Firm Information

CAPTRUST At A Glance

As of 3.31.20

Organization	
Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	186
Vested Shareholders	201

Assets Under Advisement	
Total	$390,396,045,338
Institutional (96%)	$375,292,823,681
Wealth (4%)	$15,103,221,657

Strategic Advisor Group	
Inforce Life Insurance Policies	1,600
Number of Insured	1,138
Total Annualized Premium	$38,896,077
Total Death Benefit	$3,113,131,330

Revenue	
2019	*(57% Institutional / 43% Wealth)*
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)*

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 (3)
Allentown, PA (21)
Atlanta, GA (8)
Austin, TX (9)
Bethlehem, PA (12)
Birmingham, AL (14)
Boston, MA (15)
Charlotte, NC (22)
Cincinnati, OH (3)
Columbia, MO (1)
Corpus Christi, TX (2)
Dallas, TX (6)
Dayton, OH (4)
Des Moines, IA (6)
Detroit, MI (24)
Green, OH (19)
Greensboro, NC (6)
Greenwich, CT (4)
Harrisonburg, VA (2)
Hollywood, FL (2)
Houston, TX (4)
Jackson, MS (1)
Lake Success, NY (25)
Lexington, VA (1)
Los Angeles, CA (3)
Lynchburg, VA (8)
Minneapolis, MN (17)
Montgomery, AL (13)
New York, NY (1)
Orlando, FL (2)
Philadelphia-Doylestown, PA (8)
Port Washington, NY (1)
Portland, ME (1)
Raleigh, NC (306)
Richmond, VA (1)
Richmond-Glen Allen, VA (1)
Riverside, CA (3)
Roanoke, VA (9)
Salt Lake City, UT (11)
San Antonio, TX (39)
San Ramon, CA (9)
Santa Barbara, CA (5)
Tampa, FL (30)
Washington, DC (1)
Wilmington, DE (1)
Wilmington, NC (8)

TOTAL Employees: 692
TOTAL Employee Locations: 43
TOTAL Advisor Locations: 52

By Department (not including Allentown)

Advisor Group: (268)
Financial Advisor Management
Marketing Support
Practice Support
Recruiting and Acquisition

Client Solutions Group: (239)
Business Line Support
Client Service
ERISA Technical Support
Participant Advice
Provider / Vendor Relations

Corporate Services: (84)
Finance and Legal
Human Resources
Process, IT, and Regulatory
Senior Management

Investment Group: (30)
Asset Allocation
Discretionary Management
Investment Research

Operations Group: (51)
Facilities
Intergrations
Performance Reporting
Project Management
Trading

Client Information

CAPTRUST At A Glance

As of 3.31.20

Client Base

Institutional			Wealth		
Total Clients	**Brick Clients***	**Discretion**	**Total Clients**	**Brick Clients***	**Discretion**
1,966	1,409	**Total Plans:** 843	8,727	2,738	**Total Accounts:** 23,418
	Average Size: $257,704,458	**Total Assets:** $30,977,103,966		**Average Size:** $4,305,639	**Total Assets:** $12,397,291,625
	Median Size: $53,323,647			**Median Size:** $2,419,693	

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

Client Retention Rate

2019:	97%	**2013:**	98%
2018:	97%	**2012:**	98%
2017:	99%	**2011:**	99%
2016:	97%	**2010:**	98%
2015:	96%	**2009:**	98%
2014:	98%	**2008:**	98%

Average Since 2008: 98%

Plan Information

All Categories	**Defined Benefit (DB)**	**Defined Contribution (DC)**	**Endowments/Foundations**	**Nonqualified (NQ)**	**Other Asset Pool**
3,371 Total Plans	231 Total Plans	2,420 Total Plans	268 Total Portfolios	355 Total Plans	97 Total Plans
Total: $375,292,823,681	**Total:** $22,934,726,117	**Total:** $318,225,842,415	**Total:** $9,879,819,875	**Total:** $5,128,921,613	**Total:** $19,123,513,661
Discretion	*47 Plans - $2,241,379,610*	*666 Plans - $27,674,458,462*	*69 Portfolios - $556,714,314*	*33 Plans - $124,437,737*	*28 Plans - $380,113,843*

