



 **VIG**  
Valora Investment Group

“

**Price is the essential determinant in every investment equation.  
At some price, every company is a buy; at some price, every  
company is a hold; and at a still higher price, every company is a  
sell.**

STANLEY DRUCKENMILLER



# Disciplined Investment Approach



## **INVESTMENT PHILOSOPHY**

We believe that every investment decision should be weighed on an opportunity cost based on risk adjusted returns. Purchasing valuable assets at significant discount to fair value will achieve excess returns over a complete market cycle.



## **INVESTMENT OBJECTIVES**

- Achieve a return above that of the S&P 500 and the Russell 2000® Growth Index
- Achieve this return objective with a portfolio that exhibits lower overall risk characteristics





# Our Approach

OWN A FEW EXCEPTIONAL BUSINESSES, **ONLY AT THE RIGHT PRICE.**

## HOW WE INVEST

We **concentrate in a small number of deeply researched businesses** where we believe the market price is meaningfully below intrinsic value. We buy with a **significant margin of safety, size positions by conviction and risk, and hold for years**—not months—until fundamentals close the gap.

## HOW WE CREATE AN EDGE

**Go deeper:** a broad search funnel narrows to a handful of opportunities where we can explain (1) why it's mispriced, (2) why we understand it better than consensus, and (3) what drives value realization. Discipline on price and patience on time horizon are our primary risk controls.



# We Underwrite in the Field, Not Just Behind a Screen



# Strict Filtering Process

“We are open to everything, but do very little”

## FROM IDEA TO PORTFOLIO POSITION

We consider potentially investible companies to be those capable of tripling their value within three years, generally as a result of:

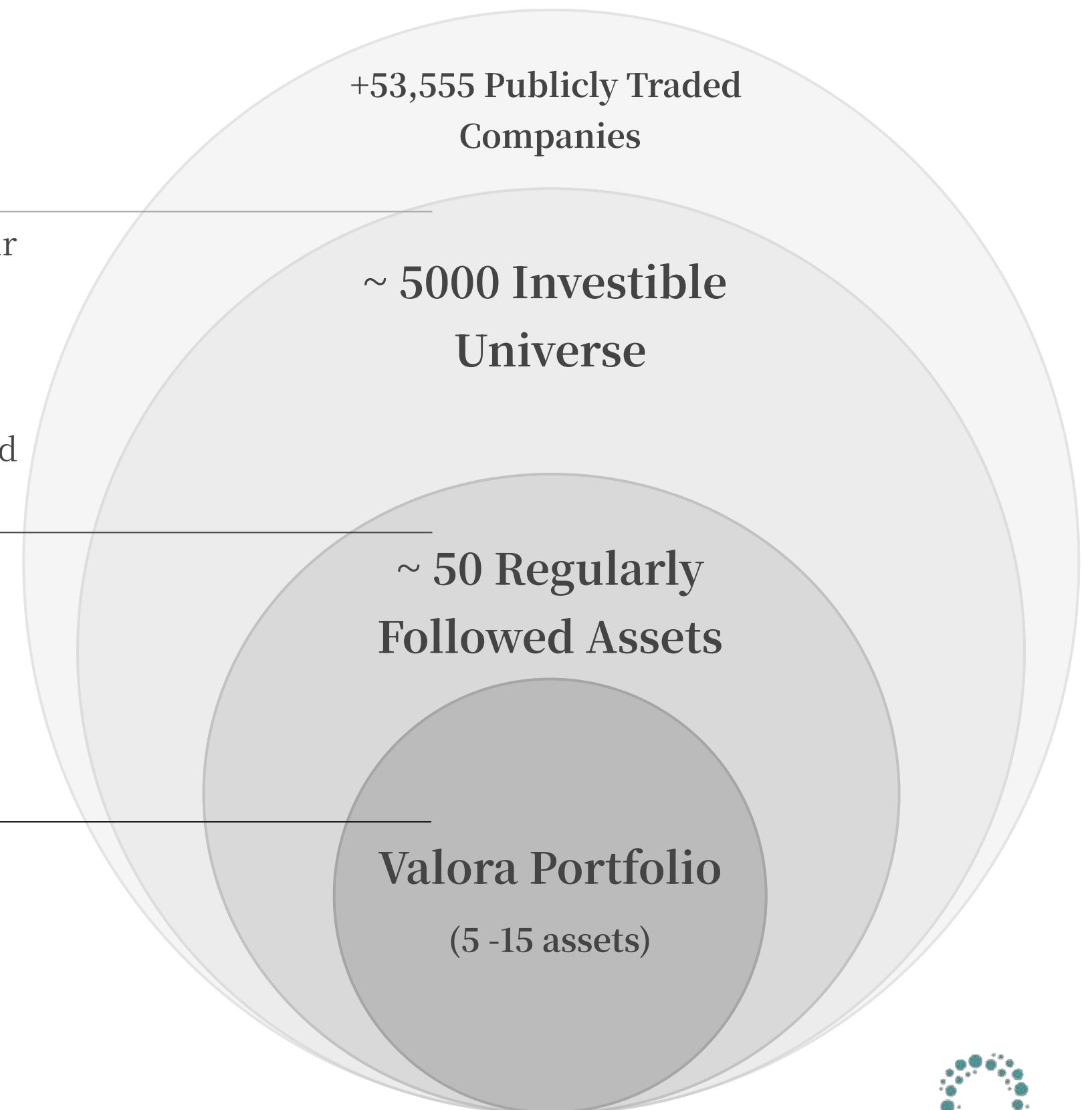
- **Growth:** Assets with the potential to expand and create new value
- **Yield:** Assets that consistently generate more than they consume
- **Treasure Chest:** Hidden or underutilized reserves of value that can be unlocked or redistributed

Top-down analysis typically narrows our focus to ~50 assets across structurally attractive industries we monitor regularly. We prioritize sectors related to existing holdings, study adjacent industries, and compare unit economics to focus research **where opportunity density is highest.**

Assets selected for the portfolio are based on a clear **discrepancy between price and intrinsic value.** Conviction built on extensive bottom-up analysis.

