



HOTCHKIS & WILEY

VALUE OPPORTUNITIES

STRATEGY DESCRIPTION

Value Opportunities is a dynamic portfolio of undervalued securities representing our best ideas across the market cap spectrum. While the majority of the portfolio is expected to be invested in equities, the strategy also invests in special situations opportunistically. This can include: bonds, preferreds, merger arbitrage, etc. The portfolio of 40-75 securities favors companies with financial strength, predictable business models, and shareholder friendly capital allocation.

ABOUT US

Since 1980, Hotchkis & Wiley has focused on discovering undervalued securities through extensive internal research. We manage \$30 billion in value equity and high yield assets for institutional and mutual fund investors. The firm is independently owned with a majority interest held by employees.

COMPOSITE PERFORMANCE (%) ANNUALIZED

	QTR	YTD	1 Yr	3 Yr	5 Yr	10 Yr	Inception
H&W Value Opportunities (gross)	13.7	13.7	4.1	13.0	8.1	20.4	13.4
H&W Value Opportunities (net)	13.5	13.5	3.3	12.2	7.3	19.5	12.6
Russell 3000 Value	11.9	11.9	5.3	10.5	7.6	14.5	9.0

Commencement of VO Composite: 11/1/02. Past performance is no guarantee of future performance.

TOP 10 HOLDINGS (%)¹

	H&W	
General Electric Co.	5.9	
Microsoft Corp.	5.6	
Seritage Growth Properties	5.3	Top 5
Wells Fargo & Co.	4.8	26%
General Electric Co. (5% Pref.)	4.6	
American Int'l Group Inc.	4.3	
Amerco	4.0	
National Oilwell Varco Inc.	3.7	Top 10
Goldman Sachs Group Inc.	3.6	45%
Bank of America Corp.	3.4	

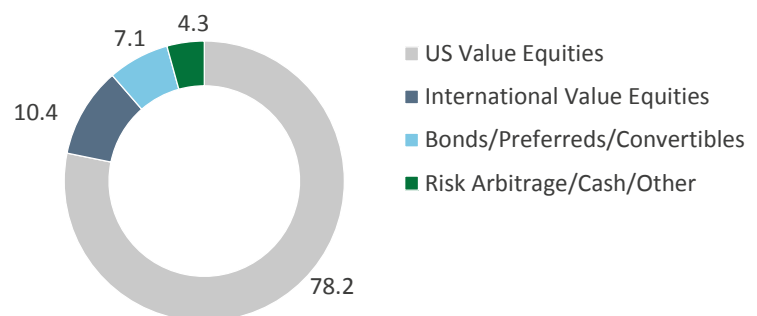
SECTOR ALLOCATIONS (%)¹

	H&W	Compared to Index
Industrials	22.5	14.5
Financials	27.2	5.1
Communication Services	10.5	3.9
Energy	11.3	1.8
Information Technology	11.6	1.6
Real Estate	6.8	1.1
Consumer Discretionary	5.0	-0.6
Materials	1.4	-2.6
Utilities	0.0	-6.5
Consumer Staples	1.0	-6.6
Health Care	1.9	-12.6

PORTFOLIO CHARACTERISTICS

	H&W	Index
Price/Normal Earnings ²	7.4x	14.1x
Forward Price/Earnings (FY2)	11.1x	13.0x
Price/Book	1.3x	1.9x
Portfolio Yield ³	2.7%	2.6%
Weighted Avg Mkt Cap (\$B)	\$119.5	\$111.7
Number of Issuers	58	2,081
Turnover (5 Yr Avg)	70%	
Active Share (5 Yr Avg)	94	

PORTFOLIO ALLOCATIONS (%)¹



Important Notes:

¹% of Total Portfolio; ²Proprietary or third-party estimates subject to change and cannot be guaranteed; ³Dividend yield for equities and YTW for bonds. Informational purposes and should not be considered as investment recommendations. Information provided is based on a representative portfolio of the Value Opportunities (VO) Strategy. Sector allocation, characteristics and/or holdings may vary due to different restrictions, cash flows, and other relevant considerations. Securities 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. Securities shown in aggregate represent only a limited portion of an account's portfolio holdings. No assumptions should be made that companies identified, or all investment decisions were, or will be profitable. Portfolio holdings are subject to change without notice; a complete list of holdings is available upon request, subject to the firm's portfolio holdings disclosure policy. Active share is the extent to which the portfolio differs from the designated Index. 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 may be viewed as non-diversified, which may concentrate its assets in fewer individual holdings. The strategy may be exposed to more individual stock volatility than a more diversified strategy and may also invest in smaller and/or medium-sized companies, foreign securities, and debt securities. Investing in value stocks presents the risk that value stocks may fall out of favor with investors and underperform growth stocks during given periods. All investments contain risk and may lose value. Data sources: H&W, Bloomberg

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, 2017. 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 Value Opportunities Composite has been examined for the periods November 1, 2002 through December 31, 2017. 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, and capital gains. 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 Value Opportunities management fee schedule is 90 basis points on the first \$25 million and 75 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 Value Opportunities discretionary accounts. The Value Opportunities strategy seeks capital appreciation primarily through investments in companies that H&W believes have strong capital appreciation potential, with no market capitalization restrictions. The typical market cap range is Micro to Mega. For the periods January 1, 2006 through May 31, 2009, accounts with significant cash flows ($\geq 10\%$ of beginning of the month assets) were excluded from the respective month's composite calculation and included in the subsequent month. There were four non-fee paying accounts in the Composite which represented 13% of the Composite assets as of December 31, 2003 and 10% as of December 31, 2004. Thereafter, the four accounts are fee paying. (Composite creation: 2002)

Index: The Russell 3000® Value Index ("R3000V") includes stocks from the Russell 3000® Index with lower price-to-book ratios and lower expected growth rates. The S&P 500® Index ("S&P") is a broad based unmanaged index of 500 stocks, which is widely recognized as representative of the equity market in general. The Index assumes reinvestment of dividends and capital gains, and assumes no management, custody, transaction or other expenses. The value disciplines used in managing the accounts in the Composite may prevent or limit investment in major stocks in the R3000V and S&P and returns may not be correlated to the index. Effective December 31, 2018, the S&P 500® Index will be replaced with the Russell 3000® Value Index. The Russell 3000® Value Index is a more appropriate index since both the strategy and index are value oriented. 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(s) returns over the preceding 36-month period ended.

	% Total	% Total	% Total	% Total	No. of	Internal	Comp.	Total Firm	3-Year Annualized			
	Return	Return							Return	Return	Standard Deviation (%)	Composite
	Gross of	Net of	R3000V	S&P	Accts	(%)	Assets	Assets				
	Fees	Fees					(\$M)	(\$M)				
2018	-10.1	-10.8	-8.6	-4.4	<6	n/m	599	27,191				
2017	14.8	13.9	13.2	21.8	<6	n/m	653	32,037	2018	14.8	11.1	10.8
2016	20.8	19.9	18.4	12.0	<6	n/m	566	29,952	2017	13.5	10.3	9.9
2015	-3.2	-3.9	-4.1	1.4	<6	n/m	655	28,367	2016	14.0	11.0	10.6
2014	11.3	10.5	12.7	13.7	<6	n/m	745	32,190	2015	11.5	10.7	10.5
2013	39.0	38.1	32.7	32.4	<6	n/m	541	25,962	2014	10.9	9.4	9.0
2012	31.0	30.0	17.5	16.0	<6	n/m	114	18,781	2013	16.0	12.9	11.9
2011	-6.0	-6.7	-0.1	2.1	<6	n/m	69	16,171	2012	20.5	15.8	15.1
2010	36.4	35.4	16.2	15.1	<6	n/m	61	18,148	2011	27.5	21.0	18.7
2009	67.8	66.6	19.8	26.5	<6	n/m	44	14,494				

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