



# Tapasya Investment Fund I



JAN 2026



# Agenda

*A disciplined approach to long-term compounding.*

1

**Executive Summary** – Snapshot of Terms and Performance

2

**The Tapasya Edge** (Structural Advantage + Operator Insight)

3

**Investment Framework** (Selection, Deployment & Portfolio Construction)

4

**Risk & Governance** (Capital Preservation & Operational Controls)

5

**Performance & Fees** (Track Record & The 0/6/20 Model)

6

**Case Study & Team** (Deep Dive & Partners)

# Executive Summary – Tapasya Investment Fund I

*“A concentrated global equity strategy delivering long-term outperformance with disciplined risk management.”*

Item	Detail
<b>Fund Name</b>	Tapasya Investment Fund I, LP
<b>Strategy</b>	Global long-only equity with high-conviction, low-turnover, bottom-up value approach
<b>Investment Style</b>	Fundamental, business-owner mindset with concentration in secular compounders and mispriced dislocations
<b>Target LPs</b>	HNIs, Long-term institutional capital: endowments, family offices, and fund-of-funds
<b>Track Record (Net CAGR)</b>	<b>20.7% since inception (Net)</b> , compared to S&P 500 at 16.6%
<b>Sharpe Ratio</b>	0.99 (vs. S&P 500 at 0.80)
<b>Sortino Ratio</b>	<b>2.00 (vs. S&amp;P 500 at 1.24)</b>
<b>Fee Structure</b>	<b>0% Management Fee, 20% performance fee over 6% hurdle</b> with High Water Mark
<b>Fund Capacity</b>	\$500M
<b>Liquidity Terms</b>	Quarterly with 60 days notice
<b>Lock Up</b>	1 year (Soft Lock)

# The Tapasya Edge: Structural & Situational

*A distinct advantage built on alignment, time arbitrage, and operator experience.*

## Structural Edge – Built into the Fund

**Zero Fee Alignment:** With a **0% Management Fee**, we have zero incentive to "asset gather." Our only incentive is to generate alpha.

**Time Arbitrage:** Our long-term capital base allows us to hold through volatility and unlock intrinsic value over multi-year horizons, while daily-liquidity funds are forced to sell.

**Frictionless Compounding:** High conviction and low turnover reduce tax drag and transaction costs, maximizing net returns for LPs.

**Repeatable Framework:** A disciplined selection process that filters for quality and downside protection before price is even considered.

## Situational Edge – The Human Advantage

**30+ Years of Operating Experience:** Insight isn't just financial—it's operational. We bring cross-industry experience from Retail, Tech, and CPG to understand how businesses actually work.

**Pattern Recognition:** A proven ability to identify "repeatable value dislocations" in misunderstood turnarounds (e.g., Carvana, Uber, Adyen).

**Contrarian Independence:** We act where others hesitate—buying into high short interest or complex turnarounds when the fundamental thesis remains intact.

**Capital Discipline:** We refuse to chase fads or macro narratives, focusing strictly on business fundamentals and cash flows.

