

# Large Cap Growth Equity Managed Account

## BENCHMARK:

Russell 1000® Growth Index

## TOP TEN HOLDINGS (%)

Apple Inc. ....	6.12
Google Inc. (CI A) .....	4.18
Cisco Systems Inc. ....	2.89
Emerson Electric Co. ....	2.22
Cognizant Tech Solutions Corp. ....	2.19
Target Corp. ....	2.09
PepsiCo Inc. ....	2.09
Visa Inc. ....	2.07
Amazon.com Inc. ....	1.99
Colgate-Palmolive Co. ....	1.96

The information provided in this report should not be considered a recommendation to purchase or sell a particular security. There is no assurance that any securities discussed herein will remain in an account portfolio at the time you review this report or securities sold have not been re-purchased. The securities discussed do not represent an account's entire portfolio and, in the aggregate, may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the security transactions or holdings discussed were or will prove to be profitable or that the investment recommendations or decisions made in the future will be profitable or will equal the investment performance of the securities discussed herein.

## PORTFOLIO MANAGEMENT

Name	Industry	Start Date
<b>Thomas C. Ognar, CFA</b> <i>Senior Portfolio Manager</i>		1993
<b>Kevin Gaughan, CFA</b> <i>Senior Portfolio Manager</i>		1978
<b>Bruce C. Olson, CFA</b> <i>Senior Portfolio Manager</i>		1982
<b>Joseph M. Eberhardy, CFA, CPA</b> <i>Portfolio Manager</i>		1994

## Investment Process

Fundamental, bottom-up research is focused on finding robust and sustainable growth that is not fully recognized by the market. Analysis of economic conditions and secular trends provides exploitable investment opportunities across the entire market-cap spectrum.

## Distinguishing Characteristics

- More than three decades of history with the investment process
- By investing in companies where growth is robust, sustainable and not fully recognized by the market, we provide access to "pure growth" in a volatility controlled manner
- Focused all-cap research provides unique insight and an informational advantage
- Continuous risk management and sell discipline ingrained in the investment process

## Investment Philosophy

The management team believes that:

- Investment opportunities arise when the market underestimates a company's future growth rate or the sustainability of the future growth rate.
- The best subset of these investment opportunities include companies that have robust and sustainable growth
- The market can be slow to adjust to new information – both positive and negative – which creates opportunities to capture alpha
- Investment team structure is critical to exploiting situations where the market is slow to adjust
- Quick and accurate analysis of new information drives quick and decisive action

## Supplemental Performance

	Composite Total Returns (%)* (Incpt. 10-01-01)				
	YTD	1 Year	3 Year	5 Year	Since Incept.
Gross of Fees <sup>1</sup>	-8.46	13.29	-5.36	0.48	1.80
Net of Fees	-9.83	9.93	-8.16	-2.49	-1.21
Russell 1000 Growth Index	-7.65	13.62	-6.91	0.38	1.58

	Representative Account Returns (%)* (Incpt. 01-01-95)				
	YTD	1 Year	3 Year	5 Year	10 Year
Gross of Fees <sup>2</sup>	-8.46	13.29	-5.36	0.48	-4.64
Net of Fees	-9.83	9.93	-8.16	-2.49	-7.46
Russell 1000 Growth Index	-7.65	13.62	-6.91	0.38	-5.14

\*Returns of less than one year are not annualized

Return and Risk Characteristics <sup>3</sup>		
Large Cap Growth Equity SMA (3 Year) vs. benchmark		
Alpha	1.32%	
Beta	0.96	
R <sup>2</sup>	97.0%	
Tracking Error	3.46%	
	Large Cap Growth Equity SMA (3 Year)	Benchmark
Sharpe Ratio	-0.34	-0.40
Standard Dev.	20.00%	20.56%

Sector Weightings <sup>4,5</sup> (% Equities)		
Sector	Portfolio	Benchmark
Consumer Discretionary	17.38	14.07
Consumer Staples	4.10	10.07
Energy	6.18	10.08
Financials	3.72	4.65
Health Care	16.90	10.91
Industrials	9.98	13.02
Information Technology	36.91	31.49
Materials	3.73	4.66
Telecommunication Services	1.09	0.86
Utilities	0.00	0.18

Portfolio Characteristics <sup>5</sup>		
Statistic	Portfolio	Benchmark
Dividend Yield	1.11%	1.65%
Price/Book	3.17x	3.20x
P/E using FY1 est	15.78x	13.81x
ROE	23.46%	24.50%
EPS 3–5 Year est	13.80%	13.32%
Historical 3 Yr EPS Growth	10.28%	6.36%
Wtd. Avg. Market Cap (\$B)	48.80	68.28

Performance is historical and does not guarantee future results. This performance is being used solely as supplemental information to the composite presentation. For more information, please refer to the attached Schedule of Performance Results and Representative Account footnote. Source of indices: FactSet. Sector weightings, portfolio characteristics, holdings, and market-cap weightings are based on an account within the composite.

