

# Strategic Balanced Portfolio

## Atalanta Sosnoff Capital, LLC

New York, NY

Established:	<b>1976</b>
Assets Under Management:	<b>\$7.3 billion</b>
Minimum Account Size Outside of Wilmington Trust Fiduciary Services Company:	<b>\$1 million</b>
Wilmington Trust Fiduciary Services Company Inception Date:	<b>10/93</b>
Benchmark:	<b>60% S&amp;P 500/40% Barclays Capital Intermediate Government/Credit Bond</b>

## Key Personnel

**Martin T. Sosnoff, CFA**  
Chairman of the Board, Chief Investment Officer, Chief Executive Officer, Founder  
M.B.A., New York University, 1965  
Years of experience: 48

**John P. McMullan**  
Portfolio Manager  
Years of experience: 13

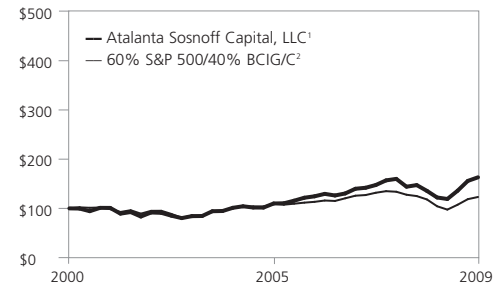
**Gregory Kobrick**  
Senior Vice President  
Research Analyst  
Years of experience: 12

**Craig B. Steinberg**  
President, Director of Research  
B.S.E., Wharton School of the University of Pennsylvania, 1983  
Years of experience: 26

**Robert F. Ruland, CFA**  
Portfolio Manager  
Years of experience: 19

## Growth of \$100 Analysis

Invest 1/1/00 through 12/31/09



## Annual Rates of Return

Year	Adv. <sup>1</sup> Gross	Adv. <sup>1</sup> Net	Index <sup>2</sup>
1999	25.89%	24.20%	12.54%
2000	0.93%	-0.44%	-1.53%
2001	-9.21%	-10.44%	-3.53%
2002	-8.09%	-9.31%	-9.96%
2003	20.05%	18.61%	18.58%
2004	8.71%	7.40%	7.76%
2005	13.26%	11.92%	3.66%
2006	12.31%	10.99%	11.01%
2007	14.35%	13.07%	6.39%
2008	-23.65%	-24.58%	-22.08%
4th Qtr. 2009	4.69%	4.41%	3.75%

## Top Account Holdings as of 12/31/09

Google Inc	Transocean Ltd
Apple Inc	Express Scripts Inc
International Business Machines Corp	Goldman Sachs Group Inc
JP Morgan Chase Capital XXVI 5/15/2048	Altria Group Inc Note 8/6/2019
Hewlett Packard	Cisco Systems Inc

## Total Annualized Returns

For the period ending 12/31/09

	1 yr.	3 yrs.	5 yrs.	10 yrs.
Adv. <sup>1</sup> Gross	33.59%	5.26%	8.21%	5.01%
Adv. <sup>1</sup> Net	32.19%	4.07%	6.96%	3.73%
Index <sup>2</sup>	18.11%	-0.70%	2.42%	2.10%

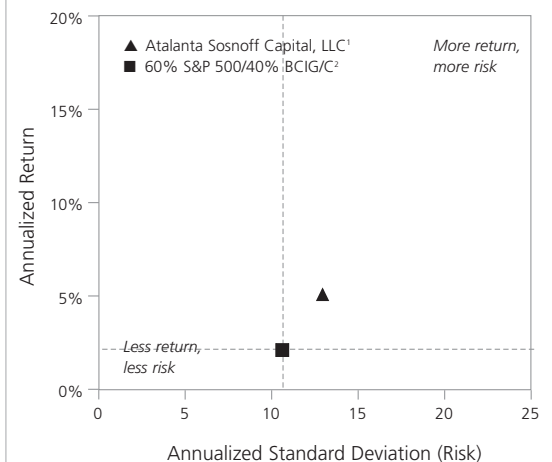
## Annualized Standard Deviation

For the period ending 12/31/09

	3 yrs.	5 yrs.	10 yrs.
Adv. <sup>1</sup> Gross	16.40	13.11	12.85
Index <sup>2</sup>	13.35	10.75	10.62

## Risk Return Comparison

Ten years ending 12/31/09



Past performance is no guarantee of future results. Current performance may be lower or higher than the figures shown. Effective March 17, 2008, some changes were made to the daily valuation methodology of the Portfolio that affect the returns of the Portfolio for the first quarter of 2008. As a result, the returns of the Portfolio may differ from the composite returns of the Portfolio Adviser for that period. For additional information, please contact Wilmington Trust Fiduciary Services Company. For the most recent year-to-date performance numbers, go to: [www.wtr.com](http://www.wtr.com). See important footnotes on the following page.

