



## **GREENFIELD SEITZ CAPITAL MANAGEMENT**

### **2007 Annual Letter**

*January 14, 2008*

#### **2007 Review**

The GSCM Core Composite gained 7.41% after-fees versus 5.50% for the S&P 500 Index. It was the 8<sup>th</sup> consecutive year for Greenfield Seitz Capital Management to beat the S&P 500 Index.

Our investment process has been performed successfully for over 40 years, and we have no intention of altering our methods. We remain confident in our investment methodology and optimistic about the future; evidenced by the fact that our personal assets comprise the largest portion of assets under management.

From almost any perspective, the past year was eventful for the financial markets. Oil reached a new all-time high of \$97 a barrel. The Federal Reserve was forced to begin cutting rates as the subprime mortgage market imploded and the housing market slowed at a more dramatic pace. Gold touched a 26-year high of \$836 an ounce while the U.S. Dollar continued to fall to historic lows. The total value of announced private equity deals reached an all-time high of \$454 billion. Most importantly, growth in corporate profits remained strong. The stock market touched a new all-time high in October and provided a total return of 5.50%.

#### **Economic Framework**

In 2007, the S&P 500 grew earnings 2.4%. At year end, the S&P 500 traded at 16.7x 2007 profits, which is in line with the 50 year average P/E of 17.0x. Given the economic uncertainties, this high valuation makes us cautious, but it may be warranted for several reasons.

The companies comprising the S&P 500 now receive more than 50% of profits from overseas operations. The emerging economies of the world are currently introducing over two billion new consumers into the world economy. According to the IMF, emerging economies have been growing at more than twice the rate of the U.S. over the past five years.

Inflation appears tame despite record commodity prices. Although the Producer Price Index rose 6.3% in 2007, which is the fastest gain in wholesale inflation since 1981. When central banks create excess liquidity, symptoms of inflation will show up somewhere. In today's world with low wages in China and India, easy monetary policies have driven asset prices higher (homes, commodities, equities, etc.) Eventually, it is likely that wages and consumer prices will rise once commodity prices begin to be passed on in the price of finished goods.

#### **Worldwide Growth**

We are currently witnessing more than two billion new entrants into the world economy. The formation and growth of a middle-class in many developing countries is driving enormous global demand for goods and services. Emerging economies account for 95% of the world's population growth. The ideals of democracy and free markets are now spreading to more countries than any previous time in history. These trends combine to make a powerful and lasting investment opportunity.

To help illustrate the urbanization of the world and increasing industrialization of many emerging countries, we have included this satellite image of the world showing lights at night.



## Housing

GSCM took a negative stance on the U.S. housing market in 2005. We limited our exposure to housing related businesses, financials, and even consumer discretionary in the event of housing led slowdown in consumer spending.

2007 saw housing starts decline 27% while median prices declined 2% and the year ended with an 8 ½ month supply of unsold inventory.<sup>1</sup>

