Firm Information

CAPTRUST At A Glance

As of 9.30.19

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	169
Vested Shareholders	164

Assets Under Advisement

Total	$362,510,394,619
Institutional (97%)	$351,306,785,484
Wealth (3%)	$11,203,609,135

Strategic Advisor Group

Inforce Life Insurance Policies	1,581
Number of Insured	1,069
Total Annualized Premium	$42,151,798
Total Death Benefit	$3,197,522,672

Revenue

2018 *(66% Institutional / 34% Wealth)*
2017 *(73% Institutional / 27% Wealth)*
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)*

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
TD Ameritrade

Locations and Employees

By Location

Akron, OH (4)	Dallas, TX (5)	Lexington, VA (1)	Riverside, CA (3)
Allentown, PA (21)	Dayton, OH (4)	Los Angeles, CA (3)	Roanoke, VA (8)
Atlanta, GA (8)	Des Moines, IA (6)	Lynchburg, VA (7)	Salt Lake City (11)
Austin, TX (9)	Detroit, MI (24)	Minneapolis, MN (17)	San Antonio, TX (40)
Bethlehem, PA (12)	Green, OH (18)	New York, NY (1)	San Ramon, CA (9)
Birmingham, AL (2)	Greensboro, NC (7)	Orlando, FL (2)	Santa Barbara, CA (5)
Boston, MA (1)	Greenwich, CT (4)	Philadelphia-Doylestown, PA (7)	Tampa, FL (28)
Charlotte, NC (21)	Harrisonburg, VA (2)	Port Washington, NY (1)	Washington, DC (1)
Cincinnati, OH (4)	Hollywood, FL (2)	Portland, ME (1)	Wilmington, DE (1)
College Station, TX (1)	Houston, TX (4)	Raleigh, NC (301)	**TOTAL Employees: 636**
Columbia, MO (1)	Jackson, MS (1)	Richmond, VA (2)	**TOTAL Employee Locations: 36**
Corpus Christi, TX (2)	Lake Success, NY (23)	Richmond-Glen Allen, VA (1)	**TOTAL Advisor Locations: 49**

By Department (not including Allentown)	**Business Operations:** (278)	**Consulting Research Group:** (33)	**Consulting Solutions Group:** (65)
Advisor Group: (239)	Client Service	Asset Allocation	Business Line Support
Financial Advisor Management	Finance and Legal	Discretionary Management	ERISA Technical Support
Marketing Support	Human Resources	Investment Research	Participant Advice
Practice Support	Process, IT, and Regulatory		Provider / Vendor Relations
Recruiting and Acquisition	Senior Management		

Client Information

CAPTRUST At A Glance

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Client Base

Institutional			Wealth		
Total Clients	**Brick Clients***	**Discretion**	**Total Clients**	**Brick Clients***	**Discretion**
1,938	1,390	**Total Plans:** 814	6,563	2,119	**Total Accounts:** 17,479
	Average Size: $241,090,411	**Total Assets:** $31,351,397,315		**Average Size:** $4,563,068	**Total Assets:** $8,658,338,906
	Median Size: $52,682,145			**Median Size:** $2,573,939	

* Brick counts will not match the e.brief due to acquisition totals

Client Retention Rate

2018:	97%	**2012:**	98%
2017:	99%	**2011:**	99%
2016:	97%	**2010:**	98%
2015:	96%	**2009:**	98%
2014:	98%	**2008:**	98%
2013:	98%	**2007:**	97%

Average Since 2007: 98%

Plan Information

All Categories	**Defined Benefit Plans (DB)**	**Defined Contribution Plans (DC)**	**Endowments/Foundations**	**Nonqualified Plans (NQ)**	**Other Asset Pools (OAP)**
3,317 Total Plans	242 Total Plans	2,389 Total Plans	239 Total Portfolios	332 Total Plans	115 Total Plans
Total: $351,306,785,484	**Total:** $23,814,803,012	**Total:** $299,749,173,920	**Total:** $9,832,855,985	**Total:** $4,625,222,216	**Total:** $16,284,730,351

