

# Concentrated

Q3 | 2018

## THE LONDON COMPANY

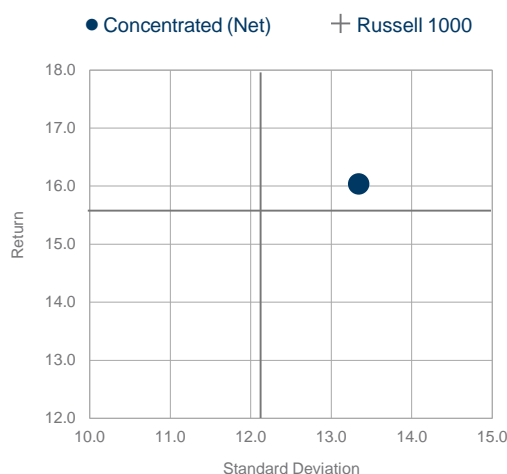
We believe markets are much less efficient at assessing risk than reward, and protecting client assets in down markets will deliver superior long-term performance.

We mitigate downside risk by reducing speculation and valuing high-return-on-capital businesses through our distinctive Balance Sheet Optimization process.

We build focused portfolios that reflect our long-term view through high active share and low turnover.

### Risk / Return profile

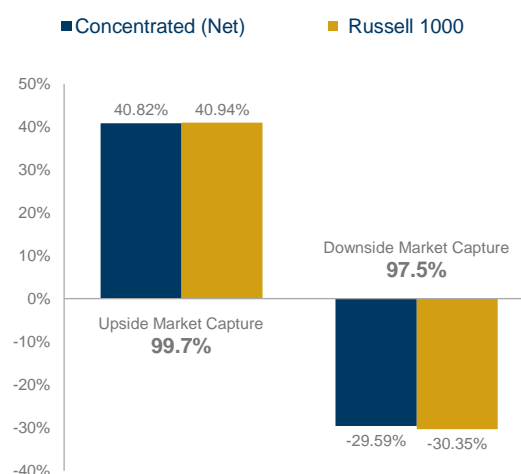
Since inception June 30, 2009



Source: eVestment

### Up market / Down market

Since inception June 30, 2009



Source: eVestment

### Annualized performance summary (%)

inception date June 30, 2009

	QTD	YTD	One Year	Three Years	Five Years	Inception to Date
Concentrated Composite (Gross)	7.2	4.1	14.9	14.9	11.6	16.9
Concentrated Composite (Net)	7.0	3.5	13.9	13.8	10.5	16.0
Russell 1000	7.4	10.5	17.8	17.1	13.8	15.8

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Performance results shown should, under no circumstances, be construed as an indication of future performance. All are encouraged to read and understand the disclosure notes found on the next page.

### Portfolio characteristics

	Conc.	R1000
Number of Holdings	18	984
Active Share	92.3	—
Weighted Avg. Mkt. Cap (\$B)	166.0	224.0
Median Mkt. Cap (\$B)	32.2	10.9
Dividend Yield (%)	1.4	1.7
Pre-tax ROC (3 yr. avg.)	16.9	12.3
Net Debt/EBITDA	1.3x	2.0x
Enterprise Value/EBITDA	12.3x	13.7x

Source: eVestment and FactSet

### Return characteristics

Since inception June 30, 2009 (Net)

	Conc.	R1000
Down Market Capture (%)	97.5	—
Up Market Capture (%)	99.7	—
Cumulative Return <sup>1</sup> (%)	295.9	287.1
Sharpe Ratio	1.2	1.3
Standard Deviation	13.3	12.0
Alpha	0.5	—
Beta	1.0	1.0

Source: eVestment,<sup>1</sup> Composite Data

## Top ten holdings (%)

Holding	Symbol	Weighting
Berkshire Hathaway	BRKB	9.9
Apple	AAPL	7.6
Old Dominion	ODFL	7.6
Corning	GLW	7.4
Norfolk Southern	NSC	6.5
Dollar Tree	DLTR	6.1
BlackRock	BLK	5.8
Southwest Airlines	LUV	5.1
NewMarket	NEU	5.1
Albemarle	ALB	5.0
<b>Total</b>		<b>66.1</b>

## Sector weightings (%)

Sector	Conc.	R 1000	Difference
Communication Services	0.0	9.1	-9.1
Consumer Discretionary	18.2	10.5	7.7
Consumer Staples	4.9	6.3	-1.4
Energy	0.0	5.8	-5.8
Financials	18.0	13.4	4.6
Health Care	0.0	14.5	-14.5
Industrials	28.6	10.1	18.5
Technology	15.2	21.4	-6.2
Materials	15.1	2.8	12.3
Real Estate	0.0	3.3	-3.3
Utilities	0.0	2.8	-2.8

