

4

The Neuberger Berman Equation

---

The Neuberger Berman Equation represents the intangible qualities that set our firm apart from other investment advisory firms. The cumulative and interactive effects of our strengths equal E<sup>4</sup>, an expression of the distinctive combination of attributes that support Neuberger Berman's efforts to manage clients' assets both prudently and profitably. The *E<sup>1</sup>xperience* of our seasoned portfolio management teams is central to our ability to work toward our clients' financial goals in both challenging and sound market environments.

The *E<sup>2</sup>nterprising* spirit with which we approach our work helps us uncover oppor-

N E<sup>1</sup> U B E<sup>2</sup> R G E<sup>3</sup> R B E<sup>4</sup> R M A N

tunities and minimize risks that may not be readily apparent to others. Our long-standing and primary focus on discretionary money management has enabled us to develop a specialized

*E<sup>3</sup>xpertise* in financial markets and asset classes worldwide, from international stocks

to domestic bonds. And our unwavering dedication to *E<sup>4</sup>xcellence* in everything we

do supports a corporate culture in which the needs and interests of our clients are always

paramount. Together, these characteristics comprise a formula for the kind of client-centered

investment management products and services that are available from Neuberger Berman.

---



<sup>1</sup>*Experience*

## Unwavering Focus on Investment Management

seasoned portfolio management teams that work toward our clients' financial goals in both challenging and sound market environments

From our inception in 1939, Neuberger Berman has concentrated on helping both institutional and individual investors build wealth, earn income and preserve capital.

Over the years, we have grown into a premier investment management firm, with more than \$56 billion under management and \$150 million of capital. Our financial strength supports the operational stability that we believe is required to maximize the opportunities and control the risks of long-term investing.

With over 1000 employees including 69 principals, Neuberger Berman is one of the largest independent investment advisory firms.

Headquartered in New York City, the firm has regional offices across the United States, which allow closer contact with our clients and better on-site service.

Neuberger Berman's leadership position is also rooted in the *Experience* of its portfolio management teams. Each team is led by a principal of the firm, who maintains hands-on involvement in all investment management and client service activities. With an average of 26 years in the industry, our portfolio managers have navigated virtually every kind of investment climate and economic environment.

When it comes to our clients, Neuberger Berman is committed to the belief that investors' interests come first. We strive to maintain, throughout every relationship, an in-depth understanding of our clients' changing needs, goals and attitudes toward risk. We seek client input and work to develop products and services that best meet their needs. Our longstanding and, in many cases, multi-generational relationships underscore the success of this approach.

## A Disciplined Approach to Investment Management



Neuberger Berman has maintained a consistent, disciplined investment philosophy that has been the cornerstone of our approach for more than 60 years.

First, our evaluations emphasize the prospects of individual companies and securities rather than broad macroeconomic and market trends. This enables our portfolio managers and research analysts to disregard investment fads and focus on uncovering long-term investment opportunities in virtually any environment.

Secondly, in-depth and extensive research conducted by our seasoned analysts and portfolio managers is the foundation upon which Neuberger Berman builds a sound investment strategy for our clients. Portfolio managers and analysts meet with senior management of approximately 1000 companies every year to gain the insights and perspectives available only through meetings and on-site visits. As research intensifies, we develop a thorough understanding of a company's business and its management strategy in order to assess its financial prospects and identify those critical factors unrecognized or underappreciated by the market. In addition, our portfolio managers track over 1500 companies and focus on about 300 companies in a wide variety of industries. They also scrutinize volumes of research materials prepared by external firms.

<sup>2</sup>*Enterprising* =





the spirit with which we approach  
our work helps us uncover oppor-  
tunities and minimize risks that  
may not be apparent to others

Thirdly, portfolio managers specialize within a broad range of asset classes and capitalization ranges according to their clients' needs. Because each investment team leverages the experience and insights of others, Neuberger Berman's portfolio managers have an unusual and *Enterprising* ability to meet the specific objectives of each client. Their common goal, however, is to provide superior, risk-adjusted investment performance.

This approach to investment management enables Neuberger Berman to give clients a wide choice of investment products and services. Today, we manage equity, fixed income, international, global and socially responsive portfolios.

#### EQUITY

Neuberger Berman manages small-, mid- and large-capitalization equity portfolios as well as portfolios consisting of a blend of these strategies, and offers value and growth investment approaches. Value portfolios emphasize equities that appear to be trading below their true worth. Typically, the issuing companies have lower price-to-earnings and price-to-cash flow ratios than the norm. In contrast, growth strategies seek out companies likely to grow faster than the overall economy and their competitors. In both

value and growth portfolios, Neuberger Berman portfolio managers seek companies judged to be of high quality. All portfolios are managed on a company-by-company basis, potentially enabling managers to find attractive opportunities that may not yet be widely understood within the investment community. All of our equity portfolios are broadly diversified to help control the risks of stock market participation.

