

1. Nature of Business and Significant Accounting Policies

Nature of Business

Russell Investments Implementation Services, LLC (the "Company"), a Washington limited liability company (the "Company"), is part of Russell Investments, the marketing name used to represent Russell Investments Group, Ltd. ("Russell Investments Group") and its global subsidiaries. The Company is a wholly owned subsidiary of Russell Investments US Institutional Holdco, Inc. ("RIUIH" or "Member"), which is ultimately owned by Russell Investments Group.

The Company is a Limited Liability Company ("LLC"). Liabilities of the Company are not the liabilities of its Member beyond the extent of the Member's equity in the Company.

The Company, a broker-dealer registered pursuant to the Securities Exchange Act of 1934, is a member of the Financial Industry Regulatory Authority ("FINRA") and a member of the Securities Investor Protection Corporation ("SIPC"). The Company is an investment advisor registered pursuant to the Investment Advisors Act of 1940 and acts as an introducing broker and clears trades through a network of domestic and international clearing broker-dealers. The Company clears all transactions on behalf of customers on a fully disclosed basis with these clearing broker-dealers. The clearing broker-dealers carry all of the accounts of the customers and maintain and preserve all related books and records as are customarily kept by a clearing broker-dealer.

Risks and Uncertainties

Volatility and disruption of the capital and credit markets, adverse changes in the US and global economy and political uncertainty, may significantly affect the Company's results of operations and may put pressure on the Company's financial results.

The business and regulatory environments in which the Company operates remain complex, uncertain and subject to change. The Company is subject to various laws, rules and regulations globally that impose restrictions, limitations and registration, reporting and disclosure requirements on its business and add complexity to its compliance operations. The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (the "Dodd-Frank Act"), as well as other legislative and regulatory changes, impose restrictions and limitations on the Company, resulting in increased scrutiny and oversight of the Company's financial services and products. The Company continues to analyze the impact of the Dodd-Frank Act as further implementing rules are adopted and become effective.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements during the reporting period. Significant estimates are inherent in the preparation of the financial statements. Actual results could differ materially from those estimates.

Adoption of New Accounting Pronouncements

The Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-09, *Revenue from Contracts with Customers* (Topic 606), and several amendments (collectively "Topic 606"). Topic 606 outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most previous revenue recognition guidance, including industry-specific guidance. The guidance also changes the accounting for certain contract costs and revises the criteria for determining if an entity is acting as a principal or agent in certain arrangements.

The Company adopted Topic 606 effective January 1, 2018 on a modified retrospective basis. There was no impact to the opening balance sheet as of January 1, 2018, or to revenue for the year-ended December 31,

Russell Investments Implementation Services, LLC

Notes to Financial Statements

December 31, 2018

2018, after adopting Topic 606, as recognition of revenue did not change as a result of implementing the new standard.

Cash and Cash Equivalents and Cash Segregated Under Federal Regulations

Cash and cash equivalents consist of nonconsolidated sponsored money market funds and deposits with financial institutions, and are carried at cost. Due to the short-term nature and liquidity of these financial instruments, the carrying values of these assets approximate fair value. The Company considers all money market funds and instruments with original maturities of three months or less at the purchase date as cash equivalents.

Cash is held at financial institutions in excess of Federal Deposit Insurance Corporation ("FDIC") limits. The Company limits the amount of credit exposure with any given financial institution and conducts ongoing evaluations of the creditworthiness of the financial institutions with which it does business.

Cash segregated under federal regulations is kept in a special account for the exclusive benefit of the Company's customers under SEC Rule 15c3-3.

Fixed Assets

Fixed assets are reported at cost less accumulated depreciation and amortization. Depreciation is calculated using the straight-line method. Furniture and equipment are depreciated over estimated useful lives ranging from three to seven years. Capitalized software includes purchased and internally developed software. Purchased software is amortized over three years using the straight-line method. Internally developed software represents internal and external costs incurred to develop internal use software during the application development stage. Once the internal use software is ready for its intended use, the accumulated development costs are amortized over three years using the straight-line method. When fixed assets are sold or otherwise disposed of, the cost and related accumulated depreciation are removed from the respective accounts. Repair and maintenance costs are expensed as incurred.

