FINTRX

October 2023

Family Office & Registered Investment Advisor Data Report

MONTHLY PRIVATE WEALTH DATA REPORT

www.fintrx.com

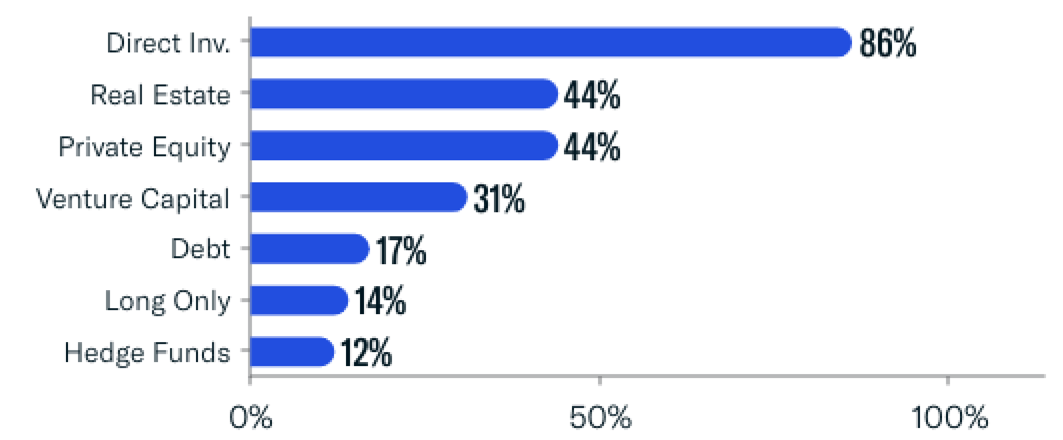
Family Office Data Report: October 2023

All data was compiled using the FINTRX Family Office Data Platform

Family Office Platform Updates & Additions

- New Family Offices: 59
- New Family Office Contacts: 580+
- Total Family Office Additions: 1,270+
- Updated Family Office Entities: 4,520+
- Newly Tracked Family Office Investments: 630+
- New Family Office Data Points: 6,970+
- Total AUM Added by New Firms: $89.4 Billion

