

Wilmington Trust Investment Advisors, Inc.
Form CRS – Client Relationship Summary
June 12, 2020

Wilmington Trust Investment Advisors, Inc. (“WTIA”, “we”, “our”), is an investment adviser registered with the U.S. Securities and Exchange Commission. Investment advisory and brokerage services and fees differ, and it is important that you understand the differences. Free and simple tools are available at www.Investor.gov/CRS which provides educational materials about broker-dealers, investment advisers, and investing, and also enables you to obtain information about particular firms and financial professionals.

What investment services and advice can you provide me?

WTIA provides asset management and other investment advisory services to individual, high net worth, pension plan, private foundation, and institutional clients. WTIA offers both discretionary and non-discretionary investment management services. This Client Relationship Summary¹ is intended for WTIA’s retail clients and prospective retail clients. Engaging WTIA for discretionary investment management services means you give WTIA permission to buy and sell securities (e.g., mutual funds, ETFs, equities, and debt securities) without your consent, based upon the strategy you select. WTIA helps individual clients determine an appropriate asset allocation to achieve stated investment objectives. WTIA may invest client assets in mutual funds managed by it and/or by its affiliates, and/or to which its affiliates provide services. Additional strategic guidance may include advice pertaining to style (growth/value) or sector (GICS sectors) exposures, which can be customized to specific clients’ objectives, risk tolerances, and specific restrictions.

For additional information: please refer to Item 4 of the WTIA ADV Part 2 Brochure available at https://www.wilmingtontrust.com/repositories/wtc_sitecontent/PDF/WTIA-ADV-PART-2.pdf

Conversations Starters: Ask your financial professional –

- **Given my financial situation, should I choose an investment advisory service? Why or why not?**
- **How will you choose investments to recommend to me?**
- **What is your experience, including your licenses, education and other qualifications? What do those qualifications mean?**

What fees will I pay?

Generally, WTIA’s fees are based on a percentage of assets under management or otherwise based on the volume of assets subject to WTIA’s investment advice. Account minimums and fees are subject to negotiation and may vary from the schedules presented in WTIA’s ADV Part 2 Brochure (linked below) based on factors such as: client type, asset class, pre-existing relationship, service levels, portfolio complexity, account size, or other special circumstances/requirements. WTIA reserves the right to waive minimum account requirements.

Accounts with more assets typically pay higher total fees; therefore, we have an incentive to encourage you to increase the assets in your account. You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you may make on your investments over time. Please make sure you understand the fees and costs you are paying.

For additional information: please refer to Item 5 of the WTIA ADV Part 2 Brochure available at https://www.wilmingtontrust.com/repositories/wtc_sitecontent/PDF/WTIA-ADV-PART-2.pdf

¹ This Client Relationship Summary is required by SEC Form CRS. The included statements and other information: (i) are summary in nature and are limited in substance and number of pages by SEC Form CRS; (ii) do not create or modify any agreement, relationship or obligation between you and us or our financial professionals; and (iii) are subject to the more complete terms and conditions of our agreements and disclosures.

Conversation starters: Ask your financial professional –

- **Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?**

What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. However, the way we make money creates some conflicts with your interests. You should understand and ask about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.

- *Affiliated Service Providers.* Affiliates of WTIA provide fund administration services, and other services to the Wilmington Funds as well as to unaffiliated mutual funds, and receive fees for those services. WTIA is under common control with M&T Securities, Inc., a broker-dealer registered under the Securities Exchange Act of 1934. MTS, for compensation, provides retail brokerage services and routinely effects securities transactions, as agent for customers including for clients of WTIA. WTIA has adopted procedures designed to avoid potential conflicts in transactions involving MTS, and to protect the interests of WTIA clients, and to ensure that WTIA follows the requirements of applicable law, including the Investment Advisers Act of 1940 and the Investment Company Act of 1940.
- *Proprietary/Affiliated Products.* When WTIA buys mutual funds managed by it or by our affiliates in your account, we and our affiliate(s), as applicable, will earn fund advisory fees, which involves a conflict of interest because these fees create an incentive for us to make such purchases. We seek to mitigate that conflict through disclosure in this Form CRS and other materials, as well as through various fee offset and reimbursement policies and suitability reviews.

Conversation starter: Ask your financial professional –

- **How might your conflicts of interest affect me, and how will you address them?**

For additional information: please refer to Item 10 of the WTIA ADV Part 2 Brochure available at https://www.wilmingtontrust.com/repositories/wtc_sitecontent/PDF/WTIA-ADV-PART-2.pdf

How do your financial professionals make money?

Your investment adviser, as well as the members of the WTIA Investment Strategy Team who manage the strategies used for your Account, receive a salary and may also be eligible for incentive compensation based on both quantifiable and discretionary criteria.

Do you or your financial professionals have legal or disciplinary history?

No. WTIA does not have disciplinary information to report under this section. Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Conversation starter: Ask your financial professional –

- **As a financial professional, do you have any disciplinary history? For what type of conduct?**

Additional Information

For more information about our services or to receive an up-to-date copy of Form CRS, please contact your WTIA Investment Adviser or contact us at 1-302-651-8118 and/or visit our website at www.wtia.com.

Conversation starter. Ask your financial professional –

- **Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?**