Fair Value Measurements

In accordance with the authoritative guidance on fair value measurements and disclosures under GAAP, the Company discloses the fair value of its investments in a hierarchy that prioritizes the inputs to valuation techniques used to measure the fair value. The fair value disclosure framework prioritizes and ranks the level of market price observability used in measuring assets and liabilities at fair value into three broad levels. In some instances, the inputs used to measure fair value might fall in different levels of the fair value hierarchy. Inputs are used in applying the various valuation techniques and broadly refer to the assumptions that market participants use to make valuation decisions, including assumptions about risk. Inputs may include price information, volatility statistics, specific and broad credit data, liquidity statistics and other factors. The level in the fair value hierarchy within which the fair value measurement in its entirety falls shall be determined based on the lowest level input that is significant to the fair value measurement in its entirety. Assessing the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the asset or liability. The categorization within the hierarchy is based upon the pricing transparency of the financial asset or liability and does not necessarily correspond to the Company's perceived risk or liquidity. See Note 3.

Revenue Recognition

On January 1, 2018, the Company adopted Topic 606, using the modified retrospective method. There was no impact to retained earnings as of January 1, 2018, or to revenue for the year-ended December 31, 2018, as recognition of revenue did not change as a result of implementing the new standard. The recognition and measurement of revenue is based on the assessment of individual contract terms. Significant judgment is required to determine whether performance obligations are satisfied at a point in time or over time; how to allocate transaction prices where multiple performance obligations are identified; when to recognize revenue based on the appropriate measure of the Company's progress under the contract; and whether constraints on variable consideration should be applied due to uncertain future events. Revenue is recognized upon transfer

Russell Investments Implementation Services, LLC

Notes to Financial Statements

December 31, 2018

of control of promised services to customers in an amount that reflects consideration to which the Company expects to be entitled in exchange for those services. The Company enters into contracts that can include multiple services, which are accounted for separately if they are determined to be distinct. In determining the transaction price, the Company considers multiple factors, including whether constraints on variable consideration should be applied due to uncertain future events. For some contracts, the Company has discretion to involve a third party in providing services to a customer.

Securities commissions

Securities commissions are generated entirely from brokerage activities for transition services, currency implementation, commission recapture services, and direct investing. For securities commissions, the Company believes that the performance obligation is satisfied on the trade date as that is when the underlying financial instrument or purchaser is identified, the pricing is agreed upon and the risks and rewards of ownership have been transferred to/from the customer.

Transition services

Transition services consists of facilitating changes to a client's portfolio. These changes include changing asset allocation or changes in asset managers. Compensation for this performance obligation consists of brokerage fees charged for trades to carry out the transition. The Company is the principal in these arrangements as it is responsible for the execution of the trades and completing the transition.

Currency implementation

Currency implementation consists of FX brokerage services. FX brokerage is designed to help clients manage costs, improve transparency and diversify counterparty risk. Compensation for this performance obligation consists of brokerage fees charged for trades. The Company is the principal in these arrangements as it is responsible for the execution of the trades.

Commission recapture

Commission recapture is a program that enables clients to minimize transaction costs by requesting that investment managers send specific trades through the Company by using one of the brokers included in the Company's network. The Company receives a portion of the fees paid to the brokers and remits a contractually agreed upon percentage to the client. The Company is the agent in these arrangements as the broker is ultimately responsible for the execution of the trades.

Directed trading

Directed trading consists of providing trading services to clients and affiliated funds. Compensation for this performance obligation consists of brokerage fees for trades. The Company is the principal in these arrangements as it is responsible for the execution of the trades.

Investment management fees

Investment management fee revenues consist of investment management services, overlay services, currency management services and interim investment management.

Investment management services

Investment management services represent fees charged to clients for discretionary and non-discretionary management of investment portfolios and managed accounts. Compensation for this performance obligation is generally calculated as a percentage of Assets Under Management ("AUM"). This performance obligation is satisfied over time because the customer is receiving and consuming the benefits as they are provided by the Company. The Company is the principal in these arrangements as it is responsible for and determines the level of service provided to the client.

