Firm Information

CAPTRUST At A Glance

As of 9.30.17

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	131
Vested Shareholders	99

Assets Under Advisement

Total	$227,918,147,347
Institutional (98%)	$222,349,154,242
Wealth (2%)	$5,568,993,105

Strategic Advisor Group

Inforce Life Insurance Policies	1,588
Number of Insured	1,117
Total Annualized Premium	$43,586,416
Total Death Benefit	$3,036,334,140

Revenue

2016 *(69% Institutional / 31% Wealth)*
2015 *(70% Institutional / 30% Wealth)*
2014 *(73% Institutional / 27% Wealth)*
2013 *(72% Institutional / 28% Wealth)*
2012 *(73% Institutional / 27% Wealth)*
2011 *(71% Institutional / 29% Wealth)*
2010 *(70% Institutional / 30% Wealth)*
2009 *(70% Institutional / 30% Wealth)*
2008 *(70% Institutional / 30% Wealth)*
2007 *(65% Institutional / 35% Wealth)*

Service Offerings

Institutional

Investment Advisory Services
Provider Analysis/Fee Benchmarking
ERISA/Fiduciary Support and Training
Participant Advice

Wealth

Investment Management
Financial, Tax, and Estate Planning
Monitoring and Reporting
Insurance Advisory Services

Custodian / Clearing Firms

Fidelity
National Advisors Trust
Pershing
Schwab
TD Ameritrade

Locations and Employees

By Location

Akron, OH (5)
Atlanta, GA (2)
Austin, TX (1)
Bethlehem, PA (21)
Birmingham, AL (2)
Boston, MA (1)
Charlotte, NC (17)
Cincinnati, OH (3)
Columbia, MO (1)
Dallas, TX (4)
Dayton, OH (5)
Des Moines, IA (6)
Detroit, MI (23)
Greenwich, CT (4)
Hollywood, FL (2)
Houston, TX (1)
Jackson, MS (1)
Lexington, VA (2)
Los Angeles, CA (3)
Lynchburg, VA (12)
Minneapolis-Downtown, MN (10)
Minneapolis-Eden Prairie, MN (4)
New York, NY (1)
Orlando, FL (1)
Philadelphia-Doylestown, PA (7)
Philadelphia-Lower Gwynedd, PA (2)
Port Washington, NY (1)
Portland, ME (1)
Raleigh, NC (239)
Richmond, VA (1)
Richmond-Glen Allen, VA (1)
Riverside, CA (3)
Santa Barbara, CA (5)
Tampa, FL (31)
Washington, DC (1)
Wilmington, DE (1)

TOTAL Employees: 425
TOTAL Employee Locations: 36
TOTAL Advisor Locations: 35

By Department (not including Bethlehem)

Advisor Group: (156)
Financial Advisor Management
Marketing Support
Practice Support
Recruiting and Acquisition

Business Operations: (177)
Client Service
Finance and Legal
Human Resources
Process, IT, and Regulatory
Senior Management

Consulting Research Group: (13)
Investment Research
Asset Allocation
Discretionary Management

Consulting Solutions Group: (58)
ERISA Technical Support
Participant Advice
Provide /Vendor Relations
Business Line Support

Client Information

CAPTRUST At A Glance

As of 9.30.17

Client Base

Institutional

Total Clients	Brick Clients*	Discretion
1,806	1,155	**Total Plans:** 1,766
	Average Size: $192,333,618	**Total Assets:** $11,709,983,884
	Median Size: $41,686,997	

Wealth

Total Clients	Brick Clients*	Discretion
4,095	941	**Total Accounts:** 2,343
	Average Size: $4,316,386	**Total Assets:** $1,501,813,615
	Median Size: $2,504,687	

* brick counts will not match the e.brief due to acquistion totals

Client Retention Rate

2016:	97%	**2011:**	99%
2015:	96%	**2010:**	98%
2014:	98%	**2009:**	98%
2013:	98%	**2008:**	98%
2012:	98%	**2007:**	97%

Average Since 2007: 98%

Plan Information

All Categories	**Defined Benefit Plans (DB)**	**Defined Contribution Plans (DC)**	**Nonqualified Plans (NQ)**	**Other Asset Pools (OAP)**
4,022 Total Plans	220 Total Plans	3,241 Total Plans	282 Total Plans	279 Total Plans
Total: $222,349,154,242	**Total:** $14,530,203,542	**Total:** $192,872,337,098	**Total:** $2,566,349,082	**Total:** $12,380,264,520

