

## Objective

To protect investment principal while focusing on long-term appreciation.

## Performance Information

As of December 31, 2011

	Composite Gross	Composite Net	Russell 3000 Value	S&P 500
Dec. -11	-0.14%	-0.22%	1.98%	1.02%
QTD	15.84%	15.58%	13.33%	11.82%
1 Year	-5.53%	-6.48%	-0.10%	2.11%
3 Year	15.91%	14.8%	11.62%	14.11%
5 Year	-2.74%	-3.70%	-2.58%	-0.25%
7 Year	2.03%	1.03%	1.98%	2.64%
10 Year	4.90%	3.86%	4.08%	2.92%
Inception (01/01/1992)	14.17%	13.06%	9.00%	7.81%
2011	-5.53%	-6.48%	-0.10%	2.11%
2010	15.58%	14.43%	16.23%	15.06%
2009	42.64%	41.20%	19.76%	26.46%
2008	-43.69%	-44.25%	-36.25%	-37.00%
2007	-0.77%	-1.76%	-1.02%	5.49%
2006	16.14%	15.00%	22.34%	15.79%
2005	13.91%	12.77%	6.85%	4.91%
2004	17.33%	16.14%	16.94%	10.88%
2003	44.86%	43.44%	31.14%	28.68%
2002	-17.58%	-18.41%	-15.18%	-22.10%

## Portfolio Characteristics

	ACV	Russell 3000 Value	S&P 500
Market Cap (Billions)	\$37.17	\$65.77	\$93.89
EPS Growth - Long Term (I/B/E/S)	12.18%	9.73%	11.80%
EPS Growth Est. 12-Month	14.71%	11.98%	9.92%
Dividend Yield	1.84%	2.58%	2.19%
P/E - Forecast 12-month	8.74	11.21	11.82
Price-to-Book	1.22	1.49	2.23

The Snow Capital Management All Cap Value Equity Composite contains fully discretionary value equity accounts and for comparison purposes is measured against the S&P 500 Index and Russell 3000 Value Index. Returns for periods greater than a year are annualized. The U.S. Dollar is the currency used to express performance. Leverage is not used in this composite. The All Cap Value Equity Composite was created January 1, 1992. Beginning July 1, 2003, the All Cap Value Equity Composite includes only non-wrap accounts. On June 30, 2003, the All Cap Value Equity Composite consisted of 31% wrap assets. Snow Capital Management is a registered investment adviser and claims compliance with the Global Investment Performance Standards (GIPS®). Snow Capital Management performance has been verified for the periods January 1, 1992 to September 30, 2011 by Ashland Partners & Company LLP. A fully compliant GIPS performance presentation along with a complete list and description of all composites is available at [www.snowcm.com](http://www.snowcm.com) or by calling 724-934-5800. Advisory fees and any other expenses incurred in the management of the account will reduce actual returns. A fee schedule is an integral part of a complete presentation and is described in Part II of the firm's Form ADV, which is available upon request. **Past performance is not indicative nor a guarantee of future performance.** The performance of any individual portfolio may not be considered comparable to the Composite performance. The S&P500 Index is a broad-based unmanaged index of 500 stocks, which is widely recognized as representative of the equity market in general. It is not possible to invest directly in an index. The Russell 3000 Value Index is a broad-based unmanaged index, which is widely recognized as representative of the value equity market in general. It is not possible to invest directly in an index.

**INVESTMENT PRODUCTS: NOT FDIC INSURED \* NO BANK GUARANTEE\* MAY LOSE VALUE.**

December 31, 2011

## Portfolio Construction & Risk Control

Portfolios typically consist of 35 to 40 stocks that are equally weighted at the time of purchase. Stocks are selected primarily on the upside potential reflected in our target prices, but consideration is also given to constructing a diversified portfolio. No stock is allowed to exceed 10% of the portfolio's market value and no industry can exceed 25%. Market cap is not a consideration in stock selection, except that stocks with a market cap less than \$1.5 billion are limited to a one-half weight position size. At times, larger positions may be held in a few select large cap stocks.

