*Dave:* How’s everybody doing? Great, great. Just to remind you, this is the last session of The Editors. We have one video, *From a Distance*, from Brian Tycangco. These three guys—I’m not talking again. But I am, at 3:00 to 3:20, we’re gonna do a little flash pop up straight out the back of the door, out in the hallway, my 2018 Cabernet and my 2018 Merlot, if you’d like to taste it, help yourself. And let’s go.

 Let’s see, I don’t need to—are you?

*Male 1:* That’s the order of the slides.

*Dave:* Okay. So, our first speaker is Brett Eversole. I think you know Brett has worked with Steve Sjuggerud for a long time. He’s an actuarial accountant scientist, would be the technical term—knows numbers sideways and Sundays. I think the test, the actuarial test, is one of the hardest tests known to students of all kind, beyond MCATs, medical stuff—everything, even architectural. It’s a hard, hard thing to do.

 Anyway—super bright guy. He’s gonna present first, we’re gonna follow that with Kim Iskyan, and then Drew. So—take it away, Brett.

*Brett Eversole:* Alright. Thanks, Dave. So, yesterday, I spoke to this room and I talked about what I thought was the buying opportunity of the decade, but that buying opportunity of the decade is in something that most people don’t wanna think about buying. So, today, I’m gonna give that pitch again, but for anyone who was here yesterday, I’ve got a new stock that you can buy, so don’t worry about that.

 But I think it’s time to bet on Chinese technology stocks. And again, I think this is the buying opportunity of the decade in Chinese tech stocks. This sector has been just crushed with regulatory issues over the last year or so, and it’s crashed as a result down by about half. But the reality is, these are China’s biggest and most important companies, in many regards, and now we can buy them at the valuations that are the lowest on record, in many cases.

 So, how’d we get here? Just really quickly, again, this is a story about regulation coming from the Chinese government. It started last November when Beijing blocked Ant Group’s IPO. Ant is a spinoff of Alibaba. They did that, and then a month later, they announced that they were investigating Alibaba for monopoly-like practices. In April, they hit that company with a $2.8 billion fine, which was the largest on record for anti-trust issues. A few months later, in June of this year, Didi, which is kinda the Uber of China, a ride share app, went public in the U.S. The IPO went off without any problems, but then a couple of days later, the company’s app was banned from the Chinese app store. The thought is that it’s kind of a punitive measure because the regulators wanted to block the IPO but couldn’t because it was happening in the U.S.

 And then in July, things went from bad to worse when China banned for-profit education. The two main companies that trade here in the U.S. are down around 90 percent from their peaks this year. And what this has led to is a situation where investors around the world just basically hate the idea of owning Chinese stocks generally, and Chinese technology stocks specifically. The retail investors want nothing to do with China, and why would they? There are so many easier places to make money. And the institutional crowd also can’t afford the career risk of owning these stocks right now.

 So, yesterday, I spoke about Alibaba as one way to play it, which is China’s largest e-commerce company, and I believe one of my colleagues is gonna talk about that company as well in a moment.

 Another way to play it is Alibaba’s main competitor, that’s JD.com. So, JD is China’s second largest e-commerce company, but they're actually quite a bit different than Alibaba. Alibaba built its business around a marketplace that brought buyers and sellers together—in many cases, business to business, but also, business to consumer. What JD does is much more an Amazon like product. They have a fantastic logistics network and they control their own inventories. So, they control the products from start to finish, and they sell direct to consumer. What that means is, they offer a much better customer experience and a more consistent experience.

 So, again, they're China’s second largest e-commerce company and today, they trade near record low valuations, and the company’s growing at an incredible pace. So, here, you see JD trades or less than one-time sales, and outside of 2019, that’s about the lowest on record. When you look at book value, you see the same thing—the company’s trading near all-time lows. But the e-commerce story in China, in the meantime, is actually doing incredibly well. E-commerce sales are up 70 percent over the last five years, and they should grow another 60 to 70 percent through 2025. And we’ll also see an additional 250 million Chinese buying things online through 2025.

 So, this is already the world’s largest e-commerce market, but it’s got a lot of room to grow. JD’s gonna eat up a lot of that growth. Here, you can see the Bloomberg consensus estimates for both revenue and earnings. Revenue should grow around 20 percent per year for the next three years, and earnings re gonna grow close to 50 percent over that time. So, again, this is already a big, large—an important company. It’s over a $100,000,000,000.00 market cap, but it’s growing top line at 20 percent and bottom line at 50 percent.