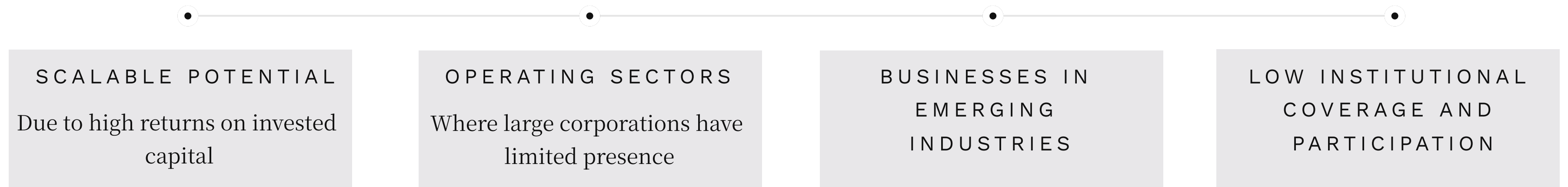
We invest only when we have conviction about:

1. Why the opportunity is undervalued
2. Why we understand it better than the market
3. How value will be realized



# Strict Filtering Process

THE BEST RISK-REWARD OPPORTUNITIES ARE FOUND IN SMALL/MID COMPANIES WITH THE RIGHT QUALITIES



# Case Study: From a Sub-\$200m Small-Cap Opportunity, to a Multi-Billion Company

They build 15-foot containers filled with batteries and, though still small, are the leaders in American-made BESS (Battery Energy Storage Systems) with strong competitive advantages.

As reliability becomes the priced commodity, **storage** is the mechanism that **turns cheap, volatile power into dependable, dispatchable power.** EOS sells that outcome as a system.



# Where Friction Lives Today

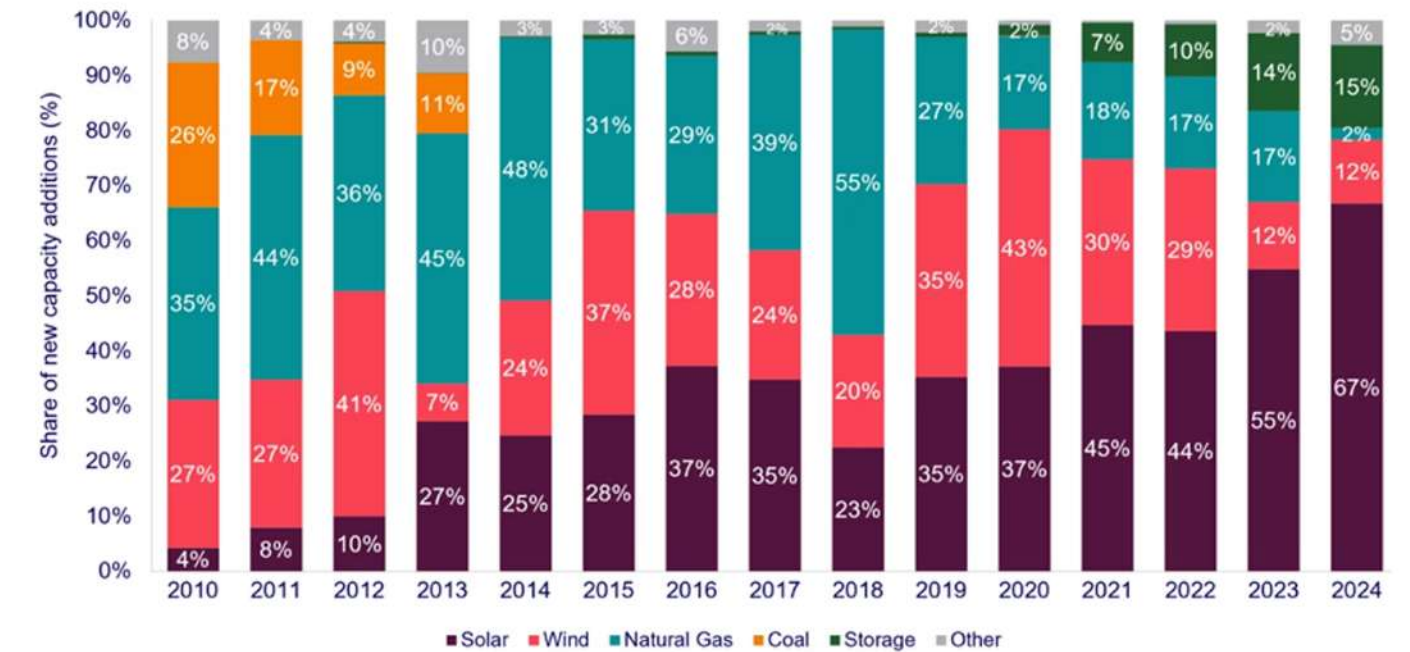
AN ELECTRICITY DEMAND SHOCK IS COLLIDING WITH A GRID BUILT FOR A DIFFERENT WORLD.

**Demand is re-accelerating:** AI/data centers, electrification, and re-industrialization are pulling load forward faster than historical planning cycles.