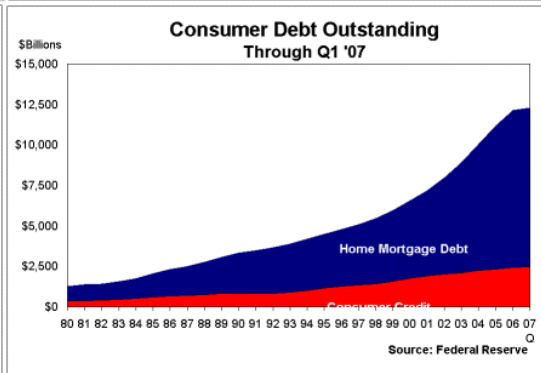
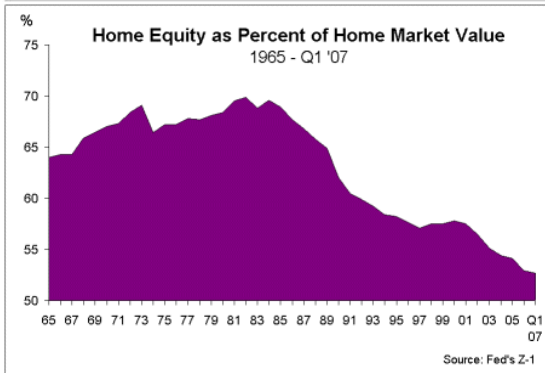
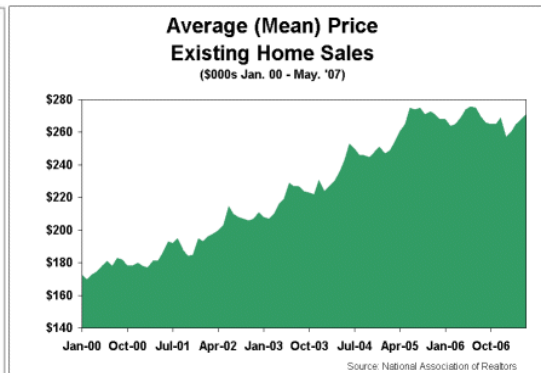
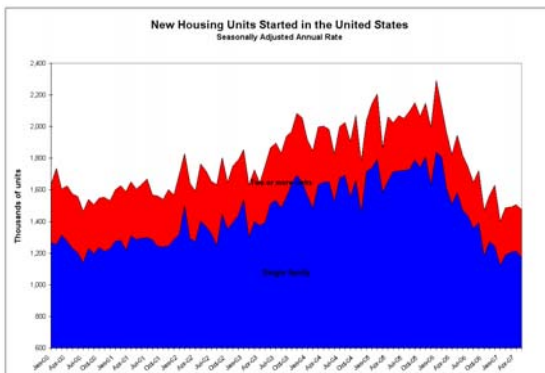
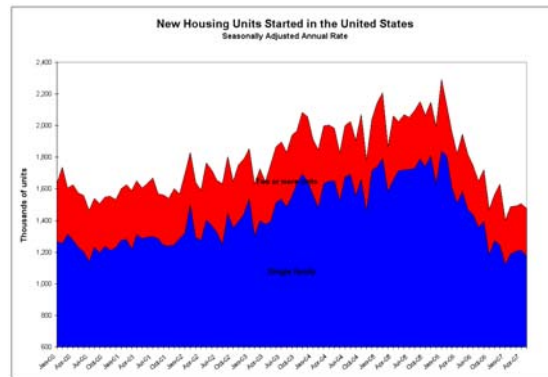
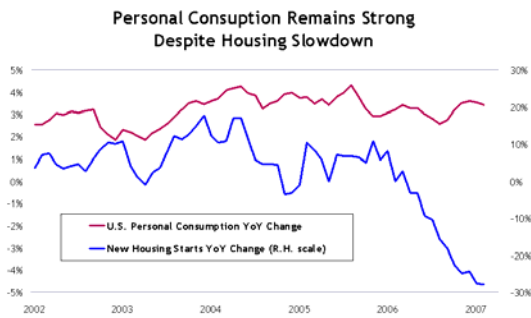
In our 2006 Annual Report, we discussed the impending resetting of adjustable rate mortgages. There is still an additional \$514 billion of adjustable rate mortgages to reset in 2008.<sup>2</sup> Many investors believe that if an ARM resets and the borrower does not default in the first month they have survived. We strongly disagree and believe there will be lingering defaults as many homeowners gradually capitulate to their increased monthly payments. Amazingly, most sub prime foreclosures in 2007 had not yet reset to their higher interest rate, which shows us how many speculators and unqualified borrowers were really out there.

The business of aggressively lending money to high-risk homebuyers was fueled by cheap capital and a steady increase in home prices. Many buyers were enticed by low interest rate “teaser” loans with adjustable rates, and many lenders required minimal or no down payments. As loans reset to higher interest rates, many homeowners had difficulty making their mortgage payments. Additionally, as homes began to decrease in value, speculators lost interest. Standard & Poor’s is now predicting U.S. mortgage defaults could reach \$150 billion.

It is our strong belief that government intervention only rewards reckless borrowers and delays the inevitable correction.

Despite all this, consumer spending continues to be resilient. This is critical because the consumer drives three quarters of the U.S. GDP. It is nice to remember that U.S. citizens have more personal savings than the population of the rest of the world combined. We remain concerned a decline in home prices may cause a reverse wealth effect, resulting in decreased consumer confidence and spending habits as consumers feel they have lower net worth based on the decline of their largest asset, their home. Furthermore, a reduction in the extraction of home equity could dampen consumer spending.

The following is an updated version of the charts we first highlighted July 2005:



## Financial Sector

GSCM was considerably underweight financials with our negative view of the credit markets, despite financials comprising 34% of S&P 500. Additionally, we maintained zero exposure to home builders and mortgage lenders in our portfolios. We were rewarded with less volatility and avoiding an underperforming sector.

We believe much of the bad mortgage debt issued since 2003 was purchased by foreign investors who had huge dollar sums to recycle (from exporting goods/oil to US). Eventually foreign investors should become net sellers of U.S. investments as they awake to depreciating U.S. Dollar, fraudulent credit ratings, inflationary Federal Reserve, and a slowing economy. For all of these reasons and more, we continue to like gold.

## Gold

Gold has increased from \$280 an ounce in 2002 to \$825 an ounce at the end of 2007. We took a bullish stance on gold in 2002 and have been rewarded as gold is now at a 26-year high. It is important to note that a secular bull market is always defined by breaching the previous highs

and this would imply inflation adjusted priced of \$2,176 per ounce. We believe gold is in a secular bull market after 20 years of declining prices from 1980-2001.

We are attracted to gold's historical hedge against: (1) inflation, (2) weakening U.S. Dollar, and (3) declining stock market. In 2007, the U.S. Dollar reached an all-time low against the Euro as inflation became more of a concern.

We also believe gold has a similar supply/demand imbalance as our bullish thesis on oil. World gold production has declined since 2000 despite a more than 100% increase in the price of gold. Unlike weakening fiat currencies, you cannot print more gold. *(There is no assurance that gold will continue to appreciate in value.)*

## **Energy Prices**

There is a finite supply of oil, we are consuming it, and finding less each year than we are consuming. There was further evidence of this in 2007 when global supply fell to 85 million barrels a day as daily demand increased to 87 million bpd. This may be a critical crossover in worldwide supply/demand. At a rate of 87 million bpd, the world is consuming one billion barrels every 12 days and we certainly not discovering 1 billion barrels every 12 days.