Russell Investments Implementation Services, LLC

Notes to Financial Statements

December 31, 2018

Overlay and currency management services

Overlay management services represent fees charged to clients for an overlay program that supports a broad range of derivatives-based solutions. Compensation for this performance obligation is generally calculated as a percentage of average notional exposure of the fair value of the client's assets included in the overlay program. This performance obligation is satisfied over time because the customer is receiving and consuming the benefits as they are provided by the Company. The Company is the principal in these arrangements as it is responsible for and determines the level of service provided to the client.

As additional consideration for overlay services, the Company receives fees that vary based on specified performance measures. These performance based fees are considered variable consideration. Revenue is recognized when it is probable that a significant reversal will not occur.

Currency management services represents fees charged to clients for a currency management program that uses solutions to remove unintended exposures for a client's currency and/or add intended exposure. Compensation for this performance obligation is generally calculated as a percentage of average notional exposure of the fair value of the client's assets included in the currency management program. This performance obligation is satisfied over time because the customer is receiving and consuming the benefits as they are provided by the Company. The Company is the principal in these arrangements as it is responsible for and determines the level of service provided to the client.

Interim investment management

Interim investment management represents fees charged to clients for management of a client's portfolio for a short period of time to allow for a transition to a new manager. Compensation for this performance obligation is generally calculated as a percentage of the AUM of the client's portfolio under interim management. This performance obligation is satisfied over time because the customer is receiving and consuming the benefits as they are provided by the Company. The Company is the principal in these arrangements as it is responsible for and determines the level of service provided to the client.

Distribution and shareholder servicing fee revenue

Distribution and shareholder servicing fee revenue represents distribution, sales and marketing activities performed for affiliates. Compensation for this performance obligation is generally calculated as a percentage of AUM. This performance obligation is satisfied over time because the customer is receiving and consuming the benefits as they are provided by the Company. The Company is the principal in these arrangements as it is responsible for providing the distribution and sales and marketing services.

Other fee revenue

Other fee revenue includes investment services provided to clients of affiliates. These services are based on AUM and are recognized as the performance obligations are satisfied over time. The Company is the principal in these arrangements as it is responsible for providing the investment services.

Contract Balances

The timing of the Company's revenue recognition may differ from the timing of payment by its customers. The Company records receivables when revenue is recognized prior to payment and it has an unconditional right to payment. The Company had receivables related to revenue from contracts with customers of \$14,187,635 at December 31, 2018.

Accounts are deemed past due based on payment terms. The Company writes off delinquent accounts to the extent and at the time they are deemed to not be recoverable. There was no allowance for uncollectible accounts at December 31, 2018. The Company recorded a recovery of bad debt expense of \$4,624 for the year ended December 31, 2018.

Russell Investments Implementation Services, LLC

Notes to Financial Statements

December 31, 2018

Income Taxes

The Company is a single-member limited liability company classified as a disregarded entity and is included in the U.S. federal and separate state income tax returns with RIUIH, and combined state returns with Russell Investments US Retail Holdco, Inc. ("RIURH"). RIUIH and RIURH allocate these income taxes to the Company using the separate return method. Federal income taxes payable are recorded in due to affiliates. State income taxes payable are recorded in due to affiliates and taxes payable. State income taxes receivable are recorded through and included in prepaid expenses and other.

Consistent with the separate company method, and other than described above, deferred tax assets and liabilities are recorded for temporary differences between the tax basis of the Company's assets and liabilities and the reported amounts in the consolidated financial statements using the statutory tax rates in effect for the year when the reported amount of the asset or liability is expected to be recovered or settled, respectively. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income tax expense in the period that includes the enactment date. For each tax position taken or expected to be taken in a tax return, the Company determines whether it is more likely than not that the position will be sustained upon examination based on the technical merits of the position, including resolution of any related appeals or litigation. A tax position that meets the more likely than not recognition threshold is measured at the largest amount of benefit that is greater than 50% likely of being realized upon settlement. The Company recognizes the accrual of tax and interest on uncertain tax positions as a component of income tax expense.

