

ST. JAMES INVESTMENT COMPANY



Core Equity Performance Overview - As of February 2020

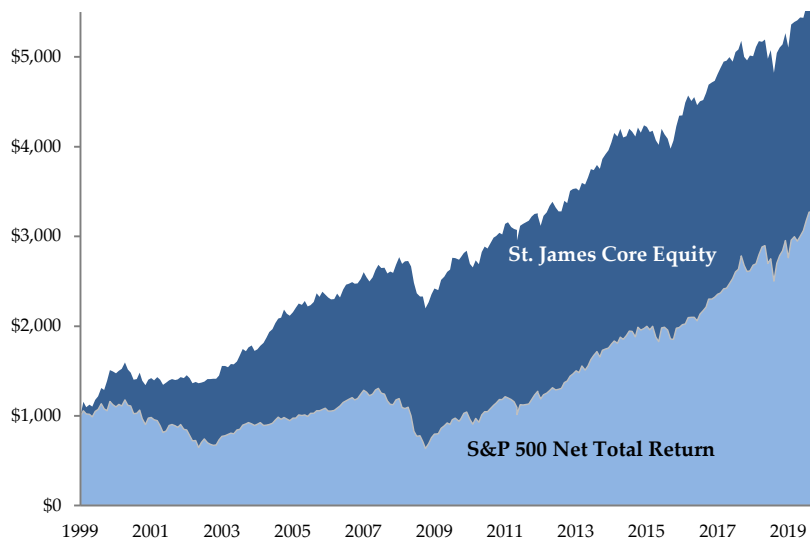
At St. James we employ an absolute return mindset to long-only value investing, emphasizing proven business models priced at a substantial discount to our conservative estimate of fair value. Importantly, we believe entry price is a key determinant of return.

Portfolio Manager: Robert Mark

Minimum Investment: \$100,000

Dividend Yield: 2.3%

Value of \$1,000 Invested in June 1999 Through February 2020



St. James Core Equity vs. S&P 500 Net Total Return

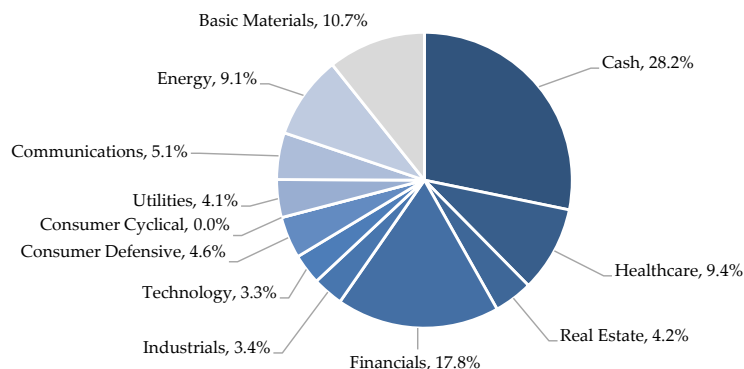
Rate of Return	Gross	Net	S&P 500 - NTR
1-Year	2.8%	1.9%	7.6%
5-Year	5.3%	4.3%	8.6%
10-Year	7.6%	6.5%	12.0%
20-Year	8.0%	6.8%	5.4%
Since Inception	9.4%	8.3%	5.4%

Annual Return	St. James Core Equity		Benchmark
	Gross	Net	S&P 500 - NTR
1999*	31.6%	30.9%	13.4%
2000	8.7%	7.6%	(9.4%)
2001	1.3%	0.2%	(12.2%)
2002	0.9%	(0.1%)	(22.5%)
2003	25.1%	23.8%	28.0%
2004	20.6%	19.4%	10.2%
2005	10.0%	8.9%	4.3%
2006	9.9%	8.8%	15.1%
2007	8.3%	7.2%	4.9%
2008	(10.9%)	(12.1%)	(37.4%)
2009	19.8%	18.4%	25.6%
2010	9.5%	8.2%	14.4%
2011	7.7%	6.4%	1.5%
2012	4.6%	3.3%	15.2%
2013	16.6%	15.7%	31.5%
2014	10.7%	9.7%	13.0%
2015	(0.9%)	(1.9%)	0.7%
2016	11.7%	10.6%	11.2%
2017	13.6%	12.4%	21.1%
2018	(4.0%)	(5.1%)	(4.9%)
2019	19.5%	18.2%	30.7%
2020	(8.8%)	(8.8%)	(8.4%)
Cumulative ROR	545.0%	420.3%	199.6%

