Firm Information

CAPTRUST At A Glance

As of 6.30.20

Organization	
Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	191
Vested Shareholders	205

Assets Under Advisement	
Total	$394,158,620,707
Institutional (95%)	$375,681,701,580
Wealth (5%)	$18,476,919,127

Strategic Advisor Group	
Inforce Life Insurance Policies	1,595
Number of Insured	1,139
Total Annualized Premium	$37,251,515
Total Death Benefit	$3,110,654,219

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 (3)	Dallas, TX (4)	Los Angeles, CA (3)	Roanoke, VA (9)
Allentown, PA (21)	Dayton, OH (4)	Lynchburg, VA (7)	Salt Lake City, UT (12)
Atlanta, GA (8)	Des Moines, IA (6)	Minneapolis, MN (17)	San Antonio, TX (39)
Austin, TX (9)	Detroit, MI (24)	Montgomery, AL (12)	San Ramon, CA (9)
Bethlehem, PA (13)	Green, OH (19)	New York, NY (1)	Santa Barbara, CA (5)
Birmingham, AL (13)	Greensboro, NC (6)	Orlando, FL (2)	Tampa, FL (30)
Boston, MA (16)	Greenwich, CT (4)	Philadelphia-Doylestown, PA (8)	Washington, DC (1)
Charlotte, NC (23)	Harrisonburg, VA (2)	Phoenix, AZ (1)	Wilmington, DE (1)
Chesterton, IN (29)	Hollywood, FL (2)	Portland, ME (1)	Wilmington, NC (8)
Cincinnati, OH (3)	Houston, TX (4)	Raleigh, NC (309)	**TOTAL Employees: 721**
Columbia, MO (1)	Jackson, MS (1)	Richmond, VA (3)	**TOTAL Employee Locations: 32**
Corpus Christi, TX (2)	Lake Success, NY (24)	Richmond-Glen Allen, VA (1)	**TOTAL Advisor Locations: 46**
	Lexington, VA (1)	Riverside, CA (3)	

By Department (not including Allentown)

Advisor Group: (287)	**Client Solutions Group:** (249)	**Corporate Services:** (82)	**Investment Group:** (29)	**Operations Group:** (54)
Financial Advisor Management	Business Line Support	Finance and Legal	Asset Allocation	Facilities
Marketing Support	Client Service	Human Resources	Discretionary Management	Integrations
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

Internal Use Only

Client Information

CAPTRUST At A Glance

As of 6.30.20

Client Base

Institutional			Wealth		
Total Clients	**Brick Clients***	**Discretion**	**Total Clients**	**Brick Clients***	**Discretion**
2,003	1,483	**Total Plans:** 856	9,755	3,426	**Total Accounts:** 27,974
	Average Size: $247,000,173	**Total Assets:** $33,243,593,560		**Average Size:** $4,605,863	**Total Assets:** $15,688,619,180
	Median Size: $53,323,647			**Median Size:** $2,419,693	

* 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	**Defined Benefit (DB)**	**Defined Contribution (DC)**	**Endowments/Foundations**	**Nonqualified (NQ)**	**Other Asset Pool**
3,422 Total Plans	234 Total Plans	2,469 Total Plans	262 Total Portfolios	364 Total Plans	93 Total Plans
Total: $375,681,701,580	**Total:** $20,379,691,097	**Total:** $318,878,483,933	**Total:** $9,236,863,228	**Total:** $5,184,420,148	**Total:** $22,002,243,174
Discretion	*52 Plans - $2,045,792,085*	*667 Plans - $30,162,193,743*	*75 Portfolios - $534,079,195*	*34 Plans - $124,690,259*	*28 Plans - $376,838,278*

