



ORGANIZATION		TOTAL CLIENT ASSETS		AUA v. AUM		REVENUE	
Year Practice Focus Established	1986	Institutional (95%)	\$718,214,668,485	Institutional AUA	\$651,602,471,861	2021	(45% Institutional / 55% Wealth)
Year Organization Formally Founded	1997	Wealth (5%)	\$38,349,129,452	Wealth AUA	\$2,871,187,607	2020	(51% Institutional / 49% Wealth)
Unvested Shareholders	334	Total	\$756,563,797,937	Total AUA	\$654,473,659,468	2019	(57% Institutional / 43% Wealth)
Vested Shareholders	348	CUSTODIAN / CLEARING FIRMS		Institutional AUM	\$66,612,196,624	2018	(66% Institutional / 34% Wealth)
Total Shareholders	682	Fidelity	\$7,335,338,505	Wealth AUM	\$35,477,941,845	2017	(73% Institutional / 27% Wealth)
		Pershing	\$5,858,421,738	Total AUM	\$102,090,138,469	2016	(69% Institutional / 31% Wealth)
		Schwab	\$18,871,332,056			2015	(70% Institutional / 30% Wealth)

LOCATIONS AND (EMPLOYEES) - ADVISORS					CLIENT RETENTION RATE	
Akron, OH (6) - 4	Columbia, MO (1) - 1	Greenwich, CT (4) - 2	Montgomery, AL (12) - 7	Roseville, CA (12) - 7	2021	98%
Allentown, PA (20) - 15	Corpus Christi, TX (1) - 1	Harleysville, PA(1) - 1	Naples, FL (1) - 1	Sacramento, CA (23) - 15	2020	97%
Atlanta, GA (11) - 6	Dallas, TX (10) - 8	Harrisonburg, VA (2) - 2	New Orleans, LA (17) - 12	Salt Lake City, UT (15) - 7	2019	97%
Austin, TX (7) - 4	Dayton, OH (4) - 2	Houston, TX (3) - 2	New York, NY (24) - 15	San Antonio, TX (68) - 35	2018	97%
Baltimore, MD (1) - 1	Denver, CO (7) - 4	Irvine, CA (2) - 1	Oklahoma City, OK (4) - 3	San Ramon, CA (8) - 5	2017	99%
Bethlehem, PA (11) - 7	Des Moines, IA (8) - 7	Jackson, MS (1) - 1	Orlando, FL (2) - 2	Santa Barbara, CA (3) - 3	2016	97%
Birmingham, AL (12) - 7	Detroit, MI (22) - 2	Lake Success, NY (22) - 14	Philadelphia-Doylestown, PA (9) - 8	Southfield, MI (8) - 5	2015	96%
Boerne, TX (6) - 4	Doylestown, PA (1) - 1	Lewes, DE (1) - 1	Phoenix, AZ (48) - 34	Stockbridge, GA (12) - 6	2014	98%
Boston, MA (40) - 26	Folsom, CA (10) - 6	Lexington, KY (1) - 1	Pittsburgh, PA (4) - 3	Tampa, FL (29) - 13	2013	98%
Cambria, CA (1) - 1	Grand Rapids, MI (5) - 3	Lexington, VA (1) - 1	Portland, ME (1) - 1	Vienna, VA (1) - 1	2012	98%
Charlotte, NC (28) - 8	Green, OH (19) - 12	Lone Tree, CO (10) - 6	Raleigh, NC (401) - 89	Warren, NJ (32) - 13	2011	99%
Chesterton, IN (29) - 21	Greensboro, NC (8) - 5	Los Angeles, CA (3) - 2	Richmond, VA (3) - 3	Wayzata, MN (3) - 3	2010	98%
Chicago, IL (41) - 19	Greensburg, PA (8) - 5	Lynchburg, CA (6) - 4	Riverside, CA (2) - 2	Wellesley, MA (7) - 6	2009	98%
Cincinnati, OH (3) - 2	Greenville, SC (16) - 8	Minneapolis, MN (17) - 10	Roanoke, VA (8) - 4	Wilmington, NC (9) - 4	Average Since 2009: 98%	

By Department (not including Allentown)

Advisor Group: (530)

Financial Advisors
Financial Advisor Administration
M&A Sourcing
Marketing
Sales Management
Training and Development

Corporate Service: (152)

