FINTRX

# April 2023

# Family Office & Registered Investment Advisor Data Report

MONTHLY PRIVATE WEALTH DATA REPORT

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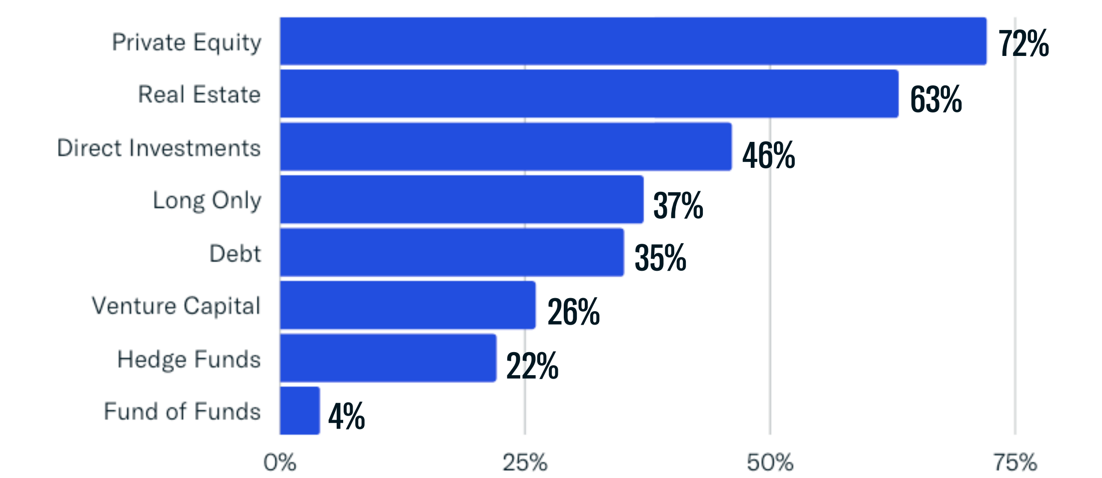
# Family Office Data Report: April 2023

All data was compiled using the FINTRX Data & Research Platform

## Family Office Platform Updates & Additions

- New Family Offices: 46
- New Family Office Contacts: 340+
- Total Family Office Additions: 600+
- Updated Family Office Entities: 5,100+
- Newly Tracked Family Office Investments: 220+
- New Family Office Data Points: 4,600+
- Total Family Office Assets Added: $44.3B+

