Firm Information

CAPTRUST At A Glance

As of 6.30.19

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	154
Vested Shareholders	152

Assets Under Advisement

Total	$340,847,733,564
Institutional (97%)	$331,206,168,529
Wealth (3%)	$9,641,565,035

Strategic Advisor Group

Inforce Life Insurance Policies	1,583
Number of Insured	1,100
Total Annualized Premium	$42,368,531
Total Death Benefit	$3,206,940,515

Revenue

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)*
2008 *(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 (5)	Dayton, OH (4)	Lexington, VA (1)	Richmond-Glen Allen, VA (1)
Allentown, PA (21)	Des Moines, IA (6)	Los Angeles, CA (3)	Riverside, CA (3)
Atlanta, GA (8)	Detroit, MI (24)	Lynchburg, VA (8)	Roanoke, VA (8)
Austin, TX (2)	Green, OH (20)	Minneapolis, MN (17)	Salt Lake City (10)
Bethlehem, PA (14)	Greensboro, NC (6)	New York, NY (1)	San Ramon, CA (9)
Birmingham, AL (2)	Greenwich, CT (4)	Orlando, FL (2)	Santa Barbara, CA (5)
Boston, MA (1)	Harrisonburg, VA (2)	Philadelphia-Doylestown, PA (7)	Tampa, FL (28)
Charlotte, NC (20)	Hollywood, FL (2)	Port Washington, NY (1)	Washington, DC (2)
Cincinnati, OH (4)	Houston, TX (2)	Portland, ME (1)	Wilmington, DE (1)
Columbia, MO (1)	Jackson, MS (1)	Raleigh, NC (288)	**TOTAL Employees: 574**
Dallas, TX (4)	Lake Success, NY (24)	Richmond, VA (1)	**TOTAL Employee Locations: 35**
			TOTAL Advisor Locations: 42

By Department (not including Allentown)

Advisor Group: (219)	**Business Operations:** (250)	**Consulting Research Group:** (22)	**Consulting Solutions Group:** (62)
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		Provider / Vendor Relations
	Senior Management		

Client Information

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Client Base

Institutional

Total Clients	Brick Clients*	Discretion
1,924	1,369	**Total Plans:** 788
	Average Size: $216,392,189	**Total Assets:** $28,351,414,464
	Median Size: $48,972,799	

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

Wealth

Total Clients	Brick Clients*	Discretion
6,075	1,989	**Total Accounts:** 15,457
	Average Size: $4,541,574	**Total Assets:** $7,170,509,649
	Median Size: $2,551,144	

Client Retention Rate

2018:	97%	**2012:**	98%
2017:	99%	**2011:**	99%
2016:	97%	**2010:**	98%
2015:	96%	**2009:**	98%
2014:	98%	**2008:**	98%
2013:	98%	**2007:**	97%

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)
3,288 Total Plans	241 Total Plans	2,363 Total Plans	235 Total Portfolios	334 Total Plans	115 Total Plans
Total: $331,206,168,529	**Total:** $22,589,935,836	**Total:** $275,925,911,674	**Total:** $9,533,220,252	**Total:** $4,434,080,671	**Total:** $18,723,020,096

401(a) (8%) - DC	**401(k)** (48%) - DC	**403(b)** (26%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (<1%) - NQ
109 total	1,461 total	470 total	12 total	173 total
Total: $26,376,236,114	**Total:** $159,843,869,303	**Total:** $84,948,431,866	**Total:** $114,486,155	**Total:** $2,487,962,748
415(m) (<1%) - NQ	**457(b) - Gov't** (<1%) - DC	**457(b) - Non-Gov't** (<1%) - NQ	**457(f)** (<1%) - NQ	**Corp. Cash** (5%) - OAP
3 total	21 total	114 total	27 total	100 total
Total: $578,833	**Total:** $1,121,509,463	**Total:** $1,765,741,632	**Total:** $39,201,345	**Total:** $17,943,735,443
DB - Cash Balance (<1%) - DB	**DB - Pension** (7%) - DB	**Endowments/Foundations** (3%)	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC
24 total	217 total	235 Total Portfolios	8 total	255 total
Total: $644,502,256	**Total:** $21,945,433,580	**Total:** $9,533,220,252	**Total:** $1,141,019,316	**Total:** $1,049,181,761
MPP (<1%) - DC	**ProTrust** (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP
16 total	5 total	20 total	3 total	15 total
Total: $526,404,632	**Total:** $26,109,958	**Total:** $917,943,665	**Total:** $1,315,554	**Total:** $779,284,653

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$94,208,841,053	495
TIAA	$70,637,298,375	430
Charles Schwab	$16,692,535,521	146
Vanguard	$15,782,478,742	94
Empower	$15,293,726,721	257
Wells Fargo	$13,567,345,832	141
Prudential	$9,772,332,423	96
T. Rowe Price	$8,170,266,547	77
Principal	$7,834,733,395	164
Northern Trust	$6,567,273,098	36

Provider Experience

Total Providers	123
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 2019	2018	2017	2016	2015	Since 2010
Fee Benchmark	**177**	352	350	390	374	2,436
Provider/Vendor RFP	**7**	19	14	11	16	113
Realized Savings	-	$6,339,000	$4,040,000	$7,100,000	$14,000,000	$73,299,000
Average Savings/Client ($)	-	$75,464	$68,514	$63,000	$85,932	$636,114
Average Savings/Client (%)	-	0.06%	0.08%	0.10%	0.08%	0.10%

Provider Visits

2019 YTD Activity: 36 (includes 4 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)

2014 Total Activity: 87 (includes 9 provider onsites)

Participant Advice Services (PAS) Activity

Total Institutional Participants	2.5 m
Average Participant Per Client	1,299
2019 Group Advice Meetings	342
Total Group Advice Meetings (since 2012)	7,479
2019 Individual Advice Meetings	4,040
Total Individual Advice Meetings (since 2012)	84,046
YTD Meeting Attendees	91,881
YTD PAS Desk Interactions (w/o Freedom Desk)	5,593
Total Participant Interactions (since 2012)	213,112
YTD Blueprints	4,975
Total Blueprints (since 2014)	29,479

Investment Research Activity

Due Diligence Meetings

June: 35 (includes 35 portfolio managers/investment professionals)

May: 50 (includes 29 portfolio managers/investment professionals)

April: 37 (includes 18 portfolio managers/investment professionals)

March: 30 (includes 29 portfolio managers/investment professionals)

February: 70 (includes 25 portfolio managers/investment professionals)

January: 50 (includes 11 portfolio managers/investment professionals)

2019 YTD Activity: 272 (includes 147 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)

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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