On the supply side, roughly 75% of the world's oil production is derived from national oil companies.<sup>3</sup> Many of these are in politically unstable areas such as the Middle East, Venezuela, and Russia. Technology has helped with smaller discoveries but we have not seen a major discovery in more than 10 years. New discoveries are typically more remote and expensive in areas such as ultra deep water.

On the demand side, emerging markets like India & China still consume less than 2 barrels of oil annually per person, compared to the U.S. rate of 25. Demand for oil is soaring as developing countries advance economically and form a middle class.

## **Canadian Oil Sands**

GSCM began investing in the Canadian Oil Sands in 1996. We remain unwavering in our bullish stance on this investment theme. Note that the Canadian Oil Sands hold 175 billion barrels of proven recoverable reserves, which is enough oil to supply 100% of U.S. consumption for 25 years, at current rates.<sup>4</sup> We are attracted to the long life of the Oil Sands immense supplies.

We have become increasingly attracted to the Oil Sands location within politically stable Canada, with the recent political turmoil in key exporting nations such as Venezuela, Iran, Russia, and Nigeria.

In 2007, global exploration & production spending increased 13% while total production remained flat.<sup>5,6</sup> Meanwhile, the Canadian Oil Sands have experienced a 27% increase in production over the last two years.<sup>7</sup> We prefer energy companies with growing production profiles.

## **Alternative Energy**

2007 was a breakout year for alternative energy driven by global warming fears, accommodative new legislation/policy, and technological improvements. We remain positive on solar and wind power, while skeptical of corn-based ethanol's merits.

The economics of solar power are improving with falling prices, while global energy prices are rising. Solar prices are dropping substantially with improvements in technology. Solar power currently costs \$0.30 - \$0.40 per kilowatt hour to produce, which compares to \$0.05 - \$0.10 per kilowatt for coal and \$0.10 - \$0.15 for natural gas.<sup>9</sup> The average household spends \$140,000 over a lifetime on electricity while the typical solar installation is \$30,000 and falling.<sup>8</sup> From 2003-2006, worldwide photovoltaic capacity has grown 46%.<sup>9</sup>

Wind power now costs \$0.05 - \$0.15 per kilowatt hour, which is very close to coal, natural gas, and nuclear. Global spending on wind turbines is growing at 22% annually as the world struggles to find an economical replacement for hydrocarbon based energy.<sup>10</sup> We note that

in Denmark wind generates more than 20% of all electricity showing this alternative energy source has powerful potential.

Many solar and wind companies have large backlogs, which should give them consistent earnings growth despite economic conditions. Longer term, we believe the world will eventually need to find alternatives to fossil fuels, which are limited in supply.

## **Infrastructure**

As much of the developing world progresses, it is vital that they improve their infrastructure. It is a logical progression as this huge population demands improvements in power, transportation, clean water, etc. With this demand comes a huge price tag for governments to improve their infrastructure. For example, the Chinese government plans to spend (1) \$128 billion by 2010 to improve its water treatment and delivery system; (2) \$50 billion to build 32 nuclear plants by 2020; (3) \$128 billion investment to meet 10% of its domestic fuels needs via coal-to-liquids (CTL) projects by 2020.

In addition to the huge amount of improvements required by developing nations, the U.S. requires massive infrastructure spending. Our power grid is over 35 years old on average as evidenced by the 2003 blackouts in Northeast. Nationally, 12% of bridges are considered structurally deficient. The 2007 collapse of the I-35 Bridge in Minnesota was another wake up call to our infrastructure needs.

## **Sovereign Wealth Funds**

Sovereign Wealth Funds are state owned entities that manage national savings for the purpose of investing. These funds now control more than \$7 trillion in assets. Some of the larger funds include Abu Dhabi (\$1.3 trillion), Singapore (\$330 billion), and Saudi Arabia (\$300 billion). We believe this is a significant development because most of these funds have been originated in the last decade and many like China Investment Corporation (\$200 billion) were just created in 2007.

As an analyst at DLJ in the 1990's we were introduced to Sovereign Wealth Funds and the huge assets they commanded. The increase in size has been profound since that time and we believe these funds will have an increased affect on the markets. In the 4<sup>th</sup> quarter alone, they bought \$28.4 billion of U.S. and European banks. This has been called "reverse-globalization" as the governments of emerging economies buy significant assets of developed countries. We will be monitoring the funds behavior, especially regarding their liquidation of massive U.S. Dollar reserves.

## **Russia**

For 2007, the Russian market appreciated 22.9% as the country benefited from record energy prices but struggled with political issues and the upcoming elections. In our lifetime, we believe people will look back and say Russia's transition from a communist country to a capitalist society was a tremendous investment opportunity.