 So, I think JD is an obvious winner in this setup. The company’s business hasn’t fundamentally changed. If anything, some of the regulatory changes that are going to affect Alibaba will improve JD’s chances, though I don’t think they're really gonna hurt Alibaba; I think both of those companies can win in a dramatic fashion in the coming years. But because of this regulatory issue and the overhang that’s happening in this sector, you can buy the company at around 30 percent below its recent high and at the lowest valuations on record.

 But again, we’ve got that huge growth setting up, and because of that, I think now is the time to take advantage of this, what I think is the buying opportunity of the decade in Chinese stocks, and JD is a great way to play it. Thank you. *[Applause]*

*Dave:* Thank you, Brett. Next up is Kim Iskyan. Some of you may know him from, he was in Singapore for us for a while. He actually moved to Ireland for a little bit and has just recently come back to the United States. I first met Kim at a steakhouse in Baltimore—a steakhouse that’s famous, actually, for inventing the crumber, I don't know if people have seen on fancy tables where they pick up with a silver tube, they wipe the crumbs up.

 At this steak restaurant, I’ll remember it forever, because very few times I have jealousy, and I started hearing the stories of where this guy had lived, what he’d done, how he thinks, what he studied. He spent time in Russia when stock markets were coming into the modern age. He—I don't know, historian and scholar. He’s raised some really cute kids. One time I was on a Zoom call with him and his kids are in the background and being very professional and they're young, barely teenagers.

 Anyway, it’s my honor to welcome you. He’s actually, if you’ve read *Retirement Millionaire* this year, we invited him to do a couple of the issues for us, the front half, because I love how he thinks about money and investing and empowering people. So—welcome, Kim Iskyan. *[Applause]*

*Kim Iskyan:* Thank you, Doc, that’s very kind of you.

 I’m gonna be speaking about Coupang, which is an e-commerce, an emerging e-commerce company in South Korea, and Coupang was founded in 2010 by a guy named Bom Kim, who immigrated to the United States when he was seven. And he went to Harvard, then dropped out of Harvard Business School to launch Coupang, which is the biggest e-commerce company in South Korea, it’s very similar to Amazon. It also has storefronts, so it’s kind of like Shopify in that way, so it is kind of a cross between JD, which Brett just spoke of.

 Coupang also, one of its key competitive advantages is that it owns and operates its own delivery and distribution system. So, it is able to move products out faster, and it’s able to control costs much more effectively. And Coupang is growing extremely fast, we have the data right there—forecast growth of 58 percent on the top line.

 Coupang delivers—well, if you order by midnight, you receive your product by 7 a.m. It has 100 fulfillment centers around the country, 70 percent of all Koreans live—50,000,000 South Koreans live within seven miles of a logistics center. And that is partly because the country is small and extremely densely populated. It’s only as big as Indiana, but in terms of the actual inhabitable territory, it’s about as big as Rhode Island. And what means is—well, if you’re an e-commerce company, it’s very easy to deliver to your customers. And also importantly, Korea is one of the most tech-savvy countries in the world, if not the most tech-savvy country in the world in terms of Internet penetration, in terms of smartphone usage. You go there, and everything is so slick and high tech, it really does make much of Europe and the United States feel antiquated by comparison.

 Now, the company went public in March, an IPO on the New York Stock Exchange, it raised $3.5 billion, and the shares are down about 44 percent, 45 percent since then. A couple reasons, there—first, it is still a relatively unknown name amongst investors, amongst institutions. It did have its IPO, but then it does, there is kind of a learning period where investors become familiar with a company, they see a few quarters of results. Another issue—lock up period expiration, some insiders sold. This is something that often happens with companies that go public, that contributed to pressure on the shares. And it sounds kind of funny, but investor concerns over what had been happening, what has been happening in the China tech sector may have infected, to some degree, the rest of Asia tech. It doesn’t make any sense, because if you have a company in the United States that’s under regulatory pressure, a company in Mexico doesn’t experience any of that pressure, and it’s obviously the same thing. But still, in terms of sentiment, in terms of fund managers who kind of lump all of Asia together, that may have been a factor.

 There are also a few short term, what I think are short term issues. There was a fire at one of the logistics centers, a fireman died in putting out the fire. The logistics center was destroyed, and the company got a whole lot of bad press over that. They have also had some bad press over how workers are treated, quite similar to Amazon in that sense. This will probably be just an ongoing buzz in the background, but shouldn’t really have any long-term effect on the company.

