



# U.S. Mid Cap Value Equity Profile

## FIRM OVERVIEW

- Founded: 1974
- Staff Total: 407
- Investment Professionals: 67
- Ownership: Employee-owned
- Investment Style: Value
- Investment Process: Bottom-up
- Total Assets Under Management: \$34.5 b
- Institutional/Private Client: \$28.2 b
- SMA Division: \$6.3 b

Since 1974, Brandes Investment Partners® has used the value approach in seeking to generate strong returns in the various equity markets in which it participates. Our U.S. Mid Cap Value Equity Strategy is dedicated to the medium-cap segment of U.S. markets.

Investment candidates in the medium-cap segment often blend the growth potential enjoyed by smaller firms with the stability and resources typically associated with larger companies. In addition, medium-sized companies tend to attract less coverage by research analysts than their large-cap counterparts, creating a greater possibility for us to take advantage of unrecognized investment opportunities.

Our U.S. Mid Cap Value Equity Strategy applies a Graham & Dodd value approach to stock selection based on fundamental, company-by-company research and analysis. Generally, a security will be bought if it is trading below what we believe to be its estimated value. This conservative approach strives to provide investors with both a margin of safety and significant long-term appreciation potential. The margin of safety for any security is defined as the discount of its market price to what the firm believes is the intrinsic value of that security.

### Mid Cap Investment Committee:

Chris Duncan, CFA - Senior Analyst  
 Michael Hutchens, CFA - Senior Analyst  
 Ted Kim, CFA - Senior Analyst  
 Kenneth Little, CFA - Director

### Executive Committee:

Charles H. Brandes, CFA - Chairman  
 Jeffery A. Busby, CFA - Executive Director  
 Glenn R. Carlson, CFA - Chief Executive Officer  
 Gary Iwamura, CPA - Director  
 Brent V. Woods, CFA - Managing Director

### For Additional Information:

Please contact Brandes' Private Client Services Department at 800.237.7119, or via e-mail at [clientservice@brandes.com](mailto:clientservice@brandes.com)

## SEEKS TO OFFER:

- A disciplined approach to investing in smaller companies
- Diversification for investors with larger-cap U.S. equities and other asset classes
- Long-term capital appreciation

## FEATURES:

- Undervalued U.S. stocks
- Medium-cap companies with potential to appreciate
- Companies with comparatively low price/cash flow, price/earnings, and price/book valuation ratios
- Diversification across a wide range of industries

For a more complete discussion of the risks of investing in this vehicle, consult Brandes' Form ADV, Part 2A.

## Annualized Performance (net of fees) - Through March 31, 2012

All returns greater than one year are annualized

	Latest Quarter	1 Year	3 Years	5 Years	7 Years	10 Years	Since Inception (9/30/1997)
Brandes U.S. Mid Cap Value Equity	17.2%	3.1%	40.3%	-5.6%	-1.1%	0.6%	4.5%
Russell Midcap Index (a)	12.9%	3.3%	29.1%	3.0%	6.7%	7.9%	7.8%
S&P MidCap 400 Value Index (b)	12.9%	1.1%	27.2%	2.7%	6.4%	7.6%	9.1%

## Fundamental Summary\* - Weighted averages as of March 31, 2012

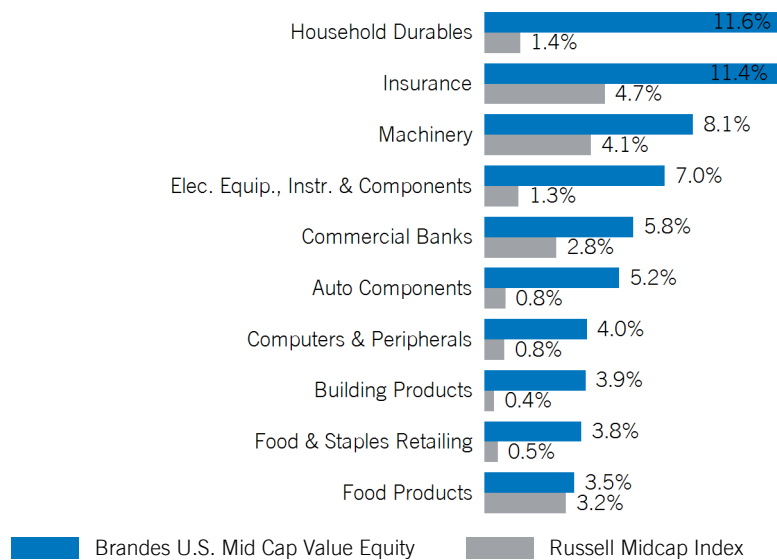
	Mkt Cap (U.S.\$)	Price/Book	Price/Earnings	Price/Cash Flow	LT Debt/Equity	YLD
Brandes U.S. Mid Cap Value Equity	\$5.0 billion	1.3x	13.4x	6.6x	137.1%	1.5%
Russell Midcap Averages	\$8.4 billion	2.1x	17.7x	10.0x	213.0%	1.6%