Improvements in energy business are having a profound effect on Russia's population and overall economy. Russia's middle-class has grown from 8 million people in 2000 to 55 million in 2006 and now accounts for 37% of the population.<sup>11</sup>

## **India**

India experienced continued appreciation as the market returned 71.2% in 2007. According to the last national census, half of India's population is below 21 years of age. Furthermore, India's middle-class (people earning \$4,545 - \$23,000 a year) has tripled to 300

million in the past 20 years.<sup>14</sup> As the world becomes smaller, we continue to work towards global wage equilibrium which is increasing wages in India and standard of living.

## **Japan**

Our exposure to Japan was a drag on total returns in 2007. The Japanese market declined 5.4%. As with all investments, past performance is no indication of future returns. We believe many investors are selling Japan simply because it hasn't worked. In 2007, Japan experienced record corporate profits, record stock buybacks, and record dividend payouts. Japan is an exporter to the U.S. and is somewhat vulnerable to U.S. housing market via consumer spending and Japanese products are less attractive with weaker U.S. dollar, but our analysis of our Japanese holdings shows North America represents less than 20% of their total revenues. Japan is growing its intra-Asia business much faster than North American and is therefore less reliant on U.S. than in the past. We believe markets move in long-term secular trends and that Japan's economy is still in the early stages of a Bull market.

## **China Bubble**

Like all bubbles, this one began with a good fundamental story. China is experiencing strong GDP growth, rising profits, growing consumption and fast urbanization. But valuations matter. The third largest market cap in the world is a Chinese bank selling for 6x book value (Industrial & Commercial Bank of China). We know how this book ends, we just don't know when.

Chasing performance has a long and ugly history. Most recently, investors chased performance in dot-com stocks. For three years, GSCM was criticized for having zero exposure to the tech sector and we "just didn't get it" while Warren Buffet was characterized as too old to understand the "new economy". Our conviction was rewarded with 1% gain from 2001-2003 while the S&P 500 Index lost 38%.

Bubbles always start with great stories, but they end with ridiculous valuations. They rely on the greater fool theory, in which valuations cease to matter because someone will always pay more. An investor needs to be brave and do something different from the herd. You can't outperform the market by doing what everyone else is doing.

## **Large-Cap Beats Small-Cap**

For the year, shares of large companies outperformed small caps. In our 2006 Annual Letter, we mentioned our shift towards large capitalization stocks for 2007. This shift was rewarding and we believe many of the positive factors continue to weigh in favor of larger companies. We prefer larger capitalization companies for their outsized international exposure and consistent earnings over time.

## **Minimizing Money Fund Risk**

For 40 years, rule #1 for GSCM has been "Don't lose Money." There are many aspects of our goal to minimize risk and protect capital. Most are familiar with our conservative investment style of owning quality companies and avoiding fads, but there are many lesser known factors that go into our capital preservation process. We go a step further than many managers to carefully monitor the risk we are taking in cash money markets.

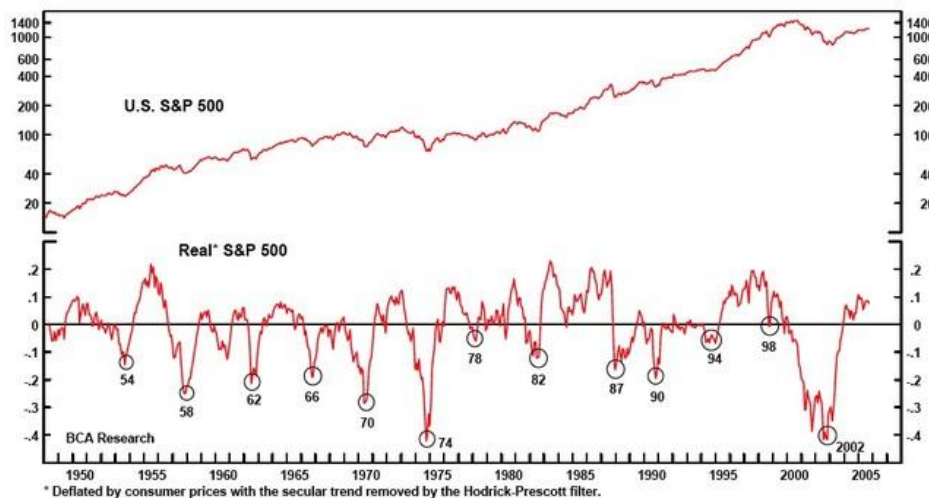
Last year, GE Asset Management defaulted on a \$5.6 billion money market fund and Bank of America, Wachovia, and SunTrust were forced to inject billions to bail out struggling money market funds. Many money market funds have chosen to invest in slightly higher-yielding instruments such as asset-backed commercial paper and debt issued by structured investment vehicles (SIVs). The increased yield was not without increased risk and these investments have declined substantially.

We have always elected to invest in money market funds with only the highest rated AAA corporate commercial paper. In return for taking the safe route, we give up about 0.2% a year in yield, which is a small price to pay for added safety.

