Watson Wyatt Worldwide, Inc.

Form 4

September 19, 2006

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF

**SECURITIES** 

OMB Number:

3235-0287

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January 31, 2005

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Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

1(b).

(Last)

Class A

Stock

Common

(Print or Type Responses)

1. Name and Address of Reporting Person \* WICKES GENE H

(First)

(Middle)

901 N GLEBE ROAD

(Street)

ARLINGTON, VA 22203

2. Issuer Name and Ticker or Trading

Symbol

Watson Wyatt Worldwide, Inc. [WW]

3. Date of Earliest Transaction

(Month/Day/Year) 09/15/2006

4. If Amendment, Date Original

Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to

Issuer

(Check all applicable)

\_X\_\_ Director 10% Owner X\_ Officer (give title Other (specify below)

below) Vice President

6. Individual or Joint/Group Filing(Check

Applicable Line)

\_X\_ Form filed by One Reporting Person Form filed by More than One Reporting

Person

(City) (State) (Zip) Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1. Title of 2. Transaction Date 2A. Deemed Security (Month/Day/Year) Execution Date, if (Instr. 3) (Month/Day/Year)

09/15/2006

3. Transaction(A) or Disposed of (D) Code (Instr. 3, 4 and 5) (Instr. 8)

4. Securities Acquired

5. Amount of Securities Beneficially Owned Following Reported

(D) or Indirect (I) (Instr. 4)

6. Ownership 7. Nature of Form: Direct Indirect Beneficial Ownership (Instr. 4)

(A) Transaction(s) (Instr. 3 and 4) (D) Price

Code V Amount

1.996  $A^{(1)}$ (2)

51,407

D

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474 (9-02)

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

### Edgar Filing: Watson Wyatt Worldwide, Inc. - Form 4

1. Title of	2.	3. Transaction Date	3A. Deemed	4.	5.	6. Date Exerc	cisable and	7. Title	and	8. Price of	9. Nu
Derivative	Conversion	(Month/Day/Year)	Execution Date, if	Transactio	orNumber	Expiration D	ate	Amour	nt of	Derivative	Deriv
Security	or Exercise		any	Code	of	(Month/Day/	Year)	Underl	ying	Security	Secui
(Instr. 3)	Price of		(Month/Day/Year)	(Instr. 8)	Derivative	e		Securit	ies	(Instr. 5)	Bene
	Derivative				Securities			(Instr. 3	3 and 4)		Own
	Security				Acquired						Follo
	•				(A) or						Repo
					Disposed						Trans
					of (D)						(Instr
					(Instr. 3,						
					4, and 5)						
									A		
									Amount		
						Date	Expiration		or		
						Exercisable	Date		Number		
									of		
				Code V	(A) (D)				Shares		

# **Reporting Owners**

Reporting Owner Name / Address	Relationships						
<b>F-</b>	Director	10% Owner	Officer	Other			
WICKES GENE H							
901 N GLEBE ROAD	X		Vice President				
ARLINGTON, VA 22203							

# **Signatures**

Cindy Boyle, attorney-in-fact 09/19/2006

\*\*Signature of Reporting Person Date

## **Explanation of Responses:**

- \* If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) Stock units awarded pursuant to the Company's 2001 Deferred Stock Unit Plan for Selected Employees
- (2) Date of Notification: September 15, 2006

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. I investors in the securities markets rather than protection of stockholders of investment advisers and broker-dealers. The SEC is the federal agency charged with the administration of federal securities laws. The Ohio Division of Securities is charged with the administration and enforcement of the Ohio Securities Act. Much of the regulation of broker-dealers, which do business on an interstate basis, has been delegated by the SEC to self-regulatory organizations, principally the National Association of Securities Dealers ("NASD") and the national securities exchanges. These self-regulatory organizations adopt rules (which are subject to approval by the SEC), which govern the industry and conduct periodic examinations of member broker-dealers. Investment advisers are subject to regulation by the SEC and state securities commissions in the states in which they are registered. The regulations to which broker-dealers are subject cover all aspects of the securities business, including sales methods, trading practices among broker-dealers, capital structure of securities firms, record keeping and the conduct of directors, officers and employees. Additional legislation, changes in rules promulgated by regulatory organizations or changes in the interpretation or enforcement of existing laws and rules often affect directly the method of operation and profitability of broker-dealers. In addition, securities regulators may conduct administrative proceedings, which

Reporting Owners 2

can result in censure, fine, suspension or expulsion of a broker-dealer, its officers or employees. DHCM and DHS each operate in this highly regulated environment and are subject to examination and licensing requirements by federal and state authorities. DHS is subject to regulation by the SEC and the state 3 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES securities regulatory agencies in the states in which it operates; DHS also is a member of the NASD. DHCM and DHS are registered investment advisers and subject to regulation by the SEC pursuant to the Investment Advisers Act of 1940. EMPLOYEES The Company currently has 14 full-time employees, none of whom are members of a union. The Company generally believes that its relationship with employees is good. SEC FILINGS This Form 10-KSB report includes financial statements for the years ended December 31, 2003 and December 31, 2002. The Company files Forms 10-KSB annually with the SEC and files Forms 10-OSB after each of the first three fiscal quarters. The public may read and copy any materials the Company files with the SEC at the SEC's Public Reference Room at 450 Fifth Street, N.W., Washington, D.C. 20549. The public may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330. The SEC maintains an Internet site that contains reports, proxy and information statements, and other information regarding issuers that file electronically with the SEC at http://www.sec.gov. The Company will distribute copies of this Form 10-KSB to shareholders in lieu of preparing a separate annual report. ITEM 2: DESCRIPTION OF PROPERTY The Company sub-leases approximately 8,500 square feet of office space in the Arena Office Building at 375 North Front Street, Suite 300, Columbus, Ohio 43215, from an unaffiliated third party for an aggregate current monthly rental of \$10,000. This lease expires May 31, 2005. The Company moved on May 13, 2002, to this more strategic location in downtown Columbus. ITEM 3: LEGAL PROCEEDINGS The Company is not engaged in any litigation, other than routine litigation that is incidental to its business. ITEM 4: SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS There were no matters submitted during the most recent quarter to a vote of security holders, 4 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES PART II ITEM 5: MARKET FOR COMMON EQUITY AND RELATED STOCKHOLDER MATTERS The Company's Common Stock trades on the NASDAQ Small Cap Market under the symbol DHIL. The range of high and low prices for each quarter since January 1, 2002, are shown below: BEGINNING DATE ENDING DATE HIGH LOW ------------ January 1, 2002 March 31, 2002 \$4.00 \$3.91 April 1, 2002 June 30, 2002 \$8.75 \$3.92 July 1, 2002 September 30, 2002 \$8.24 \$4.10 October 1, 2002 December 31, 2002 \$8.00 \$3.61 January 1, 2003 March 31, 2003 \$6.11 \$4.00 April 1, 2003 June 30, 2003 \$5.20 \$3.90 July 1, 2003 September 30, 2003 \$5.10 \$3.52 October 1, 2003 December 31, 2003 \$7.14 \$4.51 The source of this bid information is Bloomberg L.P. These quotations reflect inter-dealer prices, without retail markup, markdown or commissions and may not represent actual transactions. In addition, due to the relatively "thin" market in the Company's Common Stock, quoted prices cannot be considered indicative of any viable market for such stock. During the year ended December 31, 2003, approximately 389,400 shares of the Company's Common Stock were traded. Information regarding recent sales of unregistered Company securities is disclosed in the Company's Form 10-QSB filing for the period ended September 30, 2003, filed with the Securities and Exchange Commission on November 14, 2003. As of December 31, 2003, there were approximately 1,000 holders of record of common shares. The Company has not paid any dividends during the last two fiscal years and has no present intention of paying dividends. Information with respect to securities authorized for issuance under equity compensation plans is disclosed in Item 11 of this Form 10-KSB. 5 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES ITEM 6: MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION Forward-looking Statements ----- Throughout this discussion, the Company may make forward-looking statements relating to such matters as anticipated operating results, prospects for achieving the critical threshold of assets under management, technological developments, economic trends (including interest rates and market volatility), expected transactions and acquisitions and similar matters. While the Company believes that the assumptions underlying its forward-looking statements are reasonable, any of the assumptions could prove to be inaccurate and accordingly, the actual results and experiences of the Company could differ materially from the anticipated results or other expectations expressed by the Company in its forward-looking statements. Factors that could cause such actual results or experiences to differ from results discussed in the forward-looking statements include, but are not limited to: the adverse effect from a decline in the securities markets; a decline in the performance of the Company's products; a general downturn in the economy; changes in government policy and regulation; changes in the Company's ability to attract or retain key employees; unforeseen costs and other effects related to legal proceedings or investigations of governmental and self-regulatory

