Firm Information

CAPTRUST At A Glance

As of 12.31.19

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	197
Vested Shareholders	172

Assets Under Advisement

Total	$364,041,077,613
Institutional (96%)	$349,819,450,458
Wealth (4%)	$14,221,627,155

Strategic Advisor Group

Inforce Life Insurance Policies	1,617
Number of Insured	1,143
Total Annualized Premium	$41,469,157
Total Death Benefit	$3,206,831,908

Revenue

2019 *(57% Institutional / 43% Wealth)*
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)*

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)
Allentown, PA (22)
Atlanta, GA (8)
Austin, TX (9)
Bethlehem, PA (12)
Birmingham, AL (2)
Boston, MA (14)
Charlotte, NC (21)
Cincinnati, OH (4)
College Station, TX (1)
Columbia, MO (1)
Corpus Christi, TX (2)
Dallas, TX (5)
Dayton, OH (4)
Des Moines, IA (6)
Detroit, MI (24)
Green, OH (19)
Greensboro, NC (7)
Greenwich, CT (4)
Harrisonburg, VA (2)
Hollywood, FL (2)
Houston, TX (4)
Jackson, MS (1)
Lake Success, NY (22)
Lexington, VA (1)
Los Angeles, CA (3)
Lynchburg, VA (8)
Minneapolis, MN (17)
New York, NY (1)
Orlando, FL (2)
Philadelphia-Doylestown, PA (8)
Port Washington, NY (1)
Portland, ME (1)
Raleigh, NC (300)
Richmond, VA (2)
Richmond-Glen Allen, VA (1)
Riverside, CA (3)
Roanoke, VA (8)
Salt Lake City (11)
San Antonio, TX (40)
San Ramon, CA (9)
Santa Barbara, CA (5)
Tampa, FL (30)
Wilmington, DE (1)

TOTAL Employees: 652

TOTAL Employee Locations: 40

TOTAL Advisor Locations: 48

By Department (not including Allentown)

Advisor Group: (248)	**Client Solutions Group:** (224)	**Corporate Services:** (78)	**Investment Group:** (31)	**Operations Group:** (50)
Financial Advisor Management	Business Line Support	Finance and Legal	Asset Allocation	Facilities
Marketing Support	Client Service	Human Resources	Discretionary Management	Intergrations
Practice Support	ERISA Technical Support	Process, IT, and Regulatory	Investment Research	Performance Reporting
Recruiting and Acquisition	Participant Advice	Senior Management		Project Management
	Provider / Vendor Relations			Trading

Client Information

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Client Base

Institutional			Wealth		
Total Clients	**Brick Clients***	**Discretion**	**Total Clients**	**Brick Clients***	**Discretion**
1,959	1,400	**Total Plans:** 828	7,318	2,259	**Total Accounts:** 19,568
	Average Size: $246,593,936	**Total Assets:** $31,340,958,772		**Average Size:** $4,559,919	**Total Assets:** $9,614,140,874
	Median Size: $52,870,577			**Median Size:** $2,567,270	

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

Client Retention Rate

2019:	97%	**2013:**	98%
2018:	97%	**2012:**	98%
2017:	99%	**2011:**	99%
2016:	97%	**2010:**	98%
2015:	96%	**2009:**	98%
2014:	98%	**2008:**	98%

Average Since 2008: 98%

Plan Information

All Categories	Asset Liability Plans (AL)	Defined Contribution Plans (DC)	Endowments/Foundations	Nonqualified Plans (NQ)
3,345 Total Plans	345 Total Plans	2,560 Total Plans	265 Total Portfolios	175 Total Portfolios
Total: $349,819,450,458	**Total:** $39,408,011,971	**Total:** $297,170,566,651	**Total:** $9,429,383,391	**Total:** $3,811,488,445

