Firm Information

CAPTRUST At A Glance

As of 9.30.20

Organization	
Year Practice Focus Established	1986
Year Organization Formally Founded	1997
Unvested Shareholders	188
Vested Shareholders	208

Assets Under Advisement	
Total	$409,054,721,159
Institutional (95%)	$389,472,925,322
Wealth (5%)	$19,581,795,837

Strategic Advisor Group	
Inforce Life Insurance Policies	1,596
Number of Insured	1,131
Total Annualized Premium	$36,924,832
Total Death Benefit	$3,098,177,332

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

Akron, OH (3)	Corpus Christi, TX (2)	Lake Success, NY (24)	Roanoke, VA (9)
Allentown, PA (20)	Dallas, TX (4)	Lexington, VA (1)	Salt Lake City, UT (12)
Atlanta, GA (8)	Dayton, OH (4)	Los Angeles, CA (3)	San Antonio, TX (39)
Austin, TX (9)	Des Moines, IA (6)	Lynchburg, VA (7)	San Ramon, CA (8)
Baltimore, MD (1)	Detroit, MI (24)	Minneapolis, MN (18)	Santa Barbara, CA (5)
Bethlehem, PA (13)	Grand Rapids, MI (6)	Montgomery, AL (12)	Southfield, MI (7)
Birmingham, AL (12)	Green, OH (19)	Orlando, FL (2)	Tampa, FL (29)
Boston, MA (16)	Greensboro, NC (7)	Philadelphia-Doylestown, PA (9)	Washington, DC (1)
Cambria, CA (1)	Greenwich, CT (4)	Phoenix, AZ (1)	West Orange, NJ (1)
Charlotte, NC (23)	Harrisonburg, VA (2)	Portland, ME (1)	Wilmington, DE (1)
Chesterton, IN (28)	Hollywood, FL (2)	Raleigh, NC (308)	Wilmington, NC (10)
Cincinnati, OH (3)	Houston, TX (3)	Richmond, VA (3)	**TOTAL Employees: 735 (266 Advisors)**
Columbia, MO (1)	Jackson, MS (1)	Riverside, CA (3)	**TOTAL Employee Locations: 33**
			TOTAL Advisor Locations: 49

By Department (not including Allentown)	**Client Solutions Group:** (256)	**Corporate Services:** (80)	**Investment Group:** (30)	**Operations Group:** (52)
Advisor Group: (298)	Business Line Support	Finance and Legal	Asset Allocation	Facilities
Financial Advisor Management	Client Service	Human Resources	Discretionary Management	Integrations
Marketing Support	ERISA Technical Support	Process, IT, and Regulatory	Investment Research	Performance Reporting
Practice Support	Participant Advice	Senior Management		Project Management
Recruiting and Acquisition	Provider / Vendor Relations			Trading

Client Information

CAPTRUST At A Glance

As of 9.30.20

Client Base

Institutional

Total Clients	Brick Clients*	Discretion
2,485	1,642	**Total Plans:** 931
	Average Size: $62,876,219	**Total Assets:** $34,096,966,203
	Median Size: $54,106,610	

Wealth

Total Clients	Brick Clients*	Discretion
10,963	3,499	**Total Accounts:** 31,569
	Average Size: $4,851,289	**Total Assets:** $16,813,872,386
	Median Size: $2,654,404	

* 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
3,783 Total Plans	239 Total Plans	2,853 Total Plans	251 Total Portfolios	344 Total Plans	96 Total Plans
Total: $389,472,925,322	**Total:** $22,644,954,156	**Total:** $334,530,904,877	**Total:** $6,303,669,044	**Total:** $5,421,961,910	**Total:** $20,571,435,335
Discretion	*50 Plans - $2,516,271,281*	*747 Plans - $30,409,423,516*	*74 Portfolios - $608,087,058*	*30 Plans - $115,672,937*	*30 Plans - $447,511,411*

