Baillieu Holst
Since 1889

Listed Investment Companies (LICs)

SECTOR REPORT

March 2017 Performance Review and Update

- **Top picks:** Our top picks refer to preferred exposures within each sector based on numerous quantitative and qualitative factors. They should not be treated as official stock recommendations but merely as a guide to where we would apportion funds at this particular point in time. Our monthly report will provide our updated views. The table on page 3 provides an update of the overall sector, as of 27 April 2017, with our estimated current NTAs derived from our model portfolios for the LICs.
- **Large capitalisation:** On an absolute and relative to historical averages basis, the current discount to NTA for a majority of large cap LICs provides attractive entry points for investors, in our view. Historically, the average trading level during the months following the interim dividend payment has been at an increased discount to yearly average trading levels. Currently, the enlarged discount to NTA (see pg.3) is a result of TSR underperformance over the rolling 12 month period, in our view. On average, TSR has lagged NTA growth by 7.8% over the same period. At current levels, we see potential upside risk for any reversion back towards more normalised trading levels. Australian Foundation Investment Co. (AFI) and Milton Corporation (MLT) are currently trading at estimated discounts to NTA of 3.7% and 5.1% respectively and are top picks. These discounts compare to one-year historical averages of 1.1% and -1.3% respectively. Diversified United Investments (DUI) is our top value pick, trading at an estimated 7.3% discount to NTA.
- **Mid-capitalisation:** A number of LICs that have historically traded at significant premiums to NTA (>10.0%) have recently seen substantial premium to NTA de-ratings. Whilst the mid-cap space has the highest concentration of these LICs, the recent de-rating trend has not been limited to the mid-cap space (see DJW, PMC). CY-to-date, Mirrabooka (MIR) and Australian Leaders Fund (ALF) are down 12.8% and 11.5% respectively. Despite this de-rating we remain cautious on those LICs trading at a premium to NTA and reaffirm our preference towards those LICs that are trading at a discount to NTA. Our current top picks include WAM Leaders (WLE), trading at an estimated 5.9% discount to NTA, and Wealth Defender Equities (WDE), trading at an estimated 15.6% discount to NTA. The key determinants that negatively impacted WDE's performance in CY16 were one off in nature (US election, Brexit) and the current discount to NTA (15.6%) offers a significant value opportunity for investors, in our view.
- **Small/Micro capitalisation:** Following its peak during mid-February 2017, the downwards trend of the ASX Small Resources Accumulation Index (XSRAI) has been reflected in those LICs with significant small cap resources exposure. These include OzGrowth (51.0%), Westoz (39.0%), Contango Mircocap (30.1%) and Acorn Capital (~17.0%). More broadly, the small cap space has underperformed other major indices such as the All Ords Accumulation Index (XAOAI) and the S&P/ASX Mid-Cap Index (XMDAI) on both a monthly and CYTD basis. Industrial focused LICs such as NAOS Emerging Opportunities (NCC) and Forager Australian Shares Funds (FOR), both trading at premiums to NTA, have been top performers. Our top picks include Contango Microcap (CTN), trading at an estimated 7.9% discount to NTA, and Acorn Capital (ACQ), trading at an estimated 5.8% discount to NTA.
- **International:** Fluctuating currency movements, namely the Australian Dollar (AUD) against the USD, coupled with geo-political risk, continues to influence monthly NTA updates from our international LICs. Geographically, PM Capital Global Opportunities Fund (PGF) and Templeton Global Growth Fund (TGG) have the greater broad global exposure with European exposure of 38.4% and 37.0% respectively and US exposure of 54.7% and 36.4% respectively. PGF remains a top pick, trading at an estimated 9.9% discount to NTA. We continue to see value in MFF Capital Investments (MFF), trading at estimated 21.4% discount to NTA. Post the US election result, the underlying NTA is up 21.0%, whilst the TSR has increased 11.2%. In our view, the upcoming expiry of outstanding options (October 2017) may be the catalyst for a discount to NTA re-rating.
- **Specialty:** Top pick Blue Sky Alternative Access Fund (BAF) recorded a material uplift for its Student Accommodation Fund II (up 11.5%) as the project reached completion. BAF has flagged seven potential exits for CY17 with initial exit distributions paid to BAF in March. Given the limited monthly news flow of BAF's underlying investments, realised exits will be a key catalyst for BAF, in our view.

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Disclosure: The author owns no shares in any of the mentioned companies.

Disclosure: *Baillieu Holst Ltd has acted in a corporate advisory role for WLE and earned fees in relation to that activity in the past 12 months.*

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NTA Performance calculation methodology

**NTA performance is calculated on pre-tax NTA basis which refers to net tangible assets after tax paid but before tax on unrealised gains as well as cash dividends paid during the relevant period. *TSR performance figures from Bloomberg and calculated with re-invested dividends. *Active return refers to TSR relative to that of the comparative index.

Disclaimer: LIC performance measurements reflect performance after all operating expenses and taxation. Using index benchmarks often understates performance as the indices used are before all operating expenses and tax. Total Shareholder Returns are often negatively impacted by capital events such as options, DRPs, Share Purchase Plans and placements. Dividend yields contained within are historical and are not an indication of future dividend payments.

Updated Sector Snapshot

BAILLIEU HOLST - EQUITY RESEARCH
Listed Investment Companies Coverage by Sector

Figures as at: 27 April 2017

Large Capitalisation	Code	Share Price	Market Cap. ($m)	Dividend (cents)	Dividend Yield	Grossed Up Yield	TSR since April 1	Current Est. NTA	Current Estimated Disc/Prem	March NTA	March Disc/Prem	1 Yr Ave Disc/Prem	3 Yr Ave Disc/Prem	MER
Australian Foundat.	**AFI**	5.81	6833.0	24.0	4.1%	5.9%	**0.9%**	6.03	**-3.7%**	5.97	-3.5%	1.1%	2.8%	0.13%
Argo Investments	**ARG**	7.58	5255.4	30.5	4.0%	5.7%	**0.5%**	7.91	**-4.2%**	7.84	-3.8%	0.4%	3.3%	0.17%
Australian United In	**AUI**	8.15	1008.2	34.0	4.2%	6.0%	**4.2%**	8.81	**-7.5%**	8.69	-10.0%	-7.0%	-5.7%	0.10%
BKI Investment Ltd	**BKI**	1.61	971.1	7.3	4.5%	6.5%	**0.3%**	1.65	**-2.9%**	1.65	-3.0%	2.0%	1.6%	0.14%
Djerriwarrh	**DJW**	3.63	796.2	24.0	6.6%	9.4%	**-1.6%**	3.36	**8.1%**	3.28	12.5%	20.9%	25.9%	0.46%
Diversified United	**DUI**	3.81	795.2	14.0	3.7%	5.2%	**4.4%**	4.11	**-7.3%**	4.03	-9.4%	-7.3%	-6.4%	0.13%
Milton Corporation	**MLT**	4.45	2901.2	18.6	4.2%	6.0%	**0.9%**	4.69	**-5.1%**	4.64	-5.0%	-1.3%	1.1%	0.12%

Mid Capitalisation	Code	Share Price	Market Cap. ($m)	Dividend (cents)	Dividend Yield	Grossed Up Yield	TSR since April 1	Current Est. NTA	Current Estimated Disc/Prem	March NTA	March Disc/Prem	1 Yr Ave Disc/Prem	3 Yr Ave Disc/Prem	MER
Australian Leaders	**ALF**	1.24	337.9	9.0	7.3%	10.4%	**-3.9%**	n.a	**n.a**	1.29	0.0%	9.1%	8.1%	1.00%
Aberdeen Leaders	**ALR**	1.16	69.3	5.0	4.3%	6.2%	**0.4%**	1.32	**-11.9%**	1.31	-11.1%	-9.8%	-6.5%	0.75%
AMCIL Limited	**AMH**	0.91	233.5	3.5	3.9%	5.5%	**0.0%**	0.94	**-4.1%**	0.94	-3.7%	1.3%	-0.6%	0.65%
Cadence Capital	**CDM**	1.23	334.5	8.0	6.5%	9.3%	**-2.7%**	1.16	**6.2%**	1.18	11.0%	10.5%	7.3%	1.00%
Contango Inc Gen Ltd	**CIE**	0.97	78.3	6.5	6.7%	9.6%	**-0.5%**	1.04	**-7.6%**	1.03	-5.9%	-4.8%	-3.4%	0.95%
Carlton Investments	**CIN**	32.00	847.2	123.0	3.8%	5.5%	**0.5%**	37.23	**-14.1%**	36.85	-13.6%	-12.7%	-11.3%	0.09%
Future Gen Ltd	**FGX**	1.13	395.1	4.1	3.6%	5.2%	**-1.2%**	n.a	**n.a**	1.17	0.0%	-1.0%	-1.4%	0.00%
Mirrabooka Invest.	**MIR**	2.56	401.0	15.0	5.9%	8.4%	**-5.2%**	2.35	**9.0%**	2.34	15.4%	19.1%	14.7%	0.65%
Perpetual Equity Ltd	**PIC**	1.01	255.9	4.2	4.2%	5.9%	**-1.0%**	1.12	**-9.4%**	1.10	-7.1%	-8.5%	-6.0%	1.00%
Qv Equities Limited	**QVE**	1.25	342.5	3.8	3.1%	4.4%	**0.4%**	1.19	**4.6%**	1.18	4.7%	2.8%	0.6%	0.90%
WAM Capital Limited	**WAM**	2.40	1471.5	14.8	6.1%	8.8%	**-3.0%**	n.a	**n.a**	1.98	28.6%	17.8%	11.8%	1.00%
WAM Leaders Limited	**WLE**	1.12	459.0	1.0	0.9%	1.3%	**-0.9%**	1.19	**-5.9%**	1.18	-3.0%	1.1%	na	1.00%
Wealth Def Equ Ltd	**WDE**	0.80	100.4	2.0	2.5%	3.6%	**2.6%**	0.94	**-15.6%**	0.93	-17.1%	-12.0%	-7.9%	1.25%
Whitefield Ltd	**WHF**	4.54	380.5	17.0	3.7%	5.3%	**1.3%**	5.14	**-11.7%**	5.08	-11.8%	-9.5%	-7.4%	0.25%

Small Capitalisation	Code	Share Price	Market Cap. ($m)	Dividend (cents)	Dividend Yield	Grossed Up Yield	TSR since April 1	Current Est. NTA	Current Estimated Disc/Prem	March NTA	March Disc/Prem	1 Yr Ave Disc/Prem	3 Yr Ave Disc/Prem	MER
Acorn Cap Inv Fund	**ACQ**	0.99	48.8	3.3	3.3%	3.9%	**0.0%**	1.08	**-7.9%**	1.11	-11.2%	-14.4%	-14.7%	0.95%
Barrack St Invest	**BST**	0.88	16.1	2.5	2.8%	3.3%	**2.9%**	1.04	**-15.5%**	1.02	-16.3%	-15.3%	-14.4%	1.00%
Contango Microcap	**CTN**	0.98	165.1	6.4	6.5%	7.7%	**-1.5%**	1.04	**-5.8%**	1.07	-6.8%	-9.2%	-9.4%	1.25%
Forager Aust. Shares	**FOR**	1.99	174.4	n.a	n.a	n.a	**1.0%**	1.81	**9.9%**	1.77	n.a	na	na	1.00%
Glennon SML Co Ltd	**GC1**	0.95	44.6	4.0	4.2%	5.0%	**1.1%**	0.99	**-4.5%**	1.00	-5.0%	-6.3%	-5.4%	1.00%
Naos Emerg Opp	**NCC**	1.49	70.7	7.0	4.7%	6.7%	**7.5%**	n.a	**n.a**	1.36	4.4%	-7.8%	-9.6%	1.25%
Ozgrowth Limited	**OZG**	0.17	59.0	0.5	3.0%	4.3%	**-2.9%**	0.21	**-21.9%**	0.22	-22.0%	-20.0%	-15.2%	1.00%
WAM Research Ltd	**WAX**	1.50	275.7	8.8	5.9%	8.4%	**-3.3%**	n.a	**n.a**	1.26	26.2%	18.7%	10.9%	1.00%
Westoz Inv Ltd	**WIC**	0.94	120.7	6.0	6.4%	9.2%	**-5.1%**	1.11	**-15.4%**	1.15	-14.3%	-13.9%	-10.3%	1.00%
8Ip Emerg Co Ltd	**8EC**	0.98	40.2	1.0	1.0%	1.5%	**-3.9%**	1.11	**-11.8%**	1.12	-9.1%	-11.9%	-10.5%	1.25%

International	Code	Share Price	Market Cap. ($m)	Dividend (cents)	Dividend Yield	Grossed Up Yield	TSR since April 1	Current Est. NTA	Current Estimated Disc/Prem	March NTA	March Disc/Prem	1 Yr Ave Disc/Prem	3 Yr Ave Disc/Prem	MER
Argo Global Ltd	**ALI**	1.79	257.0	3.5	2.0%	2.0%	**3.5%**	2.04	**-12.3%**	2.00	-13.5%	-9.7%	-8.1%	1.25%
Ellerston Asian	**EAI**	0.88	101.9	n.a	n.a	n.a	**0.0%**	1.03	**-14.2%**	1.00	-11.6%	-12.4%	-8.9%	0.75%
Ellerston Global Inv	**EGI**	0.96	72.8	2.0	2.1%	3.0%	**0.0%**	1.16	**-17.3%**	1.11	-13.2%	-11.6%	-4.1%	0.75%
Future Glb Invest Co	**FGG**	1.05	291.0	1.0	1.0%	1.4%	**-0.9%**	n.a	**n.a**	1.11	-4.6%	-0.3%	1.7%	0.00%
Global Value Fnd Ltd	**GVF**	1.08	130.7	6.2	5.7%	8.1%	**-0.8%**	1.14	**-5.3%**	1.11	1.3%	-1.6%	-4.9%	1.50%
Hunter Hall Global	**HHV**	1.15	279.6	7.0	6.1%	8.7%	**-3.8%**	1.29	**-11.4%**	1.29	-4.9%	-6.2%	-9.8%	1.50%
MFF Capital Invest.	**MFF**	1.88	896.4	3.0	1.6%	2.3%	**2.5%**	2.39	**-21.4%**	2.28	-19.6%	-10.9%	-7.7%	1.25%
Pm Capital Asian Ops	**PAF**	0.99	55.3	4.5	4.5%	6.5%	**-2.0%**	1.10	**-10.0%**	1.08	-6.2%	-9.9%	-10.2%	1.00%
Platinum Asia Ltd	**PAI**	1.00	293.9	n.a	n.a	n.a	**-1.0%**	1.10	**-9.1%**	1.06	-4.3%	-3.5%	-0.7%	1.10%
Pm Capital Fund	**PGF**	1.03	358.1	3.1	3.0%	4.3%	**3.5%**	1.14	**-9.9%**	1.13	-12.2%	-12.5%	-10.1%	1.00%
Platinum Capital Ltd	**PMC**	1.57	444.1	8.0	5.1%	7.3%	**4.7%**	1.62	**-3.6%**	1.55	-3.5%	5.9%	9.2%	1.10%
Templeton Global	**TGG**	1.33	303.9	4.5	3.4%	4.9%	**2.3%**	1.52	**-12.9%**	1.44	-10.1%	-11.2%	-9.0%	1.20%

