CORIENT

July 2025

Corient Tax Update: Where We’ve Been & Where We’re Heading

Andrew Holmberg
Chief Solutions Officer

Darren Henderson
Head of US Wealth Advisory

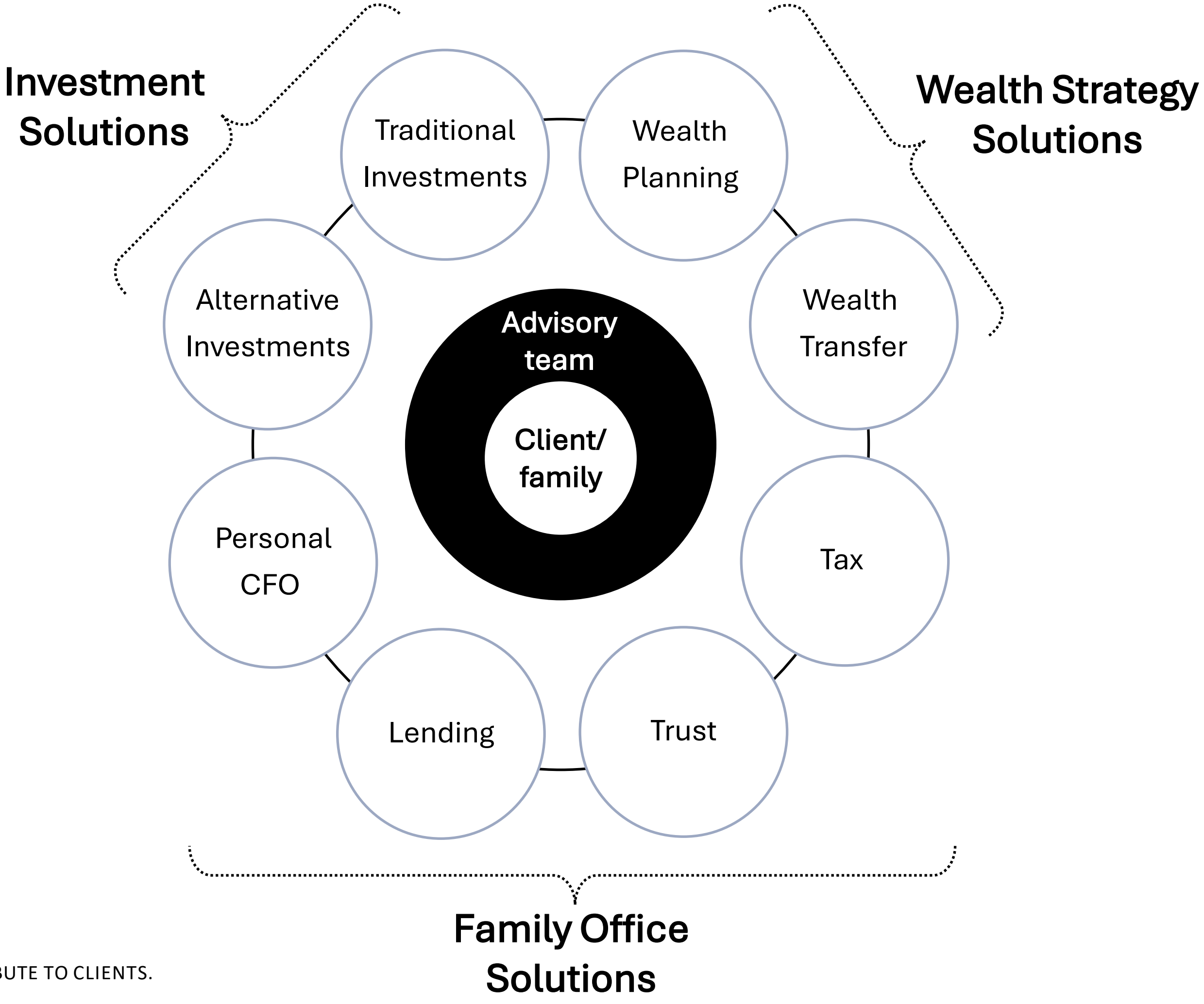
Jackson Moseley
Tax Director

Leanne Haupt
Head of Family Office Services

Mark Rubin
Head of Tax Services

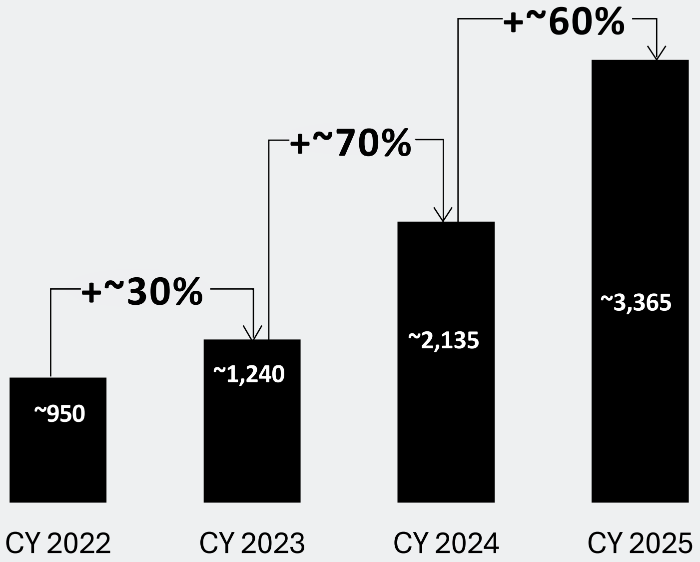
Andrea Nodoro
Senior Director, Tax

Corient Tax Services is our solution for further enhancing client experience and bolstering our holistic WM offering



Corient Tax Services has seen strong growth since inception in 2022

OUR OFFERING HAS SEEN SIGNIFICANT ADOPTION



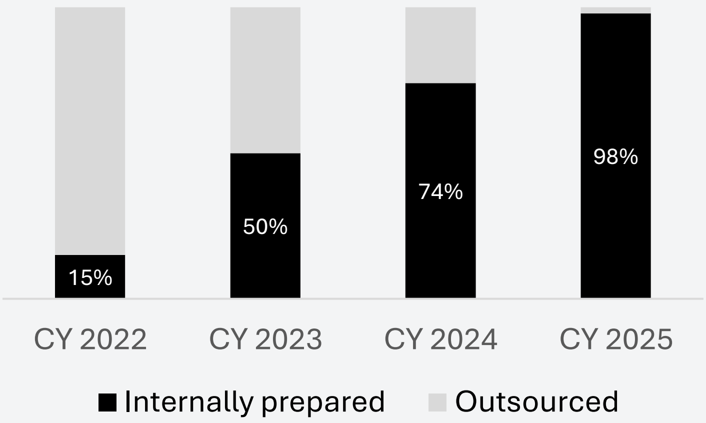
Total number of tax returns prepared for Corient clients

WITH STRONG PENETRATION ACROSS LEGACY FIRMS

29

Offices that have clients using Corient Tax vs. 22 in CY 2024 and 14 in CY 2023

AND GREATER INTERNALIZATION OF TAX PREPARATION



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We seek to deliver high-quality tax service to deliver meaningful value to clients and our business

1. Continue to meet the rapid growth and high demand for tax services
2. Honor all commitments that have been made to clients to date, while supporting continued evolution of our tax business
3. Deliver a value-add service to clients with Corient tax professionals serving as part of the broader client coverage team
4. Meet and exceed the highest standards of quality deliverables
5. Foster a professional environment that is sought out by professionals (e.g., lawyers, accountants) who are drawn to working with multigenerational families
6. Maintain profitability that sustains the practice and contributes to Corient's growth

Corient Tax has **~55 professionals** with a platform able to seamlessly support organic and inorganic growth

Dedicated resources for client service

	Name	Role
	Mark Rubin	Partner, Head of Tax
	Joseph Kluemper	Partner, Senior Tax Director
	Andrea Nodoro	Senior Tax Director
	Jackson Moseley	Associate Partner, Tax Director

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Dedicated resources for client service

