## BALANCED COMPOSITE

## Philosophy:

At ValueWorks we define value investing as buying the best-quality assets at the best possible prices. We like to think of ourselves as bargain hunters: it is our goal to pay only $\$ 0.50$ to $\$ 0.75$ for $\$ 1.00$ worth of assets. We evaluate the component parts of a company, assigning each of its assets a dollar value that, when added together, comprises the underlying value of the company; if this is higher than the company's stock price, we consider it an investment opportunity.

## Process:

1. Identification We monitor the financial markets to identify securities that match our investment criteria-focusing on opportunities that appear misunderstood by the general market.
2. Appraisal First we identify the assets; then we appraise them. This allows us to determine the company's underlying value. We then decide whether the assets are of high quality and therefore likely to appreciate over time.

3. Assessment Here we assess any claims against a company's assets; we then compare the market price of the claims to the company's underlying value. If a particular security trades at a discount, we identify factors that could eliminate the valuation gap and increase its price. We then make a decision on the purchase of the security.
4. Re-Evaluation We continuously monitor our positions to determine if our original investment thesis still applies, taking necessary action to optimize our portfolio.
5. Exit We exit a position when a security either reaches full valuation or changes in its outlook invalidate part of our original thesis.

| Measures of Risk/Return vs Blended Index* |  |  |  |
| :---: | :---: | :---: | :---: |
|  | St. Dev. | Beta | Alpha |
| 3 years | $16.94 \%$ | 1.69 | $3.16 \%$ |
| 5 years | $18.33 \%$ | 1.60 | $0.40 \%$ |


| Cumulative Annual Performance |  |  |  |  | 5 Year Quarterly Market Capture Ratios |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | VW (gross) | Cum. VW | Blended | Cum. Blended |  |  | Cumula | Returns |  |
| 7 year | 12.33\% | $\begin{gathered} \text { (gross) } \\ 125.60 \% \end{gathered}$ | $\begin{aligned} & \text { Index* } \\ & \text { 7.53\% } \end{aligned}$ | $\begin{gathered} \text { Index* } \\ 66.18 \end{gathered}$ |  | \# of Quarters | ValueWorks | Blended Index* | Percentage of Mkt Return |
| 5 Year | 7.11\% | 41.01\% | 4.19\% | 22.76 | Up | 12 | 148.32\% | 63.93\% | 232.02\% |
| 3 Year | -0.55\% | -1.64\% | -2.19\% | -6.44 | Down | 8 | -43.22\% | -25.11\% | 172.08\% |
| 1 Year | -12.54\% | -12.54\% | -6.17\% | -6.17 | All | 20 | 41.01\% | 22.76\% | 180.19\% |

Performance History through Q4 2002
Historical Quarterly Returns vs. Index

*The Blended Index is a composite calculation comprised of $50 \%$ S\&P 500 Index and $50 \%$ Merrill Lynch Domestic Master Bond Index.



 quarter under management. Exiting accounts are included through the last full quarter under management.
 These results were generated at other firms prior to the fourth quarter of 2001. Results for other composites are available upon request.