## Presidential Cycle

As we head toward 2008, we can't help but wonder about the Presidential four-year stock market cycle, shown below. While we are not chartists, this cycle has been uncanny. Since 1954, every fourth year, with the exception of 1986, has seen a cyclical stock market low point. Presidential administrations have typically chosen to implement policies that have allowed for some economic pain early in their terms of office, in order to ensure a positive economic environment by the next election period. Years 3 & 4 have produced average total gains of 35%.<sup>12</sup> Over the last 55 years, the fourth year has produced average gains of 12% and has had positive returns 73% of the time.<sup>13</sup> So according to this 4-Year cycle, 2008 should be a positive year for U.S. equities.

THE FOUR-YEAR U.S. EQUITY CYCLE



## General Outlook

We believe our unique process will continue to achieve attractive returns while minimizing risk and taxes. As always, we invest alongside our clients to ensure that our interests are aligned with yours. As the largest investor in the assets managed by Greenfield Seitz Capital Management our conviction is genuine.

We aim to find attractive companies and unique opportunities despite the overall market conditions. For more than 40 years, our bottom-up stock selection process has been focused on company fundamentals, regardless of the overall market. We will continue our stock selection process in 2008.

Sincerely,

*Greenfield Seitz Capital Management*

Greenfield Seitz Capital Management

1. U.S Commerce Department. 2008
2. Bank of America Research. November 24, 2007
3. Barron's interview of Charles Maxwell. October 16, 2006
4. International Energy Agency (IEA). 2003
5. BP Statistical Review. June 13, 2007
6. Lehman Brothers E&P Survey. December 24, 2007.
7. Raymond James Equity Research – Canada. December 20, 2006
8. Sharp Electric. 2006 Annual Report
9. Raymond James Equity Research. January 9, 2008
10. Merrill Lynch Equity Research. September 27, 2007
11. Businessweek. December 18, 2006
12. Four Year U.S. Equity Cycle. BCA Research. 2007
13. Van Kampen Presidential Cycle. Ned Davis Research, 2006
14. National Council Applied Economic Research, 2005

Greenfield Seitz Capital Management's ("GSCM") returns are calculated using daily valuation, are time-weighted and include cash in the total returns. For GSCM disciplines, performance is based on a size-weighted (asset-weighted) composite of all fully discretionary, wrap-fee accounts managed by GSCM. Terminated accounts remain in the composites including last full quarter.

GSCM seeks to apply a consistent management style across all accounts managed within a particular strategy. However, because individual accounts contained in the composite vary by size and cash flows, the specific securities held and rates of return achieved may differ among accounts.

Net results reflect the deduction of investment management fees and any other expenses that may be incurred, but not domestic taxes. Performance includes reinvestment of all income, dividends, and capital gains. Total return is reported using accrual accounting except for dividends. GSCM's portfolios are individually managed and opened at different times and no inference should be drawn that new or existing accounts will achieve similar investment performance in the future. Rather, the above returns are presented to illustrate GSCM's portfolio management experience generally. GSCM performance measurement processes and procedures have been verified by an independent auditor. Any revisions will be promptly published.

Past performance does not guarantee future results. There is no assurance this trend will continue. The market value of securities fluctuates and you may incur a profit or a loss. This analysis does not include transaction costs and tax considerations. The material included in this presentation is for informational purposes only, and is not intended as an offer or a solicitation to buy or sell any securities.

Any views or opinions presented in this presentation are solely those of the Greenfield Seitz Capital Management (GSCM). All country performance figures are actual MSCI Indexes. While the information contained in this presentation is believed to be reliable, no representation or warranty, whether express or implied, is made and no liability or responsibility is accepted by Greenfield Seitz Capital Management or Raymond James as to the accuracy or completeness thereof.

The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market. Indexes cannot be invested in directly.

In February 2002, Stuart Greenfield assumed responsibility for stock selection and investment management from Eric Greenfield. Yancey Seitz has shared investment management responsibility since 1995.

Special risks are involved with global and international investing related to market and currency fluctuations, economic and political instability, and different financial accounting standards. These risks are magnified by emerging markets.

Price Earnings Ratio (P/E) is the price of a stock divided by earnings per share.

GDP is the annual total market value of all final goods and services produced domestically.

Please visit [www.gscapital.net](http://www.gscapital.net) for additional disclosures.

