

### Summary

<b>OBJECTIVE</b>	Long-term capital appreciation
<b>INVESTMENT STYLE</b>	All Cap Traditional Value
<b>INDEX</b>	Russell 1000® Value Index
<b>INCEPTION DATE</b>	March 31, 2005
<b>TOTAL STRATEGY ASSETS</b>	\$133.3 million



**Charles K. Bobrinsky**  
Portfolio Manager

### Firm Facts

- Founded in 1983 by John W. Rogers, Jr.
- Headquartered in **Chicago**, with offices in **New York**, **San Francisco** and **Sydney**
- **\$14.9 billion** in Assets Under Management\*
- **95.2%** owned by employees and board members

### Our Patient Investment Philosophy

#### Active Patience

We take the long-term view.

#### Independent Thinking

We invest to our convictions, not to benchmarks.

#### Focused Expertise

We specialize in bottom-up, fundamental research.

#### Bold Teamwork

We work collaboratively with a shared commitment to excellence.

### Our Value Approach

- Pioneer in small and mid-cap value investing, with one of the longest track records in the business.
- Fundamental, qualitative approach to investing.
- Concentrated yet diversified portfolios focused on our highest conviction ideas.
- In depth sector and industry expertise.

### Performance<sup>1</sup> (%)

	Annualized						
	QTD	YTD	1-Year	3-Year	5-Year	10-Year	Since Inception
Gross of Fees	10.91	7.72	7.72	5.96	10.35	6.84	6.99
Net of Fees	10.73	7.03	7.03	5.28	9.64	6.15	6.13
Russell 1000® Value Index <sup>2</sup>	9.50	11.46	11.46	8.86	10.91	8.40	7.66
S&P 500® Index <sup>2</sup>	11.69	26.29	26.29	10.01	15.69	12.03	9.89

### Characteristics

	Ariel Focused Value	Russell 1000® Value Index
Number of Holdings	27.00	849.00
Forward Price/Earnings	12.09	15.04
Long-Term Earnings Growth (%)	4.33	6.37
Debt Rating	BBB	BBB+
Interest Coverage Ratio	7.16	4.85
Return on Equity (%)	16.03	18.80
Discount to Private Market Value (%)	-23.14	-
Active Share (%)	93.83	-
Turnover (%)	20.94	-
Beta vs. S&P 500 (5-year)	1.15	0.96
Current beta	1.03	0.89

\*Assets under management include \$1.48 billion for Ariel Alternatives, a subsidiary of Ariel Investments, which reflects aggregate commitments and excludes fund specific leverage. Total strategy assets include all accounts and investment funds employing the strategy. All other information presented is for the Ariel Focused Value Composite and its representative account. <sup>1</sup>Investing in equity stocks is risky and subject to the volatility of the markets. Investing in small- and mid-cap companies is more risky and volatile than investing in large-cap companies. The intrinsic value of the stocks in which the portfolio invests may never be recognized by the broader market. A focused portfolio may be subject to greater volatility than a more diversified investment. **Past performance does not guarantee future results.** Current performance may be lower or higher than the performance data quoted. Performance results may be preliminary, are net of transaction costs and reflect the reinvestment of dividends and other earnings. Net performance has been reduced by the amount of the highest fee charged to any client in the Composite during the performance period. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Fee information is available upon request and may also be found in Ariel Investments LLC's Form ADV, Part 2. <sup>2</sup>The Russell 1000® Value Index measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 companies with lower price-to-book ratios, lower forecasted growth values and lower sales per share historical growth. The inception date of this benchmark is January 1, 1987. The S&P 500® Index is widely regarded as the best gauge of large-cap U.S. equities. It includes 500 leading companies and covers approximately 80% of available U.S. market capitalization. Russell® is a trademark of London Stock Exchange Group, which is the source and owner of the Russell Indexes' trademarks, service marks and copyrights. Neither Russell nor its licensors accept any liability for any errors or omissions in the Russell Indexes or underlying data and no party may rely on any Russell Indexes and/or underlying data contained in this communication. No further distribution of Russell data is permitted without Russell's express written consent. Russell does not promote, sponsor or endorse the content of this communication. <sup>3</sup>Definitions for the metrics below are detailed on page 2 under the section entitled Quantitative Measures.



