Fund Auditor League Tables

Global Funds and AuA

Reporting Period Jan 2023 - Jan 2024



OPTIMAL PERFORMANCE

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# About this League Table Report (2022 Upgrade)

- Our League Tables leverage the most comprehensive database of active funds and advisers in the market. Convergence is the only firm to have a complete set of advisers and funds including:
  - SEC registered private and public funds and advisers
  - State registered private and public funds and advisers
  - Unregistered private funds and advisers
  - EU UCITS and private funds
  - Non-pooled investment entities
- Additional Auditor League Tables for Funds and AuA are available to Convergence Clients in the following cuts:
  - Private Funds, and within private funds, in the following sub-cuts
    - Hedge, Private Equity, Real Estate, Venture Capital, Securitized Assets, Hybrid and Liquidity Funds
  - Public Funds and within public funds, in the following sub-cuts
    - By fund strategy (30+)
- Effective with the publication of our January 2022 League Tables, Convergence considers Auditor acquisitions as part of the growth metrics which now includes combined organic and inorganic growth.

## Fund Auditor League Table – Global Funds

Convergence - Jan 2024 League Tables - Auditor Market Segment - Funds										
All	Jan -24	Jan -23	23-24	23-24	Market	Market	23-24	Jan -24	Jan -23	23-24
Auditors	# FR	<b># FR</b>	Change	Change %	Share-24	Share-23	Change %	Rank	Rank	Change
PRICE WATERHOUSE COOPERS	27,380	26,602	778	2.9%	10.6%	10.6%	-0.2%	1	1	0
ERNST YOUNG	22,767	21,817	950	4.4%	8.8%	8.7%	1.2%	2	2	0
KPMGRK	19,174	18,659	515	2.8%	7.4%	7.5%	-0.3%	3	3	0
DELOITTE TOUCHE	16,343	15,672	671	4.3%	6.3%	6.3%	1.1%	4	4	0
EISNERAMPER	4,767	4,896	-129	-2.6%	1.9%	2.0%	-5.6%	5	5	0
RSM	4,009	3,813	196	5.1%	1.6%	1.5%	2.0%	6	6	0
BDO USA	3,834	3,613	221	6.1%	1.5%	1.4%	2.9%	7	7	0
GRANT THORNTON	2,462	2,204	258	11.7%	1.0%	0.9%	8.3%	8	8	0
FRANK RIMERMAN CO	2,300	2,162	138	6.4%	0.9%	0.9%	3.2%	9	9	0
COHNREZNICK	1,617	1,331	286	21.5%	0.6%	0.5%	17.8%	10	11	1
COHEN & CO	1,504	1,121	383	34.2%	0.6%	0.4%	30.1%	11	13	2
RICHEY MAY CO	1,451	1,475	-24	-1.6%	0.6%	0.6%	-4.6%	12	10	-2
SPICER JEFFERIES	1,335	1,314	21	1.6%	0.5%	0.5%	-1.5%	13	12	-1
WEAVER	1,145	918	227	24.7%	0.4%	0.4%	21.0%	14	14	0
MAZARS	796	708	88	12.4%	0.3%	0.3%	9.0%	15	16	1
BAKER TILLEY VIRCHOW KRAUSE	778	711	67	9.4%	0.3%	0.3%	6.1%	16	15	-1
PLANTE MORAN	754	679	75	11.0%	0.3%	0.3%	7.7%	17	17	0
WITHUM SMITH BROWN	715	650	65	10.0%	0.3%	0.3%	6.7%	18	18	0
SENSIBA SAN FELIPO	695	616	79	12.8%	0.3%	0.2%	9.4%	19	19	0
FORVIS	620	401	219	54.6%	0.2%	0.2%	49.9%	20	22	2
MOSS ADAMS	576	477	99	20.8%	0.2%	0.2%	17.1%	21	21	0
MARCUM LLP	564	481	83	17.3%	0.2%	0.2%	13.7%	22	20	-2
MAYER HOFFMAN MCCANN	371	341	30	8.8%	0.1%	0.1%	5.5%	23	25	2
TAIT WELLER BAKER	343	375	-32	-8.5%	0.1%	0.2%	-11.3%	24	24	0
HAYNIE	325	248	77	31.0%	0.1%	0.1%	27.1%	25	29	4
TOP 25 AUDITORS	116,625	111,284	5,341	4.8%	45.3%	44.5%	1.6%			
ALL OTHER	9,193	8,963	230	2.6%	3.6%	3.6%	-0.5%			
NOT REPORTED	12,935	11,808	1,127	9.5%	5.0%	4.7%	6.2%			
AUDITOR NOT REQUIRED	20,269	17,289	2,980	17.2%	7.9%	6.9%	13.7%			
UNATTRIBUTED	98,570	100,469	-1,899	-1.9%	38.3%	40.2%	-4.9%			
TOTAL RELATIONSHIPS	257,592	249,813	7,779	3.11%	100.0%	100.0%	0.0%			
TOTAL UNIQUE FUNDS	255,640	247,766	7,874	3.18%	<b>99.2</b> %	99.2%	0.1%			0

