matthai
CAPITAL MANAGEMENT

Matthai Capital Management
Wealth Solutions for the Elite Investor
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CAPITAL MANAGEMENT

WEALTH SOLUTIONS for the ELITE INVESTOR

WE ARE A BOUTIQUE INVESTMENT FIRM...

We are a Boutique Investment Firm

Welcome to Matthai Capital Management, fee-only registered investment advisor for investors seeking expertise and customized wealth solutions for their unique situations.

We have over 30 years' experience in sophisticated portfolio management for high-net-worth investors, women investors, and family offices.

Our clients live in a diverse geographic area and often have complex financial situations either resulting from a significant wealth event, or they may have specific investing needs related to estate planning, philanthropic giving, and trust management.

Whatever your investing needs, we are uniquely qualified to help you reach your financial goals. Contact us today to get started!

WHY HIRE US?

- *You will like the way we treat you.*
- *You will like the way we manage your money.*
- *You will like the total cost.*
- *You will like the total value we bring you.*

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Addressing the Complexities of Wealth Management for Elite Investors

PORTFOLIO MANAGEMENT AND PLANNING

By necessity successful individuals and families have more complex needs that require specific-tailored solutions.

Portfolio management goals vary from long term growth to income to short term liquidity. It's our job to institute a disciplined investment process when designing and monitoring portfolios that are tailored to your needs. A more thorough explanation is provided by the Wealth Map at the end of this brochure which leads you through things like the "Discovery Phase" (your specific goals and objectives, understanding your risk and time horizon, and other key factors).

ESTATE AND CHARITABLE PLANNING

- *Use of Donor-Advised Funds for all kinds of different assets*
- *Use of Charitable Remainder and Charitable Lead Trusts*

Let us help you in addressing the challenges and protecting, managing and achieving your legacy planning objectives.

MANAGING SIGNIFICANT WEALTH EVENTS

Significant wealth events can take many different forms:

- *Substantial Inheritance*
- *Divorce*
- *Sale of Closely-Held Business*
- *Lump Sum Retirement*
- *Sale of Real Estate or other family assets*

Sometimes these events can be planned for, like the sale of a business. Or they can arrive unexpectedly, like an inheritance or even a lottery win. However it arrives, significant wealth brings with it a complicated new dimension. It's how you manage it that will determine whether the wealth ultimately creates new obstacles or enables goals to be achieved. Once the event occurs, there almost always arises a seemingly simple question that is deceptively complex: What now? We would like to help you answer that question.

CASE CONSULTING SERVICES FOR THE ELITE INVESTOR

- *Trust and Estates*
- *Municipal Bonds*
- *Life Insurance*
- *Concentrated Equity Positions*
- *Lending Solutions*

Growing Wealth for Women

Women make up a significant percentage of our clients for a reason. We understand their financial challenges and provide them with solutions. We enjoy working with a wide variety of women; in particular we have found that women divorcées and widowed women appreciate the work we do for them.

We often find that after a divorce or widowhood, women seek out a new financial advisor for various reasons. Their previous

advisor may not have included them in the investment discussion or they may have been ignored altogether.

Whatever your reason for seeking a new advisor, we are here to help you and we understand your needs.

We recognize that women are making significant gains in the ranks of corporate leadership and are starting to close the gap on income as well. We have come to appreciate the fact they have their own attitudes toward investing.

WOMEN AND WEALTH

We understand women represent nearly 52% of the population, and American women are one of the world's most powerful economic forces. In fact, forty-five percent of American millionaires are women, and by 2030 it is projected that women will control roughly two-thirds of the nation's wealth, according to research done by the American College State Farm Center for Women and Financial Services.

Even though the gap is closing on leadership and income, we have learned by experience that men and women approach investing differently. While men are more hands-on, many women still prefer to have a financial advisor do the research and provide them with advice on long-term goals.

Recent research indicates many women look at their investments as a means to fulfill long-term goals, like buying a house or sending a child to college. They are more disciplined in terms of long-term planning.