organizations; and other risks identified from time-to-time in the Company's other public documents on file with the SEC. General ----- With the change in executive management in May of 2000, the Company has shifted its emphasis from its traditional investment related activities through its DHS subsidiary, to the investment advisory services of its DHCM subsidiary. DHCM manages portfolios of stocks representing interests in entities operating in various economic sectors, as opposed to a portfolio of bank stocks only. Staffing and costs associated with this shift and the various marketing initiatives at DHCM negatively impacted the Company in 2002 and 2003. Management believes that this process was necessary in order to achieve a critical threshold of assets under management to support operations in the future. However, there can be no assurance that the Company will be able to achieve the critical threshold of assets under management to support future operations. Year ended December 31, 2003 compared to Year ended December 31, 2002 ------ Investment management revenues for the year ended December 31, 2003 increased to \$1,160,584 compared to \$669,058 for the year ended December 31, 2002, a 73% increase. This increase results primarily from the increase in assets under management from which the Company derives its revenues. The Company increased its investment management fees from all three of its investment products: mutual funds, managed accounts and a private investment partnership, Diamond Hill Investment Partners, L.P. ("DHIP"), Fees from mutual funds were up 25%, for the year ended December 31, 2003, from \$370,163 to \$465,549. Fees from managed accounts posted the largest dollar increase over the year ended December 31, 2002, with at dollar increase of \$329,779, or a 119% increase. Investment management fees collected from the DHIP improved the most, relatively, over the year ended December 31, 2002. These fees, which include a performance incentive fee of approximately \$30,000, grew by a multiple of 4, increasing from \$22,505 to 88,866. In conjunction with the shift in emphasis to the investment advisory services of DHCM, a program has been initiated to attempt to gather new assets under management at DHCM. Assets under management increased to \$250,072,505 as of December 31, 2003, a 132% increase since December 31, 2002. However, there can be no assurance that the Company will be able to achieve the critical threshold of assets under management at DHCM to support future operations. Operating expenses for the year ended December 31, 2003 decreased to \$2,184,801 compared to \$2,521,421 for the year ended December 31, 2002, a decrease of 13%. Salaries, benefits and payroll taxes decreased slightly to \$1,520,150 in 2003 from \$1,602,243 in 2002, a decrease of 5%. This decrease reflects personnel changes. Legal and audit expense dropped to \$70,481 from \$185,382 for the year ended December 31, 2003 versus the year ended December 31, 2002, a 62% decrease. Since there are no current 4 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES plans for major administrative projects or new products, management expects legal and audit professional expense to remain steady in 2004 as compared to 2003. General and administrative expenses decreased to \$443,802 in 2003 compared to \$511,689 in 2002, a decrease of 13%. Management expects general and administrative expenses to remain steady in 2004 as compared to 2003. Sales and marketing expense for the year ended December 31, 2003 decreased by 32% to \$150,368 from \$222,107 for the year ended December 31, 2002. This decrease is primarily due the reduction in expenditures for consulting services. Management expects sales and marketing expenses to increase in 2004 as compared to 2003 due to increased sales efforts. Mutual fund administration, which is administrative services fees collected in connection with the Company's mutual fund products net of all mutual fund administrative expenses paid by the Company, decreased from a net expense of \$331,425 for the year ended December 31, 2002 to \$258,226 for the year ended December 31, 2003, a 22% improvement. Administrative fees collected increased, while administrative expenses paid were relatively flat for the year ended December 31, 2003 versus the year ended December 31, 2002. This increase in fees is primarily due to the increase in assets under management in the Company's mutual fund products. DHCM has an administrative, fund accounting and transfer agency services agreement with the Diamond Hill Funds, where DHCM performs certain services for each series of the trust. These services include mutual fund administration, accounting, transfer agency and other related functions. For performing these administrative services, each series of the trust compensates DHCM a fee at an annual rate of 0.45% times each series' average daily net assets. DHCM collected \$268,164 and \$179,647 for mutual fund administration revenue for the year ended December 31, 2003 and 2002, respectively. In fulfilling its role under this agreement, DHCM has engaged several third-party providers and the cost for their services are paid by DHCM. Mutual fund administration expense for the year ended December 31, 2003 and 2002 was \$526,390 and \$511,072, respectively. As assets under management grow in the mutual fund products, the Company expects fees collected to increase, while the Company expects expenses paid to remain steady; therefore, causing the net mutual fund administration expense to continue to decrease. Mutual fund distribution, which includes distribution fees collected in

