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Dustin Hunter, SunRift Capital Partners (www.sunriftcp.com)

 *(These notes are to the best of my recollection and trusty ink pen. Discrepancies are due to my error in understanding & transcribing.)*

**Seng Hock Tan, Aegis Portfolio Managers (Asia) – '(Tech investing) -Value Investing in Asia'**

*Seng is the Founder and CEO of Aegis.*

* Value investing in Aisa
	+ Horse (business model)
	+ Jockey (Entrepreneur)
	+ But first.... must look at the track (Asian environment)
		- *'Booby track'*
		- Possibility of cash and assets disappearing
	+ IBM - 'Lion Infrastructure' to ride Asian growth
		- 24% revenue growth in Asia
		- P/B = 11.7x
		- Recurring services 36% of Revenue
		- Software analytics 59% of Revenue
* Techs that BRK bought
	+ Verisk Analytics
	+ Intel
	+ DirecTV
	+ Liberty Media
* Mal Mart
	+ Sharing information back and forth with suppliers is critical to the model and success (must use IT)
* U.S. is homogeneous & more scalable
* Asia is heterogeneous & harder to scale
	+ China will have more e-shoppers than U.S. by 2015
	+ Asia has 4 of the 5 top 'app' crazed countries
	+ Chinnovation not equal to value creation
	+ Uses copycat models
* India much harder (not as well organized, many languages)
* Asia incentives 2010 (distorted)
	+ Carrot of easy money, property & stocks
	+ Neglect knowledge accumulation in core business
	+ Think Munger (incentives and opportunities)
* Governance critical
	+ Not only quant numbers in Asia, must look at more
	+ Knowledge of other business models as business is often diversified
	+ Hard to invest from afar because of the 'track'
	+ Law of the land - to collect a winning ticket
* Right People
	+ Follow company and management for a long time
	+ Only invest slowly
	+ Wait a long time for results
	+ Good opportunities with trust, horizon, and Mr. Market
* 'Lions'
	+ Ethical
	+ World class institution
	+ Leader/Entrepreneur
	+ Thirst for knowledge
* 'Hyenas'
	+ Just want to 'win the game'
	+ 'Survivors' - for themselves
* Q&A
	+ What about Buffett and Tech?
		- IT is recurring income
	+ Mistakes & lessons?
		- Getting management wrong, must be patient and slow