FINTRX

May 2024

Family Office & Registered Investment Advisor Data Report

MONTHLY PRIVATE WEALTH DATA REPORT

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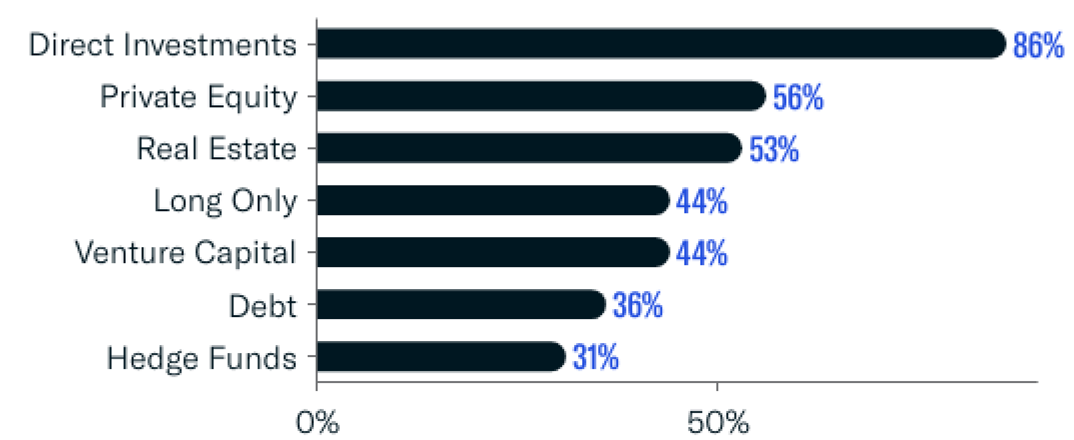
Family Office Data Report: May 2024

Data: FINTRX Family Office Database

Family Office Platform Updates & Additions

- New Family Offices: 36
- New Family Office Contacts: 570+
- Total Family Office Additions: 810+
- Total Updated Family Office Entities: 3,060+
- Newly Tracked Family Office Investments: 198
- New Family Office Data Points: 6,200+
- Total Family Office Assets Added: ~$33.98 Billion

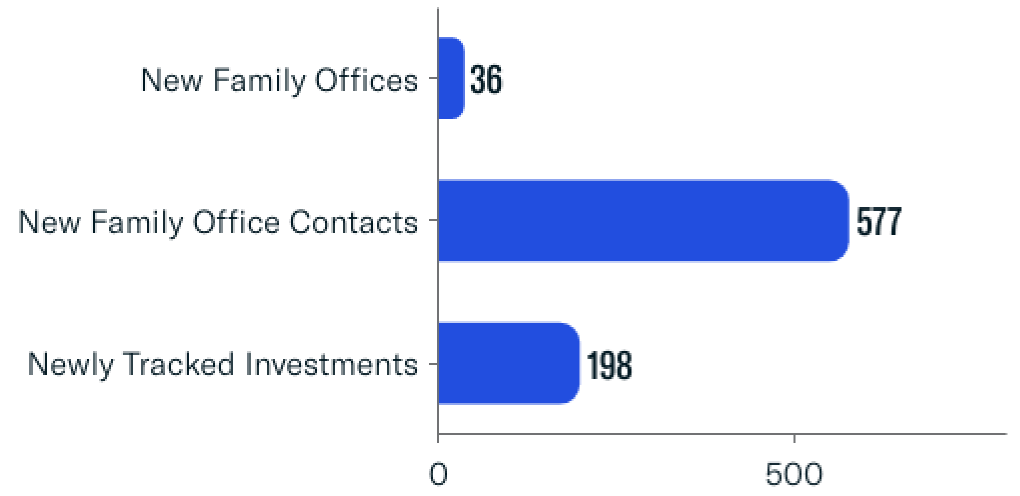
Asset Class Interest Breakdown



FINTRX continued to see a majority of firms (86%) allocating via direct investments into private companies. Other prominent asset classes include private equity, real estate, long only equities and venture capital.

