

## Wells Fargo Funds Management

100 Heritage Reserve  
Menomonee Falls, Wisconsin 53051

Style: Small/Mid Cap Value  
Sub-Style: Traditional Value  
Firm Assets Under Management: \$92.2 billion<sup>^</sup>  
Firm Strategy Assets Under Management: \$21.0 million  
Year Founded: 1981  
Professional Staff: 410  
Firm Ownership: Wells Fargo Bank, N.A.  
CG IAR Status: Focus

## PRODUCT OVERVIEW

The WellsCap Value Equity team believes that its broad approach to value investing maximizes the opportunity to generate alpha and to do so with greater consistency than our peer group. By employing a multifaceted investment process that consists of quantitative idea generation and rigorous fundamental research, we are able to identify companies that exhibit attractive valuation characteristics and warrant further research. Fundamental research is then conducted to find small to mid capitalization companies with a positive dynamic for change that could move the stock price higher. The positive dynamic may include a change in management team, a new product or service, corporate restructuring, an improved business plan, a change in the regulatory environment, or expansion in the market cycle for the particular industry. We typically sell a security when its fundamentals deteriorate, when its relative valuation versus the peer group and market becomes expensive, for risk management considerations, or if more attractive opportunities are present in the marketplace.

## TARGET PORTFOLIO CHARACTERISTICS

Number of stock holdings:	13 to 160
Average dividend yield:	Similar to/Above the S&P 500
P/E ratio:	Similar to/Above the S&P 500
Cash level over market cycle:	0 to 10%
Risk (standard deviation):	Above the S&P 500
Average turnover rate:	40 to 50%
Use ADRs:	0 to 30%
Capitalization:	Large, Medium, Small and Micro companies

## RISK CONSIDERATIONS

Investing in securities entails risks, including: The stocks of small and medium-sized companies are often associated with higher risk than stocks of larger companies, including higher volatility. When investing in value securities, the market may not necessarily have the same value assessment as the manager, and, therefore, the performance of the securities may decline.

## MANAGER'S INVESTMENT PROCESS

- **Broad Approach to Investing:** We believe that different value opportunities perform well in different market cycles, and we look for the best opportunities across all segments of value investing, including intrinsic value, relative value, and contrarian value.
- **Focus on What Drives Stock Performance:** We look for measurable improvements in the income statement and the balance sheet as an indication that a stock is at an inflection point. We then conduct an in-depth, fundamental analysis to identify the positive dynamic that will drive stock price appreciation.
- **Deep, Experienced Investment Team:** Led by Charles Rinaldi, who has more than 30 years of investment experience, our ten-member team focuses solely on small- and mid-cap equity research.
- **Research- Driven Portfolio Construction:** We do not set ranges for sector weightings against the benchmark, and believe the best way to generate alpha is to let the process, rather than the index constituency, dictate where to invest.
- **Modest Trading:** The average holding period is two to three years, and we tend to let the winners ride.

## MANAGER'S INVESTMENT STRATEGY

- ☐ Top-down / portfolio structures based on economic trends  
☒ Bottom-up / portfolio structure based on individual securities

## % PROCESS BASED ON

0 Asset allocation - cash vs. stock  
15 Industry or sector weighting  
85 Stock Selection

PORTFOLIO'S ALLOCATION HISTORY (%)<sup>\*</sup>

	09/12	06/12	03/12	12/11
U.S. Stocks	69	71	72	73
ADRs/Non-U.S. Stocks	29	28	21	24
Unassigned	0	0	2	2
Cash/Cash Equivalents	2	1	4	1

