

# Long-Short Equity

QUARTERLY UPDATE AS OF MARCH 31, 2017



## Strategy Overview

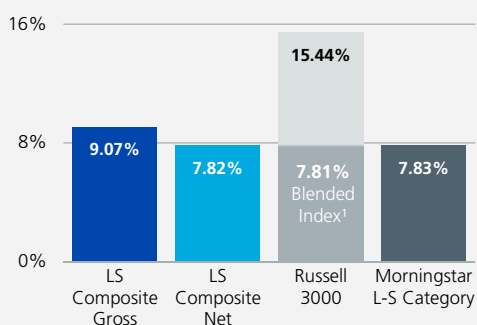
River Road's Long-Short Equity Portfolio is a hedged equity strategy that employs a fundamental, all-cap, value-oriented approach. The Strategy seeks to provide **equity-like returns** with substantially **reduced volatility** while emphasizing **capital protection**.

## Investment Objectives

### EQUITY-LIKE RETURNS

The Strategy seeks to outperform the blended index<sup>1</sup> by 300 to 500 bps over a full market cycle. We seek to construct a concentrated long portfolio of 20 to 40 excellent companies trading at compelling prices and a short portfolio of 20 to 40 challenged business models that are overvalued and exhibit low momentum.

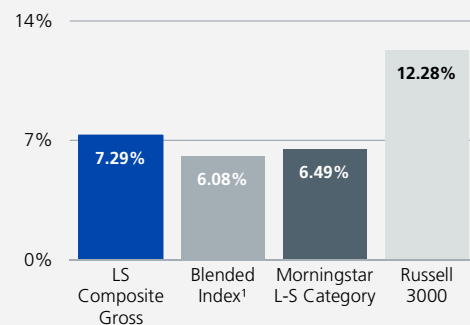
### Since Inception Anlzd Return



### REDUCED VOLATILITY

We seek to reduce Portfolio volatility by maintaining a flexible net market exposure of 10-90%. Normal exposure is 50-70%. We also limit volatility by executing on the fundamentals of risk management: we do not average down and we set stop losses, monitor losses at the portfolio level, and seek to avoid high momentum in the short portfolio.

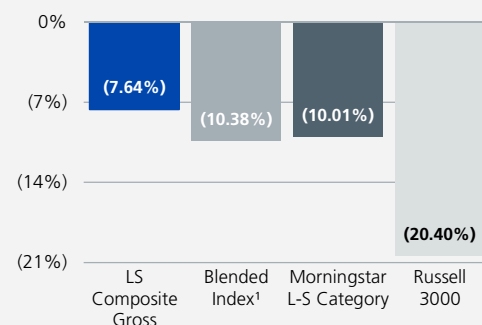
### Since Inception Anlzd Std Deviation



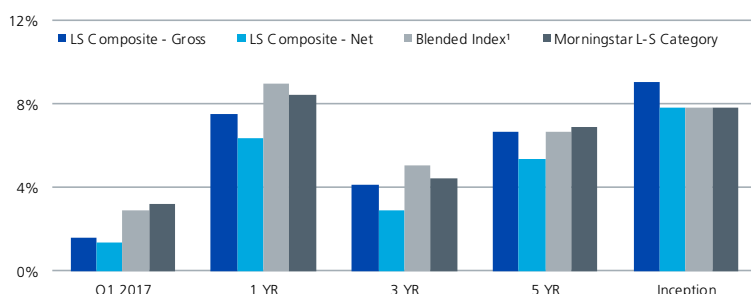
### CAPITAL PROTECTION

The Strategy employs two tools that we believe help prevent major drawdowns in the Portfolio: the discount-to-value indicator and the Drawdown Plan. We use our discount-to-value indicator to proactively reduce exposure in extremely overvalued markets. The Drawdown Plan is a reactive method to reduce exposure in declining markets.