Foreign Currency Transactions

The Company's reporting currency is the U.S. Dollar. Foreign currency transaction gains and losses arise from payments of commission credits in currencies other than U.S. Dollars.

Financial Instruments With Off-Balance Sheet Credit Risk

As a securities broker, the Company is engaged in buying and selling securities for a diverse group of institutional investors. The Company introduces these transactions for clearance to other broker-dealers on a fully disclosed basis.

The Company's exposure to credit risk associated with nonperformance of customers in fulfilling their contractual obligations pursuant to securities transactions can be directly impacted by volatile trading markets, which may impair customers' ability to deliver assets sufficient to settle their obligations for the original contracted amount. The agreements between the Company and its clearing brokers provide that the Company is obligated to assume any exposure related to such nonperformance by its customers. As the right to charge the Company has no maximum amount and applies to all trades executed through its clearing brokers, the Company believes there is no maximum amount assignable to this right. At December 31, 2018, the Company has recorded no liabilities with regard to the right. In addition, the Company has the right to pursue collection or performance from the customers who do not perform under their contractual obligations. The Company monitors its risk on these transactions on both an individual and group basis.

Stock-Based Compensation

Russell Investments Group has a Long-term Equity-Based Incentive Plan ("LTIP") covering eligible employees of the Company, as more fully described in Note 6. Equity-classified awards are measured at fair value as of the grant dates or modification dates and the resulting cost is recognized in the statement of operations over the period from the date of grant to the date when the award is no longer contingent upon the employee providing additional service (the required service period). For awards that vest upon retirement, the required service period does not extend beyond the date an employee is eligible for retirement. This situation can result in compensation expense being recognized over a period less than the stated vesting period.

Benefit Plans

The Company participates in an incentive plan for certain employees. The Performance Unit Plan ("PUP") provides the recipient the right to receive a cash payment equal to the plan value multiplied by the number of

Russell Investments Implementation Services, LLC
Notes to Financial Statements
December 31, 2018

units held upon vesting. The plan value is calculated formulaically based on the EBITDA of Russell Investments Group for the most recent financial year ended December 31, 2018. The PUP awards vest ratably (in equal parts) over a three year period on the anniversary of the grant date. The PUP awards will also vest immediately at the time of the participant's retirement, disability or death. The Company recognizes compensation expense for the plan on a straight line basis over the respective vesting period.

2. Fixed Assets

Fixed assets consisted of the following balances at December 31, 2018:

Software	\$ 10,799,484
Furniture and equipment	259,458
	<u>11,058,942</u>
Accumulated depreciation and amortization	(10,923,422)
	<u>\$ 135,520</u>

Depreciation and amortization expense related to fixed assets was \$341,776 for the year ended December 31, 2018.

3. Assets and Liabilities Measured at Fair Value on a Recurring Basis

The Company carries at fair value on a recurring basis in the statement of financial condition investments in money market mutual funds. The Company measures the fair value of its money market mutual funds using a market approach based on published net asset value per share.

Assets and liabilities measured and reported at fair value are classified and disclosed in one of the following categories based on the lowest level of input that is significant to the fair value measurement in its entirety:

- Level 1 Inputs are quoted prices (unadjusted) in active markets or exchanges for identical assets or liabilities. Investments included in this category include the money market mutual funds.
- Level 2 Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly as of the reporting date, and fair value is determined through the use of models or other valuation methodologies.
- Level 3 Inputs are unobservable inputs for the asset or liability. Unobservable inputs shall be used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset or liability at the measurement date. The inputs into the determination of fair value require significant management judgment or estimation. Assumptions used by the Company due to the lack of observable inputs may significantly impact the resulting fair value.