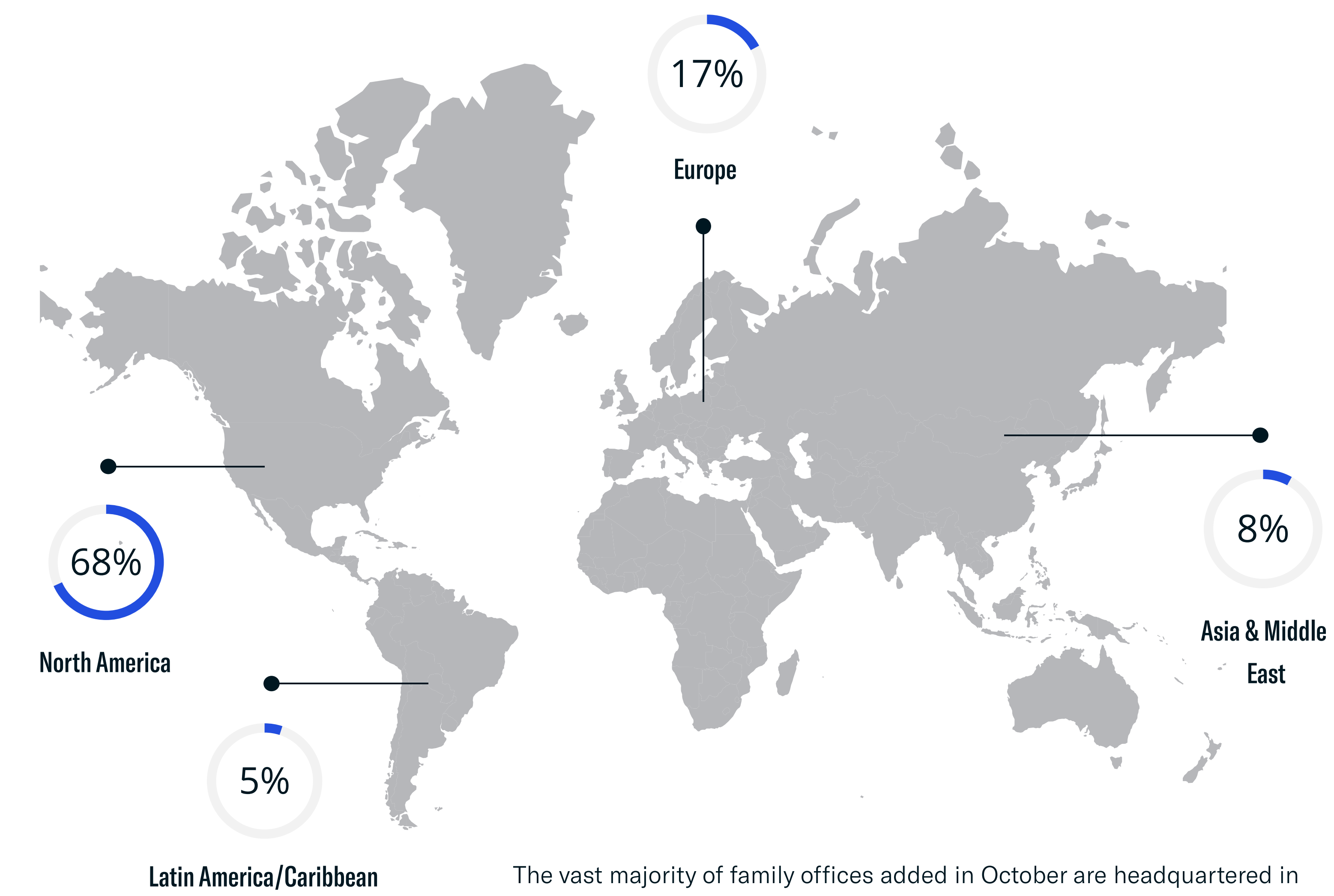
Asset Class Interest Breakdown



When it comes to the asset class interest of newly added family offices, FINTRX continued to see a majority of firms (86%) allocating via direct investments into private companies, followed by real estate and private equity.

Family Office Geographical Breakdown

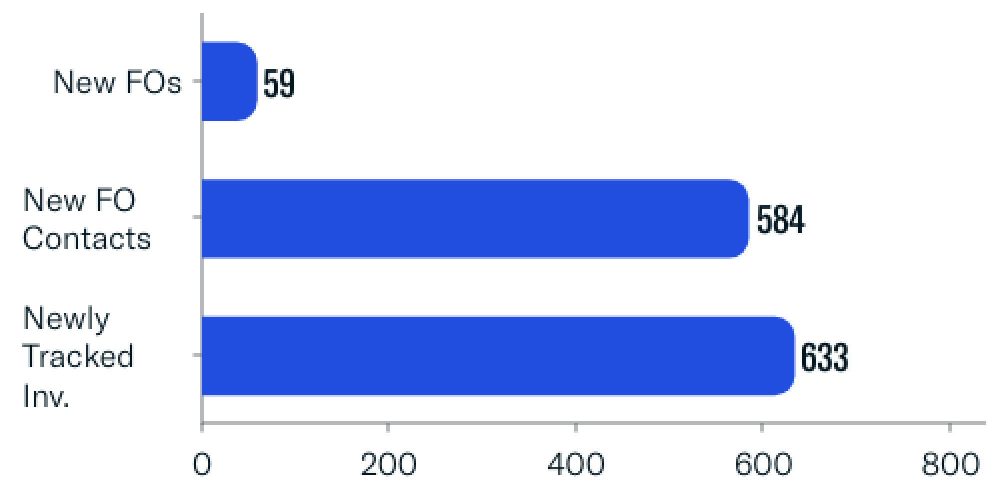
Firm Locations for Family Offices Added in October



The vast majority of family offices added in October are headquartered in North America, accounting for 68% of total firms. European offices accounted for roughly 17%, with the remaining regions--Asia, Middle East, Latin America/Caribbean, & Africa--making up the remaining family offices.

