

## Strategy Description

The International Value strategy exploits market mispricings by applying a consistent investment process centered on a balanced assessment of return and risk. We seek to invest in non-US companies across the market cap spectrum with sustainable cash flows, strong balance sheets, and whose stocks are undervalued relative to their tangible assets and long-term normal earnings power.



## Strategy Information

- Asset Class: International Equity
- Benchmark: Russell Developed ex-US Index
- Strategy Assets: \$3 million
- Inception Date: 2016
- Number of Stocks: 40 – 80
- Capitalization Range: >\$1 billion
- Emerging Markets Exposure: <20%
- Currency Hedging: Generally unhedged (but allowed)
- Open to new investors
- Separate Account Minimum: \$15 million

### Portfolio Characteristics

	Portfolio	Russell Dev ex-US
Projected P/E (FY2)	12.9x	14.9x
Price/Normal Earnings	8.5x	15.1x
Price/Book	1.2x	1.7x
Dividend Yield	1.7%	2.1%
Payout Yield	2.5%	2.4%
Wtd Avg Mkt Capitalization (mm)	\$23,465	\$51,224
Median Mkt Capitalization (mm)	\$8,123	\$1,676
Number of Holdings	53	4,188

### Top Ten Stocks<sup>1</sup>

WestJet Airlines	4.3%
BAE Systems PLC	4.1
Ericsson	4.0
Barclays PLC	4.0
Zurich Insurance Group AG	3.8
Royal Mail PLC	3.6
Tesco PLC	3.5
ARRIS International PLC	3.2
Danieli & C Officine Meccaniche	3.1
Koninklijke Philips NV	3.0