### Since Inception Max Drawdown



## Trailing Performance



	Q1 2017	1 YR	3 YR	5 YR	Inception
<b>LS Composite - Gross</b>	<b>1.60%</b>	<b>7.56%</b>	<b>4.12%</b>	<b>6.66%</b>	<b>9.07%</b>
<b>LS Composite - Net</b>	<b>1.39%</b>	<b>6.39%</b>	<b>2.91%</b>	<b>5.41%</b>	<b>7.82%</b>
Blended Index <sup>1</sup>	2.90%	8.97%	5.07%	6.67%	7.81%
<b>Out/Underperformance</b>	<b>(1.30%)</b>	<b>(1.41%)</b>	<b>(0.95%)</b>	<b>(0.01%)</b>	<b>+1.26%</b>
Morningstar L-S Category	3.24%	8.48%	4.47%	6.88%	7.83%
<b>Out/Underperformance</b>	<b>(1.64%)</b>	<b>(0.92%)</b>	<b>(0.35%)</b>	<b>(0.22%)</b>	<b>+1.24%</b>
Russell 3000	5.74%	18.07%	9.76%	13.18%	15.44%
Russell 3000 Value	2.99%	19.97%	8.58%	13.08%	14.58%

## Portfolio Managers

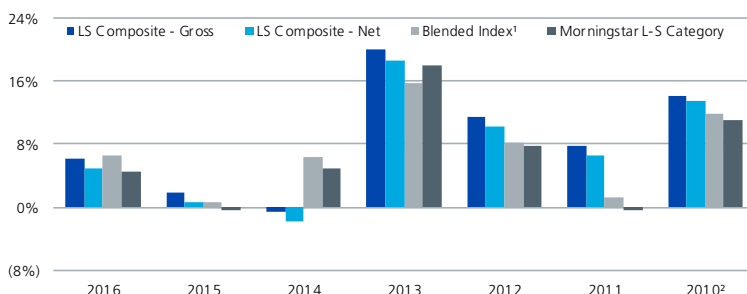


**Matt W. Moran, CFA**  
17 years of experience  
Bradley University, BS  
University of Chicago, MBA



**Daniel R. Johnson, CFA, CPA**  
11 years of experience  
University of Kentucky, BS  
University of Kentucky, MAcc

## Annual Performance



	2016	2015	2014	2013	2012	2011	2010 <sup>2</sup>
<b>LS Composite - Gross</b>	<b>6.14%</b>	<b>1.85%</b>	<b>(0.54%)</b>	<b>20.01%</b>	<b>11.49%</b>	<b>7.72%</b>	<b>14.15%</b>
<b>LS Composite - Net</b>	<b>4.90%</b>	<b>0.64%</b>	<b>(1.73%)</b>	<b>18.58%</b>	<b>10.16%</b>	<b>6.54%</b>	<b>13.58%</b>
Blended Index <sup>1</sup>	6.55%	0.54%	6.29%	15.78%	8.17%	1.30%	11.79%
<b>Out/Underperformance</b>	<b>(0.41%)</b>	<b>+1.31%</b>	<b>(6.83%)</b>	<b>+4.23%</b>	<b>+3.32%</b>	<b>+6.42%</b>	<b>+2.36%</b>
Morningstar L-S Category	4.62%	(0.46%)	4.95%	18.01%	7.78%	(0.37%)	11.14%
<b>Out/Underperformance</b>	<b>+1.52%</b>	<b>+2.31%</b>	<b>(5.49%)</b>	<b>+2.00%</b>	<b>+3.71%</b>	<b>+8.09%</b>	<b>+3.01%</b>
Russell 3000	12.74%	0.48%	12.56%	33.55%	16.42%	1.03%	24.46%
Russell 3000 Value	18.40%	(4.13%)	12.70%	32.69%	17.55%	(0.10%)	22.12%