\*Glossary: **Mkt Cap**: Market Capitalization – the number of common shares outstanding multiplied by the current market price per common share. **Price/Book**: Price per share divided by book value per share. **Price/Earnings**: Price per share divided by earnings per share. **Price/Cash Flow**: Price per share divided by cash flow per share. **LT Debt/Equity**: Long-term debt of a corporation divided by the corporation's common equity. **YLD**: annual income from the investment (dividend, interest, etc.) divided by the current market price of the investment.

# U.S. Mid Cap Value Equity

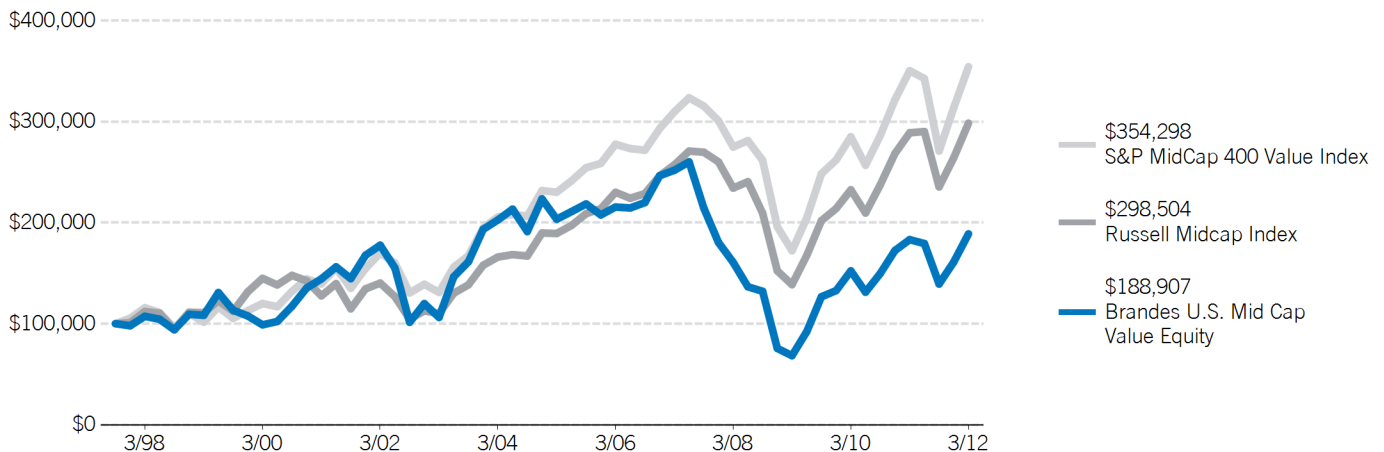
## Industry Exposure: Top 10

As of 03/31/12



We select holdings without reference to an index. Each security is selected based purely on its own merits. Industry and country weightings are residuals of our bottom-up stock selection process.

## Growth of \$100,000 (Net) 09/30/1997 (inception) to 03/31/2012



Past performance is not a guarantee of future results.

This is a hypothetical example intended for illustrative purposes only. Actual results will vary.

Performance shown is supplemental to the accompanying U.S. Mid Cap Value Equity composite performance pages.