Specialist	Code	Share Price	Market Cap. ($m)	Dividend (cents)	Dividend Yield	Grossed Up Yield	TSR since April 1	Current Est. NTA	Current Estimated Disc/Prem	March NTA	March Disc/Prem	1 Yr Ave Disc/Prem	3 Yr Ave Disc/Prem	MER
Blue Sky Alt Access	**BAF**	1.15	196.8	6.0	5.2%	7.4%	**0.0%**	1.08	**6.3%**	1.08	6.3%	4.4%	0.6%	1.20%
Bailador Tech Inv	**BTI**	0.94	113.0	n.a	n.a	n.a	**-4.6%**	1.16	**-19.0%**	1.16	-15.1%	-7.6%	-13.9%	1.75%
Lion Selection Grp	**LSX**	0.41	43.8	n.a	n.a	n.a	**9.3%**	n.a	**n.a**	0.41	-8.5%	-12.3%	-28.0%	1.50%
Monash Absolute	**MA1**	0.81	42.2	n.a	n.a	n.a	**-1.8%**	n.a	**n.a**	0.89	-7.9%	-3.2%	na	1.50%
Sandon Capital Ltd	**SNC**	1.05	46.3	3.0	2.9%	4.1%	**-2.3%**	n.a	**n.a**	1.02	4.6%	-8.1%	-7.0%	1.25%
Thorney Opp Ltd	**TOP**	0.69	117.1	1.2	1.7%	2.5%	**1.5%**	n.a	**n.a**	0.73	-7.2%	-6.4%	-6.1%	0.75%
WAM Active Limited	**WAA**	1.11	40.7	2.5	2.3%	3.2%	**-2.2%**	n.a	**n.a**	1.06	6.7%	4.2%	4.9%	1.00%
Watermark Fund Ltd	**WMK**	1.00	87.1	6.0	6.0%	8.6%	**-2.5%**	n.a	**n.a**	1.03	2.4%	0.3%	-4.3%	1.00%

Source: Iress, Bloomberg, Company reports, Baillieu Holst estimates

LIC Basics

What is a LIC?

- A LIC has characteristics of both managed funds and stock exchange-listed companies.
- Essentially a LIC is a company that invests in other companies, with the purpose of giving its shareholders exposure to a variety of shares via its investment portfolio.
- LICs may also invest in cash or fixed income instruments, although in many cases this will form only a relatively small proportion of their investment portfolio.
- Income from LICs takes the form of semi-annual dividend payments that are linked to the profitability of the portfolio. Capital gains can arise where the investor sells the shares in the LIC for more than they originally bought them for.

Benefits of investing in LICs

Diversification

- Investment in just one LIC can potentially give an investor exposure to more than 100 different companies in a range of industries.
- This therefore reduces the risk to capital losses as losses connected to one company may be offset by gains by others in the portfolio.
- A LIC is a cost-effective method of achieving such a degree of diversification.

LICs are managed by investment professionals

- Each LIC is managed by full-time investment professionals whose goal it is to optimise returns on the investment portfolio for shareholders within strictly enforced risk parameters.
- In this respect, LICs are passive investments. Once the shares in the LIC have been purchased, the investor leaves investment decisions to the managers of the LIC.
- Some LICs have operated for more than 50 years while others, although only recently listed, are operated and managed by investment firms that have built strong reputations over many years.

Transparent investment philosophy

- All LICs are transparent as to how they invest their funds. Investors can choose the relevant LIC based on their own investment goals and risk preferences.
- Some LICs focus on specific geographic areas (such as Australia or overseas), may invest in a range of industries or focus on just one (such as resources), or are geared towards providing investors with annual income streams or longer-term capital gains (or a combination of both).
- In this document, we briefly describe each of the 51 selected LICs as well as list the main investments of each and their recent performance.

Ease of investment

- Investing in a LIC is done in exactly the same manner as any other company on the ASX, by placing an order with your stockbroker to buy shares in it.
- Exiting the investment is just as straightforward: the investor sells the shares on-market during trading hours through their stockbroker.
- The majority of LICs are highly ‘liquid’, meaning that there are a relatively large number of willing buyers and sellers on the ASX ready to allow the investor to enter or exit the investment at any time they want and without having to buy in at a premium or sell at a discount to “market price”.

Costs involved in investing in a LIC

Entry costs

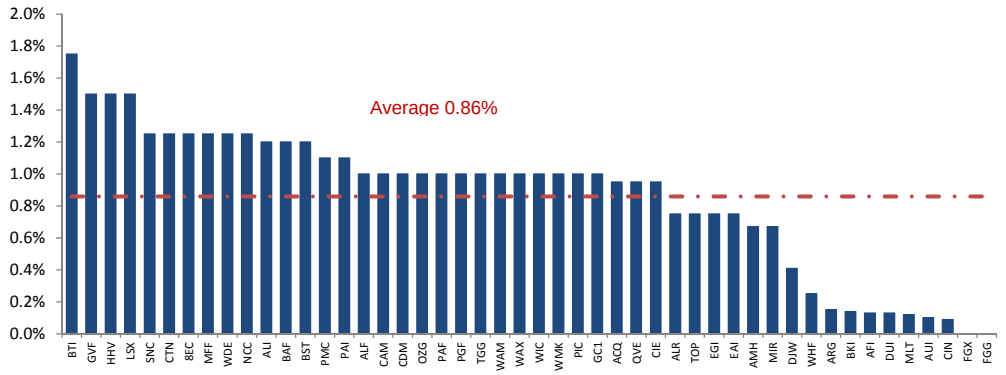
- Investing in the ASX via a LIC is highly cost-effective relative to other methods of investing in a 'portfolio' of investments.
- The initial cost comes in the form of brokerage paid to acquire the shares. Investing in a LIC allows the investor to effectively buy shares in more than 50 companies (depending on the LIC), but only pay brokerage to invest in one (the LIC). A LIC is therefore an efficient method of diversification.
- The entry costs to LIC investments are generally lower than retail managed funds, which utilise a "front-end load" charge that can be up to 4% of the market value of the units in the fund at the date of purchase.

Investing in the ASX via a LIC is highly cost-effective relative to other methods of investing in a "portfolio" of investments

Ongoing costs

- There are two types of fees that the manager of the LIC charges during the investment period: management fees and performance fees.
- The LIC uses management fees to cover costs incurred in running the portfolio. These fees are taken out of the profits of the LIC, which are a function of the performance of the investment portfolio of the company (including dividends paid and capital gains/losses on shares that are sold). They are paid regardless of the profitability of the investment portfolio.
- These fees range from 0.0%-1.75% of assets per year. This is much lower than average fees charged for retail managed funds, which are approximately 1.5-3.0%. The effect of this cost-saving on a longer-term investment, where returns compound over a number of years, can be quite substantial. One reason for this lower cost is that LICs do not incur back-office or distribution costs, reducing their cost of operation. The fees (calculated as a "management expense ratio" or MER) of our selected LICs are shown in the graph below.

FIG.1: MANAGEMENT FEES OF SELECTED LICs



Source: Company reports, IRESS, Baillieu Holst estimates

- Unlike management fees, performance fees are paid only if the LIC's investment portfolio outperforms a predetermined benchmark and is linked to the size of this outperformance. Not all LICs charge performance fees.
- These fees provide an incentive for the manager of the fund to optimise returns for shareholders of the LIC. They are generally paid not just if the fund is profitable, but when it is more profitable than the market as a whole. Unlike management fees, they will generally not deteriorate low returns or worsen investment losses.
- Performance fees for our selected LICs are shown in the table overleaf. The benchmark index is the S&P/ASX All Ordinaries Accumulation Index unless otherwise stated below.

FIG.2: PERFORMANCE FEES OF SELECTED LICs

ACQ	20% of outperformance of S&P/ASX Small Ords Acc Index
AFI	None
ALF	20% above All Ordinaries Accumulation Index
ALI	None
ALR	None
AMH	None
ARG	None
AUI	None
BKI	None
BST	20% of annual outperformance over 8.0%
BTI	On sale, a fee of 17.5% of the increase in value, subject to a compound 8% hurdle
CDM	20% of returns above index or of portfolio return
CIE	None
CIN	None
CTN	None
DJW	None
DUI	None
EAI	15% of outperformance in excess of the MSCI AC Asia Ex Japan Index ($AUD)
EGI	15% of outperformance in excess of MSCI World Index (Local)
FGG	None
FGX	None
FOR	10% of the net return in excess of 8% p.a. benchmark
GC1	20% of outperformance over the Small Ordinaries Accumulation Index
GVF	15% of outperformance in excess of a hurdle return being 4% above the 1 year swap rate
HHV	15% above MSCI World Index
LSX	15% of outperformance above benchmark
MA1	20% of outperformance over the RBA cash rate, inclusive of a high watermark
MFF	10% if returns exceed MSCI World Index and 10-year bond rate
MIR	None
MLT	None
NCC	15% of performance in excess of Small Ordinaries Accumulation Index
OZG	20% where performance exceeds 7% over 12 month period
PAF	15% of performance in excess of MSCI Asia (ex Japan) Index (AUD)
PAI	15% of performance in excess of MSCI Asia (ex Japan) Index (AUD)
PGF	15% of performance in excess of MSCI World Index (AUD)
PIC	None
PMC	15% of performance in excess of MSCI World Index (AUD)
QVE	None
SNC	20% of outperformance over the Benchmark Reference Rate (BBSW)
TGG	None
TOP	Greater of zero and 20% of the increase in asset value in each financial year
WAA	20% of portfolio growth over a high watermark
WHF	None
WAM & WAX	20% of returns above All Ordinaries Accumulation Index if index increased, or where the 20% of the index decreased over the period, 20% of positive portfolio perf (0% if negative)
WIC	20% where performance exceeds 10% over 12 month period
WDE	15% of outperformance over the S&P/ASX300 Accumulation Index
WLE	20% outperformance over the S&P/ASX200 Accumulation Index
WMK	20% of returns above the RBA cash rate
8EC	20% of outperformance over the RBA cash rate plus 2%

Source: Company reports, IRESS, Baillieu Holst estimates

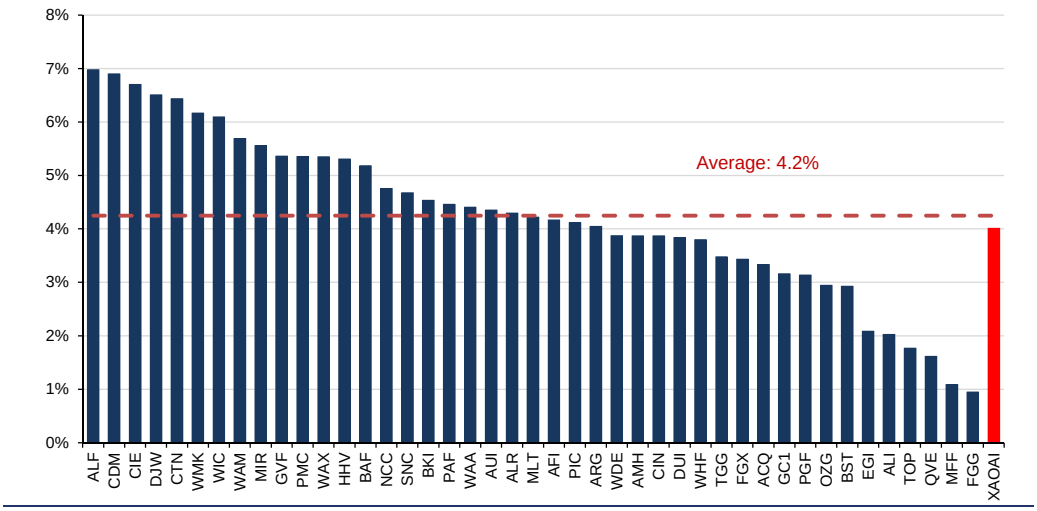
Exit costs

- Exit costs from LICs are generally limited to the brokerage paid on selling the shares. This is unlike retail managed funds, which can generally be exited at no charge.
- Exiting a LIC investment can have tax consequences.

What income do investors receive from a LIC?

- Annual investor income from a "buy-and-hold" investment strategy in a LIC takes the form of dividends, just like other share investments.
- However, because LICs utilise a company structure, payment of dividends is at the discretion of the management of the LIC. In other words, just because the investment portfolio of the LIC has made a profit in a given year, it does not mean that all, or even any, of that profit will be paid to shareholders in that year. This is unlike managers of retail managed funds, which are required to pay out the income to unitholders in the particular tax year that it is earned. Generally, LICs will pay out a high proportion of earnings as dividends.
- Most of our selected LICs focus on blue chip stocks and pay out a high proportion of earnings as a dividend. Accordingly, they have healthy dividend yields (as shown in the following graph).

