



| ORGANIZATION | | TOTAL CLIENT ASSETS | | AUA v. AUM | | REVENUE | |
|------------------------------------|------------|-----------------------------------|--------------------------|--|--------------------------|---------|----------------------------------|
| Year Practice Focus Established | 1986 | Institutional (94%) | \$698,376,771,683 | Institutional AUA | \$623,479,002,818 | 2021 | (45% Institutional / 55% Wealth) |
| Year Organization Formally Founded | 1997 | Wealth (6%) | \$44,028,944,655 | Wealth AUA | \$6,659,518,322 | 2020 | (51% Institutional / 49% Wealth) |
| Unvested Shareholders | 332 | Total | \$742,405,716,338 | Total AUA | \$630,138,521,140 | 2019 | (57% Institutional / 43% Wealth) |
| Vested Shareholders | 364 | CUSTODIAN / CLEARING FIRMS | | Institutional AUM | \$74,897,768,866 | 2018 | (66% Institutional / 34% Wealth) |
| Total Shareholders | 696 | Fidelity | \$7,249,032,511 | Wealth AUM | \$37,369,426,333 | 2017 | (73% Institutional / 27% Wealth) |
| | | Pershing | \$5,761,964,325 | Total AUM | \$112,267,195,199 | 2016 | (69% Institutional / 31% Wealth) |
| | | Schwab | \$20,183,808,540 | <i>AUA = Advisement-AUM = Management</i> | | 2015 | (70% Institutional / 30% Wealth) |

| LOCATIONS AND (EMPLOYEES) - ADVISORS | | | | | CLIENT RETENTION RATE | |
|--------------------------------------|-----------------------------------|-----------------------------------|--|------------------------------------|-------------------------|-----|
| Akron, OH (5) - 3 | Corpus Christi, TX (1) - 1 | Harleysville, PA(1) - 1 | Nashville, TN (8) - 5 | Salt Lake City, UT (15) - 7 | 2021 | 98% |
| Allentown, PA (22) - 15 | Dallas, TX (11) - 8 | Harrisonburg, VA (2) - 2 | New Orleans, LA (18) - 12 | San Antonio, TX (68) - 34 | 2020 | 97% |
| Atlanta, GA (11) - 5 | Dayton, OH (4) - 2 | Houston, TX (3) - 2 | New York, NY (24) - 15 | San Ramon, CA (8) - 5 | 2019 | 97% |
| Austin, TX (14) - 9 | Denver, CO (9) - 5 | Jackson, MS (1) - 1 | Oklahoma City, OK (4) - 3 | Santa Barbara, CA (3) - 3 | 2018 | 97% |
| Baltimore, MD (1) - 1 | Des Moines, IA (9) - 7 | Kansas City, MO (16) - 11 | Omaha, NE (5) - 3 | Southfield, MI (9) - 6 | 2017 | 99% |
| Bethlehem, PA (11) - 7 | Detroit, MI (22) - 2 | Lake Success, NY (24) - 14 | Orlando, FL (2) - 2 | St. Louis, MO (4) - 3 | 2016 | 97% |
| Birmingham, AL (12) - 7 | Folsom, CA (9) - 6 | Lewes, DE (1) - 1 | Philadelphia-Doylestown, PA (9) - 8 | Stockbridge, GA (13) - 6 | 2015 | 96% |
| Boerne, TX (6) - 4 | Foxborough, MA (2) - 2 | Lexington, KY (1) - 1 | Phoenix, AZ (51) - 33 | Tampa, FL (31) - 13 | 2014 | 98% |
| Boston, MA (43) - 11 | Glendale, CO (2) - 2 | Lexington, VA (1) - 1 | Pittsburgh, PA (4) - 3 | Warren, NJ (33) - 15 | 2013 | 98% |
| Cambria, CA (1) - 1 | Grand Rapids, MI (5) - 3 | Lone Tree, CO (13) - 8 | Raleigh, NC (412) - 87 | Wayzata, MN (3) - 3 | 2012 | 98% |
| Charlotte, NC (32) - 8 | Green, OH (20) - 12 | Los Angeles, CA (3) - 2 | Richmond, VA (3) - 3 | Wellesley, MA (7) - 6 | 2011 | 99% |
| Chesterton, IN (29) - 20 | Greensboro, NC (9) - 5 | Lynchburg, VA (6) - 4 | Riverside, CA (2) - 2 | Wichita, KS (12) - 6 | 2010 | 98% |
| Chicago, IL (38) - 16 | Greensburg, PA (8) - 5 | Minneapolis, MN (16) - 10 | Roanoke, VA (8) - 4 | Wilmington, NC (9) - 4 | 2009 | 98% |
| Cincinnati, OH (3) - 2 | Greenville, SC (22) - 13 | Montgomery, AL (12) - 8 | Roseville, CA (12) - 7 | | Average Since 2009: 98% | |
| Columbia, MO (1) - 1 | Greenwich, CT (4) - 2 | Naples, FL (1) - 1 | Sacramento, CA (24) - 16 | | | |