Source: FactSet

## Disclosure notes

The London Company's performances are size weighted and annualized based on calculations for the period ending September 30, 2018. The characteristics discussed herein relate to a representative account, and not every client's account will have these exact characteristics. As London manages its client portfolios according to each client's specific investment needs and circumstances, London cannot affirm that the characteristics of the account shown are similar to all accounts participating in the strategy. This is due in part to the timing of trades by the Adviser, market conditions, cash availability, and the timing of client deposits and withdrawals. Therefore, prospective clients should not assume that similar performance results to those shown would have been achieved for their accounts had they been invested in the strategy during the period. None of the information contained herein should be construed as an offer to buy or sell securities, or as investment recommendations. An investment in a London Company strategy is subject to risks, including the loss of principal. Data, while obtained from sources we believe to be reliable, cannot be guaranteed.

**Definition of Firm:** The London Company was founded in 1994 in Richmond, Virginia and provides equity portfolio management services to pension, profit-sharing, foundation, corporate, investment companies, and individual investors. The firm, which is majority employee-owned, is an independent, autonomous investment management organization. The London Company of Virginia is a registered investment advisor. Registration does not imply a certain level of skill or training. More information about the advisor, including full descriptions of its investment strategies and objectives, can be found in the firm's Form ADV Part 2, which is available upon request by calling (804) 775-0317 or visiting [www.TLCadvisory.com](http://www.TLCadvisory.com). The London Company claims compliance with the Global Investment Performance Standards (GIPS®). Please visit [www.TLCadvisory.com](http://www.TLCadvisory.com) or contact us at 804-775-0317 to request a complete list and description of The London Company's composites and/or a presentation that adheres to the (GIPS®) standards.

**Composite Creation Date:** June 30, 2009

**Composite Definition:** The Concentrated strategy focuses on a smaller number of names that, in combination, offer the team's strongest conviction towards downside protection. This portfolio typically holds less than half the number of names of our other strategies, and is managed with fewer restrictions on sector or position weightings. Individual positions can and will, at times, exceed greater than ten percent of the portfolio. The strategy is suitable for long term investors with a tolerance for potentially higher short term performance deviation from the benchmark, compared to our other strategies. Accounts in this product composite are fully discretionary taxable and tax-exempt portfolios and have a minimum of \$100,000 in assets. The product is measured against the Russell 1000 Index and has a creation date of June 30, 2009. There is no use of leverage, derivatives or short positions. All actual fee-paying discretionary portfolios are included in one or more composites that have been managed for a full calendar quarter with limited restrictions and similar objectives. Composite may include accounts under dual contract.

**Benchmark Description:** Russell 1000 Index measures the performance of the large-cap segment of the U.S. equity universe. The Russell 1000 is a subset of the Russell 3000 Index and includes approximately 1000 of the largest securities based on a combination of their market cap and current index membership. The Russell 1000 represents approximately 92% of the U.S. market. Benchmark returns are not covered by the report of independent verifiers. Effective April 1, 2013, the S&P 1500 Composite Index was replaced with the Russell 1000 Index, which we believe to be a better representation of the composite strategy due to the average market cap of the product residing within the benchmark range. As an institutional benchmark, the Russell 1000 Index is commonly utilized and accepted, and relevant to our client base.

**Performance and Fees:** Gross of fee returns are calculated gross of management and custodian fees and net of transaction costs. Net of fee

returns are calculated net of actual management fees and transaction costs and gross of custodian and other fees. Returns may be net of miscellaneous fund expenses. The gross figures do not reflect the deduction of investment advisory fees. For example, an account that earned 15% per year for 10 years would have an accumulated return of 305% before fees and 270% after fees, assuming a 1% fee. Returns are calculated and stated in US dollars. Returns are calculated gross of withholding taxes on foreign dividends and interest. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

**Past performance should not be taken as a guarantee of future results.** The report is for informational purposes only. Data, while obtained from sources we believe to be reliable, cannot be guaranteed and all statistics are subject to change. The statements contained herein are solely based upon the opinions of The London Company and the data available at the time of publication of this report, and there is no assurance that any predicted results will actually occur. Information was obtained from third party sources which we believe to be reliable but are not guaranteed as to their accuracy or completeness. This report contains no recommendations to buy or sell any specific securities and should not be considered investment advice of any kind. In making an investment decision individuals should utilize other information sources and the advice of their investment advisor.