connection with sales of the Company's mutual funds net of all mutual fund distribution expenses paid by the Company, increased to a net expense of \$93,689 for the year ended December 31, 2003 from \$69,716 for the year ended December 31, 2002, a 34% increase. Mutual fund distribution fees collected and expenses paid both increased during the year ended December 31, 2003 versus the year ended December 31, 2002. For performing these distribution functions, DHS collects front-end and back-end sales loads, ranging from 1.00% to 5.75% or underwriting fees of 0.50% on fund investments. DHS also collects 12b-1 fees at an annual rate ranging from 0.25% to 1.00% times each series' average daily net assets. Mutual fund distribution revenue for the year ended December 31, 2003 and 2002 were \$164,732 and \$114,792, respectively. This increase in fees is primarily due to the increase in assets under management in the Company's mutual fund products. DHS is the principal underwriter for Diamond Hill Funds, an Ohio business trust, and may pay third-party financial institutions a fee for distribution or for performing certain servicing functions for mutual fund shareholders. DHS also pays for the production of marketing materials used in the distribution of the Diamond Hill Funds. Mutual fund distribution expense for the year ended December 31, 2003 and 2002 were \$258,421 and \$184,508, respectively. This increase is the result of increased sales of the mutual fund shares in 2003 versus 2002, in which DHS finances the commissions paid, and decreased expense in 2002 due to an adjustment made, during the year ended December 31, 2002, for a change in accounting treatment for commissions paid to brokers for the sale of the Company's mutual fund C shares. Previously, the commission was expensed when paid, despite the fact that the revenue, which offsets this expense, is collected over a twelve-month period. Therefore, the portion of commission expense that has not yet been offset by the matching revenue was capitalized and is amortized over twelve months. As assets under management grow in the mutual fund products, the Company expects fees collected to increase, while the Company expects expenses paid to remain steady or increase; therefore, causing the net mutual fund distribution expense to remain steady or increase. Broker-dealer activity, which is revenue from security transactions and market-making activity net of broker-dealer expenses which are comprised principally of clearing costs and regulatory fees, decreased to a net expense of 18,062 for the year ended December 31, 2003 from \$143,924 for the year ended December 31, 2002, an 87% improvement. DHS, a registered full-service broker-dealer, transacts security trades through its 5 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES clearing broker under a correspondent agreement. For the year ended December 31, 2003 and 2002, broker-dealer activity expenses were \$44,449 and \$153,159, respectively. This decrease is largely due to the reduction in overhead and commission expense from reduced activity. DHS earns commissions and service fees related to business transacted through its clearing broker, along with gains and losses from market-making activities. Broker-dealer activity revenue for the year ended December 31, 2003 and 2002 were \$26,387 and \$9,235, respectively. Commission revenue decreased by 62% from 2002 to 2003. However market-making losses negatively impacted the year ended December 31, 2002 by \$60,225. In conjunction with the Company's shift in emphasis from its traditional investment related activities through DHS, to the investment advisory services of DHCM, broker dealer activities through DHS have declined. It is expected for 2004, that this level of expense in 2003 will decrease. The Company's net operating loss decreased to \$1,394,194 for the year ended December 31, 2003 from \$2,397,428 for the year ended December 31, 2002, a 41% improvement. Investment return, net of interest expense, increased to a gain of \$400,660 for the year ended December 31, 2003 from a loss of \$66,195 for the year ended December 31, 2002. This investment gain results primarily from increases in market values of investments in the limited partnership interest and the Company's fixed income mutual funds. Management is unable to predict how future fluctuations in market values will impact the performance of the Company's investment portfolios. Dividend income increased by a multiple of 3 to \$89,031 for the year ended December 31, 2003 compared to \$29,156 for the year ended December 31, 2002. In 2004, dividend income may decrease versus 2003 since the Company's investment in its fixed income mutual funds, which pay monthly dividends, may yield an anticipated average of four percent (4%) down from 2003 yields. As a result of positive company portfolio investment performance, the Company's net operating loss was reduced further, causing the net loss to decrease by 60% for the year ended December 31, 2003 compared to the same time period for 2002. Liquidity and Capital Resources ----- Nearly 100% of the Company's investment portfolio is readily marketable. Investments in securities traded on national securities markets and securities not traded on national securities markets, but with readily ascertainable market values, are valued at market value. Other securities, for which market quotations are not readily available, due to infrequency of transactions, are valued at fair value as determined in good faith by management of the Company. While management employs objective criteria to ascertain these values, there is no independent benchmark by which the values assigned by management can be judged. Accordingly,

the value of these securities may be overstated. By the end of 2002, the Company reallocated its investment portfolio to provide more liquidity and reduce its equity exposure. In doing so, the Company transferred \$2 million out of its investment in the limited partnership, DHIP, and invested approximately \$1.5 million into the Company's fixed income mutual funds. The remaining cash was used to pay-off the Company's line of credit and provide short-term liquidity for current operating expenses, On July 22, 2003, the Company sold 110,000 shares of the Company's Common Stock, from Treasury Stock, to certain directors, officers and employees through a private placement at a price of \$4.50, thereby increasing the liquidity and capital resources by approximately \$495,000. DHS, under a correspondent agreement with its clearing broker, has agreed to indemnify the clearing broker from damages or losses resulting from customers' transactions. The Company is, therefore, exposed to off-balance sheet risk of loss in the event that customers are unable to fulfill contractual obligations. The Company manages this risk by requiring customers to have sufficient cash in their account before a buy order is executed and to have the subject securities in their account before a sell order is executed. The Company has not incurred any losses from customers being unable to fulfill contractual obligations. In the normal course of business, the Company may sell securities it has not yet purchased (short sales) for its own account, and may write options. The establishment of short positions and option contracts exposes the Company to off-balance sheet market risks in the event prices change, as the Company may be obligated to cover such positions at a loss. 8 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES At December 31, 2003, the Company had no short security positions, had not written any option contracts, and did not own any options. The Company did not experience any credit losses due to the failure of any counter parties to perform during the year ended December 31, 2003. Senior management of the Company is responsible for reviewing trading positions, exposures, profits and losses, trading strategies and hedging strategies on a daily basis. As of December 31, 2003, the Company had working capital of approximately \$2.8 million compared to \$3.3 million at December 31, 2002. The decrease during the year ended December 31, 2003 is primarily due to the net loss as part of operating activities. The decrease was partly offset by financing activities, which includes the private placement that occurred on July 22, 2003. Working capital includes cash, securities owned and accounts and notes receivable, net of all liabilities. The Company has no long-term debt. The Company's net cash balance decreased by \$638,190 during the year ended December 31, 2003. Net cash used by operating activities was \$1,154,250. The primary use of cash flow was the net loss of \$993,534. Investing activities used \$3,582 for property and equipment purchased during the year ended December 31, 2003. Financing activities provided \$519,642 of cash during the year ended December 31, 2003, mostly from the \$495,000 private placement on July 22, 2003. The Company's net cash balance decreased by \$484,851 during the year ended December 31, 2002. Net cash used by operating activities was \$73,216. The primary use of cash flow was the net loss of \$2,463,623, which was offset by the decrease in the investment portfolio. Investing activities used \$118,935 during the year ended December 31, 2002 for furnishings and a new phone system for the new office space the Company began leasing in May 2002. Financing activities used \$292,700 of cash during the year ended December 31, 2002, from the purchase of Company common stock. Investment management fees primarily fund the operations of the Company. Management believes that the Company's existing resources, including available cash and cash provided by operating activities, will be sufficient to satisfy its working capital requirements in the foreseeable future. However, no assurance can be given that additional funds will not be required. To the extent that returns on investments are less than anticipated, or expenses are greater than anticipated, the Company may be required to reduce its activities, liquidate the investment portfolio or seek additional financing. Further, this additional financing may not be available on acceptable terms, if at all. No significant capital expenditures are expected in the foreseeable future. Impact of Inflation and Other Factors ----- The Company's operations have not been significantly affected by inflation. The Company's investment portfolios of equity and fixed income securities, are carried at current market values. Therefore, the Company's profitability is affected by general economic and market conditions, the volume of securities trading and fluctuations in interest rates. The Company's business is also subject to government regulation and changes in legal, accounting, tax and other compliance requirements. Changes in these regulations may have a significant effect on the Company's operations. 9 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES For the Years Ended December 31, 2003 and 2002 ITEM 7: FINANCIAL STATEMENTS To the Board of Directors Diamond Hill Investment Group, Inc. Columbus, Ohio We have audited the consolidated statement of financial condition of Diamond Hill Investment Group, Inc. and its subsidiaries as of December 31, 2003, and the related consolidated statements of operations, changes in shareholders' equity and cash flows for the years ended December 31, 2003 and 2002. These consolidated financial statements are