## Asset Class Interest Breakdown

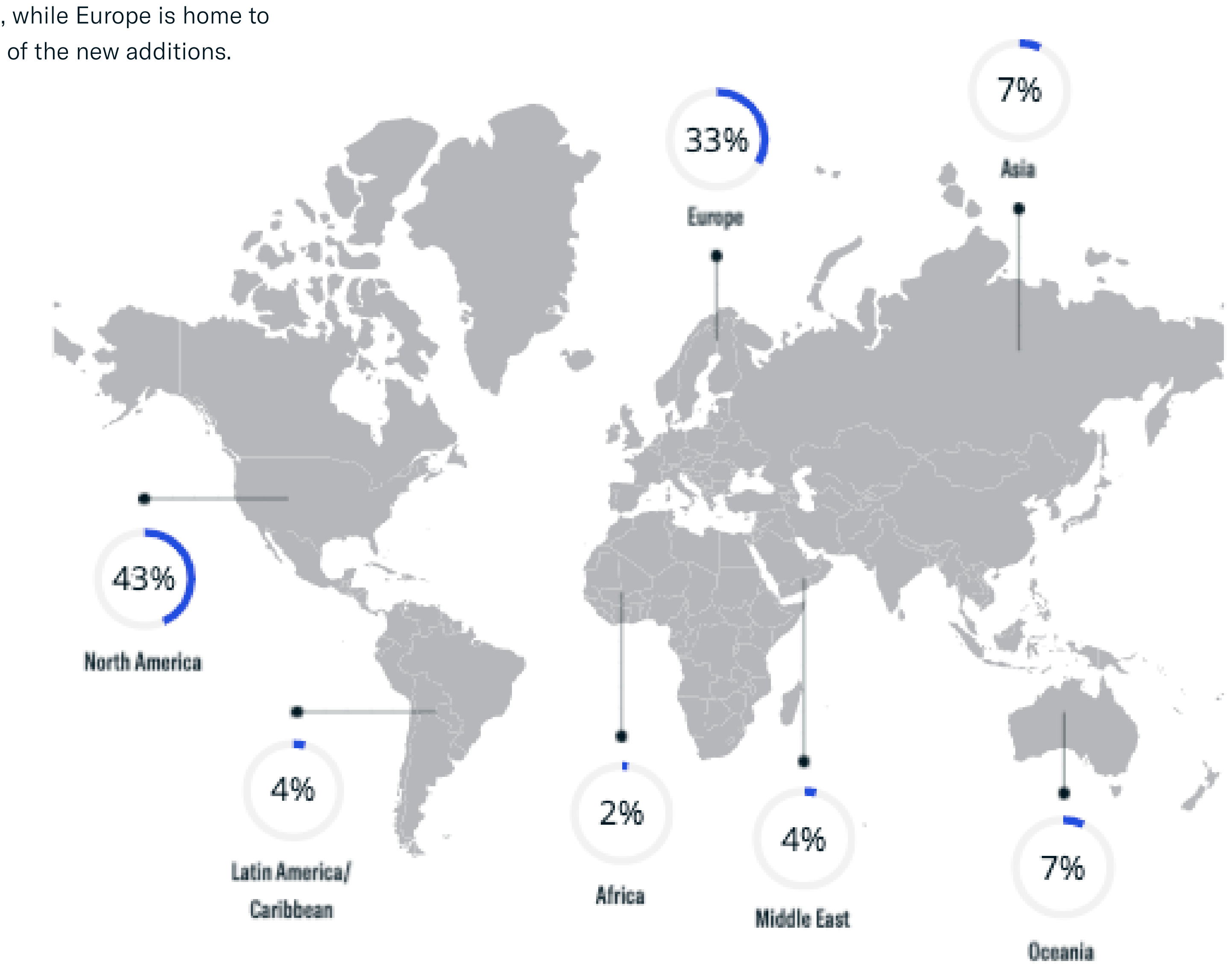



Throughout April, our family office dataset saw a majority of new family offices allocating to private equity, real estate & via direct investments into private companies.

## Family Office Geographical Breakdown

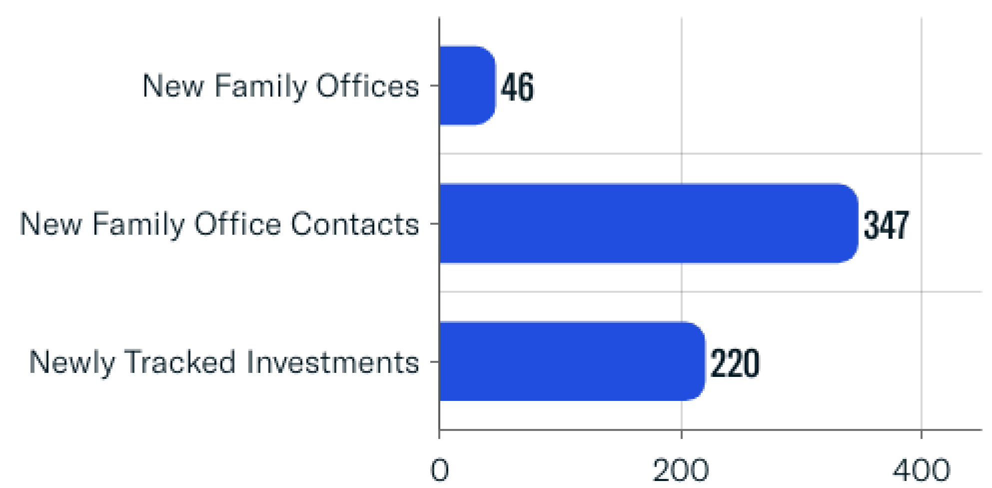
### Regions with New Family Office Activity

A majority of newly added firms are headquartered in North America, accounting for 43%, while Europe is home to 33% of the new additions.




## Family Office Platform Additions

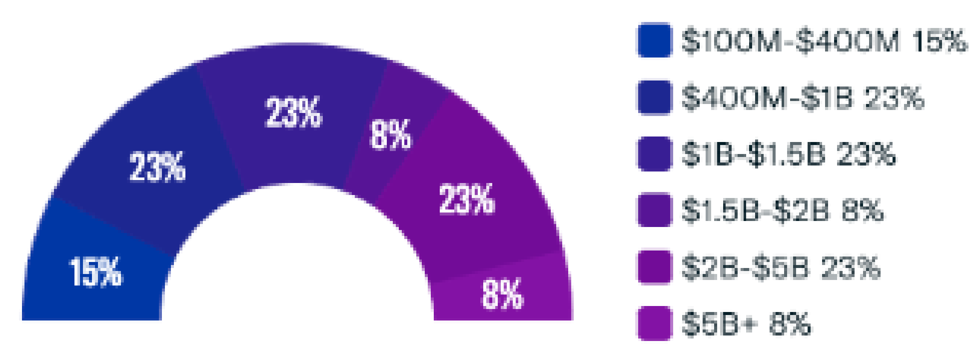
### Newly Added Family Offices, Family Office Contacts & Tracked Investments




