Investment Management

Whittier Trust

INVESTMENT & WEALTH MANAGEMENT

Your Wealth. | Now and for generations.

Your wealth did not come easy.
It was not one decision. One lucky break. A bolt of lightning.
It was years of planning, discipline, smart choices,
hard decisions and even harder work.

Now, it's time to make the most of what you have built
— and to preserve it for the next generation.

Whittier Trust was founded to serve high net worth families and individuals—to help them build their wealth and to preserve it for the future. We understand that your financial concerns and needs are unique, and we offer services tailored to match your current and long-term goals. We take the time to understand not only how you arrived where you are, but also where you are headed. The result is a strategic long-term approach, better after-tax returns, and fewer fees.

We discovered that to serve families we had to provide institutional quality asset management specifically designed for taxable families. We concluded years ago that our clients' goals could not be achieved using strategies employed by asset managers that focus on tax-exempt pensions and retirement plan assets. We've continued to build on this realization with ever increasing levels of sophistication and thoughtfulness.

Wealth is built and preserved through a holistic wealth management strategy that looks at your complete financial picture and applies a comprehensive suite of solutions. Our team of specialists provides the combination of tailored investment management, tax and wealth planning, document retention, risk mitigation, and access to unique investment opportunities sets our firm apart from the competition.

Getting the Big Picture: A Balance Sheet Approach

Whittier Trust utilizes a 'balance sheet approach' to managing wealth, which considers all of your family's assets, liabilities, and personal circumstances to make better, more informed investment decisions.

We start with a customized plan that focuses on your bottom line and emphasizes after-tax returns. Our recommendations are based on your complete financial picture – rather than a uniform investment formula.

We provide you with financial insight and expertise to suit your needs and give you access to a unique portfolio of investments, diversified around concentrated assets such as family businesses, low cost basis securities, or illiquid holdings. Our investment professionals get to know you and customize a plan for your portfolio that is unique to you.

As a Whittier Trust client, you will enjoy the intimacy of your own family office and the peace of mind of knowing you have chosen a dedicated team of professionals that will stay with your family for generations, providing comprehensive wealth management solutions.

"Whittier upped my income significantly and then dramatically reduced the fees."

—JIM LOBDELL

Since 1935, Whittier Trust has helped affluent individuals and families accomplish what is important to them through disciplined wealth management.

Whittier Trust manages wealth with a specific focus on after-tax, after-fee returns to grow wealth over generational timeframes.

We do this by employing an appropriate strategic asset allocation and tactical selection of individual stocks, bonds, and alternative investments for your portfolio. This process avoids excessive trading that would increase transaction fees and tax exposure.

While the impact of taxes may seem tolerable year by year, the multi-year impact of high portfolio turnover and inappropriate investment structures denigrate wealth accumulation.

Implementing tax efficient strategies with an eye toward the long-term allows us to embrace the power of compounding and to leverage the value of direct ownership of securities. This strategy grows and preserves wealth by giving you the flexibility to diversify legacy holdings and avoid layered fund management fees. It also offers the ability to transfer, defer, or offset capital gains.

At Whittier Trust, we recognize it is not the percentage gained on an individual transaction, but the value you create and keep over time that is most important.

"They listen to me. They understand me. They guide me."

—Teny Simon

Whittier Trust specializes in managing complex sets of assets that range from traditional stocks, bonds and real estate to alternative investments.

An important component of sophisticated wealth management is the quality and diversity of investment opportunities provided. In addition to our core internal investment research, we provide access to a wide range of investments including best-in-class alternative managers.

Because we are independent — not owned by an outside bank that will guide you to proprietary investment vehicles — we base our investment recommendations on what's best for you. We assess investments on potential risks and returns, not short-term stock price movements.

Our reputation as a prudent manager of sophisticated wealth has made us a partner of choice for many of the most successful alternative managers in the country, allowing us to provide access to unique investment opportunities in both public and private markets. This includes direct private equity and debt, hedge funds, real estate, and energy investments.

"I have investments all over the place in corporations, in venture capital and real estate and I can't seem to keep track of them all. I found out from two other people who are clients of Whittier that they really hold your hand and keep you organized—you know at any moment where you are and where you are going."

—Former Los Angeles Mayor Richard Riordan

Your unique financial profile and objectives require sophisticated wealth management solutions. The one-size-fits-all mutual fund model will not maximize the value of your portfolio.

Whittier Trust provides access to a wide range of in-house investments across traditional and alternative asset classes.

- Equity
- Fixed Income
- Real Estate
- Energy
- Alternative Assets

Whittier Trust's comprehensive investment process manages core fixed-income, equity, real estate and energy assets in-house without hidden fees. When selecting investments, we examine the absolute value as well as the asset's risk-adjusted value relative to multiple asset classes. We don't just trade stocks; we buy into superior, long-term businesses with a wide economic moat — companies with sustainable competitive advantages that will stand the test of time.

The location of your assets is just as important as the allocation of your assets. We optimize your investments by locating ordinary income producing assets in tax-advantaged vehicles and placing equities and other qualified dividend income (QDI) investments in taxable vehicles.

The result is a smart, balanced financial plan that better serves you and your family.

Real Estate

Whittier Trust oversees a diverse portfolio of commercial, industrial, and residential properties as well as mortgages, notes, and limited partnership shares related to real estate. Whittier Trust is one of the few firms comfortable not only holding real estate assets in trust, but also actively seeking real estate investment opportunities for clients.

Our rich real estate heritage dates back to the Whittier family co-founding the Rodeo Land & Water Company, which owned and developed the city now known as Beverly Hills. Our real estate capabilities have grown from this rich heritage. We now oversee a diverse portfolio of commercial and residential properties, real estate mortgages, notes, and limited partnerships. In addition to customized management of your existing properties, Whittier Trust provides clients access to unique direct real estate investments across the country.

Energy

Investments in energy continue to represent an important asset class in part for the tax advantage of depreciation. Whittier Trust's unrivaled expertise in direct energy investments has added significant value for our clients for more than 80 years. The Whittier family discovered one of the largest oil fields in the United States. The company, Belridge Oil Company, was sold to Shell in 1979 for $3.6 billion, the largest corporate transaction at the time.

Whittier Trust has extensive energy industry experience, including operating oil and gas fields; managing stocks and bonds of public and private oil and gas companies; purchasing and selling working interests, royalty interests and net profit interests, and serving on boards of actively managed public and private energy companies.

Investments in real estate and energy can protect against inflation, generate income with minimal tax implications, provide diversification and contribute to the accumulation of wealth. Whittier Trust offers its clients unique knowledge and capabilities in both industries.

"Whittier Trust is different than other wealth management companies I've been involved with in that they are only in one business, the business of managing your affairs, and that makes a big difference to me."

—AMBASSADOR GLEN HOLDEN

Whittier Trust became the largest multifamily office in the West by providing families and foundations with differentiated solutions. The assets within each client's portfolio are selected based on individual needs, allocated appropriately, tactically adjusted based on market conditions, carefully scrutinized down to the security level and strategically located in tax-advantaged entities.

Our comprehensive balance sheet approach includes access to unique investment opportunities and tax optimized management. This strategy builds and maintains wealth not just quarter-to-quarter, but over generations.

Everything we do for our clients is designed to simplify your life and provide you with peace of mind.

"I think a nice way to summarize my whole experience with Whittier is they have earned my respect and confidence because they've done a truly professional, thoughtful job for us."

—PHIL SWAN

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