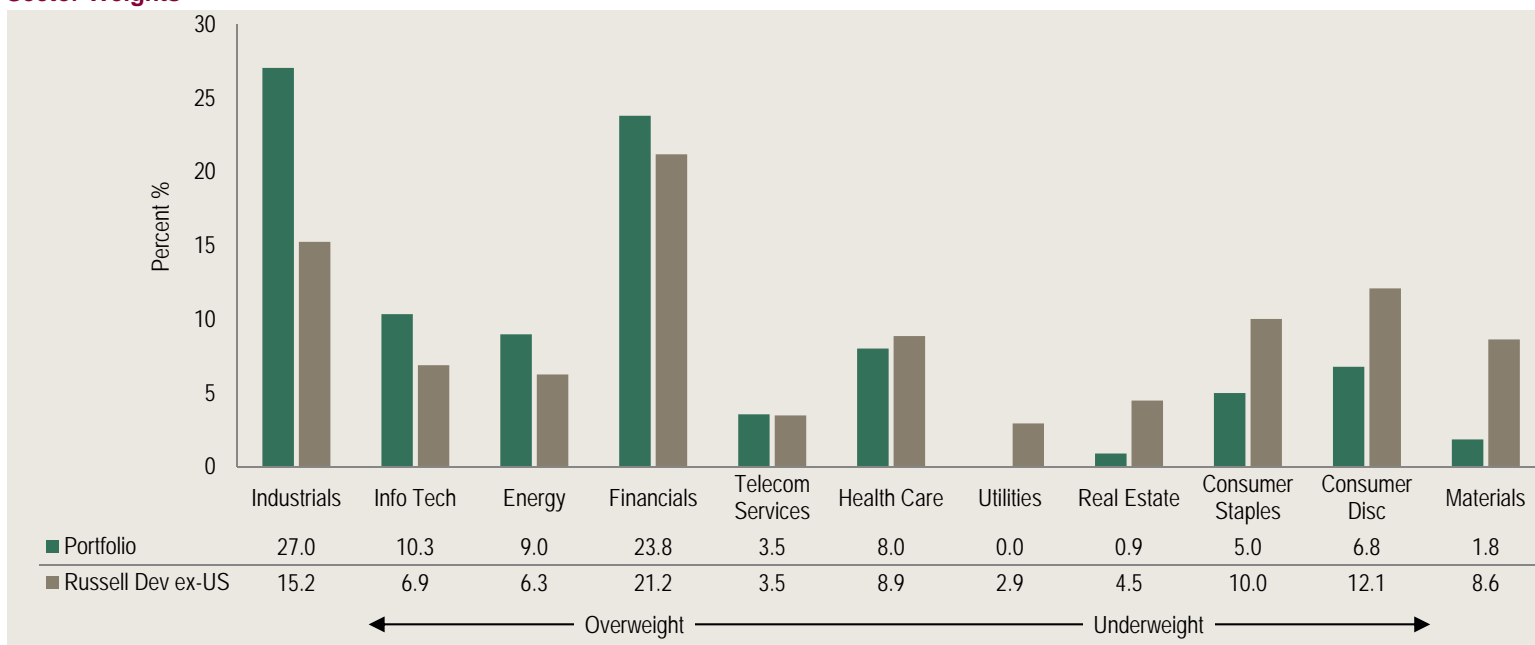
### Firm Facts

- ▶ Founded in 1980
- ▶ \$32 billion in assets under management
- ▶ Majority-owned by employees
- ▶ Bottom-up, research-driven approach

### What to Expect

- ▶ Consistent style
- ▶ Low price-to-normal earnings
- ▶ High payout yield
- ▶ Distinct from benchmark
- ▶ Fully Invested