 And third, Coupang is growing very rapidly. Profitability is not really in sight. This doesn’t really matter. I don't know how many of you might remember when they're was a whole lot of concern about when Amazon would become profitable. This was a good 12, 10 years ago, and there was all this speculation—“Wow, Amazon isn’t making money. When are they ever actually going to have positive net income?” And the attitude of Amazon at the time was just to grow, to gobble up market share, to find the vertical that’s going to be the next big growth driver.

 And it seems that that’s what Coupang is doing right now, and they have $4,000,000,000.00 in cash on the balance sheet. They have SoftBank, which is one of the world’s biggest private equity investors, as a major investor. So, they can afford to take their time to get toward profitability. But in the meantime, for investors who are concerned about that, that is something that might weigh down on the share price.

 So, the opportunity here—first, as I just mentioned, the lock up period, that’s not going to be a major factor. These other issues are going to be a steady buzz in the background, they're not going to really affect the share price over the long-term. The company is growing extremely fast, and part of the driver there is customer retention. Now, this looks kind of funny, but a cohort is if—for example, the 2016 cohort, if you became a customer in 2016 and you spent, let’s say, $100.00. In year two of being a customer, you spent—I don't have my glasses on—$137.00. Year three, you spend more—whatever that number is, I can’t see it. Similarly, if you became a customer in 2018 and you spent $100.00, the next year, you spent that much more.

 Now, what’s interesting is that all the year twos—the year twos are rising. So, that means that for every group of customers that comes on, the following year of their customer-ship, so to speak, they are spending more. Now, for Amazon, when you see the chart of all these figures, it looks very similar to what happens with Amazon, and it is very dissimilar from what we see with a lot of other e-commerce companies—when you look at Wayfair, when you look at Etsy, when you look at a lot of other companies that operate in this space, you see that people are spending less as their period of being a customer extends. What that means is that the company has to go out and find new customers to find that growth and drive that growth. Now, with Coupang, that is not a problem. As we can see, people are spending more and more, so that’s an incredible growth driver.

 Now, in terms of valuations, as I mentioned, the company is not profitable when we look at enterprise value, which is market capitalization plus debt to revenue, that’s the way, one way to value a company when it’s not profitable. Coupang is the last line there. It is significantly cheaper than pretty much every company, except for JD, ironically. It’s significantly cheaper than Amazon, than Mercado Libre, than Alibaba. And you can see how Coupang’s multiple also decreases as a function of its anticipated growth.

 Now, I don’t have a slide for a few other thoughts, but the way that Coupang has been building its business is also very similar to Amazon in terms of the language they use, in terms of the strategy. Bom Kim, the CEO, speaks of planting “tiny seeds” within the company, which is what Amazon has done over time. They make small investments in ideas and they see what happens to them. And this is how Amazon has grown, how it’s been able to fuel growth. Coupang also speaks of itself as a technology company, not an e-commerce company, not an online store, but a technology company. And with that sort of frame of mind, which is similar to what Jeff Bezos has always cultivated at Amazon—well, for one thing, the multiples are much higher. For another thing, the potential growth is much higher than if you just see yourself as a place where you can sell other people’s things.

 And in terms of the overall—I’m sorry, investment strategy of the company, it is quite similar to how Amazon historically targeted its potential growth, targeted new sectors, targeted new ideas, how AWS evolved. And right now, Coupang’s revenues are roughly equal to what Amazon was doing in 2008. So, I think that in a lot of ways, Coupang is really positioned to grow similar to how Amazon did. It’s a different sort of market, it’s a different sort of opportunity, but I think the upside here is at least double over the next year and three to five times over the next three years—

*Dave:* Great.

*Kim Iskyan:* - for Coupang. Thank you.

*Dave:* Perfect. Thanks, Kim. Thank you. *[Applause]* Alright, so, this next guy, Drew McConnell—Drew’s one of these people that, when I come into the office, I like to come in early and I like to leave late. And I swear for probably three or four years, Drew would try to outdo me on all those metrics. And the thing is, he wasn’t at the coffee machine and area like I was, he was actually working.

