CAPTRUST At A Glance

As of 08.16.11

Office Locations (16)

Akron, OH	Los Angeles, CA
Atlanta, GA	Orlando, FL
Birmingham, AL	Philadelphia, PA
Boston, MA	Portland, ME
Charlotte, NC	Raleigh, NC (headquarters)
Dallas, TX	Richmond, VA
Des Moines, IA	Roanoke, VA
Jackson, MS	Washington, D.C.

Service Offerings

Institutional

Plan Level Advisory Services for Plan Sponsors
Fee Benchmarking for Plan Sponsors
Investment Fiduciary Training & Review
Vendor Search & Selection Services
Participant Education & Advice
Nonqualified Advisory Services
Executive Financial and Estate Planning Services

Wealth

Investment Management
Financial Planning
Tax Planning
Monitoring and Reporting
Risk Management
Ancillary Services

Advisory Board (6 Members)

Jim Dunn
Chief Investment Officer, Wake Forest University

Quana Jew JD
Partner, Arent Fox LLP

Jeffrey Montgomery
CEO, AFAM

Rob Solomon
Founder and CEO, Bulldog Solutions, Inc.

Charles Ruffel
Founder and Director, Asset International

Jerry Tylman
Partner and Founder, Greenway Solutions, Inc.

Organization

Year Practice Focus Established	1989
Year Organization Formally Founded	1997
Vested Shareholders	39

Assets Under Advisement

Total	$62,397,002,693
Institutional (96.42%)	$60,361,682,968
Wealth (3.58%)	$2,035,319,725

Custodian / Clearing Firms

Fidelity
National Advisors Trust
Pershing
Schwab

Revenue

2010 *(71% Institutional / 29% Wealth)*
2009 *(70% Institutional / 30% Wealth)*
2008 *(70% Institutional / 30% Wealth)*
2007 *(65% Institutional / 35% Wealth)*

Accreditations / Licenses

AIF	CEBS	CIMA	CPA	JD
AIFA	CFA	CIMC	CRPC	PFS
APR	CFP	CLU	CRPS	PRP
ARPC	CFS	CMFC	CRSP	QPFC
ARPS	ChFC	CMS	FLMI	RPA

FINRA & Insurance Licenses

Insurance Coverage

Policy Type / Coverage	Carrier
Professional Liability (Errors & Omissions)	XL Speciality Insurance Co.
$5,000,000 per claim or aggregate	
Fidelity Bond	Federal Insurance Co.
$1,000,000 per claim or aggregate	
SIPC (Securities Investor Protection Corporation)	SIPC
$500,000 per account (limit $100,000 for cash)	
Excess SIPC coverage (Fidelity)	Lloyd's of London
$1.9 million in cash per account ($1 billion firm maximum)	
Excess SIPC coverage (Pershing)	Lloyd's of London
$1.9 million in cash per account ($1 billion firm maximum)	
Excess SIPC coverage (Schwab)	Lloyd's of London
$150 million per customer of which $1 million can be cash ($600 million firm maximum)	

Employees

Total: 161

By Department

Consulting Research: 27 professionals
- Investment Research
- Participant Education
- Provider/Vendor Relations

Advisor Practice: 63 professionals
- Financial Advisors
- Financial Advisor Support Group

Business Operations: 71 professionals
- Client Service
- Finance and Legal
- Human Resources
- Marketing
- Process, IT, and Regulatory
- Senior Management

By Location

Akron, OH: 4	Des Moines, IA: 5	Raleigh, NC (headquarters): 112
Atlanta, GA: 3	Jackson, MS: 1	Richmond, VA: 3
Birmingham, AL: 2	Los Angeles, CA: 1	Roanoke, VA: 1
Boston, MA: 1	Orlando, FL: 1	Washington, D.C.: 1
Charlotte, NC: 15	Philadelphia, PA: 6	
Dallas, TX: 4	Portland, ME: 1	

CAPTRUST At A Glance

As of 08.16.11

Client Base

Institutional (All)	Institutional (Brick)	Wealth (All)	Wealth (Brick)	Client Retention Rate
Total: 690	**Total:** 434	**Total:** 1,863	**Total:** 392	**2010:** 98.3%
Average Size: $89,292,430	**Average Size:** $135,162,948	**Average Size:** $1,106,754	**Average Size:** $3,953,957	**2009:** 98.1%
Median Size: $15,091,022	**Median Size:** $37,046,477	**Median Size:** $351,135	**Median Size:** $2,689,791	**2008:** 98.1%
				2007: 96.5%
	Average Fee: $65,216		**Average Fee:** $26,460	
	Median Fee: $50,987		**Median Fee:** $19,471	

Plan Information

Total

1,076 Total Plans
Total: $60,360,247,550
Average: $57,927,301
Median: $10,612,992

By Plan (% of total plans)