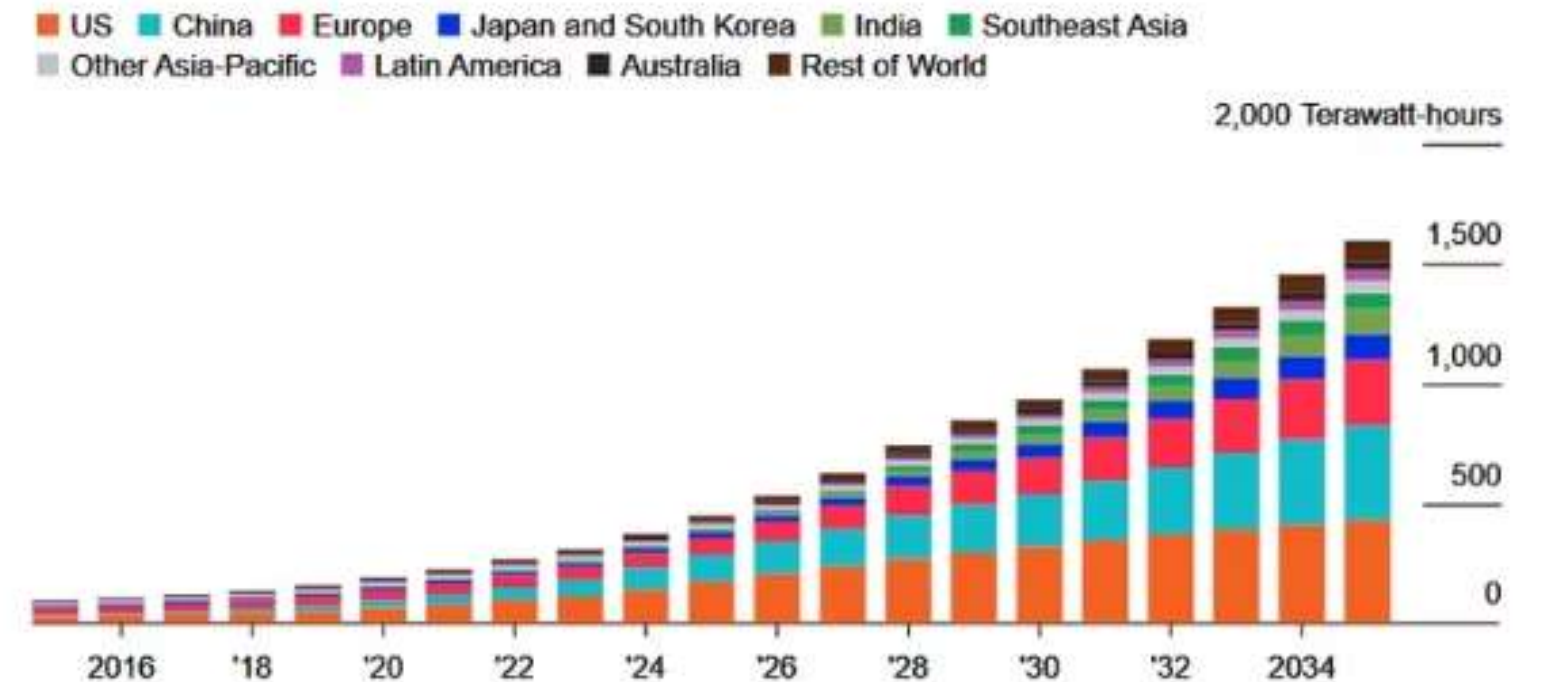
**The bottleneck isn't generation — it's reliability:** delivering power where and when it's needed is becoming the scarce commodity.

**Renewables win the buildout — storage wins reliability:** solar/wind are increasingly the cheapest “fuel,” and Battery Energy Storage (BESS) is what converts cheap electrons into dependable power

New US electricity-generating capacity additions, 2010 - H1 2024



Power Demand From AI Data Centers to Quadruple in 10 Years  
Global data center power demand outlook by market



# Structural Competitive Advantages

## FIRST PRINCIPLED APPROACH

Zinc-based architecture using **earth-abundant materials**, designed to be **lower cost** and operationally simpler.

