

## Firm Information

## CAPTRUST At A Glance

As of 12.31.20

Organization		Assets Under Advisement		Strategic Advisor Group		Revenue
Year Practice Focus Established	1986	<b>Total</b>	\$450,839,697,069	Inforce Life Insurance Policies	1,596	<b>2020</b> (51% Institutional / 49% Wealth)
Year Organization Formally Founded	1997	<b>Institutional</b> (95%)	\$429,021,511,085	Number of Insured	1,147	<b>2019</b> (57% Institutional / 43% Wealth)
Unvested Shareholders	188	<b>Wealth</b> (5%)	\$21,818,185,984	Total Annualized Premium	\$42,386,954	<b>2018</b> (66% Institutional / 34% Wealth)
Vested Shareholders	241			Total Death Benefit	\$3,217,926,612	<b>2017</b> (73% Institutional / 27% Wealth)
						<b>2016</b> (69% Institutional / 31% Wealth)
						<b>2015</b> (70% Institutional / 30% Wealth)
						<b>2014</b> (73% Institutional / 27% Wealth)
						<b>2013</b> (72% Institutional / 28% Wealth)
						<b>2012</b> (73% Institutional / 27% Wealth)
						<b>2011</b> (71% Institutional / 29% Wealth)
						<b>2010</b> (70% Institutional / 30% Wealth)
Service Offerings				Custodian / Clearing Firms		
<b>Institutional</b>		<b>Wealth</b>		Fidelity		
Investment Advisory Services		Investment Management		National Advisors Trust		
Provider Analysis/Fee Benchmarking		Financial, Tax, and Estate Planning		Pershing		
ERISA/Fiduciary Support and Training		Monitoring and Reporting		Schwab		
Participant Advice		Insurance Advisory Services		TD Ameritrade		
Locations and (Employees) - Advisors						
Akron, OH (4) - 3		Corpus Christi, TX (2) - 2		Lewes, DE (1) - 1		Riverside, CA (2) - 2
Allentown, PA (20) - 9		Dallas, TX (5) - 3		Lexington, VA (1) - 1		Roanoke, VA (9) - 5
Atlanta, GA (8) - 5		Dayton, OH (4) - 2		Lone Tree, CO (10) - 5		Salt Lake City, UT (12) - 5
Austin, TX (9) - 2		Des Moines, IA (6) - 5		Los Angeles, CA (3) - 3		San Antonio, TX (39) - 13
Baltimore, MD (1) - 1		Detroit, MI (24) - 3		Lynchburg, VA (7) - 5		San Ramon, CA (9) - 5
Bethlehem, PA (14) - 10		Grand Rapids, MI (6) - 2		Minneapolis, MN (17) - 11		Santa Barbara, CA (5) - 5
Birmingham, AL (12) - 7		Green, OH (18) - 11		Montgomery, AL (12) - 6		Southfield, MI (7) - 2
Boston, MA (15) - 10		Greensboro, NC (7) - 3		Orlando, FL (2) - 2		Tampa, FL (30) - 13
Cambria, CA (1) - 1		Greenwich, CT (4) - 2		Phoenix, AZ (46) - 26		Wayzata, MN (2) - 2
Charlotte, NC (23) - 8		Harrisonburg, VA (2) - 2		Philadelphia-Doylestown, PA (9) - 7		West Orange, NJ (1) - 1
Chesterton, IN (28) - 19		Houston, TX (3) - 3		Portland, ME (1) - 1		Wilmington, NC (10) - 4
Cincinnati, OH (3) - 2		Jackson, MS (1) - 1		Raleigh, NC (314) - 41		<b>TOTAL Employees: 798 (300 Advisors)</b>
Columbia, MO (1) - 1		Lake Success, NY (25) - 14		Richmond, VA (3) - 3		<b>TOTAL Employee Locations: 33</b>
						<b>TOTAL Advisor Locations: 50</b>
<b>By Department (not including Allentown)</b>		<b>Client Solutions Group: (266)</b>		<b>Corporate Services: (86)</b>		<b>Investment Group: (31)</b>
<b>Advisor Group: (334)</b>		Business Line Support		Finance and Legal		<b>Operations Group: (62)</b>
Financial Advisor Management		Client Service		Human Resources		Facilities
Marketing Support		ERISA Technical Support		Process, IT, and Regulatory		Integrations
Practice Support		Participant Advice		Senior Management		Performance Reporting
Recruiting and Acquisition		Provider / Vendor Relations				Project Management
						Trading