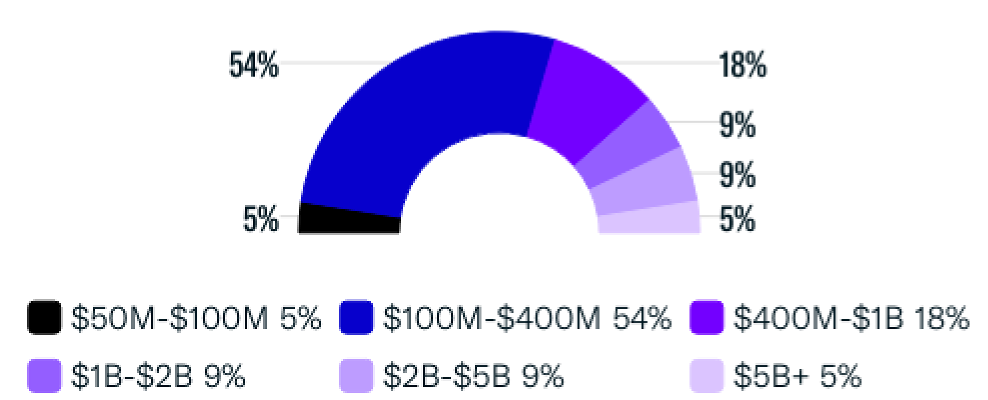
Family Office Platform Additions

Newly Added Family Offices, FO Contacts & Tracked Investments



Assets Under Management (AUM)

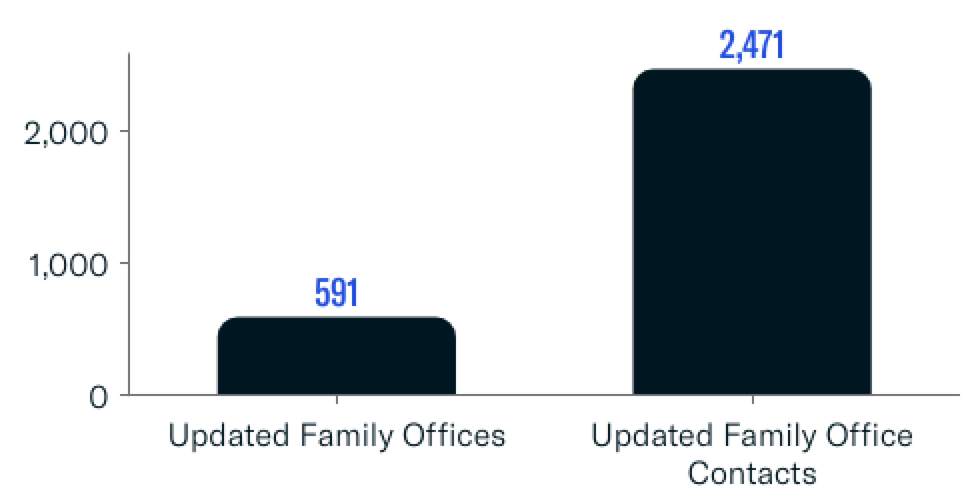
Newly Added Family Offices that Disclosed their AUM



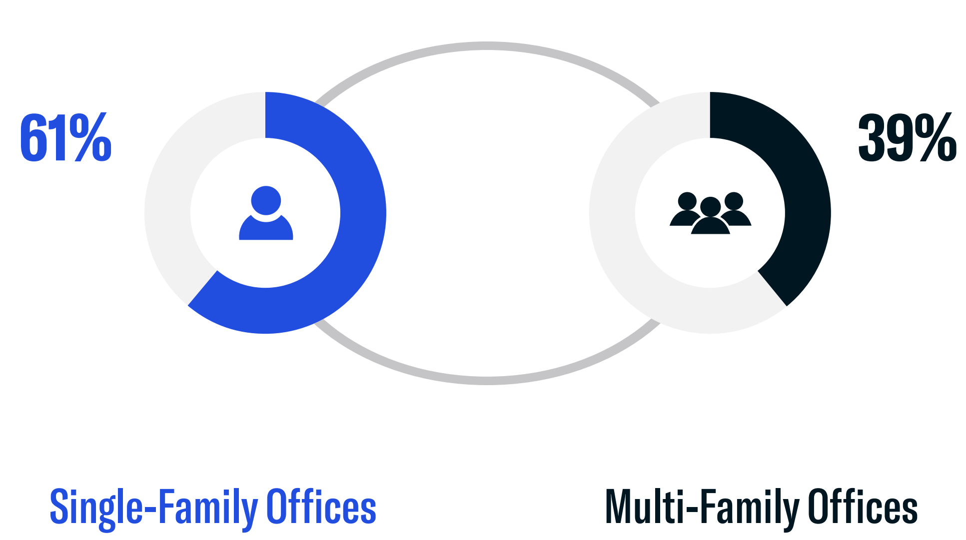
FINTRX data revealed that the majority of family offices added in May oversee client assets anywhere between $100M and $400M.