## PORTFOLIO STATISTICS

	Wells	Russell 2500 VI	S&P 500	Wells
Number of stock holdings	118	1,778	500	128
Weighted average dividend yield	1.5%	2.1%	2.0%	1.8%
Weighted average P/E ratio <sup>†</sup>	15.52x	13.55x	15.20x	16.84x
Weighted average portfolio beta	—	—	—	0.89
Mega capitalization <sup>+</sup>	0.0%	0.0%	36.6%	0.0%
Large capitalization <sup>+</sup>	0.0%	0.0%	51.4%	0.0%
Medium capitalization <sup>+</sup>	0.0%	50.0%	11.9%	0.0%
Small capitalization <sup>+</sup>	0.0%	41.0%	0.2%	0.0%
Micro capitalization <sup>+</sup>	0.0%	9.0%	0.0%	0.0%

PORTFOLIO'S EQUITY SECTOR WEIGHTINGS <sup>+</sup>

	Wells	Russell 2500 VI	S&P 500	Wells
Sector				
Energy	19.50	7.37	11.30	16.68
Materials	22.83	6.88	3.50	14.79
Industrials	12.14	13.43	9.78	14.03
Consumer Discretionary	6.03	11.26	11.04	7.58
Consumer Staples	0.42	2.40	10.86	0.55
Health Care	8.69	6.40	12.00	8.70
Financials	17.04	32.55	14.60	18.12
Information Technology	9.36	9.62	20.12	11.97
Telecomm Services	1.38	1.24	3.28	1.03
Utilities	0.00	8.86	3.51	0.00
Miscellaneous	0.14	0.00	0.00	2.49
Cash/Cash Equivalents	2.47	0.00	0.00	4.06

PORTFOLIO'S TOP FIVE EQUITY HOLDINGS	%
InterOil Corp.	7.7
Randgold Resources Ltd	7.1
Sandstorm Gold Ltd.	3.1
Chimera Investment Corp.	2.7
OraSure Technologies Inc.	2.3

<sup>^</sup>As of 06/30/2012. Information as of 09/30/2012 is not yet available.

<sup>†</sup>The P/E used here is calculated by the harmonic mean.

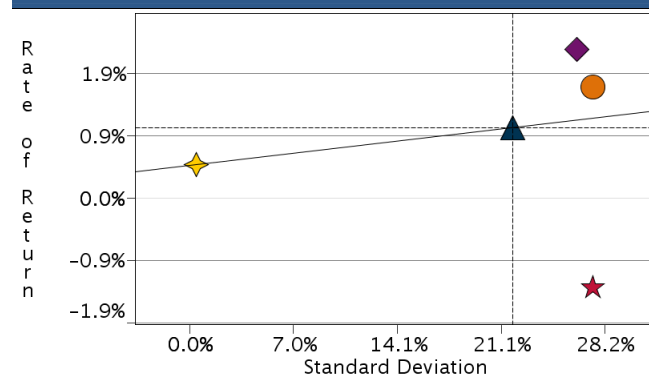
<sup>+</sup>Total may not equal 100% due to rounding.