FIG. 3: DIVIDEND YIELD FOR SELECTED LICS



Source: Company reports, Bloomberg, IRESS, Baillieu Holst

Taxation issues

- The returns of the LIC are generally taxed at the company tax rate of 30%. Accordingly, when dividends are paid to shareholders of the LIC, they attach franking credits. These are a tax benefit for shareholders, as they receive a "credit" for the company tax already paid on the LIC income when the shareholder's ordinary income is assessed.
- Capital gains are managed by the manager of the LIC. Where the dividend paid to a shareholder of a LIC contains income derived from a capital gain of the LIC, it will be treated as a capital gain, not ordinary income, in the hands of the shareholder. Under current tax rules, only 50% of this amount is taxable for many investors.
- This tax treatment contrasts with that of unlisted retail managed funds, where investors incur an annual tax liability on interest and capital gains that the fund earns each year.

LICs versus managed funds

- LICs are listed on the stock exchange so entry and exit costs are limited to brokerage. This means that diversification is achieved at little cost. LICs also offer a tax-effective structure, whereby dividends are fully franked and assessed as a capital gain in the hands of the shareholder. Therefore, only 50% of this amount is taxable for many investors. Contrast this

with managed funds where investors incur an annual tax liability on the interest and capital gains that the funds earn each year.

- The fee structures of LICs are also favourable in comparison with managed funds. Our selected LICs have management expense ratios ranging from 0.12% to 1.5%, whereas managed funds often charge at least 1.5%. The difference in fees can have a substantial effect on long-term investments. For example, from an initial investment of $50,000 invested at identical returns for a decade, the LIC investment could be worth up to $6,000 *more* than the managed fund.

Our selected LICs have management expense ratios ranging from 0.0%-1.75%, whereas managed funds often charge at least 1.5%

LICs versus exchange traded funds (ETFs)

- LICs and EFTs both have low management fees and efficient tax structures compared with managed funds. However, ETFs have an open-ended structure, where units on offer can increase or decrease based on supply and demand, and trade at or close to their net asset value. ETFs are generally passive investment products and hence do not aim to outperform the market in the same way many of the LICs do.
- ETFs are required to distribute any surplus income to security holders, whereas LICs have the ability to conserve surplus income and take advantage of market opportunities as they see fit. This added flexibility is beneficial to the shareholder.
- Despite speculation that LICs will face increased competition from ETFs, we feel that for the majority of our clients LICs provide a superior investment vehicle with the added possibility of returns above that of the underlying asset.

FIG.4: PERFORMANCE AND TRADING OVERVIEW

Code	1 Year			3 Year (annualised)			5 Year (annualised)		
	NTA performance	TSR Performance	Avg. Prem/Disc	NTA performance	TSR Performance	Avg. Prem/Disc	NTA performance	TSR Performance	Avg. Prem/Disc
AFI	16.3%	8.5%	1.1%	4.8%	2.6%	2.8%	9.2%	10.8%	2.2%
ARG	18.6%	7.9%	0.4%	6.2%	5.2%	3.3%	10.1%	12.1%	0.8%
AUI	22.7%	17.0%	-7.0%	5.0%	4.2%	-5.7%	9.6%	11.0%	-6.9%
BKI	14.1%	3.3%	2.0%	4.7%	4.4%	1.6%	8.0%	11.2%	-1.4%
DJW	17.7%	-4.6%	20.9%	2.6%	-1.1%	25.9%	6.6%	6.1%	23.2%
DUI	22.6%	18.4%	-7.3%	7.8%	5.9%	-6.4%	12.1%	13.2%	-7.6%
MLT	15.7%	10.1%	-1.3%	6.4%	5.7%	1.1%	10.2%	12.4%	-1.1%
Code	**1 Year**			**3 Year (annualised)**			**5 Year (annualised)**		
	NTA Performance	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**
ALF	2.2%	-5.1%	9.1%	0.2%	-1.7%	8.1%	7.3%	9.9%	5.2%
ALR	21.4%	19.0%	-9.8%	7.2%	1.0%	-6.5%	8.5%	7.8%	-2.1%
AMH	8.3%	5.3%	1.3%	4.7%	4.2%	-0.6%	7.6%	10.3%	-1.7%
CDM	8.8%	-2.7%	10.5%	2.1%	2.3%	7.3%	4.9%	7.5%	4.7%
CIE	13.0%	7.9%	-4.8%	na	na	-3.4%	na	na	na
CIN	5.7%	3.4%	-12.7%	11.0%	11.0%	-11.3%	14.7%	19.2%	-13.7%
FGX	4.8%	6.3%	-1.0%	172.8%	11.8%	-1.4%	na	50.9%	na
MIR	7.8%	9.0%	19.1%	7.5%	5.3%	14.7%	10.3%	14.6%	12.0%
PIC	12.8%	14.9%	-8.5%	na	na	-6.0%	na	na	na
QVE	14.4%	27.8%	2.8%	na	na	0.6%	na	na	na
WAM	11.8%	20.2%	17.8%	9.7%	15.1%	11.8%	11.5%	16.5%	6.8%
WLE	9.1%	6.5%	1.1%	na	na	na	na	na	1.1%
WDE	9.7%	1.9%	-12.0%	na	na	-7.9%	na	na	na
WHF	15.6%	8.9%	-9.5%	8.4%	6.1%	-7.4%	13.9%	15.7%	-7.8%
Code	**1 Year**			**3 Year (annualised)**			**5 Year (annualised)**		
	NTA Performance	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**
ACQ	12.6%	26.9%	-14.4%	na	na	na	na	na	na
BST	-7.1%	-4.0%	-15.3%	na	na	na	na	na	na
CTN	4.7%	12.7%	-9.2%	1.6%	5.9%	-9.4%	-0.3%	4.4%	-11.0%
GC1	-1.1%	-1.6%	-6.3%	na	na	na	na	na	na
NCC	23.1%	50.2%	-7.8%	8.0%	16.3%	-9.6%	na	na	na
OZG	33.5%	34.9%	-20.0%	1.2%	0.6%	-15.2%	1.0%	7.9%	-18.9%
WAX	13.8%	26.7%	18.7%	11.9%	17.3%	10.9%	13.7%	23.7%	5.0%
WIC	27.8%	36.2%	-13.9%	-0.5%	0.1%	-10.3%	1.2%	8.6%	-14.5%
8EC	15.7%	13.2%	-11.9%	na	na	na	na	na	na
Code	**1 Year**			**3 Year (annualised)**			**5 Year (annualised)**		
	NTA Performance	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**
ALI	6.0%	-2.1%	-9.7%	na	na	-8.1%	na	na	na
EAI	11.6%	12.8%	-12.4%	na	na	-8.9%	na	na	na
EGI	4.6%	3.1%	-11.6%	na	na	-4.1%	na	na	na
FGG	10.1%	-4.0%	-0.3%	na	na	1.7%	na	na	na
GVF	8.0%	17.4%	-1.6%	na	na	-4.9%	na	na	na
HHV	-0.2%	9.7%	-6.2%	8.9%	12.1%	-9.8%	10.2%	16.4%	-12.2%
MFF	20.1%	-2.3%	-10.9%	18.2%	8.6%	-7.7%	20.8%	20.4%	-5.4%
PAF	11.3%	19.7%	-9.9%	na	na	-10.2%	na	na	na
PAI	17.4%	9.8%	-3.5%	na	na	-0.7%	na	na	na
PGF	17.3%	16.4%	-12.5%	7.2%	1.4%	-10.1%	na	na	na
PMC	11.6%	-6.7%	5.9%	4.3%	-0.9%	9.2%	11.0%	12.7%	4.2%
TGG	15.7%	19.0%	-11.2%	5.1%	3.6%	-9.0%	12.7%	16.8%	-10.5%
Code	**1 Year**			**3 Year (annualised)**			**5 Year (annualised)**		
	NTA Performance	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**	**NTA Performance**	**TSR Performance**	**Avg. Prem/Disc**
BAF	6.6%	20.7%	4.4%	na	na	na	na	na	na
BTI	0.0%	-2.0%	-7.6%	na	na	na	na	na	na
LSX	32.3%	63.0%	-12.3%	-12.9%	-9.1%	-28.0%	na	na	na
MA1	-8.6%	-14.6%	-3.2%	na	na	na	na	na	-3.2%
SNC	16.0%	33.1%	-8.1%	6.8%	8.7%	na	na	na	-6.6%
TOP	28.9%	30.6%	-6.4%	16.9%	na	na	na	na	-4.4%
WAA	11.4%	10.4%	-7.1%	7.2%	0.1%	-11.7%	7.4%	7.7%	-10.2%
WMK	3.3%	7.5%	0.3%	4.5%	5.7%	-4.3%	na	na	-3.8%

Source: Bloomberg, Company reports, Baillieu Holst estimates

Acorn Capital (ACQ)

www.acorncapital.com.au

- Acorn Capital was founded in 1998 and is one of the largest specialist microcap investor in the Australian market. ACQ commenced trading on the ASX in May 2014.
- Utilising a sector neutral investment style, ACQ invests in ASX listed companies outside the top 250 by market capitalisation and unlisted opportunities if they are evaluated to be more attractive than listed opportunities.
- Unlisted holdings currently represent 25.0% of the underlying portfolio with a number of these represented in ACQ's top 10 holdings (5).
- The total shareholder return for the year ending 31 March 2017 was 26.9% with pre-tax net asset backing increasing 12.6%. The active return was 7.5%.

FIG.5:ACQ OVERVIEW

ACQ Snapshot	
Price (31 March 2017)	$0.99
Share price range (12 months)	$0.84 - $1.09
Shares on issue (Mn)	49
Market capitalisation ($Mn)	48.6
Pre-tax asset backing*	$1.11
Post-tax asset backing*	$1.11
Premium/(Discount) to pre-tax NTA	-11.2%
Premium/(Discount) to post-tax NTA	-10.7%
Dividend yield	3.3%
Dividend per share (cents)	3.3
Franking	100%
Management expense ratio	0.95%

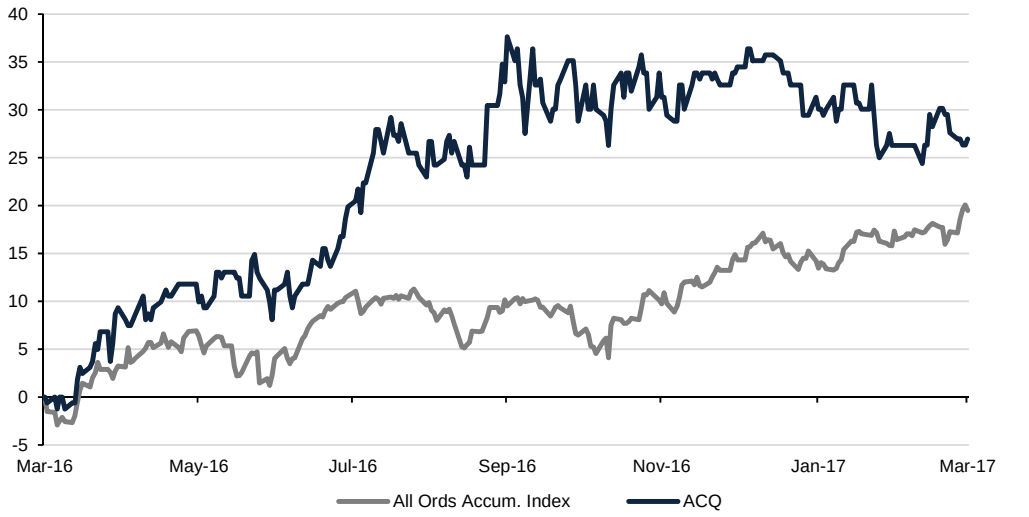
Top Holdings	%
HUB24 LTD	5.4%
MURRAY RIVER ORGANICS GROUP	5.1%
GENEA (UL)	3.6%
MLS SOLUTIONS (UL)	3.6%
CARBON REVOLUTION (UL)	3.3%
FIDUCIAN GROUP LTD	3.0%
INTEGRATED PAYMENT TECHNOLOG	2.8%
INNOVATION ASSET SOLUTIONS (UL)	2.7%
RANGE INTERNATIONAL LTD	2.5%
LIFESTYLEPANEL HOLDINGS (UL)	2.5%

Total Shareholder Return	1 Year	3 Year	5 Year
ACQ	26.9%	na	na
Sector Avg.	21.7%	8.0%	11.2%
Active return	7.5%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	12.6%	na	na
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-14.4%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017. Active return refers to TSR relative to that of the comparative index.

FIG.6: ACQ TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Australian Foundation Investment Company (AFI)

www.afi.com.au

- AFI was formed in 1928 and is Australia's oldest and largest listed investment company.
- AFI is a long-term, low-risk investor in major companies on both the ASX and New Zealand Stock Exchange.
- The underlying portfolio holds similar market weights by sectors with Banks (25.5%), Materials (16.7%), Other Financials (10.7%) and Industrials (10.4%) top sector holdings.
- The total shareholder return for the year ending 31 March 2017 was 8.5% with pre-tax net asset backing increasing 16.3%. The active return was -11.0%.