the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We have conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion. In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Diamond Hill Investment Group, Inc. and its subsidiaries as of December 31, 2003, and the consolidated results of their operations and cash flows for the years ended December 31, 2003 and 2002, in conformity with accounting principles generally accepted in the United States of America. BKR Longanbach Giusti, LLC Columbus, Ohio January 22, 2004 10 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF FINANCIAL CONDITION As of December 31, 2003 ASSETS Cash \$ 50,985 Investment portfolio (note 3 and 4): Mutual fund shares and limited partnership interests 2,717,226 Not readily marketable equity securities, at estimated fair value 15,108 Accounts receivable: Investment products 173,070 Pending settlements and other 229 Property and equipment, net of accumulated depreciation of \$135,661 129,664 Deposits and other 227,366 ----- Total assets \$ 3,313,648 ----- LIABILITIES Accounts payable to broker-dealers and other \$ 1,589 Accrued expenses 137,245 -----Total liabilities 138,834 ----- SHAREHOLDERS' EQUITY Common stock: (note 5) No par value, 7,000,000 shares authorized, 1,827,972 shares issued and 1,523,999 shares outstanding 10,025,711 Treasury stock, at cost (303,973 shares) (1,739,206) Deferred compensation (3,744) Accumulated deficit (5,107,947) ------ Total shareholders' equity \$3,174,814 ------ Total liabilities and shareholders' equity \$3,313,648 ----- The accompanying notes are an integral part of these consolidated financial statements. 11 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS December 31, 2003 and 2002 AUDITED 2003 2002 ------ INVESTMENT MANAGEMENT FEES: Mutual funds \$ 465,549 \$ 370,163 Managed accounts 606,169 276,390 Private partnership 88,866 22,505 ----------- Total investment management fees 1,160,584 669,058 ------ OPERATING EXPENSES: Salaries, benefits and payroll taxes 1,520,150 1,602,243 Legal and audit 70,481 185,382 General and administrative 443,802 511,689 Sales and marketing 150,368 222,107 ----- Total operating expenses 2,184,801 2,521,421 ----- OTHER OPERATING ACTIVITIES Mutual fund administration, net (Note 8) (258,226) (331,425) ------ Mutual fund distribution, net (Note 9) (93,689) (69,716) ------Broker-dealer, net (Note 10) (18,062) (143,924) ------ NET OPERATING LOSS (1,394,194) (2,397,428) ----- Investment return, net of interest expense 400,660 (66,195) LOSS BEFORE TAXES (993,534) (2,463,623) ------ NET LOSS \$ ======= DILUTED EARNINGS (LOSS) PER SHARE \$ (0.68) \$ (1.73) ======== ======= The accompanying notes are an integral part of these consolidated financial statements. 12 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY December 31, 2003 and 2002 AUDITED Retained Shares Treasury Deferred Earnings Outstanding Amount Stock Compensation (Deficit) Total ------ ----------- Balance at December 31, 2001 1,479,767 \$ 10,023,703 (\$ 2,101,810) (\$ 36,793) (\$ 1,513,120) \$ 6,371,980 Amortization of deferred Compensation -- -- 21,619 -- 21,619 Purchase of treasury stock (71,300) -- (292,700) -- -- (292,700) Net loss -- -- -- (2,463,623) (2,463,623) ------------- Balance at December 31, 2002 1,408,467 10,023,703 (2,394,510) (15,174) (3,976,743) 3,637,276 Exercise of stock options 1,000 3,910 -- -- -- 3,910 Amortization of deferred Compensation -- -- -- 11,430 --11,430 Sale of treasury stock 114,532 (1,902) 655,304 -- (137,670) 515,732 Net loss -- -- -- (993,534) (993,534) ------ Balance at December 31, 2003 1,523,999 \$ 10,025,711 financial statements. 13 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS December 31, 2003 and 2002 AUDITED 2003 2002 ------ CASH

FLOWS FROM OPERATING ACTIVITIES: Net loss \$ (993,534) \$(2,463,623) Adjustments to reconcile net loss to net cash used in operating activities; Depreciation and amortization 38,336 Loss on disposal of property and equipment 732 40,176 Amortization of deferred compensation 11,430 Unrealized (gain) loss (401,794) 209,686 (Increase) decrease in certain assets- Investment portfolio 459,942 1,930,591 Accounts receivable Investment products (83,211) 4,941 Pending settlements and other (111) (3,727) Refundable income taxes -- 414,251 Deposits and other (68,678) (44,905) Increase (decrease) in certain liabilities- Accounts payable to broker-dealers and other 1,589 -- Accrued expenses and other (118,951) (235,571) ------ Net cash used in operating activities (1,154,250) (73,216) ------ CASH FLOWS FROM INVESTING ACTIVITIES: Purchase of property and equipment (3,582) (122,567) Proceeds from sale of property and equipment -- 3,632 ------ Net cash used in investing activities (3.582) (118,935) ------ CASH FLOWS FROM FINANCING ACTIVITIES: Exercise of stock options 3,910 -- Purchase of treasury stock -- (292,700) Sale of treasury stock 515,732 -- ---------- Net cash provided (used) in financing activities 519,642 (292,700) ------ NET DECREASE IN CASH (638,190) (484,851) CASH, BEGINNING OF PERIOD 689,175 1,174,026 ------ CASH, END FLOW INFORMATION: Cash paid during the period for: Interest \$ 758 \$ 1,569 Income taxes -- -- The accompanying notes are an integral part of these consolidated financial statements. 14 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 1 ORGANIZATION AND NATURE OF BUSINESS Diamond Hill Investment Group, Inc. (the Company) is an Ohio corporation incorporated in May 2002, previously a Florida corporation since April 1990. The Company has two subsidiary operating companies, Diamond Hill Capital Management, Inc. (DHCM), an Ohio corporation, is a wholly owned subsidiary of the Company and a registered investment adviser. DHCM is the investment adviser to the Diamond Hill Focus Fund, Diamond Hill Small Cap Fund, Diamond Hill Large Cap Fund, Diamond Hill Short Term Fixed Income Fund and Diamond Hill Strategic Income Fund, open-end mutual funds, which are each a series in the Diamond Hill Funds trust. DHCM is also the investment adviser to the Diamond Hill Investment Partners, L.P. and offers advisory services to institutional and individual investors. Diamond Hill Securities, Inc. (DHS), an Ohio corporation, is a wholly owned subsidiary of DHCM and a NASD registered broker-dealer. DHS is registered with the Securities and Exchange Commission and the securities commissions of six states (including Ohio). DHS trades securities on a fully-disclosed basis and clears customer transactions through an unaffiliated broker-dealer that also maintains the customer accounts. DHS is also a registered investment adviser and offers advisory services to institutional and individual investors. DHS is the investment adviser to the Diamond Hill Bank & Financial Fund, which is a series in the Diamond Hill Funds trust. Note 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the reported amounts of revenues and expenses for the periods. Actual results could differ from those estimates. The following is a summary of the Company's significant accounting policies: Principles of Consolidation ----- The accompanying consolidated financial statements include the operations of the Company, DHCM and DHS. All material inter-company transactions and balances have been eliminated in consolidation. Cash ---- The Company has defined cash as demand deposits, certificate of deposits and money market accounts. The Company maintains its cash in seven accounts with two financial institutions. Accounts Receivable ------Accounts receivable are recorded when they are due and are presented in the statement of financial condition net of any allowance for doubtful accounts. Accounts receivable are written off when they are determined to be uncollectible. Any allowance for doubtful accounts is estimated on the Company's historical losses, existing conditions in the industry, and the financial stability of those individuals that owe the receivable. No allowance for doubtful accounts was deemed necessary at December 31, 2003. Valuation of Investment Portfolio ----- Securities and related options traded on national securities markets and securities not traded on national securities markets, but with readily ascertainable market values, are valued at market value. Other securities, for which market quotations are not readily available, due to infrequency of transactions, are valued at fair value as determined in good faith by the management of the Company. Realized and unrealized gains and losses are included in investment profits and losses. 15 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued) Limited Partnership Interests