By Department (not including Allentown)

Advisor Group: (571)

Financial Advisors
Financial Advisor Administration
M&A Sourcing
Marketing
Sales Management
Training and Development

Corporate Service: (167)

Finance
Human Resources
Legal and Compliance
M&A Transactions
Technology

Institutional Group: (206)

Client Service
Defined Benefit Plans
Defined Contribution Plans
Endowments and Foundations
ERISA and Fiduciary Technical Support
Nonqualified Plans
Operations and Administrative

Wealth Management Group: (232)

Client Service
Financial Planning
Insurance and Tax Consulting
Operations
Participant Advice
Wealth Solutions

Investment Group: (75)

Client Communication
Investment Strategist Team
Macro Analysis
Manager Research and Due Diligence
Portfolio Management

ADVISOR OFFICE TYPE

Hybrid: **24**Institutional: **14**Wealth: **25**

TOTAL NUMBER

City Locations: **73**State Locations: **36**Employees: **1,268 (553 Advisors)**

ADVISOR BREAKDOWN

Hybrid: **27 (5%)**Institutional: **168 (30%)**Wealth: **358 (65%)**



INSTITUTIONAL REALTIONSHPIS

| Total Clients | Brick Clients* | Discretion |
|---------------|----------------|--------------------------------|
| 3,520 | 2,335 | Total Plans: 1,626 |
| | | Total Assets: \$74,897,768,866 |
| Average Size: | \$285,474,550 | |
| Median Size: | \$57,725,746 | |

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

INSTITUTIONAL BRICK CLIENT BREAKDOWN

| Asset Size | Count | % |
|----------------|--------------|-----|
| \$0 - \$10M | 317 | 14% |
| \$10 - \$25M | 414 | 18% |
| \$25 - \$50M | 363 | 16% |
| \$50 - \$100M | 352 | 15% |
| \$100 - \$250M | 408 | 17% |
| \$250 - \$500M | 197 | 8% |
| \$500MM - \$1B | 145 | 6% |
| \$1B+ | 139 | 6% |
| Total | 2,335 | |

INSTITUTIONAL CLIENT PLAN AND ASSET POOL MACRO OVERVIEW

| Type | Count | Assets | Discretionary Count | Discretionary Assets |
|--------------------------------|--------------|--------------------------|---------------------|-------------------------|
| Defined Benefit (DB) | 341 | \$36,732,401,215 | 135 | \$8,877,829,130 |
| Defined Contribution (DC) | 4,264 | \$597,723,129,423 | 1,118 | \$58,563,032,764 |
| Endowment/Foundation (E/F) | 472 | \$20,390,832,111 | 258 | \$5,268,039,710 |
| Nonqualified (NQ) | 592 | \$8,315,912,017 | 56 | \$344,361,517 |
| Institutional Asset Pool (IAP) | 336 | \$35,214,496,916 | 59 | \$1,844,505,745 |
| Total | 6,005 | \$698,376,771,682 | 1,626 | \$74,897,768,866 |