## Wells Capital Management

Style: Small/Mid Cap Value

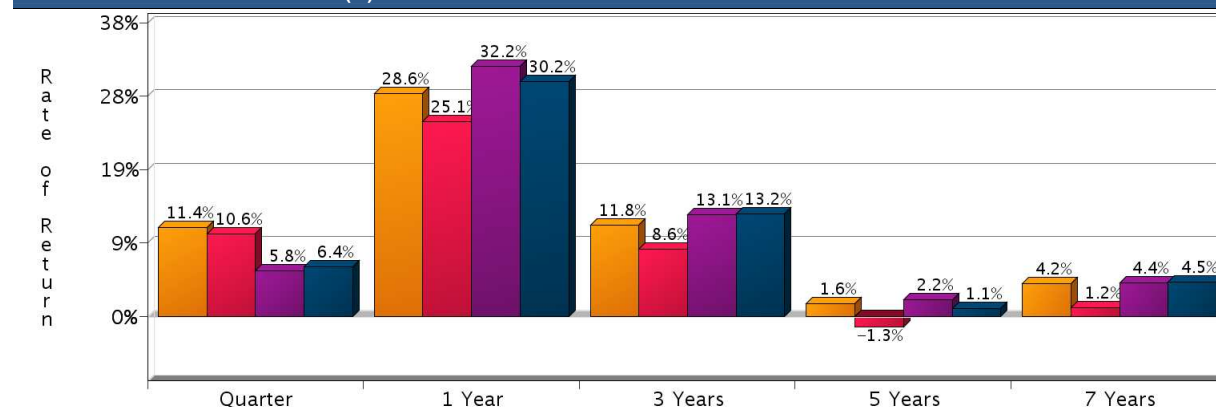
Sub-Style: Traditional Value

## RISK/RETURN ANALYSIS – 5 YEARS ENDING 09/30/12



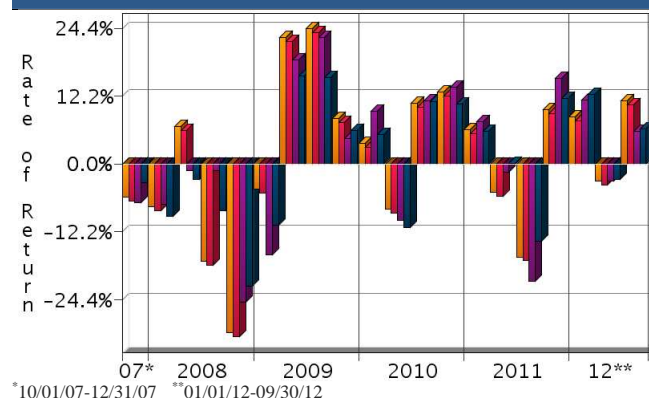
	STD	ROR
Wells (Gross)	27.36	1.65
Wells (Net)	27.33	-1.33
Russell 2500 VI	26.27	2.21
S&P 500	21.89	1.05
90-Day T-Bills	0.43	0.50

## AVERAGE ANNUAL TOTAL RETURN (%) – PERIODS ENDING 09/30/12



INVESTMENT RESULTS	Annual Rates of Return (%)				7 Year - Ending 09/30/12		
	2005	2006	2007	2008	2009	2010	2011
Wells (Gross)	15.59	15.26	-0.28	-43.35	57.87	19.47	-7.88
Wells (Net)	12.31	11.99	-3.22	-45.29	53.71	16.10	-10.51
Russell 2500 VI	7.74	20.18	-7.27	-31.99	27.68	24.82	-3.36
S&P 500	4.91	15.80	5.49	-37.00	26.46	15.06	2.11

## RISK VOLATILITY



	Number Of	Up Qtrs.	Down Qtrs.
Wells (Gross)		11	9
Wells (Net)		11	9
Russell 2500 VI		10	10
S&P 500		11	9

## PORTFOLIO'S QUARTERLY RETURNS (%)

	Quarter 1		Quarter 2		Quarter 3		Quarter 4	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net
2005	-1.66	-2.40	2.36	1.62	14.23	13.49	0.53	-0.21
2006	11.01	10.27	-2.81	-3.55	-0.36	-1.10	7.22	6.48
2007	1.60	0.86	5.60	4.86	-1.19	-1.93	-5.94	-6.68
2008	-7.67	-8.41	6.72	5.98	-17.44	-18.18	-30.36	-31.10
2009	-4.54	-5.28	22.77	22.03	24.42	23.68	8.27	7.53
2010	3.72	2.98	-8.13	-8.87	10.95	10.21	13.00	12.26
2011	6.18	5.44	-5.02	-5.76	-16.78	-17.40	9.76	9.04
2012	8.51	7.77	-3.06	-3.78	11.43	10.61		

Related

Select UMA

PORTFOLIO'S RISK STATISTICS – PERIODS ENDING 09/30/12<sup>1,2</sup>

	3 Year	5 Year
Standard Deviation	18.72%	27.36%
Standard Deviation of Primary Benchmark	21.71%	26.27%
Sharpe Ratio	0.62	0.04
Sharpe Ratio of Primary Benchmark	0.60	0.07
Alpha	0.98%	0.09%
Beta	0.81	0.94
Downside Risk	5.76%	9.00%
R-Squared	0.89	0.82
Tracking Error	7.53%	11.91%
Information Ratio	-0.17	-0.05

PORTFOLIO DIVERSIFICATION - R<sup>2</sup> (INCEPTION THROUGH 09/12)\*

	R <sup>2</sup>
Wells vs. S&P 500	0.85
Wells vs. Russell 2500 VI	0.81

\*Statistics are calculated using gross of fee performance only.