Family Office Platform Additions

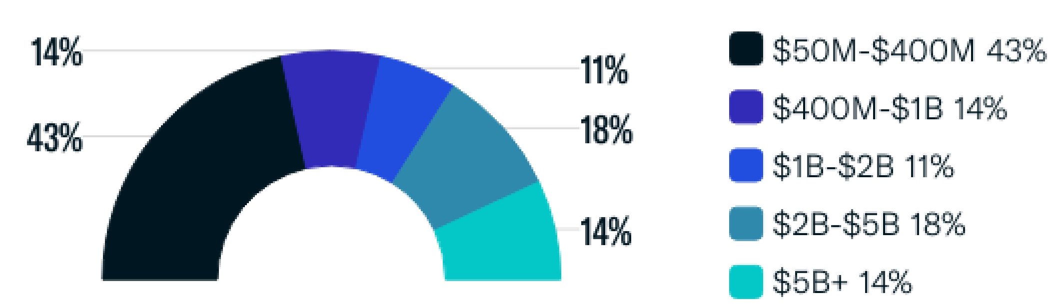
Newly Added Family Offices, Family Office Contacts & Tracked Investments



Assets Under Management (AUM)

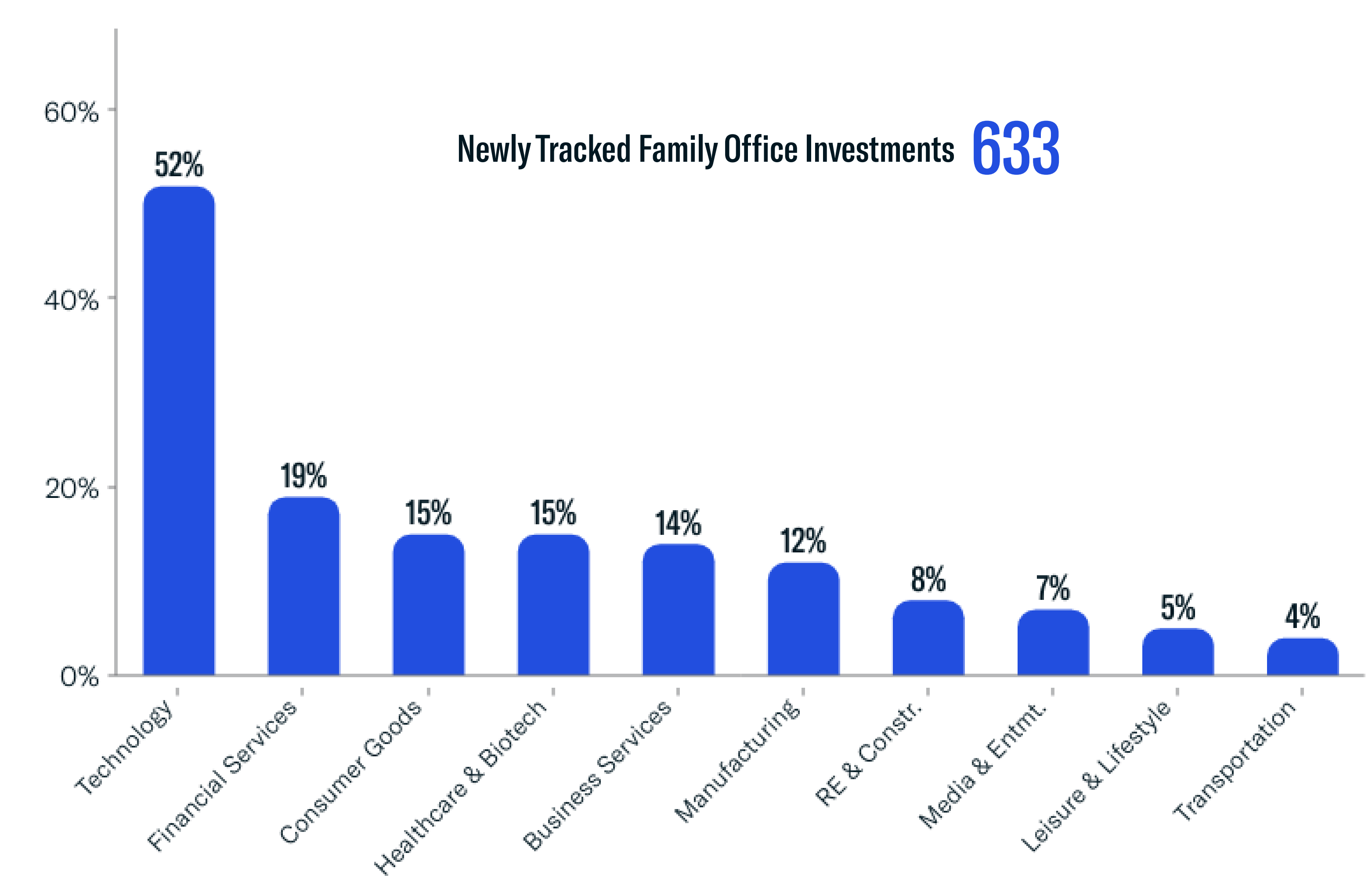
Newly Added Family Offices that Disclosed their AUM

