Concentrated

Q1 2025

Unconventional Quality. Enduring Value.

An Elevated Approach Built on Downside Protection

Stephen Goddard, CFA
Founder, Chairman, CIO, Co-Lead Portfolio Manager

About The London Company

- Employee-owned firm founded in 1994
- 32B assets under advisement*
- Singular 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: 10-20 high conviction stocks
- **Sell Discipline** seeks to avoid large losses to maximize return

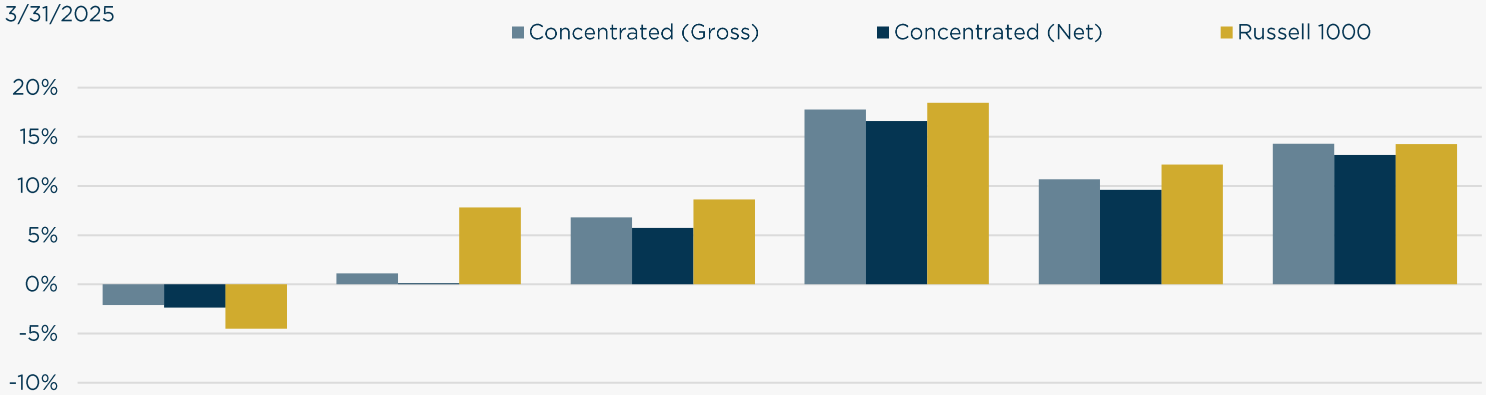
Portfolio Characteristics

	Concentrated	R1000
Pre-tax ROC (3yr. Avg %)	19.7	14.8
Net Debt/EBITDA	1.3x	1.6x
Enterprise Value/EBITDA	16.1x	16.2x
Number of Holdings	16	1,007
Active Share	88.0	—
Weighted Avg. Mkt. Cap ($B)	692.3	829.4
Median Mkt. Cap ($B)	62.1	14.1
Dividend Yield (%)	1.2	1.3
Annual Turnover (5yr. Avg %)	14.1	—

Source: FactSet

Annualized Returns (since inception 6/30/2009)

As of 3/31/2025



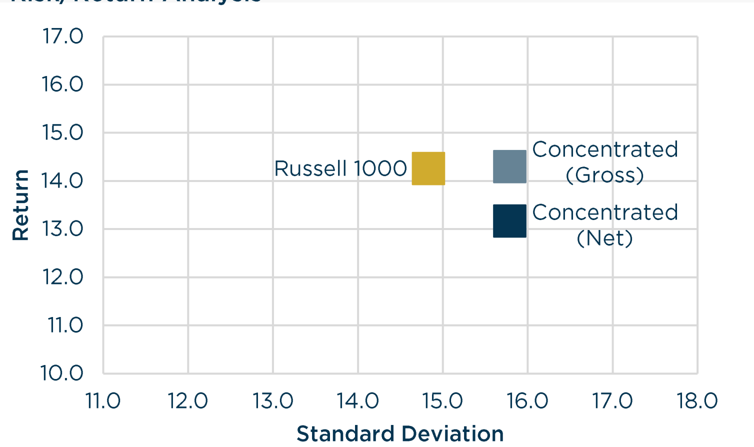
	QTD	1Y	3Y	5Y	10Y	ITD
Concentrated (Gross)	-2.1%	1.1%	6.8%	17.8%	10.7%	14.3%
Concentrated (Net)	-2.4%	0.1%	5.8%	16.6%	9.6%	13.2%
Russell 1000	-4.5%	7.8%	8.7%	18.5%	12.2%	14.3%