FIG.7: AFI OVERVIEW

AFI Snapshot	
Price (31 March 2017)	$5.76
Share price range (12 months)	$5.48 - $5.99
Shares on issue (Mn)	1,176
Market capitalisation ($Mn)	6774.2
Pre-tax asset backing*	$5.97
Post-tax asset backing*	$5.12
Premium/(Discount) to pre-tax NTA	-3.5%
Premium/(Discount) to post-tax NTA	12.5%
Dividend yield	4.2%
Dividend per share (cents)	24.0
Franking	100%
Management expense ratio	0.00%

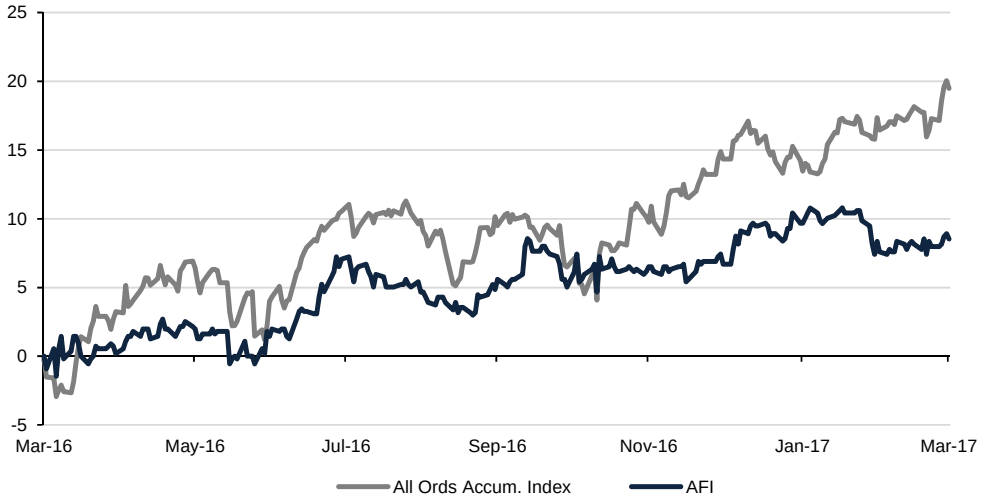
Top Holdings	%
COMMONWEALTH BANK OF AUSTRAL	9.8%
WESTPAC BANKING CORP	7.8%
BHP BILLITON LIMITED	4.8%
NATIONAL AUSTRALIA BANK LTD	4.8%
WESFARMERS LTD	4.4%
AUST AND NZ BANKING GROUP	4.0%
TELSTRA CORP LTD	3.5%
RIO TINTO LTD	3.2%
CSL LTD	3.1%
TRANSURBAN GROUP	3.1%

Total Shareholder Return	1 Year	3 Year	5 Year
AFI	8.5%	2.6%	10.8%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-11.0%	-4.9%	0.1%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	16.3%	4.8%	9.2%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	1.1%	2.8%	1.1%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index.

FIG.8: AFI TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Australian Leaders Fund (ALF)

www.wfunds.com.au

- Australian Leaders Fund invests in leading Australian companies, focusing on the top 200, with strong business fundamentals on attractive terms. In addition, ALF short sells companies that it feels are fundamentally challenged.
- ALF's investment objective is to deliver superior returns over the medium term within acceptable risk parameters while preserving the company's capital.
- The net equity exposure of the portfolio is currently -0.1%.
- The total shareholder return for the year ending 31 March 2017 was -5.1% with pre-tax net asset backing increasing 2.2%. The active return was -24.6%.

FIG.9: ALF OVERVIEW

ALF Snapshot	
Price (31 March 2017)	$1.29
Share price range (12 months)	$1.23 - $1.55
Shares on issue (Mn)	273
Market capitalisation ($Mn)	351.6
Pre-tax asset backing*	$1.29
Post-tax asset backing*	$1.30
Premium/(Discount) to pre-tax NTA	0.0%
Premium/(Discount) to post-tax NTA	-0.8%
Dividend yield	7.0%
Dividend per share (cents)	9.0
Franking	100%
Management expense ratio	1.00%

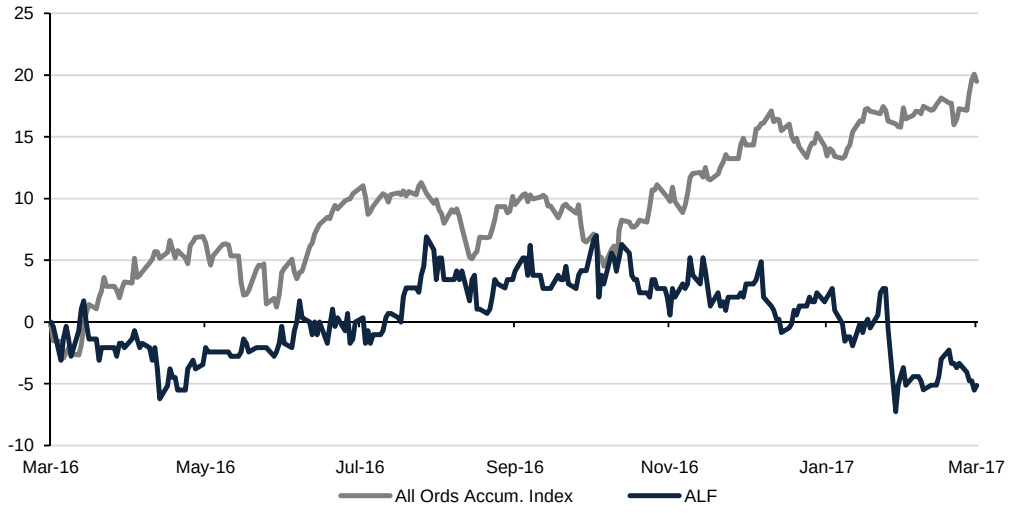
Top Holdings	%
NA	NA

Total Shareholder Return	1 Year	3 Year	5 Year
ALF	-5.1%	-1.7%	9.9%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-24.6%	-9.2%	-0.8%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	2.2%	0.2%	7.3%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	9.1%	8.1%	5.2%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index.

FIG.10: ALF TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Argo Global Listed Infrastructure (ALI)

www.argoinfrastructure.com.au

- Established in July 2015, ALI provides investors exposure to a diversified portfolio of global listed infrastructure securities. ALI seeks to provide investors with a mix of long-term capital growth and dividend income.
- Cohen & Steers, a listed company on the New York Stock Exchange is a global investment manager specialising in assets such as listed infrastructure, real estate and real assets.
- ALI is heavily weighted towards the USA (56.0%) with key holdings in sectors such as Electricity (26.5%), Midstream Energy (14.4%), Railways (10.1%) and Toll Roads (9.3%).
- The total shareholder return for the year ending 31 March 2017 was -2.1% with pre-tax net asset backing increasing 6.0%. The active return was -17.8%.

FIG.11: ALI OVERVIEW

ALI Snapshot	
Price (31 March 2017)	$1.73
Share price range (12 months)	$1.61 - $1.96
Shares on issue (Mn)	144
Market capitalisation ($Mn)	248.4
Pre-tax asset backing*	$2.00
Post-tax asset backing*	$1.99
Premium/(Discount) to pre-tax NTA	-13.5%
Premium/(Discount) to post-tax NTA	-13.1%
Dividend yield	2.0%
Dividend per share (cents)	3.5
Franking	100%
Management expense ratio	1.20%

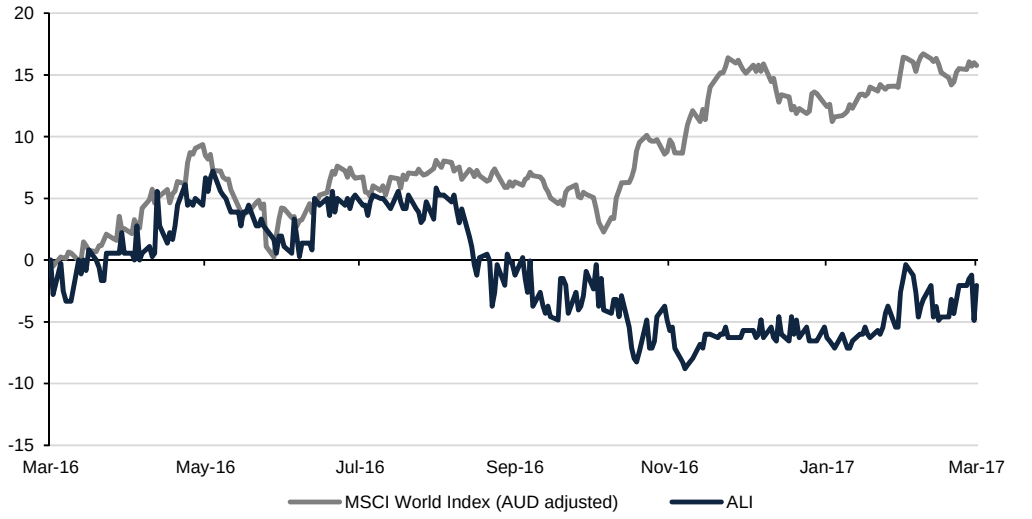
Top Holdings	%
KEY REGIONAL EXPSOURE	
NORTH AMERICA	56.0%
CANADA	8.4%
JAPAN	6.1%
ITALY	5.8%
SUBSECTOR ALLOCATION	
ELECTRICITY	26.5%
MIDSTREAM ENERGY	14.4%
RAILWAYS	10.1%
TOLL ROADS	3.9%

Total Shareholder Return	1 Year	3 Year	5 Year
ALI	-2.1%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	-17.8%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	6.0%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-9.7%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures from inception date (July 2015). Active return refers to TSR relative to that of the comparative index

FIG.12: ALI TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Aberdeen Leaders Fund (ALR)

www.aberdeenasset.com.au

- ALR is managed by Aberdeen Asset Management, a global asset manager with ~$501 billion of funds under management.
- ALR invests in companies within the S&P/ ASX 200 index and aims to provide investors with regular income and long term capital growth.
- ALR is currently overweight Healthcare (+8.7%) and Materials (+2.7%) whilst underweight Financials (-11.4%) and Industrials (-5.6%).
- The total shareholder return for the year ending 31 March 2017 was 19.0% with pre-tax net asset backing increasing 21.4%. The active return was -0.5%.

FIG.13: ALR OVERVIEW

ALR Snapshot	
Price (31 March 2017)	$1.17
Share price range (12 months)	$1.03 - $1.2
Shares on issue (Mn)	60
Market capitalisation ($Mn)	70.1
Pre-tax asset backing*	$1.31
Post-tax asset backing*	$1.24
Premium/(Discount) to pre-tax NTA	-11.1%
Premium/(Discount) to post-tax NTA	-6.0%
Dividend yield	4.3%
Dividend per share (cents)	5.0
Franking	100%
Management expense ratio	0.75%

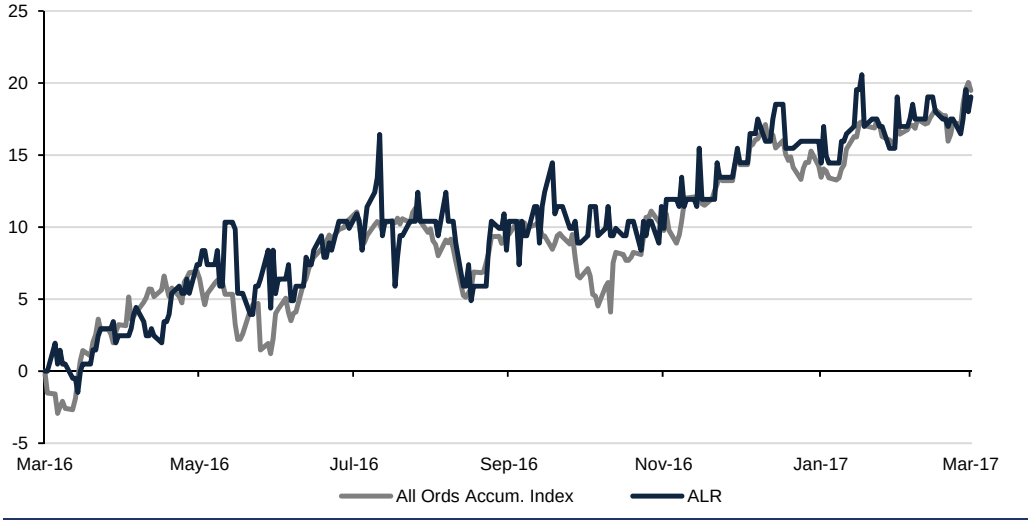
Top Holdings	%
CSL LTD	5.9%
COMMONWEALTH BANK OF AUSTRAL	5.8%
WESTPAC BANKING CORP	5.4%
ASX LTD	5.3%
RIO TINTO LTD	4.7%
BHP BILLITON LIMITED	4.5%
AGL ENERGY LTD	4.4%
TELSTRA CORP LTD	4.2%
WOODSIDE PETROLEUM LTD	4.2%
WESTFIELD CORP	4.1%

Total Shareholder Return	1 Year	3 Year	5 Year
ALR	19.0%	1.0%	7.8%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-0.5%	-6.5%	-2.9%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	21.4%	7.2%	8.5%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-9.8%	-6.5%	-2.1%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.14: ALR TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

AMCIL (AMH)

www.amcil.com.au

- AMCIL was formed in 1996 with an initial focus on the media and telecommunications sectors.
- The limited scope of attractive investments within these sectors resulted in a change of strategy, and AMCIL now has a diversified portfolio of 30 to 40 of Australia's largest companies.
- The total shareholder return for the year ending 31 March 2017 was 5.3% with pre-tax net asset backing increasing 8.3%. The active return was -14.2%

FIG.15: AMH OVERVIEW

AHM Snapshot	
Price (31 March 2017)	$0.91
Share price range (12 months)	$0.88 - $1.03
Shares on issue (Mn)	258
Market capitalisation ($Mn)	233.5
Pre-tax asset backing*	$0.94
Post-tax asset backing*	$0.88
Premium/(Discount) to pre-tax NTA	-3.7%
Premium/(Discount) to post-tax NTA	2.8%
Dividend yield	3.9%
Dividend per share (cents)	3.5
Franking	100%
Management expense ratio	0.64%

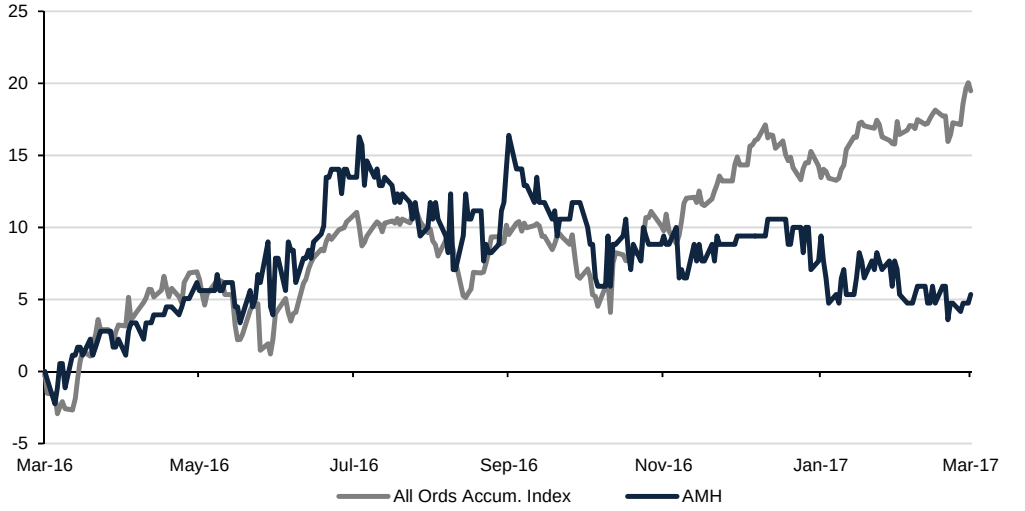
Top Holdings	%
NATIONAL AUSTRALIA BANK LTD	4.7%
LIFESTYLE COMMUNITIES LTD	4.6%
MAINFREIGHT LTD	4.2%
COMMONWEALTH BANK OF AUSTRAL	3.7%
BRAMBLES LTD	3.4%
CSL LTD	3.4%
QBE INSURANCE GROUP LTD	3.3%
JAMES HARDIE INDUSTRIES-CDI	3.2%
QUBE HOLDINGS LTD	3.2%
OIL SEARCH LTD	2.9%

Total Shareholder Return	1 Year	3 Year	5 Year
AMH	5.3%	4.2%	10.3%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-14.2%	-3.3%	-0.3%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	8.3%	4.7%	7.6%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	1.3%	-0.6%	-1.7%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted.
Active return refers to TSR relative to that of the comparative index

FIG.16: AMH TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Argo Investments (ARG)

www.argoinvestments.com.au

- Argo was formed in 1946 and is based in Adelaide, South Australia.
- It is the second-largest LIC by market capitalisation.
- Argo's portfolio contains investments in about 100 companies, with many of Australia's major enterprises represented.
- When compared to our large cap LICs, ARG has the lowest bank weighting at ~21% of the portfolio.
- The total shareholder return for the year ending 31 March 2017 was 7.9% with pre-tax net asset backing increasing 18.6%. The active return was -11.6%.