401(a) (4%)	401(k) (60%)	403(b) (7%)	409A - DB (<1%)	409A - DC (6%)	457(b) - Gov't (<1%)
43 total	641 total	74 total	3 total	66 total	6 total
Total: $2,370,844,276	**Total:** $33,376,172,165	**Total:** $3,334,599,989	**Total:** $75,000,000	**Total:** $1,126,716,521	**Total:** $28,595,801
Average: $56,448,673	**Average:** $53,146,771	**Average:** $48,327,536	**Average:** $75,000,000	**Average:** $18,172,847	**Average:** $4,765,967
Median: $9,959,052	**Median:** $12,256,436	**Median:** $21,434,484	**Median:** $75,000,000	**Median:** $4,236,498	**Median:** $4,195,671

457(b) - Non-Gov't (3%)	457(f) (<1%)	Corp. Cash (3%)	DB - Cash Balance (<1%)	DB - LEO (<1%)	DB - Pension (9%)
28 total	9 total	33 total	8 total	3 total	98 total
Total: $102,976,533	**Total:** $14,919,983	**Total:** $8,642,382,166	**Total:** $302,457,251	**Total:** $44,258,250	**Total:** $8,796,555,823
Average: $3,960,636	**Average:** $1,657,776	**Average:** $288,079,406	**Average:** $37,807,156	**Average:** $14,752,750	**Average:** $93,580,381
Median: $1,432,251	**Median:** $468,691	**Median:** $2,428,175	**Median:** $6,601,968	**Median:** $17,457,731	**Median:** $25,854,053

Endowment / Foundation (1%)	ESOP (<1%)	MPP (<1%)	ProTrust (<1%)	PSP (3%)	VEBA (<1%)
15 total	1 total	7 total	2 total	37 total	2 total
Total: $745,799,461	**Total:** $2,238,861	**Total:** $298,910,580	**Total:** $8,679,643	**Total:** $848,826,293	**Total:** $240,313,755
Average: $49,719,964	**Average:** $2,238,861	**Average:** $42,701,511	**Average:** $8,679,643	**Average:** $24,252,180	**Average:** $120,156,877
Median: $5,094,819	**Median:** $2,238,861	**Median:** $22,337,777	**Median:** $8,679,643	**Median:** $2,865,229	**Median:** $120,156,877

CAPTRUST At A Glance

As of 08.16.11

Provider / Vendor Experience

Top Ten Providers (By Assets)

Provider	Assets	Plans
Fidelity Direct	$13,646,000,000	135
Prudential	$5,462,000,000	75
Wachovia / Wells Fargo	$4,278,000,000	89
T. Rowe Price	$2,743,000,000	25
Citigroup	$2,348,000,000	2
JP Morgan	$2,174,000,000	13
TIAA-CREF	$2,068,000,000	31
Vanguard	$1,244,000,000	24
Principal	$1,197,000,000	94
Merrill Lynch / BOA	$1,123,000,000	23

Provider Experience Across CAPTRUST Client Base

Total Providers	87
20 or more plans	15
15 or more plans	17
10 or more plans	23
5 or more plans	33
4 or more plans	38
3 or more plans	42
2 or more plans	59

Annual Activity and Savings

	As of 08.16.11	2010
Fee Benchmark	88	132
Provider / Vendor RFP	8	12
Realized Savings	$2,500,000	$8,500,000
Average Savings / Client ($)	$67,000	$91,000
Average Savings / Client (%)	0.16%	0.12%

Provider Visits (YTD)

Provider Onsite (8)

BB&T	Milliman
Diversified	Principal
Fidelity	T. Rowe Price
Great West	Wells Fargo

CAPTRUST Headquarters (33)

Aspire	M&I
BB&T	Metlife
Daily Access	Milliman
Diversified (2)	Mutual of Omaha
DST	NYLIM
Fidelity (5)	OneAmerica
Great West	Principal (2)
ING	Prudential
JP Morgan	Putnam
Lincoln (2)	T. Rowe Price (2)
Mass Mutual (2)	Wells Fargo (3)

Investment Research Activity

Database Resources

Bloomberg

eVestment Alliance

Morningstar Direct

Morningstar Principia Pro

MPI Stylus Pro

Tamale RMS

Zephyr StyleAdvisor

Manager / Funds / Asset Classes

Money Management Firms: 147

Portfolios: 2,533

Mutual Funds: 2,030

ETFs and Closed Ended Funds: 203

Asset Classes: 46

Annual Due Diligence Activity

Due Diligence Calls: 3,500+

Onsite Manager Interviews: 200+

Onsite Fund Company Visits: 50+

Daily Monitoring: 2,233 ticker symbols

Due Diligence Meetings (As of 07.31.11)

January: 14 (includes 8 portfolio managers)

February: 32 (includes 24 portfolio managers)

March: 27 (includes 18 portfolio managers)

April: 13 (includes 7 portfolio managers)

May: 28 (includes 22 portfolio managers)

June: 20 (includes 18 portfolio managers)

July: 10 (includes 6 portfolio managers)

Year-to-date: 144 (includes 103 portfolio managers)

Employee Education Activity (2011 YTD)

Total Participants Among Institutional Client Base	1,000,000+
Average Participant Per Client	1,449
Education Meetings (Group)	256
Total Education Meetings (since 2007)	2,648
Education Meetings (One-on-One)	929
Total Education Meetings (since 2007)	2,326
Meeting Attendees	4,837
Total Meeting Attendees (since 2007)	62,510