

SCHARF INVESTMENTS BALANCED COMPOSITE PERFORMANCE 1994-2010

Year	Balanced Composite Total Return Before Fees	Balanced Composite Return After Maximum Fee	Benchmark Return	Number of Balanced Portfolios	Balanced Composite Assets (\$)	Balanced Composite Assets as % of Firm Total
1994	4.2%	2.7%	-2.5%	31	14,619,296	36.2%
1995	34.0%	32.1%	25.2%	42	19,219,762	27.5%
1996	25.0%	23.2%	13.8%	33	24,553,117	23.9%
1997	28.7%	26.9%	19.0%	40	32,665,536	24.8%
1998	30.6%	28.8%	13.5%	41	40,916,982	24.6%
1999	20.7%	19.0%	8.7%	42	46,563,871	22.1%
2000	10.3%	8.7%	1.5%	42	43,793,350	20.0%
2001	16.7%	15.0%	-4.4%	43	48,025,710	17.5%
2002	-8.0%	-9.4%	-11.7%	43	39,907,979	14.6%
2003	23.8%	22.1%	19.1%	30	41,654,943	10.8%
2004	11.2%	9.6%	7.9%	24	41,389,362	8.5%
2005	9.6%	8.0%	5.2%	20	34,845,994	6.1%
2006	9.2%	7.6%	11.9%	19	34,931,889	5.6%
2007	6.6%	5.0%	5.9%	18	33,122,306	4.9%
2008	-18.7%	-20.0%	-26.7%	19	25,489,958	5.2%
2009	22.8%	21.1%	23.4%	73	77,188,821	10.3%
2010	12.2%	10.6%	11.9%	111	121,407,505	12.3%

Notes:

- Scharf Investments has prepared and presented this report in compliance with the Global Investment Performance Standards (GIPS®). The period January 1, 1994 through December 31, 1996 is not in compliance as performance for these years includes only those fee-paying, fully discretionary balanced accounts that were open for the entire calendar year.
- The composite may not be an accurate representation of any specific account, as specific account performance depends on investment timing, account specific guidelines, and other factors that vary from account to account.
- Scharf Investments is an independent investment advisory firm. The firm maintains a complete list and description of composites, which is available upon request.
- The composite includes fully discretionary balanced accounts. For comparison purposes only, the composite is measured against the Lipper Balanced Mutual Fund Average for the years 1994-2004. After 2004, data for the Lipper Balanced Mutual Fund Average was not readily available, thus the Lipper Balanced Fund Index is used from 2005 forward. (Scharf Investments does not manage assets against any specific benchmark. Because the mandate for accounts in the composite is balanced, the benchmarks shown are Lipper Balanced Mutual Fund indicators. Lipper Balanced Fund indicators track total return performance of selected funds within the category. The comparison of composite performance to the benchmark is inappropriate because the benchmark is more diversified than the composite portfolios generating such performance. In addition, the percentage allocated to stocks, bonds and cash within the composite portfolios may differ from the percentages allocated within the benchmark. Therefore, potential investors are cautioned that no market index is directly comparable to the performance shown above.)
- Performance results are presented before and after the maximum management fee of 0.375% per quarter. Performance includes the reinvestment of dividends and other income and the deduction of trading commissions and other costs. The annual management fee schedule for new, directly managed accounts is: 0.30% of assets per quarter for the first \$1 million under management, 0.2125% per quarter for the next \$2 million, 0.20% for the next \$2 million, and 0.175% per quarter thereafter. For indirect separate account management, the fee is 0.25% of assets per quarter.
- Annualized 1994-2010 return for the composite was 13.2% before management fees, 11.6% after the maximum fee. Annualized return for the benchmark was 6.3%. Returns are size-weighted and calculated using beginning of period values on an adjusted capital basis. Any foreign taxes paid in an account were counted as an expense and reduced the account's gross return. Additional information regarding policies for calculating and reporting returns is available upon request.
- The dispersion of annual returns for 1994 through 1996 is measured by the standard deviation unweighted by the size of the account. Dispersion from 1997 forward uses a net of fees, size-weighted calculation of standard deviation. In addition, individual accounts may have been part of a multi-account relationship. In these cases, diversification might have occurred at the relationship level rather than the individual account level. Relationship level management was discontinued in 2004 and phased out during 2004 and 2005. The factors above have an unknown effect on the dispersion statistics which follow: 1994: 2.5%; 1995: 11.2%; 1996: 5.3%; 1997: 6.5%; 1998: 7.3%; 1999: 5.4%; 2000: 4.6%; 2001: 4.0%; 2002: 3.5%; 2003: 4.2%; 2004: 2.0%; 2005: 2.6%; 2006: 1.5%; 2007: 1.3%; 2008: 3.3%; 2009: 4.4%; 2010: 1.4%.
- This composite was created in 1989. Valuations and returns are computed and stated in U.S. dollars.
- Results were generated using an investment philosophy and methodology that Scharf Investments expects to continue using. However, future investments may be made under different economic conditions and in different securities. Further, the results do not reflect performance in every type of economic cycle. Past performance is not indicative of future results.
- Scharf Investments' compliance with the GIPS standards has been verified for the period January 1, 1997 through December 31, 2009 by Ashland Partners & Company LLP. The 2010 performance information included has not yet been verified by Ashland Partners & Company LLP.