

ST. JAMES INVESTMENT COMPANY



CORE EQUITY PERFORMANCE OVERVIEW – AS OF FEBRUARY 2018

At St. James we employ an absolute return mindset to long-only value investing, emphasizing proven business models priced at a substantial discount to our conservative estimate of fair value. Importantly, we believe entry price is a key determinant of return.

PORTFOLIO MANAGER: ROBERT MARK

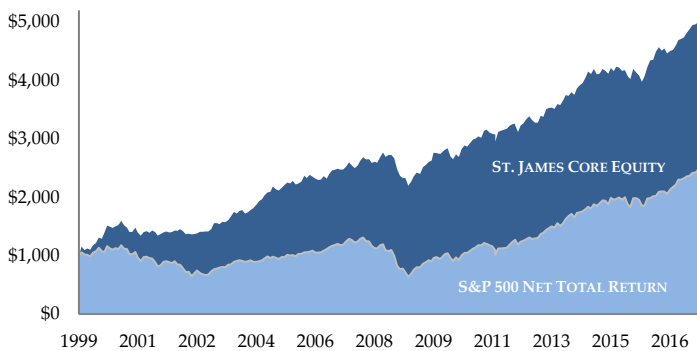
MINIMUM INVESTMENT: \$100,000

DIVIDEND YIELD: 2.1%

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Core Equity - Gross	31.6%	8.7%	1.3%	0.9%	25.1%	20.6%	10.0%	9.9%	8.3%	(10.9%)	19.8%	9.5%	7.7%	4.6%	16.6%	10.7%	(0.9%)	11.7%	13.6%	(1.3%)
Core Equity - Net	30.9%	7.6%	0.2%	(0.1%)	23.8%	19.4%	8.9%	8.8%	7.2%	(12.1%)	18.4%	8.2%	6.4%	3.3%	15.7%	9.7%	(1.9%)	10.6%	12.4%	(1.6%)
S&P 500 NTR	13.4%	(9.4%)	(12.2%)	(22.5%)	28.0%	10.2%	4.3%	15.1%	4.9%	(37.4%)	25.6%	14.4%	1.5%	15.2%	31.5%	13.0%	0.7%	11.2%	21.1%	1.7%

*June 1999 Inception

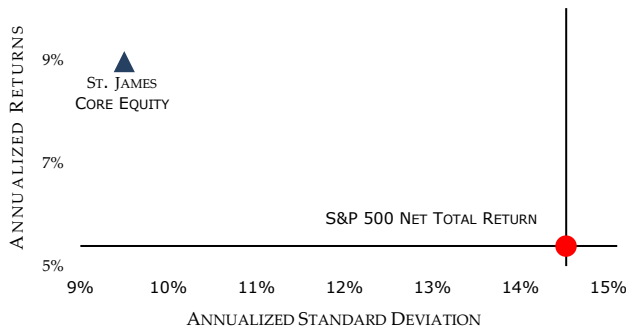
VALUE OF \$1,000 INVESTED IN JUNE 1999 THROUGH FEB 2018



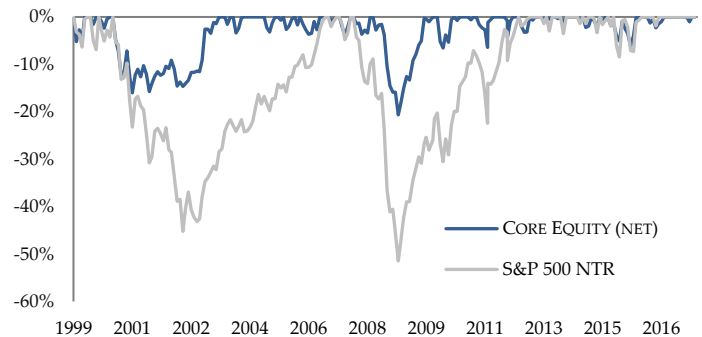
COMPARISON VS. S&P 500 NET TOTAL RETURN

CORE EQUITY PERFORMANCE	Cumulative ROR	Annualized ROR
Core Equity – Gross	508.1%	10.1%
Core Equity – Net	400.2%	9.0%
S&P 500 NTR	167.7%	5.4%
Annualized Alpha		6.1%
Beta		0.49
Correlation		0.74
Upside Capture Ratio		65.4%
Downside Capture Ratio		35.6%