1. The gross performance data is a pure gross of fees return and does not reflect the deduction of any management fees or transaction costs.
2. The gross performance data, beginning October 1, 2001, is a pure gross of fees return and does not reflect the deduction of any management fees or transaction costs.
3. Source: Wells Fargo Funds Management, LLC.
4. Sector weightings may not add up to 100% due to rounding.
5. Source: FactSet.

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## Large Cap Growth Equity Managed Account Composite Disclosure

10-01-01 (Inception) through 12-31-09 | Schedule of Performance Results

The Wells Fargo Managed Account Services Large Cap Growth Equity Managed Account Composite, (formerly known as the Strong Large Capitalization Growth Equity Managed Account Composite) includes portfolios investing primarily in the equities of growth companies. These companies generally have above-average growth prospects, accelerating earnings and sales, expanding market share, positive earnings surprises, and innovative new products and technologies. Growth companies typically benefit from positive changes in the economic environment. A fundamental macroeconomic forecast and secular outlook is used in the investment process. Portfolios are generally limited to medium to large market-capitalization stocks. Investment results are normally measured versus the Russell 1000® Growth Index or the Russell 3000® Growth Index.

### SUPPLEMENTAL INFORMATION

#### Representative Account

Representative Account performance data is being used solely as supplemental information to illustrate the Large Cap Growth Equity investment style. As with all performance, this data is historical and does not represent future results.

The performance data for the period of January 1, 1995, through September 30, 2001, reflects the performance of the Strong Large Capitalization Growth Equity Composite. The cumulative total return for the Composite was 146.79% (net) and 202.26% (gross). The net performance data reflects the deduction of a 3.00% annual expense ratio. There were no Managed Account clients in this strategy during this period.

The performance data for the period of October 1, 2001, through December 31, 2004, reflects the performance of the Strong Large Capitalization Growth Equity Managed Account Composite. The cumulative total return for the Composite was 4.41% (net) and 15.12% (gross). The net performance data reflects the deduction of a 3.00% annual expense ratio. The gross performance data is a pure gross of fees return and does not reflect the deduction of any management fees or transaction costs.

The performance data for the period of January 1, 2005, through December 31, 2009, reflects the performance of the Wells Fargo Large Cap Growth Equity Managed Account Composite. The cumulative total

return for the Composite was -4.52% (net) and 10.95% (gross). The net performance data reflects the deduction of a 3.00% annual expense ratio. The gross performance data is a pure gross of fees return and does not reflect the deduction of any management fees or transaction costs.

### ACCOMPANYING NOTES

#### General

The accompanying schedule of performance results for the Large Cap Growth Equity Managed Account Composite (the "Composite") represents the investment performance results for the Composite. The Composite was created in 2001 and consists of all actual discretionary portfolios advised by Wells Fargo Funds Management, LLC, and subadvised by Wells Capital Management in this discipline.

Wells Fargo Managed Account Services (the "Firm") is a program of professionally managed custom portfolios made up of individual securities. Prior to January 2005, portfolio management was provided by Strong Capital Management, Inc.

To receive a complete list and description of the Firm's composites, contact Dawn Christensen at Dawn.Christensen@wellsfargo.com.

#### Calculation Methodology

Time-weighted portfolio returns are based on monthly valuations of portfolios. Dividend income is recorded on ex-dividend date and interest income is recorded on the accrual basis.

Composite returns are calculated by weighting the monthly returns of all portfolios in the Composite by their beginning-of-month market values. Annual and quarterly composite returns are calculated by geometrically linking the quarterly and monthly composite returns, respectively. Cumulative rates of return for multiyear periods are calculated by compounding the annual rates of return within such periods. The annualized rate of return is equivalent to the annual rate of return, which, if earned in each year of the indicated multiyear period, would produce the actual cumulative rate of return over the time period.

New portfolios are added to the Composite in the beginning of the first full month of performance unless the client has otherwise specified the commencement of performance measurement. A portfolio is excluded from the Composite after the last full month that performance is measured

against its benchmark. All information is expressed in U.S. dollars.