#### FIXED INCOME

Neuberger Berman offers a full range of fixed income capabilities that cover the maturity and credit spectrums. Our strategies include taxable and tax-exempt management, as well as high-yield, global and international management. We take a value-oriented approach to all of our fixed income strategies and seek those investment opportunities that are inefficiently priced or may have been overlooked by other investors. We respond to broad market trends and utilize our collective seasoned judgement to maximize risk-adjusted returns.

#### INTERNATIONAL AND GLOBAL

Neuberger Berman offers clients the opportunity for direct investment in international securities markets with equity capabilities in both developed and emerging markets. We offer three distinct products: International (non-US), Global and Emerging markets, although we can custom tailor portfolio strategies to suit a variety of mandates.

## Capabilities Tailored to Our Clients' Needs

Our investment process is driven by security selection. Our international managers are fundamental, bottom-up investors and employ a combination of growth and value criteria when selecting securities, while also considering larger scale economic factors that serve to verify market allocation decisions.

### SOCIALLY RESPONSIVE

Neuberger Berman is a leader in socially responsive investing, tailoring portfolios to reflect clients' social concerns. The firm evaluates companies in such areas as the environment, employment, human rights and public health. Clients may specify that their portfolio managers emphasize companies with a positive commitment to social responsibility, or they may choose to avoid companies whose policies they oppose. Socially responsive portfolios can be balanced, or weighted toward equities or fixed income securities. Without compromising profitability, individuals and institutions can pursue their financial and social goals simultaneously.

Throughout our history, Neuberger Berman has built a strong reputation for our ability to tailor investment management services to the needs of the various constituencies we serve. We provide an integrated approach to wealth management including customized investment management, manager selection, generational tax planning and fiduciary and executor services. Whether the client is an individual investor seeking a diversified mutual fund, a member of a high-net-worth family or a global financial institution with a substantial portfolio, Neuberger Berman is organized to deliver the personal attention, investment *Expertise* and services needed to achieve their goals.

### PRIVATE ASSET MANAGEMENT

The oldest single activity within Neuberger Berman is providing money management services to high-net-worth individuals and families, as well as smaller institutions. In fact, the majority of our principals are still directly involved in this specialty and many of our investors are still referred to us personally by other clients. Working with other advisors, and drawing on our own expertise across multiple disciplines, our professionals help clients understand and optimize their total investment situations, including tax, estate planning and asset allocation issues. Trust and continuity are key ingredients of the advisory process as we seek to build long-term relationships with clients, which often span several generations within the same family.