RISK VS. RETURN



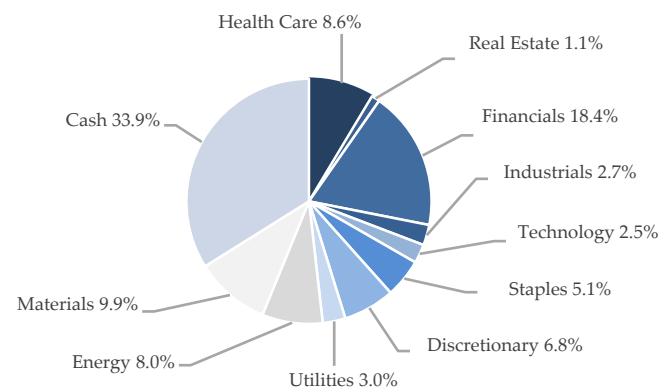
CORE EQUITY DRAWDOWN VS. S&P NET TOTAL RETURN



TOP-10 HOLDINGS (%)

Security	Sector	Weight
1. Cash	Cash & Equivalents	33.9
2. Berkshire Hathaway Inc. B	Financials	4.9
3. Enbridge, Inc.	Energy	4.8
4. Royal Gold	Materials	4.7
5. Sanofi Aventis	Healthcare	4.6
6. The Bank of New York Mellon	Financials	4.4
7. Brookfield Asset Management	Financials	4.2
8. C V S Caremark Corp.	Healthcare	3.9
9. Monsanto	Materials	3.9
10. Nestle SA ADR	Consumer Staples	3.2
Total		72.5

SECTOR ALLOCATION



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Please refer to GIPS® Compliant Presentation for important disclaimers and information. Please see Part 2A of Adviser's ADV for a complete description of advisory fees customarily charged by St. James. Past performance is not a guarantee of current or future results. Dividend Yield excludes cash. Registration as an Investment Advisor does not imply a certain level of skill or training.



CORE EQUITY GIPS® COMPLIANT PRESENTATION

Schedule of Comparative Performance Statistics (February 28, 2018)

	Gross- -of Fees Return	Net- -of Fees Return	Benchmark Index Return	Composite 3-Year StDev (%)	Benchmark 3-Year StDev (%)	Number of Portfolios	Internal Composite Dispersion	Value of Composite (USD mil.)	% Comp AUM Non-Fee Paying Accounts	% Comp AUM w/ Bundled Fees	% of Total Firm Assets in Composite	Total Firm Assets (millions)
*1999	31.62%	30.89%	13.43%	n/a	n/a	6		\$1.9	0.0%	0.0%	69.9%	\$2.7
2000	8.66%	7.59%	-9.42%	n/a	n/a	9	6.17%	\$2.1	0.0%	0.0%	48.2%	\$4.4
2001	1.26%	0.23%	-12.23%	n/a	n/a	16	6.61%	\$4.0	0.0%	0.0%	62.6%	\$6.4
2002	0.88%	-0.13%	-22.48%	11.72%	18.81%	19	3.79%	\$7.0	0.0%	0.0%	20.6%	\$34.1
2003	25.07%	23.84%	27.99%	9.51%	18.31%	29	0.27%	\$3.4	0.0%	0.0%	8.2%	\$41.3
2004	20.60%	19.43%	10.21%	7.72%	15.05%	19	2.45%	\$5.7	0.0%	45.9%	12.6%	\$45.2
2005	9.99%	8.91%	4.33%	7.60%	9.14%	20	2.65%	\$6.7	0.0%	38.8%	11.1%	\$60.4
2006	9.93%	8.84%	15.14%	7.24%	6.89%	32	2.13%	\$12.5	0.0%	24.2%	13.5%	\$92.5
2007	8.32%	7.25%	4.90%	6.86%	7.79%	42	0.85%	\$19.3	0.0%	0.0%	25.3%	\$76.3
2008	-10.94%	-12.07%	-37.45%	8.57%	15.30%	72	3.45%	\$30.1	0.0%	0.0%	26.4%	\$114.1
2009	19.84%	18.37%	25.55%	9.66%	19.91%	271	2.66%	\$133.5	0.2%	1.0%	60.7%	\$220.1
2010	9.53%	8.20%	14.37%	10.59%	22.16%	814	1.40%	\$302.6	0.0%	1.7%	60.0%	\$504.6
2011	7.71%	6.36%	1.47%	9.36%	18.98%	1,584	1.06%	\$975.3	0.0%	2.0%	91.7%	\$1,063.4
2012	4.58%	3.30%	15.22%	8.28%	15.31%	2,155	0.61%	\$1,190.2	0.0%	1.8%	92.9%	\$1,281.4
2013	16.63%	15.74%	31.55%	7.02%	12.12%	2,082	1.07%	\$1,343.0	0.0%	1.6%	95.2%	\$1,411.2
2014	10.70%	9.75%	12.99%	6.22%	9.10%	2,289	0.61%	\$1,380.4	0.0%	7.6%	94.4%	\$1,461.5
2015	-0.95%	-1.87%	0.74%	6.53%	10.61%	2,166	0.86%	\$1,189.3	0.1%	7.5%	93.7%	\$1,268.6
2016	11.68%	10.61%	11.23%	6.78%	10.72%	2,159	1.01%	\$1,266.3	0.1%	10.9%	97.8%	\$1,295.4
2017	13.55%	12.40%	21.09%	6.23%	10.06%	2,586	0.86%	\$1,353.9	0.8%	15.6%	96.8%	\$1,397.9
2018	-1.32%	-1.58%	1.73%	6.56%	10.16%	2,674	n/a	\$1,354.2	0.5%	16.0%	96.9%	\$1,398.0