Updated Family Office Entities

Updated Family Offices & Family Office Contacts



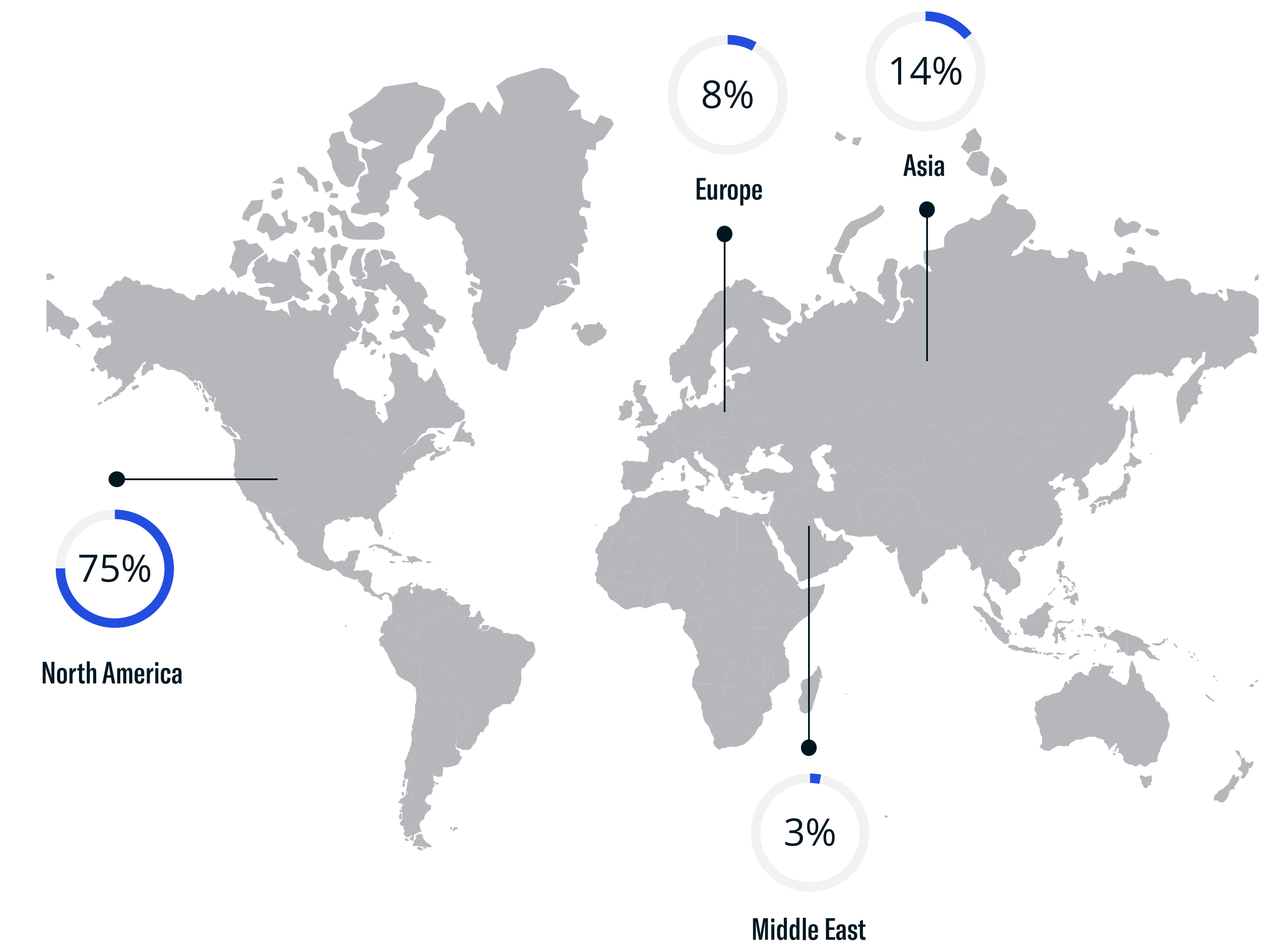
Single-Family Offices vs Multi-Family Offices