----- DHCM is the managing member of Diamond Hill General Partner, LLC, the General Partner of Diamond Hill Investment Partners, L.P. (DHIP), a limited partnership whose underlying assets consist of marketable securities. DHCM's investment in DHIP is accounted for using the equity method, under which DHCM's share of the net earnings or losses of the partnership is reflected in income as earned and distributions received are reflected as reductions of the investment. The Company is actively seeking additional unaffiliated investors for DHIP. Several board members, officers and employees of the Company are members in Diamond Hill General Partner, LLC. The capital of Diamond Hill General Partner, LLC is not subject to a management fee or an incentive fee. Property and Equipment ------ Property and equipment, consisting of computer equipment, furniture, and fixtures, is carried at cost less accumulated depreciation. Depreciation is calculated using the straight-line method over estimated lives of five to seven years. Reclassifications ----- The consolidated statement of operations for the year ended December 31, 2002, has been reclassified to conform to the presentation of the consolidated statement of operations for the year ended December 31, 2003. These reclassifications have had no effect on the operating results for the year ended December 31, 2002. Revenues ------ Securities transactions and commissions are accounted for on the trade date basis. Dividend income is recorded on the ex-dividend date and interest income is accrued as earned. Realized gains and losses from sales of securities are determined utilizing the first-in, first-out method (FIFO). Earnings Per Share ----- Basic and diluted earnings per common share are computed in accordance with Statement of Financial Accounting Standards No. 128, "Earnings per Share." A reconciliation of the numerators and denominators used in these calculations is shown below: For the year ended December 31, 2003: Numerator Denominator Amount ------ Basic Earnings \$ (993,534) 1,458,264 \$ (0.68) Diluted Earnings \$ (993,534) 1,458,264 \$(0.68) For the year ended December 31, 2002: Numerator Denominator Amount ---------- Basic Earnings \$(2,463,623) 1,424,602 \$(1.73) Diluted Earnings \$(2,463,623) 1,424,602 \$(1.73) Stock options and warrants have not been included in the denominator of the diluted per-share computations because the effect of their inclusion would be anti-dilutive. 16 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued) Fair Value of Financial Instruments Substantially all of the Company's financial instruments are carried at fair value or amounts approximating fair value. Assets, including accounts receivable, notes and interest receivable and securities owned are carried at amounts that approximate fair value. Similarly, liabilities, including accounts payable and accrued expenses are carried at amounts approximating fair value. Note 3 INVESTMENT PORTFOLIO Investment portfolio balances, which consist of securities classified as trading, are comprised of the following at December 31, 2003: Unrealized Unrealized Market Cost Gains Losses ------ Mutual fund shares and limited partnership interest \$2,717,226 \$2,290,260 \$ 428,171 \$ (1,205) Not readily marketable equity securities 15,108 195,125 -- (180,017) -------======= Investment portfolio balances, which consist of securities classified as trading, are comprised of the following at December 31, 2002: Unrealized Unrealized Market Cost Gains Losses ----------- Mutual fund shares and limited partnership interest \$2,612,555 \$2,577,989 \$ 116,584 \$ (82,018) Marketable equity securities 40.519 31,638 23,525 (14,644) Not readily marketable equity securities 137,409 335,700 900 (199,191) ------ Total \$2,790,483 \$2,945,327 \$ 141,009 \$ (295,853) ======= bank stocks, at market value, which are traded on national securities markets. As of December 31, 2002, the Company had two individual equity security investments representing 77% and 23% of its marketable equity securities. 17 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 3 INVESTMENT PORTFOLIO (Continued) DHCM is the managing member the General Partner of Diamond Hill Investment Partners, L.P., whose underlying assets consist primarily of marketable securities. The General Partner is contingently liable for all of the partnership's liabilities. Summary financial information, including the Company's carrying value and income from this partnership at December 31, 2003 and 2002 and for the years then ended, is as follows: 2003 2002 ----- Total assets \$ 21,505,686 \$ 12,534,274 Total liabilities 9,904,405 5,323,340 Net assets 11,601,281 7,210,934 Net fair market value of earnings 1,967,729 168,073 DHCM's carrying value 1,363,450 1,109,708 DHCM's income 223,852 45,273 Incentive Fee 29,890 0 DHCM withdrew \$2,000,000 of capital from its investment in Diamond Hill Investment Partners, L.P. during the year ended December 31, 2002. DHCM's income from this partnership includes

