

# ValueWorks

quality assets. compelling valuations.

## Balanced Composite

## Fact Sheet Q1 2008

### 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.

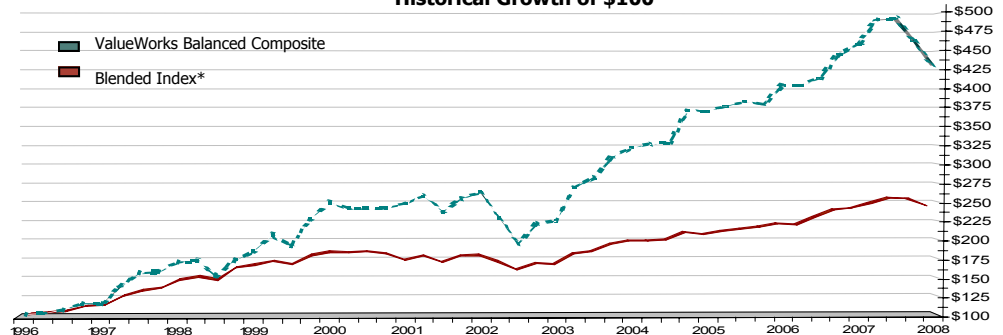
**2. Appraisal** First we identify the assets; then we appraise them. This allows us to determine the company's underlying value. We then decide whether the assets are of high quality and therefore likely to appreciate over time.

**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.

### Historical Growth of \$100



### Trailing Performance

	ValueWorks		Blended Index*	
	annualized	cumulative	annualized	cumulative
10 year	9.59	149.87	5.21	66.22
5 Year	13.78	90.72	8.04	47.19
3 Year	5.18	16.35	5.92	18.83
1 Year	-6.10	-6.10	1.66	1.66

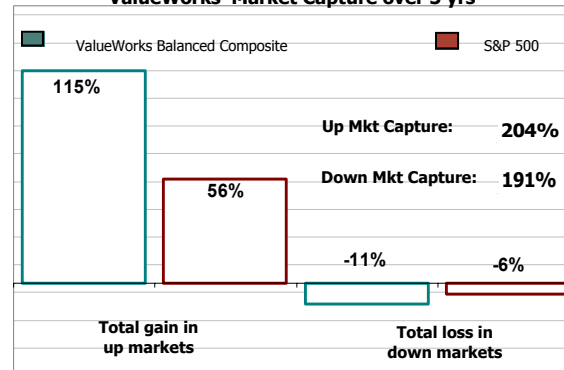
### Risk/Return vs Blended Index\*

	10 year	5 year	3 year
Alpha	9.94	3.02	0.44
Beta	0.77	0.95	0.81

### Performance History through 3/31/2008

	Gross of	Net of	Blended
	Fees	Fees	Index*
YTD	-6.92	-7.26	-3.47
2007	4.07	2.53	6.44
2006	17.34	15.59	9.98
2005	2.24	0.77	3.80
2004	19.64	18.09	7.70
2003	39.08	36.88	15.50
2002	-12.78	-14.36	-6.15
2001	4.87	3.10	-1.29
2000	6.28	4.35	1.02
1999	31.32	28.89	9.95
1998	9.13	7.15	19.33
1997	34.81	32.51	21.18
1996	18.66	16.54	12.96

### ValueWorks' Market Capture over 5 yrs



### Historical Quarterly Results vs. Index

	ValueWorks (gross)				Blended Index*			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
2008	-6.92				-3.47			
2007	3.17	6.87	0.17	-5.78	1.07	2.87	2.49	-0.11
2006	6.66	-0.25	2.54	7.55	1.78	-0.79	4.76	3.96
2005	-0.12	1.74	1.42	-0.80	-1.29	2.24	1.50	1.34
2004	3.99	1.51	0.48	12.79	2.17	-0.37	0.67	5.09
2003	1.39	19.62	4.89	9.32	-0.88	8.95	1.27	5.61
2002	3.02	-12.50	-14.55	13.24	0.12	-4.85	-6.20	5.02
2001	2.36	3.90	-8.07	7.26	-4.42	3.13	-4.92	5.32
2000	9.24	-2.75	0.04	0.00	2.32	-0.52	1.01	-1.75
1999	7.37	10.91	-6.75	18.26	2.20	3.06	-2.76	7.36
1998	7.81	1.00	-11.27	12.95	7.77	2.83	-2.86	10.84
1997	-0.14	19.26	12.29	0.81	1.07	10.54	5.41	2.90

\*The Blended Index is 50% S&P Total Return and 50% Merrill Lynch master Bond Index

The above benchmark indices are unmanaged indices. Beta was calculated using the S&P 500 as the market proxy. The benchmark performance numbers reflect the reinvestment of dividends and interest but do not reflect the deduction of any fees or expenses. ValueWorks' value investing style is not limited to the securities in any of the above indices and utilizes specific investment techniques which are not utilized in the above indices and which may or may not increase volatility. Returns include all dividends, interest, accrued interest and other cash flows received as they may result from the implementation of a particular investment strategy. Trade date accounting has been used. Results for the full period are time weighted. Accounts are included in composite at the start of the first full period under management. From 1996—Q1 1998 exiting accounts are included through the period in which they left. Starting in Q2 1998 exiting accounts are included through the last full period under management.

As of 3/31/2008 the Balanced Composite consisted 125 accounts and \$67,975,864 in assets; this represents 19.78% of total accounts and 26.01% of total assets of the firm. These results were generated at other firms prior to 9/30/01. Information on other composites is available on request.

Past performance is not a guarantee of future results.