

# All Cap 25

Q4 | 2018

## THE LONDON COMPANY

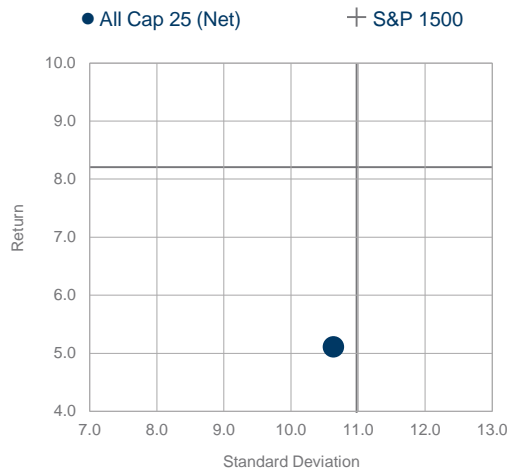
We believe markets are much less efficient at assessing risk than reward, and protecting client assets in down markets will deliver superior long-term performance.

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

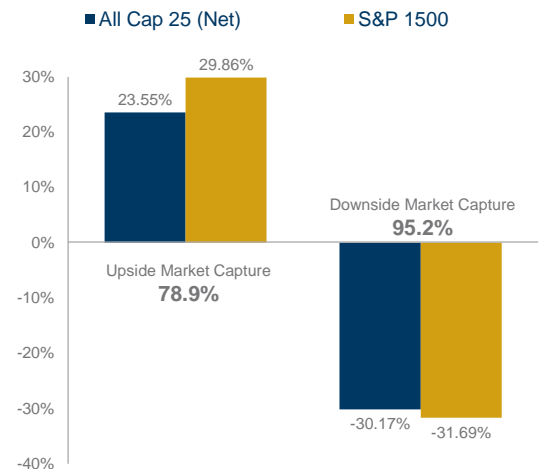
Since inception December 31, 2013



Source: eVestment

### Up market / Down market

Since inception December 31, 2013



Source: eVestment

### Annualized performance summary (%)

Inception date December 31, 2013

	QTD	One Year	Three Years	Inception to Date
All Cap 25 Composite (Gross)	-13.3	-7.4	9.0	6.1
All Cap 25 Composite (Net)	-13.4	-7.9	8.0	5.1
S&P 1500	-14.0	-5.0	9.2	8.3

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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

	AC25	S&P 1500
Number of Holdings	24	1506
Active Share*	92.0	—
Weighted Avg. Mkt. Cap (\$B)*	128.1	168.2
Median Mkt. Cap (\$B)*	13.2	1.1
Dividend Yield (%)*	1.7	2.1
Pre-tax ROC (3 yr. avg.)*	19.6	12.6
Net Debt/EBITDA*	1.5x	1.8x
Enterprise Value/EBITDA*	11.7x	11.3x

Source: eVestment and FactSet

\*S&P 1500 data sourced from S&P Total US Stock Market ETF

### Return characteristics

Since inception December 31, 2013 (Net)

	AC25	S&P 1500
Down Market Capture (%)	95.2	—
Up Market Capture (%)	78.9	—
Cumulative Return <sup>1</sup> (%)	28.3	48.6
Sharpe Ratio	0.4	0.7
Standard Deviation	10.6	11.0
Alpha	-1.8	—
Beta	0.9	1.0

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

## Top ten holdings (%)

Holding	Symbol	Weighting
Berkshire Hathaway	BRKB	8.8
Lamb Weston	LW	6.6
Norfolk Southern	NSC	6.3
Apple	AAPL	4.9
Johnson & Johnson	JNJ	4.9
Dollar Tree	DLTR	4.6
BlackRock	BLK	4.6
Citrix	CTXS	4.5
Martin Marietta	MLM	4.5
Old Dominion	ODFL	4.4
<b>Total</b>		<b>54.1</b>

## Sector weightings (%)

Sector	AC25	S&P 1500	Difference
Communication Services	0.0	9.3	-9.3
Consumer Discretionary	16.8	10.2	6.6
Consumer Staples	9.9	7.0	2.9
Energy	0.0	5.2	-5.2
Financials	22.2	13.7	8.5
Health Care	5.1	15.1	-10.0
Industrials	21.9	9.9	12.0
Technology	12.5	19.6	-7.1
Materials	8.5	3.0	5.5
Real Estate	3.1	3.5	-0.4
Utilities	0.0	3.5	-3.5

Source: FactSet

## Disclosure notes

The London Company's performances are size weighted and annualized based on calculations for the period ending December 31, 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:** December 31, 2013

**Composite Definition:** The All Cap 25 strategy focuses on a smaller number of names that, in combination, offer the team's strongest conviction towards downside protection with fewer restrictions on market capitalizations, sector and position weightings. The number of holdings is typically around twenty-five. Individual positions will not exceed 15% of the portfolio at cost or 25% at market value. The strategy is suited for investors seeking higher returns with potentially higher risk, relative 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 S&P 1500 Composite Index and has a creation and inception date of December 31, 2013. 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.

**Benchmark Description:** Primary: S&P 1500 Composite Index combines three leading indices, the S&P 500, the S&P MidCap 400, and the S&P SmallCap 600 to cover approximately 90% of the U.S. market capitalization. Benchmark returns are not covered by the report of independent verifiers.

**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.