Family Office Geographical Breakdown

Regions with New Family Office Activity

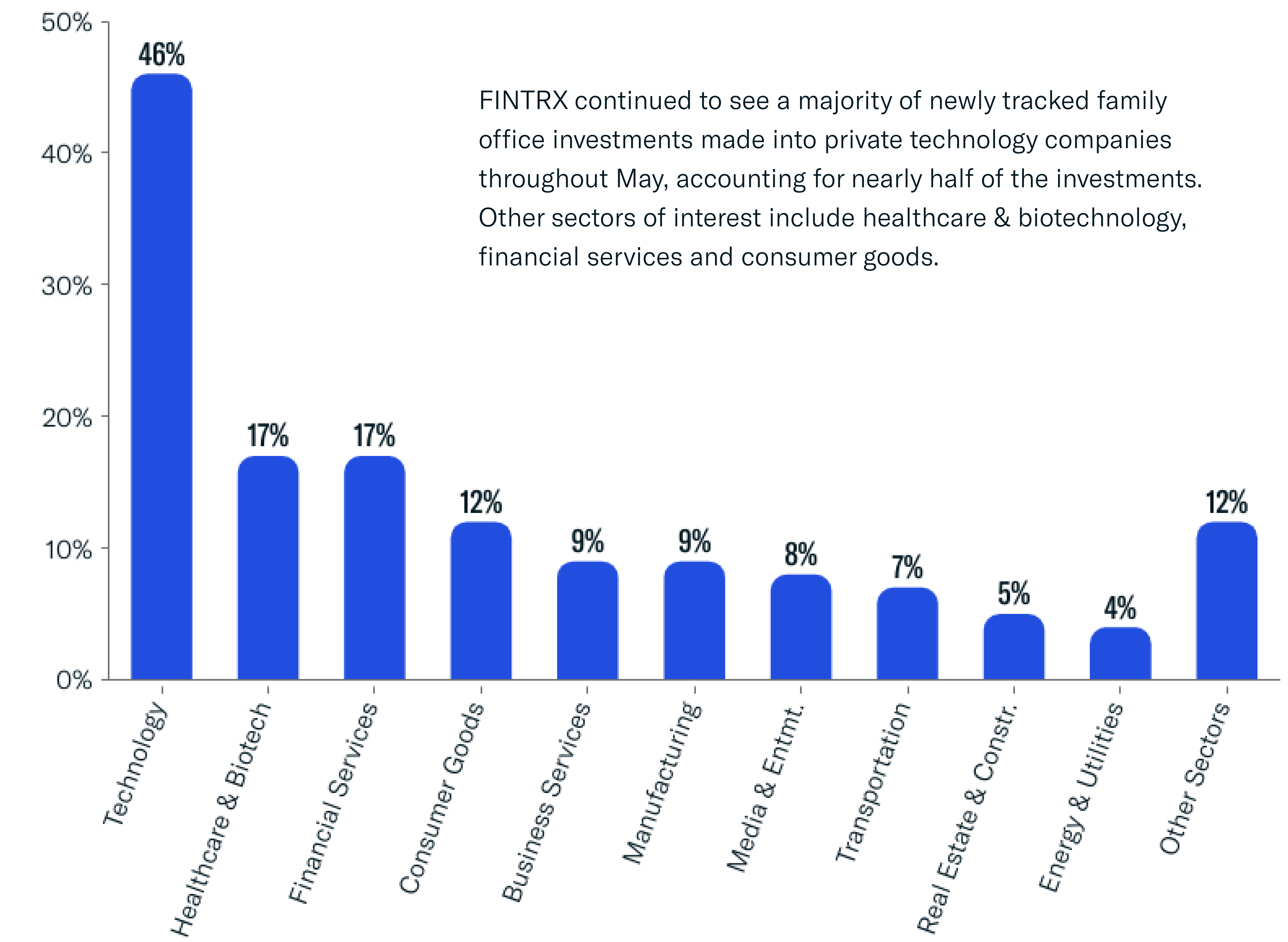
Most family offices added to the FINTRX dataset are headquartered in North America, accounting for 75% of firms. Asian offices followed at 14%. This highlights the continued prominence of firms in North America while also showcasing the rising influence of Asia.



Newly Tracked Family Office Investments

Top 10 Sectors of Interest

FINTRX continued to see a majority of newly tracked family office investments made into private technology companies throughout May, accounting for nearly half of the investments. Other sectors of interest include healthcare & biotechnology, financial services and consumer goods.



