

# Income Equity

Q4 | 2019

## THE LONDON COMPANY

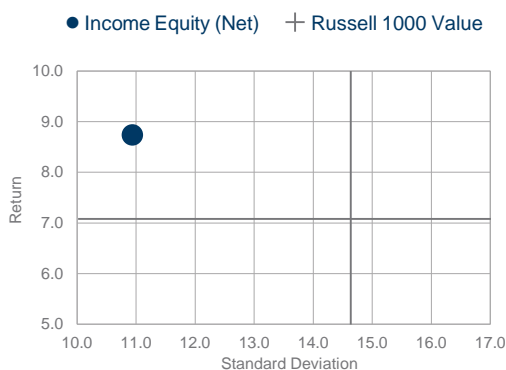
We believe markets are much less efficient at assessing risk than reward, and protecting client assets in down markets will deliver superior long-term performance.

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.

### Excess return

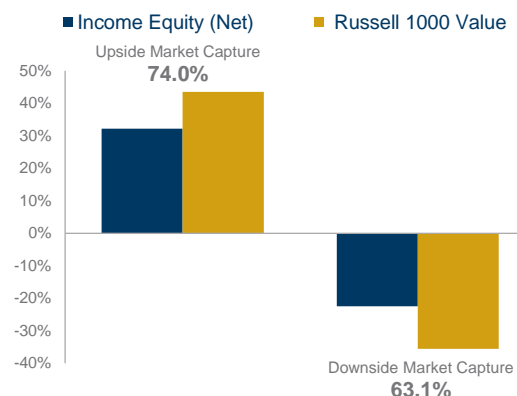
with lower volatility vs. benchmark<sup>1</sup>



<sup>1</sup> Source: eVestment, since inception December 31, 1999

### Market gains

with asset protection<sup>1</sup>



### Annualized performance summary (%)

Inception date December 31, 1999

	QTD	One Year	Three Years	Five Years	Ten Years	Inception to Date
Income Equity Composite (Gross)	8.1	28.5	12.9	9.9	13.7	9.4
Income Equity Composite (Net)	8.0	28.0	12.5	9.5	13.1	8.7
Russell 1000 Value	7.4	26.5	9.7	8.3	11.8	7.0

### Contact information

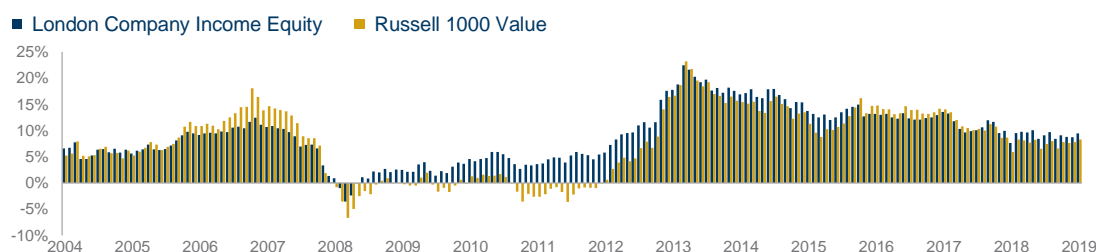
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### Lower downside capture has led to excess returns

Five-year annualized rolling returns from inception December 31, 1999 (Net)



### Portfolio characteristics

	IE	R1000V
Number of Holdings	32	764
Active Share	82.1	—
Weighted Avg. Mkt. Cap (\$B)	271.0	130.6
Median Mkt. Cap (\$B)	100.1	9.8
Dividend Yield (%)	2.6	2.4
Pre-tax ROC (3 yr. avg.)	21.4	9.6
Net Debt/EBITDA	1.6x	2.8x
Enterprise Value/EBITDA	13.9x	11.7x

Source: eVestment and FactSet

### Return characteristics

Since inception December 31, 1999 (Net)

	IE	R1000V
Down Market Capture (%)	63.1	—
Up Market Capture (%)	74.0	—
Cumulative Return <sup>2</sup> (%)	434.1	289.4
Sharpe Ratio	0.7	0.4
Standard Deviation	10.9	14.6
Alpha	3.7	—
Beta	0.7	1.0

Source: eVestment,<sup>2</sup> Composite Data

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.

## Top ten holdings (%)

Holding	Symbol	Weighting
Apple, Inc.	AAPL	6.9
Berkshire Hathaway Inc. Class B	BRK.B	4.3
Merck & Co., Inc.	MRK	3.8
Wells Fargo & Company	WFC	3.8
Carnival Corporation	CCL	3.7
Norfolk Southern Corporation	NSC	3.6
Intel Corporation	INTC	3.6
Fastenal	FAST	3.5
Texas Instruments Incorporated	TXN	3.5
Lowe's Companies, Inc.	LOW	3.4
<b>Total</b>		<b>40.1</b>

## Sector weightings (%)

Sector	IE	R1000V	Difference
Communication Services	2.6	8.1	-5.5
Consumer Discretionary	9.8	5.9	3.9
Consumer Staples	10.1	8.9	1.2
Energy	3.6	8.2	-4.6
Financials	15.4	23.9	-8.5
Health Care	10.4	13.0	-2.6
Industrials	14.9	9.6	5.3
Technology	23.4	6.3	17.1
Materials	0.0	4.3	-4.3
Real Estate	3.2	5.2	-2.0
Utilities	3.4	6.6	-3.2
Cash	3.2	0.0	3.2

Source: FactSet

## Disclosure notes

The London Company's performances are size weighted and annualized based on calculations for the period ending December 31, 2019. 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, 1999

**Composite Definition:** The Income Equity strategy invests mainly in common equities with a focus on higher overall dividend yield orientation, which may be supplemented with primarily investment grade, preferred equities. This strategy has a more conservative orientation, with a focus on capital preservation, income and growth, in order to provide greater yield and downside protection relative to our Large and Mid Cap strategies. Our Income Equity strategy is designed to generate above-average, absolute returns over full market cycles. Accounts in this product composite are fully discretionary taxable and tax-exempt portfolios with no minimum dollar amount of assets. The product is measured against the Russell 1000 Value Index and has a creation and inception date of December 31, 1999. 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:** The Russell 1000 Value Index measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 Index companies with lower price-to-book ratios and lower expected growth values. Benchmark returns are not covered by the report of independent verifiers. Effective January 1, 2012, the S&P 500 was replaced with the Russell 1000 Value Index, which we believe to be a better representation of the composite strategy. As an institutional benchmark, the Russell 1000 Value 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. Dividends are reinvested. 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.