Fair Value Tabular Disclosures

The following table summarizes the valuation of the Company's assets measured at fair value on a recurring basis using the fair value hierarchy levels as of December 31, 2018:

	Level 1	Level 2	Level 3	Total
Assets				
Money market mutual funds	\$ 21,645,492	\$ —	\$ —	\$ 21,645,492

Russell Investments Implementation Services, LLC
Notes to Financial Statements
December 31, 2018

4. Current and Deferred Income Taxes

The tax effects of temporary differences that gave rise to the net deferred income tax assets as of December 31, 2018 are presented below:

Deferred income tax assets	
Tax deductible goodwill	\$ 53,236,740
Depreciation of fixed assets	690,462
Accrued incentive plan	403,211
Nondeductible reserves	77,478
Total deferred income tax assets	<u>54,407,891</u>
Deferred income tax liabilities	
Securities commission revenue	(32)
Total deferred income tax liabilities	<u>(32)</u>
Total deferred income tax assets, net	<u>\$ 54,407,859</u>

Deferred tax assets include tax deductible goodwill resulting from a deemed asset purchase of the Company in 2016.

Federal income taxes payable to RIUIH as of December 31, 2018 are \$555,139 and are included in due to affiliates. State income taxes payable to states as of December 31, 2018 are \$625,801 and included in taxes payable. State income taxes receivable as of December 31, 2018 are \$19,567 and are included in prepaid expenses and other.

The Company remains subject to examination by state jurisdictions for the period ending December 31, 2016. The Company's predecessor, Russell Implementation Services, Inc., remains subject to examination by certain state jurisdictions for certain years subsequent to and including 2014.

As of December 31, 2018, the Company has no gross unrecognized tax benefits. The Company recognizes interest and penalties on amounts due to tax authorities.

The Company does not believe it is reasonably possible that the total amount of unrecognized tax benefits will significantly increase or decrease within the next 12 months.

5. Benefit Plans

Retirement Plan

The Company participates in the Russell Investments Retirement Plan (the "Plan"), a defined contribution plan covering eligible employees. The Plan is sponsored by Russell Investments Group, LLC ("RI"), a subsidiary of Russell Investments Group, and allows for contributions to be made out of the Company's net operating profits at the discretion of the Board of Directors. Employees may also contribute a percentage of their compensation as defined by the Plan. The Company's contribution to the Plan was \$1,575,526 and was included in compensation and benefits expense for the year ended December 31, 2018.

Performance Unit Plan ("PUP")

The Company recognized expense of \$646,385 related to the PUP for the year ended December 31, 2018 and has an aggregate recorded liability of \$522,418 as of December 31, 2018 included in incentive compensation

Russell Investments Implementation Services, LLC

Notes to Financial Statements

December 31, 2018

liabilities. No awards were issued during the year ended December 31, 2018 and no additional awards will be issued under the PUP in the future.

6. Employee Compensation Arrangements

LTIP

The Company participates in the Russell Investments Group LTIP covering eligible employees. The LTIP provides for the award of stock options in Russell Investments Group's common stock. The maximum number of shares of Russell Investments Group common stock that are issuable, or are issued and outstanding, cannot exceed 4,916,000 shares of common stock. Awards that are canceled, forfeited, terminated or otherwise settled by the holder or by Russell Investments Group are available for award under the LTIP, subject to the above limitations.

Stock options that time vest generally vest over five years, 40% on the second anniversary date and the remaining 60% over 36 months in equal monthly installments. Stock options that vest upon performance vest 1/3 on the applicable earned reference date and the remaining 2/3 vest in two equal annual installments on each of the first anniversary and second anniversary of the earned reference date. Stock options generally expire 10 years from the date of grant. Certain awards vest earlier upon employee's retirement eligibility.

Russell Investments Group estimates the fair value of stock options using the Black-Scholes option pricing model, which requires, among other inputs, an estimate of the fair value of Russell Investments Group common stock on the date of grant and the expected volatility of the common stock over the expected term of the related grants. Stock options are granted with an exercise price equal to the per share fair value of Russell Investment's common stock at the date of grant. Russell Investments Group has determined that it was not practicable to calculate the volatility of its share price since its securities are not publicly traded and therefore, there is no readily determinable market value for its stock. Therefore, Russell Investments Group estimates its expected volatility based on reported market value data for a group of publicly traded companies, which it selected from certain market indices, that Russell Investments Group believes are relatively comparable after consideration of their size, stage of lifecycle, profitability, growth and risk and return on investment. Russell Investments Group uses the average expected volatility rates reported by the comparable group for the expected terms it estimates.