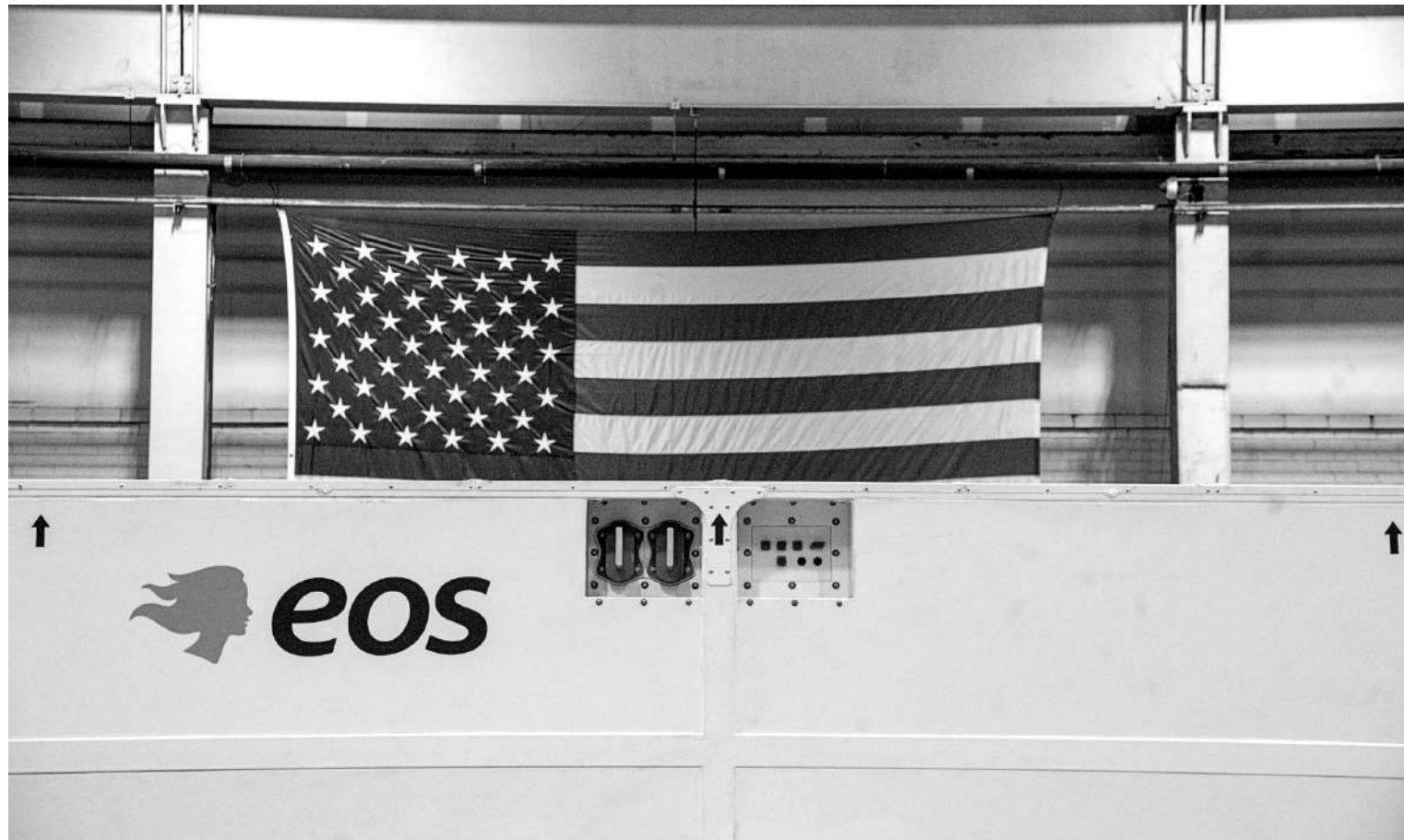


## MANUFACTURABILITY

EOS has crossed the “Valley of Death” from prototype to commercial production—where most entrants fail.



# Structural Competitive Advantages



## SOVEREIGNTY

With >95% of BESS historically sourced from China/adjacent supply chains, buyers are shifting toward domestic solutions; EOS positioned early (since 2017) and leads the fully domestic segment with +92% domestic content.

## TEAM

Industrial scale-ups are won by execution. EOS's leadership has repeatedly exceeded our expectations with disciplined delivery, rapid iteration, and relentless focus on throughput and cost-reduction.



# Conviction Built Early, Validated Over Time

We initiated our position in **early 2023**.

EOS became our largest holding and main source of past investment returns. As execution proved out, the company re-rated from an overlooked sub-\$200m story into a multi-billion-dollar leader — while we still believe broad awareness remains early.



# Depth of Research Drives Depth of Conviction

[https://x.com/LucasSacerdote\\_/status/1978939256442872069](https://x.com/LucasSacerdote_/status/1978939256442872069)



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# Investment Process

01

## SELECTION CRITERIA

Only opportunities that meet clear eligibility standards proceed to full underwriting.

02

## RESEARCH AND DUE DILLIGENCE

Primary sources and independent verification are used to confirm the facts and key risks.

03

## FAIR VALUE ESTIMATION

Intrinsic value is estimated as a range by integrating strategic, qualitative, and financial analysis into scenario-based outcomes.

04

## BUY/SELL DISCIPLINE

Position changes are driven by price versus value, thesis integrity, and opportunity cost.



# Investment Process

01

## SELECTION CRITERIA

Only opportunities that meet clear eligibility standards proceed to full underwriting.

- The business can be explained through a small set of measurable drivers.
- Permanent-loss risk can be bounded through balance sheet and financing-path analysis.
- Primary-source verification.
- A conservative valuation framework can be constructed without aggressive assumptions.

02

## RESEARCH AND DUE DILLIGENCE

Primary sources and independent verification are used to confirm the facts and key risks.

- Filings, footnotes, and call transcripts establish the factual record.
- Industry materials and technical documents are reviewed extensively.
- We seek ongoing management dialogue and long-term trust.
- Triangulation is performed through customers, suppliers, competitors, and operators when feasible.
- Site visits and conferences for on-the-ground research.