**GREENFIELD SEITZ CAPITAL MANAGEMENT**

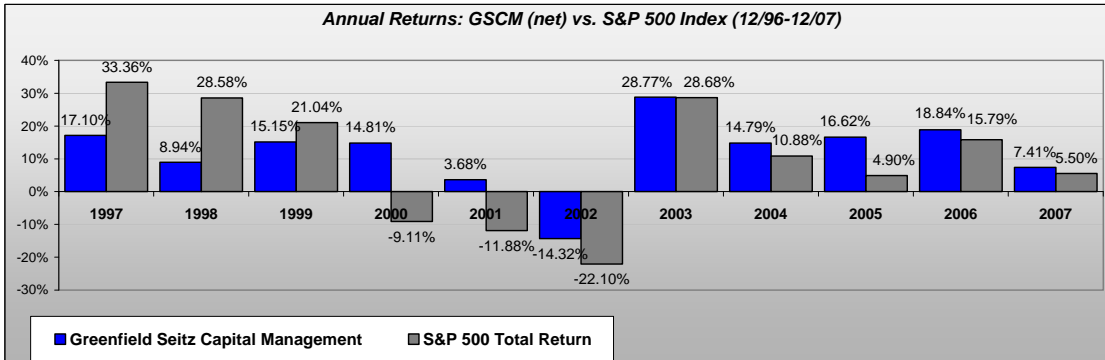
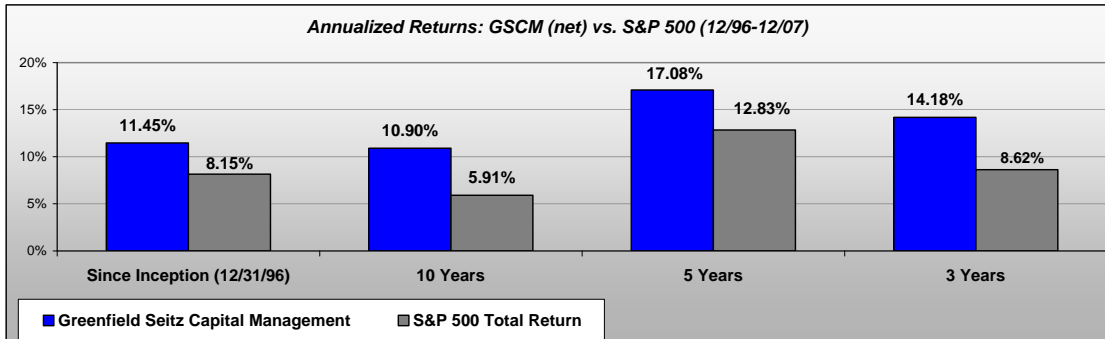
**Core Composite Returns (accounts over \$1 million)  
Net-of-Fees**

Year	GSCM Composite Total Return	S&P 500 Total Return	Number of Portfolios	Dispersion %	Total Composite Assets End of Period (millions)	Total Firm Assets End of Period (millions)	Percentage of Firm Assets %
1997	17.10%	33.36%	22	6.14	\$43.80	\$138.69	31.6%
1998	8.94%	28.58%	22	7.66	\$42.99	\$165.11	26.0%
1999	15.15%	21.04%	24	6.61	\$50.65	\$179.31	28.2%
2000	14.81%	-9.11%	32	5.10	\$63.92	\$194.67	32.8%
2001	3.68%	-11.88%	36	4.53	\$70.85	\$201.94	35.1%
2002	-14.32%	-22.10%	37	4.25	\$64.62	\$172.01	37.6%
2003	28.77%	28.68%	38	6.04	\$76.22	\$200.36	38.0%
2004	14.79%	10.88%	45	3.59	\$100.21	\$231.78	43.2%
2005	16.62%	4.90%	55	4.77	\$123.77	\$226.25	54.7%
2006	18.84%	15.79%	61	2.94	\$150.21	\$267.49	56.2%
2007	7.41%	5.50%	63	2.74	\$149.20	\$273.20	54.6%

<b>Cumulative Return</b>	<b>229.66%</b>	<b>136.77%</b>
<b>Annualized Rate of Return:</b>		
<b>Since Inception (12/31/96)</b>	<b>11.45%</b>	<b>8.15%</b>
<b>10 Years</b>	<b>10.90%</b>	<b>5.91%</b>
<b>5 Years</b>	<b>17.08%</b>	<b>12.83%</b>
<b>3 Years</b>	<b>14.18%</b>	<b>8.62%</b>
<b>Worst 3-yr Period</b>	<b>1.99%</b>	<b>-37.61%</b>

<b>Percentile Rank: Large-Cap Manager Universe (5 yr)</b>
Alpha: 1 <sup>st</sup> percentile: 7.95
Sharpe Ratio: 1 <sup>st</sup> percentile: 0.79
Excess Return: 1 <sup>st</sup> percentile: 6.92
Beta: 0.77

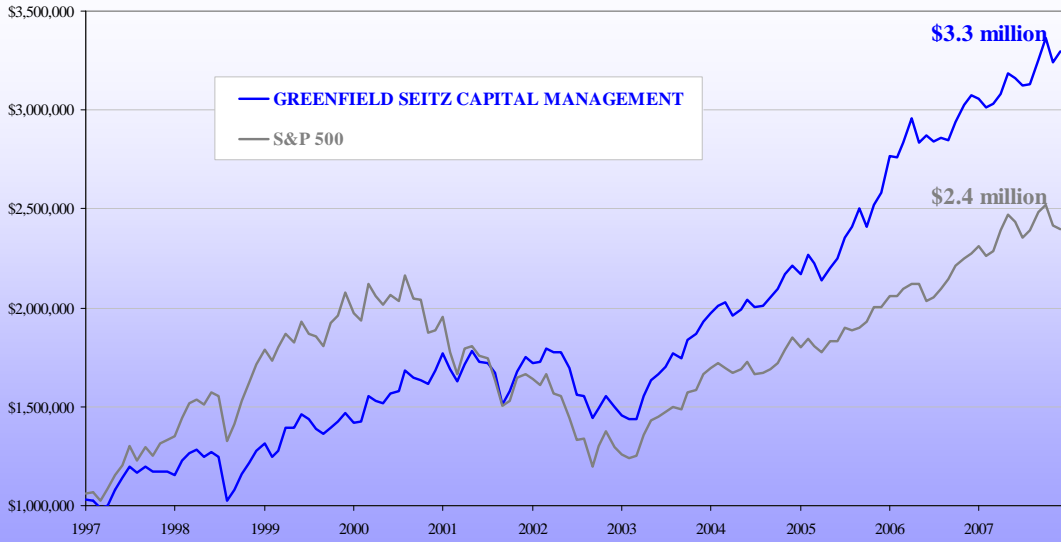
Greenfield Seitz Capital Management has prepared and presented this report in compliance with the Global Investment Performance Standards (GIPS®). Past performance is no guarantee of future results. Large-Cap Manager Universe sample size is 212 Large Cap Growth managers. See important disclosures and information on page 6.



