

Introduction

Greycourt & Co., Inc. (“Greycourt”) is an investment adviser registered with the Securities and Exchange Commission and provides advisory services rather than brokerage services. Investment advisory and brokerage services and fees differ, and it is important for you to understand the differences. This document gives you a summary of the types of services we provide and how we are compensated. Please feel free to ask us for more information - some suggested questions are provided as examples. Additionally, free and simple tools are available to you to assess firms and financial professionals at Investor.gov/CRS, which also provides free educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer our services across two platforms, each customizable to your needs:

Our *Investment Advisory Service*, or *IAS*, includes strategic portfolio design and monitoring, manager research, client service support and performance reporting. We discuss your goals and design a strategy with you to achieve them. We monitor your investments on an ongoing basis as part of this service and will meet with you in person or by conference/video call at least quarterly to discuss your portfolio. You can choose to allow us to buy and sell investments in your account without asking you in advance (a “discretionary account”) or we may provide advice and you decide what investments you wish to buy and sell (a “non-discretionary account”) subject to the specific terms of the client agreement.

Collaborative Solutions (*CS*) is a service that we offer to single and multi-family office clients. Our investment professionals work directly with your investment professionals, and the work is typically focused on capital markets research, idea generation, manager research and projects related to your portfolio structure, risk, and/or modeling. Recommendations are typically made on a non-discretionary basis and periodic or ongoing monitoring is subject to the specific terms of the engagement.

For additional information, please see our firm’s *ADV Part 2A Brochure, Items 4 and 7* which can be found [here](#).

Questions to Ask Us:

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do those qualifications mean?

What fees will I pay?

Clients typically pay an ongoing fee calculated as a percentage of assets under management, subject to an agreement executed with us. Fee rates begin at 0.50% but are subject to negotiation based on the size and complexity of the engagement. Fees are typically paid quarterly in advance and may be deducted from your account or invoiced, subject to your authorization in the agreement. Asset-based fees subject us to a potential conflict of interest in that the more assets there are in your advisory account, the more you will pay in fees, and thus we have an incentive to encourage you to increase the assets in the account. Project-based and other fixed fee arrangements may be made where appropriate for the service provided, including research projects, consulting services, and certain *Collaborative Solutions* engagements. Fixed fee arrangements are based on the complexity of the assignment and negotiated between Greycourt and each client for that project. Greycourt maintains a minimum annual fee of \$150,000 per year for non-discretionary engagements and \$200,000 per year for discretionary services. Additional fees may apply for specific administrative considerations, such as data feeds and customized reporting, as well as specific project requirements, such as travel.

Advisory fees paid to Greycourt are in addition to the advisory fees and other expenses charged by third-party investment managers. These managers each charge an advisory fee and incur other expenses, which can include commissions or other transaction costs, custodial fees, accounting fees and other administrative costs. In a fund-of-funds structure, there may be multiple layers of these fees and expenses within the fund. In addition, your custodian or broker will charge transaction fees on trades in your account. You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

For more detailed information about our fees and costs related to our management of your account, please see Item 5 in our ADV Part 2A Brochure which is available [here](#).

Questions to Ask Us:

- Help me understand how these fees and costs may affect my investments. If I give you \$50,000,000 to invest, how much will go to fees and costs and how much will be invested for me?
- How do I know if a recommendation was or will be compensated through asset-based fees or fixed fees? Are these items clearly identified in invoices or other reporting?
- How might your conflicts of interest affect me, and how will you address them?

What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we must act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means:

Asset-based fees subject us to a potential conflict of interest in that the more assets there are in your advisory account, the more you will pay us in fees, and thus we have an incentive to encourage you to increase the assets in the account. Similarly, we have an incentive to recommend ongoing services versus hourly or project-oriented fixed fees. Meanwhile, the flexibility to negotiate fee rates and other terms introduces an incentive to favor higher-paying accounts in the allocation of investment opportunities. We have adopted procedures designed to address the fair allocation of investment opportunities.

For more detailed information about our conflicts of interest, please review Items 4, 10, 11 and 12 of our [ADV Part 2A Brochure](#).

Questions to Ask Us:

- How might your conflicts of interest affect me, and how will you address them?

How do your financial professionals make money?

Our financial professionals are paid a fixed salary and are eligible for discretionary bonuses that reflect the overall success of the firm and the individual. Some of our financial professionals are owners of the firm and benefit from its overall profits. Additionally, the Managing Director of Client Relations receives compensation for successfully attracting new clients to work with us. This compensation is based on the revenue or profitability of new clients and may serve as an incentive to encourage you to choose our firm as your investment advisor.

Do you or your financial professionals have legal or disciplinary history?

No. Neither Greycourt nor its financial professionals have a disciplinary history to report. Clients and prospective clients are advised to research Greycourt and its financial professionals using the free and simple search tool at Investor.gov/CRS.

Questions to Ask Us:

- As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information

You can find additional information about our firm's investment advisory services on the SEC's website at www.adviserinfo.sec.gov. You may also visit our website, www.greycourt.com, or contact us by phone at (412) 361-0100 or via email at info@greycourt.com to request a current copy of this relationship summary, our Form ADV Part 2A Brochure and Form ADV Part 2B Brochure Supplement, and other up-to-date information.

Questions to Ask Us:

- Who is my primary contact person?
- Who can I talk to if I have concerns about how this person is treating me?