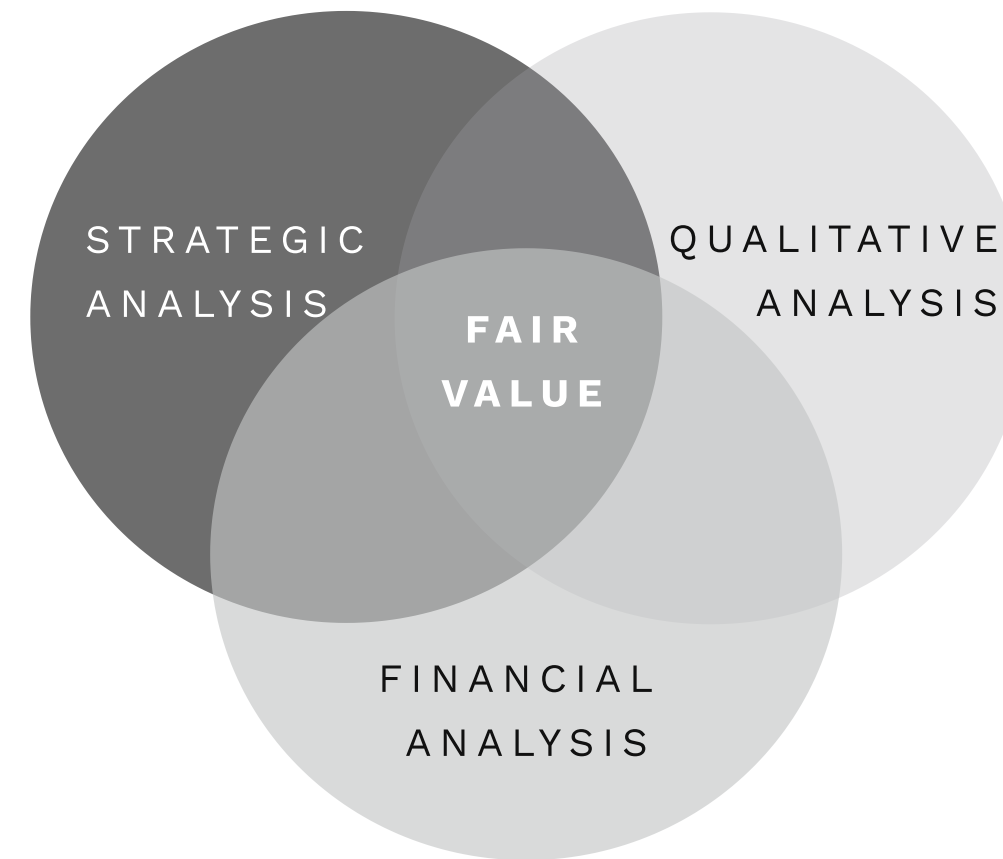
# Investment Process

03

## FAIR VALUE ESTIMATION

Intrinsic value is estimated as a range by integrating strategic, qualitative, and financial analysis into scenario-based outcomes.

- Define the earning-power range based on industry structure, secular forces, and cycle conditions.
- Underwrite reinvestment and optionality, where value can expand over time.



- Assess stewardship through incentives, governance, and capital allocation discipline.
- Test durability through competitive advantage, customer value, and pricing power.

- Evaluate intrinsic value, balance-sheet strength, and downside risk.
- We focus on durable unit economics, sustainable competitive advantages, pricing power, cash-flow predictability, and reinvestment capacity.



# Investment Process

04

## BUY/SELL DISCIPLINE

Position changes are driven by price versus value, thesis integrity, and opportunity cost.

### BUY DISCIPLINE

We buy assets at significant discounts to our internal assessment of fair value. Every investment decision is weighed on an opportunity cost based on risk adjusted returns.

### SELL DISCIPLINE

#### Extended Valuation

- Unattractive discount to intrinsic value
- Expected annual return insufficient

#### Portfolio Upgrade

- Better businesses
- Better price

#### Acquisition Activity

- Our holding is acquired at an attractive premium
- Our holding acquires a company diminishing its business or value

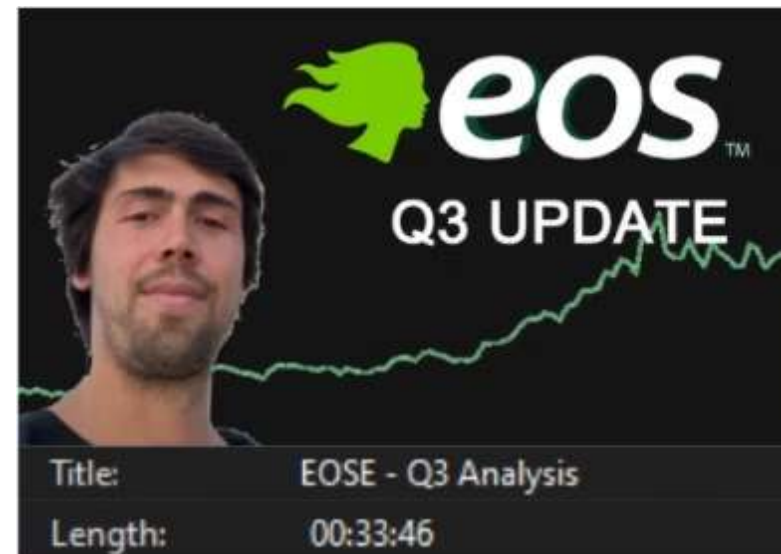
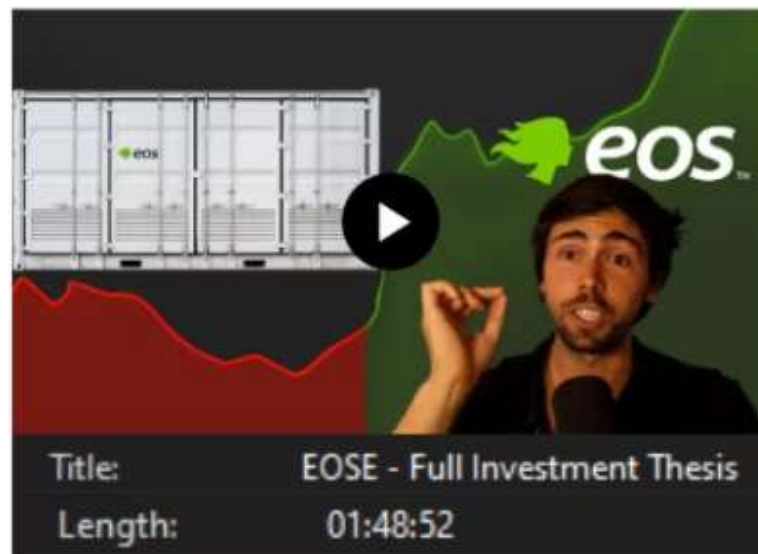
#### Negative Company or Industry Changes