Top 10 Holdings (%)

Security	Country	Weight
1. Cash	Cash & Equivalents	28.2%
2. Berkshire Hathaway Inc.	United States	7.3%
3. Enbridge Inc	Canada	5.8%
4. Sanofi	France	5.5%
5. Loews Corporation	United States	4.8%
6. Dominion Energy, Inc.	United States	4.1%
7. Brookfield Asset Management Inc	Canada	4.0%
8. CVS Health Corporation	United States	3.9%
9. Agnico Eagle Mines Limited	Canada	3.4%
10. Cerner Corporation	United States	3.3%
Total		70.3%

Core Equity Sector Weightings



St. James Core Equity Risk & Return Metrics

Correlation	0.76
Active Share	89.3%
Upside Capture Ratio	64.2%
Downside Capture Ratio	38.3%

Annualized Alpha	Gross	Net	Beta
1-Year	-2.8%	-3.5%	0.66
5-Year	0.4%	-0.5%	0.55
10-Year	1.2%	0.2%	0.53
20-Year	5.6%	4.5%	0.47
Since Inception	6.5%	5.4%	0.50

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Please refer to GIPS® Compliant Presentation for important disclaimers and information. Please see Part 2A of our ADV for a complete description of advisory fees customarily charged by St. James. Holdings and characteristics may vary since investment objectives, tax considerations, and other factors differ from account to account. Past performance is not a guarantee of current or future results. Dividend Yield and Active Share excludes cash. Portfolio holdings are subject to change without notice. For a complete list of holdings, please contact us at: info@stjic.com.