A majority (57%) of new family offices manage between $50 million and $1 billion in assets. Only 14% of added firms manage more than $5 billion for their clients.



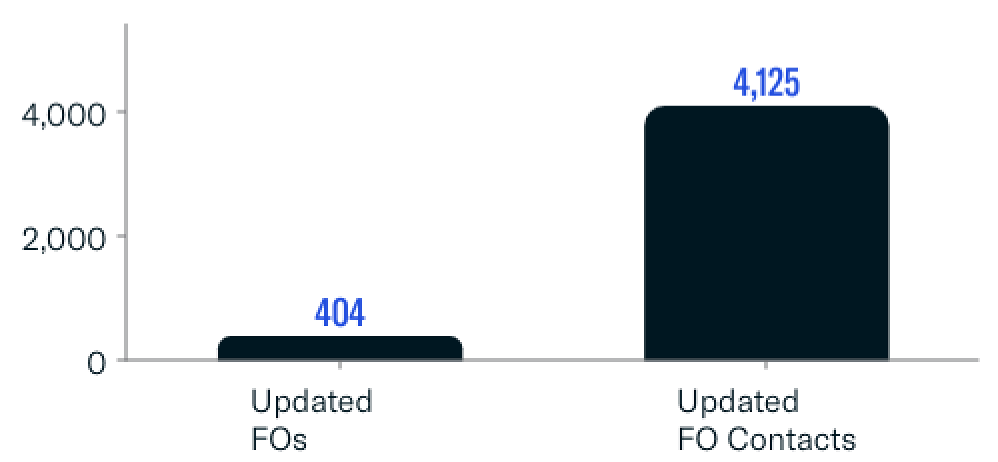
Newly Tracked Family Office Investments: Top 10 Sectors of Interest

The large majority of new family office investments tracked in October were made into Technology companies, which accounted for more than 320 direct transactions. Other top sectors of interest included financial services, consumer goods, healthcare & biotechnology and business services.

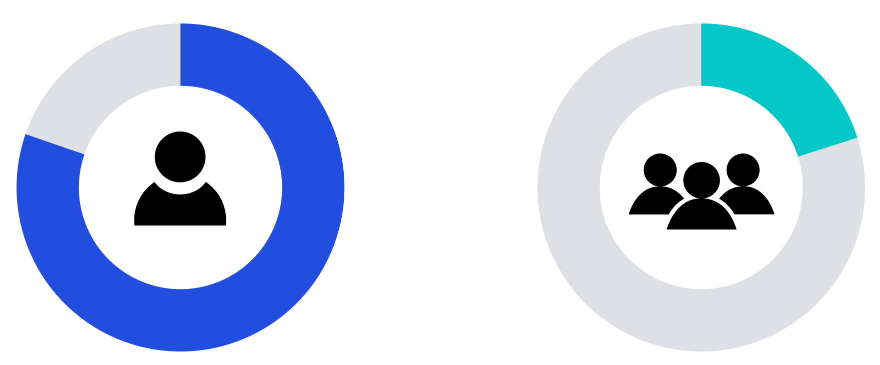


Updated Family Office Entities

Updated Family Offices & Family Office Contacts



Single Family Office vs Multi-Family Office Breakdown



Registered Investment Advisor (RIA) Data Report: October 2023

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All data was compiled using the [FINTRX Registered Investment Advisor (RIA) Data Platform]