Finance
Human Resources
Legal and Compliance
M&A Transactions
Technology

Institutional Group: (200)

Client Service
Defined Benefit Plans
Defined Contribution Plans
Endowments and Foundations
ERISA and Fiduciary Technical Support
Nonqualified Plans
Operations and Administrative

Wealth Management Group: (205)

Client Service
Financial Planning
Insurance and Tax Consulting
Operations
Participant Advice
Wealth Solutions

Investment Group: (71)

Client Communication
Investment Strategist Team
Macro Analysis
Manager Research and Due Diligence
Portfolio Management

TOTAL NUMBER	ADVISOR BREAKDOWN
City Locations: 68	Hybrid: 27 (5%)
State Locations: 30	Institutional: 166 (31%)
Employees: 1,174 (543 Advisors)	Wealth: 350 (64%)



INSTITUTIONAL REALTIONSHPIS

Total Clients	Brick Clients*	Discretion
3,455	2,310	Total Plans: 1,471
		Total Assets: \$66,612,196,624
Average Size:	\$296,324,752	
Median Size:	\$61,725,019	

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

INSTITUTIONAL BRICK CLIENT BREAKDOWN

Asset Size	Count	%
\$0 - \$10M	314	14%
\$10 - \$25M	398	17%
\$25 - \$50M	344	15%
\$50 - \$100M	351	15%
\$100 - \$250M	413	18%
\$250 - \$500M	195	8%
\$500MM - \$1B	152	7%
\$1B+	143	6%
Total	2,310	

INSTITUTIONAL CLIENT PLAN AND ASSET POOL MACRO OVERVIEW

Type	Count	Assets	Discretionary Count	Discretionary Assets
Defined Benefit (DB)	339	\$41,349,332,157	132	\$8,260,065,141
Defined Contribution (DC)	4,094	\$609,799,711,709	976	\$50,886,850,179
Endowments/Foundation (E/F)	459	\$22,167,003,159	247	\$5,059,026,752
Nonqualified (NQ)	580	\$8,840,297,720	56	\$496,199,543
Other Asset Pool (OAP)	317	\$36,058,323,740	60	\$1,910,055,011
Total	5,789	\$718,214,668,485	1,471	\$66,612,196,624

INSTITUTIONAL CLIENT PLAN AND ASSET POOL DETAIL OVERVIEW

Plan or Pool Type	Macro	Count	Assets	%	Participant Count
Church Plan	DB	25	\$3,994,582,353	<1%	479
Corporate Cash Balance	DB	80	\$2,238,405,139	<1%	24,023
Corporate Pension (account level)	DB	289	\$28,366,209,934	4%	73,335
Gov't (GASB)	DB	21	\$5,839,261,540	1%	9,076
Partnership Cash Balance	DB	22	\$357,926,385	<1%	550
Taft Hartley	DB	6	\$552,946,808	<1%	-
401(a)	DC	290	\$61,766,189,571	9%	257,694
401(k)	DC	2,653	\$304,976,373,093	42%	2,686,612
403(a) - Dc	DC	1	\$547,800,756	<1%	6,850
403(b)	DC	992	\$216,459,405,880	30%	1,048,139
457(b) - Gov't	DC	67	\$4,405,633,425	<1%	20,586
529	DC	1	\$18,300,000,000	3%	-
Canadian RRSP	DC	3	\$19,616,597	<1%	5,170
ESOP	DC	13	\$1,335,021,176	<1%	3,419
MPP Employee Directed	DC	11	\$365,196,391	<1%	2,865
MPP Employer Directed	DC	2	\$58,987,482	<1%	-
PSP	DC	47	\$1,521,608,719	<1%	3,863
Puerto Rico	DC	14	\$43,878,619	<1%	289
Private Endowment/Foundation	EF	111	\$3,050,655,291	<1%	N/A
Public Endowment/Foundation	EF	431	\$15,549,438,360	2%	N/A
TBD Classification (account level)	EF	733	\$3,566,909,508	<1%	N/A
409A - DC	NQ	244	\$4,862,886,423	<1%	13,828
409A - DB	NQ	23	\$229,666,920	<1%	38
415(m)	NQ	18	\$107,250,979	<1%	38
457(b) - Non Gov't	NQ	251	\$3,560,102,643	<1%	51,769
457(f)	NQ	41	\$48,342,305	<1%	202
ProTrust	NQ	3	\$32,048,450	<1%	57
Church/Religious Deposit & Loan	OAP	12	\$472,875,152	<1%	N/A
Corporate Cash	OAP	44	\$16,279,522,752	2%	N/A
Insurance/Captive	OAP	23	\$1,329,044,707	<1%	N/A
LOSAP	OAP	6	\$22,390,724	<1%	N/A
Nuclear Decommissioning Trust	OAP	2	\$1,870,219,950	<1%	N/A
OAP - Other	OAP	120	\$2,978,655,520	<1%	N/A
Operating Reserves	OAP	75	\$11,275,161,471	2%	N/A
VEBA	OAP	35	\$1,830,453,464	<1%	N/A



