

# CAPTRUST At A Glance

As of 3.27.14

Office Locations (20)		Service Offerings				Advisory Board (7 Members)					
Akron, OH	Kansas City, MO	Institutional			Wealth		Jim Dunn <i>Chief Investment Officer, Wake Forest University</i>				
Atlanta, GA	Los Angeles, CA	Plan Level Advisory Services for Plan Sponsors			Investment Management		Quana Jew, JD <i>Partner, Arent Fox LLP</i>				
Birmingham, AL	Minneapolis St. Paul, MN	Fee Benchmarking for Plan Sponsors			Financial Planning		Dave Liebrock <i>Retired Fidelity Executive, CAPTRUST Advisor</i>				
Boston, MA	New York, NY	Investment Fiduciary Training and Review			Tax Planning		Jeffrey Montgomery <i>CEO, AFAM</i>				
Charlotte, NC	Orlando, FL	Vendor Search and Selection Services			Monitoring and Reporting		Rob Solomon <i>Founder and CEO, Bulldog Solutions, Inc.</i>				
Dallas, TX	Philadelphia, PA	Participant Education and Advice			Risk Management		Charles Ruffel <i>Founder and Director, Asset International</i>				
Des Moines, IA	Port Washington, NY	Nonqualified Advisory Services			Ancillary Services		Jerry Tylman <i>Partner and Founder, Greenway Solutions, Inc.</i>				
Detroit, MI	Raleigh, NC (headquarters)	Executive Financial and Estate Planning Services									
Greenwich, CT	Richmond, VA										
Houston, TX	Washington, D.C.										
Organization		Assets Under Advisement		Custodian / Clearing Firms	Revenue		Accreditations / Licenses				
Year Practice Focus Established	1986	Total	\$116,347,956,602	Fidelity	2013 (72% Institutional / 28% Wealth)		AIF	CEBS	CIMA	CPA	JD
Year Organization Formally Founded	1997	Institutional (98%)	\$113,456,009,885	National Advisors Trust	2012 (73% Institutional / 27% Wealth)		AIFA	CFA	CIMC	CRPC	PFS
Vested Shareholders	56	Wealth (2%)	\$2,891,946,717	Pershing	2011 (71% Institutional / 29% Wealth)		APR	CFP	CLU	CRPS	PRP
				Schwab	2010 (70% Institutional / 30% Wealth)		ARPC	CFS	CMFC	CRSP	QPFC
				2009 (70% Institutional / 30% Wealth)		ARPS	ChFC	CMS	FLMI	RPA	
				2008 (70% Institutional / 30% Wealth)		FINRA & Insurance Licenses					
Insurance Coverage				Employees							
Policy Type / Coverage		Carrier		Total: 285							
Professional Liability (Errors & Omissions / Directors & Officers)		CNA +		By Department (does not include Detroit due to ongoing integration)							
\$10,000,000 per claim or aggregate		XL Specialty Insurance Co.		Consulting Research: 47 professionals		Advisor Practice: 89 professionals		Business Operations: 104 professionals			
Fidelity Bond		Chubb		Investment Research		Financial Advisors		Client Service			
\$2,000,000 per claim or aggregate				Nonqualified Deferred Compensation		Financial Advisor Support Group		Finance and Legal			
				Participant Education				Human Resources			
SIPC (Securities Investor Protection Corporation)		SIPC		Provider / Vendor Relations				Marketing			
\$500,000 per account (of which \$250,000 can be for claims for cash awaiting investment)								Process, IT, and Regulatory			
Excess SIPC coverage (Fidelity)		Lloyd's of London						Senior Management			
\$1.9 million for cash (awaiting investment) per account (firm aggregate: \$1 billion)											
Excess SIPC coverage (Pershing)		Lloyd's of London		Akron, OH: 4		Detroit, MI: 45		Orlando, FL: 1			
\$1.9 million for cash (awaiting investment) per client (firm aggregate: \$1 billion)				Atlanta, GA: 3		Greenwich, CT: 4		Philadelphia, PA: 6			
				Birmingham, AL: 2		Houston, TX: 2		Port Washington, NY: 2			
Excess SIPC coverage (Schwab)		Lloyd's of London		Boston, MA: 2		Kansas City, MO: 1		Raleigh, NC (headquarters): 181			
\$150 million per customer including \$1,000,000 for cash awaiting investment (firm aggregate: \$600 million)				Charlotte, NC: 15		Los Angeles, CA: 3		Richmond, VA: 3			
				Dallas, TX: 3		Minneapolis St. Paul, MN: 1		Washington, D.C.: 1			
				Des Moines, IA: 5		New York, NY: 1					

