Firm Information

CAPTRUST At A Glance

As of 2.28.17

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	118
Vested Shareholders	85

Assets Under Advisement

Total	$212,309,092,401
Institutional (98%)	$208,685,968,327
Wealth (2%)	$3,623,124,074

Service Offerings

Institutional	**Wealth**
Plan Level Advisory Services for Plan Sponsors	Investment Management
Fee Benchmarking for Plan Sponsors	Financial and Estate Planning
Investment Fiduciary Training and Review	Tax Planning
Vendor Search and Selection Services	Monitoring and Reporting
ERISA Technical Support	Risk Management
Participant Advice	Ancillary Services
Nonqualified Advisory Services	Business Preservation Planning
Executive Financial and Estate Planning Services	Insurance Advisory Services

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)*

Custodian / Clearing Firms

Fidelity
National Advisors Trust
Pershing
Schwab

Advisor Locations (28)

Akron, OH	Dallas, TX	New York, NY
Atlanta, GA	Dayton, OH	Orlando, FL
Bethlehem, PA	Des Moines, IA	Philadelphia, PA
Birmingham, AL	Detroit, MI	Port Washington, NY
Boston, MA	Greenwich, CT	Portland, ME
Charlotte, NC	Houston, TX	Raleigh, NC
Chicago, IL	Jackson, MS	Richmond, VA
Cincinatti, OH	Los Angeles, CA	Riverside, CA
Columbus, MO	Minneapolis, MN (2)	Santa Barbara, CA

Strategic Advisor Group

Number of Inforce Life Insurance Policies	1,575
Number of Insured	1,112
Total Annualized Premium	$38,841,169
Total Death Benefit	$2,919,625,836

Employees

TOTAL: 365

By Department (does not include Bethlehem or Michigan)

Advisor Group: 119 professionals	**Business Operations:** 144 professionals	**Consulting Research/Service:** 59 professionals
Financial Advisor Management	Client Service	ERISA Technical Support
Marketing Support	Finance and Legal	Investment Research
Practice Support	Human Resources	Nonqualified Deferred Compensation
Recruiting and Acquisition	Process, IT, and Regulatory	Participant Education
	Senior Management	Provider / Vendor Relations

By Locations

Akron, OH: 5	Dayton, OH: 5	Philadelphia, PA: 8
Atlanta, GA: 3	Des Moines, IA: 6	Port Washington, NY: 1
Bethlehem, PA: 19	Detroit, MI: 24	Portland, ME: 1
Birmingham, AL: 2	Greenwich, CT: 4	Raleigh, NC: 225
Boston, MA: 1	Houston, TX: 1	Richmond, VA: 2
Charlotte, NC: 17	Jackson, MS: 1	Riverside, CA: 3
Chicago, IL: 1	Los Angeles, CA: 3	Santa Barbara, CA: 5
Cincinnati, OH: 3	Minneapolis, MN: 17	Washington DC: 1
Columbus, MO: 1	New York, NY: 1	
Dallas, TX: 4	Orlando, FL: 1	

Internal Use Only

Client Information

CAPTRUST At A Glance

As of 2.28.17

Client Base

Institutional			Wealth		
Total Clients	**Brick Clients**	**Discretion**	**Total Clients**	**Brick Clients**	**Discretion**
1,458	1,041	**Total Plans:** 1,649	2,672	629	**Total Accounts:** 1,930
	Average Size: $194,037,747	**Total Assets:** $7,960,637,677		**Average Size:** $4,526,651	**Total Assets:** $1,374,934,737
	Median Size: $42,403,543			**Median Size:** $2,566,161	

Client Retention Rate

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

Average Since 2007: 97%

Plan Information

All Categories	Defined Benefit Plans (DB)	Defined Contribution Plans (DC)	Nonqualified Plans (NQ)	Other Asset Pools (OAP)
3,569 Total Plans	182 Total Plans	3,032 Total Plans	255 Total Plans	100 Total Plans
Total: $208,685,968,327	**Total:** $ 12,905,487,226	**Total:** $180,836,134,258	**Total:** $2,582,762,670	**Total:** $12,361,584,173

401(a) (5%) - DC	**401(k)** (63%) - DC	**403(b)** (8%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (4%) - NQ
190 total	2,189 total	322 total	5 total	136 total
Total: $17,635,392,281	**Total:** $108,213,328,634	**Total:** $51,325,735,328	**Total:** $29,859,665	**Total:** $1,505,104,772
457(b) - Gov't (<1%) - DC	**457(b) - Non-Gov't** (2%) - NQ	**457(f)** (<1%) - NQ	**Corp. Cash** (<1%) - OAP	**DB - Cash Balance** (<1%) - DB
17 total	85 total	24 total	25 total	19 total
Total: $542,345,511	**Total:** $724,195,051	**Total:** $304,755,082	**Total:** $9,921,649,157	**Total:** $380,988,611
DB - Pension (5%) - DB	**Endowment / Foundation** (1%) - OAP	**ESOP** (<1%) - DC	**Freedom401(k)** (9%) - DC	**MPP** (<1%) - DC
163 total	60 total	8 total	267 total	12 total
Total: $12,524,498,615	**Total:** $1,701,782,209	**Total:** $928,482,749	**Total:** $925,061,389	**Total:** $362,526,817
ProTrust (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP	
5 total	25 total	2 total	15 total	
Total: $18,848,100	**Total:** $902,578,568	**Total:** $682,981	**Total:** $738,152,807	

Consulting Research Information

CAPTRUST At A Glance

As of 2.28.17

Top Ten Proiders (by assets)

Provider	Assets	Plans
Fidelity	$58,347,075,377	380
TIAA	$39,999,906,862	286
Empower	$13,612,941,685	1,343
Wells Fargo	$11,520,624,453	124
Prudential	$9,751,106,951	88
Charles Schwab	$8,431,802,369	59
Vanguard	$8,401,421,717	53
T. Rowe Price	$5,969,673,325	48
Principal	$5,479,646,084	153
TransAmerica	$4,529,357,204	79

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

	2017	2016	2015	2014	2013	Since 2010
Fee Benchmark	**31**	390	374	217	199	1,734
Provider/Vendor RFP	**2**	11	16	8	12	80
Realized Savings	**$0**	$7,100,000	$14,000,000	$6,150,000	$10,570,000	$62,920,000
Average Savings/Client ($)	**$0**	$63,000	$85,932	$69,149	$87,338	$492,136
Average Savings/Client (%)	**0.00%**	0.10%	0.08%	0.10%	0.10%	0.11%

Provider Visits

2017 YTD Activity: 12 (includes 5 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 Participants Among Institutional Client Base	2,500,000
Average Participant Per Client	1,714
2017 Group Advice Meetings	58
Total Group Advice Meetings (since 2012)	2,484
2017 Individual Advice Meetings	1,873
Total Individual Advice Meetings (since 2012)	48,182
2017 Meeting Attendees	3,230
2017 PAS Desk Interactions (excludes Freedom Desk)	2,127
Total Participant Interactions (since 2012)	117,393

Investment Research Activity

Due Diligence Meetings

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

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

2017 YTD Activity: 33 (includes 19 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)

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)

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