

TRIANGLE BUSINESS JOURNAL

EAST 50

2006

*The Triangle's Fastest
Growing Private Companies*

Friday, November 3, 2006

34 Capital Investment Cos.

17 Glenwood Ave., Raleigh
www.capital-invest.com

- Business description:
Independent financial services and brokerage
- Number of employees:
200
- Founded: 1984 in Raleigh
- Founders: Richard K. Bryant and E.O. "Bobby" Edgerton, Jr.
- Top executive: Richard K. Bryant, CEO



Bryant

What is fueling your company's growth?

Capital has become a safe haven in a consolidating industry. We have focused on hiring the brightest and the best, and this strategy has worked well for us. We are now reaping the benefits of our strategy to hire top-tier, high-quality employees.

What is your growth strategy?

We will continue to build out Capital's current business lines, such as our innova-

tive banking platform, which allows regional banks to offer traditional brokerage and financial services to their customers. We will also continue our growth through attracting the brightest financial minds in this region.

Is there something unique about the structure of your business or the day-to-day operation of your company that you think has accelerated your growth?

In a word, "independence." We run our company with autonomous divisions that enable our managers to exercise their creativity.

What was your biggest success in the past year?

Building a technology infrastructure that enables us to compete with financial services companies of all sizes.

What were you most concerned about, with respect to your business, last year?

The greatest concerns revolved around growth management issues and, of course, inherent competition. Last year, we proved that we could continue to accelerate revenue growth without impacting our net margins.

What do you expect will be your biggest

challenge in the coming year?

The biggest challenge will be maintaining our growth rates and continuing to attract financial all-stars to our team. We are confident that we will be able to continue doing both.

Did you hire new employees in the past year?

We hired approximately 25 people last year.

Do you plan to hire additional employees in the coming year?

We hope to hire an additional 10 to 15 financial consultants in 2007 and the necessary support staff as needed.

What percentage of your revenue comes from your top five customers/clients?

Our company is extremely diversified. Our top five customers/clients represent a fraction of our overall revenue.

What has been the biggest change in your business over the past 5 years?

The biggest change has been in access to information. Clients have access to almost as much information as we do. The key is most clients lack the time, willingness, education, etc. to process the information the way we do on their behalf.