Industry Weightings<sup>1</sup> (%)

	Ending Weight	Russell 1000® Value Index
Industrials	26.80	16.07
Financials	24.15	20.20
Consumer Discretionary	14.96	8.66
Energy	8.82	7.86
Health Care	8.62	13.92
Basic Materials	7.00	3.60
Technology	4.94	8.29
Cash	4.70	0.00
Consumer Staples	0.00	7.29
Real Estate	0.00	5.05
Telecommunications	0.00	3.95
Utilities	0.00	5.12

Top 10 Positions<sup>2</sup> (%)

	Russell ICB Industry	Ending Weight
1 Goldman Sachs Group, Inc.	Financials	6.39
2 Snap-on, Inc.	Industrials	6.35
3 APA Corporation	Energy	5.17
4 BOK Financial Corporation	Financials	5.14
5 Oracle Corporation	Technology	4.94
6 Resideo Technologies, Inc.	Industrials	4.71
7 Lockheed Martin Corporation	Industrials	4.57
8 Mohawk Industries, Inc.	Industrials	4.51
9 Bank of America Corporation	Financials	4.34
10 Chevron Corporation	Energy	3.66
<b>Total</b>		<b>49.77</b>

## Market Cap Exposure (% of investments)

	Ariel Focused Value	Russell 1000® Value Index		Ariel Focused Value	Russell 1000® Value Index
Large (\$157.60B & Above)	16.52	29.39	Weighted Average (\$M)	\$71,206	\$139,027
Medium/Large (\$44.28B - \$157.60B)	13.68	34.07	Smallest (\$M)	\$471	\$270
Medium (\$13.52B - \$44.28B)	19.09	24.40	Largest (\$M)	\$377,301	\$773,353
Medium/Small (\$4.54B - \$13.52B)	30.81	10.92			
Small (\$4.54B & Below)	19.89	1.22			

Contributors and Detractors<sup>2</sup> (%)

Top Five Contributors	Russell ICB Industry	Average Weight	Total Return	Contribution to Return
ZimVie, Inc.	Health Care	2.60	88.63	2.56
Goldman Sachs Group, Inc.	Financials	6.08	20.19	1.29
Snap-on, Inc.	Industrials	6.53	14.01	0.99
Bank of America Corporation	Financials	3.65	23.94	0.89
Mohawk Industries, Inc.	Industrials	4.01	20.62	0.87
Bottom Five Detractors				
APA Corporation	Energy	6.02	-12.18	-0.97
BorgWarner, Inc.	Consumer Discretionary	3.56	-10.91	-0.59
Western Union Company	Industrials	3.70	-7.81	-0.42
Chevron Corporation	Energy	1.67	-10.60	-0.17
Madison Square Garden Entertainment Corporation	Consumer Discretionary	2.21	-3.40	-0.08