	Name	Role
	Charles Pomo	Senior Tax Director
	Laura Williams	Tax Director
	Sue Powers	Tax Director
	Daniel Kaplan	Tax Director

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Dedicated resources for client service

	Name	Role
	Indre Trinkunaite	Senior Tax Manager
	Michelle Tam	Senior Tax Manager
	Shirley Wong	Senior Tax Manager
	Tiffany Peters	Senior Tax Manager

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Dedicated resources for client service

	Name	Role
	Alexander Charles	Senior Tax Manager
	Brian Feliciano	Senior Tax Manager
	Timothy Campbell	Tax Manager
	Nicole Moncada Garcia	Tax Manager

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Dedicated resources for client service

	Name	Role
	Rebeca Diaz	Tax Manager
	Maria La Forte	Tax Manager
	Wailes Kemp	Tax Manager
	Lorin Bridge, Jr.	Tax Manager

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Dedicated resources for client service

	Name	Role
	Ashley Guan	Tax Manager
	Katie Oestereich	Tax Manager
	Olga Nacheva	Tax Manager
	Kristian Doty	Tax Manager

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Dedicated resources for client service

	Name	Role
	Michael Piascik	Tax Manager
	Shlomo Benzaquen	Tax Manager
	Tomoe Dew	Tax Manager

In addition, 28 team members from staff, senior, and administrative roles are contributing to coverage.

Tax Year 2024: Finishing as we started, but planning for integration with go-forward fee guidelines

Clients **already engaged** for 2024 tax returns:

- All returns will be completed as outlined in ELs

Clients **not yet engaged** for 2024 tax returns:

- Limited inquiries related to taking over 2024 tax returns will be considered for new tax clients
- Existing pricing guidelines will be applied (e.g., $1,000 min.)

2024 clients **returning in future years**:

- For certain clients, moderate fee increases may be applied in upcoming years, assuming no scope changes
- Clients will move towards go-forward fee guidelines (e.g., $2,500 min.)
- Fees will be addressed on a client-by-client basis
- We will seek to identify alternative providers for clients who are not in agreement with fee increases

Key Dates

08/15/2025: Last date for new client requests for Fall 2025 filers (pending staffing and availability)

09/15/2025: Documents received for 10/15 filing should be received by this date

10/15/2025: Deadline for extended returns (1040s)

Tax Year 2025: New fee and client acceptance guidelines will be implemented with new service and engagement model

Service delivery model:

- With limited exceptions, tax team members will be assigned to clients and have a direct relationship to enhance value
- A willingness to work directly with Corient Tax personnel

Acceptance criteria (subject to limited exceptions):

- **$5MM min. AUM with Corient**
- **Minimum fees of $2,500 per return** with some exceptions (e.g., similar trust returns)
- Focus on clients where complexity exists such that we can provide value-added advisory services in addition to compliance services
- Prioritizing prospects that meet the above guidelines also means that unique circumstances will be considered
- Tax Advisory work will be based on standard hourly rates

Key Dates

12/01/2025: Last date for new client requests for Spring 2025 filers

03/15/2026: Documents received for 04/15 filing should be received by this date, otherwise return will be extended

03/23/2026: Deadline for providing information to be used in extension payment calculations

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Family Office Services for non-wealth management clients will be very limited, reserved for clients with meaningful standalone needs

Tax Only Services

1. Estimated minimum of $50M net worth **<u>and</u>**
2. At least $100k of annual Tax fees with a possibility of obtaining assets in the future; **<u>or</u>**
3. At least $250k of annual Tax fees where assets are unlikely to transfer to Corient

Joint Tax and PCFO / Other Services without AUM/AUA

1. Estimated minimum of $100M net worth **<u>and</u>**
2. At least $300k of annual fees with a possibility of obtaining assets in the future; **<u>or</u>**
3. At least $600k of annual fees where assets are unlikely to transfer to Corient

Family Office Pricing and Client Acceptance Committee

Considers material growth opportunities, client relationship deepening, resource capacity, reputational impact, opportunities to further develop or expand expertise, financial, legal, and compliance risk, and the best interests of the firm as a whole, including profitability

Striving for a collaborative relationship is central to building successful client tax engagements