## Assets Under Management (AUM)

### Newly Added Family Offices that Disclosed their AUM

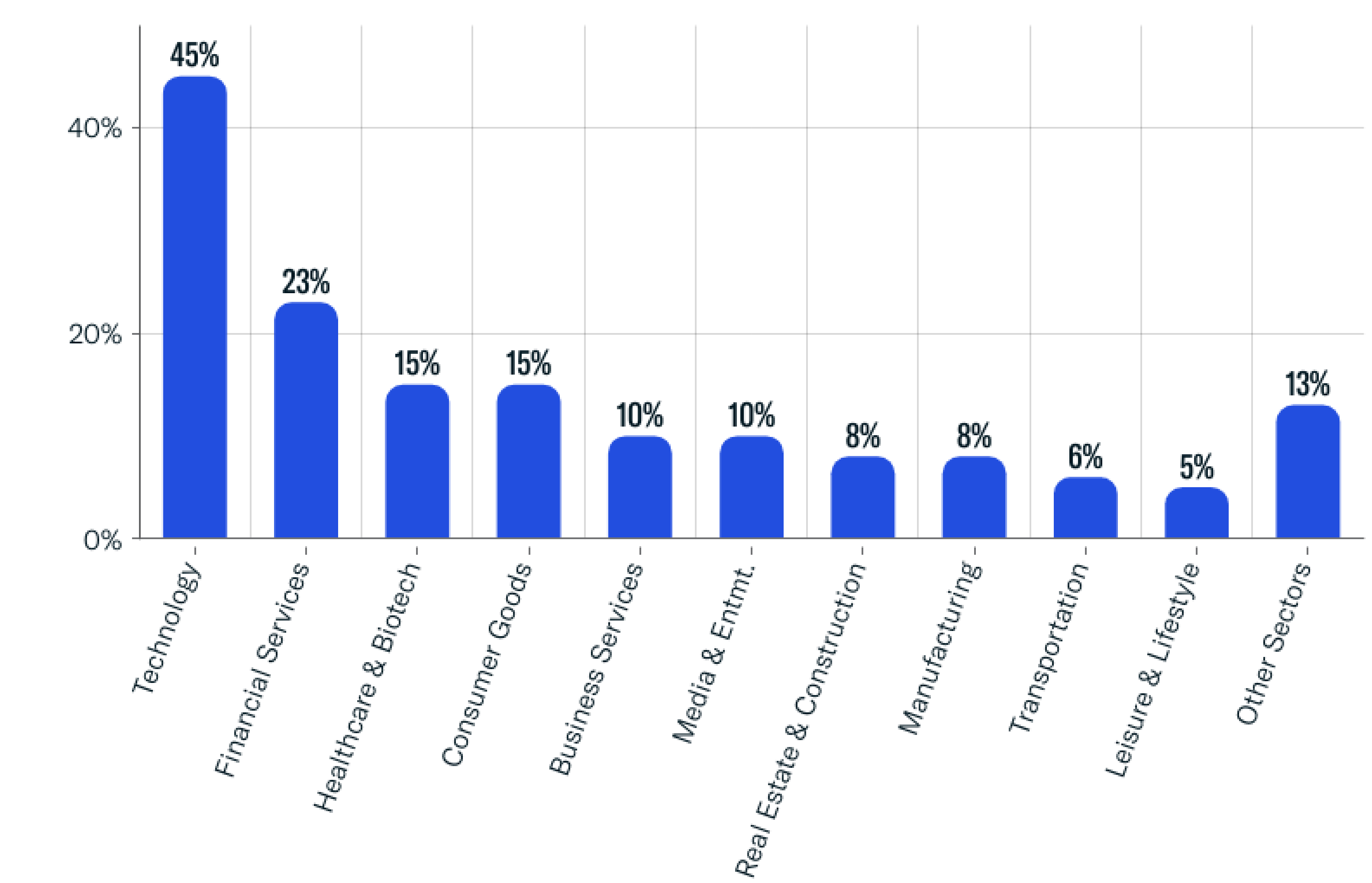
Nearly 70% of newly added family offices added to FINTRX in April (that disclosed their AUM) have assets within the ranges of $400M-$1B, $1B-$1.5B and $2B-$5B.




