

## STRATEGY FACTS

Inception Date	January 1, 1996
AUM (\$B)	0.1
Investment Universe	1000 largest U.S. companies
# of Positions	Generally 30-40
Available Vehicles	Separate Account

## ABOUT US

Pzena Investment Management is a global deep value equity manager that uses a proprietary research process to buy companies we believe are priced significantly below their long-term earnings potential. A diverse team from a range of industry backgrounds, Pzena is dedicated to meeting client needs as thought leaders on value investing.

## PORTFOLIO MANAGERS



**Daniel Babkes**  
With Pzena since 2016  
In Industry since 2008



**John Flynn**  
With Pzena since 2005  
In Industry since 2000



**Ben Silver**  
With Pzena since 2001  
In Industry since 1988

## PORTFOLIO CHARACTERISTICS

	Strategy	Index
Price to Normal Earnings <sup>^</sup>	7.7x	13.1x*
Price / Earnings (1-Year Forecast)	12.0x	15.9x
Price / Book	1.6x	2.4x
Dividend Yield	2.3	2.3
Median Market Cap (\$B)	16.9	12.0
Weighted Average Market Cap (\$B)	55.4	128.8
Active Share	90.7%	-
Number of Stocks (model portfolio)	40	849

Source: Russell 1000<sup>®</sup> Value, Pzena Analysis

<sup>^</sup>Pzena's estimate of normal earnings.

\*Universe Median of 1000 largest U.S. companies.

## TOP 10 HOLDINGS

CAPITAL ONE FINANCIAL CORPORATION	4.5%
CITIGROUP INC.	4.4%
WELLS FARGO & COMPANY	4.1%
DOW INC.	3.8%
LEAR CORPORATION	3.6%
COGNIZANT TECH SOLUTION	3.6%
BAXTER INTERNATIONAL INC.	3.4%
EQUITABLE HOLDINGS INC.	3.2%
METLIFE INC.	3.1%
EDISON INTERNATIONAL	2.9%
<b>Total</b>	<b>36.6%</b>

Numbers may not add due to rounding

## SECTOR WEIGHTS

	Strategy	Index
Basic Materials	4%	4%
Consumer Discretionary	16%	9%
Consumer Staples	3%	7%
Energy	4%	8%
Financials	27%	20%
Health Care	12%	14%
Industrials	17%	16%
Real Estate	0%	5%
Technology	14%	8%
Telecommunications	2%	4%
Utilities	3%	5%

Sector weights adjusted for cash - may appear higher than actual.

Numbers may not add to 100% due to rounding.

Index is the Russell 1000<sup>®</sup> Value.

## PERFORMANCE SUMMARY

	4Q	YTD	One Year	Annualized as of December 31, 2023			
				Three Year	Five Year	Ten Year	Since Inception
Pzena Focused Value Composite - Gross	16.5%	28.7%	28.7%	15.3%	14.2%	9.1%	10.6%
Pzena Focused Value Composite - Net	16.2%	27.4%	27.4%	14.1%	13.1%	8.0%	9.5%
Russell 1000 <sup>®</sup> Value Index	9.5%	11.5%	11.5%	8.9%	10.9%	8.4%	8.8%

Past performance is not indicative of future results. Returns could be reduced, or losses incurred, due to currency fluctuations. See Disclosures Section.

## CALENDAR YEAR RETURNS

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Pzena Focused Value Composite - Gross	11.4%	-5.6%	24.7%	17.0%	-20.1%	26.9%	-0.1%	27.2%	-6.4%	28.7%
Pzena Focused Value Composite - Net	10.3%	-6.5%	23.5%	15.8%	-20.9%	25.7%	-1.1%	26.0%	-7.4%	27.4%
Russell 1000 <sup>®</sup> Value Index	13.5%	-3.8%	17.3%	13.7%	-8.3%	26.5%	2.8%	25.2%	-7.5%	11.5%

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All investments involve risk, including loss of principal. The price of equity securities may rise or fall because of economic or political changes or changes in a company’s financial condition, sometimes rapidly or unpredictably. Investments in small-cap or mid-cap companies involve additional risks such as limited liquidity and greater volatility than larger companies. PIM’s strategies emphasize a “value” style of investing, which targets undervalued companies with characteristics for improved valuations. This style of investing is subject to the risk that the valuations never improve or that returns on “value” securities may not move in tandem with the returns on other styles of investing or the stock market in general.

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Composite returns are benchmarked to the Russell 1000® Value Index (the “Index”). The benchmark is used for comparative purposes only. The Russell 1000® Value Index measures the performance of the large-cap value segment of the US equity universe. It includes those Russell 1000® companies with lower price-to-book ratios and lower expected growth values. The Index cannot be invested in directly. The performance of the Index reflects the reinvestment of dividends. The Pzena Focused Value strategy is significantly more concentrated in its holdings and has different sector weights than the Index. Accordingly, the performance of the Composite will be different from, and at times more volatile, than that of the Index.

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