Source: FactSet. <sup>1</sup>Holdings are categorized according to the Russell Industry Classification Benchmark (ICB). Holdings not classified by ICB are categorized according to FactSet. <sup>2</sup>Holdings of the same issuer are aggregated and if held as depositary receipts it is not so specified. The portfolio's Top 10 Positions are ranked by issuer Ending Weight. Contributors and Detractors are ranked by issuer Contribution to Return (%). Contribution to Return (%) is the Ending Weight (%) times the Total Return (%) linked daily for the period. Average Weight is the average value of the holding relative to the portfolio's total assets over the period. The holdings shown do not represent all of the securities purchased, sold or recommended for investors. **Quantitative Measures:** **Forward Price/Earnings Ratio** is a valuation measure that represents the price at quarter end divided by the mean earnings per share (EPS) consensus estimate for the next twelve months as of the run date. The holdings are summarized at the portfolio level using weighted harmonic average and exclude negative earnings. **Discount to Private Market Value** is the percentage discount at which the portfolio traded relative to Ariel Investment's internally generated estimate of the portfolio's private market value (PMV). **Long Term Estimated Earnings Growth**, an income statement measure, is the percent growth rate of the median earnings per share (EPS) consensus estimate for the unreported current year, current year+1, current year+2, and current year+3 as of the run date. Holdings are summarized at the portfolio level using weighted average. **Debt Rating** is sourced from S&P issuers long term credit ratings for common stocks. **Interest Coverage Ratio** is a liquidity measure that represents the ratio of earnings before interest and taxes (EBIT) relative to the interest expense for the period. Holdings categorized as Financials by the Russell Industry Classification Benchmark (ICB) are excluded from the portfolio summary statistic. The holdings are summarized at the portfolio level using median. **Return on Equity** is a profitability measure that represents the consensus estimate for the next fiscal year net income divided by total equity over the period. Holdings are summarized at the portfolio level using weighted average. **Turnover**, a measure of portfolio change, is the lesser of purchases or sales divided by the average value of strategy assets over the trailing one-year period and is sourced from Ariel's portfolio accounting system Eagle. **Active Share** measures the degree the portfolio deviates from the benchmark. **5-Year beta** is benchmarked against S&P 500. 5-year beta is calculated by Assette and sourced from portfolio returns in Eagle. **Current beta** is benchmarked against S&P 500. Current beta (1-year trailing) is based on daily security returns from FactSet.

# Our Performance Attribution

For the Quarter Ended December 31, 2023

Russell ICB Industry	Ariel Focused Value (%)			Russell 1000® Value Index (%)			Attribution (%)		
	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect	Selection + Interaction	Total Effect
Health Care	8.99	34.38	3.06	14.23	4.16	0.52	0.28	2.75	3.03
Financials	22.73	18.83	4.48	19.71	14.99	2.97	0.15	0.90	1.05
Consumer Staples	0.61	2.83	0.02	7.58	3.44	0.27	0.43	0.01	0.44
Telecommunications	0.00	0.00	0.00	4.11	5.77	0.25	0.15	0.00	0.15
Basic Materials	7.32	11.31	0.84	3.59	9.18	0.34	-0.01	0.15	0.14
Utilities	0.00	0.00	0.00	5.25	8.95	0.51	0.03	0.00	0.03
Industrials	26.89	12.57	3.50	15.58	14.71	2.30	0.58	-0.56	0.03
Energy	7.69	-11.65	-1.14	8.64	-6.87	-0.77	0.16	-0.40	-0.24
Real Estate	0.00	0.00	0.00	4.79	17.17	0.81	-0.35	0.00	-0.35
Cash	4.29	1.32	0.06	0.00	0.00	0.00	-0.35	0.00	-0.35
Technology	5.40	-0.10	0.07	7.90	17.82	1.40	-0.20	-0.94	-1.14
Consumer Discretionary	16.08	2.49	0.08	8.62	10.74	0.91	0.07	-1.37	-1.30
<b>Total</b>	<b>100.00</b>	<b>10.97</b>	<b>10.97</b>	<b>100.00</b>	<b>9.50</b>	<b>9.50</b>	<b>0.94</b>	<b>0.53</b>	<b>1.47</b>

Source: FactSet. Total Return (%) does not represent the performance of the Composite for the period. The portfolio holdings are of a representative account and not reflective of the portfolio holdings of the Composite, of clients as a whole, or of the strategy. The representative account was selected because it has no client-imposed restrictions and minimal planned contributions and withdrawals. The portfolio holdings would differ from those of another client account if different client-imposed restrictions were applied, and also may vary from other differences such as cash flow. Holdings are categorized according to the Russell Industry Classification Benchmark (ICB). Holdings not classified by ICB are categorized according to FactSet. The portfolio return for each category reflects the percentage returns of the stocks in each category.

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