* June 1999 inception

The St. James Investment Company (St. James) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. St. James has been independently verified for the periods 05/31/1999 - 09/30/2017. 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.

Firm and Composite Information

St. James is an independent investment management firm that manages equity and balanced portfolios. The firm invests in U.S. and non-U.S. stocks, and cash or cash equivalents. The Core Equity portfolio seeks long-term capital appreciation in the equities of what we believe to be well-financed, well-managed companies priced below their intrinsic values. These accounts primarily invest in US equities and expect to remain fully invested in stock market investments, but as market conditions warrant, SJIC will allocate portions of the accounts into foreign equities and fixed-income, to include domestic, foreign and defensively positioned ETFs to reduce its exposure to market fluctuations. The Core Equity Composite was created in January 2005 and has an inception date of June 1999. A complete list and description of firm composites is available upon request.

Benchmark

The benchmark is the S&P 500 Index Net Total Return, a market-capitalization weighted index containing the 500 most widely held companies (400 industrial, 20 transportation, 40 utility and 40 financial companies) chosen with respect to market size, liquidity, and industry. The volatility of the S&P 500 Index may be materially different from that of the strategy depicted, and the holdings in the strategy may differ significantly from the securities that comprise the S&P 500 Index. The S&P 500 Index is calculated on a total return basis, with dividends reinvested after the deduction of withholding taxes, and is not assessed a management fee. The comparison of results to an index does not disclose all facts materially relevant to the comparison.

Performance Calculations

Valuations and returns are computed and stated in U.S. dollars, and individual portfolios are revalued monthly. Portfolios also are revalued intra-month in cases where cash flows in excess of 10% of the portfolio's value occur. Pricing information is supplied by the account custodian. The firm uses the Modified Dietz formula to calculate monthly returns and links these returns geometrically to produce an accurate time-weighted rate of return. Composite returns are asset-weighted. Gross of fees returns are calculated gross of management and custodial fees and net of transaction costs. Net of fees returns are calculated net of management fees and transaction costs and gross of custodian fees. Both returns are calculated gross of all withholding taxes on foreign dividends. Accruals for fixed income and equity securities are included in calculations. The Core Equity Composite contains portfolios with bundled fees. The bundled fee includes all charges for trading costs, portfolio management, custody, and other administrative fees. Prior to 2013, Net returns were calculated by deducting the maximum applicable advisory fee for this strategy of 1.25% annually, pro-rated on a quarterly basis. Beginning January 1, 2013, Net returns are presented net of actual fees. Returns in this presentation include reinvestment of all income.

The standard management fee for the Core Equity strategy is 1.00% per annum. Additional information regarding St. James' fees is included in Part 2A of its Form ADV. Internal dispersion is calculated using the asset-weighted standard deviation of all accounts included in the composite for the entire year; it is not presented for periods less than one year, or when there were five or fewer portfolios in the composite for the entire year. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is presented for 2002 through 2010 though it is not required for periods prior to 2011. For the years 1999 and 2000 of this composite, performance can be confirmed by electronic records rather than client custodial statements, which are no longer available for this time period. This presentation does not disclose the effect of material or economic conditions on the results portrayed. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

Past performance does not guarantee future results.