Firm Information

CAPTRUST At A Glance

As of 6.30.18

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	137
Vested Shareholders	127

Assets Under Advisement

Total	$277,870,623,283
Institutional (98%)	$272,294,282,819
Wealth (2%)	$5,576,340,464

Strategic Advisor Group

Inforce Life Insurance Policies	1,633
Number of Insured	1,081
Total Annualized Premium	$41,238,432
Total Death Benefit	$3,105,151,119

Revenue

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)*
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 (4)	Minneapolis-Downtown, MN (15)	Roanoke, VA (10)
Atlanta, GA (2)	Des Moines, IA (6)	New York, NY (1)	Salt Lake City (11)
Austin, TX (2)	Detroit, MI (24)	Orlando, FL (1)	Santa Barbara, CA (5)
Bethlehem, PA (21)	Greenwich, CT (4)	Philadelphia-Doylestown, PA (7)	Tampa, FL (25)
Birmingham, AL (2)	Hollywood, FL (2)	Port Washington, NY (1)	Washington, DC (2)
Boston, MA (1)	Houston, TX (1)	Portland, ME (1)	Wilmington, DE (1)
Charlotte, NC (18)	Jackson, MS (1)	Raleigh, NC (256)	**TOTAL Employees: 456**
Cincinnati, OH (4)	Lexington, VA (1)	Richmond, VA (1)	**TOTAL Employee Locations: 37**
Columbia, MO (1)	Los Angeles, CA (3)	Richmond-Glen Allen, VA (1)	**TOTAL Advisor Locations: 36**
Dallas, TX (5)	Lynchburg, VA (8)	Riverside, CA (3)	

By Department (not including Bethlehem)

Advisor Group: (164)	**Business Operations:** (196)	**Consulting Research Group:** (19)	**Consulting Solutions Group:** (56)
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		

Internal Use Only

Client Information

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Client Base

Institutional

Total Clients	Brick Clients*	Discretion
1,756	1,273	**Total Plans:** 659
	Average Size: $224,416,606	**Total Assets:** $14,708,042,159
	Median Size: $49,723,316	

Wealth

Total Clients	Brick Clients*	Discretion
3,382	1,150	**Total Accounts:** 3,007
	Average Size: $3,928,794	**Total Assets:** $1,780,982,995
	Median Size: $2,371,135	

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

Client Retention Rate

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

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)
2,955 Total Plans	222 Total Plans	2,098 Total Plans	221 Total Plans	297 Total Plans	117 Total Plans
Total: $272,294,282,819	**Total:** $20,745,132,173	**Total:** $224,922,901,045	**Total:** $6,326,451,925	**Total:** $3,364,447,958	**Total:** $16,935,349,718

401(a) (9%) - DC	**401(k)** (47%) - DC	**403(b)** (25%) - DC	**409A - DB** (3%) - NQ	**409A - DC** (<1%) - NQ
109 total	1,231 total	425 total	12 total	145 total
Total: $25,150,978,580	**Total:** $127,828,873,406	**Total:** $68,187,522,833	**Total:** $81,654,971	**Total:** $1,675,809,046
415(m) (<1%) - NQ	**457(b) - Gov't** (<1%) - DC	**457(b) - Non-Gov't** (<1%) - NQ	**457(f)** (<1%) - NQ	**Corp. Cash** (6%) - OAP
3 total	19 total	108 total	25 total	102 total
Total: $215,403	**Total:** $434,724,623	**Total:** $1,545,921,898	**Total:** $38,864,964	**Total:** $16,168,853,783
DB - Cash Balance (<1%) - DB	**DB - Pension** (7%) - DB	**Endowments/Foundations** (2%)	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC
21 total	201 total	221 Total Plans	7 total	268 total
Total: $452,027,564	**Total:** $20,293,104,609	**Total:** $6,326,451,925	**Total:** $1,057,577,731	**Total:** $1,056,415,614
MPP (<1%) - DC	**ProTrust** (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP
16 total	4 total	22 total	1 total	15 total
Total: $426,253,080	**Total:** $21,981,676	**Total:** $779,722,762	**Total:** $832,416	**Total:** $766,495,935

Consulting Research and Solutions Groups

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$70,661,370,130	440
TIAA	$56,842,607,444	371
Empower	$14,757,909,861	229
Vanguard	$14,357,206,159	75
Wells Fargo	$12,708,113,669	125
Charles Schwab	$9,608,978,780	118
Prudential	$8,787,604,351	84
T. Rowe Price	$7,779,319,595	62
Northern Trust	$5,799,560,496	35
Principal	$5,783,165,685	149

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 2018	2017	2016	2015	2014	Since 2010
Fee Benchmark	**181**	350	390	374	217	2,084
Provider/Vendor RFP	**10**	14	11	16	8	94
Realized Savings	**N/A**	$4,040,000	$7,100,000	$14,000,000	$6,150,000	$66,960,000
Average Savings/Client ($)	**N/A**	$68,514	$63,000	$85,932	$69,149	$560,650
Average Savings/Client (%)	**N/A**	0.08%	0.10%	0.08%	0.10%	0.10%

Provider Visits

2018 YTD Activity: 37 (includes 2 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)

2013 Total Activity: 68 (includes 6 provider onsites)

Participant Advice Services (PAS) Activity

Total Institutional Participants	2.5 m
Average Participant Per Client	1,423
2018 Group Advice Meetings	295
Total Group Advice Meetings (since 2012)	3,409
2018 Individual Advice Meetings	7,722
Total Individual Advice Meetings (since 2012)	69,048
2018 Meeting Attendees	7,714
2018 PAS Desk Interactions (w/o Freedom Desk)	3,600
Total Participant Interactions (since 2012)	171,278
Total Blueprints (YTD 2018)	4,450
Total Blueprints (since 2012)	20,548

Investment Research Activity

Due Diligence Meetings

June: 62 (includes 12 portfolio managers/investment professionals)

May: 70 (includes 20 portfolio managers/investment professionals)

April: 49 (includes 14 portfolio managers/investment professionals)

March: 48 (includes 29 portfolio managers/investment professionals)

February: 32 (includes 24 portfolio managers/investment professionals)

January: 14 (includes 9 portfolio managers/investment professionals)

2018 YTD Activity: 275 (includes 108 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