Institutional - Retirement - 3,436 Plans - $362,597,820,943

401(a) (8%) - DC 134 total **Total:** $31,348,928,511	**401(k)** (52%) - DC 1,870 total **Total:** $201,763,486,273	**403(a) - DC** (<1%) - DC 1 total **Total:** $529,238,243	**403(b)** (24%) - DC 515 total **Total:** $94,738,192,252
409A - DB (<1%) - NQ 12 total **Total:** $112,860,369	**409A - DC** (<1%) - NQ 163 total **Total:** $2,961,179,491	**415(m)** (<1%) - NQ 3 total **Total:** $570,016	**457(b) - Gov't** (<1%) - DC 43 total **Total:** $2,427,997,760
457(b) - Non-Gov't (<1%) - NQ 136 total **Total:** $2,229,898,647	**457(f)** (<1%) - NQ 26 total **Total:** $86,804,397	**Canadian RRSP** (<1%) - DC 2 total **Total:** $13,456,591	**Church Plan** (<1%) - DB 18 total **Total:** $3,482,170,949
Corporate Cash Balance (<1%) - DB 13 total **Total:** $275,517,023	**Corporate Pension** (4%) - DB 166 total **Total:** $14,940,851,159	**ESOP** (<1%) - DC 7 total **Total:** $1,106,157,840	**Freedom401(k)** (<1%) - DC 242 total **Total:** $1,074,945,167
Gov't (GASB) (<1%) - DB 14 total **Total:** $3,473,669,175	**MPP Employee Directed** (<1%) - DC 14 total **Total:** $503,319,797	**MPP Employer Directed** (<1%) - DC 2 total **Total:** $10,913,261	**Partnership Cash Balance** (<1%) - DB 22 total **Total:** $261,185,157
ProTrust (<1%) - NQ 4 total **Total:** $30,639,990	**PSP** (<1%) - DC 18 total **Total:** $1,003,270,284	**Puerto Rico** (<1%) - DC 5 total **Total:** $10,998,898	**Taft Hartley** (<1%) - DB 6 total **Total:** $211,560,692

Institutional - E/F and OAP - 347 Plans/Portfolios - $26,875,104,379

Church/Religious Deposit & Loan Pool (<1%) - OAP 10 total **Total:** $193,078,813	**Corp. Cash** (4%) - OAP 29 total **Total:** $15,690,187,476
Insurance/Captive (<1%) - OAP 13 total **Total:** $2,599,371,301	**LOSAP** (<1%) - OAP 6 total **Total:** $22,017,181
Nuclear Decommissioning Trust (<1%) - OAP 1 total **Total:** $978,223,472	**OAP - Other** (<1%) - OAP 6 total **Total:** $18,467,374
Operating Reserves (<1%) - OAP 12 total **Total:** $238,507,352	**Private Endowment/Foundation** (<1%) - E/F 12 total **Total:** $161,422,376
Public Endowment/Foundation (2%) - E/F 239 total **Total:** $6,142,246,668	**VEBA** (<1%) - OAP 19 total **Total:** $831,582,367

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Top Ten Providers (by assets)

Provider	Assets	Plans
Fidelity	$111,420,147,705	601
TIAA	$78,503,135,908	459
Vanguard	$20,856,247,466	125
Schwab	$18,478,757,533	157
Empower	$17,965,612,094	296
Prudential	$15,266,050,503	91
Wells Fargo	$14,906,756,940	141
T. Rowe Price	$11,945,390,607	98
Principal	$8,738,696,698	202
Hancock	$6,368,951,069	56

Provider Experience

Total Providers	130
20 or more plans	28
15 or more plans	33
10 or more plans	37
5 or more plans	52
4 or more plans	56
3 or more plans	68
2 or more plans	86

Annual Activity and Savings

	YTD 2020	2019	2018	2017	2016	Since 2010
Fee Benchmark	245	358	352	350	390	2,882
Provider/Vendor RFP	8	13	19	14	11	129
Realized Savings	$4,000,000	$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: 105 (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	3.2m
Average Participant Per Client	1,306
YTD Group Advice Meetings	242
Total Group Advice Meetings (since 2012)	4,688
YTD Individual Advice Meetings	7,237
Total Individual Advice Meetings (since 2012)	98,590
YTD Meeting Attendees	11,287
YTD PAS Desk Interactions (w/o Freedom Desk)	9,880
Total Participant Interactions (since 2012)	265,452
YTD Blueprints	5,127
Total Blueprints (since 2014)	39,098

Investment Research Activity

Due Diligence Meetings

2020 YTD Activity: 545 (includes 317 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

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