### Sector Weights<sup>1</sup>

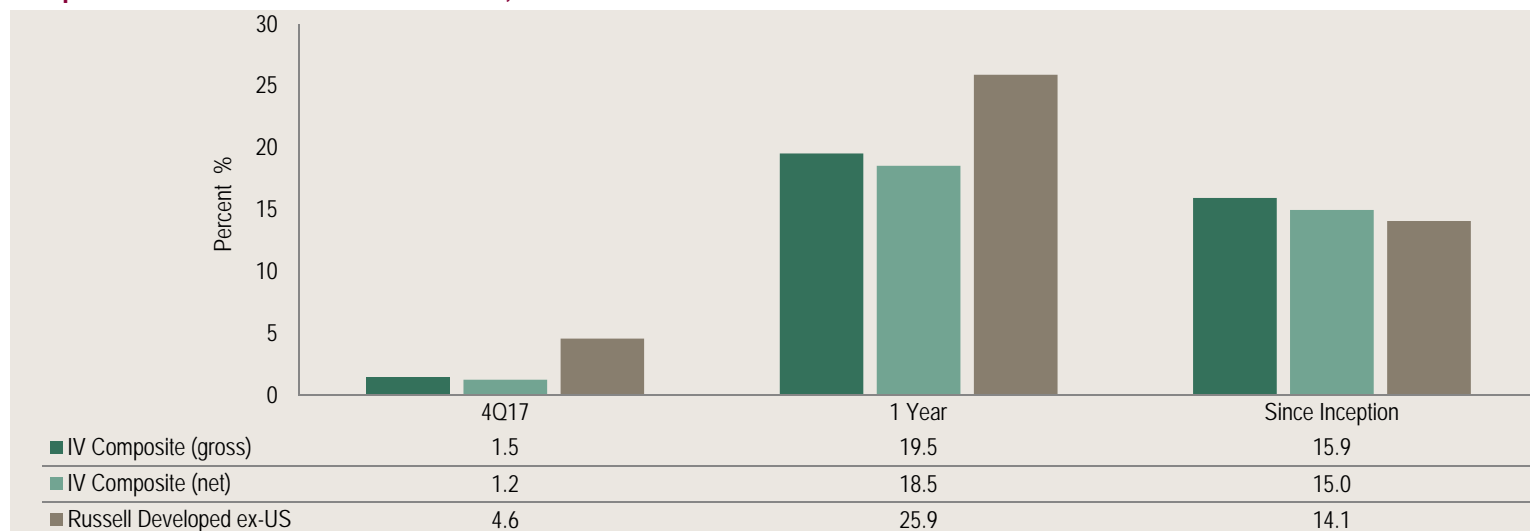


<sup>1</sup> % of Total Portfolio

Data source: H&W, Bloomberg

Informational purposes and should not be considered as investment recommendations. Information provided is based on a representative portfolio of the International Value strategy. Country weights, statistics, and holdings may vary due to different restrictions, cash flows, and other relevant considerations. Top ten holdings identified do not represent all of the securities purchased, sold, or recommended for advisory clients, and may not be indicative of current or future holdings or trading activity. No assumptions should be made that companies identified, or all investment decisions were, or will be profitable. A complete list of portfolio holdings is available upon request. Statistics presented may be based on proprietary or third-party estimates, which are subject to change and cannot be guaranteed. Russell Investment Group is the source and owner of the Russell Index data contained herein (and all trademarks related thereto), which may not be redistributed. The information herein is not approved by Russell. H&W and Russell sectors are based on the Global Industry Classification Standard by MSCI and S&P. The strategy invests in foreign securities which involve greater volatility and political, economic and currency risks and differences in accounting methods. Information supplemental to strategy's composite presentation provided in accompanying performance schedule.

**Composite Performance as of December 31, 2017**



Commencement of International Value (IV) Composite: 1/1/16

Hotchkis and Wiley Capital Management, LLC (the "Firm" or "H&W") claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. H&W has been independently verified for the periods October 9, 2001 through December 31, 2016. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The International Value Composite has been examined for the periods January 1, 2016 through December 31, 2016. The verification and performance examination reports are available upon request.

H&W is an independent investment management firm registered with the U.S. Securities and Exchange Commission and manages value equity and high yield assets for institutional and mutual fund investors. Its predecessor firm was established in 1980. The equity team of the predecessor firm established H&W in October 2001.

H&W refers to itself as a "registered investment adviser" in materials distributed to current and prospective clients. As a registered investment adviser with the SEC, H&W is subject to the rules and regulations adopted by the SEC under the Investment Advisers Act of 1940, as amended (the "Advisers Act"). Registration as an investment adviser is not an indication that H&W or its directors, officers, employees or representatives have attained a particular level of skill or ability.

Valuations and returns are stated in U.S. dollars. Investment returns include reinvestment of dividends, interest, capital gains, and are gross of withholding taxes. Gross performance results are presented before management and custodial fees but after all trading expenses. Net performance results are presented after actual management fees and all trading expenses but before custodial fees. H&W's management fees are described in Part 2A of its Form ADV. The standard International Value management fee schedule is 80 basis points on the first \$15 million, 70 basis points on the next \$35 million and 60 basis points thereafter. Internal dispersion is calculated using the equal-weighted standard deviation of all portfolios that were included in the Composite for the entire year. A list of composite descriptions and policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. Past performance is no guarantee of future performance.

**Composite:** The Composite includes all International Value discretionary accounts. The International Value investment strategy seeks capital appreciation by investing primarily in non-U.S. companies, which may include companies located or operating in established or emerging markets. The strategy will be based on bottom-up investment research and valuation, but will have an awareness of geographic, industry and currency exposures. (Composite creation: 2016)

**Index:** The Russell Developed ex-US Index ("RDEVxUS") measures the performance of the largest investable securities in developed countries globally, excluding companies assigned to the United States, across all market capitalization ranges. The RDEVxUS is constructed to provide a comprehensive and unbiased barometer for this market segment and is reconstituted annually to accurately reflect the changes in the market over time. The index assumes reinvestment of dividends and capital gains, and assumes no management, custody, transaction or other expenses. The strategy used in managing the accounts in the Composite may prevent or limit investment in major stocks in the RDEVxUS. Additionally, the Composite strategy allows for investments in emerging markets stocks, which are not included in the RDEVxUS. These differences may lead to returns that are not correlated to the returns of the index. Benchmark returns are not covered by the report of independent verifiers.

The 3-year annualized standard deviation measures the variability of the composite (using gross returns) and the benchmark return over the preceding 36-month period. As of December 31, 2017, the Composite did not have a 3-year track record.

	% Total Return Gross of Fees	% Total Return Net of Fees	% Total Return RDEVxUS	# of Accts	Internal Dispersion (%)	Comp. Assets (\$mm)	Total Firm Assets (\$mm)
2017	19.5	18.5	25.9	<6	n/m	3	32,037
2016	12.4	11.5	3.4	<6	n/m	2	29,952

n/m – not considered meaningful for composites with five accounts or less for the full year.

