## Firm Information

# CAPTRUST At A Glance

As of 4.30.17

| Organization | |
|---|---|
| Year Practice Focus Established | 1986 |
| Year Organization Formally Founc | 1997 |
| Unvested Shareholders | 124 |
| Vested Shareholders | 85 |

| Assets Under Advisement | |
|---|---|
| **Total** | $226,240,974,323 |
| **Institutional** (98%) | $222,476,115,346 |
| **Wealth** (2%) | $3,764,858,977 |

| Strategic Advisor Group | |
|---|---|
| Inforce Life Insurance Policies | 1,576 |
| Number of Insured | 1,020 |
| Total Annualized Premium | $41,737,802 |
| Total Death Benefit | $2,962,058,162 |

| 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** | **Wealth** |
| Investment Advisory Services | Investment Management |
| Provider Analysis/Fee Benchmarking | Financial, Tax, and Estate Planning |
| ERISA/Fiduciary Support and Training | Monitoring and Reporting |
| Participant Advice | Insurance Advisory Services |

| Custodian / Clearing Firms |
|---|
| Fidelity |
| National Advisors Trust |
| Pershing |
| Schwab |

### Locations and Employees

**By Location**

| | | | |
|---|---|---|---|
| Akron, OH (5) | Columbia, MO (1) | Minneapolis-Downtown, MN (12) | Richmond, VA (1) |
| Atlanta, GA (2) | Dallas, TX (4) | Minneapolis-Eden Prairie, MN (5) | Richmond-Glen Allen, VA (1) |
| Austin, TX (3) | Dayton, OH (5) | New York, NY (1) | Riverside, CA (3) |
| Bethlehem, PA (19) | Des Moines, IA (5) | Orlando, FL (1) | Santa Barbara, CA (5) |
| Birmingham, AL (2) | Detroit, MI (24) | Philadelphia-Doylestown, PA (8) | Washington, DC (1) |
| Boston, MA (1) | Greenwich, CT (4) | Philadelphia-Lower Gwynedd, PA (3) | Wilmington, DE (1) |
| Charlotte, NC (17) | Houston, TX (1) | Port Washington, NY (1) | **TOTAL Employees: 371** |
| Chicago, IL (1) | Jackson, MS (1) | Portland, ME (1) | **TOTAL Employee Locations: 33** |
| Cincinatti, OH (3) | Los Angeles, CA (3) | Raleigh, NC (226) | **TOTAL Advisor Locations: 32** |

**By Department (not including Bethlehem)**

| | | | |
|---|---|---|---|
| **Advisor Group:** (132) | **Business Operations:** (158) | **Consulting Research Group:** (12) | **Consulting Services Group:** (50) |
| Financial Advisor Management | Client Service | Investment Research | ERISA Technical Support |
| Marketing Support | Finance and Legal | Asset Allocation | Participant Advice |
| Practice Support | Human Resources | Discretionary Management | Provide /Vendor Relations |
| Recruiting and Acquisition | Process, IT, and Regulatory | | Business Line Support |
| | Senior Management | | |

Client Information

# CAPTRUST At A Glance

As of 4.30.17

## Client Base

| Institutional | | | Wealth | | |
|---|---|---|---|---|---|
| **Total Clients** | **Brick Clients*** | **Discretion** | **Total Clients** | **Brick Clients*** | **Discretion** |
| 1,480 | 1,061 | **Total Plans:** 1,651 | 2,854 | 659 | **Total Accounts:** 2,081 |
| | **Average Size:** $199,491,212 | **Total Assets:** $8,385,210,264 | | **Average Size:** $4,430,498 | **Total Assets:** $1,294,771,936 |
| | **Median Size:** $43,208,797 | | | **Median Size:** $2,501,703 | |