FIG.17 ARG OVERVIEW

ARG Snapshot	
Price (31 March 2017)	$7.54
Share price range (12 months)	$7.11 - $7.89
Shares on issue (Mn)	693
Market capitalisation ($Mn)	5227.7
Pre-tax asset backing*	$7.84
Post-tax asset backing*	$6.87
Premium/(Discount) to pre-tax NTA	-3.8%
Premium/(Discount) to post-tax NTA	9.8%
Dividend yield	4.0%
Dividend per share (cents)	30.5
Franking	100%
Management expense ratio	0.17%

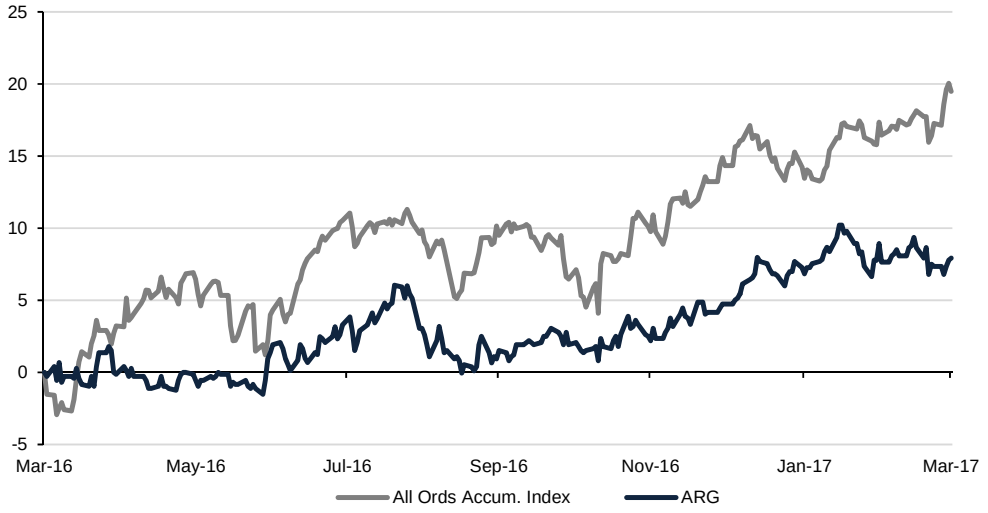
Top Holdings	%
WESTPAC BANKING CORP	7.1%
AUST AND NZ BANKING GROUP	5.7%
COMMONWEALTH BANK OF AUSTRAL	5.0%
WESFARMERS LTD	4.5%
MACQUARIE GROUP LTD	4.0%
BHP BILLITON LIMITED	3.7%
NATIONAL AUSTRALIA BANK LTD	3.7%
TELSTRA CORP LTD	3.7%
RIO TINTO LTD	2.7%
CSL LTD	2.5%

Total Shareholder Return	1 Year	3 Year	5 Year
ARG	7.9%	5.2%	12.1%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-11.6%	-2.4%	1.4%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	18.6%	6.2%	10.1%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	0.4%	3.3%	0.4%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted.
Active return refers to TSR relative to that of the comparative index

FIG.18: ARG TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Australian United Investment Company (AUI)

www.aui.com.au

- AUI was founded in 1953 by the late Sir Ian Potter and The Ian Potter Foundation.
- AUI utilises a "traditional" investment philosophy, focusing on risk reduction by investing in a range of large and mid-cap companies on the ASX.
- Investments are chosen on their individual merits, with no pre-determined policy that any particular proportions of the capital will be invested in particular investment sectors.
- The total shareholder return for the year ending 31 March 2017 was 17.0% with pre-tax net asset backing increasing 22.7%. The active return was -2.5%.

FIG.19: AUI OVERVIEW

AUI Snapshot	
Price (31 March 2017)	$7.82
Share price range (12 months)	$7 - $8.2
Shares on issue (Mn)	124
Market capitalisation ($Mn)	967.4
Pre-tax asset backing*	$8.69
Post-tax asset backing*	$7.52
Premium/(Discount) to pre-tax NTA	-10.0%
Premium/(Discount) to post-tax NTA	4.0%
Dividend yield	4.3%
Dividend per share (cents)	34.0
Franking	100%
Management expense ratio	0.10%

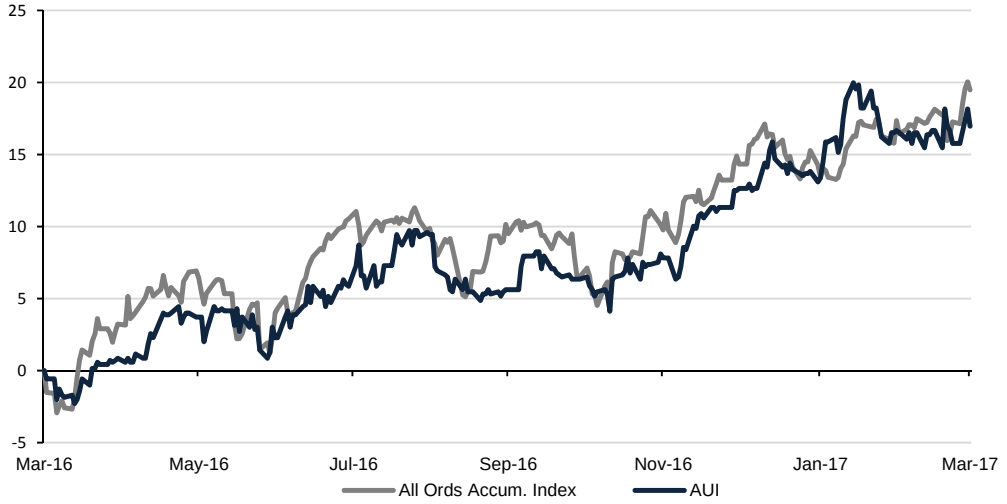
Top Holdings	%
COMMONWEALTH BANK OF AUSTRAL	9.1%
AUST AND NZ BANKING GROUP	7.5%
WESTPAC BANKING CORP	7.3%
NATIONAL AUSTRALIA BANK LTD	6.2%
WESFARMERS LTD	5.2%
CSL LTD	4.7%
DIVERSIFIED UNITED INVESTMNT	4.4%
TRANSURBAN GROUP	4.1%
RIO TINTO LTD	3.8%
BHP BILLITON LIMITED	3.7%

Total Shareholder Return	1 Year	3 Year	5 Year
AUI	17.0%	4.2%	11.0%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-2.5%	-3.4%	0.3%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	22.7%	5.0%	9.6%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	-7.0%	-5.7%	-7.0%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.20: AUI TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Blue Sky Alternative Access Fund (BAF)

www.blueskyfunds.com.au

- BAF is managed by Bluesky Alternative Investments, an ASX listed alternative funds manager (BLA) which managers over $2.7 billion in assets. BAF listed on the ASX in December 2014.
- BAF provides investors access to a range of alternative assets including real assets (i.e. water), private real estate, private equity / venture capital, and hedge funds. The fund manager, Bluesky Investments, operates a number of funds across the aforementioned asset of which BAF invests its capital within.
- BAF has a number of investments flagged for exits in FY17 which may provide a catalyst for an NTA re-rating.
- The total shareholder return for the year ending 31 March 2017 was 20.7% with pre-tax net asset backing increasing 6.6%. The active return was 1.2%.

FIG.21: BAF OVERVIEW

BAF Snapshot	
Price (31 March 2017)	$1.15
Share price range (12 months)	$1.02 - $1.25
Shares on issue (Mn)	171
Market capitalisation ($Mn)	196.8
Pre-tax asset backing*	$1.08
Post-tax asset backing*	$1.07
Premium/(Discount) to pre-tax NTA	6.3%
Premium/(Discount) to post-tax NTA	7.2%
Dividend yield	5.2%
Dividend per share (cents)	6.0
Franking	100%
Management expense ratio	1.20%

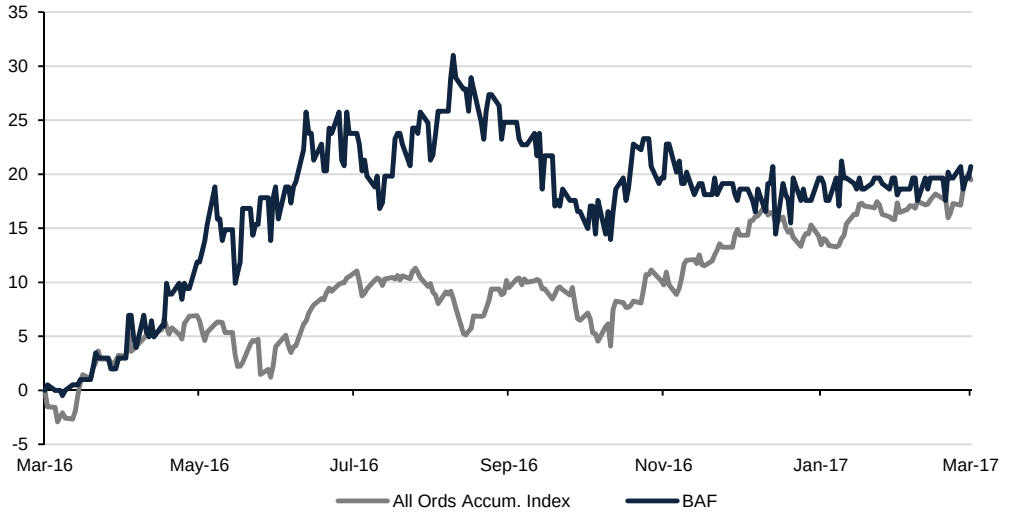
Top Holdings	%
ASSET ALLOCATION	
PRIVATE REAL ESTATE	37.3%
REAL ASSETS	29.2%
PRIVATE EQUITY AND VC	24.6%
CASH	8.9%

Total Shareholder Return	1 Year	3 Year	5 Year
BAF	20.7%	na	na
Sector Avg.	18.6%	2.7%	7.7%
Active return	1.2%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	6.6%	na	na
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	4.4%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.22: BAF TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

BKI Investment Company (BKI)

www.bkilimited.com.au

- BKI was listed on the ASX in December 2003 with an objective to provide investors with sound dividend yields and long-term capital growth.
- BKI invests in a diversified portfolio of Australian shares, trusts and interest-bearing securities, focusing on securities that are paying an increasing dividend stream.
- Average portfolio turnover for the FY16 was 7.1%
- The total shareholder return for the year ending 31 March 2017 was 3.3% with pre-tax net asset backing increasing 14.1%. The active return was -16.2%.