 So, welcome, Drew. This is your first position, I think, to the Alliance Group as well, so I’m excited to—and I had not even looked to see what you’re presenting, so I’m excited as well. Welcome Drew McConnell, please. *[Applause]*

*Drew McConnell:* Thank you. Thank you, Doc. So, for those of you who don’t know me, my name is Drew McConnell, I am the Co-Editor of *Daily Wealth Trader* with Ben Morris, who just spoke before. And today, I wanna talk to you about a rare contrarian opportunity at a world dominator. But first, I’ve got a bone to pick with Brett on this panel. Because, you know, we’ve been preparing for this conference for weeks, trying to come up with our best ideas, and just a week ago, we were talking about throwing around ideas, and I said, “I wanna pitch Alibaba.” And he comes out and pitches it yesterday, the day before I make money, so you’re gonna notice that there’s some similarities here, but he laid the foundation for me.

 So, most of you are probably familiar with—

*Dave:* Alright, thanks, that’s a great presentation. Come on, let’s go to the next one. *[Laughter]*

*Drew McConnell:* *[Laughter]* I knew something was comin’.

 So, Alibaba is $460,000,000,000.00 company. A lot of people compare it to the Amazon of China. It’s one of the largest retailers in the world. It has about 1.2 billion annual active customers, and just to give you an idea, Amazon, when it last reported its Prime users, was about 200 million. So, it’s a massive user base, and it’s different from Amazon in that Alibaba is more of a marketplace. It’s just connecting buyers and sellers, and so, its main target audience is more importers and exporters and people that are buying in bulk and taking advantage of low prices. And Alibaba collects profits by collecting fees and commissions as volume is transacted on its site. So, it doesn’t have to have a huge logistics operation or warehouses, like Amazon does. So, it’s a very profitable and cash rich business model. Let me get to this next one. Oops, sorry, guys. There you go.

 So, some of its other business lines, Brett has covered this a little bit, but they own a big stake in Alipay or Ant Group, which owns Alipay. That’s the most popular mobile payments app in China. It’s got almost 700 million monthly active users. They’ve got a big cloud computing division, which is growing very quickly, and they're also making movies and music, you can see some of the titles there. And then they’ve got their Innovations Initiative, which is basically the catch-all for all their other investments.

 Right now, e-commerce is still the biggest part of their sales, it’s breakthrough 87 percent, but cloud computing is 8 percent, and that’s growing very quickly, and you can see this in their sales and their cash flows. This is why I’m very excited about the company.

 Alibaba is growing at an unbelievable rate. So, over the past 10 years, its sales are up about 3,300 percent, and its profits are up about 2,400 percent. So, that’s 49 percent annual sales growth and 45 percent free cash flow growth. I mean, that’s absolutely remarkable numbers for a firm of this size. And last year, its sales were up 45 percent and its free cash flow was up 44 percent. So, it’s not slowing down, the company is still growing incredibly quickly. If you look at the financials, Alibaba is in great shape. It’s got a ton of cash, it can pay off all its debts and still have 70,000,000,000 left over, and as Brett said, it’s at its cheapest valuation in history. So, right now, it’s trading at an EV to EBITDA of about 17, and since it became public, its average is 35. So, the stock would have to double in price just to return to its average valuation over that time period. So, in short—it’s cheap.

 The other reason that I think Alibaba is gonna do very well over the next few years is that it has a huge tailwind. E-commerce is in China growing about 27 percent per year, and right now, Amazon controls 47 percent of that market. So, as it grows, Amazon—or sorry, Alibaba is the direct beneficiary. And even if, let’s say, growth were to slow down to 20 percent per year, it’s still gonna have a huge benefit and a huge tailwind from that growth.

 I’m not gonna cover the tech crackdown because everyone’s been talking about that plenty, but obviously, the sentiment around Chinese tech stocks is terrible, and no one really wants to touch them. Investment managers don’t wanna go near ‘em. I think that creates the opportunity, and that’s why shares have been cut in half. You can see that they’ve bounced more recently, so it’s possible that they have put in a bottom, but there are some risks still, so I’m gonna recommend a little bit different way to trade this where you can cap your downside risk, but then still participate in the upside.

 So, how can you actually trade this? The easiest way to do it is to buy shares of Alibaba. You can buy them and hold then for the next couple years and I think that that is a very safe and good idea, you'll be very happy with your returns, but my more preferred way to do it would be to place a pro trade, which Ben just described to you, and I’d be happy to talk with any of you about this if you have any questions later. It’s a little bit more complicate, but basically, you’re gonna be placing a bull put spread and you can sell the 170 strike options and buy the 140 strike options for your protection on the downside. That caps your downside risk for this trade, and then you would buy a 250 call for the upside. And so, you get a net credit.