## Newly Tracked Family Office Investments: Top 10 Sectors of Interest

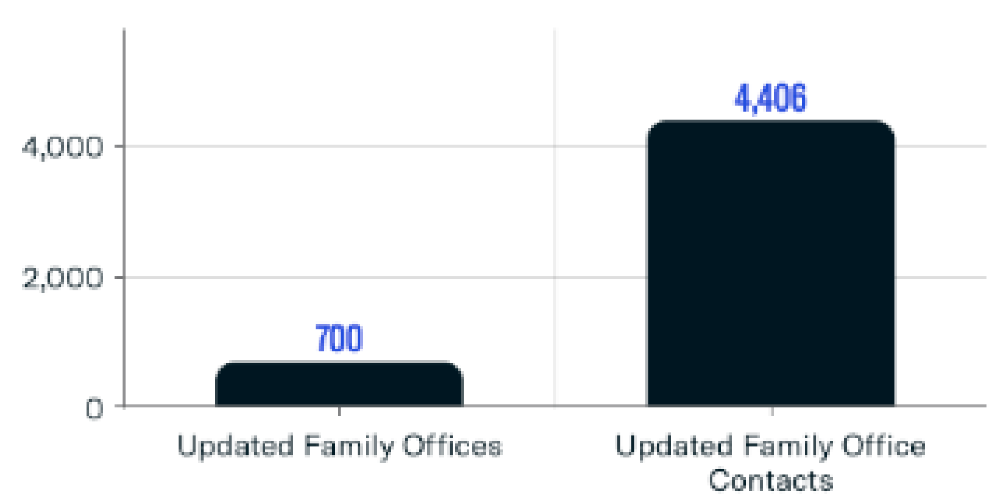
A significant portion of newly added firms (45%) demonstrated a preference for direct investments in the technology sector with over 100 investments made. Other sectors attracting attention included financial services, healthcare & biotechnology and consumer goods.

220 Newly Tracked Family Office Investments

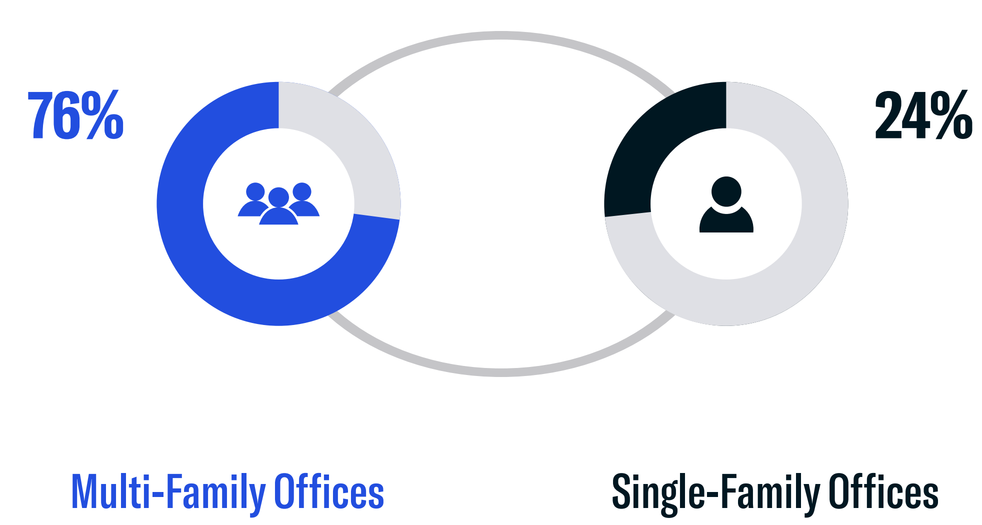



## Updated Family Office Entities

### Updated Family Offices & Family Office Contacts




## Single-Family Offices vs Multi-Family Offices



# Registered Investment Advisor (RIA) Data Report: April 2023

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**Data:** [FINTRX Family Office & Registered Investment Advisor (RIA) Database]