Institutional - Retirement - 3,006 Plans - $349,289,490,145

Institutional - E/F and OAP - 365 Plans/Portfolios - $29,003,333,536

401(a) (8%) - DC	**401(k)** (50%) - DC	**403(a) - DC** (<1%) - DC	**403(b)** (25%) - DC	**Church/Religious Deposit & Loan Pool** (<1%) - OAP	**Corp. Cash** (4%) - OAP
111 total	1,509 total	1 total	486 total	10 total	36 total
Total: $30,371,457,750	**Total:** $187,575,166,959	**Total:** $505,191,323	**Total:** $93,644,452,327	**Total:** $347,971,159	**Total:** $14,174,097,100
409A - DB (<1%) - NQ	**409A - DC** (<1%) - NQ	**415(m)** (<1%) - NQ	**457(b) - Gov't** (<1%) - DC	**Insurance/Captive** (<1%) - OAP	**LOSAP** (<1%) - OAP
15 total	175 total	3 total	25 total	13 total	6 total
Total: $114,087,477	**Total:** $2,780,065,781	**Total:** $520,327	**Total:** $2,012,822,328	**Total:** $2,535,930,778	**Total:** $18,477,641
457(b) - Non-Gov't (<1%) - NQ	**457(f)** (<1%) - NQ	**Canadian RRSP** (<1%) - DC	**Church Plan** (<1%) - DB	**Nuclear Decommissioning Trust** (<1%) - OAP	**OAP - Other** (<1%) - OAP
131 total	26 total	2 total	18 total	1 total	1 total
Total: $2,159,904,861	**Total:** $46,084,034	**Total:** $6,456,866	**Total:** $3,657,751,220	**Total:** $1,022,595,628	**Total:** $2,529,462
Corporate Cash Balance (<1%) - DB	**Corporate Pension** (4%) - DB	**ESOP** (<1%) - DC	**Freedom401(k)** (<1%) - DC	**Operating Reserves** (<1%) - OAP	**Private Endowment/Foundation** (<1%) - E/F
6 total	171 total	8 total	241 total	12 total	13 total
Total: $272,516,098	**Total:** $15,152,456,131	**Total:** $1,455,485,297	**Total:** $1,080,946,393	**Total:** $174,917,834	**Total:** $163,753,725
Gov't (GASB) (<1%) - DB	**MPP Employee Directed** (<1%) - DC	**Partnership Cash Balance** (<1%) - DB	**ProTrust** (<1%) - NQ	**Public Endowment/Foundation** (3%) - E/F	**VEBA** (<1%) - OAP
8 total	15 total	22 total	5 total	255 total	18 total
Total: $3,345,361,593	**Total:** $569,205,605	**Total:** $293,468,631	**Total:** $28,259,132	**Total:** $9,716,066,149	**Total:** $846,994,059
PSP (<1%) - DC	**Puerto Rico** (<1%) - DC	**Taft Hartley** (<1%) - DB			
19 total	3 total	6 total			
Total: $981,293,227	**Total:** $4,886,697	**Total:** $213,172,443			

Consulting Research and Solutions Groups

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As of 3.31.20

Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$109,661,324,036	514
TIAA	$77,904,832,842	443
Vanguard	$18,000,880,406	103
Schwab	$17,740,078,648	144
Empower	$17,593,353,019	262
Prudential	$15,362,970,549	94
Wells Fargo	$14,355,558,300	141
T. Rowe Price	$9,411,523,261	85
Principal	$8,134,199,714	165
BNY Mellon	$7,780,888,437	16

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 2020	2019	2018	2017	2016	Since 2010
Fee Benchmark	88	358	352	350	390	2,882
Provider/Vendor RFP	3	13	19	14	11	129
Realized Savings	TBD	$6,800,000	$6,339,000	$4,040,000	$7,100,000	$80,099,000
Average Savings/Client ($)	-	-	$75,464	$68,514	$63,000	$636,114
Average Savings/Client (%)	-	-	0.06%	0.08%	0.10%	0.10%

Provider Visits

2020 YTD Activity: 40 (no provider onsites)

2019 Total Activity: 85 (includes 6 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)

Participant Advice Services (PAS) Activity

Total Institutional Participants	2.7 m
Average Participant Per Client	1,385
YTD Group Advice Meetings	113
Total Group Advice Meetings (since 2012)	4,559
YTD Individual Advice Meetings	2,753
Total Individual Advice Meetings (since 2012)	94,106
YTD Meeting Attendees	4,982
YTD PAS Desk Interactions (w/o Freedom Desk)	3,369
Total Participant Interactions (since 2012)	248,003
YTD Blueprints	1,845
Total Blueprints (since 2014)	35,816

Investment Research Activity

Due Diligence Meetings

2020 YTD Activity: 236 (includes 175 portfolio managers/investment professionals)

2019 Total Activity: 431 (includes 287 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/investment professionals)

2012 Total Activity: 378 (includes 278 portfolio managers/investment professionals)

2011 Total Activity: 304 (includes 230 portfolio managers/investment professionals)

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