Organization		Assets Under Advisement			Strategic Advisor Group		R	Revenue	
Year Practice Focus Established	1986	Total	\$450,839,697,0	69 Infor	ce Life Insurance Policies	1,596	<b>2020</b> (51% Institu	utional / 49% Wealth)	
Year Organization Formally Founded	1997	Institutional (95%)	\$429,021,511,08	85 Numl	ber of Insured	1,147	<b>2019</b> (57% Institu	ıtional / 43% Wealth)	
Unvested Shareholders	188	Wealth (5%)	\$21,818,185,984	4 Total	Annualized Premium	\$42,386,954	<b>2018</b> (66% Institu	utional / 34% Wealth)	
Vested Shareholders	241			Total	Death Benefit	\$3,217,926,612	<b>2017</b> (73% Institu	utional / 27% Wealth)	
							<b>2016</b> (69% Institu	ıtional / 31% Wealth)	
	ervice	Offerings		C	Custodian / Clearing Firms 200		<b>2015</b> (70% Institu	utional / 30% Wealth)	
Institutional		Wealth		Fide	lity		<b>2014</b> (73% Institu	utional / 27% Wealth)	
Investment Advisory Services		Investment Mana	gement	Natio	National Advisors Trust 20		<b>2013</b> (72% Institu	utional / 28% Wealth)	
Provider Analysis/Fee Benchmarking		Financial, Tax, and	d Estate Planning	Pers	hing		<b>2012</b> (73% Institu	utional / 27% Wealth)	
ERISA/Fiduciary Support and Training	RISA/Fiduciary Support and Training Monitoring and Reporting		Schw	vab		<b>2011</b> (71% Institu	<b>011</b> (71% Institutional / 29% Wealth)		
Participant Advice	articipant Advice Insurance Advisory Services		TD A	TD Ameritrade 20		<b>2010</b> (70% Institu	<b>010</b> (70% Institutional / 30% Wealth)		
			Locat	ions and (Empl	loyees) - Advisors				
Akron, OH (4) - 3	(	Corpus Christi, TX (2) -	2	Lewe	s, DE (1) - 1		Riverside, CA	A(2)-2	
Allentown, PA (20) - 9	[	Dallas, TX (5) - 3		Lexin	gton, VA (1) - 1		Roanoke, VA	(9) - 5	
Atlanta, GA (8) - 5	[	Dayton, OH (4) - 2		Lone	Tree, CO (10) - 5		Salt Lake Cit	y, UT (12) - 5	
Austin, TX (9) - 2	[	Des Moines, IA (6) - 5		Los A	ngeles, CA(3)-3		San Antonio,	TX (39) - 13	
Baltimore, MD (1) - 1	[	Detroit, MI (24) - 3		Lynch	nburg, VA (7) - 5		San Ramon,	CA (9) - 5	
Bethlehem, PA (14) - 10	(	Grand Rapids, MI (6) - 2	2	Minne	eapolis, MN (17) - 11		Santa Barba		
Birmingham, AL (12) - 7	(	Green, OH (18) - 11		Mont	gomery, AL (12) - 6		Southfield, N	• •	
Boston, MA (15) - 10	(	Greensboro, NC (7) - 3		Orlan	do, FL (2) - 2		Tampa, FL (3		
Cambria, CA (1) - 1	(	Greenwich, CT (4) - 2		Phoe	Phoenix, AZ (46) - 26		Wayzata, MN	• ,	
Charlotte, NC (23) - 8	ŀ	Harrisonburg, VA (2) - 2	2	Phila	Philadelphia-Doylestown, PA (9) - 7		ū	West Orange, NJ (1) - 1 Wilmington, NC (10) - 4	
Chesterton, IN (28) - 19	ŀ	louston, TX (3) - 3		Portla	and, ME (1) - 1			vees: 798 (300 Advisors)	
Cincinnati, OH (3) - 2	J	ackson, MS (1) - 1		Ralei	gh, NC (314) - 41		•	eyee Locations: 33	
Columbia, MO (1) - 1	l	ake Success, NY (25) -	14	Richm	nond, VA (3) - 3		_	or Locations: 50	
By Department (not including Allentow	n) C	lient Solutions Group:	(266)	Corporate Serv	vices: (86)	Investment Group: (31)		Operations Group: (62	
Advisor Group: (334)	В	usiness Line Support		Finance and Le		Asset Allocation		Facilities	
Financial Advisor Management	С	lient Service	H	Human Resou	rces	Discretionary Managen	nent	Integrations	
Marketing Support	Е	RISA Technical Suppor	t f	Process, IT, an	nd Regulatory	Investment Research		Performance Reporti	
Practice Support	Р	articipant Advice	9	Senior Manage	ement			Project Management	
Recruiting and Acquisition	Р	rovider / Vendor Rela	tions					Trading	