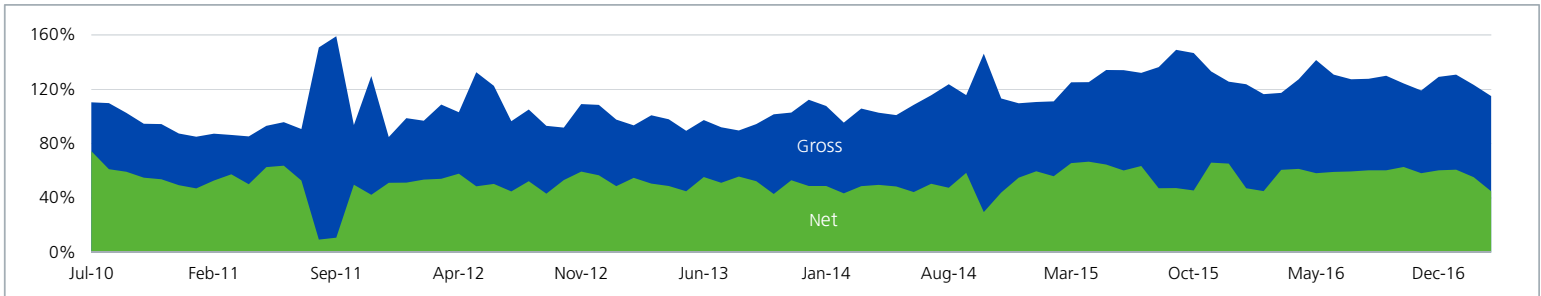
Performance information is shown gross and net of fees as of March 31, 2017. Inception date: July 1, 2010. <sup>1</sup>The blended index represents a 50% weighting of the Russell 3000 index and a 50% weighting of the BofA Merrill Lynch U.S. T-Bill 0-3 month index; rebalanced daily. <sup>2</sup>July 1, 2010 through December 31, 2010. Out/underperformance compares gross performance and the blended index and Morningstar L-S Category, respectively. The Morningstar L-S Category is the U.S. Open End Long-Short Equity Category. Performance for the category is presented gross of fees, calculated by Morningstar, and based on monthly inputs. LS Composite max drawdown calculated using daily gross performance; Morningstar L-S Category max drawdown calculated using monthly gross performance. Exposure and holdings ranges are working guidelines subject to market fluctuations and other factors. Exact ranges may not be achieved. The Morningstar L-S Category information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. © 2017 Morningstar, Inc. All Rights Reserved. Source: River Road Asset Management LLC, FactSet Research Systems Inc., Morningstar Inc., and Russell Investment Group. Past performance is no guarantee of future results. Please see reverse side for important disclosure information.

Return & Risk Analysis

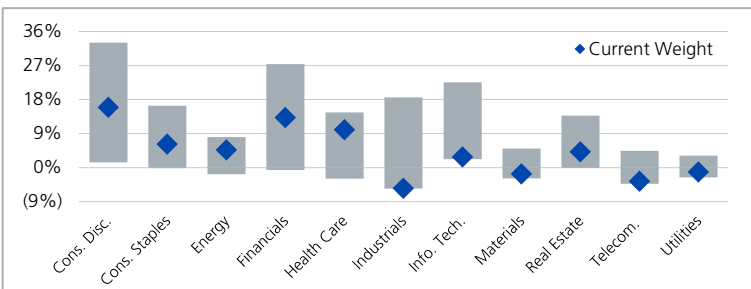
Since Inception	LS Composite Gross	LS Composite Net	Russell 3000	Morningstar L-S Category
Anlzd. Return	9.07%	7.82%	15.44%	7.83%
Anlzd. Alpha	2.11	0.95	--	(0.11)
Upside Capture	50%	46%	100%	52%
Downside Capture	36%	39%	100%	53%
Max 1-Month Drawdown	(4.29%)	(4.39%)	(7.76%)	(3.91%)
Max Drawdown	(7.64%)	(8.36%)	(20.40%)	(10.01%)

Trailing Five Years	LS Composite Gross	Russell 3000	Morningstar L-S Category
Sharpe Ratio	0.88	1.26	1.21
Sortino – 3% MAR	0.78	1.65	1.09
Beta	0.53	1.00	0.52
Anlzd. Std. Dev.	7.34	10.36	5.55
R-Squared <sup>1</sup>	56.44	100.00	57.74
Correlation <sup>1</sup>	0.75	1.00	0.76

