

Bank of the West Wealth Management Philanthropy - “Six Terms Defined”

Donor Advised Fund (DAF): A donor advised fund is a charitable vehicle sponsored by an IRS-registered 501(c)(3) public charity, which administers the accounts. A DAF can accept both liquid and illiquid assets, allows donors to gift anonymously, and does not require a 5% payout per year. Donors obtain an immediate tax benefit when contributing to a DAF and submit grant recommendations to the sponsoring charity when they are ready to disburse funds.

Environmental and Social Governance (ESG): Part of the SRI spectrum, ESG criteria considers environment, social and corporate governance disciplines in an investment while seeking to achieve competitive financial return and positive social impact.

Impact Investments: These are investments made in companies, organizations or funds with the intent to generate and measure social and environmental impact alongside financial return. Bank of the West includes impact investments as a type of purpose investments.

Purpose investments: Coined by Bank of the West, this term includes impact investing, environmental and social governance (ESG), socially responsible investing (SRI), Microfinance, Social Impact Bonds, mission-related investments (MRIs) and program related investments (PRI's). It is a for-profit investment approach that enables clients to align their entire investment strategy, or a portion of their portfolio, with their philanthropic strategy (reflecting client values, ethics, principles) by applying deliberate and thoughtful investment selections across all asset classes. There is no prerequisite (such as being a philanthropist) to engage in purpose investing. With this approach, we seek to achieve more than concessionary returns. Purpose Investments is NOT a specific investment product.

Social responsible investing (SRI): Also known as sustainable investing, socially conscious, green or ethical investing, SRI encompasses any investment strategy which seeks both financial return and positive social outcome.

Strategic philanthropy: Strategic philanthropy involves a long-term plan for giving or investing that has specific impact goals at its core. Strategic philanthropy establishes milestones and metrics for impact goals, and also heavily relies on specialists to determine the best way to use available resources (such as tax-efficient assets) in combination with the right charitable vehicles/structures.

BANK OF THE WEST NEWS RELEASE

About Bank of the West Wealth Management


Bank of the West Wealth Management provides wealth planning, investment management*, personal banking, philanthropy, and trust and fiduciary services. The group is part of BNP Paribas' global wealth management business of more than 6,600 professionals present in three hubs in Europe, Asia and the US with more than \$11.4 billion** in assets under management in the United States and €341 billion (\$383 billion) in assets under management globally as of September 30, 2016.

About Bank of the West

Bank of the West is a regional financial services company headquartered in San Francisco with \$82.6 billion in assets as of September 30, 2016. Founded in 1874, Bank of the West provides a wide range of personal, commercial, wealth management and international banking services through more than 600 branches and offices in 23 states and digital channels. Bank of the West is a subsidiary of BNP Paribas, which has a presence in 75 countries with more than 189,000 employees. To learn more about Bank of the West, visit [About Us](#).

*Securities and variable annuities are offered through BancWest Investment Services, a registered broker/dealer, Member [FINRA/SIPC](#), and [SEC Registered Investment Adviser](#). Financial Advisors are Registered Representatives of BancWest Investment Services. Fixed annuities/insurance products are offered through BancWest Insurance Agency in California, (License #0C52321), through BancWest Insurance Agency in Utah and through BancWest Investment Services, Inc. in AZ, CO, IA, ID, KS, MN, MO, ND, NE, NM, NV, OK, OR, SD, WA, WI, WY, HI, GUAM and CNMI. BancWest Investment Services is a wholly owned subsidiary of Bank of the West. Bank of the West is a wholly owned subsidiary of BNP Paribas. Bank of the West and its various affiliates and subsidiaries are not tax or legal advisors.

**Assets under management refers to assets under administration, management, advisement, and on deposit, including assets with our affiliate BancWest Investment Services ("BancWest") as of June 30, 2016.

Deposit and loan products offered by Bank of the West, Member FDIC and  Equal Housing Lender. In South Dakota, Bank of the West operates under the name Bank of the West California. Bank of the West Wealth Management offers products and services through Bank of the West and its various affiliates and subsidiaries.

Investment and Insurance products:

NOT INSURED	FDIC	NOT GUARANTEED	BANK	MAY LOSE VALUE	NOT DEPOSIT	A	NOT INSURED BY GOVERNMENT AGENCY	ANY FEDERAL
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