**The Result:** *We combine the patience of a business owner with the aggression of a contrarian operator.*

# The "Business Owner" Focus

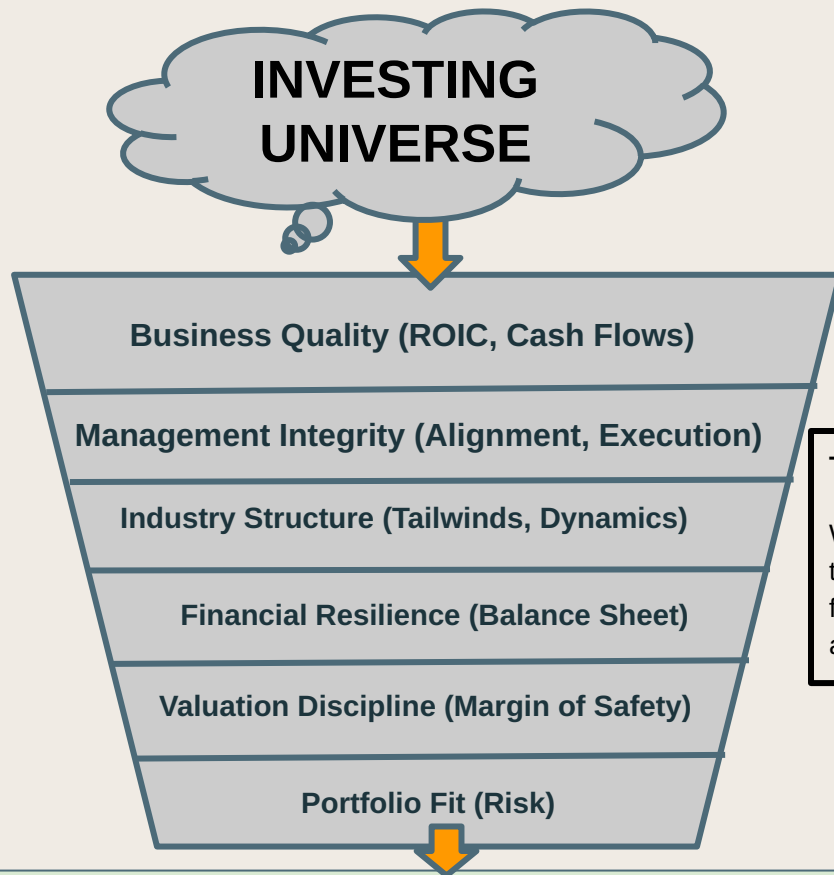
*We view stocks as proportional ownership of a business, not just tickers to trade.*

Our Belief
<b>We invest as if owning a piece of the business</b> — not renting a ticker.
<b>Every position must offer compelling downside protection</b> based on intrinsic value.
<b>We concentrate capital in our best ideas</b> and hold them through volatility.
Price Swings are not risk — they are mispricing opportunities.
<b>0% management fee</b> ensures our only incentive is long-term outperformance.

Portfolio Result
<b>Under 20 positions</b> — each deeply researched and conviction-weighted
<b>3-bucket construction</b> — Offense, Compounders, Defense
<b>Cash when warranted</b> — never forced to deploy, always focused on capital preservation
<b>Bottom-up, fundamentals-driven</b> — no macro timing, no gimmicks
<b>No leverage, no derivatives, no style drift</b>

# Selection Framework: From Universe to Conviction

*We filter for quality and value, resulting in a concentrated portfolio of our best ideas.*



***< 20 positions, best ideas only, no forced deployment***

## The Tapasya Selection Engine

We do not buy the index. We filter thousands of companies down to the very few that meet our strict criteria for quality and value.

# Valuation Approach – Business First, Price Second

*“We value companies as long-term businesses, not as short-term trading vehicles.”*

## Our Valuation Framework

Principle	How We Apply It
Intrinsic Value Focus	We anchor our valuation in normalized, long-term free cash flows (not earnings multiples).
Discounted Cash Flow (DCF)	Core model used to value the business over a 5–10 year horizon.
Margin of Safety	Required discount to intrinsic value based on adverse-case assumptions.
Capital Allocation Discipline	Preference for businesses with high <b>ROIC</b> and reinvestment runways.
Comparable Valuation (Selective)	Used only as a sanity check — never a primary valuation tool.

# Deployment Discipline: Signal vs. Noise

*Distinguishing durable value from speculative narratives.*

## When We Buy: Mispriced Durability

**Temporary Dislocation:** We deploy capital when valuation is compressed by fixable, temporary issues—not structural decline.

**Underappreciated Cash Flows:** We focus on businesses where long-term cash flow durability is ignored by the market.

**Sound Capital Structure:** We require real cash returns and a balance sheet that can weather volatility.

**Asymmetric Upside:** We only invest when we can underwrite both base and bear cases with high confidence.

## What We Avoid: The "Too Hard" Pile

**Terminal Narratives:** We avoid businesses where value relies entirely on distant "optionality" rather than current economics.

**Relative Value Traps:** We reject investment theses based on peer multiples or "Forward EBITDA" engineering.

**Crowded Momentum:** We never pay up for hype, media buzz, or consensus favorites.



# Portfolio Construction & Risk Framework

*Structuring high conviction through three distinct return drivers.*

Category	OFFENSE	COMPOUNDERS	DEFENSE
Role	Capture outsized upside from temporary dislocations.	Anchor the portfolio with structural, long-term winners.	Preserve capital and reduce beta during market stress.
Traits	Deep value, misunderstood turnarounds, market pessimism.	Secular growers, high ROIC, capital-efficient with pricing power.	Stable cash generators, strong balance sheets, counter-cyclical.
Example	Carvana (CVNA)	Uber (UBER)	Berkshire (BRK.B)