Registered Investment Advisor (RIA) Data Report: May 2024

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Data: FINTRX Registered Investment Advisor (RIA) Database

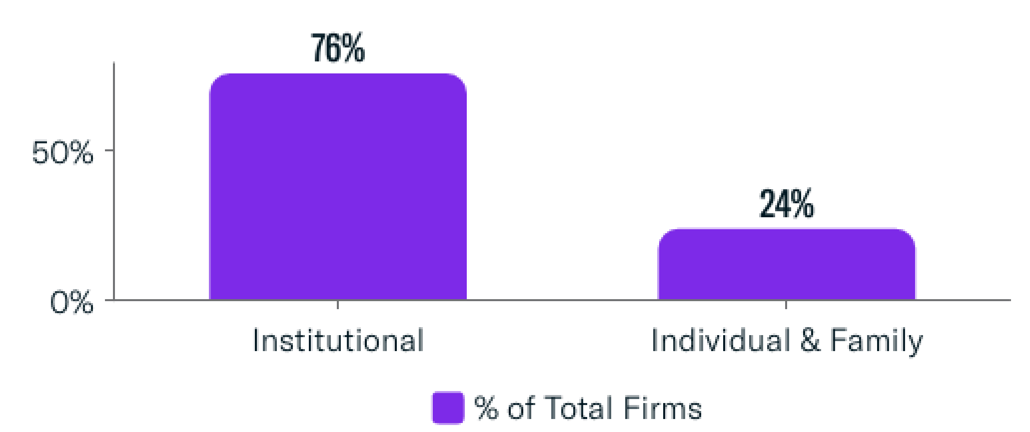
RIA Data Highlights

New Platform Additions for May

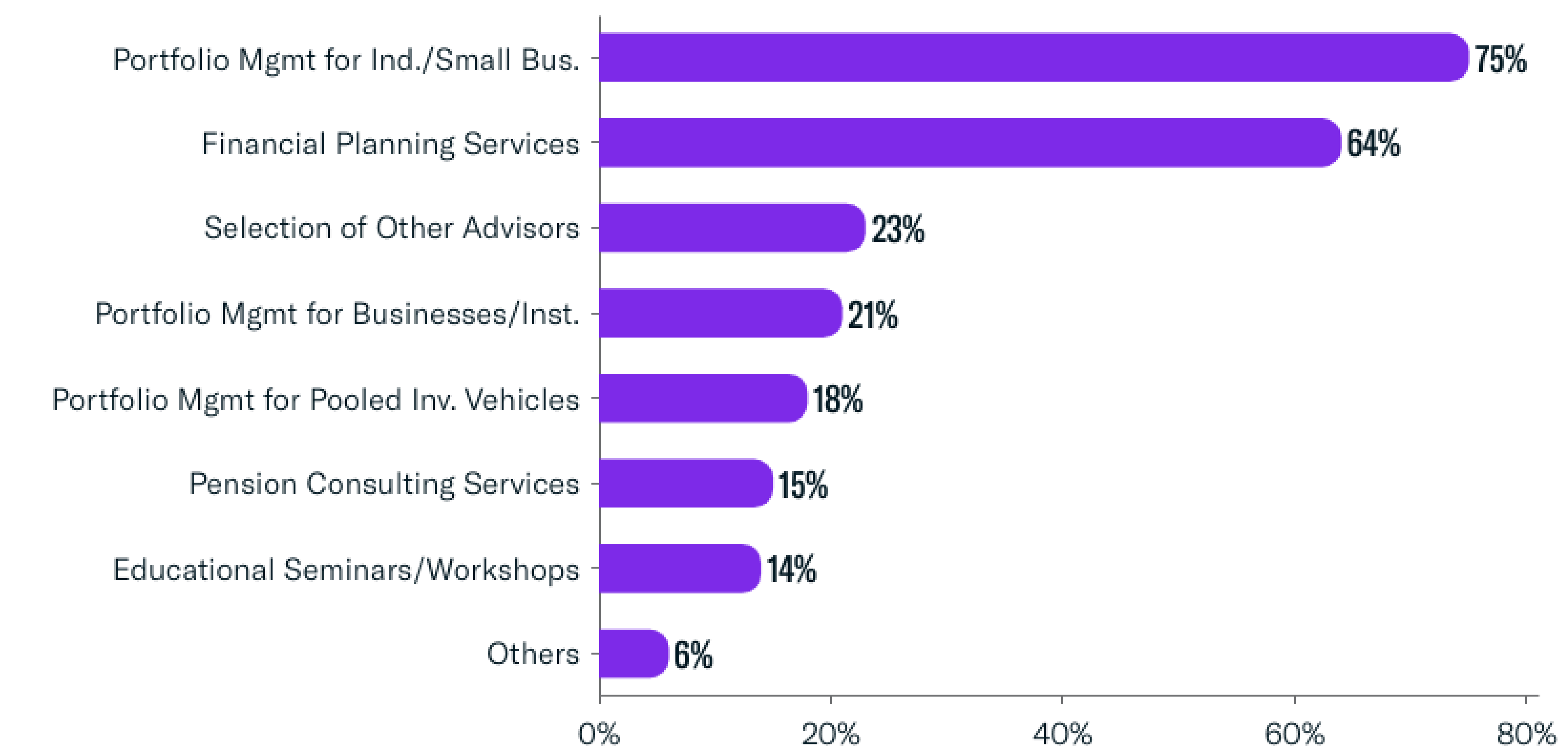
- **Total Registered Entities (including Dually Registered):** 162
- **Total Registered Contacts:** 3,830+
- **Total Accounts:** 660+
- **Firms Using Alternatives:** 56%
- **Total AUM Added by New Firms:** ~$2.43 Billion+