INSTITUTIONAL CLIENT PLAN AND ASSET POOL DETAIL OVERVIEW

| Plan or Pool Type | Macro | Count | Assets | % | Participant Count |
|------------------------------------|-------|-------|-------------------|-----|-------------------|
| Church Plan | DB | 25 | \$3,429,126,596 | <1% | 479 |
| Corporate Cash Balance | DB | 81 | \$2,022,226,383 | <1% | 24,083 |
| Corporate Pension (account level) | DB | 282 | \$25,069,648,663 | 4% | 77,001 |
| Gov't (GASB) | DB | 20 | \$5,464,084,345 | 1% | 9,076 |
| Partnership Cash Balance | DB | 21 | \$329,991,470 | <1% | 550 |
| Taft Hartley | DB | 6 | \$417,323,759 | <1% | - |
| 401(a) | DC | 295 | \$67,789,991,596 | 9% | 331,065 |
| 401(k) | DC | 2,808 | \$293,480,536,242 | 42% | 2,879,780 |
| 403(a) - DC | DC | 1 | \$523,669,547 | <1% | 6,850 |
| 403(b) | DC | 994 | \$209,207,670,164 | 30% | 1,132,867 |
| 457(b) - Gov't | DC | 70 | \$5,360,196,068 | <1% | 20,589 |
| 529 | DC | 1 | \$18,300,000,000 | 3% | - |
| Canadian RRSP | DC | 3 | \$19,897,339 | <1% | 5,170 |
| ESOP | DC | 14 | \$1,140,517,069 | <1% | 3,419 |
| MPP Employee Directed | DC | 12 | \$331,898,034 | <1% | 2,236 |
| MPP Employer Directed | DC | 2 | \$56,593,912 | <1% | - |
| PSP | DC | 48 | \$1,469,770,996 | <1% | 4,167 |
| Puerto Rico | DC | 16 | \$42,388,456 | <1% | 289 |
| Private Endowment/Foundation | EF | 108 | \$2,909,604,648 | <1% | N/A |
| Public Endowment/Foundation | EF | 439 | \$13,860,508,409 | 2% | N/A |
| TBD Classification (account level) | EF | 767 | \$3,620,719,055 | <1% | N/A |
| 409A - DC | NQ | 252 | \$4,538,987,460 | <1% | 14,335 |
| 409A - DB | NQ | 23 | \$158,924,350 | <1% | 38 |
| 415(m) | NQ | 16 | \$105,126,153 | <1% | 38 |
| 457(b) - Non-Gov't | NQ | 254 | \$3,436,371,046 | <1% | 56,777 |
| 457(f) | NQ | 44 | \$46,026,019 | <1% | 202 |
| ProTrust | NQ | 3 | \$30,476,989 | <1% | 57 |
| Church/Religious Deposit & Loan | IAP | 12 | \$455,352,666 | <1% | N/A |
| Corporate Cash | IAP | 44 | \$16,141,989,217 | 2% | N/A |
| Insurance/Captive | IAP | 23 | \$1,232,425,682 | <1% | N/A |
| LOSAP | IAP | 6 | \$21,794,556 | <1% | N/A |
| Nuclear Decommissioning Trust | IAP | 2 | \$1,663,883,158 | <1% | N/A |
| IAP - Other | IAP | 122 | \$2,996,248,078 | <1% | N/A |
| Operating Reserves | IAP | 78 | \$10,082,036,917 | 2% | N/A |
| VEBA | IAP | 34 | \$2,620,766,641 | <1% | N/A |



WEALTH REALTIONSHIPS

| Total Clients | Brick Clients* | Discretion |
|---------------|----------------|--------------------------------|
| 22,736 | 6,434 | Total Accounts: 57,106 |
| | | Total Assets: \$37,369,426,333 |
| Average Size: | \$4,635,346 | |
| Median Size: | \$2,426,776 | |

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

WEALTH ACCOUNT DOMAIN EXPOSURE

| Domain | Accounts | Assets |
|--------|----------|------------------|
| 1 | 50,656 | \$29,518,217,543 |
| 2 | 1,509 | \$1,286,943,897 |
| 3 | 19,449 | \$7,552,062,120 |