- Please provide reasonable dates for receipt of tax quote. We are asking advisors allow us at least a two week turnaround time.
- Fee request checklist should be completed in its entirety and updated checklist should always be used https://wealthnet.corient.com/content/dam/ci-docshare/documents/pdfs/solutions/family-office-services/tax-documents/Fee%20Request%20Checklist%20(updated%206112025).pdf
- Please provide most recent tax return with request, including any other returns for which client needs a quote (trusts, gift tax, entity, etc.)
- Be sure any family relationships are fully disclosed so Corient Tax is aware of household relationships
- Use taxrequests@corient.com email rather than emailing a specific person on the tax team
- Refrain from providing a range of fees to the client prior to Corient Tax reviewing the returns
- Respect the cut off dates as we are working to schedule the resources we have
- For current tax clients, keep the tax team in the loop on financial planning work that may affect their tax situation
- Keep us informed of new trusts/entities being formed for tax clients
- Let us know if a client passes away and who we should be coordinating with going forward

We work alongside you and our clients throughout the year to support clients' ongoing tax needs beyond just return preparation

		ROLES		
	STEP	CORIENT TAX	CLIENT/PROSPECT	ADVISOR
1	INFORMATION GATHERING FOR PRICING	Reviews prior year returns and fee request checklist to determine scope and price	Provides necessary data and relevant background information for fee quote	Completes and provides fee request checklist, along with most recently filed returns, to taxrequests@corient.com. Checklist is available on Wealthnet and should be completed in its entirety
2	SCHEDULE CLIENT/ PROSPECT MEETING	Coordinate with advisor on scheduling. Conducts meeting to discuss tax needs, capabilities, and pricing.	Attends meeting and provides additional background on situation and needs.	Joins meeting.
3	FEE QUOTE DELIVERY	Sends advisor fee quote via email		Relays fee quote to client and/or sets up call with Tax team to discuss
4	ONBOARDING	Tax team member emails client about onboarding. Admin. team sends engagement letter	Signs engagement letter	
5	INFORMATION GATHERING	Admin. Team sends link to activate Tax Caddy account or other designated method.	Uploads tax information to Tax Caddy (or other designated method) and completes new client questionnaire	Assists in information gathering, (i.e providing 1099s & K-1s from Corient accounts/investments)

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		ROLES		
	STEP	CORIENT TAX	CLIENT/PROSPECT	ADVISOR
6	TAX RETURN PREPARATION & REVIEW	Returns go through the Corient Tax prep and review process	Provides additional info and/or answers questions from Corient Tax	Answers questions from Corient Tax team, if more relevant for advisor
7	DELIVERY & FILING	Sends tax return(s) for review/signature. E-files returns once signed	Reviews, signs, and makes tax payments	Receives complete copy of return(s) for their records
8	BILLING AND COLLECTIONS OF TAX SERVICE FEES	Tax Compliance and advisory invoice amount communicated	Pays tax invoice	Invoice review and discussion as needed
9	TAX PLANNING, PROJECTIONS, ADVISORY	Tax Planning, Projections, and advisory work are available on an as needed basis and typically billed at standard hourly rates	Requests tax planning and/or advisory.	Assists in Tax Planning Process as necessary and informs Corient Tax if tax projections, planning, and advisory is needed

Corient Tax has delivered tangible value for many clients and continues to help win with prospects

Discovery of prior year errors and missed planning opportunities

- Corient Trust client brought personal and trust returns to Corient. We discovered errors because they were using two separate preparers for personal/trust returns
- PTET planning – missed opportunity for a high-profile client where $400K+ could have been saved through PTET
- Client had not filed gift tax returns in 10+ years – we caught them up and saved client millions in potential estate tax
- Prior preparer mistreatment of K-1 income led to us amending prior returns, saving client hundreds of thousands

Utilizing tax team in prospecting calls can be the differentiator in a prospect moving assets to Corient or not – we have helped turn prospects into clients in many cases

Family Office restructuring and advisory

Long term holistic planning for tax clients (such as Roth conversion, distribution, and charitable planning)

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Q&A

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