



## Quarterly update for period ending 30 September 2018

### Fund activity

During the quarter, the Fund made a second capital call of \$0.32 per partly paid unit. Accordingly, \$0.64 (or 40.0%) of the \$1.60 issue price for each Fund unit has now been called from investors.

US Select IV, the limited partnership through which the Fund makes investments in specialist fund managers and privately held companies, committed capital to three new underlying fund managers during the September quarter. With these commitments, the LP is now 69% committed.

**Gainline Equity Fund I** The LP has committed US\$10.0 million to Gainline. Gainline is a private equity firm focused primarily on the lower middle market as a value-oriented control investor seeking to acquire fundamentally sound businesses at attractive multiples. Gainline focuses on companies that would benefit from the firm's expertise and hands-on approach to driving value.

**Quad Partners I** The LP has committed US\$7.5 million to Quad Partners. Quad Partners is a private equity firm that was formed more than 18 years ago to focus on investing in and building education companies. Quad focuses on schools and tech-enabled products and services across the spectrum, including preschool, K-12, higher education and adult education.

**Nosara Capital Fund I, L.P. (Nosara)** The LP has committed US\$10.0 million to Nosara. Nosara is a London and New York-based early growth equity manager. Nosara focuses on early growth-stage digital marketplace businesses that are at an inflection point, using its data-driven and hands-on approach to professionalise businesses and assist in further scaling operations. US Direct II also invested in Nosara Capital Management, the investment manager of Nosara Capital Fund I, L.P.

### Underlying Fund Activity

**US Select Direct Private Equity II** US Select Direct Private Equity II invested in five privately held US companies during the quarter:

- Jet Linx. Based in Omaha, Nebraska, Jet Linx operates a private jet card membership program and the third largest managed fleet of private aircraft in the United States. <https://www.jetlinx.com/>
- Integrated Energy Services ("iES"). iES is a technology enabled provider of demand response solutions for more than 160 commercial office buildings.
- Next Level. A designer and provider of branded activewear to the fashion basics segment of the US Wholesale Wearables Promotional Product industry, Next Level was founded as a traditional wholesale basics supplier before creating the category of fashion basics in 2009 after it successfully identified a shift in demand from low-cost commoditised products. <https://www.nextlevelapparel.com/>
- SpinCar. Founded in 2011, SpinCar provides software products for digital retailing and merchandising and digital marketing services for traditional auto dealerships. <https://spincar.com/>
- Nosara Capital Management LLC. Nosara Capital Management is the company responsible for the investment management of Nosara Capital Fund I, L.P., a fund that focuses on early growth-stage digital marketplace businesses.

### Fund facts

KEY FUND DETAILS	
Inception	April 2018
Sector	Unlisted investment trust
Currency	AUD (unhedged)
NTA	\$0.59 <sup>1</sup>
Net asset value	\$69.6 million
Units outstanding	117.9 million
Number of managers	7
ONGOING FEES	
Investment Manager fee	1.00% pa <sup>2</sup>
Administration & Responsible Entity fee	0.33% pa <sup>2</sup>
Performance fee	10% with hurdle rate of 8% pa

For more information on fees and costs associated with the product, please refer to Section 7 of the PDS dated 13 March 2018.

Notes:

<sup>1</sup> Partly paid units (each a Unit) in the Fund were issued at \$1.60. As at 30 September 2018, the Responsible Entity has called \$0.64 (or 40.0%) of the issue price.

<sup>2</sup> Administration and Responsible Entity fee pre-GST. No GST is applicable to Investment Manager fee.

### Key investment team members



**Jonathan  
Cordish**

Chairman of the  
Advisory Board



**Jonathan  
Sinex**

Managing Director,  
Cordish Private  
Ventures



**Whitney  
Voûte**

Principal, Cordish  
Dixon Private Equity  
Partners



## About the Fund

The Cordish Dixon Private Equity Fund IV is an unlisted private equity fund focused on US small-cap private equity funds and direct company investments. The Fund is a joint venture between, and managed by, the private investment arm of the Cordish family of Baltimore, Maryland, and Walsh & Company.

This venture is anchored in the belief that smaller and nimbler private equity funds materially outperform larger private equity funds. The Fund series was formed to provide investors with a platform to invest in a portfolio of high-quality small to mid-market private equity funds and companies – a strategy that is typically beyond the reach of all but the largest endowment funds and family offices.

The Fund series also provides investors with the opportunity to benefit from the Cordish Family Office's experience and network in investing in specialist small to mid-market private equity funds and direct equity investments in the US, as well as to invest side-by-side and on equal terms with the Cordish Family in these compelling opportunities.

## Investment objectives

The General Partner (**GP**) and Investment Manager will seek to meet the Fund's aim of providing Unitholders with:

- exposure to a portfolio of investments in small and mid-market private investment funds and privately held companies predominantly focused in the US; and
- capital growth over a five to ten-year investment horizon.

## Risks

Like all investments, an investment in the Fund carries risks which may result in the loss of income or principal invested. In addition to the general risks of investing, specific risks associated with investing in the Fund include, but are not limited to, private investments risk, illiquidity risk and foreign exchange risk. For further information about the risks of investing in the product, please see Section 6 of the Product Disclosure Statement dated 13 March 2018.

## Important information

This Quarterly Update (**Update**) has been prepared by Walsh & Company Investments Limited as Responsible Entity (ACN 152 367 649, AFSL 410 443) of Cordish Dixon Private Equity Fund IV (**Fund**). An investment in the Fund is subject to various risks, many of which are beyond the control of the Investment Manager and the Fund. The past performance of the Fund is not a guarantee of the future performance of the Fund. This Update contains statements, opinions, projections, forecasts and other material (**forward looking statements**), based on various assumptions. Those assumptions may or may not prove to be correct. None of the Responsible Entity and the Fund, their officers, employees, agents, analysts nor any other person named in this Update makes any representation as to the accuracy or likelihood of fulfilment of the forward-looking statements or any of the assumptions upon which they are based. This Update may contain general advice. Any general advice provided has been prepared without taking into account your objectives, financial situation or needs. Before acting on the advice, you should consider the appropriateness of the advice with regard to your objectives, financial situation and needs, and consider obtaining advice from a financial advisor. You should obtain a copy of the relevant PDS or offer document before making any decisions to purchase the product.

### Fund contacts

**Adam Coughlan** - Head of Distribution  
**T:** (02) 8662 9792  
**E:** adam.coughlan@walshandco.com.au

### QLD/WA

**Emmanuel Vergara** - Key Account Manager  
**T:** (07) 3565 9305  
**E:** emmanuel.vergara@walshandco.com.au

### VIC/TAS/SA

**Charlie Wapshott** - Key Account Manager  
**T:** (03) 9411 4066  
**E:** charlie.wapshott@walshandco.com.au

### NSW

**Reuban Siva** - Business Development Manager  
**T:** (02) 8662 9790  
**E:** reuban.siva@walshandco.com.au

## About Walsh & Company

Walsh & Company is a multibillion-dollar global funds management firm founded in 2007, with assets under management across global equities, residential and commercial property, private equity, fixed income, and sustainable and social investments.

It provides access to unique investment strategies not readily accessible to investors and focuses on building high-quality, diversified portfolios.

Walsh & Company Investments Limited is the Responsible Entity of the Fund and is a wholly owned subsidiary of the Evans Dixon Group.