# ASSET MANAGEMENT

Compounding capital by obsessing over the best companies



CHIEF INVESTMENT OFFICER

#### Worked at The Motley Fool under David Gardner

Both recommendations entered Rule Breakers service in 2017 (HUBS at \$74 and TDOC at \$33)

#### Associate at DX2 Capital

Successfully got three companies into the book in 2018 (TTD at \$4.3 split-adjusted, SQ at \$22, and MELI at \$540)

#### Founder and CEO of Investing City Inc.

Grew Investing City to over 200 members and six-figure ARR

#### 7-year 25% CAGR track record





It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities in this list.



PURPOSE

To increase freedom for our partners.

MISSION

Compounding capital by obsessing over the best companies.



<b>Core Values</b>	
Infinite	Having a long-term mindset enables non-zero sum behaviors
No	Focus is a superpower so we often say "no"
Fellowship	A fiduciary relationship is far too low of a bar.
<b>U</b> ffgeva	Renunciation of one's rights in service of others.
<b>S</b> oli Deo Gloria	All Glory to God.
Excelsior	Ever higher - the pursuit of constant improvement.
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We invest in the fastest-growing, highest-quality companies in the world at the best valuations we can find.

Finding fast-growing companies helps us fish where the fish are. High growth usually indicates strong demand for a product or service.



But growth without quality can be dangerous. Strong operating leverage on top of growth signals strong execution or some advantage.

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The combination of growth and operating leverage leads to intrinsic value hypergrowth. This leads to supernormal rates of compounding when valuation assumptions are reasonable.





The Infinite Game

#### **Obsessed with learning.**

Passion

## Investing feels like play.

Alignment

## Fully-aligned structure.

Flexible Mandate

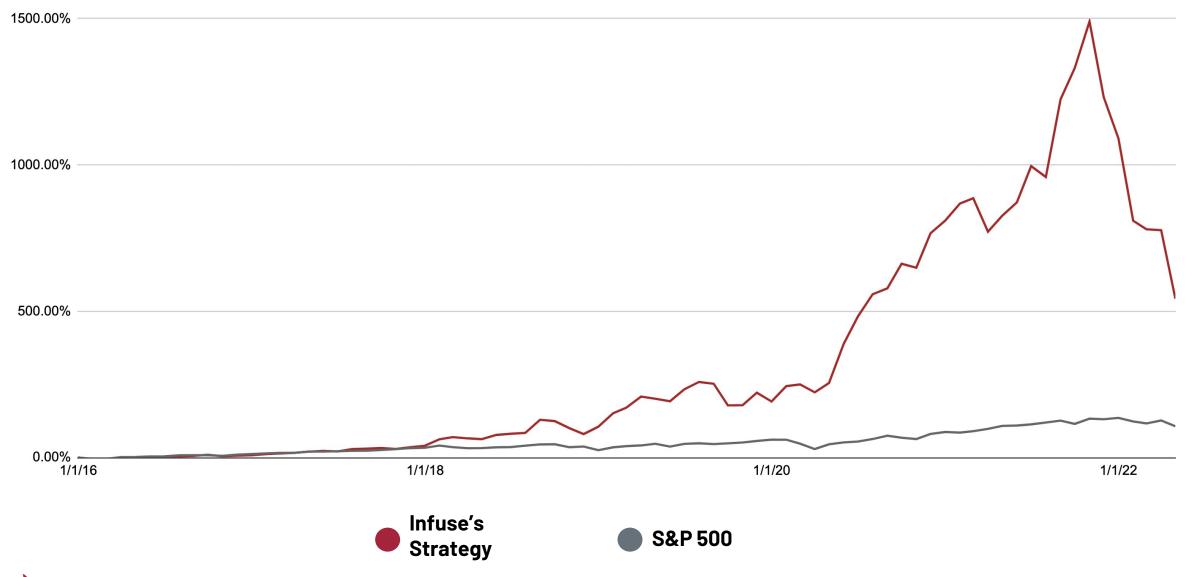
Enables us to own only the very best and not fix into a box.

Focus

Our portfolio is very differentiated from indexes.



