# THE LONDON COMPANY

INVESTMENT COUNSEL

## #1 Ranked Small Cap Manager

The London Company is pleased to be recognized as top performing small cap blend manager by **Pensions & Investments** for the 1 year period ending June 30, 2012.

AS PUBLISHED AUGUST 20, 2012 **P&I RANKINGS**

**US Small Blend**

*1 Year* — ***#1 ranked Small Cap Core Value Strategy***
Gross Return: 9.22%
Net Return: 8.58%

In addition, the firm was ranked as ***one of the top 10*** performing managers for the 1 and 5 year periods ending June 30, 2012 for its other equity strategies.

**US Large Value**

*1 Year* — ***#2 ranked Income Equity Strategy***
Gross Return: 16.25%
Net Return: 15.51%

*1 Year* — ***#7 ranked Large Cap Core Strategy***
Gross Return: 14.52%
Net Return: 13.92%

*1 Year* — ***#10 ranked Concentrated All Cap Strategy***
Gross Return: 13.94%
Net Return: 13.18%

*5 Years* — ***#4 ranked Income Equity Strategy***
Gross Return: 5.92%
Net Return: 5.27%

*5 Years* — ***#7 ranked Large Cap Core Strategy***
Gross Return: 5.43%
Net Return: 4.88%

**US Mid Cap Blend**

*1 Year* — ***#5 ranked Small-Mid Core Value Strategy***
Gross Return: 7.41%
Net Return: 6.69%

**About The London Company:** The London Company is a registered investment advisor based in Richmond, Virginia. The firm specializes in equity, income equity, and small cap portfolio management services, managing $3.5 billion in assets for institutional and high net worth individuals. The investment team has more than three decades of experience in managing a conservative investment process, focused on producing a consistent performance record with relatively low downside risk. For more information about The London Company, please visit www.tlcadvisory.com.

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**Past Performance is not an indicator of future results.** More information about the advisor, including its investment strategies and objectives can be found by visiting www.tlcadvisory.com . Performance is calculated gross and net of all fees and brokerage commissions and includes the reinvestment of income. Gross returns do not reflect the reduction of advisory fees which will reduce performance. More information about our investment advisory fees is described in Part 2 of our Form ADV which is available upon request. Performance information is based on composite performance. Individual account performance may vary.

**Pensions & Investments "Top-performing managers by category: separate accounts"** (August 2012): Pensions & Investments (P&I) publishes tables and editorial commentary on "Top-Performing Managers" solely using the Morningstar, Inc. separate accounts/collective investment trust (a.k.a. commingled funds) database. P&I reviews the top retail and institutional separate account and collective trust managers grouped by Morningstar category. Performance is calculated gross and net of all fees and brokerage commissions. The database used for ranking includes five years of historical data of 700+ money managers.