Firm Information

CAPTRUST At A Glance

As of 8.31.17

Organization	
Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	132
Vested Shareholders	99

Assets Under Advisement	
Total	$244,300,347,798
Institutional (98%)	$239,407,853,051
Wealth (2%)	$4,892,494,747

Strategic Advisor Group	
Inforce Life Insurance Policies	1,584
Number of Insured	1,114
Total Annualized Premium	$43,285,964
Total Death Benefit	$3,012,320,818

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

Locations and Employees

By Location

Akron, OH (5)	Dayton, OH (5)	Minneapolis-Downtown, MN (12)	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 (18)	Jackson, MS (1)	Port Washington, NY (1)	**TOTAL Employees: 428**
Cincinnati, OH (3)	Lexington, VA (2)	Portland, ME (1)	**TOTAL Employee Locations: 36**
Columbia, MO (1)	Los Angeles, CA (3)	Raleigh, NC (238)	**TOTAL Advisor Locations: 35**
Dallas, TX (4)	Lynchburg, VA (13)	Richmond, VA (1)	

By Department (not including Bethlehem)

Advisor Group: (158)	**Business Operations:** (179)	**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

CAPTRUST At A Glance

As of 8.31.17

Client Base

Institutional

Total Clients	Brick Clients*	Discretion
1,773	1,122	**Total Plans:** 1,756
	Average Size: $198,018720	**Total Assets:** $12,348,839,675
	Median Size: $47,688,985	

Wealth

Total Clients	Brick Clients*	Discretion
4,073	864	**Total Accounts:** 2,355
	Average Size: $4,137,354	**Total Assets:** $1,491,373,074
	Median Size: $2,456,895	

* 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)
3,950 Total Plans	210 Total Plans	3,232 Total Plans	280 Total Plans	228 Total Plans
Total: $239,407,853,051	**Total:** $14,718,258,750	**Total:** $209,637,449,004	**Total:** $2,644,095,686	**Total:** $12,408,049,611

401(a) (5%) - DC	**401(k)** (63%) - DC	**403(b)** (8%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (4%) - NQ
196 total	2,303 total	395 total	8 total	141 total
Total: $23,307,761,553	**Total:** $124,936,418,727	**Total:** $57,525,964,757	**Total:** $42,798,067	**Total:** $1,594,768,914
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
19 total	100 total	27 total	71 total	17 total
Total: $699,386,698	**Total:** $974,297,158	**Total:** $48,037,188	**Total:** $9,766,850,869	**Total:** $445,716,645
DB - Pension (5%) - DB	**Endowment / Foundation** (1%) - OAP	**ESOP** (<1%) - DC	**Freedom401(k)** (9%) - DC	**MPP** (<1%) - DC
193 total	143 total	8 total	271 total	13 total
Total: $14,272,542,105	**Total:** $1,778,252,590	**Total:** $688,381,966	**Total:** $977,341,246	**Total:** $387,828,986
ProTrust (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP	
4 total	25 total	2 total	14 total	
Total: $22,712,619	**Total:** $1,112,574,984	**Total:** $790,087	**Total:** $862,946,152	

Consulting Research Information

CAPTRUST At A Glance

As of 8.31.17

Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$66,938,342,293	423
TIAA	$46,986,432,866	337
Empower	$13,104,034,997	1,363
Wells Fargo	$11,500,363,297	124
Prudential	$10,662,145,641	87
Vanguard	$10,507,422,378	62
Charles Schwab	$10,412,759,570	65
T. Rowe Price	$7,013,858,854	56
Principal	$6,326,403,419	157
TransAmerica	$5,141,231,838	87

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	**256**	390	374	217	199	1,734
Provider/Vendor RFP	**11**	11	16	8	12	80
Realized Savings	**$2,170,000**	$7,100,000	$14,000,000	$6,150,000	$10,570,000	$62,920,000
Average Savings/Client ($)	**$67,800**	$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: 39 (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	1,669
2017 Group Advice Meetings	413
Total Group Advice Meetings (since 2012)	2,832
2017 Individual Advice Meetings	9,557
Total Individual Advice Meetings (since 2012)	55,866
2017 Meeting Attendees	7,700
2017 PAS Desk Interactions (w/o Freedom Desk)	5,371
Total Participant Interactions (since 2012)	136,949
Total Blueprints (YTD 2017)	4,716
Total Blueprints (since 2012)	13,973

Investment Research Activity

Due Diligence Meetings

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: 120 (includes 96 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

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