10,744,000	483,961	33,846,850	48,388,131	5,457,890	53,886,021
9	48,386,021	7,619,120	(40,897)	(4,829,000)	-	10,744,000	543,462	43,890,872	54,345,154	18,388,770	64,733,924

4 Year Deferral period

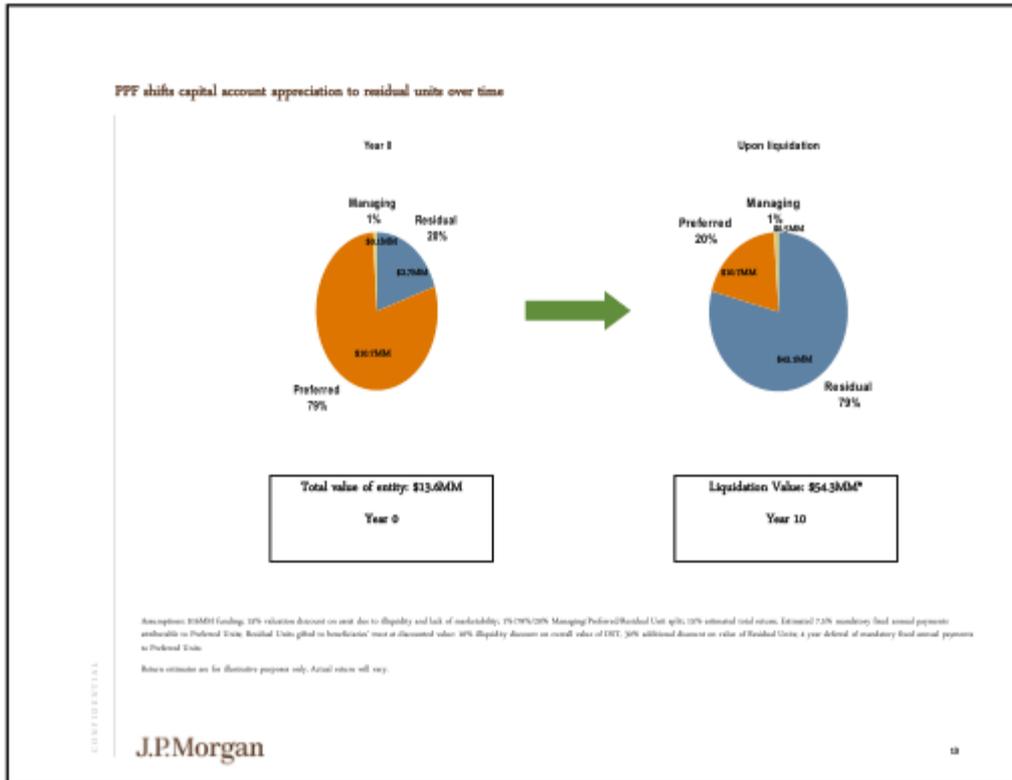
DST Total * 1%

Managing & Preferred Payments gross

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Note: Preferred payments can be deferred for a year
 Assumptions are liquidated as per the

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- Fixed annual payment required to preferred unit holder is determined by a valuation expert - additionally, the discount rates are determined by a valuation expert
- The payment amount is calculated by: Preferred rate x preferred discounted value. In the current example this is \$6,715,000 x 7.5% = 503,625.
- When preferred payment is made to preferred unit holder – managing 1% must also receive a distribution. Thus, entity must actually accrue for 4 years and ultimately pay annually \$508,712 = \$503,625 + 1% x \$508,712
- Entire 100% of undiscounted entity value helps to fund the 7.5% required payment – reducing the effective rate
- The ability to defer each years payment 4 years adds additional benefit – this means year 1 payment is deferred to year 4, year 2 is deferred to year 5, etc.
- Finally, the discount on the asset contributed further reduces the effective rate on the freeze entity

Creative gifts of Residual Units may further enhance the PPF

- Gifts to grantor trust
 - investor remains responsible for income taxes of trust, allowing the trust principal to grow tax-free
 - trust provisions may provide for asset substitution, allowing investor to transfer high basis property/cash to trust in exchange for the low basis property in order to receive benefit of stepped up estate tax basis
- Gifts to generation-skipping trusts
 - value passes beyond children's generation without second level transfer taxes
 - Perpetual Delaware Trust compounds estate tax free for successive generations
- **Other wealth transfer strategies may be integrated with the PPF**

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Residual units fund a GRAT

The PVY leads itself to working in concert with other strategies. The 10 year GRAT and 10 year Crossover GRAT pages are examples of how GRATs can be effectively funded with PVY contractual units.