401(a) (8%) - DC	**401(k)** (51%) - DC	**403(a)** (<1%) - DC	**403(b)** (25%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (<1%) - NQ
108 total	1,486 total	1 total	473 total	13 total	172 total
Total: $28,703,593,142	**Total:** $177,488,426,350	**Total:** $477,859,407	**Total:** $87,363,915,624	**Total:** $124,394,131	**Total:** $2,588,653,774
415(m) (<1%) - NQ	**457(b) - Gov't** (<1%) - DC	**457(b) - Non-Gov't** (<1%) - NQ	**457(f)** (<1%) - NQ	**Corp. Cash** (4%) - OAP	
3 total	24 total	114 total	25 total	100 total	
Total: $614,812	**Total:** $1,889,154,950	**Total:** $1,848,111,019	**Total:** $36,707,577	**Total:** $15,504,208,343	
DB - Cash Balance (<1%) - DB	**DB - Pension** (7%) - DB	**Endowments/Foundations** (3%)	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC	
25 total	217 total	239 Total Portfolios	8 total	251 total	
Total: $676,603,870	**Total:** $23,138,199,142	**Total:** $9,832,855,985	**Total:** $1,257,340,590	**Total:** $1,073,471,586	
MPP (<1%) - DC	**ProTrust** (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP	
15 total	5 total	20 total	3 total	15 total	
Total: $538,337,130	**Total:** $26,740,903	**Total:** $952,662,934	**Total:** $4,412,207	**Total:** $780,522,008	

Consulting Research and Solutions Groups

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$99,723,067,276	494
TIAA	$73,394,127,464	425
Charles Schwab	$18,344,364,304	146
Vanguard	$16,672,003,581	94
Empower	$16,001,080,061	261
Prudential	$14,576,233,774	98
Wells Fargo	$14,050,375,969	141
T. Rowe Price	$8,573,955,518	82
Principal	$8,221,471,734	163
Northern Trust	$6,769,385,371	37

Provider Experience

Total Providers	123
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 2019	2018	2017	2016	2015	Since 2010
Fee Benchmark	**266**	352	350	390	374	2,436
Provider/Vendor RFP	**11**	19	14	11	16	113
Realized Savings	-	$6,339,000	$4,040,000	$7,100,000	$14,000,000	$73,299,000
Average Savings/Client ($)	-	$75,464	$68,514	$63,000	$85,932	$636,114
Average Savings/Client (%)	-	0.06%	0.08%	0.10%	0.08%	0.10%

Provider Visits

2019 YTD Activity: 66 (includes 5 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)

2014 Total Activity: 87 (includes 9 provider onsites)

Participant Advice Services (PAS) Activity

Total Institutional Participants	2.6 m
Average Participant Per Client	1,350
2019 Group Advice Meetings	548
Total Group Advice Meetings (since 2012)	4,246
2019 Individual Advice Meetings	11,073
Total Individual Advice Meetings (since 2012)	87,311
YTD Meeting Attendees	11,838
YTD PAS Desk Interactions (w/o Freedom Desk)	8,563
Total Participant Interactions (since 2012)	223,706
YTD Blueprints	7,320
Total Blueprints (since 2014)	31,824

Investment Research Activity

Due Diligence Meetings

September: 17 (includes 16 portfolio managers/investment professionals)

August: 20 (includes 28 portfolio managers/investment professionals)

July: 13 (includes 14 portfolio managers/investment professionals)

June: 35 (includes 35 portfolio managers/investment professionals)

May: 50 (includes 29 portfolio managers/investment professionals)

April: 37 (includes 18 portfolio managers/investment professionals)

March: 30 (includes 29 portfolio managers/investment professionals)

February: 70 (includes 25 portfolio managers/investment professionals)

January: 50 (includes 11 portfolio managers/investment professionals)

2019 YTD Activity: 312 (includes 205 portfolio managers/investment professionals)

2018 Total Activity: 612 (includes 203 portfolio managers/investment professionals)

2017 Total Activity: 187 (includes 177 portfolio managers/investment professionals)

2016 Total 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