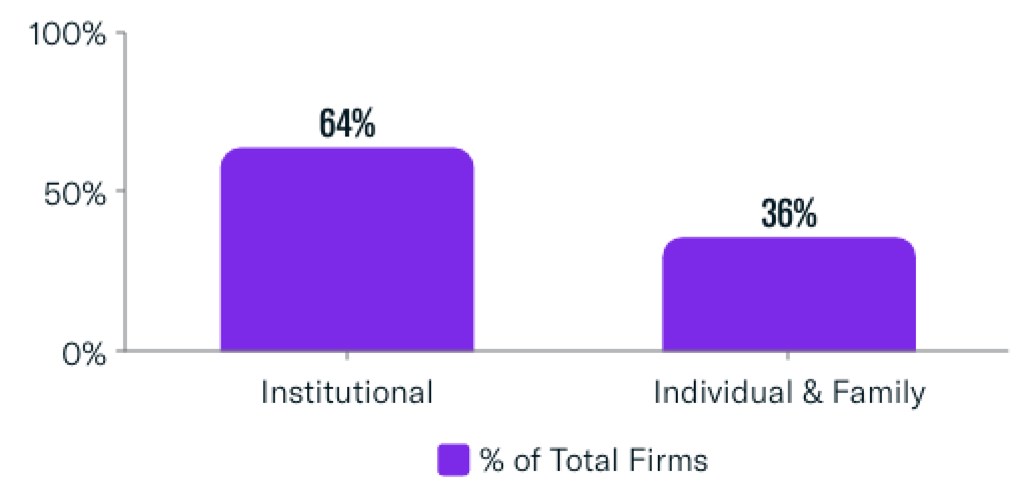
RIA Data Highlights

New Platform Additions for October

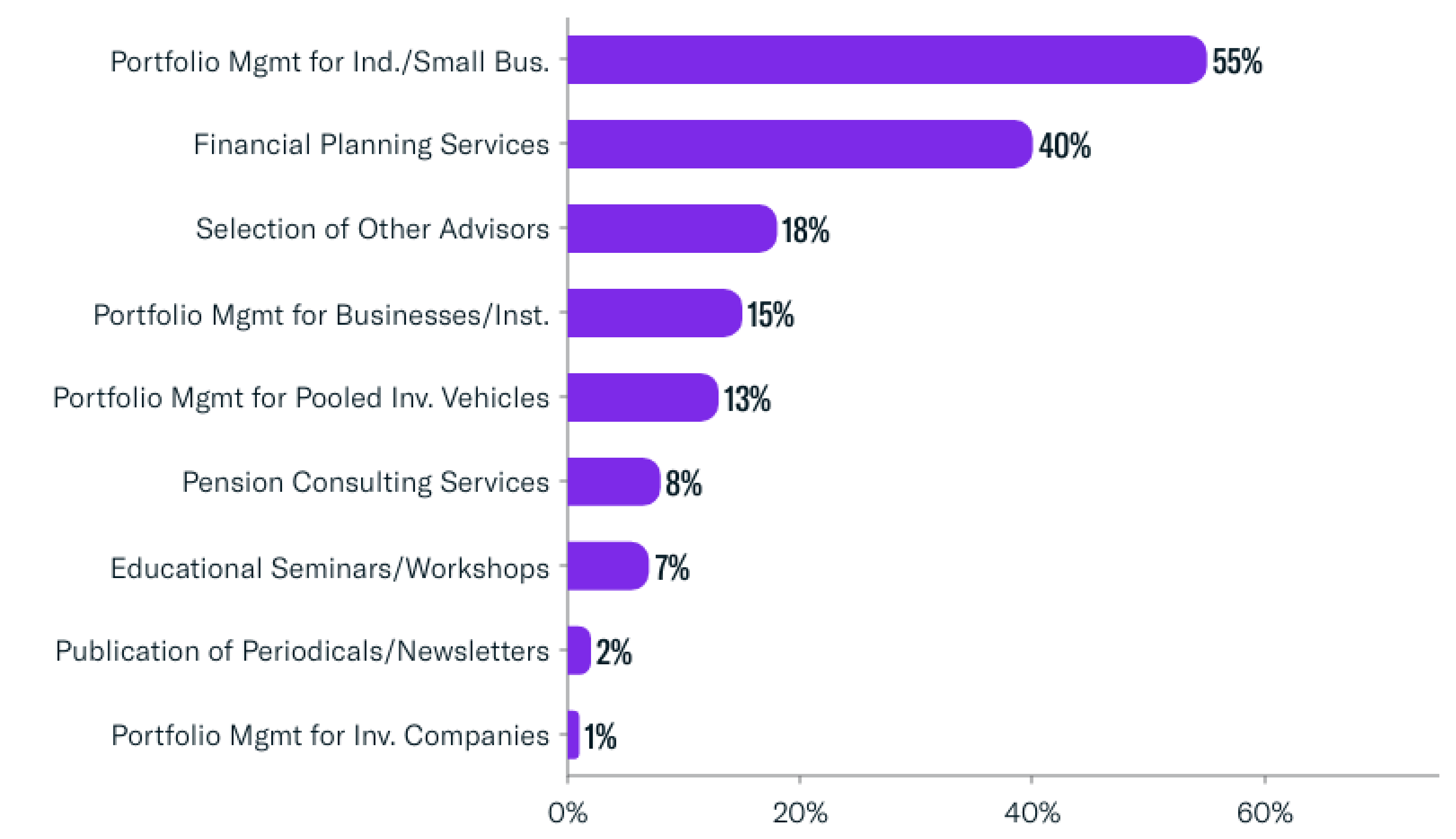
- Total Registered Entities (including Dually Registered): 204
- Total Registered Contacts: 4,780+
- Total Accounts: 7,500+
- Firms Using Alternatives: 106 or 52%
- Total AUM Added by New RIA Firms: $3.7 Billion