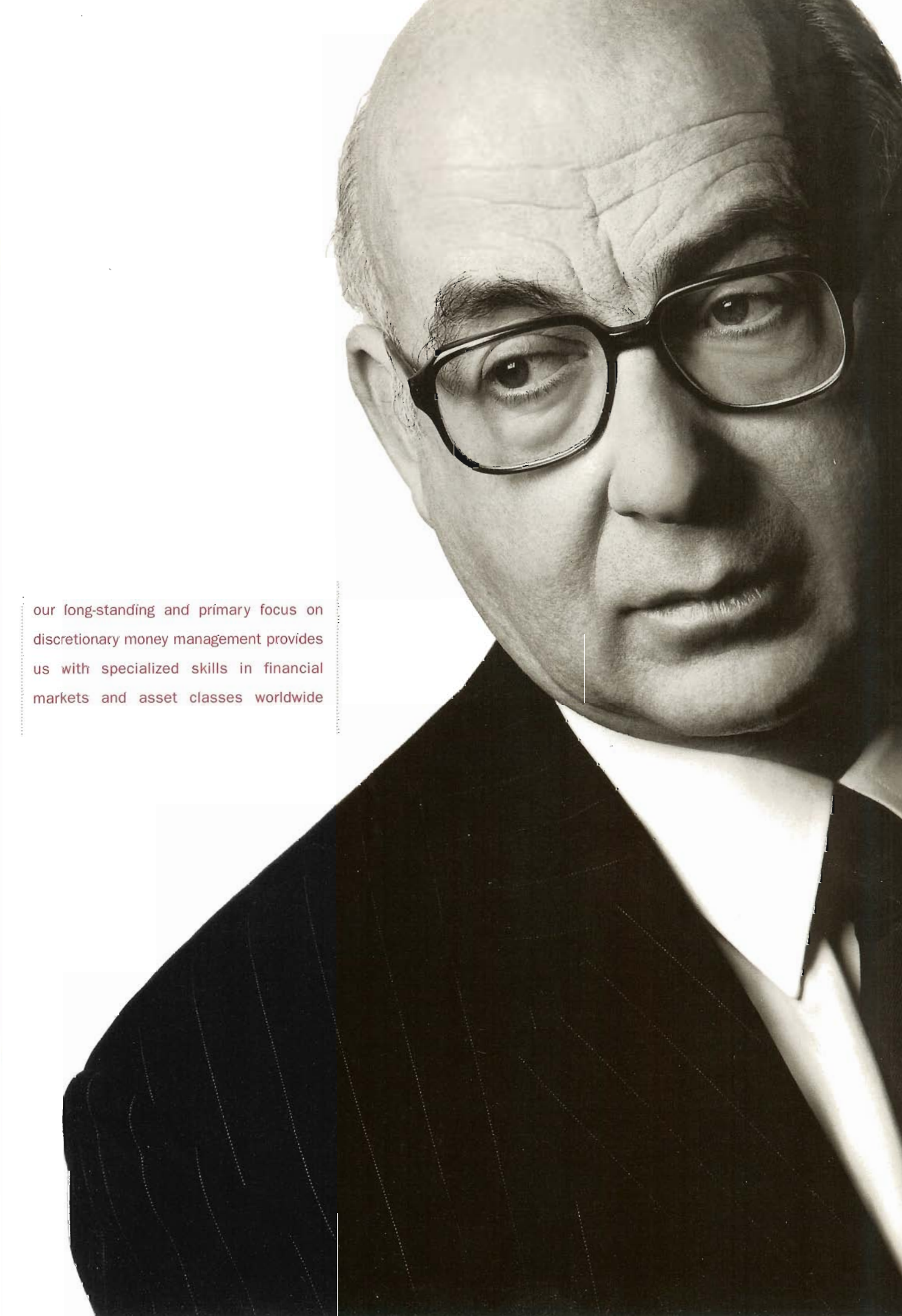
## TRUST COMPANY SERVICES

Neuberger Berman Trust Company, Neuberger Berman Trust Company of Delaware and Neuberger Berman Trust Company of Florida offer customized fiduciary services for the growth, protection, management and transfer of individual wealth, as well as the management of institutional assets. These include trustee services; executor services; family custody, asset allocation, performance measurement and record-keeping; IRA administration; planned gift program administration for non-profit organizations and retirement plan and employee benefit trustee services for corporations. In addition, we offer personalized tax, retirement, charitable giving and estate planning services, all aimed at helping clients every step of the way — from setting goals to mapping a strategy for multi-generational wealth enhancement.

## MUTUAL FUNDS

We offer a diversified family of mutual funds for individual and institutional investors, including investment vehicles for variable insurance products, pension funds and deferred compensation programs. Covering domestic, international, equity and fixed income markets and all market capitalization ranges, these funds are designed to fit many different investment styles and are managed against a targeted index to deliver consistent performance through complete market cycles. An ideal way to combine investment diversification with the benefits of active professional management, they provide opportunities to pursue a wide range of financial objectives, including capital preservation, income and long-term growth.

*Expertise* =



our long-standing and primary focus on  
discretionary money management provides  
us with specialized skills in financial  
markets and asset classes worldwide

#### INSTITUTIONAL SEPARATE ACCOUNTS

Neuberger Berman provides investment advisory services to corporations, public funds, Taft-Hartley plans, insurance companies, hospitals and healthcare organizations, endowments and foundations. We manage domestic and international equities, domestic and international fixed income securities, balanced accounts and cash management separate account portfolios for institutional clients. Working closely with clients and their consultants, we customize portfolios and monthly reports to meet their distinctive needs.

#### CONSULTANT SERVICES GROUP

The Consultant Services Group is a team dedicated to serving institutional and individual clients of major broker-dealers on a separate account basis. These accounts are managed by the same investment professionals responsible for our institutional portfolios, and are guided by the same strategies and research utilized for our institutional clients. We offer a full range of investment strategies including equity, balanced and fixed income.

#### PROFESSIONAL INVESTOR CLEARING SERVICES

Neuberger Berman provides trade execution, clearing, financing and enterprise technology consulting services to the professional investor community. We offer clients, which include hedge funds, registered investment advisors and broker-dealers, premium service levels and customized solutions. Through a single source, clients can leverage the same operational expertise, infrastructure and technology used by our portfolio managers for the firm's individual and institutional accounts. Other key features include access to the firm's block trading desk, institutional sales coverage, proprietary portfolio systems, market research and trust services.

<sup>4</sup>*Excellence* =





an unwavering commitment in every-  
thing we do that supports a corporate  
culture in which the needs and interests  
of our clients are always paramount

MICHAEL M. KASSEN, *Principal*



## Conclusion

Celebrating more than 60 years of service, we are proud of our heritage. From the beginning, our steadfast emphasis on integrity, stability and discipline in all areas of money management has enabled us to attract and retain top professionals in the industry and to maintain long-standing relationships with clients. Consistent with these high standards is our ongoing commitment to *Excellence* in everything we do, which is the hallmark of our firm.

In our view, these qualities make Neuberger Berman the firm of choice for individuals and institutions seeking investment management expertise. We welcome the opportunity to demonstrate how The Neuberger Berman Equation can provide a powerful formula for achieving investment success for you.

*For more information about any of the Neuberger Berman mutual funds, call Neuberger Berman Management Inc. for a free prospectus containing fees and expenses. Please read the prospectus carefully before you invest or send money. Neuberger Berman Management Inc. can be reached at 800.877.9700.*

*If you would like more information on all other products and services please call us at 212.476.9000.*