RIA Client Base Breakdown

The May RIA additions revealed that 76% of their client base consists of institutional clients, while individual and family clients make up 24%, highlighting the strong institutional focus and expertise of these firms.



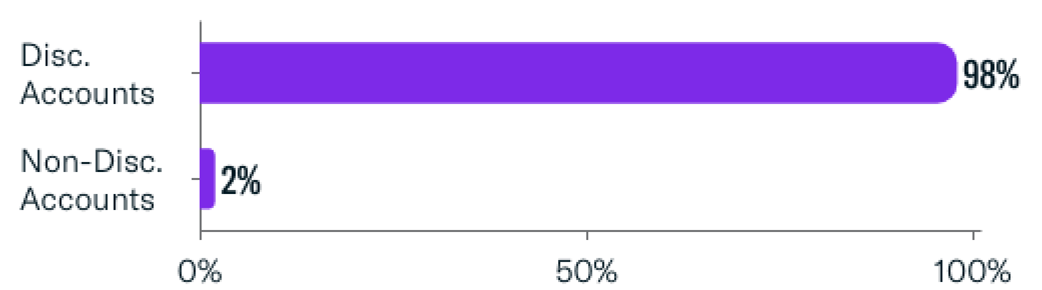
RIA Services Provided



The top RIA service remains portfolio management for individuals and small businesses, comprising 75% of newly added firms. Financial planning services followed at 64%. Other prominent RIA services, each representing 23% or less, include the selection of other advisors and portfolio management for businesses/institutions, among others. It's worth noting that firms commonly provide multiple services to their clients.

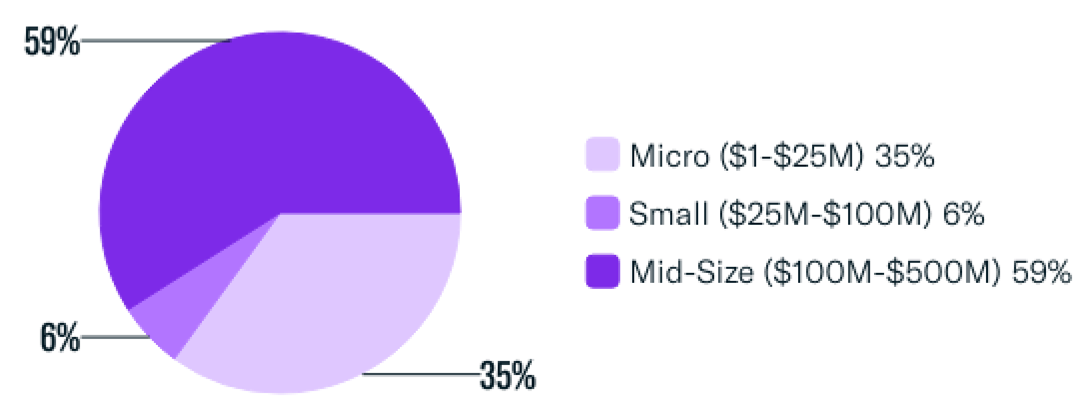
Accounts Breakdown

Discretionary vs Non-Discretionary Accounts Added



FINTRX's RIA data experienced a 6% increase in discretionary accounts compared to last month, now representing 98% of the new additions to our dataset.