 Before I came out here, I checked, and right now, this trade was going for about an $0.80 credit. So, you don’t have to put out any money to actually put this trade on and you'll actually get a debit in your account when you place it. Your downside risk is about 3,000 bucks, which is the difference between the two put options strikes, so you know when you go into this trade, that is your potential loss.

 And that’s the reason why I like playing it this way, because let’s say you go out and buy $50,000.00 of Alibaba and tomorrow, it’s down 50 percent, you’re gonna lose 25K. But with this, you know exactly how much you can lose, even if it falls to zero. And where it gets exciting is that, on the upside, if you start to get a big rally—if sentiment shifts and Alibaba really start to take off, then you’re gonna make a lot more money than if you just buy shares outright. And you can see a couple of the scenarios there, which I don't think are that unreasonable, especially for Alibaba to climb back up to 300, I don't think that that’s out of the question at all. And this trade, it’s got about two years of life. These are the June, 2023 options, so it’s like 600 days of life. So, you’ve got plenty of time to let this work out, and whenever you’re trading options, you always wanna give yourself the gift of time, because you never know when things are gonna play out exactly and as long as you give yourself more time, you have much better odds of it working out.

 So, thank you very much. *[Applause]*

*Dave:* Thank you, Drew. Can we queue up the video from Brian Tycangco? COVID restrictions, all that stuff—Brian is, I think Sjugg discovered Brian over in the Far East. What’s that?

*Kim Iskyan:* I did.

*Dave:* Oh, you did. Oh, Kim did. See? That’s what I told you about Kim, he’s like The Secret, and I’m jealous. Anyway, can we queue this up, please?

*Brian Tycangco:* Good day, ladies and gentlemen. I hope you’re all enjoying the conference. My name is Brian Tycangco. Unfortunately, I’m unable to join you in person this year, but I’m not gonna let that stop me from sharing with you my \_\_\_\_\_\_\_\_ idea.

 Now, some of you may have already heard this Chinese phrase by now, “wei ji.” It’s a Chinese word or crisis that contains what describes both danger, wei, and opportunity, ji. In other words, in China, every crisis has a silver lining. And that lining is called opportunity.

 Right now, there’s a crisis going on in the biggest real estate market in the world, China. In fact, it’s the biggest crisis China’s had to face since Mao Zedong’s death almost half a century ago, and it basically throws the entire Chinese economy for more than a year.

 So, why is China having a real estate crisis? Well, 10 years ago, an enterprising young company called The Evergrande Group came up with the great idea of loading up on debt to finance its aggressive expansion. How aggressive? From just $8,000,000,000.00 in sales in 2010, Evergrande sold $93,000,000,000.00 worth of real estate in 2020. That turned it from one of the smallest developers in China to its second largest in terms of revenues as of 2020. At one time, it owned enough developed real estate to equal 1,730 One World Trade Center towers, and at the same time, its debt went from $6,000,000,000.00 to $132,000,000,000.00. Its total liabilities reached a whopping $300,000,000,000.00. To put that in perspective, AT&T, the most indebted U.S. company, has around $150,000,000,000.00 in debt. The only thing is, Evergrande has none of AT&T’s cash flow.

 So, this worked fine so long as the property market in China kept humming along, and interest rates were very low, and access to new debt was fairly easy.

 But there’s one thing Evergrande didn’t count on happening. This guy in the photo, Xi Jinping. He came along, and he didn’t like what Evergrande was doing. In fact, he didn’t like what a lot of Chinese real estate developers were doing. That is, bingeing on debt to finance construction of increasingly expensive homes that were now becoming out of reach for the 500,000,000 Chinese still living in rural areas. He went on record to state that homes should not be for speculation, but for living.

 So, earlier this year, Xi Jinping gave Chinese developers three red lines. Well, not exactly these three red lines, but he gave them three very specific debt thresholds that they could never cross. If they did, their ability to raise new debt would be substantially limited. Evergrande crossed all of them, and its inability to raise new debt to pay for maturing ones put it in default on several loans, sparking the current crisis in the Chinese real estate sector.

 Now, where is the opportunity in all of this, you might ask? Does it mean I should scoop up Chinese real estate companies on the cheap? Well, in a while, I’ll explain to you why that’s the last thing you should be doing.

 But take a look at this chart. It shows the Chinese real estate prices over the past 15 years. Except or a short dip in 2015, property has generally been a very terrific investment, even more so if you bought a home in a tier 1 city like Beijing, Guangzhou, or Shenzhen. Now, take a look at this second chart. It shows the U.S. housing market where you often get five or more years of weak property prices following a boom.

