PRELIMINARY
EDITION FOR YOUR REVIEW

OPERATING EFFICIENCY INDEX (OEI)

Supplement: every input used to calculate this profile

Sample Wealth Partners

$1.62B AUM · benchmarked against 765 firms with $1B–$2.5B in AUM

Data compiled August 2026

FIRM DATA ON FILE

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

Every figure below is either taken from public filings or third-party sources. Indented rows are the underlying data that feeds the input above them; they carry no weight of their own. Every rank is a position within your peer group of 765 firms its size, never against the whole market: a firm at the 60th percentile on an input sits ahead of 60% of that group on it.

PRODUCTIVITY

Three inputs, weighted 50 / 30 / 20. Higher output per person or location ranks higher.

INPUT	YOUR FIRM	RANK VS PEERS	WEIGHT
AUM per advisor Total AUM ÷ advisor count	**$135M**	55th	50%
AUM per employee Total AUM ÷ employee count	**$62M**	37th	30%
AUM per office Total AUM ÷ office count	**$540M**	44th	20%

COMPLEXITY CARRIED

Four inputs, weighted 35 / 30 / 20 / 15. A harder book ranks higher.

INPUT	YOUR FIRM	RANK VS PEERS	WEIGHT
Clients per advisor Client count ÷ advisor count	**78.3**	52nd	35%
Client count	940		
Advisor count	12		
High net worth concentration Share of AUM × average account size	**72% of AUM**	43rd	30%
HNW AUM per client	$3M		
Custodial relationships Custodian count, ranked within your peer group	**2 custodians**	64th	20%
Office footprint Office count, ranked within your peer group	**3 offices**	54th	15%

SUSTAINED GROWTH

Four inputs, weighted 35 / 30 / 20 / 15. Each blends one, three and five year rates toward the most recent.

INPUT	YOUR FIRM	RANK VS PEERS	WEIGHT
Market-adjusted AUM growth 1yr / 3yr / 5yr blend	**+5.2%**	56th	35%
One year / three year / five year	+6.2% · +4.4% · +3.9%		
Operating leverage trend AUM growth less advisor headcount growth	**+1.0 pts**	56th	30%
Advisor headcount growth blend	+4.2%		
Client count trajectory 1yr / 3yr / 5yr blend	**+4.7%**	49th	20%
One year / three year / five year	+5.2% · +4.4% · +3.9%		
High net worth client trajectory 1yr / 3yr / 5yr blend	**+9.9%**	45th	15%
One year / three year / five year	+11.0% · +9.4% · +8.1%		

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.

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