## Fundamental Research

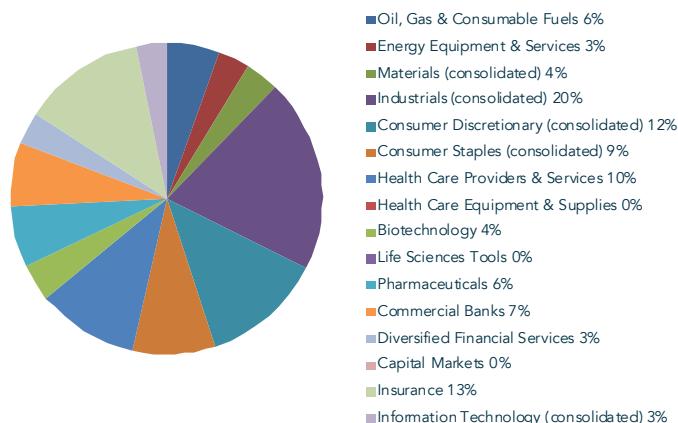
Thorough, bottom-up analysis attempts to uncover undervalued, out-of-favor companies that have sound balance sheets but have been oversold due to a development or event that is likely to be temporary. It may be micro-related, e.g. lower than expected earnings, bearish future expectations, pending litigation, failure to gain FDA approval or macro-related, e.g. inflation, interest rates, geo-political concerns, foreign exchange rates. Of this group of companies, we identify those that stand to benefit from a potential catalytic development that may occur within their organization, industry or market segment, fueling both earnings recovery and P/E expansion that lead to a significantly higher stock price.

## Investment Philosophy

Snow Capital Management employs a contrarian, fundamental, relative value investment philosophy. We believe that attractive returns can be earned by constructing diversified portfolios of well-managed, financially strong companies where the stock price is depressed because the company has experienced short-to intermediate-term difficulties. The philosophy is consistent with modern behavioral finance research. It attempts to take advantage of investors' overreaction to negative surprises and as a result should avoid overpaying for the crowd's current favorites.

The philosophy relies on independent, fundamental research to determine the nature of the problem, assess the likelihood of a solution, gain confidence that the company has the financial resources to survive the difficulty, and to estimate the likely value of the company's stock after the problem is resolved. Only stocks with the highest potential returns make it into the portfolio. When skillfully executed, this contrarian philosophy should result in a portfolio of stocks with the potential for an asymmetrical payoff. The downside should be minimized because the stock price is already depressed, the company appears to be in sound financial condition, Wall Street's opinion is already negative, and investor expectations are low. The upside potential may be enhanced by the expected earnings turn-around, and more powerfully, the potential expansion of the price-to-earnings ratio that a positive change in investor sentiment can generate after an earnings recovery.

### Industry Allocation\*



### Top Ten Holdings\*

<u>Company</u>	<u>% of Stocks</u>
Health Net Inc.	4.16
Macy's Inc.	4.04
Amgen Inc.	3.81
Boeing Co.	3.80
Spirit Aerosystems Holdings Inc.	3.76
PNC Financial Services Group Inc.	3.70
International Paper Co.	3.58
Archer-Daniels-Midland Co.	3.50
JPMorgan Chase & Co.	3.45
Big Lots Inc.	3.40
<b>Total</b>	<b>37.20</b>

### Portfolio Management



**RICHARD A. SNOW**  
**CHIEF INVESTMENT OFFICER & PRESIDENT**

Richard Snow is the founder, President and Chief Investment Officer of Snow Capital. In his 30 years of experience as a research analyst and portfolio manager, Richard has developed a unique investment process which serves as the core of the firm's investment philosophy. Richard's investment experience dates back to 1980 when he formed R.A.S. Capital Management,

managing private family assets. His success in growing these assets became well known in high net worth circles, leading advisors of wealthy individuals to solicit Richard to manage their clients' assets. In 2001, Richard restructured R.A.S. as Snow Capital Management L.P. to attract and retain other quality investment professionals and to grow the firm's account base. Over time, he has assembled and developed a strong investment team who continue to apply his fundamental, bottom-up stock picking process of value investing. Richard holds a B.A. from Duquesne University and an MBA in finance from the University of Pittsburgh.

**JOSHUA R. SCHACHTER, CFA**  
**PORTFOLIO MANAGER/PRINCIPAL**



Joshua R. Schachter is a Portfolio Manager of the Snow Capital Small Cap Value and the All Cap Value portfolios. He joined Snow Capital at the firm's inception in 2001. Joshua's duties include security research, selection and portfolio management. Joshua is a graduate of Allegheny College where he earned a B.S. degree. He received his MBA in finance from the University of Pittsburgh. Joshua is a Chartered Financial Analyst and member of the CFA Institute.

### Market Capitalization Weightings\*

Small (< \$2 billion)	15%
Mid (\$2—10 billion)	27%
Medium Large (\$10—50 billion)	36%
Large (>\$50 billion)	22%
<b>Total</b>	<b>100%</b>

\* The Industry Allocation, Capitalization Weightings, and Top Ten Holdings are presented as supplemental information to illustrate an example of the industries and securities in which the Snow Capital Management All Cap Value Composite was invested on December 31, 2011 and in which an individual portfolio might have been invested at that time. These illustrations may not be representative of the Composite's or an individual portfolio's current or future investments. There is no assurance that any of these stocks or sectors will be purchased in the future or are currently held in the portfolio.

**Snow Capital Management**

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