Firm Information

Internal Use Only

Client Base					
<b>Institutional (All)</b>	<b>Institutional (Brick)</b>	<b>Institutional (Detroit)</b>	<b>Wealth (Brick)</b>	<b>Client Retention Rate</b>	
<b>Total: 1,137</b>	<b>Total: 624</b>	<b>Total: 289</b>	<b>Total: 538</b>	<b>2013: 98%</b>	
	<b>Average Size: \$178,368,657</b>	<b>Average Size: \$2,664,029</b>	<b>Average Size: \$4,243,896</b>	<b>2012: 98%</b>	
	<b>Median Size: \$45,912,310</b>	<b>Median Size: \$1,653,237</b>	<b>Median Size: \$2,634,538</b>	<b>2011: 99%</b>	
				<b>2010: 98%</b>	
				<b>2009: 98%</b>	
				<b>2008: 98%</b>	
				<b>2007: 97%</b>	
				<b>Since Inception: 98%</b>	
Plan Information					
<b>Total</b>	<b>By Major Category (excluding Detroit)</b>				
<b>All Categories (excluding Detroit)</b>	<b>Detroit Office</b>	<b>Defined Benefit Plans (DB)</b>	<b>Defined Contribution Plans (DC)</b>	<b>Nonqualified Plans (NQ)</b>	<b>Other Asset Pools (OAP)</b>
1,375 Total Plans	300 Total Plans	144 Total Plans	1,009 Total Plans	168 Total Plans	54 Total Pools
<b>Total: \$112,676,305,642</b>	<b>Total: \$769,904,544</b>	<b>Total: \$13,712,577,115</b>	<b>Total: \$84,975,780,594</b>	<b>Total: \$1,450,697,943</b>	<b>Total: \$12,537,249,990</b>
<b>By Plan</b> (% of total plans excluding Detroit) - Major Category					
<b>401(a)</b> (4%) - DC	<b>401(k)</b> (56%) - DC	<b>403(b)</b> (11%) - DC	<b>409A - DB</b> (<1%) - NQ	<b>409A - DC</b> (8%) - NQ	<b>457(b) - Gov't</b> (<1%) - DC
50 total	757 total	154 total	8 total	101 total	11 total
<b>Total: \$8,446,965,127</b>	<b>Total: \$61,196,547,489</b>	<b>Total: \$13,780,965,338</b>	<b>Total: \$18,161,598</b>	<b>Total: \$1,080,093,408</b>	<b>Total: \$198,827,072</b>
<b>457(b) - Non-Gov't</b> (3%) - NQ	<b>457(f)</b> (<1%) - NQ	<b>Corp. Cash</b> (2%) - OAP	<b>DB - Cash Balance</b> (<1%) - DB	<b>DB - LEO</b> (<1%) - DB	<b>DB - Pension</b> (9%) - DB
43 total	12 total	26 total	9 total	1 total	134 total
<b>Total: \$312,259,110</b>	<b>Total: \$19,297,729</b>	<b>Total: \$10,987,251,213</b>	<b>Total: \$387,968,711</b>	<b>Total: \$24,537,602</b>	<b>Total: \$13,300,070,802</b>
<b>Endowment / Foundation</b> (2%) - OAP	<b>ESOP</b> (<1%) - DC	<b>MPP</b> (<1%) - DC	<b>ProTrust</b> (<1%) - NQ	<b>PSP</b> (2%) - DC	<b>VEBA</b> (<1%) - OAP
23 total	3 total	9 total	4 total	25 total	5 total
<b>Total: \$1,227,678,268</b>	<b>Total: \$90,554,310</b>	<b>Total: \$366,267,772</b>	<b>Total: \$20,886,100</b>	<b>Total: \$895,653,484</b>	<b>Total: \$322,320,509</b>