*Includes Model Assets of $16.7B as of 2/28/2025. Subject to change.
Data as of 3/31/25. Performance is preliminary. Subject to change. Performance results shown should, under no circumstances, be construed as an indication of future performance. Net of fee returns are calculated net of a model management fee of 1.00%. Please see the disclosure notes found on the last page.

Concentrated

Q1 2025

Risk/Return Analysis



Source: eVestment, Since Inception 6/30/2009

Return & Risk Characteristics

	Concentrated	R1000
Down Market Capture (%)	101.1	—
Up Market Capture (%)	96.7	—
Cumulative Return (%)	601.4	716.1
Sharpe Ratio	0.76	0.88
Standard Deviation	15.8	14.8
Alpha	-0.6	—
Beta	1.0	1.0

Source: eVestment, Composite Data, Since Inception 6/30/2009 (Net)

Sector Weightings (%)

	Concentrated	R1000
Communication Services	15.8	9.0
Consumer Discretionary	5.7	10.4
Consumer Staples	0.0	5.9
Energy	0.0	3.7
Financials	19.3	15.1
Health Care	4.8	11.1
Industrials	16.2	9.3
Information Technology	12.5	28.3
Materials	24.1	2.4
Real Estate	0.0	2.6
Utilities	0.0	2.4
Cash	1.5	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	13.3
NewMarket Corporation	NEU	11.3
Martin Marietta Materials, Inc.	MLM	10.4
Apple Inc.	AAPL	9.7
Old Dominion Freight Line, Inc.	ODFL	8.8
Alphabet Inc.	GOOG	8.2
Liberty Media Corp. Series C	LLYVK	7.6
Johnson & Johnson	JNJ	4.8
Norfolk Southern Corporation	NSC	4.6
Starbucks Corporation	SBUX	3.5
Total		**82.2**

Data as of 3/31/2025. Performance is preliminary. Subject to change. Performance results shown should, under no circumstances, be construed as an indication of future performance. Net of fee returns are calculated net of a model management fee of 1.00%. Please see the disclosure notes found on the last page .

Disclosure Notes

The London Company's performances are size weighted and annualized based on calculations for the period ending March 31, 2025. 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.

Definition of Firm: 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, fees, 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. The London Company claims compliance with the Global Investment Performance Standards (GIPS®). GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. Please visit 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 GIPS® Report that adheres to the (GIPS®) standards.

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 a model fee of 1.00% and transaction cost and gross of custodian and other fees. The 1.00% model London Company management fee applied is the highest tier of the current composite fee schedule. This fee is applied monthly to the gross return at 1/12th the annual rate, which is 0.0833% per month. Actual investment advisory fees incurred by clients may vary. 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. Prior to April 1, 2024 returns are calculated gross of withholding taxes on foreign dividends and interest. Starting April 1, 2024, performance is calculated net or gross of foreign withholding taxes on dividends and interest income dependent on custodian data. Dividends are reinvested. Policies for valuing investments, calculating performance, and preparing GIPS Reports 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. An investment in a London Company strategy is subject to risks, including the loss of principal. Referenced strategies may not be suitable for all investors. The appropriateness of a particular strategy will depend on individual circumstances and objectives. In making an investment decision, individuals should utilize other information sources and the advice of their investment advisor.

The London Company of Virginia, LLC

1800 Bayberry Court, Suite 301
Richmond, VA 23226

Tel: 804.775.0317
info@TLCAdvisory.com

www.TLCAdvisory.com