

## **Finding the Right Investment Partner**

### **Building More Than a Company**

Every company seeks investment.

Not every company seeks the same kind of investor.

At Ashby Navis & Tennyson, we believe the relationship between founders and investors is one of the most important decisions either side will make.

Capital helps companies grow.

The right partnership helps them endure.

For more than a decade, we have built this company one capability at a time, publishing, software development, cloud infrastructure, artificial intelligence, and interactive media. Each experience contributed another piece of the foundation we are building today.

Because of that journey, we are looking for investment partners who understand that enduring companies are rarely built overnight.

We are not simply looking for people who believe in our products.

We are looking for people who believe in the vision those products represent.

### **We Believe Platforms Create Lasting Value**

One sentence has guided much of our thinking over the past several years:

**Great products solve today's problems. Great platforms make tomorrow's products possible.**

Our Interactive Literary Business Card is an example of that philosophy.

It is our first commercial application, not our final destination.

Behind it is an identity platform designed to support education, publishing, customer service, museums, healthcare, enterprise knowledge systems, and future applications we have not yet imagined.

We are seeking investment partners who recognize platforms rather than products because we believe lasting value is created by building foundations, not simply features.

### **We Value Long-Term Thinking**

Ashby Navis & Tennyson has never been built around short-term opportunities or rapid exits.

Instead, we have spent more than a decade assembling the technical capabilities, publishing expertise, and operational experience that now allow us to build an entirely new category of AI identity infrastructure.

Innovation rarely happens all at once.

More often, it emerges from years of steady preparation.

We appreciate investors who recognize the value of patient, disciplined growth and who understand that enduring companies are built one thoughtful decision at a time.

### **We Welcome Curiosity**

Artificial intelligence is evolving quickly.

Many of its most important opportunities have yet to be fully defined.

Our company exists at the intersection of publishing, software engineering, cloud infrastructure, artificial intelligence, and digital identity.

That combination may not fit neatly into traditional investment categories.

We are comfortable with that.

The most significant technological shifts often create entirely new categories before they become widely recognized.

We value investors who enjoy exploring those possibilities with us.

### **We Believe Trust Is a Competitive Advantage**

Technology alone does not create lasting relationships.

People do.

Our platform is designed to help organizations create AI experiences that are recognizable, trustworthy, and consistent over time.

That same philosophy guides the way we hope to build relationships with our investment partners.

We value openness, thoughtful discussion, shared learning, and a willingness to solve difficult problems together.

The strongest partnerships are built on more than financial returns.

They are built on mutual confidence and shared purpose.

## **Looking Beyond Today's Opportunity**

Artificial intelligence will continue to evolve.

Language models will improve.

New applications will emerge.

Markets will change.

We believe one principle will remain constant:

Organizations will always benefit from being recognized, remembered, and trusted.

Identity is what makes those relationships possible.

Our goal is to provide the infrastructure that allows organizations to carry that identity confidently into the next generation of AI.

## **Looking Forward Together**

Every investment begins with a conversation.

Over time, that conversation becomes a relationship.

And with the right partners, that relationship becomes the foundation for building something that neither side could have created alone.

We believe the next generation of artificial intelligence will be defined not simply by intelligence, but by identity.

If you share that vision, we will welcome the opportunity to build that future together.

## **Ashby Navis & Tennyson**

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