401(a) (5%) - DC	**401(k)** (57%) - DC	**403(b)** (10%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (4%) - NQ
199 total	2,298 total	404 total	8 total	141 total
Total: $20,315,735,739	**Total:** $114,486,536,628	**Total:** $55,090,019,175	**Total:** $24,120,811	**Total:** $1,578,113,177
457(b) - Gov't (<1%) - DC	**457(b) - Non-Gov't** (3%) - NQ	**457(f)** (<1%) - NQ	**Corp. Cash** (2%) - OAP	**DB - Cash Balance** (<1%) - DB
18 total	103 total	26 total	85 total	17 total
Total: $300,131,839	**Total:** $901,592,503	**Total:** $39,809,972	**Total:** $9,767,900,098	**Total:** $440,145,659
DB - Pension (5%) - DB	**Endowment / Foundation** (5%) - OAP	**ESOP** (<1%) - DC	**Freedom401(k)** (7%) - DC	**MPP** (<1%) - DC
203 total	180 total	8 total	271 total	15 total
Total: $14,090,057,883	**Total:** $1,749,378,317	**Total:** $549,294,820	**Total:** $976,681,918	**Total:** $372,228,902
ProTrust (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP	
4 total	26 total	2 total	14 total	
Total: $22,712,619	**Total:** $780,917,990	**Total:** $790,087	**Total:** $862,986,105	

Consulting Research Information

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$61,132,193,563	425
TIAA	$46,224,977,085	347
Empower	$12,948,522,066	1,360
Prudential	$10,552,514,719	86
Wells Fargo	$10,106,985,843	123
Charles Schwab	$9,545,514,456	65
Vanguard	$9,112,913,086	63
T. Rowe Price	$6,743,943,708	56
TransAmerica	$4,956,219,280	85
Principal	$4,677,616,410	160

Provider Experience

Total Providers	124
20 or more plans	17
15 or more plans	19
10 or more plans	24
5 or more plans	34
4 or more plans	36
3 or more plans	45
2 or more plans	60

Annual Activity and Savings

	YTD 2017	2016	2015	2014	2013	Since 2010
Fee Benchmark	**276**	390	374	217	199	1,734
Provider/Vendor RFP	**12**	11	16	8	12	80
Realized Savings	**$3,670,000**	$7,100,000	$14,000,000	$6,150,000	$10,570,000	$62,920,000
Average Savings/Client ($)	**$68,040**	$63,000	$85,932	$69,149	$87,338	$492,136
Average Savings/Client (%)	**0.07%**	0.10%	0.08%	0.10%	0.10%	0.11%

Provider Visits

2017 YTD Activity: 44 (includes 9 provider onsites)

2016 YTD Activity: 57 (includes 1 provider onsites)

2015 Total Activity: 82 (includes 6 provider onsites)

2014 Total Activity: 87 (includes 9 provider onsites)

2013 Total Activity: 68 (includes 6 provider onsites)

2012 Total Activity: 72 (includes 11 provider onsites)

Participant Advice Services (PAS) Activity

Total Institutional Participants	2.5 m
Average Participant Per Client	1,384
2017 Group Advice Meetings	476
Total Group Advice Meetings (since 2012)	2,895
2017 Individual Advice Meetings	10,884
Total Individual Advice Meetings (since 2012)	57,913
2017 Meeting Attendees	8,915
2017 PAS Desk Interactions (w/o Freedom Desk)	5,934
Total Participant Interactions (since 2012)	140,054
Total Blueprints (YTD 2017)	5,190
Total Blueprints (since 2012)	14,447

Investment Research Activity

Due Diligence Meetings

September: 20 (includes 21 portfolio managers/investment professionals)

August: 30 (includes 27 portfolio managers/investment professionals)

July: 9 (includes 8 portfolio managers/investment professionals)

June: 15 (includes 19 portfolio managers/investment professionals)

May: 15 (includes 27 portfolio managers/investment professionals)

April: 10 (includes 3 portfolio managers/investment professionals)

March: 23 (includes 20 portfolio managers/investment professionals)

February: 21 (includes 14 portfolio managers/investment professionals)

January: 12 (includes 5 portfolio managers/investment professionals)

2017 YTD Activity: 140 (includes 117 portfolio managers/investment professionals)

2016 YTD Activity: 297 (includes 215 portfolio managers/investment professionals)

2015 Total Activity: 337 (includes 336 portfolio managers/investment professionals)

2014 Total Activity: 277 (includes 272 portfolio managers/investment professionals)

2013 Total Activity: 269 (includes 142 portfolio managers)

2012 Total Activity: 378 (includes 278 portfolio managers)

2011 Total Activity: 304 (includes 230 portfolio managers)

Annual Due Diligence Activity

Due Diligence Calls: 3,500+

Portfolio Manager Interviews: 350+

Onsite Fund Company Visits: 30+

Daily Monitoring: ~2,400 ticker symbols

Manager / Funds / Asset Classes

Money Management Firms: 230+

Portfolios: ~3,000

Mutual Funds: ~2,000

Database Resources

Bloomberg

eVestment Alliance

Morningstar Direct

Morningstar Principia Pro

MPI Stylus Pro

Tamale RMS

Zephyr StyleAdvisor