WEALTH REALTIONSHIPS

Total Clients	Brick Clients*	Discretion
20,394	6,452	Total Accounts: 61,878
		Total Assets: \$35,477,941,845
Average Size:	\$4,550,708	
Median Size:	\$2,426,784	

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

WEALTH ACCOUNT DOMAIN EXPOSURE

Domain	Accounts	Assets
1	44,539	\$28,312,730,010
2	1,433	\$1,247,037,987
3	18,521	\$7,340,191,886

WEALTH CLIENT REALTIONSHIPS =/> \$1MM

Asset Size	Count	%
\$1 - \$3M	4,877	63.88%
\$3 - \$5M	1,261	16.52%
\$5 - \$10M	947	12.40%
\$10 - \$15M	237	3.10%
\$15 - \$20M	113	1.48%
\$20 - \$30M	104	1.36%
\$30 - \$40M	41	0.54%
\$40 - \$50M	18	0.24%
\$50 - \$75M	19	0.25%
\$75 - \$100M	8	0.10%
\$100 - \$200M	8	0.10%
\$200M+	2	0.03%
Total	7,635	



TOP TEN PROVIDERS (BY ASSETS)					PROVIDER EXPERIENCE		PARTICIPANT ADVICE SERVICES (PAS) ACTIVITY	
Provider	Assets	Clients	Plans	Participants	Total Provider	130	Total Institutional Participants	4.2m
TIAA	\$208,348,091,791	329	852	698,394			Average Participant Per Client	1,219
Fidelity	\$171,216,728,096	624	913	1,389,803	20 or more plans	34	2022 YTD Group Advice Meetings	377
Vanguard	\$56,239,655,712	140	210	180,898	15 or more plans	41	Total Group Advice Meetings (since 2012)	5,566
Principal	\$30,496,746,548	282	414	401,213	10 or more plans	46	2022 YTD Individual Advice Meetings	7,379
Empower	\$27,395,248,597	338	443	280,076	5 or more plans	58	Total Individual Advice Meetings (since 2012)	121,875
T.Rowe Price	\$25,947,350,993	151	190	193,581	4 or more plans	68	2022 YTD Meeting Attendees	12,946
Schwab	\$23,019,972,711	215	308	185,795	3 or more plans	79	2022 YTD PAS Desk Interactions (w/o Freedom Desk)	8,564
Prudential	\$16,743,399,070	65	98	187,838	2 or more plans	98	Total Participant Interactions (since 2012)	345,566
Voya	\$11,330,416,615	95	155	86,907			2022 YTD Blueprints	4,129
Transamerica	\$10,312,857,400	76	124	122,505			Total Blueprints (since 2014)	50,885

ANNUAL ACTIVITY AND SAVINGS							MANAGER/FUNDS/ASSET CLASSES	
Year	2022	2021	2020	2019	2018	Since 2010	Money Management Firms	230+
Fee Benchmark	353	543	332	358	352	3,553	Portfolios	3,000
Provider/Vendor RFP	35	23	8	13	19	177	Mutual Funds	2,000
Realized Savings	-	\$16,400,000	\$9,400,000	\$6,800,000	\$6,339,000	\$101,899,000	ANNUAL DUE DILIGENCE ACTIVITY	
Average Savings/Clients (\$)	-	-	-	-	\$75,464	\$636,114	Due Diligence Calls	3,500+
Average Savings/Clients (%)	-	-	-	-	0.06%	0.10%	Portfolio Manager Interview	350+

