

# ELESSAR

INVESTMENT MANAGEMENT

SMALL CAP VALUE

## Management Team

### Richard A. Giesen, Jr.

Chief Investment Officer

Years Experience: 20

### Ori Elan

Portfolio Manager

Years Experience: 5

### Mitchell W. Krahe

Chief Operating Officer

Years Experience: 10

## Objective

The Small Cap Value strategy invests with the objective of above market risk adjusted returns. 40-60 equities are selected on a bottom-up basis from a universe of small cap stocks with market capitalizations of approximately \$150 million to \$2.5 billion.

## Philosophy & Process

Buying quality for the least expensive price is the essence of value investing. We seek the most opportunistic intersection between quality and price by adhering to the following investment process:

- Refining the total small cap universe for liquidity considerations.
- Ranking each available company by the Quality at an Acceptable Price Model (QAPM) score. QAPM is a proprietary and trademarked front end stock screening tool.
- Applying additional timeliness factors to top quintile QAPM scores, including sentiment and momentum.
- Performing rigorous bottom-up fundamental research analysis.
- Dynamic Buy/Sell Discipline that includes price targets for each holding and relative price performance monitoring.

## Performance Returns

	Preliminary Performance as of 12/31/08				Annualized		Cumulative
	DEC	QTD	YTD	1 Year	2 Year	ITD*	ITD*
<b>EIM SCV (Gross)</b>	<b>7.31</b>	<b>-22.29</b>	<b>-21.91</b>	<b>-21.91</b>	<b>-14.44</b>	<b>-7.18</b>	<b>-18.54</b>
<b>EIM SCV (Net)</b>	<b>7.31</b>	<b>-22.46</b>	<b>-22.61</b>	<b>-22.61</b>	<b>-15.15</b>	<b>-7.91</b>	<b>-20.29</b>
Russell 2000 Value	6.15	-24.89	-28.92	-28.92	-19.92	-12.26	-30.24
<b>Elessar Lipper Percentile Rank</b>	<b>21.48</b>	<b>2.59</b>	<b>2.59</b>	<b>13.89</b>	<b>9.87</b>	<b>9.88</b>	

\*Inception 04/01/2006

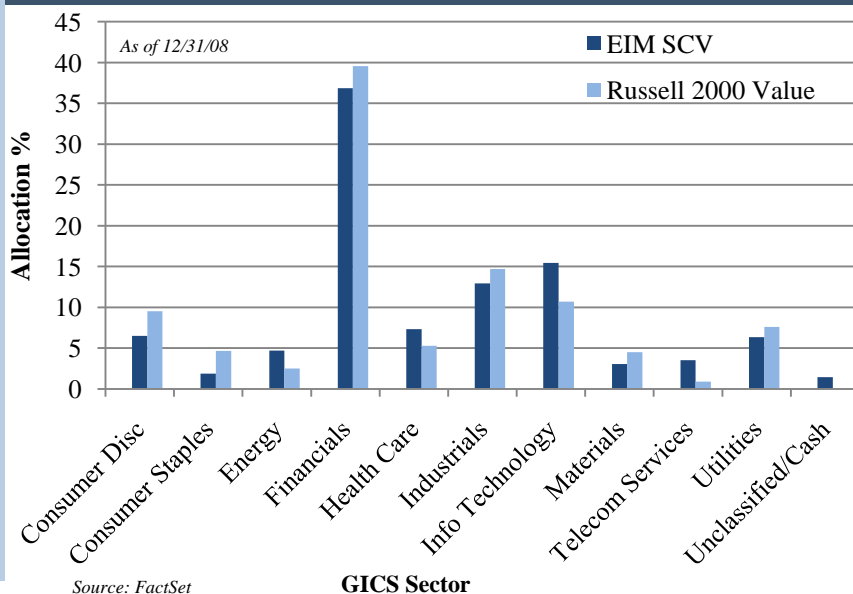
Sources: Internal (Advent Axis), Russell, FactSet, Merrill Lynch

## Portfolio Characteristics

As of 12/31/08	EIM SCV	Russell 2000 Value
Avg. Market Cap	<b>\$1154</b>	\$855
L12M P/E	<b>12.4</b>	11.7
N12M P/E	<b>9.8</b>	11.7
Price/Book	<b>1.1</b>	0.9
Price/Sales	<b>0.7</b>	0.5
Dividend Yield	<b>1.1%</b>	3.7%
Payout Ratio	<b>13.4%</b>	20.8%
ROE	<b>10.7</b>	6.5
Long Term Debt/Capital	<b>27.6%</b>	29.8%
L12M EPS Growth	<b>4.4%</b>	-11.9%
Beta vs. S&P500	<b>1.02</b>	1.09