1. Statistics are calculated using gross of fee performance only.  
 2. Russell 2500 VI was used as the primary benchmark and the 90-Day U.S. T-Bill Index as the risk-free benchmark.

See page 3 for a discussion of the sources of the performance data used to calculate the performance results and related analyses on page 2.

Past performance is no guarantee of future results. This profile is not complete without pages 3 and 4, which contain important notes, including disclosures about the composite, index descriptions and a glossary of terms. Information shown is as of September 30, 2012, unless otherwise noted. All data are subject to change.

## IMPORTANT NOTES AND DISCLOSURES

### COMPOSITE DISCLOSURES

**Past performance is no guarantee of future results. Actual individual account results may differ from the performance shown in this profile. There is no guarantee that this investment strategy will work under all market conditions. Do not use this profile as the sole basis for your investment decisions.**

Performance results in this profile are calculated assuming reinvestment of dividends and income. Returns for more than one year are annualized and based on quarterly data. Returns for periods of less than a calendar year show the total return for the period and are not annualized.

**Sources of Performance Results and Other Data:** The performance data and certain other information for this strategy (including the data on page 1 of this profile) reflect the investment manager's results in managing Morgan Stanley program accounts, or the investment manager's results in managing accounts and investment products, in the same or a substantially similar investment discipline. (For periods through June 2012, the Fiduciary Services program operated through two channels - Morgan Stanley channel and the Smith Barney channel - and any performance and other data relating to Fiduciary Services accounts shown here for these periods is calculated using accounts in only one of these channels.) This information for the investment manager is presented solely to provide information about accounts that were managed according to investment objectives and strategies the same or substantially similar to the corresponding investment discipline in the Select UMA program. Although the Fiduciary Services and Select UMA programs are both Morgan Stanley managed account programs, the performance results and other features of similar investment disciplines in the two programs may differ due to investment and operational differences. For example, the individual investment disciplines in the Select UMA accounts may contain fewer securities, which would lead to a more concentrated portfolio. The automatic rebalancing, wash sale loss and tax-harvesting features of the Select UMA program, which are not available in Fiduciary Services, also could cause differences in performance. Accordingly, the performance of the accounts in the Fiduciary Services program is not, and may differ significantly from, the performance of the accounts in the Select UMA program and should not be considered indicative of or a substitute for Select UMA performance. Similarly, performance results of the investment manager's composites may differ from those of Select UMA accounts managed in the same or a substantially similar investment discipline.

### Related Performance:

The performance composite calculated by Wells Fargo Managed Account Services includes all new discretionary, fee-paying equity accounts at the beginning of the first full calendar month following the initial contribution. All new discretionary, fee-paying fixed income accounts are included in a composite at the beginning of the third full calendar month following the initial contribution. Closed accounts are excluded from the composite after the last full month for which we have discretion. Accounts are removed from the composite if any deposit or withdrawal during a month exceeds 50% of the beginning market value of the account for that month. An account is removed from the composite if it has requested an investment restriction on more than four individual securities or more than two industry sectors. The Wells Fargo Managed Account Services' gross of fees composite performance is presented before the deduction of investment advisory fees and before the deduction of transaction costs. The Wells Fargo Managed Account Services' net of fees composite performance is presented after the deduction of investment advisory fees and after the deduction of transaction costs. The composite return is the summation of the asset-weighted returns of the constituent accounts. The weighting is based on the account market value at the beginning of the period. Net of fee composite returns are calculated using a model fee, which is the maximum annual advisory fee based upon the fee schedule in effect during each respective performance period.