401(a) (8%) - DC	**401(k)** (50%) - DC	**403(a) - DC** (<1%) - DC	**403(b)** (25%) - DC	**409A - DB** (<1%) - NQ - **AL**	**409A - DC** (<1%) - NQ - **DC**
111 total	1,500 total	1 total	479 total	13 total	174 total
Total: $28,351,545,030	**Total:** $174,969,666,942	**Total:** $477,504,965	**Total:** $87,168,160,346	**Total:** $124,380,412	**Total:** $2,432,164,013
415(m) (<1%) - NQ	**457(b) - Gov't** (<1%) - DC - **NQ**	**457(b) - Non-Gov't** (<1%) - NQ	**457(f)** (<1%) - NQ	**Canadian RRSP** (4%) - DC	**Church Plan** (1%) - DB - **AL**
3 total	24 total	117 total	26 total	2 total	19 total
Total: $655,355	**Total:** $1,882,513,692	**Total:** $1,859,542,483	**Total:** $41,995,162	**Total:** $12,939,016	**Total:** $3,542,608,252
Church/Religious Deposit & Loan Pool (<1%) - DB - **AL**	**Corp. Cash** (3%) - OAP - **AL**	**Corporate Cash Balance** (<1%) - DB - **AL**	**Corporate Pension** (5%) - DB - **AL**	**DB - Cash Balance** (<1%) - DB - **AL**	**ESOP** (<1%) - DC
11 total	37 total	4 total	175 total	1 total	8 total
Total: $337,919,382	**Total:** $10,961,814,053	**Total:** $269,456,840	**Total:** $16,471,999,374	**Total:** $1,284,230	**Total:** $1,244,663,194
Freedom401(k) (<1%) - DC	**Gov't (GASB)** (<1%) - DB - **AL**	**Insurance/Captive** (<1%) - DB - **AL**	**LOSAP** (<1%) - DB - **AL**	**MPP Employee Directed** (<1%) - DC	**Nuclear Decommissioning Trust** (<1%) - DB - **AL**
246 total	8 total	12 total	6 total	15 total	1 total
Total: $1,027,894,375	**Total:** $3,253,953,351	**Total:** $1,953,321,825	**Total:** $21,026,060	**Total:** $534,355,697	**Total:** $975,332,255
OAP - Other (<1%) - DB - **AL**	**Operating Reserves** (<1%) - DB - **AL**	**Partnership Cash Balance** (<1%) - DB - **AL**	**Private Endowment/Foundation** (<1%) - E/F - **AL**	**ProTrust** (<1%) - NQ	**PSP** (<1%) - DC
1 total	12 total	21 total	11 total	5 total	21 total
Total: $1,992,804	**Total:** $156,014,797	**Total:** $304,754,403	**Total:** $158,127,323	**Total:** $26,781,773	**Total:** $947,163,539
Public Endowment/Foundation (3%) - E/F - **AL**	**Puerto Rico** (<1%) - DC	**Taft Hartley** (<1%) - **AL**	**VEBA** (<1%) - OAP - **AL**		
254 total	3 total	6 total	18 total		
Total: $9,271,256,068	**Total:** $4,509,534	**Total:** $222,333,638	**Total:** $809,820,294		

Consulting Research and Solutions Groups

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$101,493,905,434	505
TIAA	$73,922,353,370	437
Charles Schwab	$16,814,246,219	146
Vanguard	$16,811,260,171	99
Empower	$16,191,834,094	265
Prudential	$14,689,929,989	99
Wells Fargo	$14,478,483,252	141
T. Rowe Price	$8,825,831,457	84
Principal	$8,025,740,016	162
BNY Mellon	$6,815,951,664	15

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

	2019	2018	2017	2016	2015	Since 2010
Fee Benchmark	**358**	352	350	390	374	2,436
Provider/Vendor RFP	**13**	19	14	11	16	113
Realized Savings	$6,800,000	$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 Total Activity: 85 (includes 6 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	1,341
2019 Group Advice Meetings	748
Total Group Advice Meetings (since 2012)	4,446
2019 Individual Advice Meetings	15,126
Total Individual Advice Meetings (since 2012)	91,354
2019 Meeting Attendees	18,323
2019 PAS Desk Interactions (w/o Freedom Desk)	11,218
Total Participant Interactions (since 2012)	236,899
2019 Blueprints	9,467
Total Blueprints (since 2014)	33,971

Investment Research Activity

Due Diligence Meetings

2019 Total Activity: 431 (includes 287 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

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