There aren’t enough hours in the day.

So where are you going to find time to manage your investments? And even if you found the time, would you know where to begin?

If you’re like most investors, sorting through thousands of investment options in an attempt to create a cohesive, intelligent portfolio can be overwhelming.
An all-in-one investment option engineered to help fulfill your financial goals.

Portfolio Architect is a managed account program that has done all the hard work, so you don’t have to. Geared toward different goals and risk levels, it can free you up to live your busy life because it’s simple, intelligent, and versatile.
While it can’t eliminate risk, diversification (divvying up investment dollars among equities, fixed income, real assets, etc.) may help reduce it, and even enhance returns.

How? Because different investments react differently to different events. So if, for example, the equity market dips, owning fixed income may cushion the blow. Likewise, good equity performance may help offset the drag from low fixed income yields.

Keep in mind that even a well-diversified portfolio won’t guarantee a profit or protect against loss.

**A diversified offering**

**Different investments do well from year to year.**

**And no one can predict the future.**

**But there is a way to prepare for it.**

**Asset diversification**—A mix of equities (e.g., stocks), fixed income (e.g., bonds), and other asset classes—can be an important part of curbing volatility and boosting returns,* by helping to weather the ups and downs of financial markets. Portfolio Architect has diversification built in with a risk-weighted combination that may include equities and fixed income, or other asset classes. Those classes may be further broken down into different types of investments within each group. For instance, equity holdings could include ownership in different-sized companies, and fixed income holdings could include corporate bonds as well as government bonds.

**Asset allocation adjustments**—Based on market outlook, and in an effort to reap attractive risk-adjusted returns, investment professionals make periodic adjustments to the asset allocation for your chosen strategy.

*A well-diversified portfolio won’t guarantee profits or protect against loss.
A disciplined approach

The Portfolio Architect strategies are built and monitored by the economists, analysts, and portfolio managers at Wilmington Trust Investment Management, LLC., a member of the M&T Bank family. These professional money managers bring to the process deep industry knowledge, which is informed by market theory and economic data to develop long-term asset allocation forecasts and not fall prey to emotional decisions that tend to lead many individual investors astray. Their differentiated, scientific investment approach involves implementation, ongoing analysis, and adjustments geared toward preserving and growing invested assets. The team has a great deal of experience managing assets through bull and bear stock markets, as well as economies both boom and bust.

Our disciplined approach is guided by market theory and economic data, and seeks to sidestep the emotions that have led many investors astray—by “selling low” (when markets dip and the pain of loss seems imminent) or “buying high” (in an effort to follow the herd, although a popular investment may have run its course). Instead, we rely on a sophisticated and differentiated process to incorporate our best thinking into the Portfolio Architect programs. Here is a behind-the-scenes look at our investment process.

Our emphasis on qualitative factors in the manager selection process may result in the Wilmington Funds—or other mutual funds and Separately Managed Account models managed by Wilmington Trust Investment Management, LLC (WTIM) affiliated advisors—being included in Portfolio Architect programs and strategies. As a result, participation in Portfolio Architect is likely to result in the payment of investment management, administrative services fees, and model fees to WTIM-affiliated investment advisors.
Portfolio Architect is a long-term investment program with strategies that are built to suit an investor’s personal risk levels, needs, and goals. For example, an equity-heavy strategy could accommodate a high risk tolerance, whereas a fixed income-heavy strategy could better accommodate a low risk tolerance. And, as individual circumstances evolve, you can shift to another strategy in the program that better reflects those circumstances.

Portfolio Architect offers a range of risk-adjusted strategies, from the most conservative (largely fixed income) to the most aggressive (largely or all equities).

Each Portfolio Architect strategy is designed to seek a competitive return for a given amount of risk. And as your goals and risk appetite evolve, you can transition to a different strategy that may better suit the new you.