# **Performance vs S&P 500**

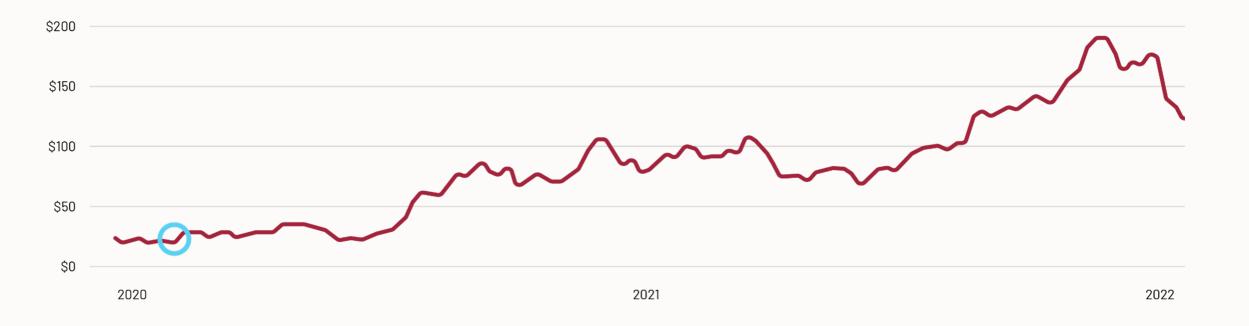


Past performance is no guarantee of future results. Note that returns are gross, after-tax, exclusive of dividends.

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# **Case Study #1 - Wins**

Recent IPO that was growing nearly 90%, cash flow positive, had a leading market position with a huge tailwind, and a founder-led management team.

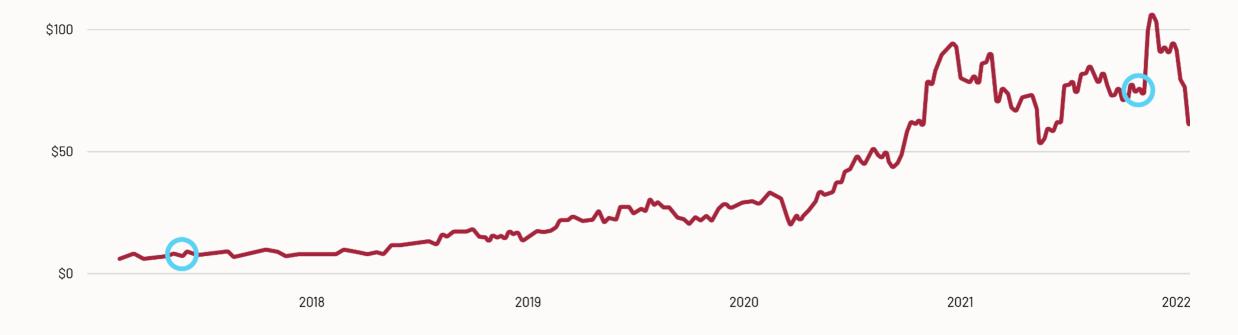




# Case Study #2 - Wins

#### Bought in 2017 at \$4.96 (split-adjusted)

Buyside ad-tech firm with a winner of a founder-CEO. Company was growing 60%+ with 40% EBITDA margins and unbelievable returns of capital. All for less than 30x earnings because the ad-tech space has been littered with losers.





# **Case Study #3 - Wins**

Huge beneficiary from the pandemic but quickly ate up their SMB TAM. We are not afraid to sell when the future growth doesn't look as good as other opportunities.