Provider / Vendor Experience										
Top Ten Providers (By Assets)			Provider Experience Across CAPTRUST Client Base		Annual Activity and Savings					Provider Visits
Provider	Assets	Plans	Total Providers	90		2013	2012	2011	2010	Provider Onsite (2)
Fidelity	\$25,311,000,000	216	20 or more plans	14	Fee Benchmark	199	207	184	132	Fidelity Newport Group*
TIAA-CREF	\$14,126,000,000	103	15 or more plans	20	Provider / Vendor RFP	12	6	14	12	
Wells Fargo	\$5,990,000,000	95	10 or more plans	25	Realized Savings	\$10,570,000	\$9,700,000	\$6,900,000	\$8,500,000	CAPTRUST Headquarters (18)  BMO Fidelity (4) Great West Mass Mutual MullinTBG* OneAmerica Principal  Prudential (2) Putnam T. Rowe Price TIAA-CREF TransAmerica (2) Wells Fargo
JP Morgan	\$5,744,000,000	13	5 or more plans	37	Average Savings / Client (\$)	\$87,338	\$79,917	\$72,500	\$91,000	
T. Rowe Price	\$5,723,000,000	38	4 or more plans	42	Average Savings / Client (%)	0.10%	0.13%	0.12%	0.12%	
Prudential	\$5,336,000,000	63	3 or more plans	48						
Vanguard	\$3,890,000,000	36	2 or more plans	60						
ING	\$3,826,000,000	15								
Charles Schwab	\$2,535,000,000	38								
Great West Retirement Services	\$2,521,000,000	100								* Includes nonqualified capabilities
										YTD Total Activity: 20 (includes 2 provider onsites) 2013 Total Activity: 68 (includes 6 provider onsites) 2012 Total Activity: 72 (includes 11 provider onsites) 2011 Total Activity: 61 (includes 9 provider onsites)
Investment Research Activity										
Database Resources	Manager / Funds / Asset Classes		Annual Due Diligence Activity		Due Diligence Meetings					
Bloomberg	Money Management Firms: 250+		Due Diligence Calls: 3,500+		January: 21 (includes 16 portfolio managers)					
eVestment Alliance	Portfolios: ~3,000		Manager Interviews: 350+		February: 18 (includes 14 portfolio managers)					
Morningstar Direct	Mutual Funds: ~2,000		Onsite Fund Company Visits: 30+		March: 18 (includes 9 portfolio managers)					
Morningstar Principia Pro	ETFs and Closed Ended Funds: ~150		Daily Monitoring: ~2,400 ticker symbols							
MPI Stylus Pro	Asset Classes: 60+									
Tamale RMS										
Zephyr StyleAdvisor										
										YTD Total Activity: 57 (includes 39 portfolio managers) 2013 Total Activity: 269 (includes 142 portfolio managers) 2012 Total Activity: 378 (includes 278 portfolio managers) 2011 Total Activity: 304 (includes 230 portfolio managers)
Employee Education Activity*										
Total Participants Among Institutional Client Base						2,000,000+				
Average Participant Per Client						1,759				
2014 Education Meetings (Group)						75				
Total Education Meetings (since 2007)						3,500				
2014 Education Meetings (One-on-One)						645				
Total Education Meetings (since 2007)						11,702				
2014 Meeting Attendees						1,992				
Total Meeting Attendees (since 2007)						91,077				
* Does not include participant education or advice provided directly by Financial Advisor or for Freedom401(k) clients.										