Cash flow example: \$16,000,000 assets, 15% return on assets

DOT 10Y = 1% (note DOT 10Y accounts for annuity payments, which are made in kind).

Year	Scenario 1	Scenario 2: Estate Freeze			Beneficiaries	
		Senior Family Members	1%	20%		
	Hold asset	Fixed annual payments and GRAT payments	Preferred	Yielding Managing	Residual	
0	Discounted assets Gift tax incurred upon gift	\$15,000,000		\$10,744,000	\$136,000	\$2,720,000
10	Value of assets upon liquidation Estate tax Net wealth to beneficiaries	64,728,924 (25,600,908) 29,128,016	12,463,667 (5,855,028) 5,608,639	10,744,000 (5,909,200) 4,834,800	522,652 (287,459) 235,194	40,998,584 - 40,998,584
	Total value to beneficiaries	\$29,128,016	10,678,653		\$61,677,237	40,998,584
	Value added by Estate Freeze		\$22,548,221			

Note: Preferred partnership residual units are transferred to a 20% holding 10 year GRAT and, along with the preferred payments, aggregate to the 311AMT.

Assumptions: Pre-funding account value = \$15,000,000; Discount on DOT = 1%; Discount on 10-year = 3%; Discount on 10-year = 15%; Preferred = 7%; Residual = 20%; Managing = 1%; 10-year rate = 2.62%; Fixed preferred yield = 7.5%; Return on assets & fixed annual payments = 15%; Term of period defined = 5, 20, 20, 20; Estate tax rate = 55%.

Note: Above example is for illustrative purposes only. These numbers should not be construed as accounting legal, tax, or investment advice. Numbers have been rounded for convenience and are only estimates for illustrative purposes and should not be relied upon. Actual return will vary.

This previously referenced 2009 and 2010, respectively. While it should have and 2019 and 2020, as it does now, this does not affect the calculations, as the 10 year period still holds to the example.

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Residual units fund a Cascading GRAT

The PPT back half is used to assist with other strategies. The 30 year GRAT and the year Cascading GRAT pages are examples of how GRATs can be effectively funded with PPT assets/invested assets.

Cash flow example: \$16,000,000 assets, 15% return on assets

30% 30Y * 1% (use 30Y 10% amounts for annuity payments, which are made to trust).

Year		Scenario 1		Scenario 2: Estate Freeze		
		Hold asset	Fixed annual payments and GRAT payments	79% Preferred	1% Voting Managing	20% Beneficiaries Residual
0	Discounted assets	\$13,600,000		\$10,744,000	\$136,000	\$2,720,000
	Gift tax incurred upon gift					
10	Value of assets upon liquidation	64,728,924	11,846,705	10,744,000	528,822	41,608,397
	Estate tax	(35,600,908)	(6,515,688)	(5,909,200)	(290,652)	-
	Net wealth to beneficiaries	29,128,016	5,331,017	4,834,800	237,970	41,608,397
				10,403,787		41,608,397
	Total value to beneficiaries	\$29,128,016			\$52,013,184	
	Value added by Estate Freeze		\$22,885,168			

Note: Preferred partnership residual units are transferred to a 30% cascading 10 year Cascading GRAT and, along with the preferred payments, aggregate to the \$14.8MM

Actual values: Pre-funding moment's value = \$14,630,000; Discount on 30Y = 10%; Discount on residual = 30%; Discount on asset (cash) funded = 15%; Preferred = 79%; Residual = 20%; Managing = 1%; 1500 rate = 2.4%; Fixed preferred paid = 7.5%; Return on assets & fixed annual payments = 10%; Years of payout deferral = 4; 2020 30Y tax rate = 35%; 2020 Estate tax rate = 38%.

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