* 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) |
|---|---|---|---|---|
| 3,592 Total Plans | 180 Total Plans | 3,054 Total Plans | 259 Total Plans | 99 Total Plans |
| **Total:** $222,476,115,346 | **Total:** $ 13,495,984,334 | **Total:** $193,760,247,708 | **Total:** $2,800,491,516 | **Total:** $12,419,391,788 |

| | | | | |
|---|---|---|---|---|
| **401(a)** (5%) - DC | **401(k)** (63%) - DC | **403(b)** (8%) - DC | **409A - DB** (<1%) - NQ | **409A - DC** (4%) - NQ |
| 191 total | 2,193 total | 334 total | 6 total | 135 total |
| **Total:** $21,148,103,670 | **Total:** $114,374,087,489 | **Total:** $54,593,514,110 | **Total:** $28,071,125 | **Total:** $1,557,030,825 |
| **457(b) - Gov't** (<1%) - DC | **457(b) - Non-Gov't** (2%) - NQ | **457(f)** (<1%) - NQ | **Corp. Cash** (<1%) - OAP | **DB - Cash Balance** (<1%) - DB |
| 17 total | 89 total | 24 total | 25 total | 18 total |
| **Total:** $602,436,413 | **Total:** $830,262,574 | **Total:** $364,101,600 | **Total:** $9,904,045,261 | **Total:** $388,402,089 |
| **DB - Pension** (5%) - DB | **Endowment / Foundation** (1%) - OAP | **ESOP** (<1%) - DC | **Freedom401(k)** (9%) - DC | **MPP** (<1%) - DC |
| 162 total | 60 total | 7 total | 271 total | 12 total |
| **Total:** $13,107,582,245 | **Total:** $1,736,303,786 | **Total:** $650,214,816 | **Total:** $963,891,335 | **Total:** $379,435,052 |
| **ProTrust** (<1%) - NQ | **PSP** (<1%) - DC | **Puerto Rico** (<1%) - DC | **VEBA** (<1%) - OAP | |
| 5 total | 27 total | 2 total | 14 total | |
| **Total:** $21,025,392 | **Total:** $1,047,812,035 | **Total:** $752,788 | **Total:** $779,042,741 | |

Consulting Research Information

# CAPTRUST At A Glance

As of 4.30.17

## Top Ten Providers (by assets)

| Provider | Assets | Plans |
| --- | --- | --- |
| Fidelity | $63,291,496,744 | 392 |
| TIAA | $45,675,512,483 | 305 |
| Empower | $14,992,062,135 | 1,347 |
| Wells Fargo | $10,871,537,238 | 119 |
| Prudential | $10,235,234,304 | 84 |
| Charles Schwab | $8,780,940,842 | 61 |
| Vanguard | $8,555,808,735 | 53 |
| T. Rowe Price | $6,327,628,452 | 49 |
| Principal | $5,939,670,474 | 152 |
| TransAmerica | $4,788,865,073 | 79 |

## 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 | **96** | 390 | 374 | 217 | 199 | 1,734 |
| Provider/Vendor RFP | **6** | 11 | 16 | 8 | 12 | 80 |
| Realized Savings | **$673,000** | $7,100,000 | $14,000,000 | $6,150,000 | $10,570,000 | $62,920,000 |
| Average Savings/Client ($) | **$84,100** | $63,000 | $85,932 | $69,149 | $87,338 | $492,136 |
| Average Savings/Client (%) | **0.06%** | 0.10% | 0.08% | 0.10% | 0.10% | 0.11% |

## Provider Visits

**2017 YTD Activity**: 19 (includes 6 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 | 1,690 |
| 2017 Group Advice Meetings | 162 |
| Total Group Advice Meetings (since 2012) | 2,588 |
| 2017 Individual Advice Meetings | 4,461 |
| Total Individual Advice Meetings (since 2012) | 50,770 |
| 2017 Meeting Attendees | 3,296 |
| 2017 PAS Desk Interactions (w/o Freedom Desk) | 3,120 |
| Total Participant Interactions (since 2012) | 126,117 |
| Total Blueprints (YTD 2017) | 2,625 |
| Total Blueprints (since 2012) | 11,882 |

## Investment Research Activity

### Due Diligence Meetings

**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:** 66 (includes 42 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