PROVIDER VISITS			DUE DILIGENCE MEETINGS			UNIQUE MACRO ASSET CLASS/STRATEGY CLIENT EXPOSURE	
Year	Total	Provider Onsites	Year	Total	With PM / IP	Money Market	\$10,791,141,377
2022	70	0	2022	219	104	Stable Value	\$85,989,807,255
2021	123	0	2021	542	227		
2020	156	0	2020	689	365	Target Date Funds	\$199,670,258,227
2019	85	6	2019	431	287		
2018	80	8	2018	612	203	Commodities	\$236,822,468
2017	53	11	2017	187	177	Real Estate	\$11,743,348,220
2016	57	1	2016	297	215	Strategic Opp.	\$1,337,303,855
			2015	337	336		
			2014	277	272	Individual Securities	\$4,790,574,777
			2013	269	142		
			2012	378	278		

PARTICIPANT ADVICE SERVICES CLIENTS			DATABASE RESOURCES	
Service	Clients	Participants	Bloomberg	
Full Service	923	873,947	eVestment Alliance	
			Morningstar Direct	
			Morningstar Principia Pro	
			MPI Stylus Pro	
			Tamale RMS	
			Zephyr StyleAdvisor	



TOP FIFTEEN INSTITUTIONAL CLIENT INDUSTRIES BY TOTAL ASSETS

Industry	Clients	Assets	Industry	Clients	Assets	Industry	Clients	Assets
Higher Education	190	\$199.2B	Law firms	153	\$19.8B	Municipalities	42	\$12.8B
Hospitals and Healthcare Systems	110	\$69B	Energy	52	\$15.6B	Religious	79	\$9.5B
Insurance	72	\$23.7B	Engineering	52	\$14B	Medical Practices	136	\$9B
Industry	Clients	Assets	Industry	Clients	Assets	Industry	Clients	Assets
Food and Beverage	50	\$8.6B	Automotive	87	\$4.1B			
Construction	123	\$6.2B	Investment Management	39	\$5B			
Bank and Credit Unions	74	\$6.9B	Private K-12	97	\$2.7B			

CAPTRUST LOCAL, REGIONAL, AND NATIONAL RECOGNITION

Publication	Recognition	Rank
Austin Business Journal	2022 Austin-Area Investment Managers – RIA Firms	#7
Austin Business Journal	2022 Austin-area financial planning firms	#16
Barron's	2022 Top 100 Institutional Consulting Teams (20 teams ranked)	20 Teams Ranked
Birmingham Business Journal	2022 Investment Brokers	#1
Birmingham Business Journal	2022 Financial Planners	#17
Business Alabama	2022 Financial Planners & Investment Advisory Firms	#1
Business North Carolina	2022 Power List - NEW	Fielding Miller named
Charlotte Business Journal	2022 Charlotte-area financial planning firms - NEW	#25
Charlotte Business Journal	2022 Charlotte-area wealth management firms - NEW	#2
Crain's Cleveland Business	2022 Investment Advisers - NEW	#2
Dayton Business Journal	2022 Financial planning firms - NEW	#20
Dayton Business Journal	2022 Dayton-area Money Management firms – NEW	#13
Denver Business Journal	2022 Out-of-State Investment Managers and Financial Planners – NEW	#9
Financial Advisors Magazine	2022 Largest RIA (#1 for Sixth Consecutive Years)	#1
Houston Business Journal	2022 Largest Houston-area Money Management firms - NEW	#19
Indiana Chamber of Commerce	2022 Best Places to Work in Indiana (Chesterton Office)	
Minneapolis/St. Paul Business Journal	2022 Twin Cities Largest Wealth Management Firms – NEW	#10
NAPA	2022 Aces: Top 100 Retirement Plan Advisors Under 40	8 Advisors named
Pensions & Investments	2022 The largest managers of total investment outsourcing assets	#14
Pensions & Investments	2022 The largest managers of fully discretionary assets	#9
Pensions & Investments	2022 The largest managers of outsourced assets	#13
Philadelphia Business Journal	2022 Money Managers in the Philadelphia Region – NEW	#6
Phoenix Business Journal	2022 Largest Phoenix-area Investment Advisers	#3
Phoenix Business Journal	2022 Largest Phoenix-area Accounting Firms	#27
PLANADVISER	2022 Top Retirement Plan Advisors – NEW	11 Advisors named
San Antonio Business Journal	2022 Largest Financial Planning Firms – NEW	#3
Tampa Bay Business Journal	2022 Largest Investment Service Firms (by Tampa Bay Assets Under Management)	#2