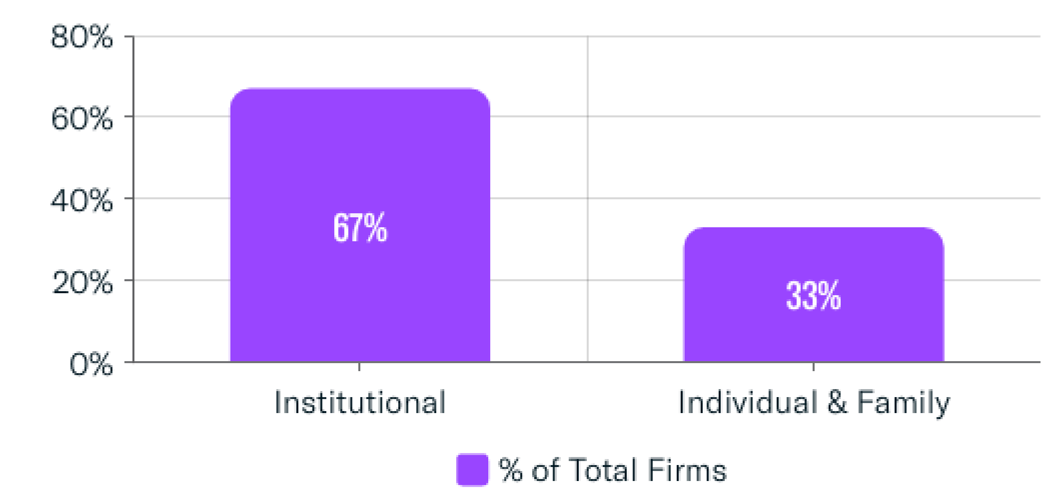
## RIA Data Highlights

New Platform Additions for April

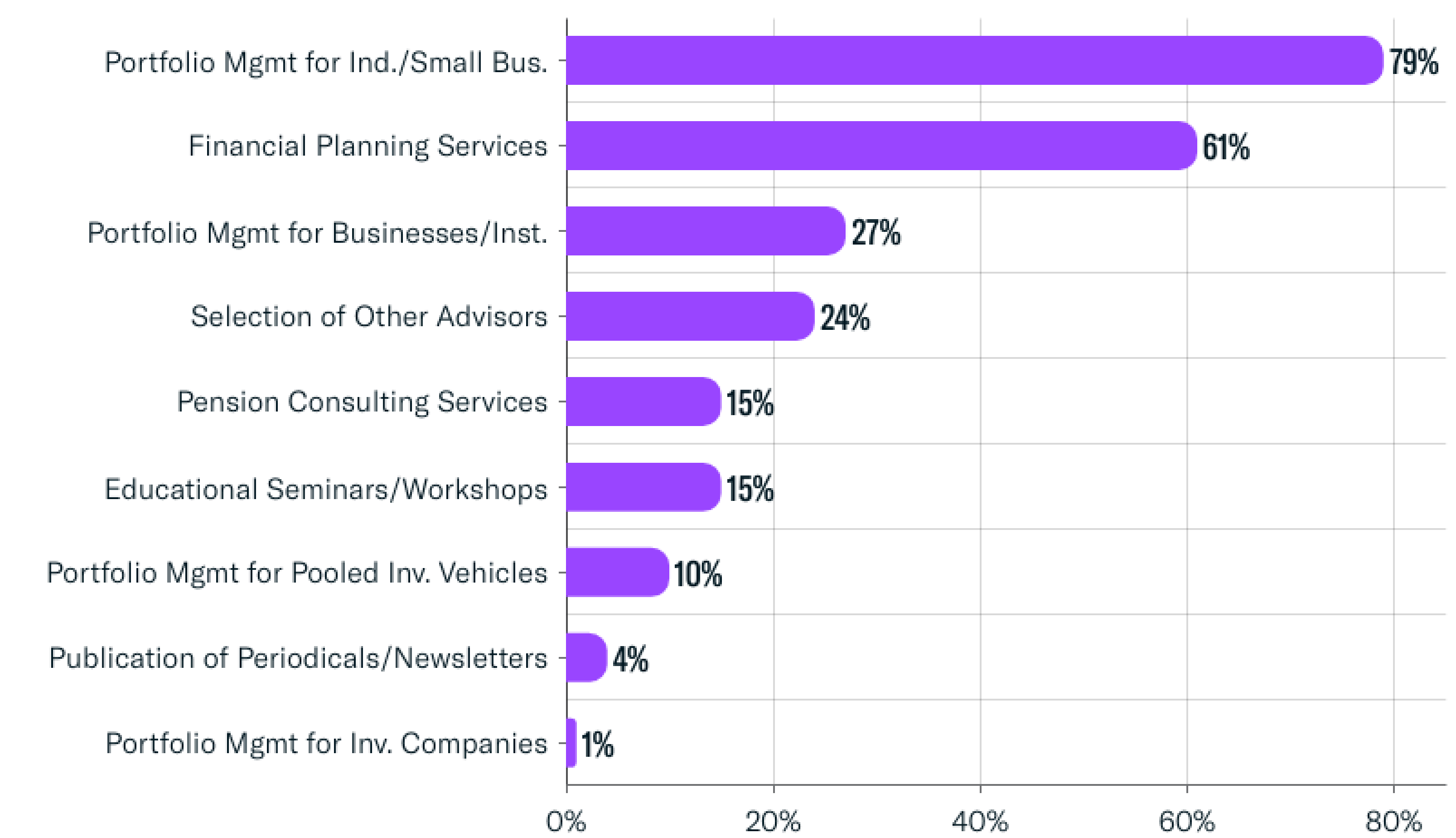
- **Total Registered Entities (including Dually Registered):** 168
- **Total Registered Contacts:** 5,790+
- **Total Accounts:** 190+
- **Firms Using Alternatives:** 125 or 74%
- **Assets Under Management (AUM) Added:** $14.5B+