## **CAPTRUST At A Glance**

			Clie	nt Base			Client Retention Rate
	Institut	tional			Wealt	<b>2020</b> : 97% <b>2014</b> : 98%	
Total Clients B	Clients Brick Clients* Discretion		Total Clients	s Brick Clients*	Discretion	<b>2019</b> : 97% <b>2013</b> : 98%	
2,457 1	1,712	Total Plans: 990		11,874	3,906	Total Accounts: 33,122	<b>2018</b> : 97% <b>2012</b> : 98%
А	Average Size: \$247,040,2	29 Total Assets: \$41,	923,435,848		<b>Average Size:</b> \$4,618,2	235 <b>Total Assets:</b> \$18,814,300,336	<b>2017</b> : 99% <b>2011</b> : 99%
N	Median Size: \$50,450,00	1			Median Size: \$2,572,3	71	<b>2016</b> : 97% <b>2010</b> : 98%
* Brick counts v	will not match the e.brie	f due to acquisition to	otals				<b>2015</b> : 96% <b>2009</b> : 98%
		·					Average Since 2009: 98%
				P	lan Information		
All Categories	Defined Be	enefit (DB)	Defined Contribut	ion (DC)	Endowments/Foundations	Nonqualified (NQ)	Other Asset Pool
3,961 Total Plans	266 Total	Plans	2,921 Total Plans		290 Total Portfolios	379 Total Plans	105 Total Plans
Total: \$429,021,511	1,085 <b>Total:</b> \$23	,101,058,382	Total: \$370,938,0	41,075	Total: \$8,983,626,714	Total: \$5,817,673,090	Total: \$20,181,111,825
Discretion	67 Plans - ;	\$2,983,249,393	773 Plans - \$35,93	8,615,355	82 Portfolios - \$2,266,434,409	35 Plans - \$184,920,232	33 Plans - \$550,216,460
Institutional - Retirement - 3,566 Plans - \$399,856,772,547 Institutional - E/F and					Institutional - E/F and OAP - 3	95 Plans/Portfolios - \$29,164,738,539	
<b>401(a)</b> (8%) - DC	<b>401(k)</b> (53	%)-DC	403(a) - DC (<1%) -	DC	<b>403(b)</b> (24%) - DC	Church/Religious Deposit & Loan Pool (<1%) - O.	AP Corp. Cash (3%) - OAP
137 total	1,905 total		1 total		542 total	11 total	32 total
Total: \$34,231,949,	,574 <b>Total:</b> \$22	5,162,565,111	<b>Total:</b> \$583,162,0	83	Total: \$104,316,769,110	Total: \$382,199,308	Total: \$14,820,587,822
409A - DB (<1%) - NQ	Q 409A - DC	(<1%) - NQ	<b>415(m)</b> (<1%) - NQ		<b>457(b) - Gov't</b> (<1%) - DC	Insurance/Captive (<1%) - OAP	LOSAP (<1%)-OAP
16 total	184 total	184 total 3 total		44 total		15 total	6 total
Total: \$111,521,051	1 <b>Total</b> : \$3,0	099,804,480	Total: \$1,308,991		Total: \$2,702,604,980	Total: \$2,689,955,672	<b>Total:</b> \$18,477,641
457(b) - Non-Gov't (<	<1%) - NQ 457(f) (<19	%) - NQ	Canadian RRSP (<1	%) - DC	Church Plan (<1%) - DB	Nuclear Decommissioning Trust (<1%) - OAP	<b>OAP - Other</b> (<1%) - OAP
144 total	27 total		2 total		20 total	1 total	8 total
Total: \$2,476,550,0	714 <b>Total</b> : \$94	,464,532	Total: \$14,418,58	1	Total: \$2,484,201,035	Total: \$1,039,231,122	<b>Total:</b> \$160,263,287
Corporate Cash Balan	nnce (<1%) - DB Corporate	Pension (4%) - DB	<b>ESOP</b> (<1%) - DC		Freedom401(k) (<1%) - DC	Operating Reserves (<1%) - OAP	Private Endowment/Foundation (<1%) - E/F
24 total	179 total		8 total		240 total	12 total	13 total
Total: \$739,662,028	8 <b>Total:</b> \$15	,350,593,802	Total: \$1,168,275	,931	Total: \$1,206,531,593	Total: \$248,437,493	<b>Total:</b> \$166,181,399
Gov't (GASB) (<1%) -	DB MPP Empl	oyee Directed (<1%) - DC	MPP Employer Dir	ected (<1%)-DC	Partnership Cash Balance (<1%) - DB	Public Endowment/Foundation (2%) - E/F	<b>VEBA</b> (<1%) - OAP
14 total	14 total	14 total 3 total			23 total	277 total	20 total
Total: \$3,711,805,4	108 <b>Total:</b> \$42	2,179,241	Total: \$12,399,05	6	<b>Total:</b> \$333,779,020	Total: \$8,817,445,314	<b>Total</b> : \$821,959,479
ProTrust (<1%) - NQ	PSP (<1%)	-DC	Puerto Rico (<1%)	-DC	Taft Hartley (<1%) - DB		
5 total	total 19 total 6 total		6 total				
Total: \$34,024,022	Total: \$1,0	099,321,518	Total: \$17,864,29	8	Total: \$481,017,089		