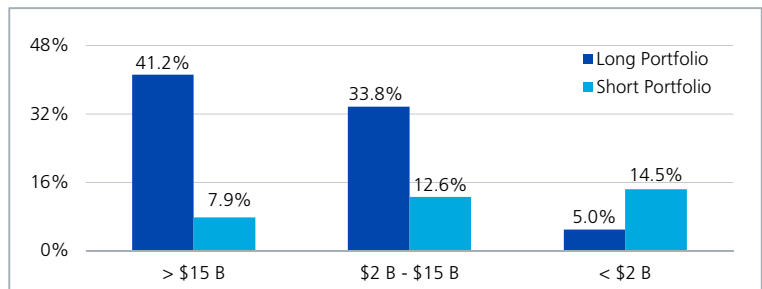
Historical Exposure



Historical Net Sector Exposure<sup>2</sup>



Current Market Capitalization Exposure<sup>3</sup>



Information shown as of March 31, 2017. Inception date: July 1, 2010. <sup>1</sup>R-Squared and correlation for the Morningstar L-S Category reflect the category median of all funds with a five-year track record; all others risk stats for the Morningstar L-S Category are based on the average monthly category return (inclusive of all funds in the category at each month end). <sup>2</sup>Sector exposure range reflects quarterly maximum and minimum exposure since inception; excludes index hedges held during the Drawdown Plan. <sup>3</sup>Market capitalization exposure presented as gross ending weights for the long and short portfolios. Gross of fees performance does not reflect the effect of management fees (performance would have been lower). Please refer to the net of fees performance provided when considering this strategy. The Morningstar L-S Category is the U.S. Open End Long-Short Equity Category. Performance for the category is presented gross of fees, calculated by Morningstar, and based on monthly inputs. The return and risk statistics are calculated using monthly gross performance except that LS Composite annualized return and max drawdown are calculated using daily gross performance. Morningstar L-S Category max drawdown calculated using monthly gross performance. Source: River Road Asset Management LLC, FactSet Research Systems Inc., Russell Investment Group, and Morningstar Inc. © 2017 Morningstar, Inc. All Rights Reserved.

**Composite Components and Representative Portfolios:** The LS Composite consists of the following components: long portfolio, short portfolio, index hedges, cash, and an immaterial investment in covered call options previously held in the Composite. All data shown for individual components (except cash) excludes the impact of cash. For the “short portfolio” component, performance includes the impact of dividend expense, but excludes the impact of the cost to borrow the underlying stock that is shorted, the cash received from shorting, and index hedges applied during the drawdown plan. Cost to borrow expenses and the cash received from shorting are reflected in the “cash” component; “index hedges” are their own component. Any performance shown for one of the components is supplemental information only. The performance methodology employed for calculating supplemental performance varies from that of RRAM official performance measurement.

Unless otherwise noted as Composite, the data presented is based on representative portfolios within the Long-Short Equity Strategy. Since no single representative portfolio is available to represent the strategy since inception, different representative portfolios are used for different periods (using the same selection criteria) to create a continuous representative portfolio. All representative portfolio data is shown as supplemental information only.

River Road Asset Management, LLC (“RRAM”) is a registered investment adviser formed in April 2005 and is majority owned by Affiliated Managers Group, Inc. This presentation may be presented by an employee of Affiliated Managers Group, Inc., AMG Funds, or another AMG entity, which are affiliates of RRAM. RRAM claims compliance with the Global Investment Performance Standards (GIPS®). The firm maintains a complete list and description of composites and a presentation that complies with the requirements of the GIPS® standards, which is available upon request by contacting Thomas D. Mueller, CPA, CFA at (502) 371-4100 or thomas.mueller@riverroadam.com. The Composite contains a fully discretionary account that seeks equity-like returns with reduced volatility and an emphasis on capital protection by investing primarily in long equity securities trading at a discount to our assessed valuation and short equity securities trading at a premium to our assessed valuation, as determined using RRAM’s proprietary Absolute Value® approach. The Composite will invest in short securities. The long and short portfolios will typically represent 50-100% and 10-90% of the total composite, respectively. Additionally, the composite may use options, futures, and other derivatives but these will not represent a significant portion of the Composite. Performance presented includes the reinvestment of income. The U.S. dollar is the currency used to express performance. The official benchmarks for the composite are the Blended Index and the Russell 3000. The Blended Index was added as a benchmark effective 10/31/2016. The Blended Index represents a 50% weighting of the Russell 3000 Index and a 50% weighting of the BofA Merrill Lynch U.S. T-Bill 0-3 Month Index; rebalanced daily. All other indices listed throughout the presentation are shown for additional information only.

The information provided in this report should not be considered a recommendation to purchase or sell any particular security. Characteristics and sector weightings may not be indicative of this strategy’s current or future investments. It should not be assumed that any of the holdings discussed herein were or will be profitable or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein. This information is shown as supplemental information only and complements the full disclosure presentation.

Sector, Industry Group, Industry, or Sub-industry group levels are provided from the Global Industry Classification Standard (“GICS”), developed and exclusively owned by MSCI, Inc. (“MSCI”) and Standard & Poor’s Financial Services LLC (“S&P”), unless otherwise stated that they have been reclassified or classified by RRAM. Reclassifications/classifications by RRAM are not supported by S&P or MSCI. All GICS data is provided “As Is” with no warranties. River Road Asset Management does classify securities that are not automatically classified by MSCI and S&P.

© Copyright: All rights reserved; 2017, River Road Asset Management, LLC.