its pro-rata capital allocation and its share of an incentive allocation from the limited partners. In addition, DHCM earns an administrative fee payable quarterly at the rate of .25% of the value of the limited partners' capital accounts. Note 4 LINE OF CREDIT The Company renewed a line of credit loan with a maximum principal amount of \$325,000 on August 28, 2003 at an annual percentage interest rate of prime plus 0.50%, which is currently 4.50%. The balance due on the line of credit loan at December 31, 2003 was zero (\$0). The Company has pledged \$390,000 of its fixed income mutual fund investments to secure this line. The line of credit loan is due to mature on August 28, 2004, at which time management intends to renew the line. Note 5 CAPITAL STOCK Common Stock ------ The Company has only one class of securities, Common Stock. Treasury Stock ------ On July 17, 2000, the Company announced a program to repurchase up to 400,000 shares of its Common Stock through open market purchases and privately negotiated transactions. From July 17, 2000 through December 31, 2001, the Company purchased 281,597 shares of its Common Stock for \$1,716,407. For the year ended December 31, 2002, the Company purchased 71,300 shares of its Common Stock for \$292,700. For the year ended December 31, 2003, the Company did not purchase any of its shares of Common Stock. As of December 31, 2003, the Company has purchased 352,897 shares for \$2,009,107 pursuant to the aforementioned 400,000 share repurchase program. On July 22, 2003, the Company issued 110,000 shares out of Treasury Stock in a private placement to certain directors, officers and employees of the Company. The shares were sold at \$4.50 per share, and Treasury Stock was reduced by an average cost of \$5.72 per share. On December 31, 2003, the Company issued 4,532 shares out of Treasury Stock to fund the Company match portion of the Company's 401(k) retirement plan. The shares were issued at an average price of \$5.15 per share, and Treasury Stock was reduced by an average cost of \$5.72 per share. The Company's total Treasury Stock share balance as of December 31, 2003 is 303,973, 18 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 5 CAPITAL STOCK (Continued) Authorization of Preferred Stock ------ The Company's Articles of Incorporation authorize the issuance of 1,000,000 shares of "blank check" preferred stock with such designations, rights and preferences, as may be determined from time to time by the Company's Board of Directors. The Board of Directors is empowered, without shareholder approval, to issue preference stock with dividend, liquidation, conversion, voting, or other rights, which could adversely affect the voting or other rights of the holders of the Common Stock, There were no shares of preferred stock issued or outstanding at December 31, 2003 or 2002. Note 6 INCOME TAXES The Company files a consolidated Federal income tax return. It is the policy of the Company to allocate the consolidated tax provision to subsidiaries as if each subsidiary's tax liability or benefit were determined on a separate company basis. As part of the consolidated group, subsidiaries transfer to the Company their current Federal tax liability or assets. 2003 2002 ---------- Current income tax provision (benefit) \$ -- \$ -- Deferred income tax provision (benefit) -- -- Provision (benefit) for income taxes \$ -- \$ -- ======== ======= A reconciliation of income tax expense at the statutory rate to the Company's effective rate is as follows: 2003 2002 ----- Income tax expense expected statutory rate xxx 34% 34% Prior year provision adjustment 0 0 Dividends received deduction 0 0 Unrealized gain 0 0 Valuation allowance (34) (34) ----------- Income tax expense effective rate 0% 0% ====== == == Deferred tax assets and liabilities consist of the following at December 31, 2003 and 2002: 2003 2002 ------ Deferred tax benefit of NOL carryforward \$ 1,819,000 \$ 1,441,000 Stock options and warrants -- -- Investment write down -- -- Unrealized (gains) losses (62,000) 36,000 Other liabilities (14,000) (14,000) Valuation allowance (1,743,000) (1,463,000) ----------- Net deferred tax assets (liabilities) \$ -- \$ -- ======== ==== As of December 31, 2003, the Company and its subsidiaries had net operating loss (NOL) carry forwards for tax purposes of approximately \$7,274,000. These NOL's will expire from 2016 to 2023. Any future changes in control may limit the availability of NOL carryforwards. 19 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 7 OPERATING LEASES The Company leases office space under an operating lease. Under the previous operating lease, which expired July 2002, total lease expenses were approximately \$85,500 for the seven months ended July 31, 2002. The Company entered into a new lease agreement effective May 1, 2002, which terminates on May 31, 2005. Under this new lease agreement, total lease expenses for the years ended December 31, 2002 and 2003 were \$50,000 and \$120,000, respectively. The future minimum lease payments under the operating lease are as follows: Year Ended Amount ----- 2004 120,000 2005 50,000 Note 8 MUTUAL FUND ADMINISTRATION DHCM has an administrative, fund accounting and transfer agency services agreement with Diamond Hill Funds, an Ohio business

trust, under which DHCM performs certain services for each series of the trust. These services include mutual fund administration, accounting, transfer agency and other related functions. For performing these services, each series of the trust compensates DHCM a fee at an annual rate of 0.45% times each series' average daily net assets. DHCM collected \$268,164 and \$179,647 for mutual fund administration revenue for the year ended December 31, 2003 and 2002, respectively. In fulfilling its role under this agreement, DHCM has engaged several third-party providers, and the cost for their services are paid by DHCM. Mutual fund administration expense for the year ended December 31, 2003 and 2002 was \$526,390 and \$511,072, respectively. Note 9 MUTUAL FUND DISTRIBUTION DHS is the principal underwriter for Diamond Hill Funds, an Ohio business trust, and may pay third-party financial institutions a fee for distribution or for performing certain servicing functions for mutual fund shareholders. For performing distribution functions, DHS collects front-end and back-end sales loads, ranging from 1.00% to 5.75% or underwriting fees of 0.50% on fund investments. DHS also collects 12b-1 fees at an annual rate ranging from 0.25% to 1.00% times each series' average daily net assets. Mutual fund distribution revenue for the year ended December 31, 2003 and 2002 was \$164,732 and \$114,792, respectively. DHS also pays for the production of marketing materials used in the distribution of the Diamond Hill Funds. Mutual fund distribution expense for the year ended December 31, 2003 and 2002 was \$258,421 and \$184,508, respectively. Note 10 BROKER-DEALER DHS is a registered full-service broker-dealer transacting security trades through its clearing broker under a correspondent agreement. For the year ended December 31, 2003 and 2002, broker-dealer activity expenses, principally clearing charges and regulatory fees, totaled \$44,449 and \$153,159, respectively. DHS earns commissions and service fees related to business transacted through its clearing broker, along with gains and losses from market-making activities. Broker-dealer activity revenue for the year ended December 31, 2003 and 2002 was \$26,387 and \$9,235, respectively. 20 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 11 EMPLOYEE INCENTIVE PLANS Incentive Compensation Plan ----- All full-time employees of the Company are eligible to participate in the Diamond Hill Investment Group Incentive Compensation Plan. The Plan provides that a bonus fund will be established in an amount equal to 20% of the pre-tax realized profits of the Company in excess of a 15% pre-tax return on equity. The amount of the bonus fund is calculated each fiscal quarter on a cumulative basis. The allocation of the bonus fund is to be made by the President of the Company. The Company did not incur any expense under the Plan for the years ended December 31, 2003 and 2002. Stock Option Plan ----- The Company has a Non-Qualified and Incentive Stock Option Plan that authorizes the grant of options to purchase an aggregate of 500,000 shares of the Company's Common Stock. The Plan provides that the Board of Directors, or a committee appointed by the Board, may grant options and otherwise administer the Option Plan. The exercise price of each incentive stock option or non-qualified stock option must be at least 100% of the fair market value of the Common Stock at the date of grant, and no such option may be exercisable for more than ten years after the date of grant. However, the exercise price of each incentive stock option granted to any shareholder possessing more than 10% of the combined voting power of all classes of capital stock of the Company on the date of grant must not be less than 110% of the fair market value on that date, and no such option may be exercisable more than five years after the date of grant. This Plan was adopted in 1993 and expired by its terms in November 2003. Options issued under this Plan are not affected by the Plan's expiration. During the year ended December 31, 2003, options to purchase 20,000 shares of Common Stock were issued to employees at an exercise price of \$4.50, vesting immediately. Additionally, options to purchase 100,000 shares of Common Stock were issued to employees at an exercise price of \$4.50, vesting 20% each year over five years. All of the options have ten-year terms. No options to purchase shares of Common Stock were granted during the year ended December 31, 2002. The Company applies Accounting Principles Board Opinion 25 and related Interpretations (APB 25) in accounting for stock options and warrants issued to employees and Directors. Accordingly, compensation cost is recognized, when appropriate, based on the intrinsic value of the stock options or warrants, 21 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 11 EMPLOYEE INCENTIVE PLANS (Continued) Stock Option Plan (Continued) ------- Had compensation cost for all of the Company's stock-based awards been determined in accordance with FAS 123, the Company's net income and earnings per share would have been reduced to the pro forma amounts indicated below: Year Ended Year Ended December 31, 2003 December 31, 2002 ------ Net income (loss) As reported \$ (993,534) \$ (2,463,623) Pro forma \$ (1,205,998) \$ (2,894,517) Basic earnings per share As reported \$ (0.68) \$ (1.73) Pro forma \$ (0.83) \$ (2.03) Diluted