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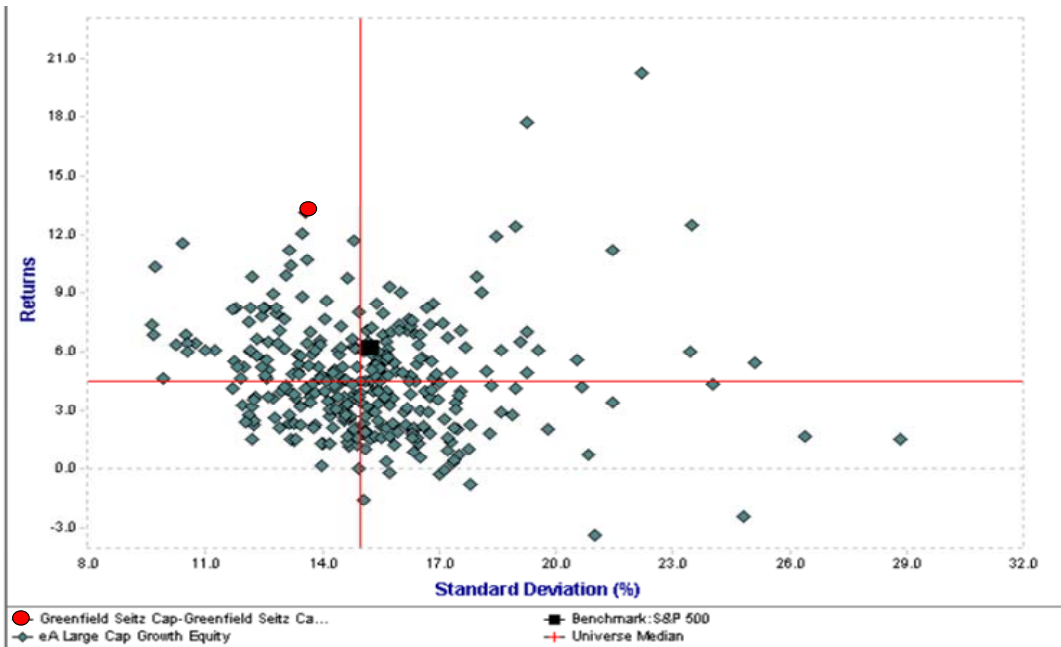
## GSCM vs. S&P 500 Index

**Growth of \$1,000,000 Investment - 12/31/96 to 12/31/07**



*Past performance is no guarantee of future results. GSCM returns are shown net-of-fees. The S&P 500 is an unmanaged index of U.S. Equities and is shown with dividends re-invested. Please review performance disclosures for additional information. The index cannot be invested in directly. Source: Standard & Poor's*

### Large-Cap Manager Universe: Risk vs. Return Analysis



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## Performance Disclosure:

**Firm Information:** Greenfield Seitz Capital Management ("GSCM") is an investment advisor specializing in managing separate accounts for high net-worth individuals. Greenfield Seitz Capital Management is a 4-person entity, controlled by Stuart Greenfield and Yancey Seitz, based in Dallas, Texas. GSCM is a distinct business unit with distinct investment processes and procedures relating to the management of investment portfolios for high net-worth clients. The investment focus is global equities. GSCM aims to invest in shares of domestic and international companies with excellent managers, consistent earnings growth, attractive industries, high Return On Equity, and low debt. GSCM constructs portfolios tailored to clients' preferences and risk tolerance. The investments are not constrained by size, location, or growth/value bias. The data shown in this presentation represents the investment results of a group of taxable and non-taxable accounts managed by GSCM with similar investment philosophy and objectives. Portfolios typically include a mix of cash and equity securities. The GSCM fee schedule is 1.00% of assets under management.