WEALTH CLIENT REALTIONSHIPS =/> \$1MM

| Asset Size | Count | % |
|----------------|-------|--------|
| \$1 - \$3M | 5,254 | 65.19% |
| \$3 - \$5M | 1,298 | 16.1% |
| \$5 - \$10M | 950 | 11.78% |
| \$10 - \$15M | 242 | 3% |
| \$15 - \$20M | 112 | 1.38% |
| \$20 - \$30M | 104 | 1.29% |
| \$30 - \$40M | 46 | 0.57% |
| \$40 - \$50M | 14 | 0.17% |
| \$50 - \$75M | 20 | 0.24% |
| \$75 - \$100M | 10 | 0.12% |
| \$100 - \$200M | 6 | 0.07% |
| \$200M+ | 3 | 0.03% |
| Total | 8,059 | |



| TOP TEN PROVIDERS (BY ASSETS) | | | | | PROVIDER EXPERIENCE | | PARTICIPANT ADVICE SERVICES (PAS) ACTIVITY | |
|-------------------------------|-------------------|---------|-------|--------------|---------------------|-----|---|---------|
| Provider | Assets | Clients | Plans | Participants | Total Provider | 130 | Total Institutional Participants | 4.5m |
| TIAA | \$210,879,941,388 | 325 | 846 | 722,880 | | | Average Participant Per Client | 1,299 |
| Fidelity | \$167,271,107,433 | 631 | 931 | 1,559,840 | 20 or more plans | 34 | 2022 YTD Group Advice Meetings | 552 |
| Vanguard | \$49,027,506,418 | 179 | 249 | 249,265 | 15 or more plans | 41 | Total Group Advice Meetings (since 2012) | 5,741 |
| Empower | \$32,392,045,259 | 257 | 567 | 307,566 | 10 or more plans | 46 | 2022 YTD Individual Advice Meetings | 10,240 |
| Principal | \$28,260,699,905 | 281 | 416 | 409,423 | 5 or more plans | 58 | Total Individual Advice Meetings (since 2012) | 124,736 |
| T.Rowe Price | \$23,558,827,420 | 153 | 189 | 222,920 | 4 or more plans | 68 | 2022 YTD Meeting Attendees | 19,743 |
| Schwab | \$21,909,078,537 | 215 | 306 | 192,255 | 3 or more plans | 79 | 2022 YTD PAS Desk Interactions (w/o Freedom Desk) | 12,431 |
| Prudential | \$15,973,363,483 | 61 | 94 | 187,050 | 2 or more plans | 98 | Total Participant Interactions (since 2012) | 359,122 |
| Voya | \$11,299,879,209 | 98 | 159 | 106,252 | | | 2022 YTD Blueprints | 5,841 |
| Transamerica | \$9,799,567,506 | 77 | 131 | 125,850 | | | Total Blueprints (since 2014) | 52,597 |

| ANNUAL ACTIVITY AND SAVINGS | | | | | | | MANAGER/FUNDS/ASSET CLASSES | |
|------------------------------|------|--------------|-------------|-------------|-------------|---------------|-------------------------------|--------|
| Year | 2022 | 2021 | 2020 | 2019 | 2018 | Since 2010 | Money Management Firms | 230+ |
| Fee Benchmark | 462 | 543 | 332 | 358 | 352 | 3,662 | Portfolios | 3,000 |
| Provider/Vendor RFP | 57 | 23 | 8 | 13 | 19 | 199 | Mutual Funds | 2,000 |
| Realized Savings | - | \$16,400,000 | \$9,400,000 | \$6,800,000 | \$6,339,000 | \$101,899,000 | ANNUAL DUE DILIGENCE ACTIVITY | |
| Average Savings/Clients (\$) | - | - | - | - | \$75,464 | \$636,114 | Due Diligence Calls | 3,500+ |
| Average Savings/Clients (%) | - | - | - | - | 0.06% | 0.10% | Portfolio Manager Interview | 350+ |