### Select UMA Performance:

In this profile, the performance from 1/1/2011 through June 2012 consists of accounts in either the Morgan Stanley or the Smith Barney form of the Fiduciary Services program. From July 2012, performance consists of all Fiduciary Services accounts managed by the investment manager in the strategy, subject to any other limitations stated in this profile. Performance composites calculated by Morgan Stanley include all fee-paying portfolios with no investment restrictions. New accounts are included upon the first full quarter of performance. Terminated accounts are removed in the quarter in which they terminate. Performance is calculated on a total return basis and by asset weighting the individual portfolio returns using the beginning of period values.

**Past performance is no guarantee of future results.** This profile is not complete without pages 3 and 4, which contain important notes, including disclosures about the composite, index descriptions and a glossary of terms. Information shown is as of September 30, 2012, unless otherwise noted. All data are subject to change.

**Gross Performance:** Wells' gross results do not reflect a deduction of any investment advisory fees or program fees, charged by Wells or Morgan Stanley, but are net of commissions charged on securities transactions.

**Net Performance for all Periods:** Net performance results reflect a deduction of 0.7425% quarterly. This consists of three components: 0.625% maximum quarterly MS Advisory Fee and 0.03% maximum quarterly Program Overlay Fee (which, together cover the services provided by Morgan Stanley), plus 0.0875% quarterly SMA Manager Fees (being the fee currently charged by Wells to new clients for managing their assets in the Select UMA program). The SMA Manager Fees may differ from manager to manager, and managers may change their fee to new clients from time to time. If you select this manager for your account, check the SMA Manager Fees specified in the written client agreement, in case these have changed since you received this profile.

Morgan Stanley program fees are usually deducted quarterly, and have a compounding effect on performance. The Morgan Stanley program fee, which differs among programs and clients, is described in the applicable Morgan Stanley ADV brochure, which is available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV) or on request from your Financial Advisor or Private Wealth Advisor.

### Focus List, Approved List, and Watch Status:

Consulting Group Investment Advisor Research ("CG IAR") uses two methods to evaluate investment products in applicable advisory programs. In general, strategies that have passed a more thorough evaluation may be placed on the "Focus List", while strategies that have passed through a different and less comprehensive evaluation process may be placed on the "Approved List". Sometimes an investment product may be evaluated using the Focus List process but then placed on the Approved List instead of the Focus List.

Investment products may move from the Focus List to the Approved List, or vice versa. CG IAR may also determine that an investment product no longer meets the criteria under either evaluation process and will no longer be recommended in investment advisory programs (in which case the investment product is given a "Not Approved" status).

CG IAR has a "Watch" policy and may describe a Focus List or Approved List investment product as being on "Watch" if CG IAR identifies specific areas that (a) merit further evaluation by CG IAR and (b) may, but are not certain to, result in the investment product becoming "Not Approved". The Watch period depends on the length of time needed for CG IAR to conduct its evaluation and for the investment manager to address any concerns. CG IAR may, but is not obligated to, note the Watch status in this report with a "W" or "Watch" on the cover page.

For more information on the Focus List, Approved List, and Watch processes, please see the applicable Morgan Stanley ADV brochure. Your Financial Advisor or Private Wealth Advisor can provide on request a copy of a paper entitled "Manager Research and Selection: A Disciplined Process".

### ADDITIONAL DISCLOSURES

The information about a representative account is for illustrative purposes only. Actual account holdings, performance and other data will vary depending on the size of an account, cash flows within an account, and restrictions on an account. Holdings are subject to change daily. The information in this profile is not a recommendation to buy, hold or sell securities.

Actual portfolio statistics may vary from target portfolio characteristics.

The investment manager may use the same or substantially similar investment strategies, and may hold similar portfolios of investments, in other portfolios or products it manages (including mutual funds). These may be available at Morgan Stanley or elsewhere, and may cost an investor more or less than this strategy in Morgan Stanley's Select UMA program.