FIG.23: BKI OVERVIEW

BKI Snapshot	
Price (31 March 2017)	$1.60
Share price range (12 months)	$1.54 - $1.71
Shares on issue (Mn)	605
Market capitalisation ($Mn)	968.1
Pre-tax asset backing*	$1.65
Post-tax asset backing*	$1.54
Premium/(Discount) to pre-tax NTA	-3.0%
Premium/(Discount) to post-tax NTA	3.9%
Dividend yield	4.5%
Dividend per share (cents)	7.3
Franking	100%
Management expense ratio	0.14%

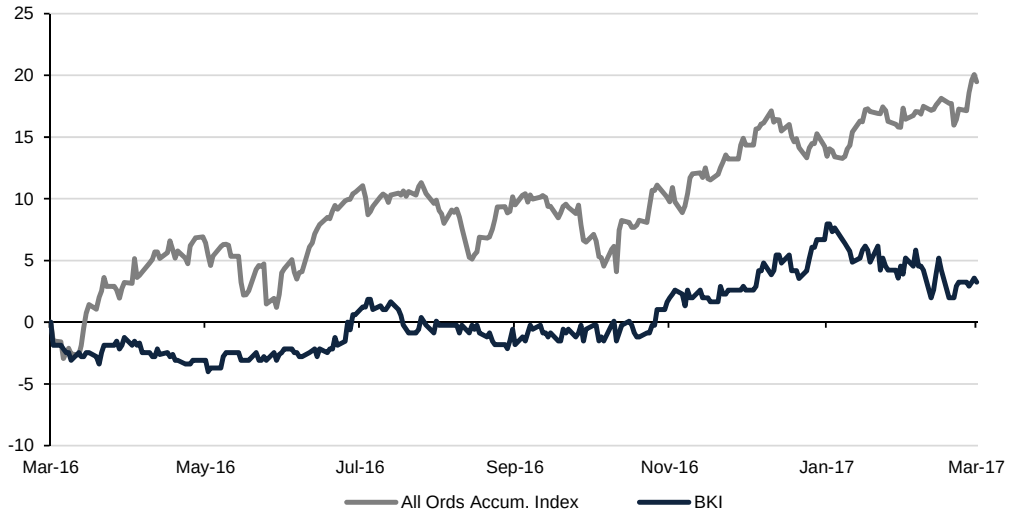
Top Holdings	%
COMMONWEALTH BANK OF AUSTRAL	9.7%
NATIONAL AUSTRALIA BANK LTD	9.0%
WESTPAC BANKING CORP	7.9%
AUST AND NZ BANKING GROUP	5.0%
WESFARMERS LTD	4.7%
TELSTRA CORP LTD	4.3%
AGL ENERGY LTD	3.3%
APA GROUP	3.3%
TPG TELECOM LTD	3.1%
TRANSURBAN GROUP	3.0%

Total Shareholder Return	1 Year	3 Year	5 Year
BKI	3.3%	4.4%	11.2%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-16.2%	-3.2%	0.5%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	14.1%	4.7%	8.0%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	2.0%	1.6%	2.0%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.24: BKI TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Barrack St Investments (BST)

www.barrackst.com

- Barrack St Investments (BST) is managed by EC Pohl Asset Management and was listed on the ASX in August 2014.
- BST invests in companies outside of the S&P/ASX 50 Index, providing investors access to a high conviction, small/micro-cap bias portfolio.
- The portfolio is constructed using a research driven, bottom-up investment philosophy.
- Total shareholder return for the year ending 31 March 2017 was -4.0% with pre-tax net asset backing decreasing -7.1%. The active return was -23.5%.

FIG.25: BST OVERVIEW

BST Snapshot	
Price (31 March 2017)	$0.86
Share price range (12 months)	$0.83 - $1.02
Shares on issue (Mn)	18
Market capitalisation ($Mn)	15.7
Pre-tax asset backing*	$1.02
Post-tax asset backing*	$1.02
Premium/(Discount) to pre-tax NTA	-16.3%
Premium/(Discount) to post-tax NTA	-16.3%
Dividend yield	2.9%
Dividend per share (cents)	2.5
Franking	100%
Management expense ratio	1.00%

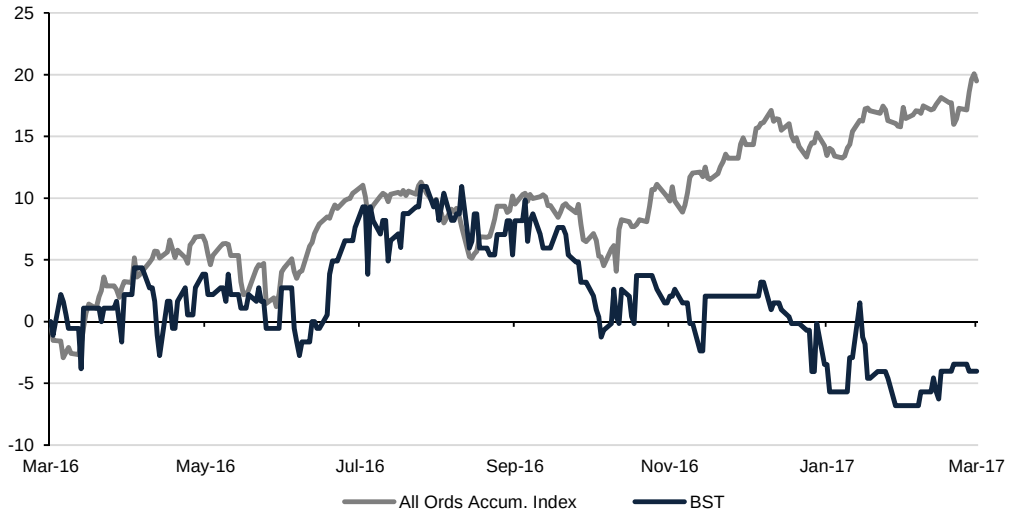
Top Holdings	%
DOMINO'S PIZZA ENTERPRISES L	11.1%
REA GROUP LTD	9.4%
CARSALES.COM LTD	9.0%
TPG TELECOM LTD	8.4%
BT INVESTMENT MANAGEMENT LTD	8.0%
MAGELLAN FINANCIAL GROUP LTD	7.7%
ACONEX LTD	5.5%

Total Shareholder Return	1 Year	3 Year	5 Year
BST	-4.0%	na	na
Sector Avg.	21.7%	8.0%	11.2%
Active return	-23.5%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	-7.1%	na	na
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-15.3%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.26: BST TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Bailador Technology Investments (BTI)

www.bailador.com.au

- Bailador Technology Investments listed on the ASX in November 2014. BTI invests in private companies within the information technology sector.
- BTI invests in companies that are in the expansion stage and typically display the following characteristics: several million dollars of revenue, established customer base, proven technology and management. BTI continues to deploy its cash holding, recently investing in Docscorp and Instaclustr.
- Currently, BTI holds 10 unlisted investments with a number of different ownership structures to help mitigate downside risk (such as convertible notes, preference shares).
- Total shareholder return for the year ending 31 March 2017 was -2.0% with pre-tax net asset backing increasing 0.0%. The active return was -21.5%.

FIG.27: BTI OVERVIEW

BTI Snapshot	
Price (31 March 2017)	$0.99
Share price range (12 months)	$0.92 - $1.3
Shares on issue (Mn)	120
Market capitalisation ($Mn)	118.4
Pre-tax asset backing*	$1.16
Post-tax asset backing*	$1.10
Premium/(Discount) to pre-tax NTA	-15.1%
Premium/(Discount) to post-tax NTA	-10.5%
Dividend yield	na
Dividend per share (cents)	na
Franking	na
Management expense ratio	1.75%

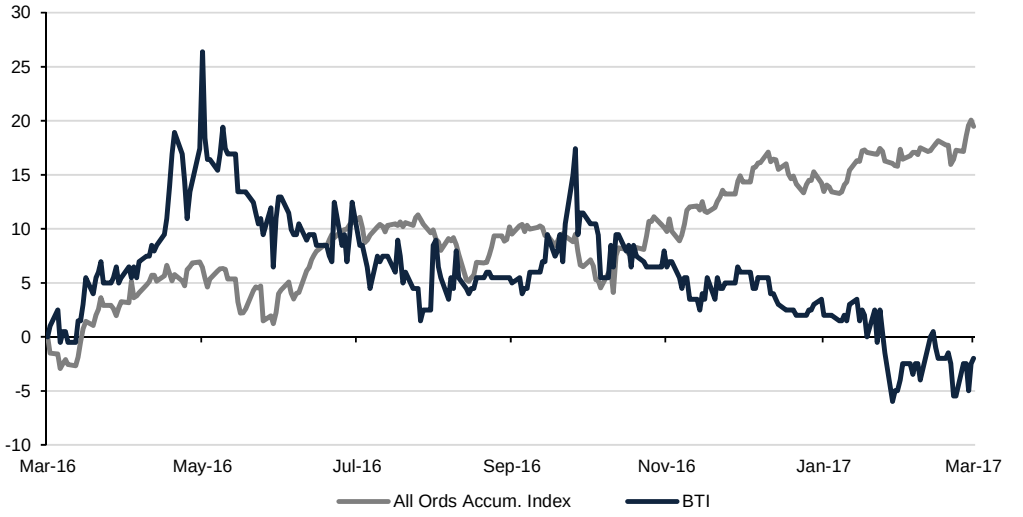
Top Holdings	%
SITEMINDER	29.0%
VIOSTREAM	20.7%
STACKLA	7.9%
STRAKER TRANSLATIONS	6.2%
IPRO SOLUTIONS	6.1%
STANDARD MEDIA INDEX	5.3%
DOCS CORP	3.6%
REZDY	3.3%
INSTACLUSTR	3.2%

Total Shareholder Return	1 Year	3 Year	5 Year
BTI	-2.0%	na	na
Sector Avg.	18.6%	2.7%	7.7%
Active return	-21.5%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	0.0%	na	na
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	-7.6%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted.
Active return refers to TSR relative to that of the comparative index

FIG.28: BTI TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Cadence Capital (CDM)

www.cadencecapital.com.au

- Cadence Capital is an actively managed investment company with a portfolio of Australian and international securities.
- Although it focuses on a fundamental bottom-up approach to portfolio management, it also uses technical analysis over the short term to supplement returns.
- The manager targets 20 to 40 core investments with direct international exposure and currently holds 15.0% of the portfolio in cash.
- CDM holds six international companies within its top holdings representing 18.6% of the portfolio.
- The total shareholder return for the year ending 31 March 2017 was -2.7% with pre-tax net asset backing decreasing 8.8%. The active return was -22.2%.

FIG.29: CDM OVERVIEW

CDM Snapshot	
Price (31 March 2017)	$1.31
Share price range (12 months)	$1.14 - $1.36
Shares on issue (Mn)	272
Market capitalisation ($Mn)	354.9
Pre-tax asset backing*	$1.18
Post-tax asset backing*	$1.25
Premium/(Discount) to pre-tax NTA	11.0%
Premium/(Discount) to post-tax NTA	4.4%
Dividend yield	6.9%
Dividend per share (cents)	9.0
Franking	100%
Management expense ratio	1.00%

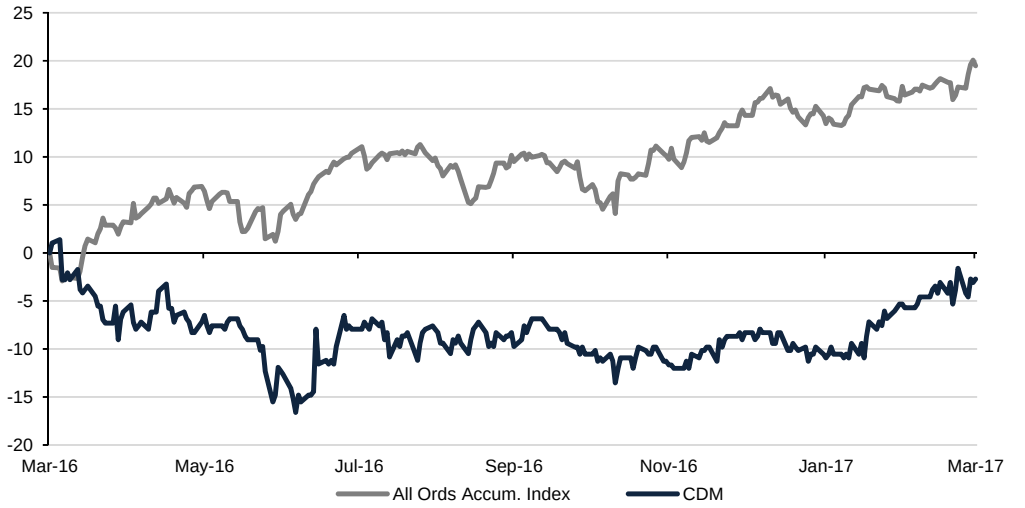
Top Holdings	%
MELBOURNE IT LTD	10.5%
MACQUARIE GROUP LTD	9.8%
HENDERSON GROUP PLC-CDI	5.3%
RETAIL FOOD GROUP LTD	4.2%
SAMSUNG ELECTRONICS CO LTD	4.2%
AUST AND NZ BANKING GROUP	4.0%
SOFTBANK GROUP CORP	3.9%
NATIONAL AUSTRALIA BANK LTD	3.6%
FACEBOOK INC-A	3.5%
INDEPENDENCE GROUP NL	3.0%

Total Shareholder Return	1 Year	3 Year	5 Year
CDM	-2.7%	2.3%	7.5%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-22.2%	-5.2%	-3.2%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	8.8%	2.1%	4.9%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	10.5%	7.3%	4.7%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.30 CDM TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Contango Income Generator Limited (CIE)

www.contango.com.au

- Managed by Contango Asset Management, CIE provides investors access to a portfolio of companies predominately within the S&P/ASX 300 Index, excluding those securities of the largest 30 entities. The objective of CIE is to deliver a sustainable income stream and modest capital growth to its shareholders over time.
- The dividend policy of CIE is to pay annual dividends of no less than 6.5% of the company's net tangible assets. CIE will typically hold between 30-40 securities where the manager identifies sustainable dividend growth, lower than market risk profile, low earnings volatility and balance sheet strength characteristics.
- The total shareholder return for the year ending 31 March 2017 was 7.9% with pre-tax net asset backing increasing 13.0%. The active return was -11.6%.

