

Losch Management Company

Composite Returns December 31, 1995 to December 31, 2011
Concentrated Value Composite

Year Ending	Composite Gross Return	Benchmark Return (S&P 500)	Composite 3 yr Standard Deviation	Benchmark 3 yr Standard Deviation	Number Of Portfolios	Size Weighted Dispersion	Composite Assets (Mil)	Firm Assets
1996	8.39%	22.96%			7	2.21%	\$2.65	\$2.85
1997	49.71%	33.36%			9	3.70%	\$4.76	\$6.35
1998	36.10%	28.58%	17.55	16.13	8	7.82%	\$6.05	\$7.43
1999	12.26%	21.04%	17.62	16.51	9	7.95%	\$6.42	\$7.78
2000	3.83%	-9.11%	18.63	17.40	10	7.91%	\$6.53	\$7.87
2001	14.05%	-11.89%	16.76	16.71	11	3.00%	\$7.64	\$9.04
2002	-7.82%	-22.10%	16.63	18.53	11	3.73%	\$9.19	\$9.40
2003	24.12%	28.68%	14.88	18.03	11	2.45%	\$12.43	\$12.43
2004	8.26%	10.88%	11.14	14.82	12	1.80%	\$13.32	\$13.32
2005	1.57%	4.91%	8.88	8.99	11	1.81%	\$12.73	\$12.73
2006	17.75%	15.79%	6.39	6.78	12	1.47%	\$14.07	\$14.08
2007	20.96%	5.49%	7.58	7.67	11	2.19%	\$15.70	\$15.71
2008	-22.02%	-37.00%	13.00	15.09	10	5.32%	\$11.53	\$11.56
2009	19.88%	26.46%	20.72	19.62	12	3.36%	\$14.09	\$14.12
2010	26.68%	15.06%	22.79	21.85	12	5.24%	\$16.93	\$16.97
2011	-15.48%	2.11%	22.78	18.73	12	1.94%	\$13.82	\$13.86

Compliance Statement

Losch Management Company claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Losch Management Company has been independently verified for the periods from December 31, 1995 to December 31, 2011. The verification report is available upon request.

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. Verification does not ensure the accuracy of any specific composite presentation.

The Firm

Losch Management Company is a Registered investment Advisor, registered in the State of Florida. The company was established in 1994. Losch Management Company manages a single composite whose results are listed above. We manage a highly concentrated portfolio of U.S and foreign equities that fit our value investing discipline.

Policies

Losch Managements Company's policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

Composite Description -Concentrated Value Composite

The objective of our management is to exceed the returns of Standard & Poors 500 index by at least 2% over a rolling five-year period. Securities are selected using the simple value investing standards. Portfolios are highly concentrated, typically holding less than 20 securities, versus the benchmark, which reflects the performance of more than 500 holdings. Composite returns may, therefore, have a lower correlation with the benchmark than a more diversified equity strategy.

Composite was created 12/31/1998

Performance is calculated in U.S. Dollars.

Benchmark

The benchmark is the S&P 500 Index, which is designed to measure the equity market performance of Large Cap American equities. The benchmark is market-cap weighted and is composed of 500 American equities. Benchmark returns are net of withholding taxes.

Fees

Returns are presented gross of management fees, custodial fees, and withholding taxes but net of all trading expenses.

List of Composites

This is the only composite managed by Losch Management Company. The list of all is available on request.

Fee Schedule

The standard fixed management fee for accounts with assets under management of less than \$1,000,000 is 1.5%, 1% for accounts over \$1,000,000.

Minimum Account Size

The minimum portfolio size for inclusion in the composite is \$20,000. Portfolio will not be dropped from composite because it drops below \$20,000 because of market conditions.

Internal Dispersion

Internal dispersion is calculated using the asset-weighted standard deviation of annual gross of fees returns of those portfolios that were included in the composite for the entire year.

Standard Deviation

The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period.