earnings per share As reported \$ (0.68) \$ (1.73) Pro forma \$ (0.83) \$ (2.03) To make the computations of pro forma results under FAS 123, the fair value of each option grant is estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted-average assumptions: no dividend yield for all years and expected lives of ten years. For the year ended December 31, 2003, the average expected volatility was approximately 27%, and the average assumed risk-free interest rate was 1.06%. The options and warrants granted under these plans are not registered and, accordingly, there is no quoted market price. A summary of the status of the Company's stock option and warrants plans as of December 31, 2003 and December 31, 2002 and changes during the periods ending on those dates is presented below: Options Warrants ------ Exercise Exercise Shares Price Shares Price ------ Outstanding January 1, 2002 186,902 \$17.245 280,400 \$12.897 Granted -- -- --Expired unexercised (10,350) 23.583 -- -- Forfeited (10,650) 12.803 -- -- Outstanding December 31, 2002 165,902 17.124 280,400 12.897 ======== Exercisable December 31, 2002 100,762 \$23.759 200,400 \$14.852 ======== Outstanding January 1, 2003 165,902 \$17.124 280,400 \$12.897 Granted 120,000 4.500 -- -- Exercised (1,000) 3.910 -- Expired unexercised (11,510) 28.983 -- -- Forfeited (13,190) 22.008 --------- Outstanding December 31, 2003 260,202 10.581 280,400 12.897 ======= Exercisable December 31, 2003 116,202 \$17.465 240,400 \$13.712 ======== Weighted-average fair value of options granted during the year ended December 31, 2003, computed in accordance with FAS 123 \$ 1.340 22 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 11 EMPLOYEE INCENTIVE PLANS (Continued) Stock Option Plan (Continued) ----- The following table summarizes information about fixed stock options and warrants outstanding at December 31, 2003; Options Warrants ------- Range of exercise prices \$ 73.750 \$ 73.750 Number outstanding 16,202 14,000 Weighted-average remaining Contractual life in years 4.367 4.359 Weighted-average exercise price \$ 73.750 \$ 73.750 Number exercisable 16,202 14,000 Range of exercise prices \$ 7.950 - \$ 14.375 \$ 22.20 - \$ 22.50 Number outstanding 54,000 16,400 Weighted-average remaining Contractual life in years 3.854 5.361 Weighted-average exercise price \$ 11.461 \$ 22.495 Number exercisable 46,000 16,400 Range of exercise prices \$5.250 - \$8.450 \$8.00 - \$14.375 Number outstanding 70,000 250,000 Weighted-average remaining Contractual life in years 7.504 5.794 Weighted-average exercise price \$ 5.707 \$8.860 Number exercisable 34,000 210,000 Range of exercise prices \$ 4.500 Number outstanding 120,000 Weighted-average remaining Contractual life in years 9.436 Weighted-average exercise price \$4.500 Number exercisable 20,000 23 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 12 REGULATORY REQUIREMENTS DHS is subject to the uniform net capital rule of the Securities and Exchange Commission (Rule 15c3-1), which requires that the ratio of "aggregate indebtedness" to "net capital" not exceed 15 to 1 (as those terms are defined by the Rule). DHS had net capital of \$107,386 as of December 31, 2003, which was in excess of its required minimum net capital of \$50,000. The ratio of aggregate indebtedness to net capital was 0.16 to 1 as of December 31, 2003. DHS is also subject to regulations of six states in which it is registered as a licensed broker-dealer. DHCM and DHS are registered investment advisers and subject to regulation by the SEC pursuant to the Investment Advisors Act of 1940. Note 13 CONCENTRATIONS OF CREDIT RISK AND FINANCIAL INSTRUMENTS WITH OFF-BALANCE SHEET RISK DHS, under a correspondent agreement with its clearing broker, has agreed to indemnify the clearing broker from damages or losses resulting from customer transactions. The Company is, therefore, exposed to off-balance sheet risk of loss in the event that customers are unable to fulfill contractual obligations. The Company manages this risk by requiring customers to have sufficient cash in their account before a buy order is executed and to have the subject securities in their account before a sell order is executed. The Company has not incurred any losses from customers unable to fulfill contractual obligations. In the normal course of business, the Company periodically sells securities not yet purchased (short sales) for its own account and writes options. The establishment of short positions and option contracts exposes the Company to off-balance sheet market risks in the event prices change, as the Company may be obligated to cover such positions at a loss. At December 31, 2003, the Company had no short security positions, had not written any option contracts and did not own any options. The Company did not experience any credit losses due to the failure of any counterparties to perform during the year December 31, 2003. Senior management of the Company is responsible for reviewing trading positions, exposures, profits and losses, trading strategies and hedging strategies on a daily basis. Note 14 SEGMENT INFORMATION Types of services from which each reportable segment derives its revenues ----- The Company has three reportable segments: Investment