The portfolio characteristics shown relate to a single account as of date noted, deemed by Brandes to be generally representative of its standard accounts noted. Not every account will have these exact characteristics. The actual characteristics with respect to any particular account will vary based on a number of factors including but not limited to: (i) the size of the account; (ii) investment restrictions applicable to the account, if any; and (iii) market exigencies at the time of investment. Data is updated on a quarterly basis.

The foregoing reflects the thoughts and opinions of Brandes Investment Partners exclusively and is subject to change without notice. The information provided in this material should not be considered a recommendation to purchase or sell any particular security. It should not be assumed that any security transactions, holdings, or sectors discussed were or will be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance discussed herein. Portfolio holdings and allocations are subject to change at any time. Strategies discussed herein are subject to change at any time by the investment manager in its discretion due to market conditions or opportunities. Indices are unmanaged and are not available for direct investment. Market conditions may impact performance. The performance results presented were achieved in particular market conditions which may not be repeated. Moreover, the current market volatility and uncertain regulatory environment may have a negative impact on future performance. Diversification does not assure a profit or protect against a loss in a declining market. International and emerging markets investing is subject to certain risks such as currency fluctuation and social and political changes; such risks may result in greater share price volatility.

Brandes Investment Partners® is a registered trademark of Brandes Investment Partners, L.P. in the United States and Canada.

Through March 31, 2012 | Reporting Currency: USD

### Annualized Performance (Net)\*

	<u>1 Year</u>	<u>3 Years</u>	<u>5 Years</u>	<u>7 Years</u>	<u>10 Years</u>	<u>Since Inception (09/30/97)</u>
<b>U.S. Mid Cap Value Equity</b>	<b>3.13 %</b>	<b>40.34 %</b>	<b>-5.59 %</b>	<b>-1.05 %</b>	<b>0.61 %</b>	<b>4.48 %</b>
Primary Benchmark (a)	3.31 %	29.13 %	3.03 %	6.73 %	7.85 %	7.83 %
<b>Relative Performance</b>	<b>-0.18 %</b>	<b>11.21 %</b>	<b>-8.62 %</b>	<b>-7.78 %</b>	<b>-7.24 %</b>	<b>-3.35 %</b>
<b>U.S. Mid Cap Value Equity</b>	<b>3.13 %</b>	<b>40.34 %</b>	<b>-5.59 %</b>	<b>-1.05 %</b>	<b>0.61 %</b>	<b>4.48 %</b>
Secondary Benchmark (b)	1.13 %	27.19 %	2.73 %	6.36 %	7.62 %	9.11 %
<b>Relative Performance</b>	<b>2.00 %</b>	<b>13.15 %</b>	<b>-8.32 %</b>	<b>-7.41 %</b>	<b>-7.01 %</b>	<b>-4.63 %</b>

### Annual Periods (Net)\*

	<u>YTD</u>	<u>2011</u>	<u>2010</u>	<u>2009</u>	<u>2008</u>	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>	<u>1999</u>	<u>1998</u>	<u>1997</u>
<b>U.S. Mid Cap Value Equity</b>	<b>17.23</b>	<b>-6.55</b>	<b>29.89</b>	<b>75.68</b>	<b>-58.11</b>	<b>-26.80</b>	<b>18.69</b>	<b>-7.08</b>	<b>15.56</b>	<b>61.39</b>	<b>-28.55</b>	<b>23.91</b>	<b>25.72</b>	<b>-1.52</b>	<b>11.62</b>	<b>-2.08</b>
Primary Benchmark (a)	12.94	-1.55	25.48	40.48	-41.46	5.60	15.26	12.65	20.22	40.06	-16.19	-5.62	8.25	18.23	10.09	1.11
Secondary Benchmark (b)	12.88	-2.43	22.78	33.73	-34.87	2.65	13.32	11.60	18.93	40.18	-10.10	7.14	27.84	2.33	4.67	5.40