RIA Client Base Breakdown

The newly added RIA firms added to FINTRX in October show that 64% of their client base is institutional, while individual and family clients account for roughly 36%.



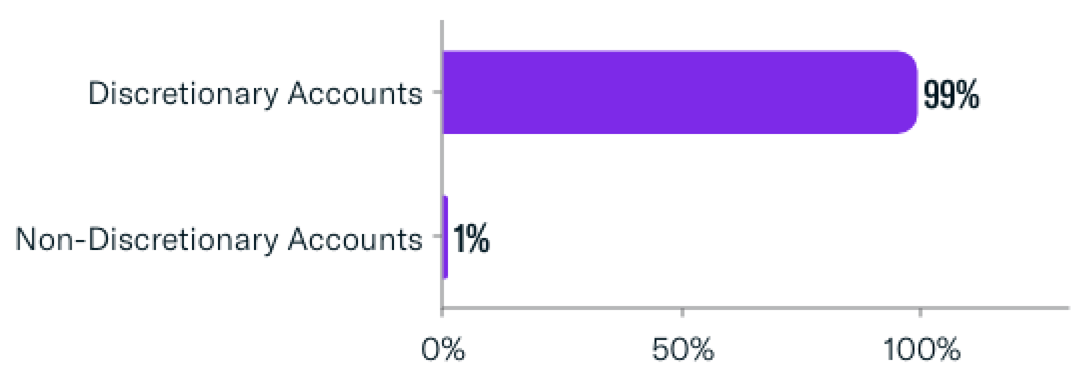
RIA Services Provided



Of the new RIA firms incorporated into the FINTRX dataset, 55% offer portfolio management for individuals and small businesses, while 40% provide financial planning services. It is important to note that RIA firms typically offer more than one service.

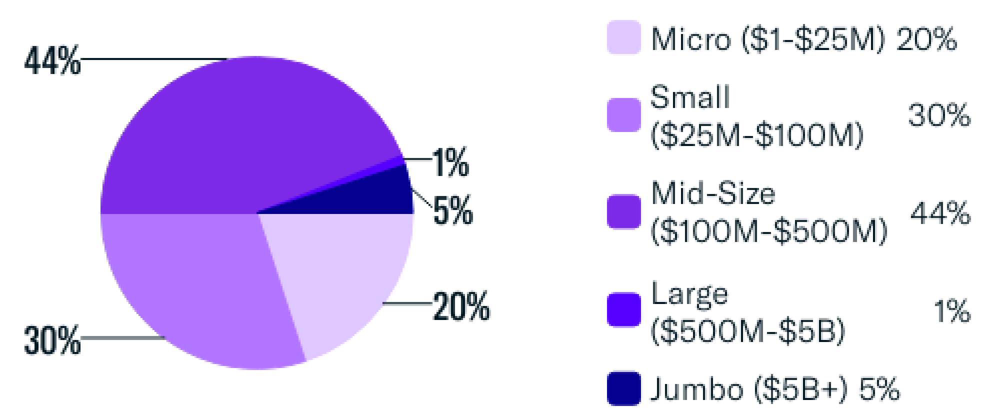
Accounts Breakdown

Discretionary vs Non-Discretionary Accounts Added



The [FINTRX RIA dataset] saw a significant addition of discretionary accounts to our dataset in October, making up over 99% of new accounts added.