FIG.31: CIE OVERVIEW

CIE Snapshot	
Price (31 March 2017)	$0.97
Share price range (12 months)	$0.91 - $1
Shares on issue (Mn)	81
Market capitalisation ($Mn)	78.7
Pre-tax asset backing*	$1.03
Post-tax asset backing*	$1.01
Premium/(Discount) to pre-tax NTA	-5.9%
Premium/(Discount) to post-tax NTA	-4.0%
Dividend yield	6.7%
Dividend per share (cents)	6.5
Franking	50%
Management expense ratio	0.95%

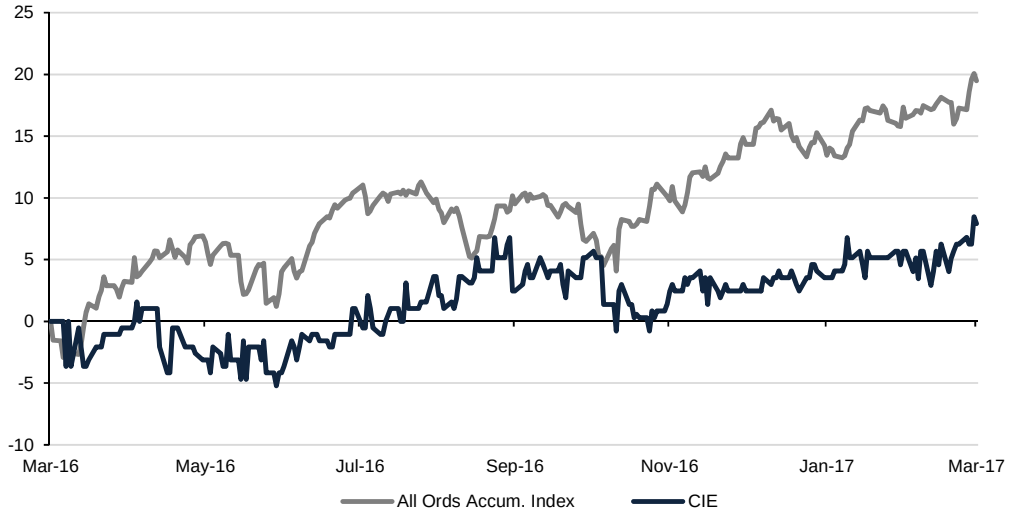
Top Holdings	%
BANK OF QUEENSLAND LTD	6.2%
ASX LTD	6.1%
TABCORP HOLDINGS LTD	4.8%
BENDIGO AND ADELAIDE BANK	4.0%
TATTS GROUP LTD	3.4%
PERPETUAL LTD	3.4%
ADELAIDE BRIGHTON LTD	3.3%
G.U.D. HOLDINGS LTD	2.9%
SPARK INFRASTRUCTURE GROUP	2.5%
COCA-COLA AMATIL LTD	2.5%

Total Shareholder Return	1 Year	3 Year	5 Year
CIE	7.9%	na	na
Sector Avg.	8.8%	6.1%	16.9%
Active return	-11.6%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	13.0%	na	na
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-4.8%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures since inception (August 2015). Active return refers to TSR relative to that of the comparative index

FIG.32: CIE TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Baillieu Holst Ltd has acted in a corporate advisory role for CIE and earned fees in relation to that activity in the past 12 months. In line with the company's internal compliance guidelines, our investment recommendation is restricted.

Please also refer to the general disclosure at the end of this report.

Carlton Investments (CIN)

www.carltoninvestments.com.au

- Carlton Investments' strategy is to invest in established listed blue chip stocks that provide high levels of sustainable income through fully franked dividends.
- Investments are held for the long term and not for trading purposes.
- Carlton is primarily exposed to the banking, tourism and leisure sectors.
- The total shareholder return for the year ending 31 March 2017 was 3.4% with pre-tax net asset backing increasing 5.7%. The active return was -16.1%.

FIG.33: CIN OVERVIEW

CIN Snapshot	
Price (31 March 2017)	$31.83
Share price range (12 months)	$30.8 - $33.5
Shares on issue (Mn)	26
Market capitalisation ($Mn)	842.7
Pre-tax asset backing*	$36.85
Post-tax asset backing*	$30.52
Premium/(Discount) to pre-tax NTA	-13.6%
Premium/(Discount) to post-tax NTA	4.3%
Dividend yield	3.9%
Dividend per share (cents)	123.0
Franking	100%
Management expense ratio	0.09%

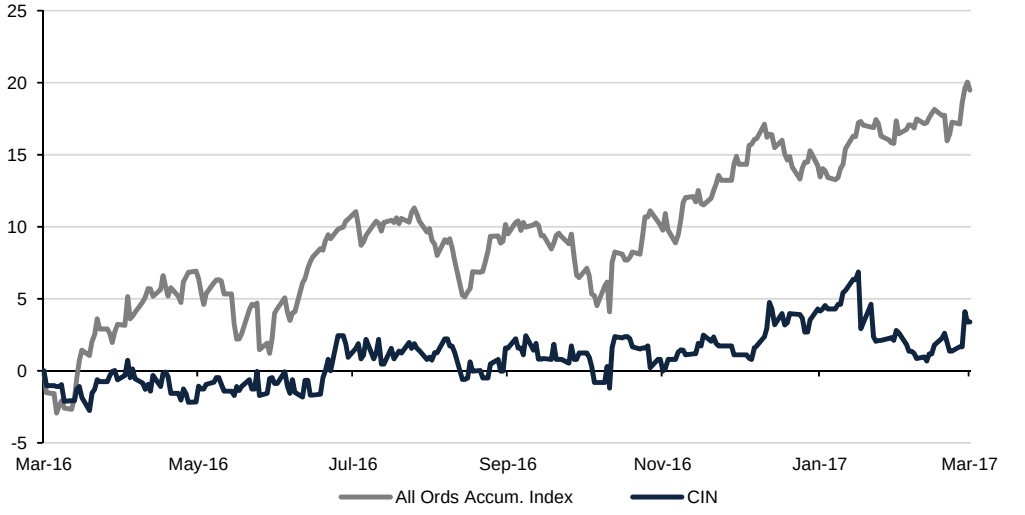
Top Holdings	%
EVENT HOSPITALITY AND ENTERT	40.8%
NATIONAL AUSTRALIA BANK LTD	7.5%
WESTPAC BANKING CORP	6.4%
COMMONWEALTH BANK OF AUSTRAL	5.0%
AGL ENERGY LTD	4.3%
AUST AND NZ BANKING GROUP	3.3%
WESFARMERS LTD	2.8%
PERPETUAL LTD	2.3%
TELSTRA CORP LTD	2.1%
BHP BILLITON LIMITED	2.0%

Total Shareholder Return	1 Year	3 Year	5 Year
CIN	3.4%	11.0%	19.2%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-16.1%	3.4%	8.5%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	5.7%	11.0%	14.7%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-12.7%	-11.3%	-13.7%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted.
Active return refers to TSR relative to that of the comparative index

FIG.34: CIN TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Contango Microcap (CTN)

www.contango.com.au

- Contango Microcap was listed on the ASX in December 2004 and is managed by Contango Asset Management and OC Funds Management.
- Contango invests in companies with a market capitalisation of generally between $10 million and $350 million and currently holds 118 securities. Recently, OC Funds Management won a mandate to manage ~$30m of the underlying portfolio. OC Funds Management is a Melbourne based specialist small cap fund manager.
- Its investment philosophy is based on the premise that microcap companies are under-researched and hence offer considerable upside potential.
- 30.5% of CTN's portfolio is currently invested within the small cap resources sector.
- The total shareholder return for the year ending 31 March 2017 was 12.7% with pre-tax net asset backing increasing 4.7%. The active return was -6.8%.

FIG.35: CTN OVERVIEW

CTN Snapshot	
Price (31 March 2017)	$1.00
Share price range (12 months)	$0.91 - $1.2
Shares on issue (Mn)	168
Market capitalisation ($Mn)	166.8
Pre-tax asset backing*	$1.07
Post-tax asset backing*	$1.02
Premium/(Discount) to pre-tax NTA	-6.8%
Premium/(Discount) to post-tax NTA	-2.6%
Dividend yield	6.4%
Dividend per share (cents)	6.4
Franking	38%
Management expense ratio	1.25%

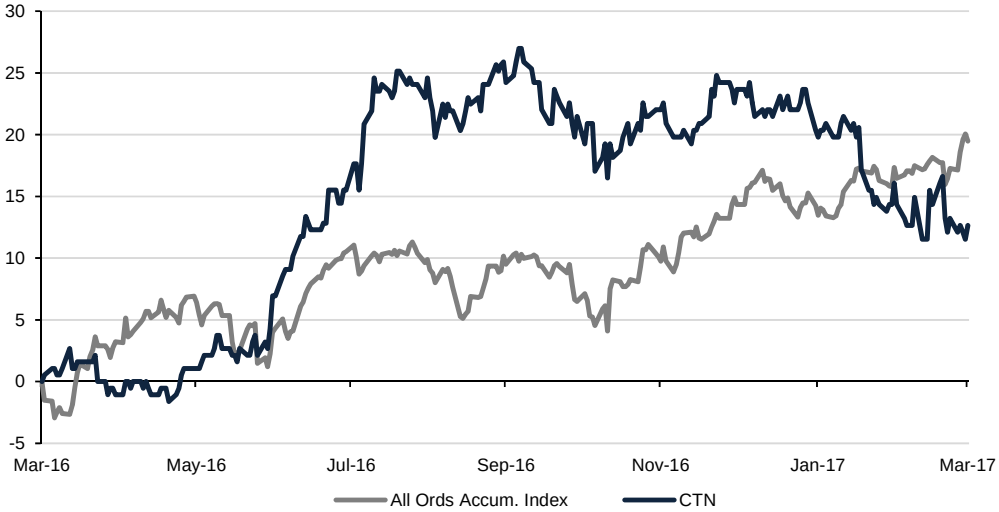
Top Holdings	%
EML PAYMENTS LTD	4.3%
ELANOR INVESTOR GROUP	3.5%
PACIFIC ENERGY LTD	2.8%
VILLA WORLD LTD	2.6%
MOD RESOURCES LTD	2.5%
RED RIVER RESOURCES LTD	2.5%
CATAPULT GROUP INTERNATIONAL	2.4%
AUSTAL LTD	2.4%
PRO MEDICUS LTD	2.3%
VEEM LTD	2.3%

Total Shareholder Return	1 Year	3 Year	5 Year
CTN	12.7%	5.9%	4.4%
Sector Avg.	21.7%	8.0%	11.2%
Active return	-6.8%	-1.7%	-6.2%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	4.7%	1.6%	-0.3%
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-9.2%	-9.4%	-11.0%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.36: CTN TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Djerriwarrh Investments (DJW)

www.djerri.com.au

- Djerriwarrh Investments has been in operation since 1989 and was listed on the ASX in 1995.
- Its investment portfolio focuses on stocks with low price-earnings ratios in the ASX top 50.
- It also has a trading portfolio that is used for short-term trading purposes. DJW currently has options outstanding against 19 of its top 20 holdings.
- The total shareholder return for the year ending 31 March 2017 was -4.6% with pre-tax net asset backing increasing 17.7%. The active return was -24.1%.

FIG.37: DJW OVERVIEW

DJW Snapshort	
Price (31 March 2017)	$3.69
Share price range (12 months)	$3.5 - $4.23
Shares on issue (Mn)	219
Market capitalisation ($Mn)	809.4
Pre-tax asset backing*	$3.28
Post-tax asset backing*	$3.27
Premium/(Discount) to pre-tax NTA	12.5%
Premium/(Discount) to post-tax NTA	12.8%
Dividend yield	6.5%
Dividend per share (cents)	24.0
Franking	100%
Management expense ratio	0.41%

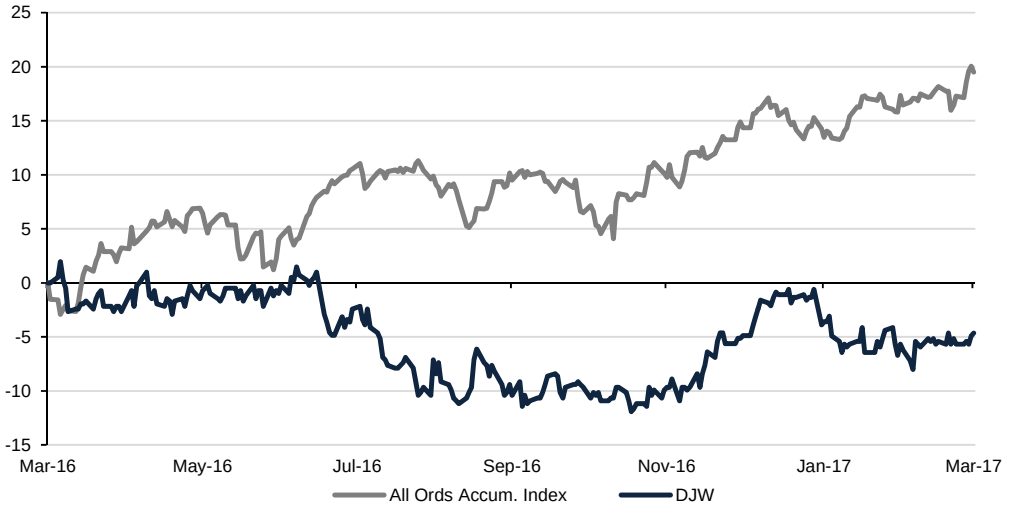
Top Holdings	%
WESTPAC BANKING CORP	7.8%
COMMONWEALTH BANK OF AUSTRAL	6.7%
NATIONAL AUSTRALIA BANK LTD	6.6%
AUST AND NZ BANKING GROUP	5.9%
BHP BILLITON LIMITED	4.6%
CSL LTD	4.0%
TELSTRA CORP LTD	3.8%
WESFARMERS LTD	3.5%
BRAMBLES LTD	2.3%
OIL SEARCH LTD	2.1%

Total Shareholder Return	1 Year	3 Year	5 Year
DJW	-4.6%	-1.1%	6.1%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-24.1%	-8.6%	-4.5%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	17.7%	2.6%	6.6%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	20.9%	25.9%	20.9%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.38: DJW TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Diversified United Investments (DUI)

www.dui.com.au

- Diversified United Investments was founded in 1991 by Australia United Investments, Barclay Investments (a Myer family investment company), the late Sir Ian Potter and The Ian Potter Foundation.
- It invests predominantly in Australian equities, however it also invests in global ETFs, property trusts and fixed income securities.
- DUI's global ETF exposure currently represents 8.5% of the portfolio.
- The total shareholder return for the year ending 31 March 2017 was 18.4% with pre-tax net asset backing increasing 22.6%. The active return was -1.1%.

