

# Mid Cap Growth Equity Composite

As of December 31, 2011

Baird Investment  
Management

## Performance Information (as of 12/31/2011)

	Total Returns (%)	Average Annual Total Returns (%)				
	3 Months	1 Year	3 Years	5 Years	10 Years	Since Inception (06/30/93)
BIM Mid Cap Growth Equity (gross*)	14.4%	5.6%	24.3%	6.8%	6.9%	11.4%
BIM Mid Cap Growth Equity (net)	14.3%	5.1%	23.7%	6.3%	6.3%	10.9%
Russell Midcap® Growth Index	11.2%	-1.7%	22.1%	2.4%	5.3%	8.3%

	Average Annual Total Returns (%)				
	2011	2010	2009	2008	2007
BIM Mid Cap Growth Equity (gross**)	5.6%	28.2%	41.8%	-40.3%	21.2%
Russell Midcap® Growth Index	-1.7%	26.4%	46.3%	-44.3%	11.4%

\*Gross of fee returns are supplemental to net of fee returns. The Russell Midcap® Growth Index measures the performance of the mid-cap growth segment of the U.S. equity universe. It includes those Russell Midcap® Index companies with higher price-to-book ratios and higher forecasted growth values. The Russell Indices are a trademark of the Frank Russell Company. Russell is a trademark of the Frank Russell Company.

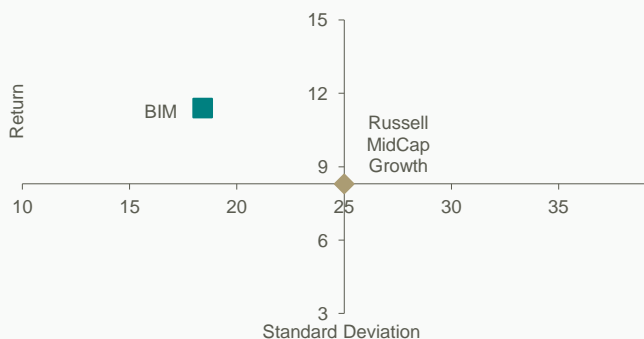
## Investment Team

	Investment Team Since	Years of Experience
Chuck Severson, CFA / PM	1993	25
Ken Hemauer, CFA / PM	2001	18
Douglas Guffy / Analyst	2004	28
Reik Read / Analyst	2010	14
Jonathan Good / Analyst	2006	12

## Characteristics

	BIM Mid Cap Growth	Russell Midcap Growth
Avg. Weighted Market Cap (billions)	\$6.3	\$7.9
Net Profit Margin	8.0%	8.2%
Revenue Growth (5 year)	10.0%	9.0%
Dividend Growth (5 year)	16.0%	8.0%
LT Debt as % of Capital	24.0%	32.0%
P/E Ratio (Trailing 4 Qtrs)	19.4x	17.4x
# of Holdings	55	466
Turnover (Trailing 12 months)	44.8%	n/a

## Risk/Return Profile (Gross of Fees) Since Inception 6/30/1993



## Standard Deviation

	3-Year	5-Year	10-Year	Since Inception
BIM Standard Deviation	19.9	22.6	18.4	18.4
RMCG Standard Deviation	22.6	25.2	21.8	25.0

Standard Deviation of annual composite returns is a frequently used measure of risk. A lower number implies less variability in returns over the period.

Source: PSN Enterprise

## Sector Weights

	BIM Mid Cap Growth	Russell Midcap Growth
Consumer Discretionary	21.1%	21.1%
Consumer Staples	4.1%	5.6%
Energy	11.1%	10.0%
Financial Services	9.1%	9.1%
Healthcare	8.3%	12.2%
Materials & Processing	9.9%	9.7%
Producer Durables	16.9%	15.7%
Technology	15.6%	15.6%
Utilities	0%	1.0%
Cash	3.9%	0%

## Top Five Equity Holdings

Oceaneering Int'l (OIL)	2.9%
Plantronics (PLT)	2.5%
Microchip Technology (MCHP)	2.5%
Roper Industries (ROP)	2.4%
Fastenal (FAST)	2.4%