Institutional - Retirement - 3,067 Plans - $344,442,595,178

Institutional - E/F and OAP - 355 Plans/Portfolios - $31,239,106,402

401(a) (8%) - DC	**401(k)** (50%) - DC	**403(a) - DC** (<1%) - DC	**403(b)** (25%) - DC	**Church/Religious Deposit & Loan Pool** (<1%) - OAP	**Corp. Cash** (5%) - OAP
115 total	1,548 total	1 total	493 total	10 total	32 total
Total: $29,784,929,074	**Total:** $189,619,929,652	**Total:** $500,163,726	**Total:** $93,644,147,561,426	**Total:** $340,101,562	**Total:** $17,380,854,034
409A - DB (<1%) - NQ	**409A - DC** (<1%) - NQ	**415(m)** (<1%) - NQ	**457(b) - Gov't** (<1%) - DC	**Insurance/Captive** (<1%) - OAP	**LOSAP** (<1%) - OAP
15 total	177 total	3 total	26 total	13 total	6 total
Total: $111,787,691	**Total:** $2,842,598,066	**Total:** $461,129	**Total:** $2,051,472,821	**Total:** $2,523,429,268	**Total:** $18,477,641
457(b) - Non-Gov't (<1%) - NQ	**457(f)** (<1%) - NQ	**Canadian RRSP** (<1%) - DC	**Church Plan** (<1%) - DB	**Nuclear Decommissioning Trust** (<1%) - OAP	**OAP - Other** (<1%) - OAP
136 total	28 total	2 total	18 total	1 total	1 total
Total: $2,121,769,155	**Total:** $77,666,961	**Total:** $13,085,141	**Total:** $3,157,848,874	**Total:** $854,954,926	**Total:** $2,330,440
Corporate Cash Balance (<1%) - DB	**Corporate Pension** (4%) - DB	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC	**Operating Reserves** (<1%) - OAP	**Private Endowment/Foundation** (<1%) - E/F
5 total	173 total	8 total	240 total	12 total	13 total
Total: $247,619,809	**Total:** $13,559,121,112	**Total:** $1,197,030,694	**Total:** $1,037,674,273	**Total:** $148,513,317	**Total:** $154,142,196
Gov't (GASB) (<1%) - DB	**MPP Employee Directed** (<1%) - DC	**MPP Employer Directed** (<1%) - DC	**Partnership Cash Balance** (<1%) - DB	**Public Endowment/Foundation** (2%) - E/F	**VEBA** (<1%) - OAP
8 total	15 total	1 total	23 total	249 total	18 total
Total: $2,940,472,542	**Total:** $540,705,057	**Total:** $898,790	**Total:** $282,184,684	**Total:** $9,082,721,033	**Total:** $733,581,988
ProTrust (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**Taft Hartley** (<1%) - DB		
5 total	17 total	3 total	5 total		
Total: $30,137,147	**Total:** $980,325,757	**Total:** $4,707,522	**Total:** $190,581,988		

Consulting Research and Solutions Groups

CAPTRUST At A Glance

As of 6.30.20

Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$109,375,521,250	529
TIAA	$77,326,844,404	460
Vanguard	$19,519,893,984	109
Schwab	$19,273,562,785	154
Empower	$17,141,797,374	271
Prudential	$15,253,921,167	94
Wells Fargo	$13,710,325,033	137
T. Rowe Price	$9,724,113,750	86
Principal	$8,076,205,627	164
BNY Mellon	$7,112,663,634	16

Provider Experience

Total Providers	130
20 or more plans	28
15 or more plans	33
10 or more plans	37
5 or more plans	52
4 or more plans	56
3 or more plans	68
2 or more plans	86

Annual Activity and Savings

	YTD 2020	2019	2018	2017	2016	Since 2010
Fee Benchmark	154	358	352	350	390	2,882
Provider/Vendor RFP	5	13	19	14	11	129
Realized Savings	$4,000,000	$6,800,000	$6,339,000	$4,040,000	$7,100,000	$80,099,000
Average Savings/Client ($)	-	-	$75,464	$68,514	$63,000	$636,114
Average Savings/Client (%)	-	-	0.06%	0.08%	0.10%	0.10%

Provider Visits

2020 YTD Activity: 65 (no provider onsites)

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)

Participant Advice Services (PAS) Activity

Total Institutional Participants	3m
Average Participant Per Client	1,518
YTD Group Advice Meetings	164
Total Group Advice Meetings (since 2012)	4,610
YTD Individual Advice Meetings	4,367
Total Individual Advice Meetings (since 2012)	95,720
YTD Meeting Attendees	7,373
YTD PAS Desk Interactions (w/o Freedom Desk)	5,884
Total Participant Interactions (since 2012)	254,523
YTD Blueprints	2,884
Total Blueprints (since 2014)	36,855

Investment Research Activity

Due Diligence Meetings

2020 YTD Activity: 397 (includes 265 portfolio managers/investment professionals)

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/investment professionals)

2012 Total Activity: 378 (includes 278 portfolio managers/investment professionals)

2011 Total Activity: 304 (includes 230 portfolio managers/investment professionals)

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