

# SMALL CAP CONCENTRATED

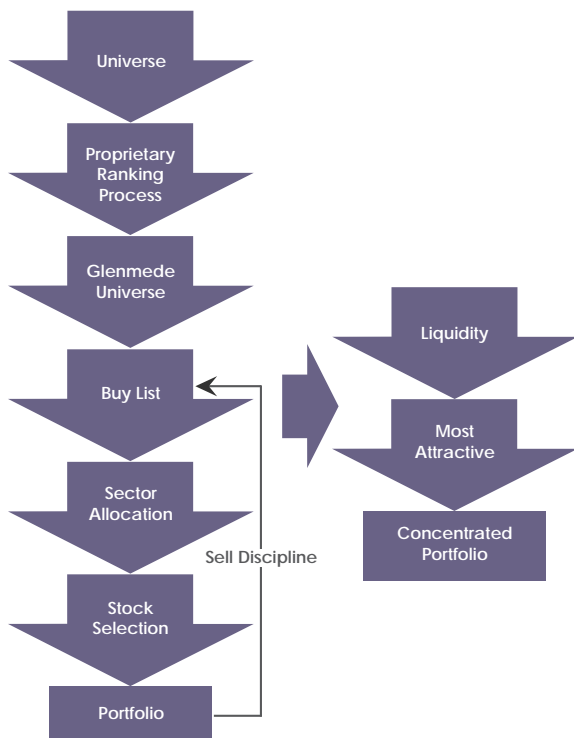
4TH QUARTER 2011

## Investment Objective

Glenmede's approach to small cap investing is long term and risk averse. We believe a diversified portfolio of stocks that are inexpensive and exhibiting company-specific positive trends will outperform the market.

## Investment Process

- Invests in small cap companies with an attractive combination of valuation, fundamentals and positive earnings/sales momentum.
- Portfolio is based on proprietary, multi-factor models to rank stocks within each sector.
- The portfolio seeks to provide broad diversification across sectors, industries and individual companies.
- Candidates are Russell 2000 stocks or issuers with less than \$2.5 billion in market capitalization.



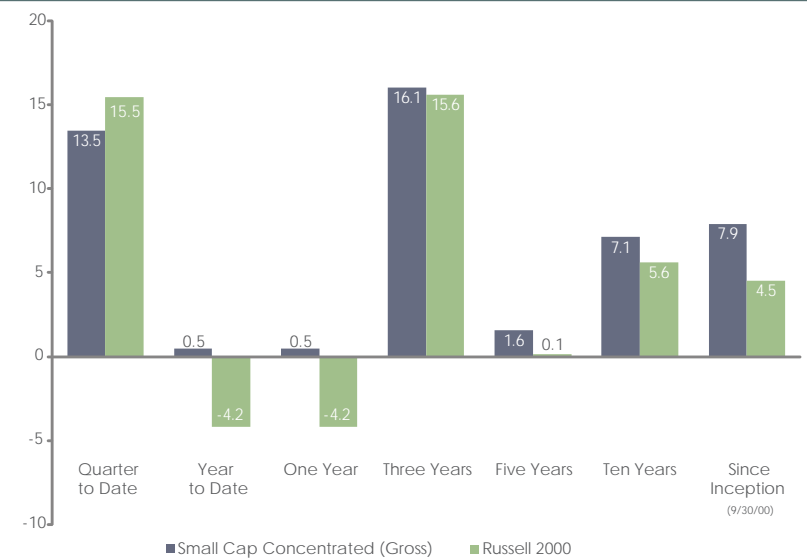
## Product Highlights

- Core small cap strategy benchmarked to the Russell 2000
- Blend of quantitative and fundamental investment process
- Inception date of September 30, 2000

## Returns Based Statistics (vs. Russell 2000)

	One Year	Three Year	Five Year	Ten Year
Alpha	5.3%	0.8%	1.5%	1.7%
Excess Return (Gross)	4.6%	0.4%	1.4%	1.5%
Excess Return (Net)	3.6%	-0.7%	0.4%	0.5%
Information Ratio	1.1	0.1	0.3	0.3
Tracking Error	4.2%	4.9%	5.4%	5.7%
Std. Dev. (Portfolio)	23.7%	24.9%	24.4%	20.4%
Std. Dev. (Benchmark)	22.3%	25.0%	24.3%	21.0%
R <sup>2</sup>	0.97	0.96	0.95	0.93
Beta	1.05	0.98	0.98	0.93

## Performance (% as of 12/31/11)



As of 12/31/11, net returns for Quarter to Date, Year to Date, One Year, Three Years, Five Years and Since Inception were 13.2, -0.5, -0.5, 14.9, 0.6, 6.1, and 6.9 respectively.

