PRELIMINARY
EDITION FOR YOUR REVIEW

OPERATING EFFICIENCY INDEX (OEI)

How efficiently this firm operates compared with firms its size

Sample Wealth Partners

$1.62B AUM · Illustrative, not a real firm · benchmarked against 765 firms with $1B–$2.5B in AUM

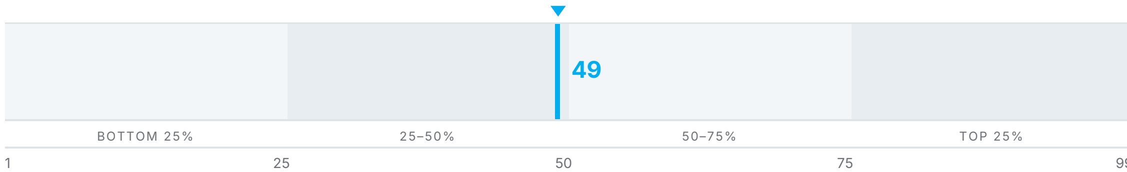
Data compiled August 2026

Nothing here is final. A working draft built from public data, shared with a select list of principals before the benchmark publishes. Where any inputs may be inaccurate, we would value the correction, and we welcome your view on the methodology.

49

OEI PERCENTILE

ahead of 49% of the 765 firms its size



Your firm ranks ahead of 49% of the 765 firms in its peer group, placing it in the 25–50% band. The scale is bounded at 1 and 99, so no firm shows 0 or 100. Higher means more output for the operational load the firm carries.

DATA USED TO CALCULATE THIS PROFILE

AUM	ADVISORS	EMPLOYEES	CLIENTS	OFFICES	CUSTODIANS	HNW SHARE
$1.62B	12	26	940	3	2	72%

A selection of the inputs used, and the ones most worth checking. Corrections are welcome and will be reflected in the published benchmark.

Productivity is the base. Complexity carried and sustained growth adjust how much credit that productivity earns, so a firm producing at scale under a hard book ranks above a firm producing the same at ease, and neither adjustment can lift a firm that is not producing. The three scores below do not average into the index above; they combine under the weighting set out in the methodology paper, and the result is ranked against peers of comparable size.

PRODUCTIVITY

45

more productive than 45% of peers

LARGEST CONTRIBUTORS	RANK VS PEERS
AUM per advisor $135M	55th
AUM per office $540M	44th

COMPLEXITY CARRIED

76

a harder book than 76% of peers

LARGEST CONTRIBUTORS	RANK VS PEERS
Custodial relationships 2 custodians	64th
Office footprint 3 offices	54th
Clients per advisor 78 clients	52nd

SUSTAINED GROWTH

56

growing faster than 56% of peers

LARGEST CONTRIBUTORS	RANK VS PEERS
Operating leverage trend +1.0 pts	56th
AUM growth (1/3/5yr) +5.2% a year	56th
Client growth (1/3/5yr) +4.7% a year	49th

WHAT GOES INTO EACH COMPONENT

Productivity is AUM per advisor, per employee and per office. Complexity carried is clients per advisor, high net worth share of AUM combined with high net worth AUM per client, custodian count, and office count. Sustained growth is market-adjusted AUM, advisor headcount, client count and high net worth client growth, each at one, three and five years. Growth rates are blended across horizons, and every measure is ranked within your peer group before it enters a component. Every input is ranked the same way, with no bespoke scale or lookup table. Weights are set out in the methodology paper.

Methodology. Every input is ranked within a peer group of firms of similar assets under management, never against the full market. Every input is ranked the same way, with no bespoke scale, threshold or lookup table. The three component scores are combined multiplicatively, with productivity as the base and complexity and growth applied as bounded adjustment factors, so that each raises or lowers the credit productivity earns without being able to substitute for it. The result is ranked within the peer group and published as a percentile against that group, bounded at 1 and 99 so that no firm shows 0 or 100. Full input definitions and known limitations are described in the public methodology summary, How the index works. The specific weights and combination parameters are set by judgment; they are disclosed to each firm during its review and are not published.