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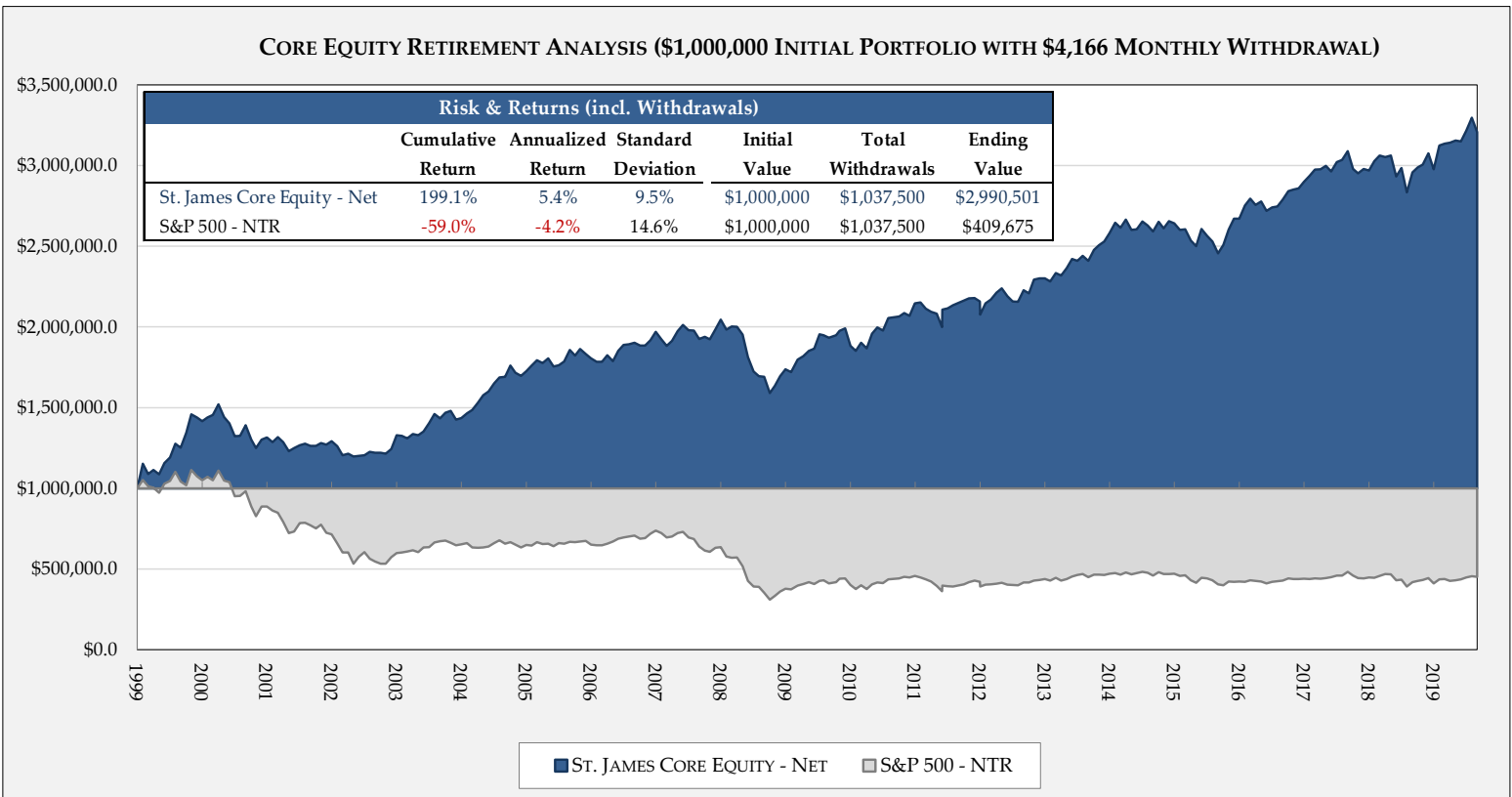
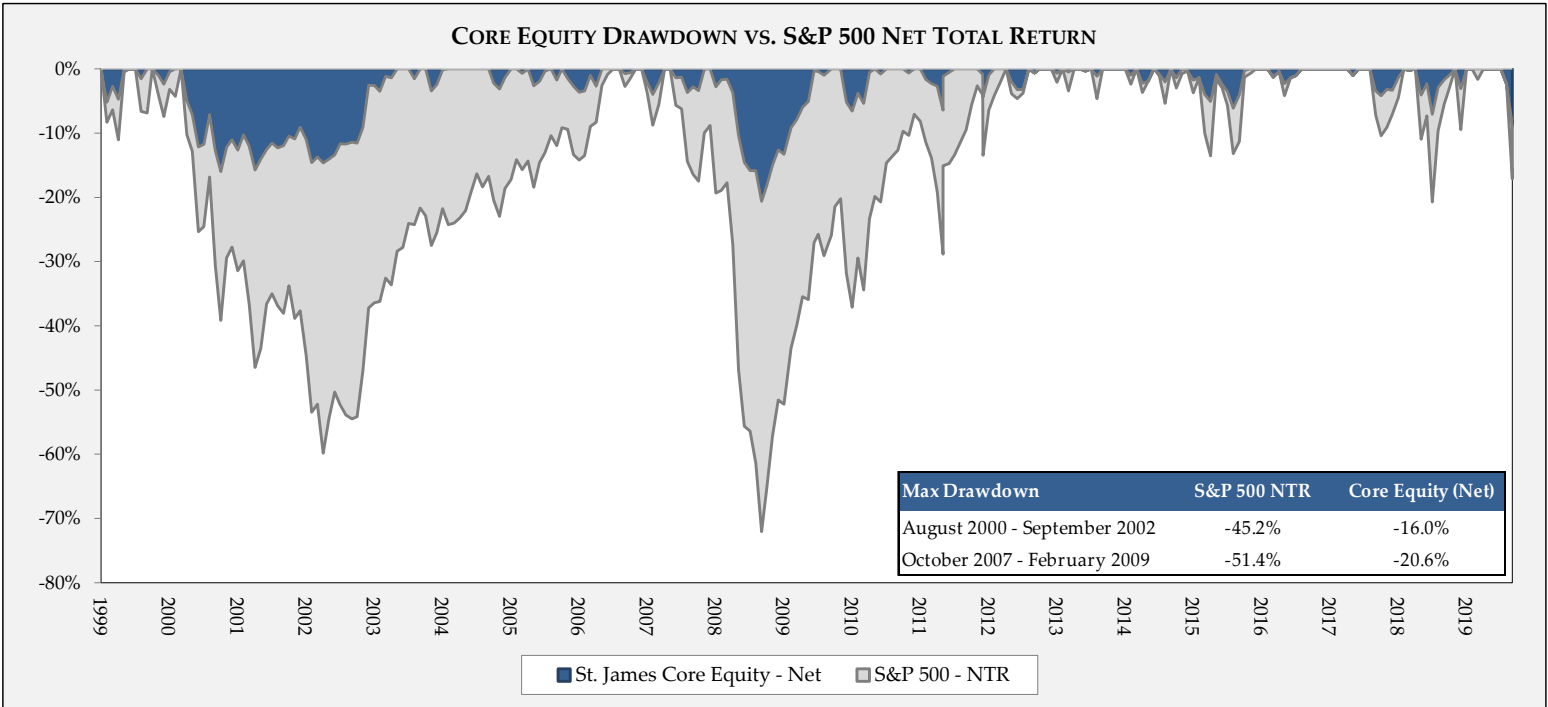
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Minimum Investment: \$100,000