| PROVIDER VISITS | | | DUE DILIGENCE MEETINGS | | | UNIQUE MACRO ASSET CLASS/STRATEGY CLIENT EXPOSURE | |
|-----------------|-------|------------------|------------------------|-------|--------------|---|-------------------|
| Year | Total | Provider Onsites | Year | Total | With PM / IP | Money Market | \$11,042,950,172 |
| 2022 | 97 | 0 | 2022 | 338 | 140 | Stable Value | \$87,638,869,403 |
| 2021 | 123 | 0 | 2021 | 542 | 227 | | |
| 2020 | 156 | 0 | 2020 | 689 | 365 | Target Date Funds | \$192,065,162,913 |
| 2019 | 85 | 6 | 2019 | 431 | 287 | | |
| 2018 | 80 | 8 | 2018 | 612 | 203 | Commodities | \$200,680,434 |
| 2017 | 53 | 11 | 2017 | 187 | 177 | Real Estate | \$11,714,449,103 |
| 2016 | 57 | 1 | 2016 | 297 | 215 | Strategic Opportunities | \$1,163,981,050 |
| | | | 2015 | 337 | 336 | | |
| | | | 2014 | 277 | 272 | Individual Securities | \$4,254,131,322 |
| | | | 2013 | 269 | 142 | | |
| | | | 2012 | 378 | 278 | | |

| PARTICIPANT ADVICE SERVICES CLIENTS | | | DATABASE RESOURCES | |
|-------------------------------------|---------|--------------|---------------------------|--|
| Service | Clients | Participants | Bloomberg | |
| Full Service | 959 | 890,918 | eVestment Alliance | |
| | | | Morningstar Direct | |
| | | | Morningstar Principia Pro | |
| | | | MPI Stylus Pro | |
| | | | Tamale RMS | |
| | | | Zephyr StyleAdvisor | |



TOP FIFTEEN INSTITUTIONAL CLIENT INDUSTRIES BY TOTAL ASSETS

| Industry | Clients | Assets | Industry | Clients | Assets | Industry | Clients | Assets |
|----------------------------------|---------|----------|-----------------------|---------|---------|-------------------|---------|--------|
| Higher Education | 192 | \$198.6B | Law firms | 156 | \$19.8B | Municipalities | 44 | \$20B |
| Hospitals and Healthcare Systems | 112 | \$71.8B | Energy | 56 | \$16.1B | Religious | 82 | \$7.6B |
| Insurance | 73 | \$21.8B | Engineering | 54 | \$13.4B | Medical Practices | 128 | \$9.8B |
| Industry | Clients | Assets | Industry | Clients | Assets | Industry | Clients | Assets |
| Food and Beverage | 50 | \$8.6B | Automotive | 87 | \$4.1B | | | |
| Construction | 135 | \$6.9B | Investment Management | 39 | \$5B | | | |
| Bank and Credit Unions | 76 | \$6.7B | Private K-12 | 98 | \$2.5B | | | |

CAPTRUST LOCAL, REGIONAL, AND NATIONAL RECOGNITION (7.1.22 - 9.30.22)

| Publication | Recognition | Rank |
|------------------------------|--|------|
| Atlanta Business Chronicle | 2022 Atlanta's 25 Largest Financial Planning and Advisory Firms | #5 |
| Barron's | 2022 Top 100 RIA Firms | #4 |
| Denver Business Journal | 2022 Denver-Area Wealth Management Firms | #22 |
| Houston Business Journal | 2022 Largest Houston-Area Wealth Management Firms (with investment minimums under \$1 million) | #19 |
| Kansas City Business Journal | 2022 Fee-Based Investment Advisers | #22 |
| Pittsburgh Business Times | 2022 Largest Pittsburgh-area Money Managers | #37 |
| San Antonio Business Journal | 2022 Money Management Firms | #5 |
| Triangle Business Journal | 2022 Best Places to Work Awards (Extra Large Companies) | #4 |
| Triangle Business Journal | 2022 50 Largest Privately Held Entities in Raleigh-Durham-Chapel Hill | #28 |