

## Unconventional Quality. Enduring Value.

An Elevated Approach Built on  
Downside Protection

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Founder, Chairman, CIO, Co-Lead Portfolio Manager

### About The London Company

- Employee-owned firm founded in 1994
- \$32B assets under advisement\*
- Singular team and process for all strategies
  - Driven by a fundamental quality-value approach
- We invest in our portfolios alongside our clients

### A Differentiated Investment Process

Our process focuses on protecting in down markets to deliver meaningful excess returns and lower levels of volatility over full market cycles.

- **High-Quality Companies:** sustainably high and improving returns on capital and strong balance sheets
- **Balance Sheet Optimization:** a novel approach to valuation that limits forecast risk inherent in growth projections
- **Focused Portfolio Construction** solves the problem of over-diversification: 25-35 high conviction stocks
- **Sell Discipline** seeks to avoid large losses to maximize return

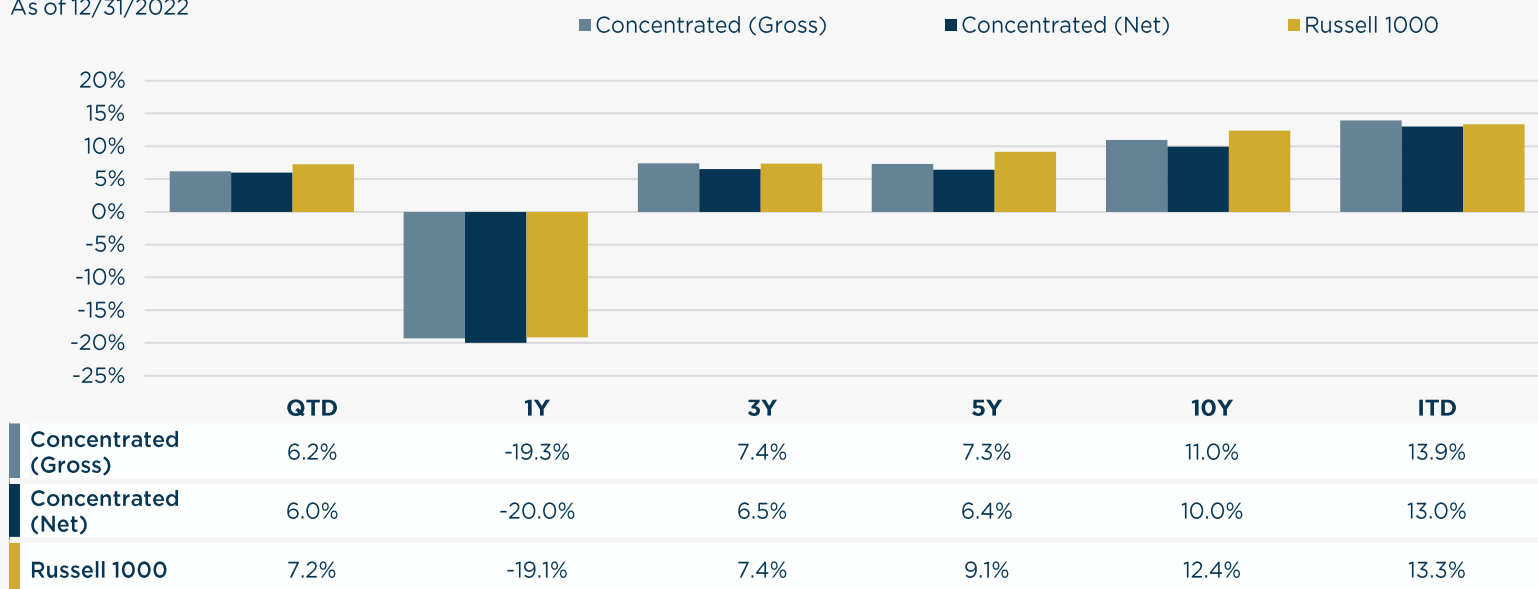
### Portfolio Characteristics

	Concentrated	R1000
Pre-tax ROC (3yr. Avg %)	18.2	13.1
Net Debt/EBITDA	1.8x	1.6x
Enterprise Value/EBITDA	13.1x	12.6x
Number of holdings	16	1,010
Active Share	88.5	—
Weighted Avg. Mkt. Cap (\$B)	376.4	381.1
Median Mkt. Cap (\$B)	62.8	12.1
Dividend Yield (%)	1.7	1.7
Annual Turnover (5yr. Avg %)	15.9	—