- Validity deteriorates for one or more of the reasons for purchase
- Increased competition and lower returns on investment capital
- Extended underperformance by management team

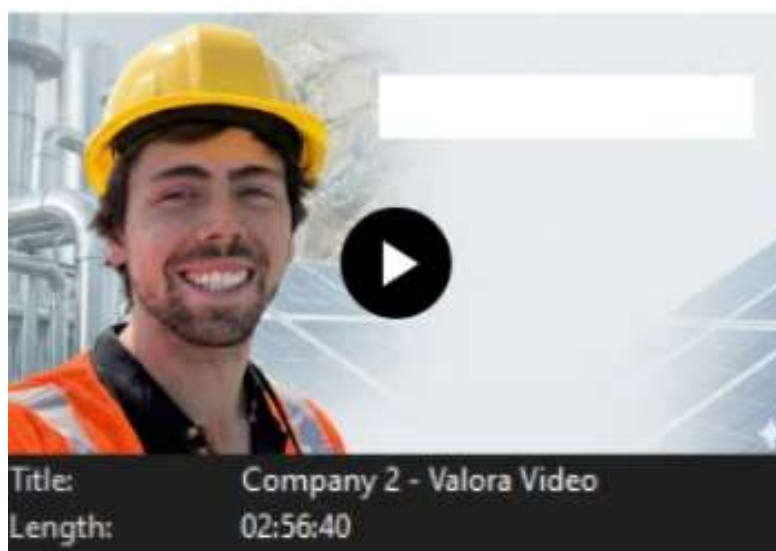


# Pipeline - Opportunity Generation

## RELEASED



## TO BE RELEASED...



- We strive to generate, on average, around **one** great investment idea per year. That's a high bar. These are hard to find. **Two** would be exceptional.
- At the moment we sit on **three** extreme-conviction ideas\*
  - We released our **first 2-hour research video** on one of them, with +500,000 views.
  - We finalized a **second 3-hour video** on a company we believe is trading at **+75% discount to fair value**.
  - We are on the works for the **third video**, on a company we believe is trading at **+80% discount to fair value**.

We expect these pipeline to normalize in the future, but remain thrilled for both the long-term and short-term outlook of Valora's portfolio.

\*plus to another seven companies which we place in a different category and size accordingly.



# Value Investing is No Longer Unique

HOWEVER, ITS CORE PRINCIPLES ARE UNIVERSAL TRUTHS

**Margin of safety**, management quality, structural advantages, industry direction, portfolio concentration — **was once novel and is now mainstream**

Although commonly known, it is seldomly applied.

**Building a track-record is the main CAPEX in asset management.**

**We will need your patience.**

A fund manager needs to prove his abilities to repeatedly apply these principles and generate excess returns.

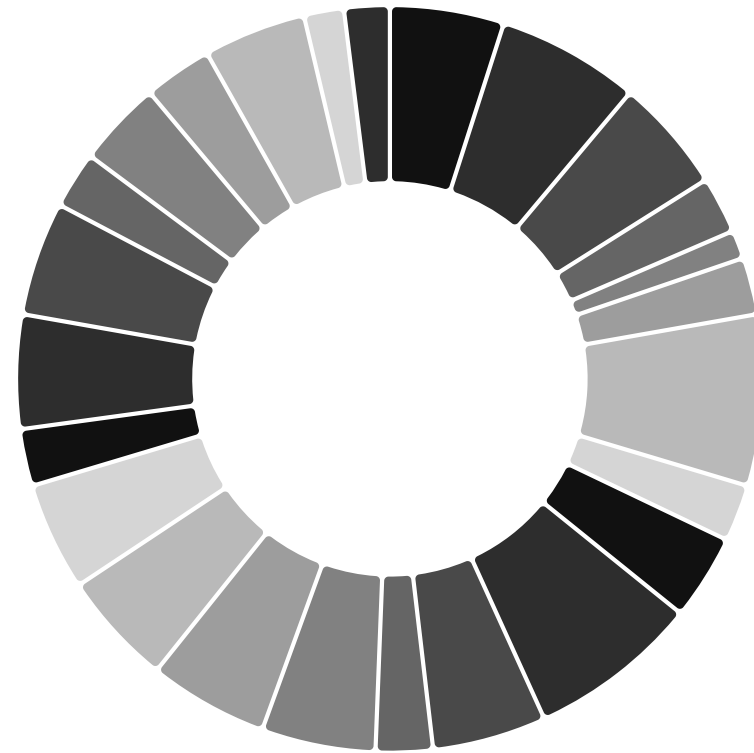
**As an emerging manager, we are available to our investors — unlike most bigger funds.**

We stay close to our investors by explaining positions and decisions with full transparency, which builds a **clearer understanding** of the portfolio and, in turn, **supports more stable, long-term behavior** through normal periods of volatility.