## Portfolio Objective

To generate a total return in excess of the benchmark (i.e., the 60% S&P 500/40% Barclays Capital Intermediate Government/Credit Bond Index) over a full market cycle or a rolling five-year average.

## Investment Philosophy

The Portfolio invests in a blend of equity and fixed income securities. Atlanta Sosnoff Capital, LLC (ASC) systematically integrates a macroeconomic outlook with individual security analysis. ASC seeks out companies where vision and motivation of management to run companies are in the best interest of shareholders. Therefore, ASC's bias is toward frugal managers with meaningful but fair equity participation. On the fixed income side, ASC focuses on the world's central bankers' policies, paying particular attention to the Federal Reserve Board.

## Special Considerations

Investors in the Portfolio should be able to withstand short-term fluctuations in the equity and fixed income markets in return for potentially higher returns over the long term. The value of the Portfolio changes every day and can be affected by changes in interest rates, general market conditions and other political, social and economic developments, as well as specific matters relating to the companies in whose securities the Portfolio invests. It is important to note that an investment in the Portfolio is only one component of a balanced investment plan.

## Investment Process<sup>3</sup>

ASC's equity approach focuses on two levels: themes and stock selection. Major themes tend to unfold during economic cycles, geopolitical realignments and changes in government regulation and Federal Reserve Board policy emphasis. ASC seeks to identify and overweight "event driven" companies with niche products. ASC overweights companies that dominate their industries through market share gains, innovative product development and pricing primacy.

Sector selection, interest rate anticipation and maturity optimization are critical aspects of ASC's fixed income approach. ASC invests primarily in U.S. Government and agency obligations. Corporate obligations may also be purchased when ASC gains an in-depth knowledge through its equity research process. Sector preference is determined by monitoring global trends and through corporate credit analysis. Interest rate anticipation and maturity optimization are considered in ASC's efforts to control the Portfolio's interest rate sensitivity.

ASC seeks to control losses through its asset allocation discipline. Rather than relying on market timing, ASC uses a reactive methodology to reduce exposure to equities during declining markets. Once the market declines by more than 5% from its peak, funds are automatically shifted from stocks to cash. Once this initial loss control discipline is invoked, further equity reductions will occur if the market continues to decline.

## Footnotes

1. All returns shown are time-weighted and include the reinvestment of income. Gross returns shown reflect performance without the deduction of Wilmington Trust Fiduciary Services Company fees for investment management and trust services.  
Net returns shown reflect the quarterly deduction from gross returns of fees paid to Wilmington Trust Fiduciary Services Company on equity and balanced Portfolios by all Wilmington Trust Fiduciary Services Company clients during the applicable period. Fees charged to any particular account may vary and an account may have paid more or less than the amount used to reduce the gross returns, therefore, this representation of performance is not intended to reflect the actual performance an account would experience. The deduction of fees and the compounding effect of such deductions over time will reduce an account's performance on a cumulative basis as will timing and other individual account factors. An account that paid the highest fee payable for this Portfolio would have experienced a return of 3.27% for 3 years, 5.82% for 5 years, and 2.40% for 10 years. Contact your Financial Advisor for information about the Wilmington Trust Fiduciary Services Company fees.
2. The blended index of 60% S&P 500 Index and 40% Barclays Capital Intermediate Government/Credit Bond Index is the benchmark against which the Portfolio's performance is measured. The S&P 500 Index is an unmanaged index with no expenses, which covers 500 industrial, utility,

transportation and financial companies of the U.S. markets. It is a capitalization-weighted index calculated on a total return basis with dividends reinvested. The Barclays Capital Intermediate Government/Credit Bond Index is composed of bonds that are all investment grade. Issues must have amounts outstanding in excess of \$25 million and have maturities between one and ten years. Total return includes price appreciation/depreciation and income. Data for the blended index of 60% S&P 500 Index and 40% Barclays Capital Intermediate Government/Credit Bond Index is provided by Bloomberg and Standard & Poor's Financial Services LLC.

3. The permissible investments for this Portfolio are set forth in the Portfolio Disclosure Document (PDD) under the Wilmington Trust Fiduciary Services Company Collective Investment Trust for Employee Benefit Plans (CIT). The PDD and the Declaration of Trust for the Wilmington Trust Fiduciary Services Company CIT govern the management of the Portfolio and should be read in conjunction with this Adviser Profile. For additional information, contact your Financial Advisor. The units of the Portfolio are not deposits or obligations of Wilmington Trust Fiduciary Services Company or any bank. The value of the Portfolio is not guaranteed by the Federal Deposit Insurance Corporation or by any other Governmental agency. The units are subject to investment risk, including possible loss of principal invested.