**"Diversification by Driver, Not Sector"** - We do not view risk through GICS sector codes. Instead, we diversify by **Return Driver** (Recovery vs. Growth vs. Stability) and **Business Model** (Capital Intensity vs. Pricing Power). This ensures the portfolio is resilient across different market cycles, rather than just being "closet indexed" to sector weights

# Institutional Risk Management & Governance

*Capital preservation and alignment embedded in every layer of the fund.*

## Portfolio Risk Controls

**Strict Position Limits:** Max position size capped at ~15% at cost; trimmed dynamically based on risk evolution.

**3-Bucket Structure:** Built-in diversification via Offense, Compounders, and Defense buckets to manage volatility.

**No "Financial Engineering":** Pure long-only mandate. **Zero leverage, zero derivatives, zero shorting.**

**Stress Testing:** Every investment must survive an adverse-case DCF and balance sheet stress test before entry.

**Tactical Cash:** We are not forced to deploy; cash is used as a buffer when no compelling ideas exist.

## Operational Governance & LP Alignment

**Aligned Fee Structure:** 0% Management Fee, 6% Hard Hurdle, and a High Water Mark ensure we only profit when you do.

### Independent Oversight:

- **Administrator:** NAV Consulting (Independent NAV calculation)
- **Audit/Tax:** Akram LLP (Annual audit & tax reporting).
- **Custody:** Interactive Brokers (Segregated assets).

**Transparency:** Monthly performance reporting; full holdings transparency available to LPs upon request.

**GP Commitment:** Managing Partner has significant personal capital invested alongside LPs.



ADMIN



PRIME BROKER/ CUSTODIAN




AUDIT AND TAX

# Performance & Benchmark Comparison – Net of Fees, Built on Discipline

*“We measure success not just by absolute returns, but by how consistently we outperform across cycles and benchmarks.”*

Metric	Tapasya Fund I (Net)	S&P 500 TR	Vanguard Total World (VT)	MSCI EAFE (EFA)
2025	23.5%	17.9%	22.4%	31.5%
Since Inception	84.3%	68.1%	60.9%	59.1%
Sharpe Ratio	0.99	0.80	0.72	0.65
Sortino Ratio	2.00	1.24	1.12	1.05

 All figures are net of fees and reflect reinvested capital. Data from Inception Aug 2022 through Dec 2025

# Fee Structure – Full Alignment With Investors

*"We only win when our LPs win — and only after they've earned a meaningful absolute return."*

Fee Component	Tapasya Investment Fund I	Typical Long-Only Funds
Management Fee	0%	1.0–2.0% per annum
Performance Fee	20%	20% (often no hurdle)
Hurdle Rate	6% annualized (absolute return)	Rare or none
High Water Mark	Yes – investors never pay twice for same gains	Varies; not always present
Terms	1 year soft lock, Quarterly liquidity, 60 day notice.	N/A

## Rationale for 0% Management Fee

**"We believe investors should only pay for performance. By eliminating the management fee, we eliminate the incentive to gather AUM without delivering alpha."**

- Ensures capital efficiency
- Focuses the manager on **net outcomes**, not asset growth
- LP capital is deployed without **fixed cost drag**

# Experienced, Aligned, and Operationally Proven Team



*Pratik Kodial – Founder & Managing Partner*

Over 30 years of investing experience across cycles and sectors

- Former senior executive roles across Financial Services, Technology, Retail, and Consumer Goods
- Deep cross-functional understanding: capital allocation, business operations, analytics
- Personally committed capital alongside LPs
- Led high-conviction positions in Uber, Carvana, and Builder FirstSource with multi-bagger outcomes
- Core investment responsibilities: idea generation, portfolio construction, and capital deployment
- Personal portfolio CAGR has been ~27% for over 13 years



*Arun Kumar – Co-Founder & CTO*

25+ years of experience in enterprise technology, operations, and process optimization

- Held senior roles at United Health Group, CVS, and University of Minnesota
- Manages fund operations, cyber controls, service provider oversight
- Leads tech stack decisions and trading infrastructure for scale and compliance
- Ensures secure investor communication and NAV integrity



09

# APPENDIX

- Case Studies

# Uber – Unit Economics to Structural Profitability

## Thesis Overview:

We initiated a position in Uber based on a contrarian view that the market was overly focused on GAAP losses and underappreciating the company's shift toward structural profitability and dominant multi-modal mobility platform economics.