A model fee is utilized for the net composite returns, which is the maximum annual wrap fee in effect during each respective performance period for each portfolio in the Composite. The annual wrap fee is divided by 12 to determine the monthly wrap fee. Monthly composite net of fee returns are calculated as  $(1 - \text{monthly wrap fee}) \times (1 + \text{monthly gross return}) - 1$ . Monthly composite net of fee returns are linked to calculate composite net of fee returns.

The dispersion within a composite is measured by using the equal method of standard deviation. The standard deviation of gross annual portfolio returns is calculated from the measurements of variance from the mean annual portfolio return. Assuming "normal" distribution of returns, plus or minus one standard deviation from the mean return encompasses 68% of all possible outcomes. A statistical measure of internal dispersion for composites with five or fewer accounts included for the entire year is not considered meaningful.

#### Fees and Expenses

A wrap-fee account is an account under which any client is charged a specified fee or fees not based directly upon transactions in a client's account for investment advisory services and execution of client transactions. A typical wrap-fee account has a contract or contracts (and fee) involving a broker as the investment advisor, other services (custody, consulting, reporting, performance, selection, monitoring, and execution of trades), and the client (brokerage customer). This fee is called a "wrap fee" because it is a single all-inclusive fee charged for the asset-based brokerage relationship. The wrap fee is a negotiable single fee for each account. No non-fee-paying portfolios are included in this Composite.

All performance results presented below are net of commissions and transaction costs and have been presented net of wrap fees. Currently, the maximum fee for new Large Cap Growth Equity Managed Account portfolios is 3.00%.

#### Comparison with Market Index

The Russell 1000 Growth Index measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values. You cannot invest directly in an index. Source of the index data is Morningstar EnCorr.

Annualized Returns (%)				
	1 Year	3 Year	5 Year	Since Inception
Composite—Net of Fees	32.30	-3.05	-0.92	-0.04
Benchmark <sup>1</sup>	37.21	-1.89	1.63	2.66

Cumulative Returns (%)				
	1 Year	3 Year	5 Year	Since Inception
Composite—Net of Fees	32.30	-8.89	-4.52	-0.31
Benchmark <sup>1</sup>	37.21	-5.55	8.44	24.19

	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>Composite Returns (Net)</b>									
1st Quarter (%)	—	-3.72	-0.18	0.87	-6.03	0.75	1.23	-8.74	-11.61
2nd Quarter (%)	—	-13.75	12.70	1.23	3.95	-6.92	4.78	1.83	22.69
3rd Quarter (%)	—	-14.61	1.12	-3.68	4.72	0.34	8.66	-11.47	23.21
4th Quarter (%)	16.76	-1.26	7.65	6.03	4.34	4.35	-1.00	-29.84	6.31
Annual (%)	—	-29.98	22.48	4.28	6.72	-1.81	14.10	-39.64	32.30
<b>Benchmark Returns<sup>1</sup></b>									
1st Quarter (%)	—	-2.59	-1.07	0.79	-4.09	3.10	1.19	-6.53	-19.64
2nd Quarter (%)	—	-18.67	14.31	1.94	2.46	-3.90	6.86	-3.55	-0.32
3rd Quarter (%)	—	-15.05	3.91	-5.23	4.01	3.94	4.21	4.96	22.70
4th Quarter (%)	1.514	7.15	10.41	9.17	2.98	5.93	-0.77	-24.89	3.63
Annual (%)	—	-27.88	29.75	6.30	5.26	9.08	11.81	-28.92	20.58
<b>Composite Statistics (as of December 31)</b>									
Number of Portfolios	<5	<5	<5	<5	<5	<5	24	126	86
Composite Assets (\$ millions)	0.7	0.6	1.2	0.3	1.0	0.9	27.4	40.0	28.8
Total Managed Account Assets (\$ millions)	45,835.5	39,077.6	37,581.4	31,056.5	664.6	2,730.4	4,484.5	2,929.0	2,822.7
Percentage of Composite Assets to Total Managed Account Assets <sup>2</sup>	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3
Standard Deviation	N/A	N/A	N/A	N/A	N/A	N/A	0.54	0.26	0.52

1. Russell 1000 Growth Index

2. Prior to January 2005, total firm assets were those of Strong Capital Management, Inc., the predecessor adviser.

Wells Fargo Funds Management, LLC, a wholly owned subsidiary of Wells Fargo & Company, provides investment advisory and administrative services for Wells Fargo Managed Account Services. 124746 07-10