

# BMO Harris Bank N.A. (the “Bank”) information and disclosure for Proprietary Products—Structured Notes and Equity Offerings



Your account at the Bank may be invested in structured notes. If permitted, many of these structured notes are issued by the Bank of Montreal, the parent company of the Bank, and/or sold through BMO Capital Markets Corp. (“BMOCM”), a subsidiary of the Bank of Montreal and an affiliate of the Bank. Your account at the Bank may be invested in U.S.-listed initial public offerings, follow-on equity offerings, and preferred stock offerings that were underwritten or distributed by BMOCM. We refer to these as affiliate-underwritten equity offerings. These proprietary structured notes and affiliate-underwritten equity offerings are referred to as Proprietary Products.

We select the investments that we believe best fit our asset allocation goals and forward-looking views to meet your investment objective. We consider multiple factors when we approve Proprietary Products and make them available for your account. Selection is not based solely on performance relative to peers or benchmarks.

## **Potential Conflicts of Interests**

The purchase of Proprietary Products in your account involves conflicts of interest. Bank of Montreal, BMOCM, and the Bank’s other affiliates have economic interests with regard to Proprietary Products that present a conflict of interest to our clients’ interest in the Proprietary Products. Generally, we prefer structured notes offered by the Bank of Montreal through BMOCM or our other affiliates. We expect that most (and at times, all) of the structured notes we approve for purchase in our clients’ accounts will be Proprietary Products issued by the Bank of Montreal and sold through an affiliated agent such as BMOCM. Similarly, we expect that most (and at time, all) of the equity offerings described above that we approve for purchase in our clients’ accounts will be Proprietary Products underwritten or distributed by BMOCM or another affiliate of the Bank.

## **Compensation**

For proprietary structured notes, the Bank of Montreal and BMOCM are compensated through the difference between the principal amount of the proprietary structured note and the estimated initial value of the proprietary structured note. The estimated initial value of the proprietary structured note, which is typically expressed as a dollar value per \$1,000 in principal amount, will be detailed in the final offering documents describing the proprietary structured note. For affiliate-underwritten equity offerings, BMOCM or another affiliated underwriter is typically compensated through underwriting discounts or commissions that are detailed in the final offering documents describing the affiliate-underwritten equity offering. If Proprietary Products are purchased in your account, you will receive the final offering documents that describe the compensation received by the Bank’s affiliates.

When we act as custodian, investment manager, trustee, executor, conservator, personal representative, or guardian for a non-Retirement account invested in structured notes, we do not charge investment product fees for structured notes. This means that we do not charge you twice, once directly and once indirectly, for investment services relating to proprietary structured notes. We do charge an Account Services and Related Advice fee which is paid directly from your account. This fee includes investment services for accounts other than custody accounts. This fee is not reduced when your account holds structured notes.

For both affiliate-written equity offerings and equity offerings underwritten by a third party, we charge an Investment Product Fee for Individually Managed Securities of forty basis points (0.40%). This fee is in addition to our Account Services and Related Advice fee and is paid directly from your account.

## **Retirement Accounts**

Proprietary Products may not be purchased in Retirement Accounts.

## **More information**

Your account administrator or portfolio manager can answer questions about compensation we and our affiliates receive from Proprietary Products.

BMO Wealth Management is a brand name that refers to BMO Harris Bank N.A. and certain of its affiliates that provide certain investment, investment advisory, trust, banking, securities, insurance and brokerage products and services.

**Investments are: NOT FDIC INSURED - NOT BANK GUARANTEED – NOT A DEPOSIT - MAY LOSE VALUE**