Firm Size by Assets Under Management

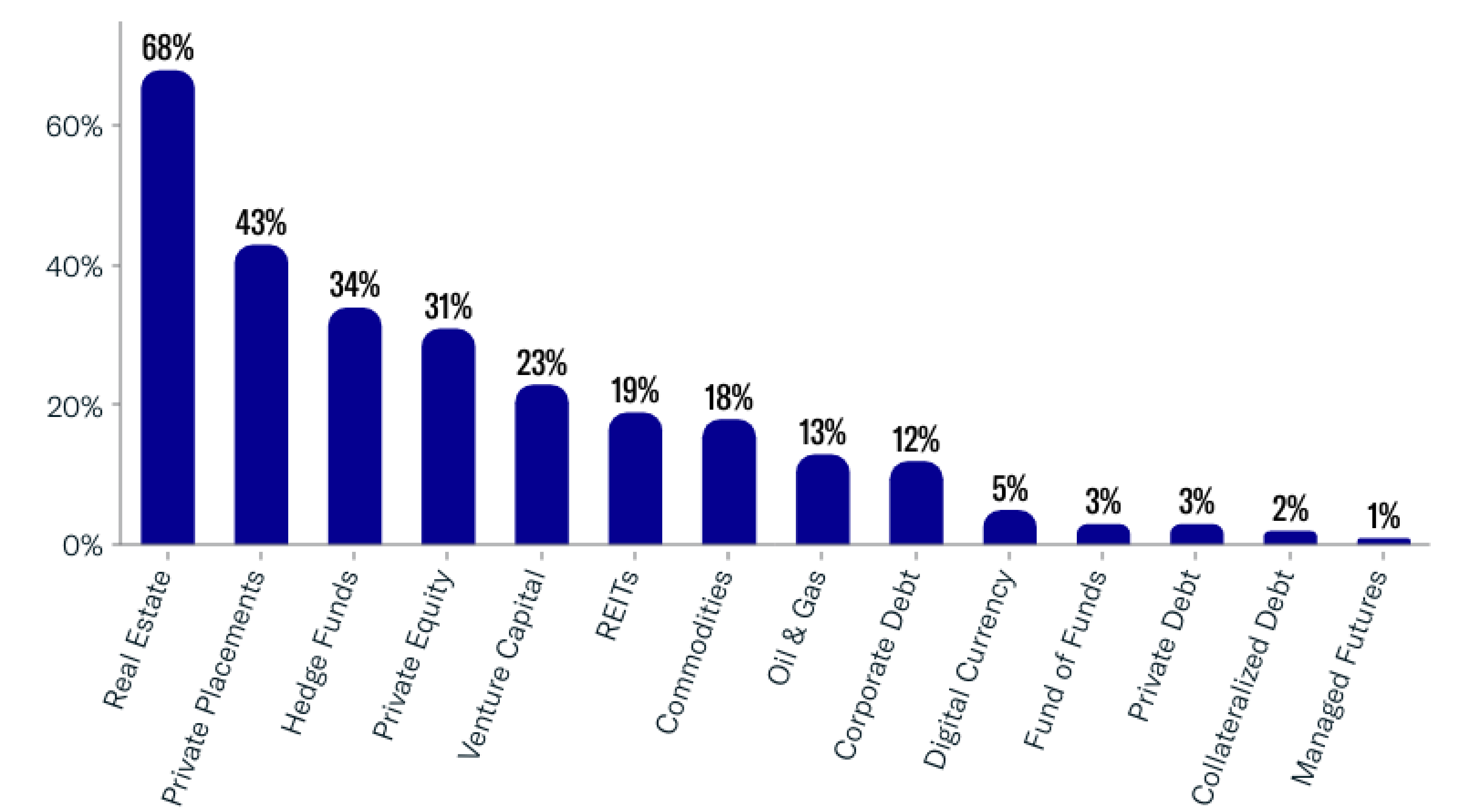


A majority (44%) of newly added RIA firms are considered 'Mid-Size' groups, with assets under management between $100M and $500M.