### Quarterly Performance (Net And Gross)\*

Year	1Q	2Q	3Q	4Q	YTD	Primary Benchmark(a)	Secondary Benchmark(b)	Year	1Q	2Q	3Q	4Q	YTD	Primary Benchmark(a)	Secondary Benchmark(b)
<b>2012 NET</b>	<b>17.23</b>				<b>17.23</b>	12.94	12.88	<b>2004 NET</b>	<b>4.80</b>	<b>5.30</b>	<b>-10.40</b>	<b>16.88</b>	<b>15.56</b>	20.22	18.93
GROSS	17.52				17.52			GROSS	4.97	5.46	-10.27	17.07	16.29		
<b>2011 NET</b>	<b>6.23</b>	<b>-2.12</b>	<b>-22.35</b>	<b>15.74</b>	<b>-6.55</b>	-1.55	-2.43	<b>2003 NET</b>	<b>-11.35</b>	<b>37.86</b>	<b>10.15</b>	<b>19.89</b>	<b>61.39</b>	40.06	40.18
GROSS	6.46	-1.91	-22.18	16.01	-5.72			GROSS	-11.20	38.03	10.34	20.08	62.39		
<b>2010 NET</b>	<b>14.69</b>	<b>-13.84</b>	<b>14.11</b>	<b>15.20</b>	<b>29.89</b>	25.48	22.78	<b>2002 NET</b>	<b>5.97</b>	<b>-12.69</b>	<b>-34.62</b>	<b>18.12</b>	<b>-28.55</b>	-16.19	-10.10
GROSS	14.94	-13.65	14.36	15.45	31.02			GROSS	6.23	-12.60	-34.52	18.19	-28.14		
<b>2009 NET</b>	<b>-9.56</b>	<b>34.75</b>	<b>37.54</b>	<b>4.82</b>	<b>75.68</b>	40.48	33.73	<b>2001 NET</b>	<b>6.65</b>	<b>8.26</b>	<b>-7.46</b>	<b>15.96</b>	<b>23.91</b>	-5.62	7.14
GROSS	-9.36	35.04	37.84	5.04	77.22			GROSS	6.90	8.50	-7.25	16.41	25.24		
<b>2008 NET</b>	<b>-10.93</b>	<b>-15.04</b>	<b>-3.28</b>	<b>-42.77</b>	<b>-58.11</b>	-41.46	-34.87	<b>2000 NET</b>	<b>-8.17</b>	<b>3.37</b>	<b>14.76</b>	<b>15.41</b>	<b>25.72</b>	8.25	27.84
GROSS	-10.72	-14.84	-3.06	-42.64	-57.72			GROSS	-7.92	3.62	15.01	15.66	26.91		
<b>2007 NET</b>	<b>2.18</b>	<b>3.29</b>	<b>-17.53</b>	<b>-15.91</b>	<b>-26.80</b>	5.60	2.65	<b>1999 NET</b>	<b>-0.90</b>	<b>20.74</b>	<b>-13.33</b>	<b>-5.03</b>	<b>-1.52</b>	18.23	2.33
GROSS	2.35	3.46	-17.40	-15.73	-26.30			GROSS	-0.65	20.99	-13.08	-4.79	-0.52		
<b>2006 NET</b>	<b>3.76</b>	<b>-0.43</b>	<b>2.49</b>	<b>12.08</b>	<b>18.69</b>	15.26	13.32	<b>1998 NET</b>	<b>9.58</b>	<b>-2.71</b>	<b>-10.02</b>	<b>16.37</b>	<b>11.62</b>	10.09	4.67
GROSS	3.93	-0.26	2.67	12.25	19.47			GROSS	9.83	-2.46	-9.77	16.62	12.71		
<b>2005 NET</b>	<b>-8.99</b>	<b>3.70</b>	<b>3.62</b>	<b>-4.98</b>	<b>-7.08</b>	12.65	11.60	<b>1997 NET</b>				<b>-2.08</b>	<b>-2.08</b>	1.11	5.40
GROSS	-8.82	3.89	3.74	-4.82	-6.47			GROSS				-1.83	-1.83		