## RIA Client Base Breakdown

The newly added RIA firms added to FINTRX in April reveal that 67% of their RIA clientele are institutional clients, while individual and family clients account for 33%.



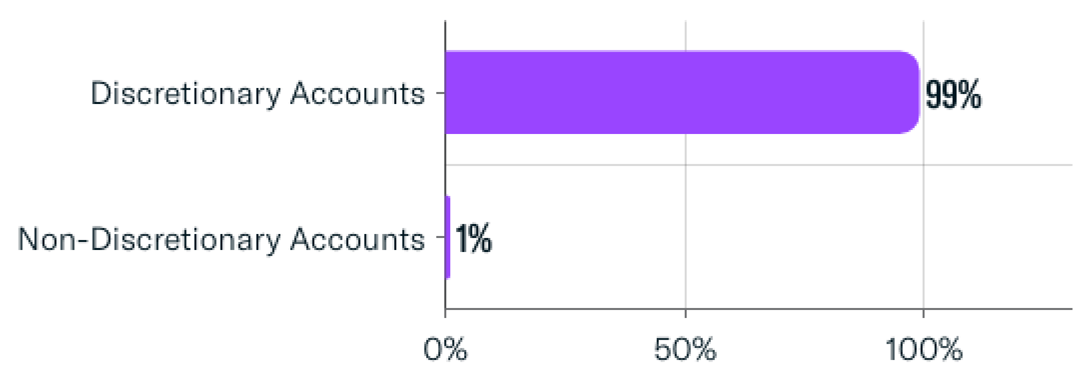

## RIA Services Provided




Of the new RIA firms incorporated into the FINTRX platform, 79% offer portfolio management for individuals and small businesses, while 61% also provide financial planning services. It's important to note, RIA firms can and often have more than one service offered.

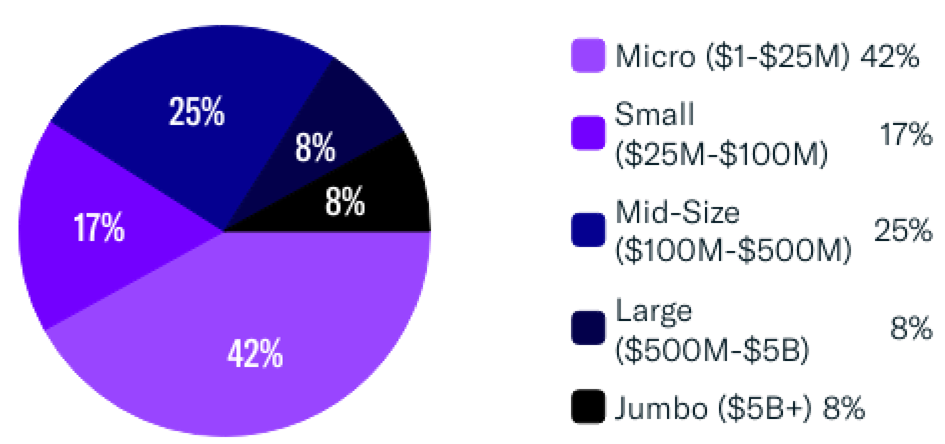
## Accounts Breakdown

Discretionary vs Non-Discretionary Accounts Added




The FINTRX RIA dataset saw a significant addition of discretionary accounts in April, which made up 99% of new accounts added.