 Now, let me ask you a question—which of these two property markets would you be more comfortable putting 80 percent of your wealth in? I’d hazard a guess it would be the first one, and indeed, that’s what the Chinese have been doing. They have 80 percent of their wealth in real estate compared with just 30 percent for the average American. Only 13 percent of Chinese invest in the stock market, compared with 55 percent for Americans. Now, that’s because, for the best part of the last 30 years, the Chinese have always been made to believe they will always make money in real estate, and that’s why they buy up $2.3 trillion of it every single year.

 But the Evergrande crisis is a game changer. Not only is Xi Jinping looking to stop developers from borrowing money to keep property prices from going up, he’s also expanding a pilot property tax on second homes and empty homes, and there are 65,000,000 of them in China.

 The next chart shows us what can happen. It’s the property price index of Shanghai, where a pilot tax was launched in 2011, after prices tripled in a year. So, Xi Jinping actually knows taxes work to rein in prices. He also tasked the government to compete with private developers by boosting the amount of affordable public housing in the coming years. What this means is that we will see a flat Chinese property market and flat property prices for the next 5 to 10 years, and it’s already starting to happen. Housing prices in 70 major Chinese cities dropped 0.1 percent in September from a year ago. That’s the first yearly drop since May of 2015. If just 20 percent of the money going to Chinese real estate each year is pulled out, it will mean up to $2,000,000,000,000.00 will be invested somewhere else to grow Chinese wealth.

 The last time I saw a similar situation was in the U.S. during the 1990s. See, at the start of 1990, only 12 percent of American household wealth was invested in the stock market. But a decade-long slump in the U.S. real estate market and the introduction of the first ETF in 1993 changed all of that. By the end of the decade, the share of U.S. household wealth invested in the stock market tripled.

 Now, we have no idea exactly which stocks Chinese savers are going to put their money into next. They may invest in bonds. It’s anyone’s guess, really. But what we do know is that Xi Jinping is going to keep his foot on the brakes when it comes to real estate prices in the foreseeable future. That means wealthy Chinese individuals will be looking to wealth managers to help them find better opportunities to sustain the returns they’ve enjoyed in the real estate.

 Now, I’m talking about high net worth individuals, people with over ¥10,000,000.00 or more than $1.5 million in investable assets, the same people who own one, two, three, or even five homes in China. And there are a lot of them. Just take a look at this chart. Over the past 10 years, the high net worth individual population of China increased fivefold to 2.6 million, and by 2025, it’s projected to double to 5 million. At the same time, the total assets under management in China is expected to nearly double to $30,000,000,000,000.00. No wonder these U.S. asset managers and investment banks are making a beeline for China.

 But one company has already beaten them to the punch. That’s Noah Holdings. It’s a leading funds of funds company that’s been doing business in China since 2005. They're a one stop shop advisory service for high net worth individuals in China, helping the invest in a broad range of products. That includes private equity, listed equities, and mutual funds. As of June, 2021, they had nearly 400,000 registered clients and over $24,000,000,000.00 in assets under management. That makes them one of the biggest wealth managers in the country, and they also have a terrific track record. They’ve invested their clients’ money in over 120 unlisted companies in China that reached valuations of more than $1,000,000,000.00, including now listed behemoths, Meituan Dianping and video streaming iQiyi.

This year, they’ve been voted best wealth management firm in China by *Asiamoney*, among others. And that gives them a lot of credibility among China’s growing high net worth individual population. Operationally, they run an incredible show, as you can see from the table. A little more than half of the revenues are recurring in nature, while they’ve been free cash flow positive every year for the past decade. But this company is one of the diamonds in the rough in China’s booming wealth management market at less than 10 times forward PE. It’s an undervalued growth play that could grow 100 percent to 150 percent in the next 18 months. It trades in the New York Stock Exchange under the ticker symbol NOAH.

So, that concludes my presentation, an idea that I believe will be one of the biggest stories in the next five years as China’s real estate crisis changes the way Chinese investors behave. And you don’t need to find a stock other Chinese will want to buy. All you need to do is find the company that will help them grow their wealth. Noah Holdings is a company that will help us do this, and it’s a great time to buy shares right now.

Again, I’m Brian Tycangco. I hope to see you all in person next year.

*Dave:* Alright. *[Applause]*

*[End of Audio]*