



COLONIAL GROUP, INC.

Investment Management • Trust Services



Trusted since 1913

Spartanburg | Greenville | Charleston



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Colonial Group, Inc. is comprised of:



**COLONIAL
TRUST COMPANY**

Established 1913



**COLONIAL ASSET
MANAGEMENT, INC.**

A Member of Colonial Group, Inc.



COLONIAL GROUP, INC.

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FOR NEARLY ONE HUNDRED YEARS,

Colonial Trust Company has been a wealth management and trust services partner with the most important people we know – our clients. The longevity, experience, and independence of our company continues to illustrate our client-centered philosophy. Our trusted advisors remain dedicated to partnering with our clients to find solutions for their financial future.

Longevity. Experience. Independence.

Company Overview

PROFILE

Established in 1913, Colonial is the oldest independent trust company in South Carolina. As one of the few privately owned trust providers in the state, we have built a reputation for providing the highest quality investment management, trust and estate services, and retirement planning at a competitive cost. We also consult with our clients' advisors, attorneys, and CPAs to develop investment and administrative plans to meet all personal financial objectives.



Colonial Trust Company
Downtown Spartanburg, circa 1940



Values of integrity, service, and confidentiality...



HISTORY

In 1989, H. Walter Barre and Barry D. Wynn acquired Colonial Trust Company from one of its founding families. Though the ownership of the company changed, the values of integrity, service, and confidentiality have remained the cornerstone. In 1996, Colonial Asset Management was created as a sister company to Colonial Trust in order to support the company's non-trust asset growth. Today, both Colonial Trust Company and Colonial Asset Management are owned by Colonial Group, Inc. In January 2007, Bert D. Barre and Camp R. Wynn also became principals of Colonial Group, Inc.

Investment Philosophy



AT COLONIAL TRUST,

we believe that effective personal investment management depends on partnering with our clients to understand their unique goals. Our investment philosophy is straightforward: conservative, quality focused, and long-term oriented.

After a consultation, we develop an investment strategy and allocate capital based on the client's goals. Security analysis, asset allocation, and portfolio management functions are conducted locally. Consideration is given to cash flow needs, liquidity constraints, tax concerns, and estate plans. Portfolios

are continually monitored and adjusted in response to changes in objectives and circumstances.

Equities

Colonial maintains a disciplined "top down" investment philosophy that identifies economic, business, demographic, technological and public policy trends that may impact long-term investments. We then determine which industries and companies will be positively impacted due to their leverage to a specific trend. After thorough analysis of these companies, we create a focus list of company stocks from which we make equity investments.

Market Leadership

Each of the companies on our focus list has unique or proprietary competitive advantages. These dominant companies normally have lower unit cost, more liquidity, and the management strengths necessary to remain dominant. These firms have demonstrated reliable earnings and dividend growth, which are powerful positive forces that can lead to long-term capital appreciation. Colonial has a strong bias toward companies with the capabilities to compete globally.

Time Horizon – Long Term Patience & Short Term Volatility

Time is an investor's best ally, and experience has convinced us that a patient, steady approach produces strong results. Long-term positions in leading companies allow us not to be overly concerned with the market's short-term volatility. We concentrate on investment options with a three- to five-year time horizon, allowing for long-term investment returns that are not swayed by impulse reactions or temporary changes in market conditions.

Fixed Income Investing

We take a conservative approach to fixed income investing, and we strive to avoid losses while providing a consistent return. We consider the structure of specific investments, including security, guarantees, maturity, and yield. Through this analysis, we seek to identify issues that possess appropriate risk/return characteristics for our clients' circumstances.

Modified Laddering

When assembling a fixed income portfolio, we attempt to maximize investment flexibility by utilizing a "modified laddering" strategy. Laddering a portfolio provides diversification of maturities and limits sensitivity to changes in interest rates. To modify a traditional ladder portfolio, we may overweight a certain maturity based on our opinion of future rate movements. This strategy seeks to minimize exposure to significant changes in interest rates by having portions of the portfolio maturing at regular intervals.

Services



BOTH COLONIAL TRUST

and Colonial Asset Management are committed to providing a high level of personal service to our clients. Although the services provided by the two companies may differ, it is the desire of each company to be a trusted financial partner to our clients by offering quality, independent investment strategies and fiduciary services.

Trust Services

Establishing a trust can be beneficial to you and your loved ones both during your lifetime and after. There are often special advantages in establishing a

trust that can protect assets and provide financial security. Asset protection, financial stability, control, tax reduction and deferral, funding of charitable causes, and estate planning are valuable benefits of various trust solutions.

Colonial Trust provides the services of a large bank trust department with the personal touch of an independent private trust company. Colonial Trust can be named as Trustee or Co-trustee to ensure appropriate administration and management. Where the client may be the initial Trustee, Colonial can be named Successor Trustee to step in if or when a need arises due to death or disability.

Colonial can also serve as Trustee of Irrevocable Life Insurance Trusts (ILITs) and other trusts created for estate planning strategies.

Estate Administration

Colonial Trust Company offers counseling in structuring an estate plan that safeguards assets during lifetime and efficiently transfers those assets thereafter. Although we offer strategic advice with respect to tax, legal, and accounting issues affecting trusts and estates, we do not draft wills, trust agreements or other documents. We work with our clients' other trusted advisors, including attorneys and accountants.

Colonial Trust also can serve as Personal Representative for our clients' estates. This would include the systematic inventory and marshalling of assets as required by the Probate Court and transferring them to the client's beneficiaries. We can be named as Personal Representative or Co-Personal Representative in a will, or we can provide

our services to the individual who is the named Personal Representative. Our service is comprehensive, highly confidential, and customized.

Colonial also has fiduciary experience in managing physical assets, such as art, antiques, cars, planes, livestock, and commercial real estate. Services include:

- Professional Portfolio Management
- Trustee of Testamentary Trusts
- Estate Tax Planning
- Personal Representative of Estates
- Trustee under Living Trust Agreements
- Trustee of Charitable Trusts
- Qualified Intermediary for 1031 Exchanges
- Escrow Services

Investment Management

A professionally managed portfolio designed specifically to meet each of your individual objectives provides you with a focused financial solution. Our independence and

Services (continued)

asset-based fee structure allow us to objectively recommend a financial strategy for our clients. We conduct all portfolio planning and investing locally, giving you direct access to the decision makers. In addition to having fewer cost layers, Colonial's system provides us with a clear understanding of both the portfolio planning and investment management processes.

Retirement Planning

We can conduct an independent audit of an existing corporate retirement plan or evaluate the needs of a business owner who does not have a plan. In both cases, Colonial focuses on the design, investments, costs, and fiduciary issues. The objectives of the business owners, whether they are sheltering income or providing benefits to employees, will determine the appropriate plan design. From there, we provide investment advisory services that include investment evaluation and recommendation, monitoring, and employee communications.





COLONIAL GROUP, INC.

Investment Management • Trust Services

Colonial Trust Company Board of Directors

From L to R: J. Grier Bomar, Johnnie Mac Walters,
H. Walter Barre II, Barry D. Wynn, Bert D. Barre,
Camp R. Wynn, David Humphreys Jr.



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