## Fund Auditor Peer Analysis – Global Funds - Growth and Market Share

### **Best and Worst Performing Peer Groups**

- Auditors ranked 11-25 registered the highest growth in funds
  - Funds increased 13.86%, or 4.45x the market
  - $\circ$  Market share increased from 4.21% to 4.65%
    - $\blacktriangleright$  An increase of 10.42%
- Auditors ranked >25 registered the smallest growth in funds
  - Funds increased 2.57%, or 0.82x the market
  - Market share decreased from 3.59% to 3.57%
    - $\blacktriangleright$  A decrease of 0.53%

Peer Group Performance by Fund Relationships										
Auditor	Y-Y	Growth	SOM	SOM	SOM	SOM				
Peer Group Analysis	Growth	vs-MKT	2024	2023	Change	Change %				
Market Growth Funds	3.18%		100%	100%						
Market Growth Relationships	3.11%		100%	100%						
Auditors Ranked 1-4	3.52%	1.13	33.26%	33.12%	0.13%	0.40%				
Auditors Ranked 5-10	5.38%	1.73	7.37%	7.21%	0.16%	2.20%				
Auditors Ranked 11-25	13.86%	4.45	4.65%	4.21%	0.44%	10.42%				
All Other Auditors	2.57%	0.82	3.57%	3.59%	-0.02%	-0.53%				
Not Reported	9.54%	3.07	5.02%	4.73%	0.29%	6.24%				

## Fund Auditor - League Table - Global Assets

Convergence - Jan 2024 League Tables - Auditor Market Segment - Fund Assets										
All	Jan -24	Jan -23	23-24	23-24	Market	Market	23-24	<b>Jan -24</b>	Jan -23	23-24
Auditors	FR-AuA	FR-AuA	Change	Change %	Share-24	Share-23	Change %	Rank	Rank	Change
PRICE WATERHOUSE COOPERS	\$27,845.3	\$21,920.0	\$5,925.4	27.0%	33.6%	30.2%	11.0%	1	1	0
ERNST YOUNG	\$11,483.1	\$11,141.7	\$341.5	3.1%	13.8%	15.4%	-9.9%	2	2	0
DELOITTE TOUCHE	\$10,739.2	\$8,864.4	\$1,874.8	21.1%	12.9%	12.2%	5.9%	3	3	0
KPMGRK	\$6,708.2	\$6,562.4	\$145.7	2.2%	8.1%	9.0%	-10.7%	4	4	0
BDO USA	\$554.0	\$587.0	-\$33.0	-5.6%	0.7%	0.8%	-17.5%	5	5	0
RSM	\$536.1	\$532.9	\$3.2	0.6%	0.6%	0.7%	-12.1%	6	6	0
GRANT THORNTON	\$533.9	\$523.7	\$10.2	1.9%	0.6%	0.7%	-10.9%	7	7	0
COHEN & CO	\$492.4	\$342.6	\$149.8	43.7%	0.6%	0.5%	25.6%	8	8	0
EISNERAMPER	\$224.7	\$233.3	-\$8.6	-3.7%	0.3%	0.3%	-15.8%	9	9	0
FRANK RIMERMAN CO	\$162.4	\$167.9	-\$5.5	-3.3%	0.2%	0.2%	-15.5%	10	10	0
TAIT WELLER BAKER	\$137.6	\$135.1	\$2.5	1.8%	0.2%	0.2%	-11.0%	11	11	0
MAZARS	\$124.6	\$115.6	\$9.0	7.8%	0.2%	0.2%	-5.8%	12	12	0
PLANTE MORAN	\$89.0	\$77.4	\$11.6	15.0%	0.1%	0.1%	0.5%	13	15	2
COHNREZNICK	\$85.7	\$86.5	-\$0.8	-0.9%	0.1%	0.1%	-13.4%	14	14	0
BAKER TILLEY VIRCHOW KRAUSE	\$74.8	\$70.3	\$4.6	6.5%	0.1%	0.1%	-6.9%	15	16	1
MAYER HOFFMAN MCCANN	\$52.0	\$55.0	-\$2.9	-5.4%	0.1%	0.1%	-17.3%	16	17	1
MOSS ADAMS	\$46.2	\$35.1	\$11.0	31.5%	0.1%	0.0%	14.9%	17	21	4
MARCUM LLP	\$43.7	\$25.2	\$18.5	73.4%	0.1%	0.0%	51.5%	18	26	8
WEAVER	\$43.1	\$35.0	\$8.1	23.1%	0.1%	0.0%	7.5%	19	22	3
SPICER JEFFERIES	\$37.1	\$37.9	-\$0.8	-2.2%	0.0%	0.1%	-14.5%	20	20	0
WITHUM SMITH BROWN	\$37.0	\$38.3	-\$1.3	-3.3%	0.0%	0.1%	-15.5%	21	19	-2
FORVIS	\$36.0	\$34.9	\$1.1	3.2%	0.0%	0.0%	-9.8%	22	23	1
CROWE HORWATH	\$34.3	\$46.7	-\$12.4	-26.5%	0.0%	0.1%	-35.8%	23	18	-5
SENSIBA SAN FELIPO	\$33.7	\$31.1	\$2.7	8.5%	0.0%	0.0%	-5.2%	24	25	1
RICHEY MAY CO	\$32.1	\$32.3	-\$0.3	-0.8%	0.0%	0.0%	-13.3%	25	24	-1
TOP 25 AUDITORS	\$60,186.0	\$51,732.0	\$8,454.0	16.3%	72.5%	71.3%	1.7%			
ALL OTHER	\$440.5	\$551.5	-\$111.1	-20.1%	0.5%	0.8%	-30.2%			
NOT REPORTED	\$2,144.8	\$2,298.5	-\$153.8	-6.7%	2.6%	3.2%	-18.5%			
AUDITOR NOT REQUIRED	\$1,288.3	\$1,227.7	\$60.5	4.9%	1.6%	1.7%	-8.3%			
UNATTRIBUTED	\$18,929.0	\$16,711.2	\$2,217.8	13.3%	22.8%	23.0%	-1.0%			
TOTAL RELATIONSHIPS	\$82,988.5	\$72,520.9	\$10,467.6	14.4%	100.0%	100.0%	0.0%			
TOTAL UNIQUE FUNDS	\$82,716.3	\$72,251.3	\$10,465.0	14.5%	99.7%	99.6%	0.0%			0

