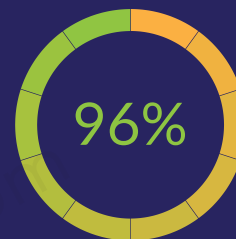


# The London Company of Virginia

## TRUST SCORE



The London Company of Virginia, federally registered in 1994, is a Registered Investment Advisor (RIA) in 51 state(s) with a licensed staff of 20 advisors. The London Company of Virginia manages \$11 billion and provides investment advisory services for 6,007 clients (1:301 advisor/client ratio).

The London Company of Virginia requires a \$10,000,000 minimum investment and charges a blended rate 1.00% and below (negotiable) for ongoing portfolio management services, depending on the size of the portfolio.

## BENEFITS

- Firm uses a transparent fee-only model
- Firm uses a trusted custodian
- Firm has \$1B or more in assets under management
- Firm has been federally registered for 24 years
- Firm services over 1,000 clients
- Communications sent to the firm's website are secure and encrypted
- Firm does not have a disciplinary history
- Firm does not have any misdemeanor convictions
- Firm does not have any felony convictions
- Firm does not have an insurance agent conflict
- Firm does not have an attorney conflict

## CONSIDERATIONS

- There is only one licensed advisor for every 301 clients (industry average 1:50)
- Firm accepts performance-based fees and may be incentivized to take inappropriate risks to beat their performance benchmark
- Firm performs side-by-side management with accounts that have differing fee structures. Investment Advisors may be incentivized to favor clients that pay higher fees over others
- Firm may receive soft-dollar benefits that could incentivize them to push trades through broker-dealers that provide advantages to the firm instead of through broker-dealers that could provide the best execution for their clients

## BENEFITS (cont.)

Firm does not privately manage or own the products they recommend

Firm does not offer proprietary products

## CONSIDERATIONS (cont.)