

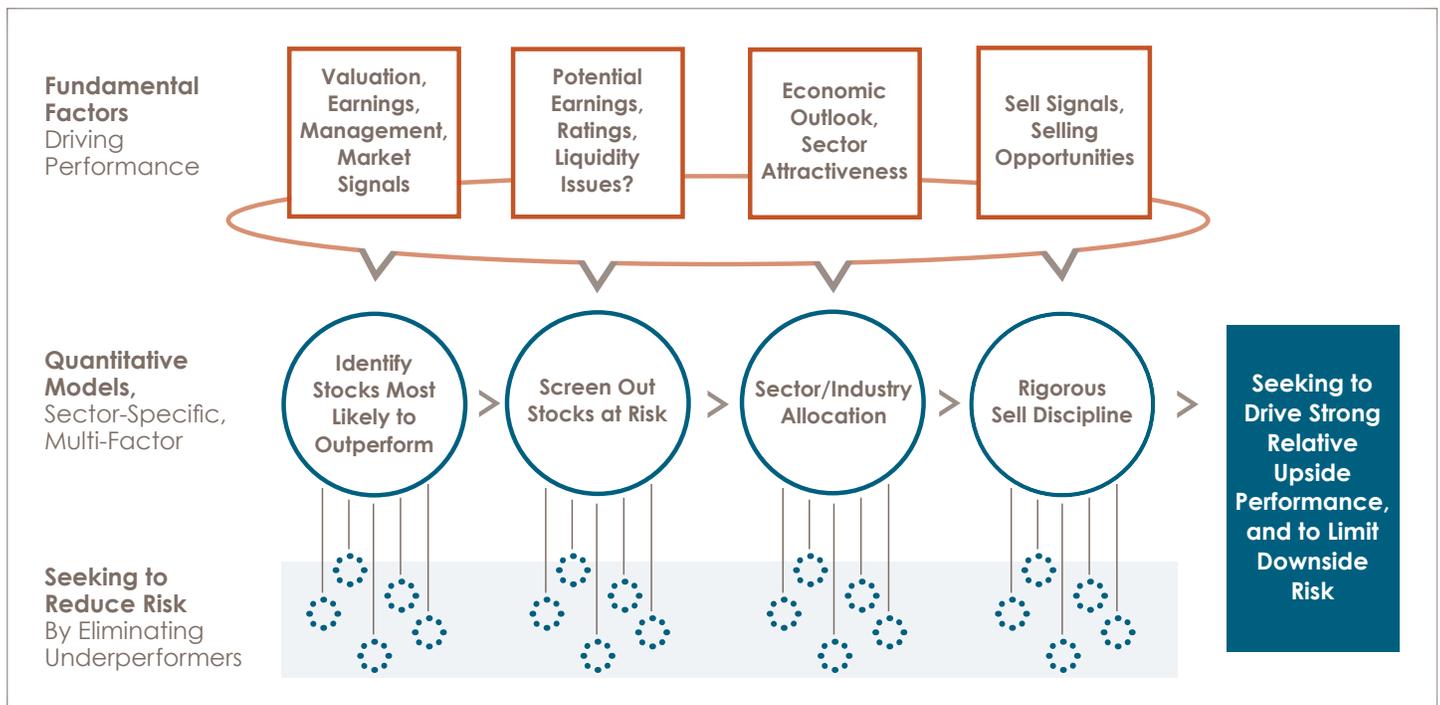
Generating and Protecting Wealth

Glenmede’s approach to generating and protecting our clients’ wealth focuses on long-term performance and ongoing risk management, and is rooted in three core principles. First, our investment philosophy is based on a strong, reasoned set of fundamental beliefs about the forces that move markets, and how we can use that understanding to seize opportunities on behalf of our clients. Second, we have invested in the people, processes, and analytical capabilities needed to execute effectively against that philosophy. Third, we recognize that markets, economies, and client goals change and evolve, and our investment approach must stay ahead of those changes. Continuous improvement is embedded in Glenmede’s investment process and corporate culture, challenging us to seek new ideas and insights with the potential to benefit our clients.