## Fund Auditor Peer Analysis – Global AUA - Growth and Market Share

### **Best and Worst Performing Peer Groups**

- Auditors ranked 1-4 registered the highest AuA growth
  - AuA increased 17.09%, or 1.18x the market
  - Market share increased from 66.86% to 68.41%
    - $\blacktriangleright$  An increase of 2.32%
- Auditors ranked >25 registered the lowest AuA growth
  - AuA decreased 20.14%, or -1.40x the market
  - $\circ$  Market share decreased from 0.76% to 0.53%
    - $\blacktriangleright$  A decrease of 30.21%

Peer Group Performance by Fund Assets										
Auditor	Y-Y	Growth	SOM	SOM	SOM	SOM				
Peer Group Analysis	Growth	vs-MKT	2024	2023	Change	Change %				
Market Growth Assest	14.48%		100%	100%						
<b>Market Growth Relationships</b>	14.43%		100%	100%						
Auditors Ranked 1-4	17.09%	1.18	68.41%	66.86%	1.55%	2.32%				
Auditors Ranked 5-10	4.86%	0.34	3.02%	3.29%	-0.28%	-8.36%				
Auditors Ranked 11-25	5.91%	0.41	1.09%	1.18%	-0.09%	-7.45%				
All Other Auditors	-20.14%	-1.40	0.53%	0.76%	-0.23%	-30.21%				
Not Reported	-6.69%	-0.46	2.58%	3.17%	-0.59%	-18.46%				

## About Convergence

- Founded in 2013, Convergence provides independent <u>insights</u> into important trends and challenges facing our clients in the fast-growing and dynamic asset management industry by using alternative data and data science analytics.
- Our <u>insights</u> help clients grow revenue, <u>improve efficiency</u> and <u>identify and manage risks</u>.
- Our <u>clients</u> include Asset Managers, Institutional Investors and Service Providers.
- Our <u>founders</u>, are former C-Suite executives in hedge funds, private equity funds, broker-dealers and securities exchanges.
- We are headquartered in South Norwalk, CT and operate in New Jersey and Hyderabad, India.
- For additional information please contact John Phinney @ 203-956-4824 or George Gainer @ 203-956-4824 or to learn more about how Convergence can help you.