**BIM Mid Cap Growth Equity Composite**  
 Full Disclosure Presentation as of 12/31/2011

Period Ended	Total Firm Assets		Composite Assets			Annual Composite Performance Results				Standard Deviation (3-yr)	
	Baird (millions)	BIM (millions)	USD (millions)	% of Bundled Fee	Number of Portfolios	BIM Gross	BIM Net	Russell Midcap® Growth	Composite Dispersion	BIM	Russell Midcap® Growth
12/31/11	--	\$505	\$119	6%	18	5.6%	5.1%	-1.7%	0.3%	20.2%	20.8%
12/31/10	--	\$552	\$123	6%	20	28.2%	27.7%	26.4%	0.2%	24.6%	26.4%
12/31/09	--	\$539	\$81	8%	12	41.8%	41.1%	46.3%	0.5%	22.1%	24.0%
12/31/08	--	\$462	\$61	3%	8	-40.3%	-40.5%	-44.3%	0.9%	19.0%	20.4%
12/31/07	--	\$833	\$114	6%	14	21.2%	20.6%	11.4%	0.3%	11.1%	10.5%
12/31/06	\$19,884	\$1,203	\$122	2%	16	5.0%	4.4%	10.7%	0.3%	10.8%	11.2%
12/31/05	\$17,248	\$5,321	\$287	4%	39	6.5%	5.9%	12.1%	0.1%	10.8%	12.2%
12/31/04	\$13,853	\$5,190	\$261	9%	42	13.5%	12.9%	15.5%	0.4%	13.0%	18.1%
12/31/03	\$11,499	\$4,410	\$126	12%	33	28.2%	27.4%	42.7%	0.6%	17.8%	27.5%
12/31/02	\$9,624	\$3,167	\$55	3%	15	-14.0%	-14.3%	-27.4%	0.8%	20.3%	34.0%
12/31/01	\$10,539	\$3,434	\$40	2%	11	-5.2%	-5.4%	-20.2%	1.1%	20.4%	34.5%
12/31/00	\$8,731	\$3,331	\$27	0%	10	20.9%	20.4%	-11.8%	N.A.	22.0%	30.8%
12/31/99	\$4,456	\$3,434	\$13	0%	Five or Less	16.0%	15.5%	51.3%	N.A.	20.5%	22.3%
12/31/98	\$3,671	\$2,812	\$4	0%	Five or Less	34.5%	33.7%	17.9%	N.A.	19.8%	20.0%
12/31/97	\$2,794	\$2,116	\$3	0%	Five or Less	26.8%	26.0%	22.5%	N.A.	13.4%	13.3%
12/31/96	\$1,841	\$1,513	\$3	0%	Five or Less	22.4%	21.7%	17.5%	N.A.	11.6%	12.0%
12/31/95	\$1,535	\$1,262	\$2	0%	Five or Less	26.2%	25.4%	34.0%	N.A.	N.A.	N.A.
12/31/94	\$1,352	\$1,117	\$2	0%	Five or Less	0.3%	-0.4%	-2.2%	N.A.	N.A.	N.A.
12/31/93*	\$1,596	\$1,301	\$2	0%	Five or Less	8.7%	8.5%	10.2%	N.A.	N.A.	N.A.

N.A. – Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire period.

\*Results shown for the year 1993 represent partial period performance from June 30, 1993 through December 31, 1993.

***BIM Mid Cap Growth Equity Composite** consists of all fully discretionary mid cap growth equity accounts. The Mid Cap Growth Portfolios invest in medium sized, high-quality growth companies holding leadership positions within their industries that BIM's portfolio managers believe are capable of producing above average growth in a variety of market environments. The Portfolios will emphasize companies with a market capitalization between \$2 billion and \$15 billion. To help control risk, the Portfolios are generally diversified among companies in a broad range of industries and economic sectors, with sector limits for any one sector at the greater of 30% of the Portfolio or double the weighting of the applicable sector in the Russell Midcap® Growth Index. For comparison purposes the composite is measured against the Russell Midcap® Growth Index. Prior to December 31, 2005, BIM also presented the S&P 400® Index with its returns. Prior to January 1, 2004, the composite was named the BIM Taxable and Tax-Exempt Equity Mid Cap Composite. The minimum account size for this composite is \$550,000.*

Baird Investment Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Baird Investment Management has been independently verified for the periods January 1, 2006 through September 30, 2011 by Ashland Partners & Company LLP and for the period January 1, 1993 through December 31, 2005 by a previous verifier.

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 BIM Mid Cap Growth Equity Composite has been examined for the periods January 1, 2006 through September 30, 2011 by Ashland Partners & Company LLP and for the period July 1, 1993 through December 31, 2005 by a previous verifier. The verification and performance examination reports are available upon request.

As of January 1, 2007, the firm is defined as Baird Investment Management ("BIM"), a department of Robert W. Baird & Co., Incorporated that manages equity and balanced portfolios. Prior to January 1, 2007, the firm was defined as Robert W. Baird & Co., Incorporated. Robert W. Baird & Co., Incorporated is registered as an Investment Advisor. The firm maintains a complete list and descriptions of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results.

Gross of fee returns are supplemental to net of fee returns. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual fees. Gross returns have not been reduced by advisory fees but have been reduced by transaction costs. Bundled fees include all charges for transaction costs, portfolio management, custody and other administrative fees. All bundled fees, except those for portfolio management, are included in the gross returns. The percentage of bundled fee assets was overstated in previous presentations and has since been corrected. The composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite for the entire period noted. Standard deviation is presented as a 3 year annualized standard deviation measure of risk using monthly returns as of each annual period end.

The U.S. Dollar is the currency used to express performance. The performance results were calculated without consideration of the effects of any income taxes thereon, including withholding tax on foreign dividends. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

The management fee schedule is as follows: 0.85% on the first \$5,000,000, 0.65% on the next \$5,000,000, 0.55% on the next \$15,000,000, 0.50% on the next \$25,000,000 and 0.45% on the balance. All accounts existing prior to January 1, 2004 were grandfathered at their previous fee schedule. Actual investment advisory fees incurred by clients may vary.

The BIM Mid Cap Growth Equity Composite was created June 30, 1993.