The portfolio may, at times, invest in exchange-traded funds (ETFs), which are a form of equity security in seeking to maintain continued full exposure to the broad equity market.

Morgan Stanley investment advisory programs may require a minimum asset level and, depending on your specific investment objectives and financial position, may not be suitable for you. Investment advisory program accounts are opened pursuant to a written client agreement.

The investment manager acts independently of, and is not an affiliate of, Morgan Stanley Smith Barney LLC.

Morgan Stanley Smith Barney LLC Member SIPC.

## INDEX DESCRIPTIONS

### 90-Day T-Bills

The 90-Day Treasury Bill is a short-term obligation issued by the United States government. T-bills are purchased at a discount to the full face value, and the investor receives the full value when they mature. The difference of 'discount' is the interest earned. T-bills are issued in denominations of \$10,000 (auction) and \$1,000 increments thereafter.

### Russell 2500 VI

The Russell 2500 Value Index is representative of the U.S. market for smaller to medium capitalization stocks containing those companies in the Russell 2500 Index with lower price-to-book ratios and lower forecasted growth.

### S&P 500

The S&P 500 has been widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index has over US\$ 5.58 trillion benchmarked, with index assets comprising approximately US\$ 1.31 trillion of this total. The index includes 500 leading companies in leading industries of the U.S. economy, capturing 75% coverage of U.S. equities. This index includes dividend reinvestment.

**Indices are unmanaged and have no expenses. You cannot invest directly in an index.**

## GLOSSARY OF TERMS

**Alpha** is a mathematical estimate of risk-adjusted return expected from a portfolio above and beyond the benchmark return at any point in time.

**American Depositary Receipts (ADRs)** are receipts for shares of a foreign-based corporation held in the vault of a U.S. bank.

**Average Portfolio Beta** is a measure of the sensitivity of a benchmark or portfolio's rates of return to changes against a market return. The market return is the S&P 500 Index. It is the coefficient measuring a stock or a portfolio's relative volatility.

**Capitalization** is defined as the following: Mega (Above \$100 billion), Large (\$12 to \$100 billion), Medium (\$2.5 - \$12 billion), Small (\$.50 - \$2.5 billion) and Micro (below \$.50 billion).

**Downside Risk** is a measure of the risk associated with achieving a specific target return. This statistic separates portfolio volatility into downside risk and upside uncertainty. The downside considers all returns below the target return, while the upside considers all returns equal to or above the target return.

**Duration** is a measure of price sensitivity expressed in years.

**Information Ratio** is a measure of the investment manager's skill to add active value against a given benchmark relative to how stable that active return has been. Essentially, the information ratio explains how significant a manager's alpha is. Therefore, the higher the information ratio, the more significant the alpha.

**Investment Grade Bonds** are those rated by Standard & Poor's AAA (highest rated), AA, A or BBB (or equivalent rating by other rating agencies or, in the case of securities not rated, by the investment manager).

**Price/Earnings Ratio (P/E Ratio)** shows the multiple of earnings at which a stock sells. Determined by dividing current stock price by current earnings per share (adjusted for stock splits). Earnings per share for the P/E ratio are determined by dividing earnings for past 12 months by the number of common shares outstanding. The P/E ratio shown here is calculated by the harmonic mean.

**R<sup>2</sup> (R-Squared)/Portfolio Diversification** indicates the proportion of a security's total variance that is benchmark-related or is explained by variations in the benchmark.

**Sharpe Ratio** measures the efficiency, or excess return per unit of volatility, of a manager's returns. It evaluates managers' performance on a volatility-adjusted basis.

**Standard Deviation** is a statistical measure of historical variability or spread of returns around a mathematical average return that was produced by the investment manager over a given measurement period. The higher the standard deviation, the greater the variability in the investment manager's returns relative to its average return.

**Tracking Error** represents the standard deviation of the difference between the performance of the investment strategy and the benchmark. This provides a historical measure of the variability of the investment strategy's returns relative to its benchmark.