Firm Information

CAPTRUST At A Glance

As of 10.31.17

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	131
Vested Shareholders	99

Assets Under Advisement

Total	$250,706,185,123
Institutional (98%)	$244,958,058,140
Wealth (2%)	$5,748,126,983

Strategic Advisor Group

Inforce Life Insurance Policies	1,589
Number of Insured	1,110
Total Annualized Premium	$43,585,116
Total Death Benefit	$3,033,545,554

Revenue

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)*
2007 *(65% Institutional / 35% 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)	Dayton, OH (5)	Minneapolis-Downtown, MN (10)	Richmond-Glen Allen, VA (1)
Atlanta, GA (2)	Des Moines, IA (6)	Minneapolis-Eden Prairie, MN (4)	Riverside, CA (3)
Austin, TX (1)	Detroit, MI (23)	New York, NY (1)	Santa Barbara, CA (5)
Bethlehem, PA (21)	Greenwich, CT (4)	Orlando, FL (1)	Tampa, FL (31)
Birmingham, AL (2)	Hollywood, FL (2)	Philadelphia-Doylestown, PA (7)	Washington, DC (1)
Boston, MA (1)	Houston, TX (1)	Philadelphia-Lower Gwynedd, PA (2)	Wilmington, DE (1)
Charlotte, NC (17)	Jackson, MS (1)	Port Washington, NY (1)	**TOTAL Employees: 422**
Cincinnati, OH (3)	Lexington, VA (2)	Portland, ME (1)	**TOTAL Employee Locations: 36**
Columbia, MO (1)	Los Angeles, CA (3)	Raleigh, NC (236)	**TOTAL Advisor Locations: 35**
Dallas, TX (4)	Lynchburg, VA (12)	Richmond, VA (1)	

By Department (not including Bethlehem)

Advisor Group: (156)	**Business Operations:** (175)	**Consulting Research Group:** (13)	**Consulting Solutions Group:** (57)
Financial Advisor Management	Client Service	Investment Research	ERISA Technical Support
Marketing Support	Finance and Legal	Asset Allocation	Participant Advice
Practice Support	Human Resources	Discretionary Management	Provide /Vendor Relations
Recruiting and Acquisition	Process, IT, and Regulatory		Business Line Support
	Senior Management		

Client Information

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Client Base

Institutional			Wealth		
Total Clients	**Brick Clients***	**Discretion**	**Total Clients**	**Brick Clients***	**Discretion**
1,804	1,188	**Total Plans:** 1,768	4,133	922	**Total Accounts:** 2,408
	Average Size: $202,785,485	**Total Assets:** $12,835,162,379		**Average Size:** $4,273,820	**Total Assets:** $1,523,562,336
	Median Size: $44,252,783			**Median Size:** $2,514,166	

* brick counts will not match the e.brief due to acquistion totals

Client Retention Rate

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

Average Since 2007: 98%

Plan Information

All Categories	Defined Benefit Plans (DB)	Defined Contribution Plans (DC)	Nonqualified Plans (NQ)	Other Asset Pools (OAP)
4,031 Total Plans	220 Total Plans	3,245 Total Plans	286 Total Plans	280 Total Plans
Total: $244,958,058,140	**Total:** $14,199,329,151	**Total:** $215,497,674,748	**Total:** $2,806,962,385	**Total:** $12,454,091,856

401(a) (10%) - DC	**401(k)** (52%) - DC	**403(b)** (24%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (1%) - NQ
201 total	2,302 total	410 total	8 total	143 total
Total: $24,071,894,097	**Total:** $128,167,820,627	**Total:** $59,730,773,340	**Total:** $43,220,501	**Total:** $1,374,173,557
415(m) (<1%) - NQ	**457(b) - Gov't** (1%) - DC	**457(b) - Non-Gov't** (<1%) - NQ	**457(f)** (4%) - NQ	**Corp. Cash** (<1%) - OAP
1 total	18 total	104 total	26 total	85 total
Total: $0	**Total:** $307,234,680	**Total:** $1,326,789,917	**Total:** $41,656,874	**Total:** $9,767,902,885
DB - Cash Balance (6%) - DB	**DB - Pension** (1%) - DB	**Endowment / Foundation** (<1%) - OAP	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC
17 total	203 total	181 total	8 total	262 total
Total: $440,421,528	**Total:** $13,758,907,623	**Total:** $1,823,772,818	**Total:** $679,984,512	**Total:** $1,000,407,323
MPP (<1%) - DC	**ProTrust** (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP
16 total	4 total	26 total	2 total	14 total
Total: $396,106,010	**Total:** $21,121,536	**Total:** $1,142,615,173	**Total:** $838,986	**Total:** $862,416,153

Consulting Research Information

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$70,492,550,487	429
TIAA	$52,421,255,094	351
Empower	$13,075,854,433	1,358
Vanguard	$11,346,748,213	64
Wells Fargo	$11,338,275,951	127
Charles Schwab	$10,692,546,753	65
Prudential	$10,398,648,801	85
T. Rowe Price	$7,142,368,313	57
Principal	$6,402,147,394	158
TransAmerica	$5,454,043,908	86

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 2017	2016	2015	2014	2013	Since 2010
Fee Benchmark	**313**	390	374	217	199	1,734
Provider/Vendor RFP	**14**	11	16	8	12	80
Realized Savings	**$3,790,000**	$7,100,000	$14,000,000	$6,150,000	$10,570,000	$62,920,000
Average Savings/Client ($)	**$67,700**	$63,000	$85,932	$69,149	$87,338	$492,136
Average Savings/Client (%)	**0.07%**	0.10%	0.08%	0.10%	0.10%	0.11%

Provider Visits

2017 YTD Activity: 44 (includes 9 provider onsites)

2016 YTD Activity: 57 (includes 1 provider onsites)

2015 Total Activity: 82 (includes 6 provider onsites)

2014 Total Activity: 87 (includes 9 provider onsites)

2013 Total Activity: 68 (includes 6 provider onsites)

2012 Total Activity: 72 (includes 11 provider onsites)

Participant Advice Services (PAS) Activity

Total Institutional Participants	2.5 m
Average Participant Per Client	1,384
2017 Group Advice Meetings	575
Total Group Advice Meetings (since 2012)	2,994
2017 Individual Advice Meetings	12,348
Total Individual Advice Meetings (since 2012)	58,657
2017 Meeting Attendees	11,814
2017 PAS Desk Interactions (w/o Freedom Desk)	6,596
Total Participant Interactions (since 2012)	145,079
Total Blueprints (YTD 2017)	5,898
Total Blueprints (since 2012)	15,155

Investment Research Activity

Due Diligence Meetings

October: 17 (includes 15 portfolio managers/investment professionals)

September: 20 (includes 21 portfolio managers/investment professionals)

August: 30 (includes 27 portfolio managers/investment professionals)

July: 9 (includes 8 portfolio managers/investment professionals)

June: 15 (includes 19 portfolio managers/investment professionals)

May: 15 (includes 27 portfolio managers/investment professionals)

April: 10 (includes 3 portfolio managers/investment professionals)

March: 23 (includes 20 portfolio managers/investment professionals)

February: 21 (includes 14 portfolio managers/investment professionals)

January: 12 (includes 5 portfolio managers/investment professionals)

2017 YTD Activity: 157 (includes 132 portfolio managers/investment professionals)

2016 YTD 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