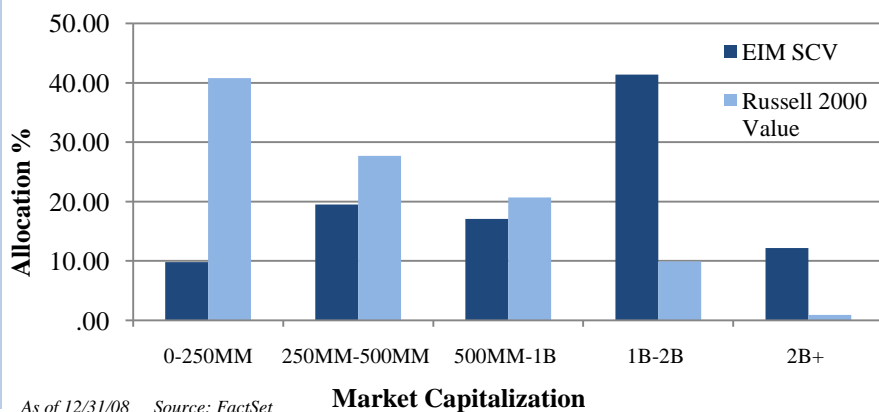
Source: Internal calculations, Reuters Database & FactSet

## Sector Allocation



ELESSAR SMALL CAP VALUE

Relative Market Capitalizations



As of 12/31/08 Source: FactSet

Market Capitalization

Risk Controls

The essential elements of our proactive risk management process are:

- Front-End Screen: QAPM Biased Against High Risk
- Extensive Bottom-up Fundamental Research Analysis
- Robust Buy/Sell Discipline
- Portfolio Construction Parameters
- Monitor Portfolio Style Designation

Risk/Reward Analysis

Multi-Statistic Report

Period: 04/2006 to 12/31/2008

Benchmark: Russell 2000 Value - Total Return

Frequency: M

Currency: USD

Description	Annualized Return	Annualized StandardDev	Beta	Annualized Alpha	Sharpe Ratio	R-Square	# Observ	Info Ratio	Tracking Error
Elessar Small Cap Value - Gross	-7.19	19.98	1.00	5.96	-0.56	89.36	33.00	0.78	6.52
Elessar Small Cap Value - Net	-7.92	19.99	1.00	5.14	-0.59	89.23	33.00	0.66	6.56
Russell 2000 Value - Total Return	-12.27	18.95	1.00	0.00	-0.86	100.00	33.00	NA	0.00

Source: FactSet

Performance Attribution

EIM SCV vs. Russell 2000 Value  
Period: 04/2006 to 12/31/2008  
(U.S. Dollar)

GICS Sector

Consumer Discretionary

Consumer Staples

Energy

Financials

Health Care

Industrials

Information Technology

Materials

Telecommunication Services

Utilities

[Cash]

Unassigned

Total

Elessar Small Cap Value			Russell 2000 Value			Variation			Attribution Analysis			
Average Weight	Total Return	Contribution To Return	Average Weight	Total Return	Contribution To Return	Average Weight	Total Return	Contribution To Return	Allocation Effect	Selection Effect	Interaction Effect	Total Effect
8.77	-15.18	-0.94	12.56	-62.20	-8.72	-3.79	47.02	7.79	1.81	7.94	-2.51	7.24
2.16	-9.67	-1.33	3.83	-3.57	-0.46	-1.66	-6.09	-0.88	-0.43	-0.11	-0.48	-1.02
5.28	-72.29	-7.64	4.54	-44.25	-0.96	0.75	-28.03	-6.67	-2.39	-2.44	0.00	-4.83
31.14	-20.18	-4.46	33.69	-34.73	-9.28	-2.56	14.55	4.82	0.36	5.78	-0.79	5.35
7.67	-11.54	-1.64	4.98	-3.75	-0.62	2.69	-7.79	-1.02	0.92	0.18	-0.59	0.51
15.59	-16.71	-1.52	13.73	-19.38	-2.86	1.85	2.67	1.34	0.02	1.29	-0.42	0.88
17.00	-32.70	-4.15	12.33	-46.42	-6.48	4.67	13.72	2.33	-0.42	2.13	1.38	3.09
4.14	18.63	1.09	6.74	-6.65	-0.29	-2.60	25.28	1.38	-0.61	-0.45	0.38	-0.68
0.51	33.46	0.61	1.53	-45.86	-0.68	-1.02	79.32	1.30	0.33	0.23	0.12	0.68
3.20	56.98	1.61	5.55	6.47	0.31	-2.35	50.51	1.30	-0.33	1.89	-0.79	0.77
4.54	10.09	0.33	--	--	--	4.54	10.09	0.33	0.22	--	--	0.22
--	--	--	0.52	-21.62	-0.22	-0.52	21.62	0.22	0.03	--	--	0.03
<b>100.00</b>	<b>-18.03</b>	<b>-18.03</b>	<b>100.00</b>	<b>-30.27</b>	<b>-30.27</b>	<b>--</b>	<b>12.24</b>	<b>12.24</b>	<b>-0.50</b>	<b>16.44</b>	<b>-3.69</b>	<b>12.24</b>

Source: FactSet. Holdings data for Elessar Small Cap Value is 3/31/2006 through 12/31/2008; and for the Russell 2000 Value Index is 3/31/2006 through 12/31/2008. Attribution calculations are gross of management fees, do not include intraday trading, and thus, do not represent actual portfolio returns. The actual returns will be reduced by the management fees of the account. The collection of fees produces a compounding effect on the total rate of return net of management fees. As an example, the effect of investment management fees on the total value of a client's portfolio assuming (a) quarterly fee assessment, (b) \$1,000,000 investment, (c) portfolio return of 8% a year, and (d) 1.00% annual investment advisory fee would be \$10,416 in the first year, and cumulative effects of \$59,816 over five years and \$143,430 over ten years.

Important Disclosure Information

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