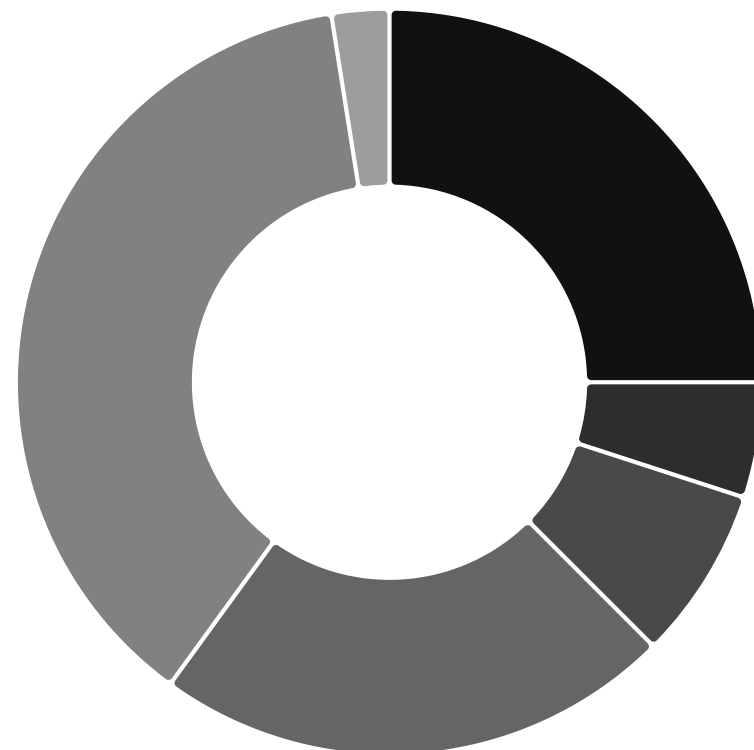


# Summary of Key Differentiators

**TYPICAL STOCK  
PORTFOLIO**  
(50-100 POSITIONS  
AT 0.5% - 2%)



**VALORA STOCK  
PORTFOLIO**  
(2% TO 50% MAX  
POSITIONS IN HIGH-  
QUALITY COMPANIES)



WE SEEK TO GENERATE RETURNS AND MANAGE RISKS DIFFERENTLY

## **CLASSIC APPROACH**

- Average companies producing average returns on capital
- Buying cheap and selling dear required for above average portfolio returns
- 6 months average holding period
- High frictional costs due to rapid trading
- Poor tax efficiency due to short holding periods

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## **VALORA APPROACH**

- We strive to find companies that produce strong returns on capital with a sustainable competitive advantage
- We strive to buy at attractive prices and let strong returns on capital drive growth and income over extended periods of time
- 24 to 60 months average holding period, can be longer
- Low frictional costs due to less trading
- Inherent tax efficiency

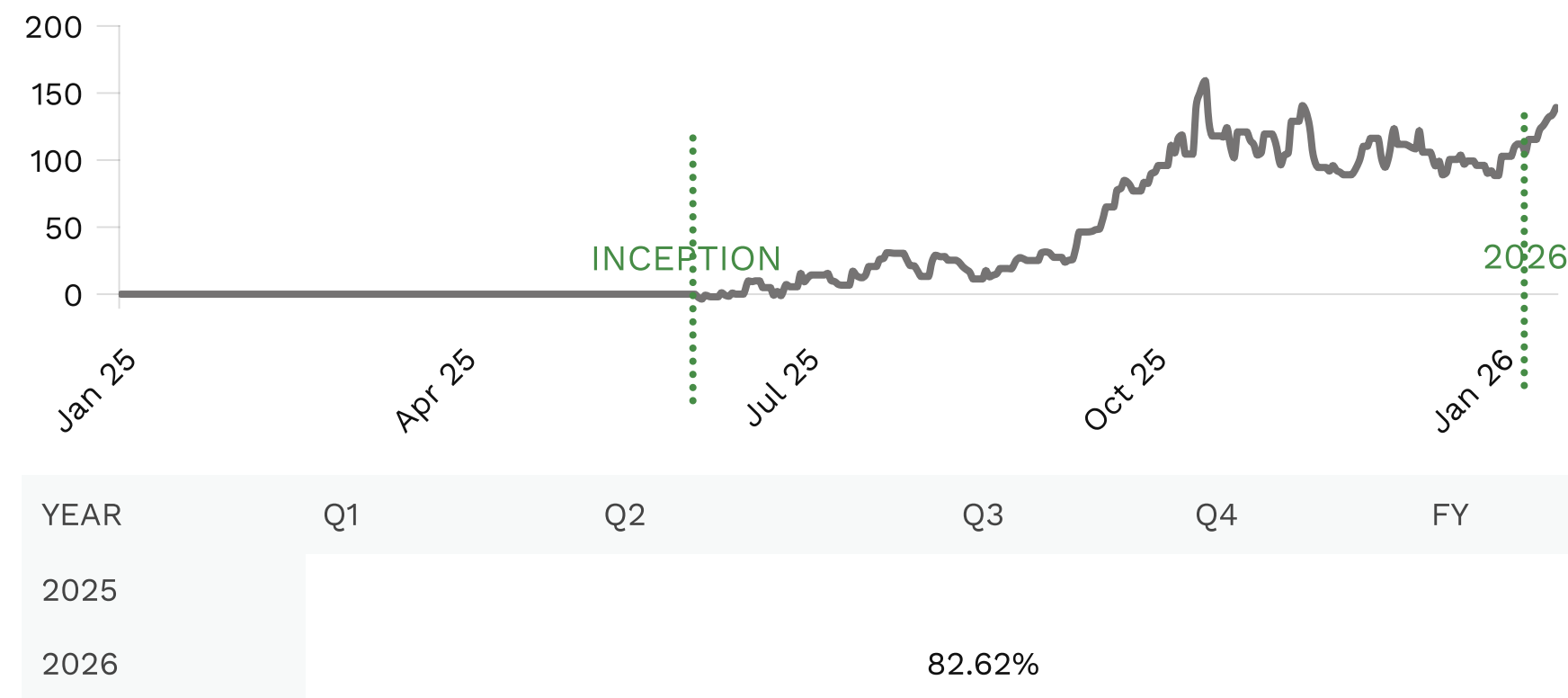


# Portfolio Snapshot

## OVERVIEW

- Security selection based on proprietary, bottom up, fundamental analysis
- Valuation as the key component of security selection
- 5-20 stocks
- Maximum position size of 50% cost
- Advisor is 100% founder-owned, with the vast majority of the founder's net worth invested alongside clients.