Current Portfolio Architect strategies with sample asset class allocations:

<table>
<thead>
<tr>
<th>Risk Level</th>
<th>Asset Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conservative</td>
<td>Equities: 80%</td>
</tr>
<tr>
<td>Predominately</td>
<td>Fixed Income: 20%</td>
</tr>
<tr>
<td>Moderate Conservative</td>
<td>Real Assets: 15%</td>
</tr>
<tr>
<td>Aggressive</td>
<td>Hedging Strategies: 5%</td>
</tr>
<tr>
<td>Predominately</td>
<td>Cash: 5%</td>
</tr>
</tbody>
</table>

*Breakdown of investments in the portfolios differs from time to time and is for illustrative purposes only.
Portfolio Architect programs

Core
• Strives for long-term capital appreciation
• Maintains broad diversification, investing in equities, fixed income, real assets, hedging strategies, and cash
• Offered in strategies with risk tolerance levels ranging from conservative to aggressive

Specialized Portfolio Architect programs:

External-Oriented
• Strives for long-term capital appreciation
• Invests in well-known third-party (non-Wilmington) mutual fund families
• Diversifies broadly across equities, fixed income, real assets, hedging strategies, and cash; equity holdings are invested in both mutual funds and exchange-traded funds

Passive-Oriented
• Strives for long-term capital appreciation
• Invests primarily in passively managed funds (seek to meet or track an index’s performance), which may have lower fund expenses than actively managed funds (seek to outperform an index)

Income-Oriented
• Strives to generate income
• Focuses on stocks and bond mutual funds with a long history of earning substantial, better-than-average dividends and yields, respectively
• Is offered only at the conservative and moderate risk tolerance levels

Separately Managed Account models
• Features individual securities with income, growth, and core equity options
• Holdings are more easily visible than with mutual funds or exchange-traded funds
• Have a higher minimum investment threshold than other Portfolio Architect programs

Experience the ease of having an all-in-one offering that includes quality investments within well-diversified strategies.

Experience the satisfaction that comes from having an investment program supported by knowledgeable professionals who are dedicated to putting clients’ goals first.

Experience the convenience of knowing that Portfolio Architect is versatile enough to accommodate your changing needs.

Get started:
Talk to an M&T Securities Financial Advisor today at your local M&T Bank branch.
Call 1.800.724.7788 to make an appointment.
Important risks and disclosures

Portfolio Architect is a managed account program sponsored and managed by Wilmington Trust Investment Management, LLC (WTIM) and offered through its affiliates, M&T Securities, Inc. (member FINRA/SIPC). Portfolio Architect is not a banking product or service, and is not offered by M&T Bank or its banking affiliates. WTIM has engaged M&T Securities, Inc. to provide administrative services to Portfolio Architect customers.

This communication is for informational purposes only and is not intended as an offer or solicitation for the sale of any particular security or investment product. This material does not constitute a determination that Portfolio Architect or any investment strategy is suitable for a specific investor. Investors should seek financial advice regarding the suitability of any investment strategy based on their objectives, financial situations, and particular needs.

Portfolio Architect is generally designed for long-term investors. Investment vehicles employed in Portfolio Architect strategies may include mutual funds, exchange-traded funds, closed end funds, and model portfolios of equity and/or fixed income securities. Certain asset classes involve material risks in addition to those typically associated with investments. The distinct risks for any investment strategy should be reviewed and understood prior to investing.

Investments:
- Are NOT FDIC Insured
- Have NO Bank Guarantee
- May Lose Value

There is no assurance that any investment strategy will be successful. Transfer between program options may involve investment gains or losses and have tax consequences, please consult with your tax professional.

Asset allocation and diversification does not ensure a profit or guarantee against a loss.

Wilmington Trust Investment Management, LLC, a wholly owned subsidiary of Wilmington Trust Corporation, is an investment advisor registered with the SEC. Registration with the SEC does not imply any level of skill or training. Additional information about WTIM also is available on the SEC’s website at www.adviserinfo.sec.gov. M&T Securities and its representatives receive compensation for services performed in connection with the Portfolio Architect program and therefore have an incentive to recommend the program. Brokerage services are offered by M&T Securities, Inc. (member FINRA/SIPC). For more information please see the Portfolio Architect Wrap Fee Program Brochure, available upon request at 1-800-845-2987.

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