



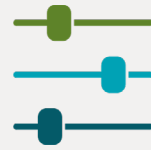
A Portfolio Designed For You



**Expert Tax
Management**



**Tax & Risk Sensitive
Transition
Management**



**Exceptional
Customization**

Smartleaf enables you to focus on your clients: Their investment goals and their unique requirements.

We are a portfolio management platform centered around effectively scaling portfolio customization and exceptional tax management. Smartleaf doesn't review your client's portfolios once a quarter. Smartleaf reviews every portfolio every day.

Smartleaf brings your clients:

- Sophisticated account transitioning
 - New clients with embedded gains
 - Existing clients changing investment strategies
- ESG/SRI investment options - direct their investments to reflect their values
- Household-level management of risk and taxes
- Asset allocation and product choice customization that reflects their unique financial situation
- Tax-efficient cash withdrawals

Expert Tax Management

How We Tax Manage Your Portfolios



When we help you to manage your portfolios, we pay attention to taxes. It's not how much your clients earn that matters, it's how much they keep of what they earn, after paying taxes.

Holistic Management

Smartleaf does not make tax decisions in isolation. We look at the effect of tax management on portfolios as a whole. This allows us to balance lowering client's tax bills and maintain their portfolio's recommended risk and investment product mix.

Household View

When a client has multiple accounts, like a 401(k) and a taxable account, you can jointly manage the accounts in a synchronized manner, preferentially trading in their tax deferred accounts to minimize capital gains taxes, while keeping the combined holdings of all household accounts at the desired risk level.

Tax Loss Harvesting

We monitor portfolios every day looking for ways to lower taxes through active tax-loss harvesting. When securities decline in value, your client can get what amounts to a small rebate by selling the security and buying a substitute, then using these losses to offset gains from elsewhere in the portfolio. If they don't have any gains to offset today, these losses can be banked for use at a future date.

Gains Defferal

To minimize capital gains taxes, it's important to avoid selling securities with big gains. It's also important to keep portfolio risk characteristics in line. Smartleaf carefully compares the tax implication of selling a holding with how risky it is to continue to hold that asset. When we recommend holding onto a position to keep taxes low, we also help you control the risk by underweighting similar securities.

Wash Sale Rules

In order to get the tax benefits of tax loss harvesting, IRS rules require that an investor not repurchase the security they sold within 30 days (they also can't have purchased extra shares in the 30 days before the sale). We make sure that the IRS rules are followed. When using Smartleaf to harvest those losses, you can also reinvest the proceeds of the sale into securities with similar risk characteristics in order to keep portfolio risk characteristics where they're supposed to be. After the 30-day wash sale period is over, you can look to move the position back to the original investment, as appropriate.

Provide Taxes Saved Report to your clients

We are able to document a summary of all tax management performed on a portfolio, and explain how it was accomplished on a daily basis.

Estimated Tax Savings for Jane Q. Investor
Prepared for Account 1234567890 as of December 31, 2020

Year-to-Date Estimated Tax Savings for 2020

This year, active tax management has saved you an estimated:

\$15,800
(2.09 % Account Value)

This report is an estimate. It is based on your portfolio by performing an alternative managed alternative of rebalancing. It is not an estimate of your actual tax bill. Estimated Tax Bill without tax management: \$12,420. Current Estimated Tax Bill: \$1,956. Estimated Tax Savings from tax management: \$15,800. Since January 1, 2019, a 15% estimate of taxes on capital gains, respectively.

2020 YTD Estimated Tax Savings Details	
YTD Estimated Tax Savings from Gains not Realized	\$ 12,420
YTD Estimated Tax Savings from Short-to-Long Events	\$ 1,424
YTD Estimated Tax Savings from Net Loss Harvesting	\$ 1,956
Total YTD Estimated Tax Savings	\$ 15,800

Current Estimated Tax Bill	
Short-Term Realized Capital Gains Taxes (taxed at 35.00 %)	\$ 1,956
Long-Term Realized Capital Gains Taxes (taxed at 15.00 %)	\$ 1,956
Total YTD Estimated Tax Bill	\$ 3,912

Your Tax Budget	
Annual Tax Budget	\$ 34,940
YTD Remaining Annual Tax Budget	\$ 22,500

Tax & Risk Sensitive Transition Management



“Smartleaf will get your client from where they are today to where you would like them to be tomorrow, without tax surprises.”

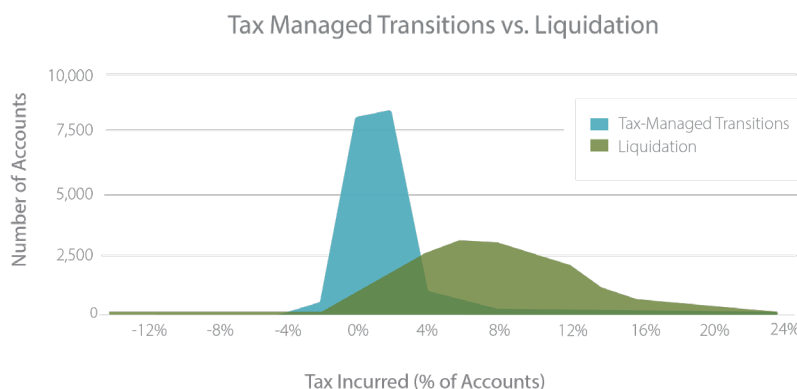
Tax Budget

You can set the maximum amount of capital gains taxes your client is comfortable paying per year. Smartleaf will then look across their portfolio to determine how to spend their “tax budget” to transition their portfolio in an optimal and tax efficient manner.

This example compares, for over 18,000 accounts, the taxes clients could pay with and without tax-smart transition.

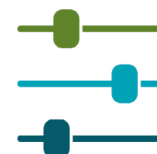
7.21% Average Tax Cost of Liquidating Portfolios

0.29% Average Cost of Tax-sensitive Transition



Exceptional Customization

How to use Smartleaf To Customize Your Portfolios



Customize your client portfolios to meet their unique needs.

Security Restrictions and Custom Asset Allocations

We can eliminate individual securities -- even whole sectors or asset classes -- from client portfolios. This enables you to work around risks outside of the portfolios you manage -- from other investments, from their employment, even from where they live.

Values Investing

- Environmental, Social, Governance (ESG) screens, such as alcohol, tobacco, environmental record
- Faith-based screens, including Catholic Values and Sharia

Cash Management

If your clients plan on making regular, periodic cash withdrawals, we'll adjust how you manage their dividend and interest payments. If you have to sell securities to meet their cash needs, you can do so in a tax-smart manner.

Learn more about Smartleaf on our blog

[How Smartleaf Can Help You Grow Your Business](#)

[What Can Rebalancing Automation Do For You? Eight Questions To Ask](#)

[Smartleaf Architecture - How We Do It](#)