## Firm Size by Assets Under Management

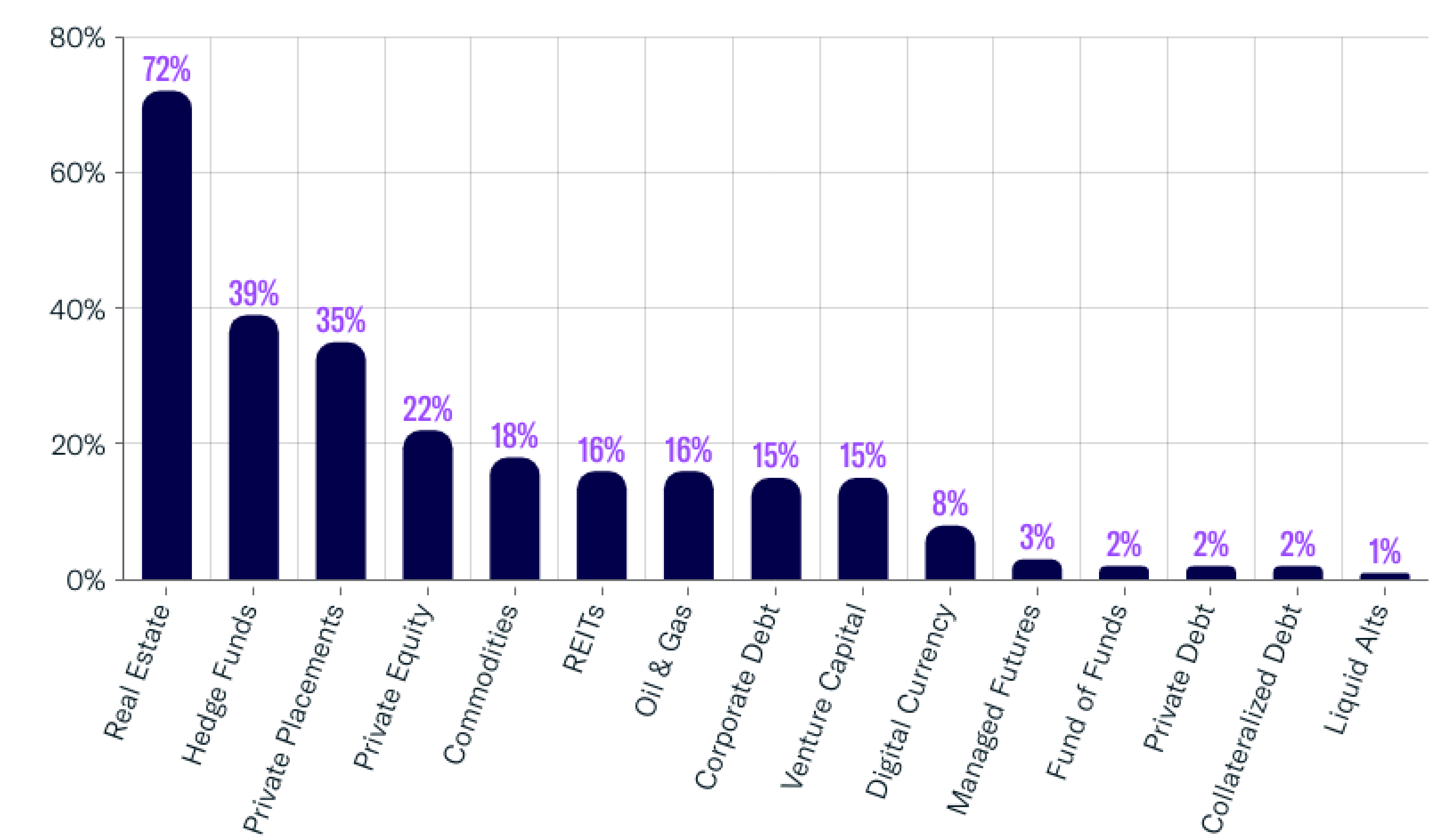



A majority (42%) of newly added RIA firms are considered 'Micro' groups, with assets between $1M-$25M. Groups with AUM between $100M-$500M followed at 25%.