The expected terms of the stock options are derived from the average midpoint between the vesting and contractual term. The risk-free rate for the expected term of the awards is based on the U.S. Treasury yield curve at the time of grant. The expected annual dividend yield was based on Russell Investment's current dividend yield.

Russell Investments Group records expense on the graded method of attribution, net of expected forfeitures. The expense for the year ended December 31, 2018 was reduced by an estimated forfeiture rate of 3%.

For the year ended December 31, 2018, the Company recorded stock-based compensation expense of \$121,988 related to the LTIP. As of December 31, 2018, the Company's total unrecognized compensation cost related to nonvested awards is \$79,756, which will be recognized over the weighted-average remaining requisite service period of 3 years. The Company records a liability for the employer's portion of payroll taxes on stock-based compensation under the LTIP on the date of the event triggering the measurement and payment of the tax to the taxing authority.

Detail related to stock option activity under the LTIP, representing the Company's equity-classified awards, is as follows:

Russell Investments Implementation Services, LLC
Notes to Financial Statements
December 31, 2018

Stock Options- Time Based			
	Number of Shares Under Option	Weighted- Average Exercise Price	Weighted- Average Remaining Contractual Life (years)
Outstanding at January 1, 2018	89,031	\$ 3.85	
Exercised	(15,019)	3.03	
Outstanding at December 31, 2018	<u>74,012</u>	3.03	7.64
Exercisable at December 31, 2018	<u>21,842</u>	3.03	7.42
Vested and expected to vest at December 31, 2018	<u>63,584</u>	3.03	7.54

Stock Options- Performance Based			
	Number of Shares Under Option	Weighted- Average Exercise Price	Weighted- Average Remaining Contractual Life (years)
Outstanding at January 1, 2018	66,718	\$ 4.44	
Exercised	(3,822)	3.50	
Outstanding at December 31, 2018	<u>62,896</u>	3.03	7.93
Exercisable at December 31, 2018	<u>6,174</u>	3.03	8.24
Vested and expected to vest at December 31, 2018	<u>35,123</u>	3.03	7.95

18,841 stock options were exercised during the year ended December 31, 2018. The intrinsic value of stock options exercised during the year ended December 31, 2018 was \$215,009. The fair value of stock options vested during the year ended December 31, 2018 was \$1,011,559. No new options were granted during the year ended December 31, 2018.

7. Related Party Transactions

Related parties include affiliated funds and affiliated entities. Amounts due to and from affiliated entities and portions of the Company's revenues and operating expenses are from related parties.

Under a joint paymaster and a joint purchasing agreement, RI processes payroll transactions and payments for the direct expenses of the Company. Additionally, the Company is allocated certain negotiated charges such as office space, equipment and insurance charges. The Company reimburses RI monthly for these expenses. Amounts due to RI for these charges are \$153,209 at December 31, 2018 and are included in due to affiliates. Rent expense under this agreement was \$2,101,735 for the year ended December 31, 2018.

The Russell Investments Group and its subsidiaries follow a Transaction Allocation Methodology intended to conform to the relevant U.S. and local country tax laws and the Organization of Economic Cooperation and Development guidelines. RI acts as the monthly settlement agent for any payments or disbursements among the participating members associated with the effects of the Transaction Allocation Methodology. The amount recorded for transfer pricing under the Transaction Allocation Methodology for the year ended December 31, 2018 was \$19,844,516. The intercompany charge for transfer pricing is comprised of \$21,444,910 of expenses allocated to the Company which were incurred by other subsidiaries offset by \$1,600,394 allocated to the

Russell Investments Implementation Services, LLC

Notes to Financial Statements

December 31, 2018

Company for services provided to other subsidiaries. The amount due to RI is \$68,719 at December 31, 2018 and is included in due to affiliates.