## Additional Analytics Available for the Fund Auditor Segment

# Convergence offers several additional datasets and analytical tools that can be used to support business development and risk management efforts...

### • Competitive Analysis (Business Development)

- Compare your growth and market share to a defined peer group in multiple fund type segments
- Growth is broken down in up to 9 growth factors, each which reveals a story

### Client New Fund Flow Analytics (Business Development)

- Identify new flows into client funds
- Allows you to determine if you are getting your fair share of the change

### • Clients at Risk (Client Management)

• Convergence predictive analytics can identify clients likely to move their business to a competitor in full, or partially through diversification

### • Client Operational Risk Profiles (Risk Management)

• Convergence proprietary risk factors can identify high-risk business conditions in your prospective or existing clients that can create financial and reputational risk to your firm

### • ESG Business Profiles

• Convergence measures the ESG sensitivity of investment advisers. This differs from ESG investing measurement and complements your work on ESG investing.

# Terms Used in Our Fund Auditor League Tables

- Global Funds and Assets
  - Measures public and private funds and assets domiciled in US and non-US locations that Convergence can attribute to one or more Fund Auditors.
- US Funds and Assets
  - Measures public and private funds and assets domiciled in the US that Convergence can attribute to one or more Fund Auditors.
- Non-US Funds and Assets
  - Measures public and private funds and assets domiciled outside the United States that Convergence can attribute to one or more Fund Auditors.
- Not Reported Global US Non-US Funds and Assets
  - Measures public and private funds and assets domiciled in US and non-US locations that are being serviced by the investment adviser or a controlled affiliate.
- Not Applicable Global US Non-US Funds and Assets
  - Measures public and private funds and assets domiciled in US and non-US locations that are being serviced by the investment adviser or a controlled affiliate.
- Unattributed Funds and Assets Global US Non-US Funds and Assets
  - Measures public and private funds and assets domiciled in US and non-US locations that Convergence cannot attribute to one or more Fund Auditor at this time.
- Total Fund Relationships
  - Measures public and private funds and assets domiciled in US and non-US locations that Convergence attributes to one or more Fund Auditors. While not common, a fund can have more than one Auditor.
- Total Unique Funds
  - Measures public and private funds and assets domiciled in US and non-US locations.
- All Other Auditors
  - Is a measure of funds and assets attributed to Fund Administrators ranked outside the Top 25.

# Disclaimer

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## The Convergence Leadership Team



John Phinney Chairman/CEO email: jphinney@convergenceinc.com phone: 203-956-4824

John Phinney is Chairman and CEO of Convergence Inc. a Data as a Service (DaaS) company founded on the principals of industry transparency and risk mitigation.

John has spent his entire career working with the world's leading asset managers to increase revenues, improve efficiency and manage investment and non-investment risk. He is a proven thought leader who has designed and developed several first-ever initiatives, including being a named inventor for a patent for a Tier 1 multinational bank.

JPMorgan, Fidelity Investments, TRG Asset Management and Apollo Global Management pedigree.



**George Evans** President/Chief Revenue Officer email: <u>gevans@convergenceinc.com</u> phone: 215-704-7100

George Evans is responsible for business development and the delivery of Convergence methodology, solutions, and advisory services to Convergence clients. George has a long history of assisting firms with forward thinking, market leading and innovative techniques to capitalize on short term opportunities while staying focused on long term success.

He has over 40 years of experience in the financial services industry, primarily in the traditional asset management, hedge, private equity, banking, and insurance verticals.



Warren Master Chief Technology Officer email: <u>wmaster@convergenceinc.com</u> phone: 201-674-9175

Warren Master is responsible for all technology research and development at Convergence. He is an accomplished technology executive and hands on technology visionary with over 40 years experience in technology with 30 years specializing in the financial services. Warren has business experience on both the buy and sell side as well as the asset servicing side of the business.

Chemical Bank, Chase Manhattan Bank, JPMorgan and TRG Asset Management pedigree.



**George Gainer** Head of Client Management email: <u>ggainer@convergenceinc.com</u> phone: 203-956-4824

George's career spans buy and sell side firms including Gravitas where he was a Finance & Business Performance Analyst and Apollo [through Gravitas] where he was responsible for Business Analysis & Reporting.

Prior to Apollo, George was at Iron Mountain as an Acquisition Accounting Manager, KPMG as Transaction Services Manager, and Deloitte where he was part of Audit Senior Staff.