## Alternative Investments Utilized

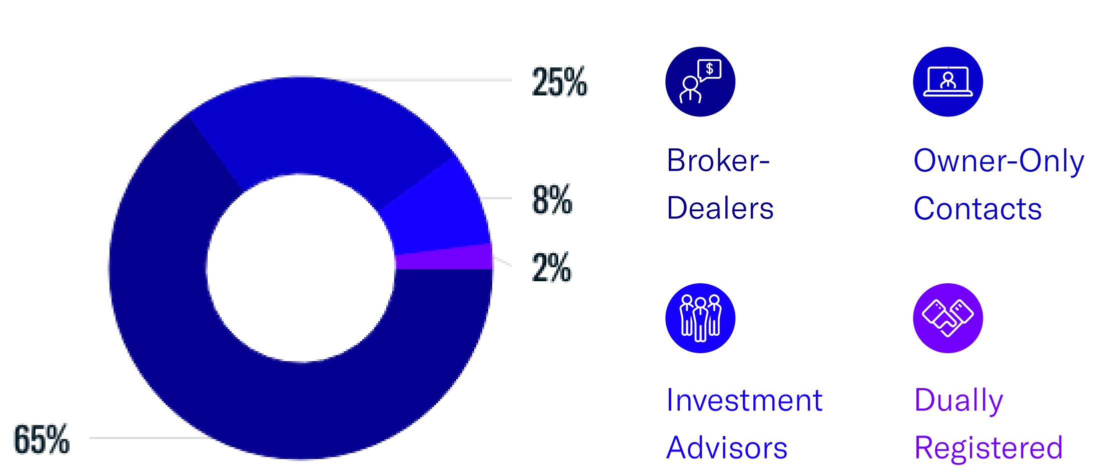
Firm Level

72% of the recently added RIA firms demonstrated some allocation to real estate within their portfolios. A smaller fraction displayed interest in hedge funds and private placements, among a variety of other investment options.



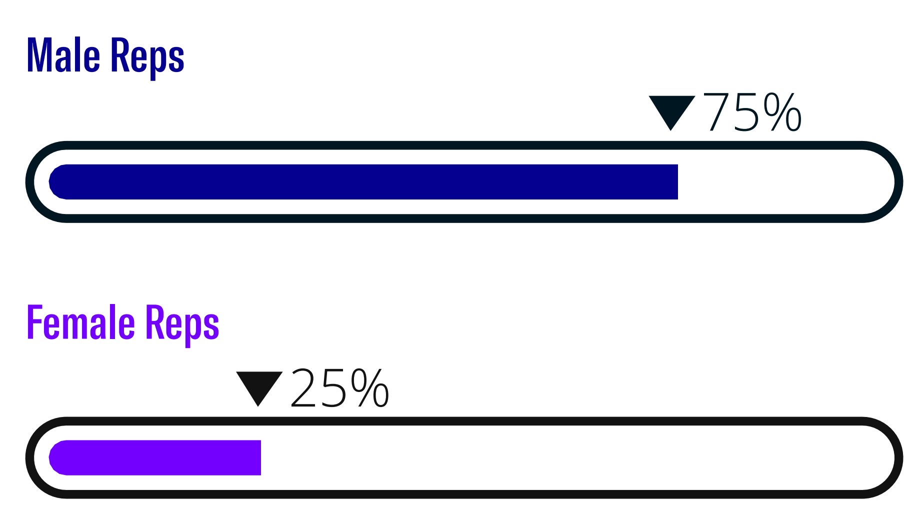

## Contact Breakdown by Rep Type

Of the 5,790 registered reps added to the FINTRX RIA dataset in April, a majority (65%) are registered as broker-dealers. Smaller segments included those registered as investment advisors at 25% and a combined 10% as owner-only contacts and dually registered reps.




## 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.**

FINTRX data covers 3,700+ family offices, nearly 20,000 family office contacts, 39,500+ registered investment advisor entities, and 743,000+ registered reps. Data is sourced from 10+ public & private sources. Equipped with 375+ search filters, FINTRX allows you to seamlessly track where family office & investment advisor capital is flowing, uncover allocation trends, break down investments by sector & size, understand future investment plans and more.

FINTRX provides in-depth dossiers on each family office & investment advisor, allowing asset-raising professionals to access AUM, source of wealth, investment criteria, past investments made, advisor growth signals, sectors & industries of interest and more.

**Schedule a Demo**

Additionally, FINTRX offers expansive contact information on 850,000+ private wealth decision-makers, featuring job titles, direct email addresses, phone numbers, common connections, alma maters, past employment history, and brief bios to empower you to book more meetings, increase efficiency and expand your global network.