2 or more plans 98

Top Ten Providers (by assets)					
Provider	Assets	Plans			
Fidelity	\$128,684,607,143	613			
TIAA	\$86,066,161,846	487			
Vanguard	\$23,639,816,620	139			
Empower	\$22,043,350,442	322			
Schwab	\$20,672,810,307	174			
Prudential	\$18,468,976,529	97			
Wells Fargo	\$14,258,512,899	130			
T. Rowe Price	\$12,146,731,206	101			
Principal	\$9,955,339,505	211			
Hancock	\$6,977,697,525	60			

Provider Experience		Annual Activity and Savings								
Total Providers	130		2020	2019	2018	2017	2016	Since 2010		
20 or more plans	34	Fee Benchmark	332	358	352	350	390	2,969		
15 or more plans	41	Provider/Vendor RFP	8	13	19	14	11	129		
10 or more plans	46	Realized Savings	\$4,000,000	\$6,800,000	\$6,339,000	\$4,040,000	\$7,100,000	\$80,099,000		
5 or more plans	58	Average Savings/Client (\$)	-	-	\$75,464	\$68,514	\$63,000	\$636,114		
4 or more plans	68	Average Savings/Client (%)	-	-	0.06%	0.08%	0.10%	0.10%		
3 or more plans	79									

## **Provider Visits**

## 2020 Activity: 156 (no provider onsites)

2019 Total Activity: 85 (includes 6 provider onsites) 2018 Total Activity: 80 (includes 8 provider onsites) 2017 Total Activity: 53 (includes 11 provider onsites) 2016 Total Activity: 57 (includes 1 provider onsites) 2015 Total Activity: 82 (includes 6 provider onsites)

Participant Advice Services (PAS) Activit	У
Total Institutional Participants	3.2m
Average Participant Per Client	1,342
2020 Group Advice Meetings	295
Total Group Advice Meetings (since 2012)	4,741
2020 Individual Advice Meetings	8,531
Total Individual Advice Meetings (since 2012)	99,884
2020 Meeting Attendees	13,713
2020 PAS Desk Interactions (w/o Freedom Desk)	12,060
Total Participant Interactions (since 2012)	271,203
2020 Blueprints	6,021
Total Blueprints (since 2014)	39,992

Investment Research Activity	
Due Diligence Meetings	Annual Due Diligence Activity
2020 Activity: 689 (includes 365 portfolio managers/investment professionals)	Due Diligence Calls: 3,500+
2019 Total Activity: 431 (includes 287 portfolio managers/investment professionals)	Portfolio Manager Interviews: 3
$2018\ Total\ Activity: 612\ (includes\ 203\ portfolio\ managers/investment\ professionals)$	Onsite Fund Company Visits: 30
$2017\ Total\ Activity: 187\ (includes\ 177\ portfolio\ managers/investment\ professionals)$	Daily Monitoring: ~2,400 ticker
$2016\ Total\ Activity: 297\ (includes\ 215\ portfolio\ managers/investment\ professionals)$	
$2015\ Total\ Activity: 337\ (includes\ 336\ portfolio\ managers/investment\ professionals)$	Manager / Funds / Asset Classes
$2014\ Total\ Activity: 277\ (includes\ 272\ portfolio\ managers/investment\ professionals)$	Money Management Firms: 230
$2013\ Total\ Activity: 269\ (includes\ 142\ portfolio\ managers/investment\ professionals)$	Portfolios: ~3,000
2012 Total Activity: 378 (includes 278 portfolio managers/investment professionals)	Mutual Funds: ~2,000
$2011\ Total\ Activity:\ 304\ (includes\ 230\ portfolio\ managers/investment\ professionals)$	
	Database Resources
	Plaambara

## 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