## Composite Characteristics

Year	#Accts	Assets (mil)	Dispersion (2)	% of non-fee paying assets	Total Firm Assets (mil)(1)
2012	4	4			28,165
2011	3	3	N/A	94	26,658
2010	4	3	N/A	91	38,659
2009	6	3	N/A	85	42,152
2008	10	2	0.66	79	40,591
2007	11	4	0.43	75	83,242
2006	18	582	1.91	<1	85,974
2005	67	541	0.95	<1	101,874
2004	124	575	0.75	<1	98,078
2003	18	414	0.72	<1	75,789
2002	20	237	N/A	<1	51,808
2001	1	2	N/A	100	61,996
2000	1	2	N/A	100	50,852
1999	1	1	N/A	100	41,538
1998	1	0.1	N/A	100	25,125
1997	1	0.1	N/A	100	15,624

## Annualized Performance

Year		3 Year Annualized	
		U.S. Mid Cap Value Equity	Primary Benchmark (a)
2011	NET	28.71 %	20.17 %
	GROSS	29.85 %	
2010	NET	-1.49 %	1.05 %
	GROSS	-0.62 %	
2009	NET	-18.63 %	-4.59 %
	GROSS	-17.96 %	
2008	NET	-28.60 %	-10.68 %
	GROSS	-28.07 %	
2007	NET	-6.89 %	11.09 %
	GROSS	-6.27 %	
2006	NET	8.42 %	16.00 %
	GROSS	9.12 %	
2005	NET	20.12 %	23.79 %
	GROSS	20.88 %	
2004	NET	10.04 %	12.17 %
	GROSS	10.71 %	
2003	NET	12.63 %	3.47 %
	GROSS	13.48 %	
2002	NET	3.63 %	-5.04 %
	GROSS	4.53 %	

## Standard Deviation

Year		3 Year Annualized	
		U.S. Mid Cap Value Equity	Primary Benchmark (a)
2011	NET	33.25 %	21.55 %
	GROSS	33.27 %	
2010	NET	42.29 %	26.46 %
	GROSS	42.32 %	
2009	NET	40.82 %	24.22 %
	GROSS	40.85 %	
2008	NET	29.30 %	19.36 %
	GROSS	29.30 %	
2007	NET	17.03 %	9.48 %
	GROSS	17.03 %	
2006	NET	15.92 %	9.62 %
	GROSS	15.92 %	
2005	NET	20.77 %	11.22 %
	GROSS	20.77 %	
2004	NET	28.54 %	15.28 %
	GROSS	28.54 %	
2003	NET	28.87 %	18.51 %
	GROSS	28.88 %	
2002	NET	28.12 %	19.65 %
	GROSS	28.15 %	

(1) As of January 1, 2006, "Total Firm Assets" do not include SMA Division assets.

(2) The measure of dispersion is the asset-weighted standard deviation for annual periods. No measure is displayed when there are five or fewer portfolios in the composite for an entire annual period. As such, measure may not be meaningful. The 2011 annual period asset-weighted standard deviation measure of dispersion is preliminary and the 2011 percentage of non-fee paying assets is preliminary.

\* The net and gross quarterly and annual returns, calculated in USD, presented for the Brandes U.S. Mid Cap Value Equity composite were calculated on a time-weighted and asset-weighted, total return basis, including reinvestment of all dividends, interest and income, realized and unrealized gains or losses and are net of brokerage commissions, execution costs, and any applicable foreign withholding taxes, without provision for federal and state income taxes, if any. As of 4/1/2006 all custodial fees are treated as administrative fees.

In June 2002, Brandes Investment Partners, L.P. changed its organizational structure from a limited partnership to a limited liability corporation formed under the name Brandes Investment Partners, LLC. On October 18, 2004, Brandes Investment Partners, LLC became a Delaware limited partnership with the name Brandes Investment Partners, L.P. Brandes Investment Partners, L.P. is a registered, independent investment management firm. As of January 1, 2006, Brandes Investment Partners was divided into two separate divisions: the SMA Division of Brandes Investment Partners, which acts as a discretionary manager to SMA or "wrap fee" program clients, including those who may invest in an SMA product; and the non-SMA Division of Brandes Investment Partners (Brandes), which acts as a discretionary manager for all other types of clients which may include pooled investment vehicles, institutional accounts and high net worth clients outside of wrap fee programs. Although the divisions may share portfolio management and other personnel, each division serves a particular target market, may trade in a different manner and may offer investment advice which differs from the other depending upon the individualized needs of the clients served. The performance data presented does not contain any SMA Division accounts.