Advisory Services, Broker-Dealer Services and Corporate Portfolio. The Investment Advisory Services segment provides investment advisory services to the Diamond Hill Focus Fund, Diamond Hill Small Cap Fund, Diamond Hill Large Cap Fund, Diamond Hill Bank & Financial Fund, Diamond Hill Short Term Fixed Income Fund and Diamond Hill Strategic Income Fund, open-end mutual funds, Diamond Hill Investment Partners, L.P., an investment limited partnership, and offers investment advisory services and accounts to institutional and individual investors, specializing in diversified, domestic securities. The Broker-Dealer Services segment offers brokerage services to institutional and individual investors and underwriting services to the Company's mutual funds. The Corporate Portfolio segment is represented by revenue generating investments unrelated to the other operating segments. Measurement of segment profit or loss and segment assets ------ The accounting policies of the segments are the same as those described in the summary of significant accounting policies. The Company evaluates performance based on profit or loss from operations before income taxes. The Company focuses its attention on providing services to external customers. 24 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 14 SEGMENT INFORMATION (Continued) Factors management used to identify the enterprises' reportable segments The Company's reportable segments are primarily defined by legal entities that specialize in different financial products and services. Investment Advisory Services are provided by DHCM. Brokerage Services are provided primarily by DHS. The Company manages the Corporate Portfolio segment. These segments are managed separately because each entity operates in a different regulatory environment. Financial information for each reportable segment is shown below. The Company does not operate, or hold assets, in any foreign country. The Company does not have any single customer generating 10% or more of revenue. Financial information for the year ended December 31, 2003 Investment Broker- Advisory Dealer Corporate Services Services Portfolio Combined ----- Investment Management Fees: Mutual funds \$ 465,549 \$ -- \$ -- \$ 465,549 Managed accounts 606,169 -- -- 606,169 Private partnership 88,866 -- -- 88,866 ----- Total investment management fees 1,160,584 -- -- 1,160,584 ------ Operating Expenses: Salaries, benefits & payroll taxes 1,303,892 73,227 143,031 1,520,150 Legal and audit 2,300 1,664 66,517 70,481 General and administrative 300,773 38,794 104,235 443,802 Sales and marketing 123,746 819 25,803 150,368 ------Total operating expenses 1,730,711 114,504 339,586 2,184,801 ------ Mutual fund administration (258,226) ---- (258,226) ------ Mutual fund distribution -- (93.689) -- (93.689) ------- Broker-dealer activity -- (18.062) -- (18.062) -----Net Operating Loss (828,353) (226,255) (339,586) (1,394,194) ------ Investment return, net of interest expense -- -- 400,660 400,660 ----- Loss Before Taxes (828,353) (226,255) 61,074 (993,534) Income Tax Provision (Credit) -- -- Net Loss \$ (828,353) \$ (226,255) \$ 61,074 \$ (993,534) ====== Total Assets \$ 198,734 \$ DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 Note 14 SEGMENT INFORMATION (Continued) Financial information for the year ended December 31, 2002 Investment Broker- Advisory Dealer Corporate Services Services Portfolio Combined ------ Investment Management Fees; Mutual funds \$ 370,163 \$ -- \$ -- \$ 370,163 Managed accounts 276,390 -- -- 276,390 Private partnership 22,505 -- -- 22,505 ----- Total investment management fees 669,058 -- -- 669,058 ----- Operating Expenses: Salaries, benefits & payroll taxes 1,107,001 374,842 120,400 1,602,243 Legal and audit 4,307 47,969 133,106 185,382 General and administrative 353.672 96,110 61,907 511,689 Sales and marketing 149,462 50,618 22,027 222,107 ----- Total operating expenses 1,614,442 569,539 337,440 2,521,421 ----- Mutual fund administration (331,425) -- -- (331,425) ------ Mutual fund distribution -- (69,716) -- (69,716) ------ Broker-dealer activity -- (143,924) -- (143,924) -----Net Operating Loss (1,276,809) (783,179) (337,440) (2,397,428) ----- Investment return, net of interest expense -- -- (66,195) (66,195)

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GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2003 and 2002 ITEM 8: CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS OR ACCOUNTING AND FINANCIAL DISCLOSURES - None ITEM 8A: CONTROLS AND PROCEDURES Our Chief Executive Officer and Chief Financial Officer have evaluated the effectiveness of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of the end of the period covered by this annual report (the "Evaluation Date"). Based on such evaluation, such officers have concluded that, as of the Evaluation Date, our disclosure controls and procedures are effective to ensure that material information relating to the Company would be made hereon to them by others within the Company and would be disclosed on a timely basis. As of the Evaluation Date, there have been no changes in our internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting. PART III ITEM 9: DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS AND CONTROL PERSONS; COMPLIANCE WITH SECTION 16(a) OF THE EXCHANGE ACT Information regarding this Item 9 is incorporated by reference to our proxy statement for our year 2004 annual meeting of shareholders to be filed with the Securities and Exchange Commission pursuant to Regulation 14A of the Exchange Act, under the Captions: "Directors and Executive Officers", "Compliance with Section 16(a) of the Exchange Act", "Audit Committee" and "Code of Business Conduct and Ethics". ITEM 10: EXECUTIVE COMPENSATION Information regarding this Item 10 is incorporated by reference to our proxy statement for our year 2004 annual meeting of shareholders, to be filed with the Securities and Exchange Commission pursuant to Regulation 14A of the Exchange Act, under the Caption: "Executive Compensation". ITEM 11: SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT Information regarding this Item 11 is incorporated by reference to our proxy statement for our year 2004 annual meeting of shareholders, to be filed with the Securities and Exchange Commission pursuant to Regulation 14A of the Exchange Act, under the Captions: "Security Ownership of Certain Beneficial Owners and Management" and "Executive Compensation". ITEM 12: CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS Information regarding this Item 12 is incorporated by reference to our proxy statement for our year 2004 annual meeting of shareholders, to be filed with the Securities and Exchange Commission pursuant to Regulation 14A of the Exchange Act, under the Caption: " Certain Relationships and Related Transactions". 27 DIAMOND HILL INVESTMENT GROUP, INC. AND SUBSIDIARIES ITEM 13: EXHIBITS AND REPORTS ON FORM 8-K (a) Index of Exhibits \*3.1 Amended and Restated Articles of Incorporation of the Company. \*3.2 Code of Regulations of the Company. \*\*10.1 Diamond Hill Investment Group (fka Heartland) Incentive Compensation Plan. \*\*\*10.2 1993 Non-Qualified and Incentive Stock Option Plan. \*\*\*\*10.3 Synovus Securities, Inc., Sub-Advisory Agreement with the Diamond Hill Capital Management, Inc. dated January 30, 2001. \*\*10.4 Employment Agreement between the Company and Roderick H. Dillon, Jr. dated May 11, 2000. \*\*10.5 Employment Agreement between the Company and James F. Laird dated October 24, 2001. \*\*\*\*\*10.6 Form of Subscription Agreement for Common Shares of Diamond Hill Investment Group, Inc. executed by subscribers as part of the private placement on July 22, 2003. 21.1 Subsidiaries of the Company, 31.1 Certification of Chief Executive Officer required by Rule 13a-14(a) or Rule 15d-14(a). 31.2 Certification of Chief Financial Officer required by Rule 13a-14(a) or Rule 15d-14(a). 32.1 Certification of Chief Executive Officer and Chief Financial Officer required by Rule 13a-14(b) or Rule 15(d)-14(b) and Section 1350 of Chapter 63 of Title 18 of the United States Code (18 U.S.C. 1350). \* Filed with the Securities and Exchange Commission as an exhibit to the Company's Form 8-K filed on May 8, 2002 and incorporated herein by reference. \*\* Filed with the Securities and Exchange Commission as an exhibit to the Company's Form 10-KSB filed on March 28, 2003 and incorporated herein by reference. \*\*\* Filed with the Securities and Exchange Commission as an exhibit to the Company's Proxy Statement filed on July 21, 1998 and incorporated herein by reference. \*\*\*\* Filed with the Securities and Exchange Commission as an exhibit to the Company's Form 10-KSB filed on March 1, 2001 and incorporated herein by reference. \*\*\*\* Filed with the Securities and Exchange Commission as an exhibit to the Company's Form 10-QSB filed on November 14, 2003 and incorporated herein by reference. (b) Reports on Form 8-K A Form 8-K was filed on November 18, 2003 to report the Company's earnings for the nine months and three months

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