Firm Size by Assets Under Management

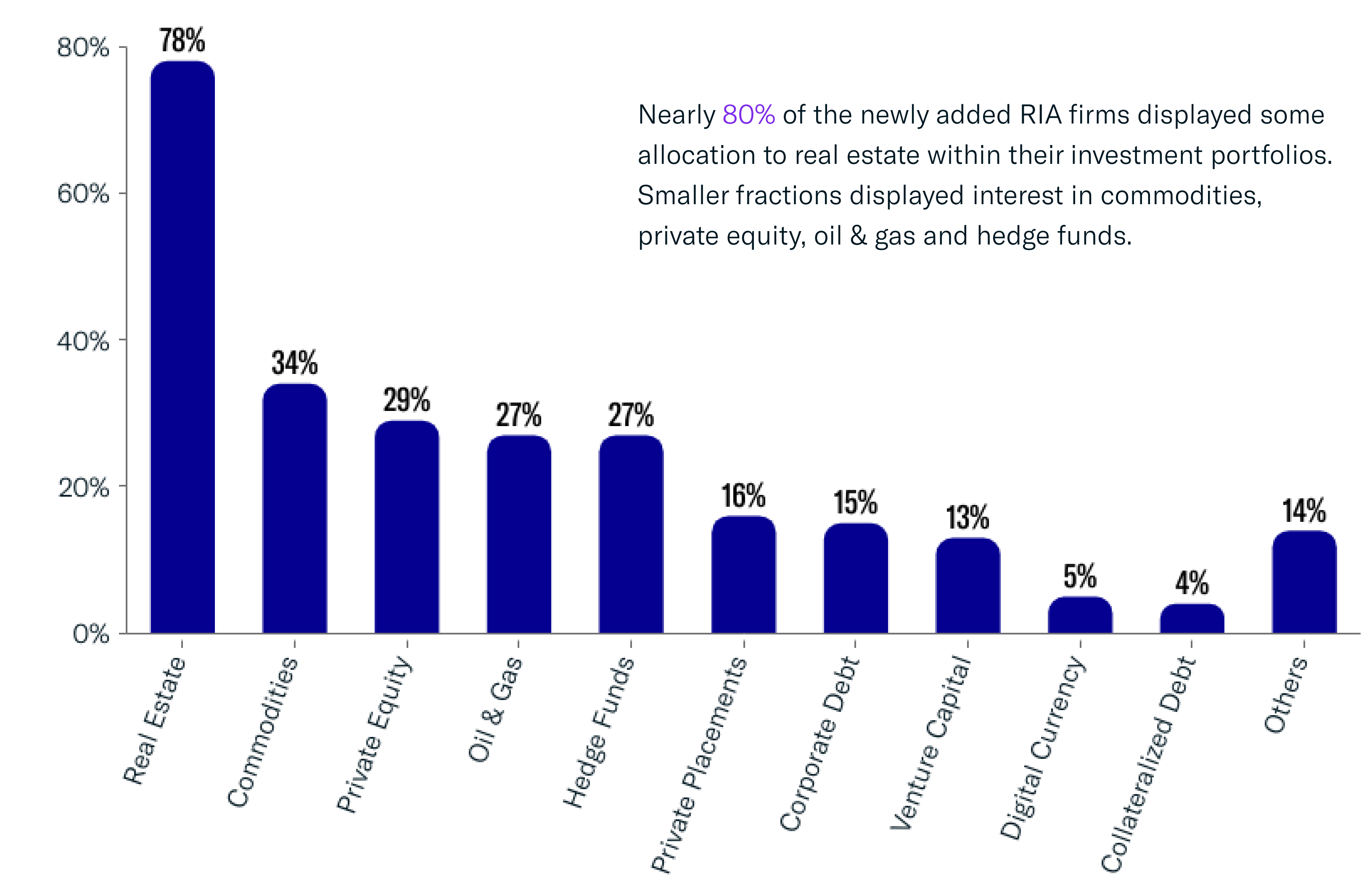


Nearly 60% of RIAs added to our dataset in May fall under the 'Mid-Size' category, managing between $100 million and $500 million in client assets.