Many women are more willing to learn about investing and take a more active role in their family's investing decisions. But, they would rather learn in-person than to just read about it.

Researchers don't describe these women as risk-averse, just more thoughtful about their investment choices. They are more willing to buy an investment and hold onto it. While men tend to be more competitive when investing, women are willing to take risks once they understand them.

CUSTOM ADVICE

What is your situation? Have you recently received an inheritance, been divorced or widowed? Are you in or near retirement and want to pursue long-awaited dreams after working hard and saving for many years?

Whatever your situation, we want to help you. We will listen to you, make you aware of your options, and implement the very best plan to manage your wealth in order to secure your future.

The information contained herein has been obtained from sources considered reliable, but we do not guarantee that the foregoing material is accurate or complete. Investing involves risk and investors may incur a profit or loss.

Assisting Family Offices

If you are an executive of a family office or an individual family member with a family office, and would like an investment adviser that understands the dynamics and multi-faceted purposes of the family office, we can help. We have dedicated ourselves to understanding how best to assist those overseeing a family's substantial wealth so it is preserved for generations to come.

To learn more visit: How we help Family Offices

WHY WORK WITH US?

- *We have solutions for concentrated equity positions*
- *We have a special arrangement with Dimensional Fund Advisors*
- *We understand the specific investment management expertise required for Charitable Remainder Trusts*
- *We can help you transfer and manage an existing trust portfolio if you are unhappy with the corporate trustee*

WE WOULD LOVE TO TALK WITH YOU!

- *Review our Ideal Client Profile*
- *Request a Consultation*

Trust Options

Do you have an interest in an existing trust? Are you considering creating a trust?

Do you serve as your own trustee or on behalf of someone else? Are you a beneficiary of a trust?

If you answered, "yes" to any of these questions, we have solutions designed to help you.

Our solutions help you identify, design and manage the most appropriate type of trust for your specific purpose. We can also assist trustees in fulfilling their fiduciary duties and responsibilities.

ADDITIONAL TRUST RESOURCES:

You can review the following information on our website by clicking on the links:

- *Establishing Trusts*
- *Trust Transfers*

About our Process

We pride ourselves on getting to know our clients and understanding their needs. That's why our wealth process is designed so that you get the most out of working with us.

THE MATTHAI WEALTH MAP

There are five customized stages to our client process

1. **"Compatibility" Stage: Introduction and Discovery**
   - *Who is Matthai Capital Management?*
   - *What do you need from Matthai Capital Management?*
   - *Can Matthai Capital Management provide what you need?*
2. **"Commitment" Stage: Getting Started**
   - *Clearly define our commitment to help you*
   - *Have you review and sign our "Investment Agreement" and the necessary forms to open your account, transfer assets, etc.*
   - *Have you complete an "Investor Profile Questionnaire"*
3. **"Charting the Course" Stage: Customized Investment Strategy**
   - *Provide you with a written recommended investment allocation and strategy for your account*
   - *Outline specific investment disciplines, guidelines and restrictions related to your account*
   - *Set expectations for implementation, ongoing investment management and performance*
4. **"Checking the Compass" Stage: Quarterly Performance Measurement**
   - *Provide you with a written commentary of the markets' performance during the most recent quarter*
   - *Provide you with a summary of your account's performance in the last quarter, year-to-date and since inception*
   - *Are you satisfied with the direction of your portfolio? Are adjustments necessary due to changes in your expectations, life events, financial needs, etc.?*
5. **"Communication" Stage: Ongoing Support Services**
   - *George Matthai will communicate with you about your account according to your preferred method (e-mail, phone, fax, text, etc.) and frequency (monthly, quarterly, bi-annually, etc.)*

- *Our professionals are always available to you to discuss your suggestions, concerns, questions, etc.*
- *We provide a variety of additional support services tailored to your specific account needs (i.e. communicate directly with your accountant, on-demand electronic money transfers to your bank account, on-line access to your account, etc.)*

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