Management Team	Portfolio Characteristics																												
Robert J. Mancuso, CFA, <i>Portfolio Manager</i> 30 years investment experience	Glenmede Small Cap Conc.	Russell 2000																											
Christopher J. Colarik, <i>Portfolio Manager</i> 17 years investment experience	Number of Holdings	1,789																											
		1,232																											
	Weighted Avg. Market Cap	1.8																											
		1.2																											
	P/E	12.8																											
		15.6																											
	P/B	1.6																											
		1.6																											
	ROE	15.2																											
		9.4																											
	Long Term EPS Estimate	18.4																											
		22.7																											
Sector Diversification (%)	Top Ten Holdings (as of 12/31/11)																												
<table border="1"> <caption>Sector Diversification (%)</caption> <thead> <tr> <th>Sector</th> <th>Small Cap Concentrated (%)</th> <th>Russell 2000 (%)</th> </tr> </thead> <tbody> <tr> <td>Basic Industry</td> <td>17</td> <td>18</td> </tr> <tr> <td>Consumer</td> <td>21</td> <td>22</td> </tr> <tr> <td>Energy</td> <td>7</td> <td>6</td> </tr> <tr> <td>Financial Services</td> <td>18</td> <td>16</td> </tr> <tr> <td>Health Care</td> <td>12</td> <td>13</td> </tr> <tr> <td>Real Estate</td> <td>7</td> <td>8</td> </tr> <tr> <td>Technology</td> <td>16</td> <td>16</td> </tr> <tr> <td>Utilities</td> <td>5</td> <td>4</td> </tr> </tbody> </table>	Sector	Small Cap Concentrated (%)	Russell 2000 (%)	Basic Industry	17	18	Consumer	21	22	Energy	7	6	Financial Services	18	16	Health Care	12	13	Real Estate	7	8	Technology	16	16	Utilities	5	4	Centene Corp.	2.9%
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	Buffalo Wild Wings Inc.	2.6%																											
	Maximus Inc.	2.6%																											
	Protective Life Corp.	2.5%																											
	Triumph Group Inc.	2.5%																											
	ICU Medical Inc.	2.5%																											
	ProAssurance Corp.	2.5%																											
	Mednax Inc.	2.5%																											
	Bank of the Ozarks Inc.	2.4%																											
	Cardtronics Inc.	2.4%																											
	<b>Total</b>	<b>25.4%</b>																											

For more information, contact:

Joseph D. Shelly at 215.419.6009 / joe.shelly@glenmede.com

**Returns represent past performance and are not indicative of future results.**

Actual performance may be lower or higher than the performance quoted.

The "Firm" is defined as all investment advisory accounts managed by Glenmede Investment Management LP.

Glenmede Investment Management LP claims compliance with the Global Investment Performance Standards (GIPS®). A GIPS® compliant presentation, as well as a complete list of firm composites and performance, can be requested from Joe Shelly at 215.419.6009

The Small Cap Concentrated Composite objective is to provide maximum long-term total return consistent with reasonable risk to principal, by investing primarily in common stocks with market capitalization at the time of purchase less than the maximum capitalization permitted for a stock in the Russell 2000 Index. Number of names in this strategy is limited to 50 companies. All fully discretionary Small Cap Concentrated accounts with minimum market value of \$5.0 million are eligible for inclusion in this composite.

All returns are calculated in U.S. dollars and include the reinvestment of dividends, income and capital gains. Returns are shown both gross and net of investment management fees.

The comparative benchmark is the Russell 2000 Index. The Russell 2000 Index is an unmanaged, market-value weighted index with dividends reinvested, which measures the performance of the 2,000 companies that are between the 1,000th and 3,000th largest in the market. **One cannot invest directly in an index.**

**Alpha:** measures risk-adjusted performance against the relative benchmark. **Beta:** systematic risk of a portfolio; represents sensitivity to the benchmark. **Long-term EPS Growth Estimate:** projected estimate of earnings per share growth over 5 years (where available); calculated for each stock in the portfolio using 3 years (where available) of historical earnings as provided by Compustat and 2 years (where available) of projected earnings growth as provided by First Call (where available) for each stock in the portfolio; EPS growth estimate is the portfolio mean. **Excess Return (Gross):** amount that gross returns exceed relative benchmark return. **Excess Return (Net):** amount that net returns exceed relative benchmark return. **Information Ratio:** ratio of expected return to risk, as measured by standard deviation. **Price to Book (P/B):** ratio of stock price to per share shareholders' equity. **Price to Earnings (P/E):** ratio of stock price to earnings. **R<sup>2</sup>:** measures how much performance reflects the returns from the relative market. **Return on Equity:** net income divided by equity. **Standard Deviation:** measures dispersion of a set of data from its mean. **Tracking Error:** measures the active risk of the portfolio and the annualized standard deviation of the excess returns between the portfolio and its benchmark. **Weighted Average Market Cap:** total value of all outstanding shares weighted to reflect the portfolio's positions.