Dividend Yield: 2.3%



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Schedule of Comparative Performance Statistics (February 29, 2020)

	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	Total Firm Assets (millions)
*1999	31.62%	30.89%	13.43%	n/a	n/a	6		\$1.9	0.0%	0.0%	\$2.7
2000	8.66%	7.59%	-9.42%	n/a	n/a	9	6.17%	\$2.1	0.0%	0.0%	\$4.4
2001	1.26%	0.23%	-12.23%	n/a	n/a	16	6.61%	\$4.0	0.0%	0.0%	\$6.4
2002	0.88%	-0.13%	-22.48%	11.72%	18.81%	19	3.79%	\$7.0	0.0%	0.0%	\$34.1
2003	25.07%	23.84%	27.99%	9.51%	18.31%	29	0.27%	\$3.4	0.0%	0.0%	\$41.3
2004	20.60%	19.43%	10.21%	7.72%	15.05%	19	2.45%	\$5.7	0.0%	45.9%	\$45.2
2005	9.99%	8.91%	4.33%	7.60%	9.14%	20	2.65%	\$6.7	0.0%	38.8%	\$60.4
2006	9.93%	8.84%	15.14%	7.24%	6.89%	32	2.13%	\$12.5	0.0%	24.2%	\$92.5
2007	8.32%	7.25%	4.90%	6.86%	7.79%	42	0.85%	\$19.3	0.0%	0.0%	\$76.3
2008	-10.94%	-12.07%	-37.45%	8.57%	15.30%	72	3.45%	\$30.1	0.0%	0.0%	\$114.1
2009	19.84%	18.37%	25.55%	9.66%	19.91%	271	2.66%	\$133.5	0.2%	1.0%	\$220.1
2010	9.53%	8.20%	14.37%	10.59%	22.16%	814	1.40%	\$302.6	0.0%	1.7%	\$504.6
2011	7.71%	6.36%	1.47%	9.36%	18.98%	1,584	1.06%	\$975.3	0.0%	2.0%	\$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%	\$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%	\$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%	\$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%	\$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%	\$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%	\$1,397.9
2018	-3.99%	-5.06%	-4.95%	6.83%	10.94%	2,611	0.70%	\$1,179.4	0.4%	15.3%	\$1,203.8
2019	19.52%	18.24%	30.70%	7.17%	12.10%	2,340	0.98%	\$1,209.6	0.6%	11.1%	\$1,243.3
2020	-8.79%	-8.79%	-8.36%	8.41%	13.17%	2,317	n/a	\$1,085.6	0.6%	10.8%	\$1,104.1

* June 1999 inception

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 06/01/1999 – 09/30/2019. 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

For benchmark purposes, the Composite is compared to the S&P 500 Index Net Total Return, a market-capitalization weighted index containing the 500 most widely held companies (40 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. Indices are unmanaged, and investors cannot invest directly in an 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. The portion of the Composite gross return that is bundled fee is actually “pure gross” because it is not net of trading 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 0.75% 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.