Alternative Investments Utilized

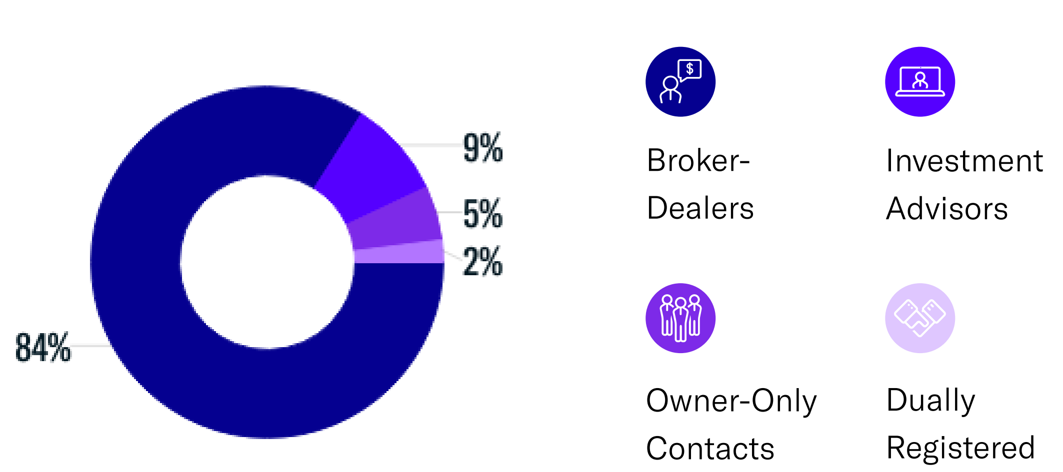
Firm Level

68% of newly-added RIA firms displayed some allocation to real estate within their investment portfolios. A smaller fraction displayed interest in private placements, hedge funds, private equity and REITs, among a variety of other alternative investments.



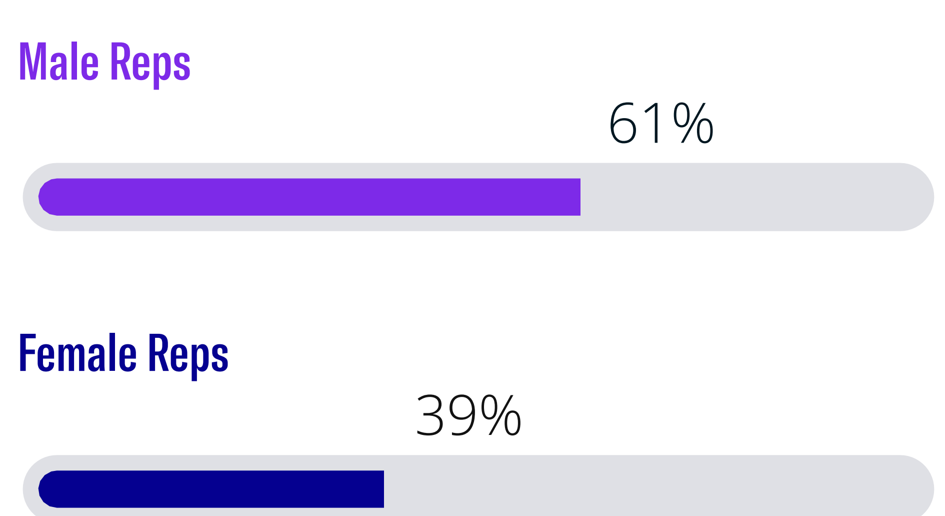
Contact Breakdown by Rep Type

A majority (85%) of newly added RIA representatives are registered as broker-dealers. Smaller segments included those registered as investment advisors at 9% while owner-only and dually registered contacts made up a combined 7%.



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 intelligence covers nearly 4,000 family offices, 20,000+ family office contacts, 40,000+ registered investment advisor entities, and 746,000+ registered reps. Data for each record 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 and industries of interest and so much more.

Schedule a Demo

While FINTRX is primarily designed to help asset managers and financial professionals, high-net-worth families, entrepreneurs and next-generation wealth owners can also benefit from our platform in a number of ways. Streamline investor discovery & boost your capital-raising efforts today!