Firm Information

CAPTRUST At A Glance

As of 3.31.19

Organization	
Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	154
Vested Shareholders	144

Assets Under Advisement	
Total	$298,215,570,929
Institutional (97%)	$290,069,806,715
Wealth (3%)	$8,145,764,214

Strategic Advisor Group	
Inforce Life Insurance Policies	1,581
Number of Insured	1,072
Total Annualized Premium	$42,643,217
Total Death Benefit	$3,190,476,685

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 (5)	Des Moines, IA (6)	Lynchburg, VA (9)	Roanoke, VA (9)
Allentown, PA (21)	Detroit, MI (24)	Minneapolis, MN (17)	Salt Lake City (10)
Atlanta, GA (8)	Greensboro, NC (6)	New York, NY (1)	San Ramon, CA (8)
Austin, TX (2)	Greenwich, CT (4)	Orlando, FL (2)	Santa Barbara, CA (5)
Birmingham, AL (2)	Harrisonburg, VA (2)	Philadelphia-Doylestown, PA (7)	Tampa, FL (32)
Boston, MA (1)	Hollywood, FL (2)	Port Washington, NY (1)	Washington, DC (2)
Charlotte, NC (20)	Houston, TX (2)	Portland, ME (1)	Wilmington, DE (1)
Cincinnati, OH (4)	Jackson, MS (1)	Raleigh, NC (282)	**TOTAL Employees: 538**
Columbia, MO (1)	Lake Success, NY (23)	Richmond, VA (1)	**TOTAL Employee Locations: 33**
Dallas, TX (5)	Lexington, VA (1)	Richmond-Glen Allen, VA (1)	**TOTAL Advisor Locations: 39**
Dayton, OH (4)	Los Angeles, CA (3)	Riverside, CA (3)	

By Department (not including Allentown)

Advisor Group: (195)	**Business Operations:** (237)	**Consulting Research Group:** (25)	**Consulting Solutions Group:** (60)
Financial Advisor Management	Client Service	Asset Allocation	Business Line Support
Marketing Support	Finance and Legal	Discretionary Management	ERISA Technical Support
Practice Support	Human Resources	Investment Research	Participant Advice
Recruiting and Acquisition	Process, IT, and Regulatory		Provide / Vendor Relations
	Senior Management		

Client Information

CAPTRUST At A Glance

As of 3.31.19

Client Base

Institutional			Wealth		
Total Clients	**Brick Clients***	**Discretion**	**Total Clients**	**Brick Clients***	**Discretion**
1,825	1,312	**Total Plans:** 737	4,815	1,804	**Total Accounts:** 13,008
	Average Size: $204,928,233	**Total Assets:** $22,110,891,681		**Average Size:** $4,202,862	**Total Assets:** $5,721,802,942
	Median Size: N/A			**Median Size:** $2,395,661	

* 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)
3,152 Total Plans	236 Total Plans	2,252 Total Plans	234 Total Portfolios	313 Total Plans	117 Total Plans
Total: $290,069,806,715	**Total:** $21,279,682,780	**Total:** $240,156,661,636	**Total:** $9,032,703,000	**Total:** $3,672,449,928	**Total:** $15,928,309,371

401(a) (8%) - DC	**401(k)** (47%) - DC	**403(b)** (26%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (<1%) - NQ
107 total	1,360 total	466 total	12 total	153 total
Total: $24,069,400,738	**Total:** $135,330,054,677	**Total:** $76,666,916,812	**Total:** $111,444,980	**Total:** $1,863,504,377
415(m) (<1%) - NQ	**457(b) - Gov't** (<1%) - DC	**457(b) - Non-Gov't** (<1%) - NQ	**457(f)** (<1%) - NQ	**Corp. Cash** (5%) - OAP
3 total	18 total	114 total	27 total	102 total
Total: $232,968	**Total:** $673,819,595	**Total:** $1,632,205,380	**Total:** $43,222,774	**Total:** $15,232,058,109
DB - Cash Balance (<1%) - DB	**DB - Pension** (7%) - DB	**Endowments/Foundations** (3%)	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC
22 total	214 total	234 Total Portfolios	7 total	256 total
Total: $450,082,222	**Total:** $20,829,600,558	**Total:** $9,032,703,000	**Total:** $1,099,730,627	**Total:** $959,222,490
MPP (<1%) - DC	**ProTrust** (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP
15 total	4 total	22 total	1 total	15 total
Total: $483,593,983	**Total:** $21,839,449	**Total:** $873,092,641	**Total:** $830,073	**Total:** $696,251,262

Consulting Research and Solutions Groups

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$74,107,071,880	470
TIAA	$64,128,731,180	406
Vanguard	$15,015,440,401	79
Empower	$14,288,554,265	248
Wells Fargo	$12,451,370,305	135
Charles Schwab	$11,132,508,406	121
Prudential	$8,915,405,667	92
T. Rowe Price	$7,170,393,194	77
Principal	$6,912,117,545	157
Northern Trust	$5,485,453,036	33

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 2019	2018	2017	2016	2015	Since 2010
Fee Benchmark	**78**	352	350	390	374	2,436
Provider/Vendor RFP	**2**	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: 18 (includes 1 provider onsite)

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	2.5 m
Average Participant Per Client	1,369
2019 Group Advice Meetings	206
Total Group Advice Meetings (since 2012)	3,904
2019 Individual Advice Meetings	3,316
Total Individual Advice Meetings (since 2012)	79,626
YTD Meeting Attendees	88,762
YTD PAS Desk Interactions (w/o Freedom Desk)	3,431
Total Participant Interactions (since 2012)	203,341
YTD Blueprints	2,477
Total Blueprints (since 2014)	26,960

Investment Research Activity

Due Diligence Meetings

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: 150 (includes 65 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

Internal Use Only