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## Client Information

## CAPTRUST At A Glance

As of 12.31.20

Client Base						Client Retention Rate	
Institutional			Wealth			2020:	2014:
Total Clients	Brick Clients*	Discretion	Total Clients	Brick Clients*	Discretion	2019:	2013:
2,457	1,712	Total Plans: 990	11,874	3,906	Total Accounts: 33,122	2018:	2012:
	Average Size: \$247,040,229	Total Assets: \$41,923,435,848		Average Size: \$4,618,235	Total Assets: \$18,814,300,336	2017:	2011:
	Median Size: \$50,450,001			Median Size: \$2,572,371		2016:	2010:
* Brick counts will not match the e.brief due to acquisition totals						2015:	2009:
						Average Since 2009: 98%	
Plan Information							
All Categories	Defined Benefit (DB)	Defined Contribution (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: \$429,021,511,085	Total: \$23,101,058,382	Total: \$370,938,041,075	Total: \$8,983,626,714	Total: \$5,817,673,090	Total: \$20,181,111,825		
Discretion	67 Plans - \$2,983,249,393	773 Plans - \$35,938,615,355	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 OAP - 395 Plans/Portfolios - \$29,164,738,539				
401(a) (8%) - DC	401(k) (53%) - DC	403(a) - DC (<1%) - DC	403(b) (24%) - DC	Church/Religious Deposit & Loan Pool (<1%) - OAP	Corp. Cash (3%) - OAP		
137 total	1,905 total	1 total	542 total	11 total	32 total		
Total: \$34,231,949,574	Total: \$225,162,565,111	Total: \$583,162,083	Total: \$104,316,769,110	Total: \$382,199,308	Total: \$14,820,587,822		
409A - DB (<1%) - NQ	409A - DC (<1%) - NQ	415(m) (<1%) - NQ	457(b) - Gov't (<1%) - DC	Insurance/Captive (<1%) - OAP	LOSAP (<1%) - OAP		
16 total	184 total	3 total	44 total	15 total	6 total		
Total: \$111,521,051	Total: \$3,099,804,480	Total: \$1,308,991	Total: \$2,702,604,980	Total: \$2,689,955,672	Total: \$18,477,641		
457(b) - Non-Gov't (<1%) - NQ	457(f) (<1%) - NQ	Canadian RRSP (<1%) - DC	Church Plan (<1%) - DB	Nuclear Decommissioning Trust (<1%) - OAP	OAP - Other (<1%) - OAP		
144 total	27 total	2 total	20 total	1 total	8 total		
Total: \$2,476,550,014	Total: \$94,464,532	Total: \$14,418,581	Total: \$2,484,201,035	Total: \$1,039,231,122	Total: \$160,263,287		
Corporate Cash Balance (<1%) - DB	Corporate Pension (4%) - DB	ESOP (<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	Total: \$15,350,593,802	Total: \$1,168,275,931	Total: \$1,206,531,593	Total: \$248,437,493	Total: \$166,181,399		
Gov't (GASB) (<1%) - DB	MPP Employee Directed (<1%) - DC	MPP Employer Directed (<1%) - DC	Partnership Cash Balance (<1%) - DB	Public Endowment/Foundation (2%) - E/F	VEBA (<1%) - OAP		
14 total	14 total	3 total	23 total	277 total	20 total		
Total: \$3,711,805,408	Total: \$422,179,241	Total: \$12,399,056	Total: \$333,779,020	Total: \$8,817,445,314	Total: \$821,959,479		
ProTrust (<1%) - NQ	PSP (<1%) - DC	Puerto Rico (<1%) - DC	Taft Hartley (<1%) - DB				
5 total	19 total	6 total	6 total				
Total: \$34,024,022	Total: \$1,099,321,518	Total: \$17,864,298	Total: \$481,017,089				

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