Source: FactSet, eVestment

### Annualized Returns (since inception 6/30/2009)

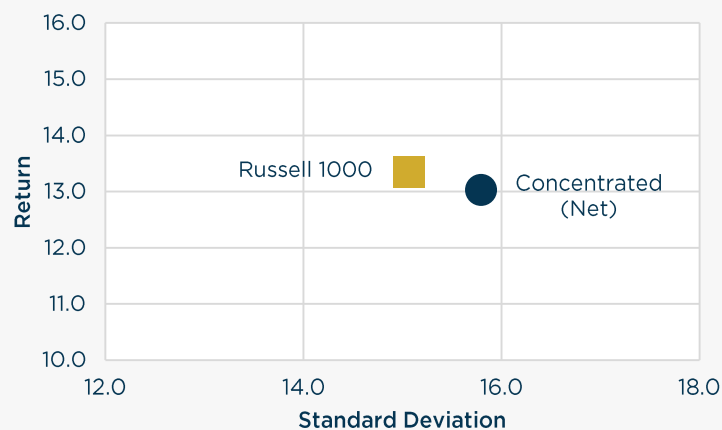
As of 12/31/2022



Includes Model Assets of \$17.6B as of 11/30/2022. Subject to change.

Performance is preliminary. Subject to change. 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 last page.

## Risk/Return Analysis



Source: eVestment, Since Inception 12/31/1999 (Net)

## Return & Risk Characteristics

	Concentrated	R1000
Down Market Capture (%)	99.0	—
Up Market Capture (%)	98.0	—
Cumulative Return (%)	422.5	442.3
Sharpe Ratio	0.79	0.85
Standard Deviation	15.8	15.1
Alpha	0.1	—
Beta	1.0	1.0

Source: eVestment, Composite Data, Since Inception 12/31/1999 (Net)

## Sector Weightings (%)

	Concentrated	R1000
Communication Services	6.4	6.8
Consumer Discretionary	10.2	9.9
Consumer Staples	0.0	6.8
Energy	0.0	5.1
Financials	15.3	12.2
Health Care	7.0	15.3
Industrials	19.8	9.4
Information Technology	10.8	25.5
Materials	20.1	2.9
Real Estate	8.0	2.9
Utilities	0.0	3.1
Cash	2.4	0.0

Source: FactSet.  
Sector weightings may not add to 100% due to rounding.

## Top Ten Holdings (%)

Holding	Symbol	Weighting
Berkshire Hathaway Inc. Class B	BRK.B	10.7
Old Dominion Freight Line, Inc.	ODFL	10.5
Martin Marietta Materials, Inc.	MLM	10.1
NewMarket Corporation	NEU	9.9
STORE Capital Corporation	STOR	8.0
Apple Inc.	AAPL	7.8
Johnson & Johnson	JNJ	7.0
Norfolk Southern Corporation	NSC	6.6
Alphabet Inc.	GOOG	6.4
Starbucks Corporation	SBUX	4.9
<b>Total</b>		<b>81.9</b>

## Disclosure Notes

The London Company's performances are size weighted and annualized based on calculations for the period ending 12/31/2022. 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.

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**Composite Creation/Inception 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

**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. Returns are calculated and stated in U.S. dollars. Returns are calculated gross of withholding taxes on foreign dividends and interest. Dividends are reinvested. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.

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