**Composite Characteristics:** The Greenfield Seitz Capital Management Core Composite is comprised of accounts whose primary objective is growth of principle by investing primarily in stocks of U.S. and international companies. Before investing with GSCM, all clients agree to the investment style so all accounts are employing GSCM's investment strategy. The composite contains all discretionary accounts that exceed the minimum asset level. The GSCM Core Composite is the only composite for GSCM and contains no carve-outs. A complete list and description of all firm composites is available upon request (GSCM Core Composite is the only composite for Greenfield Seitz Capital Management). The minimum portfolio size for the GSCM Core Composite is \$1,000,000. Accounts may include up to 20% fixed income investments. As a whole, fixed income securities represent less than 5% of total composite assets. The start date for the GSCM Core Composite was January 1, 1997 and the composite was created in October 2004. The composite benchmark is the S&P 500 Index, which represents two-thirds of U.S. equity market value. New accounts are added to the composite at the beginning of the first full calendar month that they meet the composite definition. Closed account data is included in the composite as mandated by the standards in order to eliminate a survivorship bias. Accounts are removed on a monthly basis from the composite when assets fall below 50% of the minimum. Dispersion is only shown on annual periods.

**Calculation Methodology:** Valuations and returns are computed and stated in U.S. dollars, and individual portfolios are revalued monthly. Pricing information is supplied by ISS. The firm uses the trade date monthly returns and links these returns geometrically to produce an accurate time-weighted rate of return. Prior to January 2002, some accounts may have employed the use of settlement date accounting to calculate performance results. Time-weighted total returns include both capital appreciation and reinvested dividends. The GSCM Composite performance is the total return including cash and cash equivalents, of an asset-weighted composite of all discretionary portfolios managed by Stuart Greenfield and Yancey Seitz. Composite returns are asset-weighted. Net of fees returns are calculated net of management fees, transaction costs, and custodian fees. To calculate gross of fees returns, please review our fees and add applicable fees back into returns accordingly. Returns are calculated gross of all withholding taxes on foreign dividends. The dispersion measure is the asset-weighted standard deviation of accounts in the composite for the entire year. On 2/28/06, the composite changed software to Advent Axys. After the change in software programs, composite returns are now calculated using modified dietz and cash-basis dividends.

**Key Manager Change:** In February 2002, Stuart Greenfield assumed co-responsibility for stock selection and investment management from Eric Greenfield. Yancey Seitz has shared investment management responsibility during all periods of the Composite.

**Net-of-fee performance:** Net of fee performance shown reflects the deduction of actual fees. To calculate gross of fees returns, please review our fees and add applicable fees back into returns accordingly. Actual fees are expected to be lower than the maximum scheduled rate of 1%. All charts and tables are shown Net of Fees.

**Benchmark:** The S&P 500 is an unmanaged index of the shares of large U.S. companies. It includes reinvested dividends and is presented gross of fees.

**Statistical Definitions:** Standard Deviation is the square root of the variance. Beta is measure of a portfolio's volatility relative to the market.  $R^2$  is the relative predictive power of a model. Alpha is the extra return above what CAPM determines for the amount of risk taken, risk adjusted return.

**Custodian Transfer:** On 4/1/05, GSCM changed asset custodians. There were no disruptions in performance and no trading activity during transfer.

**Fee Schedule:** 1.00% on assets under management

**Other Disclosures:** Greenfield Seitz Capital Management has received a firm-wide GIPS® Verification for the period January 1, 1997 - December 31, 2007 from Beacon Verification Services+B33. Past performance does not guarantee future results. This performance report should not be construed as a recommendation to purchase or sell any particular securities held in composite accounts. Market conditions can vary widely over time and can result in a loss of portfolio value. To obtain performance data current to most recent month end, please contact us. You should consider our investment objectives, risks, and fees carefully before you invest. Additional information regarding policies for calculating and reporting returns is available upon request.



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### GIPS® Compliance Verification Statement

#### Greenfield Seitz Capital Management Issued January 15, 2008

The following report issued by Beacon Verification Services ("Beacon") is for a firm-wide GIPS® Verification of Greenfield Seitz Capital Management's ("Greenfield Seitz") claim of compliance with the Global Investment Performance Standards (GIPS®) for the period December 31, 1996 through December 31, 2007.

We have examined whether Greenfield Seitz (1) complied with all the composite construction requirements of the GIPS® on a firm-wide basis and (2) designed its processes and procedures to calculate and present performance results in compliance with the GIPS® for the period December 31, 1996 through December 31, 2007. Greenfield Seitz's management is responsible for compliance with the GIPS® and the design of the processes and procedures that present the firm's performance results in accordance with the GIPS®. Beacon's responsibility is to express an opinion on Greenfield Seitz's compliance based on its verification procedures.

Beacon has completed this firm-wide GIPS® Verification in accordance with the verification procedures set forth in the GIPS®. It is Beacon's opinion that Greenfield Seitz has complied with all the composite construction requirements of the GIPS® on a firm-wide basis. Furthermore, it is Beacon's opinion that Greenfield Seitz's processes and procedures were designed to calculate and present performance results in compliance with the GIPS® for the period December 31, 1996 through December 31, 2007.

In performing the firm-wide verification addressed above, it is not Beacon's responsibility to express an opinion on any particular composite presentation. Greenfield Seitz is responsible for the production and distribution of materials presented in conformity with the GIPS®.

Beacon Verification Services