Firm Information

CAPTRUST At A Glance

As of 6.30.17

Organization

Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	132
Vested Shareholders	95

Assets Under Advisement

Total	$233,777,290,874
Institutional (98%)	$229,194,757,148
Wealth (2%)	$4,582,533,726

Strategic Advisor Group

Inforce Life Insurance Policies	1,585
Number of Insured	1,117
Total Annualized Premium	$42,522,792
Total Death Benefit	$2,983,168,946

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)	Dallas, TX (4)	Minneapolis-Eden Prairie, MN (5)	Riverside, CA (3)
Atlanta, GA (2)	Dayton, OH (5)	New York, NY (1)	Santa Barbara, CA (5)
Austin, TX (2)	Des Moines, IA (6)	Orlando, FL (1)	Tampa, FL (34)
Bethlehem, PA (21)	Detroit, MI (24)	Philadelphia-Doylestown, PA (8)	Washington, DC (1)
Birmingham, AL (2)	Greenwich, CT (4)	Philadelphia-Lower Gwynedd, PA (2)	Wilmington, DE (1)
Boston, MA (1)	Hollywood, FL (2)	Port Washington, NY (1)	**TOTAL Employees: 416**
Charlotte, NC (18)	Houston, TX (1)	Portland, ME (1)	**TOTAL Employee Locations: 35**
Chicago, IL (1)	Jackson, MS (1)	Raleigh, NC (233)	**TOTAL Advisor Locations: 34**
Cincinatti, OH (3)	Los Angeles, CA (3)	Richmond, VA (1)	
Columbia, MO (1)	Minneapolis-Downtown, MN (12)	Richmond-Glen Allen, VA (1)	

By Department (not including Bethlehem)

Advisor Group: (151)	**Business Operations:** (175)	**Consulting Research Group:** (14)	**Consulting Solutions Group:** (55)
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		

Internal Use Only

Client Information

CAPTRUST At A Glance

As of 6.30.17

Client Base

Institutional

Total Clients	Brick Clients*	Discretion
1,727	1,089	**Total Plans:** 1,734
	Average Size: $201,858,106	**Total Assets:** $11,242,811,859
	Median Size: $42,889,214	

Wealth

Total Clients	Brick Clients*	Discretion
3,111	845	**Total Accounts:** 2,184
	Average Size: $4,230,928	**Total Assets:** $1,393,960,922
	Median Size: $2,510,367	

* 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)
3,819 Total Plans	203 Total Plans	3,179 Total Plans	267 Total Plans	170 Total Plans
Total: $229,194,757,148	**Total:** $14,420,088,789	**Total:** $197,603,735,270	**Total:** $2,875,790,351	**Total:** $14,295,142,738

401(a) (5%) - DC	**401(k)** (63%) - DC	**403(b)** (8%) - DC	**409A - DB** (<1%) - NQ	**409A - DC** (4%) - NQ
193 total	2,282 total	361 total	8 total	135 total
Total: $22,849,076,291	**Total:** $115,932,270,698	**Total:** $55,120,857,829	**Total:** $30,373,839	**Total:** $1,539,536,922
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
18 total	95 total	25 total	44 total	17 total
Total: $602,709,355	**Total:** $920,715,993	**Total:** $364,138,205	**Total:** $11,752,718,167	**Total:** $400,253,378
DB - Pension (5%) - DB	**Endowment / Foundation** (1%) - OAP	**ESOP** (<1%) - DC	**Freedom401(k)** (9%) - DC	**MPP** (<1%) - DC
186 total	112 total	8 total	275 total	13 total
Total: $14,019,835,411	**Total:** $1,755,515,195	**Total:** $642,554,590	**Total:** $968,284,395	**Total:** $379,435,052
ProTrust (<1%) - NQ	**PSP** (<1%) - DC	**Puerto Rico** (<1%) - DC	**VEBA** (<1%) - OAP	
4 total	27 total	2 total	14 total	
Total: $21,025,392	**Total:** $1,107,794,272	**Total:** $752,788	**Total:** $786,909,376	

Consulting Research Information

CAPTRUST At A Glance

As of 6.30.17

Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$63,803,027,601	418
TIAA	$46,911,093,166	318
Empower	$15,759,162,858	1,365
Wells Fargo	$10,911,435,464	121
Prudential	$10,229,475,371	85
Charles Schwab	$9,887,355,152	65
Vanguard	$8,784,581,859	59
T. Rowe Price	$6,367,723,271	55
Principal	$5,804,309,366	153
TransAmerica	$4,841,740,910	86

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	**171**	390	374	217	199	1,734
Provider/Vendor RFP	**8**	11	16	8	12	80
Realized Savings	**$1,920,000**	$7,100,000	$14,000,000	$6,150,000	$10,570,000	$62,920,000
Average Savings/Client ($)	**$73,762**	$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: 27 (includes 6 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	306
Total Group Advice Meetings (since 2012)	2,725
2017 Individual Advice Meetings	7,451
Total Individual Advice Meetings (since 2012)	53,760
2017 Meeting Attendees	6,429
2017 PAS Desk Interactions (w/o Freedom Desk)	4,273
Total Participant Interactions (since 2012)	132,474
Total Blueprints (YTD 2017)	3,696
Total Blueprints (since 2012)	12,953

Investment Research Activity

Due Diligence Meetings

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: 81 (includes 61 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

Internal Use Only