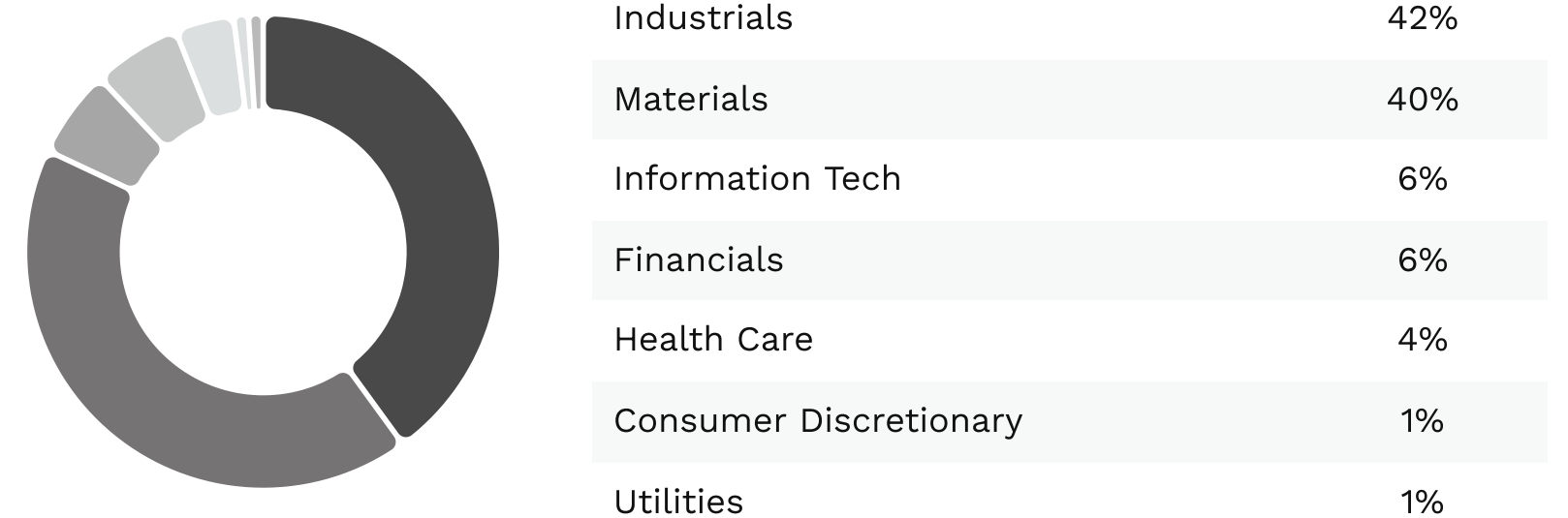
## CUMULATIVE RETURNS (%)



## CHARACTERISTICS

NUMBER OF HOLDINGS	15
MAX POSITION SIZE ALLOWED	50%
MARKET CAP (WTD. MEDIAN , MIL.)	\$183
MARKET CAP (WTD. AVG., MIL.)	\$2.410
PRICE/BOOK VALUE (WTD. AVG.)	1.9X
PRICE/EARNINGS FWD. (WTD. AVG.)	N/A
TOP 10 HOLDINGS %	92%
HIGH WATERMARK	Yes
HURDLE RATE	6%

## COMPOSITION



# Fund Information

ISIN XS3277822238



## Product Type

ETP Note

## Minimum Investment

10,000 Notes

## Management Fee

1%

## Performance Fee

20% (6% hurdle)

## Liquidity

T+5 Business Days



## Programme Coordinator

FlexFunds ETP, LLC

## Principal Paying Agent

The Bank of New York Mellon

## Securities Account Provider

Interactive Brokers

## Clearing Systems

Euroclear / Clearstream

## Back Office Agent

GWM LTD



## Portfolio Manager

Valora Investment Group LLC

## Website

[www.valoraig.com](http://www.valoraig.com)

## Email

[lucas@valoraig.com](mailto:lucas@valoraig.com)

## Phone

(724) 294 5556



# Meet the Team



LUCAS SACERDOTE  
Founder & CIO

From a young age, Lucas was drawn to the investment world, learning early the value of understanding companies deeply and holding them patiently. After earning his Economics degree at Universidad de San Andrés, he spent 3+ years in a concentrated, value-investing fund, KIG Investment Management, sharpening his craft through rigorous, bottoms-up research and real-world portfolio work. During 2024, he built hands-on investing experience by participating in a prime real-estate investment in Argentina, developing a Chinese car distributor and managing his own public-equities portfolio. He founded Valora Investment Group in 2025 to bring that same owner’s mindset to an institutional standard—pairing primary diligence, disciplined underwriting, and patience in every investment decision.



BAUTISTA CAVANAGH  
Chief Operations Officer

Bautista working approach gravitated toward the mechanical of businesses: building order, process, and execution discipline. He began working at 18 with Argentine SMEs, high-pressure environments where resilience is common, but structure often isn’t. And learned firsthand how clarity in numbers, routines, and accountability can transform a company from surviving to compounding. Across roles and projects, he focused on designing practical frameworks that raise output by standardizing inputs. Today, he keeps Valora’s operating platform tight and improving—aligning tools, processes, partners, and execution so the investment team can move with confidence and precision.