Alternative Investments Utilized

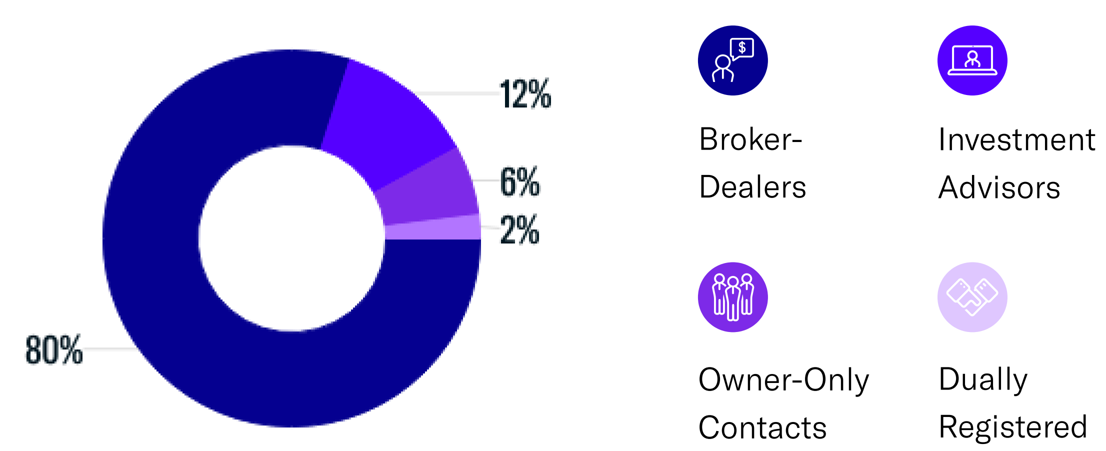
Top 10 (Firm Level)

Nearly 80% of the newly added RIA firms displayed some allocation to real estate within their investment portfolios. Smaller fractions displayed interest in commodities, private equity, oil & gas and hedge funds.



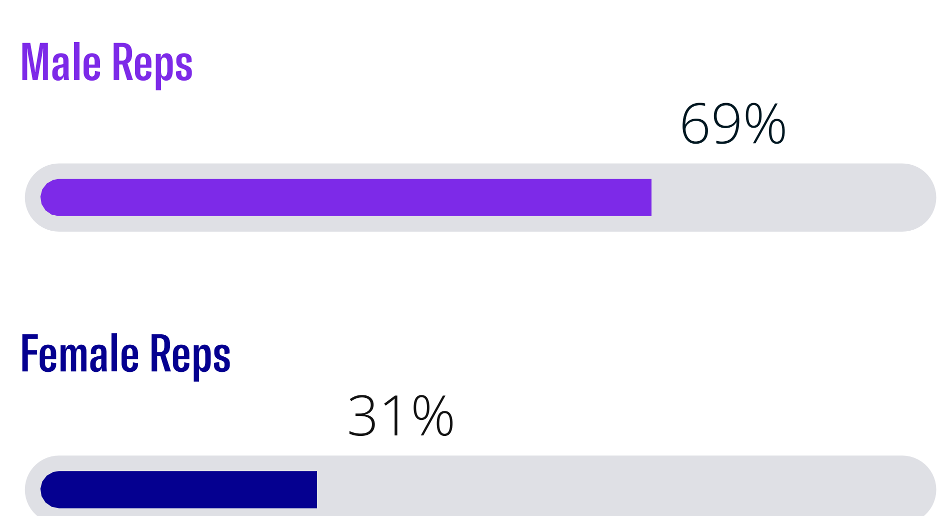
Contact Breakdown by Rep Type

80% of newly added contacts registered as broker-dealers while 12% registered as investment advisors. Just 6% are designated as owner-only representatives and a mere 2% fall under the dually registered category.



Rep Gender Breakdown

Male vs Female Reps



About FINTRX

FINTRX is a unified data & research platform providing comprehensive data intelligence on 850,000+ family office & investment advisor records, each designed to help asset-raising professionals identify, access & map the global private wealth ecosystem.

The FINTRX platform combines data, analytics and intuitive software to help clients identify investment opportunities, connect with investors and stay informed on industry developments.

FINTRX is designed to be user-friendly, with a variety of features including custom list building, news alerts and notifications, real-time updates and customizable reporting options. Additionally, new AI-powered features such as natural language search capabilities and advanced relationship intelligence empower users to leverage the most accurate and relevant family office and investment advisor data to prospect more efficiently, book more meetings and close more deals.

Our mission is to empower financial professionals by equipping them with the tools and insights needed to effectively engage and connect with potential investors.

Streamline investor discovery & boost your capital-raising efforts today!

Schedule a Demo