## Entry Point:

Entered during a period of negative sentiment driven by macro fears, driver shortages, and lingering skepticism around gig economy regulation (~2022–2023). Valuation implied no terminal value for key segments like Uber Eats or Freight, providing substantial margin of safety.

## Key Catalysts Identified:

- **Mobility rebound post-COVID:** Accelerating demand recovery globally.
- **Profitability inflection:** Strong contribution margins in core mobility + Eats unit margin improvement.
- **Operating leverage:** Fixed cost absorption from scaled global footprint.
- **Capital discipline:** Shift in tone from growth-at-all-costs to sustainable free cash flow generation.

## Results:

- **Position Return:** Over 2x within 18–24 months.
- **Drivers of Return:** Revenue growth, cost discipline, and multiple re-rating.
- **Risk Management:** Regular re-evaluation of regulatory headlines and monetization metrics; partial profit-taking on strength.

## Strategic Insight:

Uber exemplifies our willingness to buy misunderstood market leaders going through an inflection. Our edge was in understanding the underlying network effects and fixed cost leverage ahead of Wall Street consensus.

# Carvana – Deep Value in a Distressed Market Leader

## Thesis Overview:

We took a high-conviction position in Carvana during a period of extreme market pessimism. The company, though heavily penalized for overexpansion during the 2021 bull market, retained dominant infrastructure, brand, and technology in used car e-commerce. Our thesis focused on Carvana's ability to **survive, deleverage, and scale into operational profitability**—a contrarian bet at the time.

## Entry Point:

Entered in late 2022 to early 2023 when the stock had declined over 95% from its peak. At this point, the **equity value implied imminent bankruptcy**, yet the underlying asset base (reconditioning centers, logistics network, technology) remained materially undervalued. **The position size at entry was 2%**

## Key Catalysts Identified:

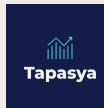
- **Liquidity extension:** Debt restructuring and new financing in 2023 removed immediate insolvency risk.
- **Fixed-cost absorption:** Improved unit volumes allowed meaningful leverage on SG&A and logistics costs.
- **Gross margin rebound:** Management optimized inventory turnover, enhancing gross profitability.
- **Short interest unwind:** High short interest created a technical setup for asymmetric upside on execution.

## Results:

- **Position Return:** >300% return over 12–18 months.
- **Drivers of Return:** Re-rating from distressed levels, improving fundamentals, short covering.
- **Risk Controls:** Strict position sizing due to binary risk; partial monetization as market normalized valuation.

## Strategic Insight:

Carvana demonstrates our willingness to **lean into volatility where intrinsic value is deeply mispriced**. We saw the gap between market fear and asset quality—backed by diligence in capital structure resilience, operating metrics, and turnaround feasibility.





# Builder FirstSource – Dominant Operator in a Fragmented Market With Structural Tailwinds

## Thesis Overview:

We identified Builder FirstSource as a high-ROIC consolidator in the building products and construction services industry—a sector undergoing margin expansion and digitization. Despite its dominant footprint post-merger with BMC, the stock traded at a **single-digit earnings multiple**, reflecting investor concern around cyclical exposure and housing downturns.

## Entry Point:

Initiated position in mid-2022 amid housing market concerns and interest rate fears. The market failed to recognize the long-term secular drivers behind BLDR's model—namely, supply chain efficiency, value-added services, and pricing power through vertical integration.

## Key Catalysts Identified:

- **Operating leverage:** Enhanced margins from scaled distribution and manufacturing network.
- **Resilient housing demand:** Underbuilt housing stock in U.S. supported medium-term volume stability.
- **M&A flywheel:** Ongoing accretive acquisitions created synergies and improved regional dominance.
- **Technology adoption:** Digital tools for builders and customers created differentiation and stickiness.

## Results:

- **Position Return:** Over 150% gain within 12–18 months.
- **Drivers of Return:** Multiple expansion, strong earnings growth, and market reappraisal of business model.
- **Risk Management:** Monitored input inflation and housing starts as key macro indicators; maintained trailing stop discipline to protect gains.

## Strategic Insight:

BLDR highlights our ability to identify **compounders masked by cyclicity**. By looking through temporary headwinds, we captured value before the Street re-rated the business as a platform—not just a commodity distributor.