The Company acts as an introducing broker for clients of the Russell Investments Group subsidiaries. The clients may elect to pay their fees to these subsidiaries with commission credits received from the Company. Commission credits paid to other Russell Investments Group subsidiaries for client fees totaled \$262,996 for the year ended December 31, 2018. There are no amounts payable to Russell Investments Group subsidiaries for these fees at December 31, 2018.

The Company has service agreements with multiple related parties. Under these agreements, the related parties agree to compensate the Company for providing investment services to their clients. For the year ended December 31, 2018, these fees were \$39,348,401, of which \$38,468,370 is included in investment management fees revenue and \$880,031 is included in other fee revenue. The amount receivable from these related parties for these fees is \$2,075,748 as of December 31, 2018 and is included as an offset in due to affiliates.

The Company has a Referral and Service agreement with Russell Investments Trust Company ("RITC"). Under this agreement, RITC agrees to compensate the Company for introducing prospective clients and investors along with providing client support services. For the year ended December 31, 2018, these fees were \$27,386,289 and are included in distribution and shareholder servicing fee revenue. The amount due from RITC at December 31, 2018 is \$215,772 and is included as an offset in due to affiliates.

The Company has entered into a participation agreement with Russell Institutional Funds Management, LLC ("RIFM") with respect to the Russell Institutional Funds, LLC ("RIFL"). Under this agreement, RIFM agrees to compensate the Company to solicit and receive offers to subscribe for interests in RIFL. For the year ended December 31, 2018, these fees were \$8,244,520 and are recorded as distribution and shareholder servicing fee revenue. The amount due from this related party for these fees at December 31, 2018 was \$10,063 and is included as an offset in due to affiliates.

The Company has service agreements with affiliated investment funds. Under these agreements, the affiliated funds agree to compensate the Company for providing agency brokerage and investment management services. For the year ended December 31, 2018 securities commissions revenue under these agreements totaled \$14,608,609 and total investment management fee revenue was \$4,397,635. The amount receivable from these affiliated investment funds for these fees is \$295,486 as of December 31, 2018 and is included in fees receivable.

The Company has entered into an expense sharing and support agreement with Russell Investments Capital, LLC ("RICAP"). Under this agreement the Company is compensated for providing marketing, distribution and client services on behalf of RICAP. For the year ended December 31, 2018, these fees were \$1,738,907 and are included in distribution and shareholder servicing fee revenue. The amount receivable from RICAP at December 31, 2018 was \$85 and is included as an offset in due to affiliates.

The Company has agreements with multiple related parties to perform investment management and investment services support activities on behalf of the Company. Fees paid by the Company in connection with these services are recorded as subadvisory, custodial and distribution fees. For the year ended December 31, 2018, these fees were \$10,733,385. The amount payable to these related parties for these fees was \$1,812,561 at December 31, 2018 and is included in due to affiliates.

Approximately 53.9% of revenue earned is generated from transactions with affiliated entities.

8. Net Capital and Reserve Requirements

The Company is subject to the SEC's uniform net capital rule ("Rule 15c3-1"), which requires the maintenance of minimum net capital, as defined. The Company has elected to use the alternative method permitted by Rule 15c3-1, which requires that the Company maintain net capital equal to the greater of 2% of aggregate debit items or \$250,000. At December 31, 2018, the Company has net capital of \$16,541,160, which is \$16,291,160 in excess of its minimum net capital requirement of \$250,000.

The Company operates under the provisions of Sections (k)(2)(i) and (k)(2)(ii) of Rule 15c3-3 of the Securities Exchange Act of 1934 and, accordingly, claims exemption from the provisions of that Rule.

9. Guarantees

In the normal course of business, the Company enters into contracts that contain a variety of representations that provide general indemnifications. The Company's maximum exposure under these arrangements is unknown, as this would involve future claims that may be made against the Company that have not yet occurred. However, the Company expects the risk of loss to be remote.

10. Contingencies

The Company has various claims and legal matters occurring in the normal course of business, which management, based upon the advice of legal counsel, does not expect to have a material adverse effect on the financial condition of the Company.

11. Subsequent Events

The Company has performed an evaluation of subsequent events through February 26, 2019, which is the date the financial statements were issued. No significant events were identified that would require disclosure in the notes to the financial statements.