Prior to 1/1/2000 cash flows were weighted using a mid-month assumption, beginning 1/1/2000 cash flows are weighted on a daily basis.

This composite was created in 1997.

Securities transactions are accounted for on the trade date. Dividend and interest income is accounted for on an accrual basis. Cash and cash equivalents are included in performance returns.

Accounts are removed from the composite when an account's market value falls below US\$50,000 due to capital withdrawals.

The Brandes U.S. Mid Cap Value Equity composite results include all actual, fee-paying and non-fee-paying, fully discretionary U.S. Mid Cap Value Equity accounts under management by Brandes Investment Partners after one full calendar month beginning 9/30/1997 (except for the Brandes U.S. Mid Cap Value Equity pooled account which was fully invested at its inception), that have substantially the same investment objectives, policies, techniques and restrictions.

Standard fee schedule - From \$100,000 but less than \$1 million: First \$1,000,000 1.00%; From \$1 million up to \$10 million: Amounts up to \$10 million 0.85%; From \$10 million and over: First \$10 million 0.85%; Next \$10 million 0.80%; Next \$30 million 0.70%; Amounts over \$50 million 0.60%.

The gross returns do not give effect to investment advisory fees, which would reduce such returns. Investment management fees and any other expenses that may be incurred in the management of the account will reduce actual returns. When fees are deducted quarterly total portfolio performance will be reduced at a compounded rate. Beginning January 1, 2007, composite performance after management fee returns are determined by reducing the gross of fee returns monthly by the highest applicable fee schedule per account.

For the period 9/30/1997 through 12/31/2001, a hypothetical fee based on the highest fee charged by the firm for this product during that period was applied to calculate net of fee returns. The weighted annualized management fee (including the hypothetical fee) during the period 9/30/1997 through 12/31/2010 was 0.81% per year.

Brandes claims compliance with the Global Investment Performance Standards (GIPS™) and has prepared and presented this report in compliance with the GIPS standards. Brandes has been independently verified for the annual periods 1995 through 2010 by Ernst & Young, LLP. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The U.S. Mid Cap Value Equity composite has been examined for the periods since inception through year end 2010. The verification and performance examination reports, a complete list and description of Brandes' composites and additional information regarding policies for valuing, calculating and reporting returns are available upon request.

The results for individual accounts and for different periods may vary. Investors should not rely on prior performance results as a reliable indication of future results. Market conditions may impact performance. The performance results presented were achieved in particular market conditions which may not be repeated. Moreover, the current market volatility and uncertain regulatory environment may have a negative impact on future performance.

(a) The Russell Midcap Index with gross dividends is an unmanaged, market capitalization weighted index that measures the performance of the mid-cap segment of the U.S. equity universe. The Russell Midcap Index is a subset of the Russell 1000® Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership. The Russell Midcap Index represents approximately 31% of the total market capitalization of the Russell 1000 companies. This index includes the reinvestment of dividends and income, but does not reflect fees, brokerage commissions, withholding taxes, or other expenses of investing.

(b) The S&P MidCap 400 Value Index with gross dividends is an unmanaged, market capitalization weighted index that measures the equity performance of those S&P MidCap 400 Index companies with lower price-to-book ratios. The S&P MidCap 400 Growth and Value Indices measure Growth and Value in separate dimensions across six risk factors. Value factors include book value to price ratio, sales to price ratio and dividend yield. This index includes dividends and distributions, but does not reflect fees, brokerage commissions, withholding taxes, or other expenses of investing.

Please note that all indices are unmanaged and are not available for direct investment.

Effective 6/30/2008, the U.S. Mid Cap Value Equity Portfolio (USMC) opened to new investors and to contributions from existing clients. Effective 12/31/2007, USMC opened for contributions from existing USMC clients as well as new USMC accounts by existing clients in other portfolios. Effective 10/31/2005, USMC closed to contributions from existing clients and on 6/30/2004, closed to new investors.

Brandes Investment Partners® is a registered trademark of Brandes Investment Partners, L.P. in the United States and Canada.