Seeking Undervalued Stocks with Attractive Fundamentals

A key element in Glenmede’s investment philosophy lies in our belief that asset and securities valuations fluctuate with market sentiment, often creating temporary price discounts that may be unwarranted by underlying fundamentals. We seek these opportunities to buy high quality, undervalued stocks, where the fundamentals are attractive and we believe market sentiment is favorable.

Our Investment Process Goals at a Glance: Glenmede integrates fundamental factors that drive performance into proprietary analytical models, customized for different sectors of the economy.



Seeking to Limit Downside Risk

We also know that, historically, limiting downside risk has generally played a more important role in long-term portfolio performance than upside return. Therefore, a key element of our investment philosophy focuses as much

Focusing As Much On Managing Risk As On the Potential for Outperformance

on managing risk as on the potential for outperformance. Glenmede seeks to achieve strong relative performance in rising markets, and to limit downside exposure when markets decline. We maintain strict criteria to help us avoid investing in potential underperformers, and to help us identify and sell securities when we believe the earnings outlook has deteriorated.

A Fundamental Approach, Taking the Emotion Out of Investment Decisions

Our Large Cap Growth strategy exemplifies Glenmede's investment philosophy, people and processes. We follow a strict, analytics-driven investment process to help us identify overlooked opportunities in the broad universe of large capitalization growth stocks, and we apply this principle in managing both taxable and tax-exempt assets. Our disciplined process includes:

- Beginning with proprietary buy models, the Russell 1000 Growth stocks are screened for companies we believe have an attractive combination of characteristics involving valuation, business fundamentals, earnings, and technical market factors.
- Surviving candidates are then screened using proprietary "stocks at risk" models to exclude companies with significant downside risk factors.
- To allocate the portfolio among sectors, top-down analysis of economic data and forecasts is combined with bottom-up sector and industry analysis.

Glenmede applies a rigorous sell discipline to the portfolio on an ongoing basis, using proprietary models to identify, among other factors, stocks at risk for negative earnings or other surprises.

Fundamental Insight Integrated With Rigorous Quantitative Analysis

Quantitative Discipline, Fundamental Foundations

Good analytical models can help impose objective discipline on the investment process, and Glenmede has invested heavily in developing and enhancing its proprietary models. Vladimir (Val) de Vassal, who leads the team managing the Large Cap Growth portfolio, joined Glenmede in 1998. He and his colleagues have developed a distinctive approach to model development, integrating fundamental insight with rigorous quantitative analysis.

By stressing the importance of building underlying cause-and-effect into the models, we go beyond correlation among factors to incorporate the fundamental drivers of performance at the company, sector and macroeconomic levels. We regularly consult with analysts who follow specific sectors and markets, which helps us understand the performance related factors unique to each sector.

A Culture of Continuous Improvement

Our clients trust us to stay ahead of a changing investment environment. We regularly reevaluate and enhance our investment process and models. New ideas are sought, and new insights developed. Potential changes to our analytical disciplines are evaluated, tested and, if they add value, adopted with the goal of enhancing a model's predictive value.

A consistent, long-term approach to performance, seeking to minimize risk as well as enhance return, is at the heart of Glenmede's commitment to its clients. Glenmede's Large Cap Growth is a case study of our investment philosophy put into practice.

Past performance does not guarantee future results. The investment return and principal value of an investment will change so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of this strategy may be lower or higher than past performance.

This piece contains the portfolio manager's description of the current investment process for this product. It is not a complete description and may change at any time without notice. Efforts to manage risk, such as downside screens, may not be successful. All investments have risk.

The Strategy's comparative benchmark is "The Russell 1000 Growth Index" which is an unmanaged, market-capitalization-weighted total return index comprised of securities in the Russell 1000 Index with greater than average growth orientation. This unmanaged index is a total return index with dividends reinvested. One cannot invest directly in an index.