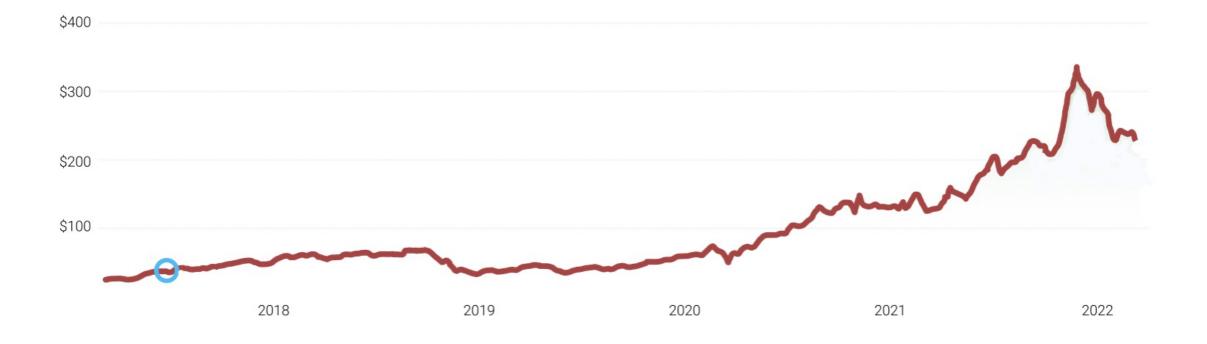




## Case Study #4 – Losses

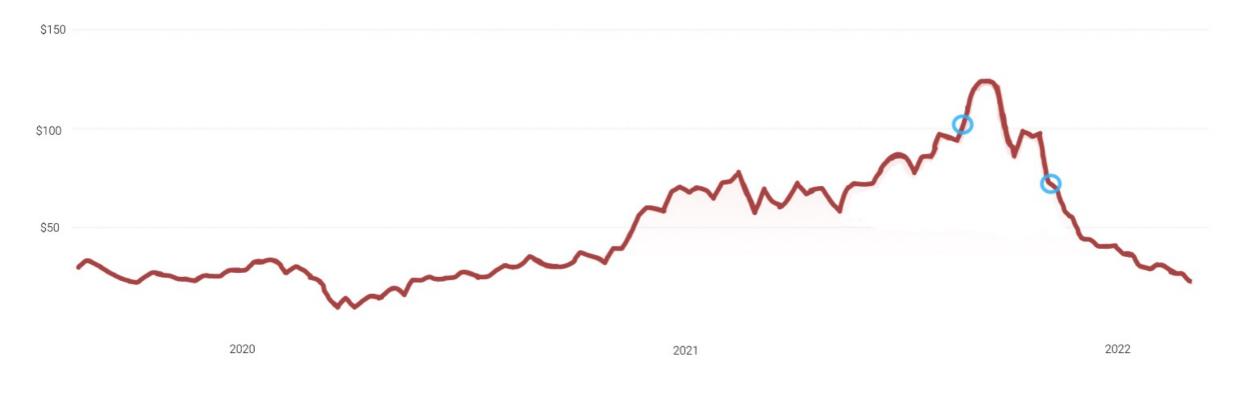
### Sold in 2018 at \$41.02 (split-adjusted)

Sold a leading graphics card company to "lock-in gains" but refused to pay a higher price because of anchoring.



## **Case Study #5 – Losses**

Bought restaurant POS software but growth was inflated by acquisitions. Organic growth was much slower than expected.



# **Incentive Structure**

2 & 20 is outdated: **If "uffgeva" and "fellowship" are core values, would I want my own family to pay this price?** 

1. Founder's Class (\$0 - \$10 million total contributions, not individual):

1% AUM + 10% performance fee over 7% hurdle rate with high-water mark

#### 2. Standard Class (+\$10 million total contributions, not individual):

1% AUM + 20% performance fee over 7% hurdle rate with high-water mark

- Management fee taken quarterly; performance taken annually
- Expense ratio capped at 20 bps
- Fees will decrease with scale: **At \$100 million** -> AUM fee goes down to 0.8%

# This strategy might not be right for you if...

Volatility keeps you up at night: the prices of fast-growing companies can and will swing violently. There is a good chance we'll be down more than 50% from highs at some point. Mentally prepare now!



You worry about the latest macro data: we mostly ignore the macro and focus on leading companies that are loved by customers.



You need to know the performance numbers on a monthly basis: oftentimes, price movements in the short-term are random. We focus on the long-term business results.



You need the money over the next five years: while we don't believe in lock-ups, staying the course will be crucial to outperform.

Disclaimer: This investment is not suitable for investors unable to bear the loss of their entire investment. The Fund is only open to "accredited investors" and "qualified clients" and is not suitable for all investors.

# **Pre-Mortem**

What could go wrong and how we're addressing the risks



We rent a fancy office and hire too quickly, running out of money: we've kept costs as low as possible to lengthen the runway.



The fund blows up because we use leverage: we are a long-biased fund and will rarely, if ever, use leverage and our ability to short.



We invest in over-leveraged companies at the portfolio level: we are very wary of leverage because when things inevitably go wrong, you don't have full control over your destination.



We over-invest in cash flow negative companies because they are "cheap" or growing fast: investing in dominant, cash-generative businesses at reasonable valuations puts the odds in our favor.



We pay prices with unreasonable payback periods: we seek to find companies that pay us back in cash flow over the next 10 years.

# **Principal Information**

Redemption: One quarter notice

Fees: See Incentive Structure (page 13)

Minimum Commitment: **\$200K** 

Commitment Period: No lock-up

Communication Cadence: Quarterly letters

Structure: US 3c1 fund ("accredited investors" as defined in SEC Reg. D and "qualified clients" under the IAA.)

Custodian: Interactive Brokers

Admin: NAV Consulting

Bank: First Republic



# Thank you for your interest in Infuse!

If you have any questions or want to hear about next steps, email:

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You can also find more info at: infuse-am.com or call 310-793-6794



#### Important Information

This summary is not an offer of, or solicitation for, the purchase or sale of any securities, including those of the fund. The content of this presentation is for informational purposes only. Interests in the fund are offered only by means of a private placement memorandum, a limited partnership agreement and related subscription documents (collectively, "fund documents"), which contain more complete information, including fees and risk factors. Prospective investors should read the fund documents carefully and discuss with their own advisers. Any decision to invest in the fund must be based solely upon the information set forth in the fund documents.