FIG.39: DUI OVERVIEW

DUI Snapshot	
Price (31 March 2017)	$3.65
Share price range (12 months)	$3.16 - $3.83
Shares on issue (Mn)	209
Market capitalisation ($Mn)	761.8
Pre-tax asset backing*	$4.03
Post-tax asset backing*	$3.49
Premium/(Discount) to pre-tax NTA	-9.4%
Premium/(Discount) to post-tax NTA	4.6%
Dividend yield	3.8%
Dividend per share (cents)	14.0
Franking	100%
Management expense ratio	0.13%

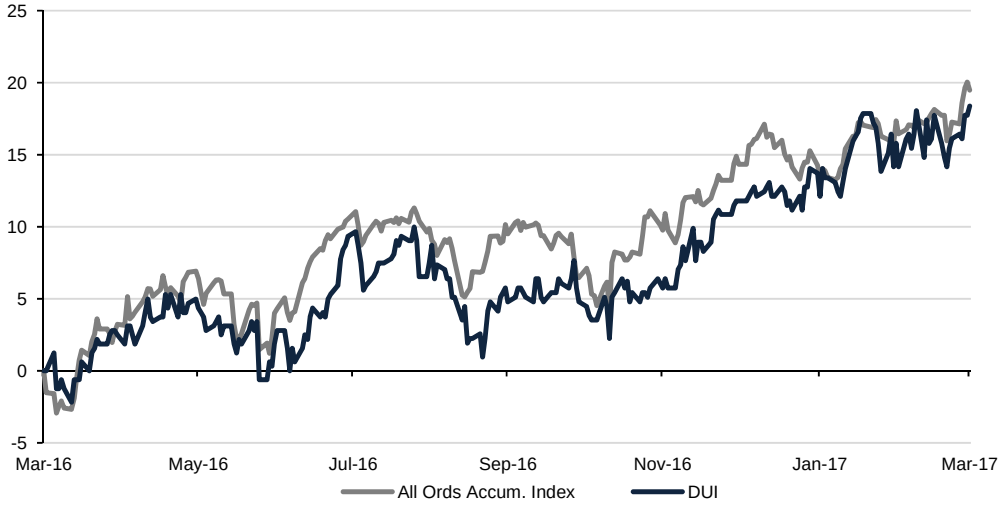
Top Holdings	%
COMMONWEALTH BANK OF AUSTRAL	9.2%
CSL LTD	8.0%
WESTPAC BANKING CORP	7.1%
AUST AND NZ BANKING GROUP	6.8%
TRANSURBAN GROUP	4.6%
NATIONAL AUSTRALIA BANK LTD	5.0%
WOODSIDE PETROLEUM LTD	4.6%
VANGUARD FTSE ALL-WORLD EX-U	3.4%
WESFARMERS LTD	3.2%
BHP BILLITON LIMITED	3.1%

Total Shareholder Return	1 Year	3 Year	5 Year
DUI	18.4%	5.9%	13.2%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-1.1%	-1.6%	2.5%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	22.6%	7.8%	12.1%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	-7.3%	-6.4%	-7.3%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.40: DUI TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Ellerston Asian Investment Limited (EAI)

www.ellerstoncapital.com

- Incorporated in August 2015, EAI is managed by Ellerston Capital, a specialist funds manager founded in 2004 with approximately $4.6 billion in funds under management.
- EAI will provide investors with exposure to a portfolio of high growth equity securities in the Asian region. EAI will invest in the 10 core countries that constitute the MSCI AC Asia Ex Japan Index. EAI has identified four key investment themes 1) Asian consumption; 2) Structural reforms in India; 3) Disruptive technologies; and 4) Capital market liberalisation in China.
- Key underlying regional exposure for EAI is China/Hong Kong (46.1%) and India (14.6%) with key sector allocations in Financials (31.1%) and IT (22.2%).
- Total shareholder return for the year ending 31 March 2017 was 12.8% with pre-tax net asset backing decreasing 11.6%. The active return was -2.9%.

FIG.41: EAI OVERVIEW

EAI Snapshot	
Price (31 March 2017)	$0.88
Share price range (12 months)	$0.76 - $0.9
Shares on issue (Mn)	120
Market capitalisation ($Mn)	105.6
Pre-tax asset backing*	$1.00
Post-tax asset backing*	$1.00
Premium/(Discount) to pre-tax NTA	-11.6%
Premium/(Discount) to post-tax NTA	-11.8%
Dividend yield	na
Dividend per share (cents)	na
Franking	na
Management expense ratio	0.75%

Top Holdings	%
SAMSUNG ELECTRONICS CO LTD	6.4%
HONG KONG EXCHANGES & CLEAR	4.9%
TENCENT HOLDINGS LTD	4.6%
TAIWAN SEMICONDUCTOR MANUFAC	4.1%
PING AN INSURANCE GROUP CO-H	4.0%
NAVER CORP	3.2%
CHINA PETROLEUM & CHEMICAL-H	3.2%
CHINA LIFE INSURANCE CO-H	3.0%
AIA GROUP LTD	3.0%
CHINA EVERBRIGHT INTL LTD	3.0%

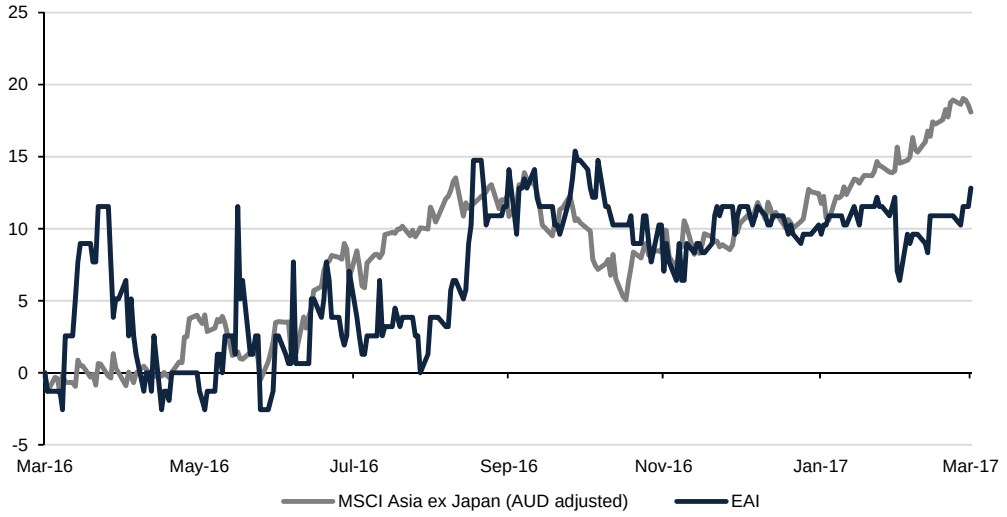
Total Shareholder Return	1 Year	3 Year	5 Year
EAI	12.8%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	-2.9%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	11.6%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-12.4%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures from inception (December 2015), unless

otherwise noted. Active return refers to TSR relative to that of the comparative index.

FIG.42: EAI TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Ellerston Global Investments (EGI)

www.ellerstoncapital.com

- Founded in 2004 as a subsidiary of CPH (the Packer family holding company), Ellerston Capital is a specialist fund manager offering investors a range of managed equity based strategies. EGI commenced trading in October 2014.
- Ellerston's investment strategy will consist of a high conviction global equity securities portfolio, holding up to 25 securities. EGI will take a contrarian view, seeking securities that are fundamentally mispriced with a long term investment timeframe.
- EGI initially screens companies for events such as spin offs, management change, post IPO's and fallen angels.
- Total shareholder return for the year ending 31 March 2017 was 3.1% with pre-tax net asset backing increasing 4.6%. The active return was -12.6%.

FIG.43: EGI OVERVIEW

EGI Snapshot	
Price (31 March 2017)	$0.96
Share price range (12 months)	$0.9 - $1.05
Shares on issue (Mn)	76
Market capitalisation ($Mn)	72.7
Pre-tax asset backing*	$1.11
Post-tax asset backing*	$1.10
Premium/(Discount) to pre-tax NTA	-13.2%
Premium/(Discount) to post-tax NTA	-12.9%
Dividend yield	2.1%
Dividend per share (cents)	2.0
Franking	100%
Management expense ratio	0.75%

Top Holdings	%
INTERXION HOLDING NV	5.2%
ZAYO GROUP HOLDINGS INC	5.1%
ENTERTAINMENT ONE LTD	5.1%
PAYPAL HOLDINGS INC	4.8%
PTC INC	4.7%
GEOGRAPHIC EXPOSURE	
UNITED STATES	66.4%
EUROPE/UK	27.2%
CANADA	3.6%
ASIA PACIFIC	2.8%

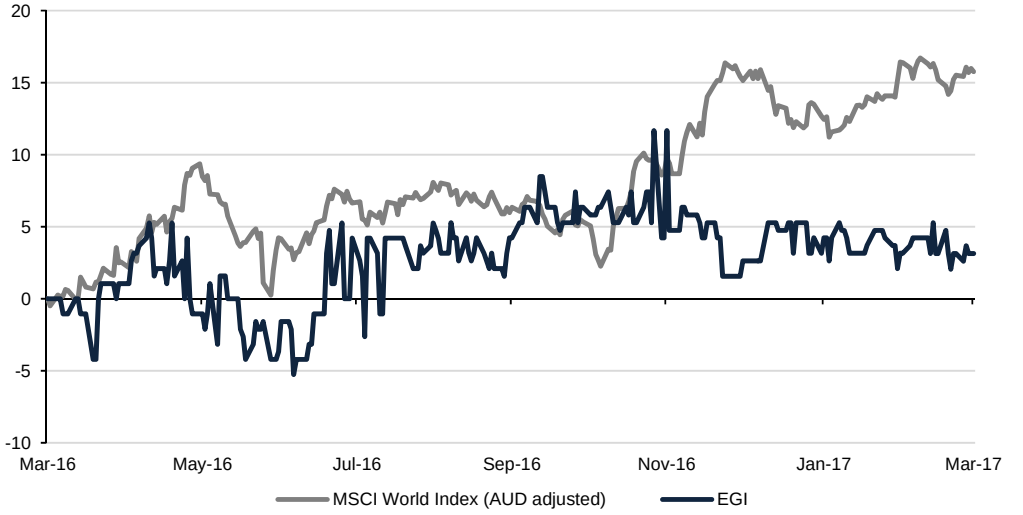
Total Shareholder Return	1 Year	3 Year	5 Year
EGI	3.1%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	-12.6%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	4.6%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-11.6%	na	na

Source: RESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017. Active return refers to

TSR relative to that of the comparative index

FIG.44: EGI TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Forager Australian Shares Fund (FOR)

www.foragerfunds.com

- The Forager Australian Shares Fund was initially incorporated in October 2009 as an unlisted unit trust before being converted to a closed end vehicle in December 2016.
- FOR utilises a fundamental bottom up investment approach, focusing on business which the assessed intrinsic value of the underlying business is substantially higher than the security price.
- FOR holds a relatively small number of securities, generally between 15 and 25, FOR typically holds securities with smaller market capitalisations.
- FOR will publish a daily NTA update which provides greater visibility of the underlying fund (performance) and may help to mitigate the likelihood of a discount to NTA, FOR is currently trading at a 9.9%% premium to NTA.
- Total shareholder return since inception (15 December 2016) is 15.2% with pre-tax net asset backing increasing 12.0%. The active return was 10.7%.

FIG.45: FOR OVERVIEW

FOR Snapshot	
Price (31 March 2017)	$1.97
Share price range (12 months)	$1.63 - $2.04
Shares on issue (Mn)	88
Market capitalisation ($Mn)	172.6
Pre-tax asset backing*	$1.77
Post-tax asset backing*	na
Premium/(Discount) to pre-tax NTA	11.3%
Premium/(Discount) to post-tax NTA	na
Dividend yield	na
Dividend per share (cents)	na
Franking	na
Management expense ratio	1.00%

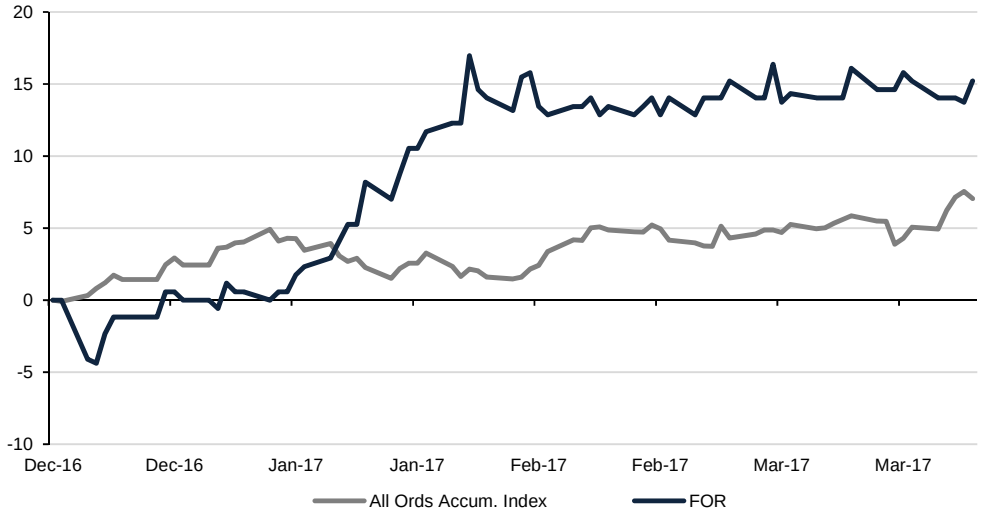
Top Holding	
MACMAHON HOLDINGS LTD	9.8%
RECKON LTD	8.7%
NZME LTD	8.2%
CARDNO LTD	7.0%
SERVICE STREAM LTD	6.7%

Total Shareholder Return	1 Year*	3 Year	5 Year
FOR	15.2%	na	na
Sector Avg.	na	na	na
Active return	10.7%	na	na

NTA Performance	1 Year*	3 Year	5 Year
NTA growth	12.0%	na	na
Sector Avg.	na	na	na
Prem/Disc (Avg.)	8.8%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures since inception (15 December 2016). *Active return refers to TSR relative to that of the comparative index*

FIG.46: FOR TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Future Generation Global (FGG)

www.futuregeninvest.com.au/global

- Future Generation Global is a philanthropic internationally focused listed investment company that listed in December 2015. All management and performance fees have been waived in preference of an annual charitable donation of 1% of NTA.
- The company provides investors the opportunity to gain access to a leading group of global fund managers (17 fund managers) by allocating capital to a number of global fund managers.
- Along with the investment objective capital growth and distribution of fully franked dividends, FGG has an ancillary goal to improve the lives of young Australians with the annual donation directed to an initial group of nine mental health organisations.
- Total shareholder return for the year ending 31 March 2017 was -4.0% with pre-tax net asset backing increasing 10.1%. The active return was -19.8%.

FIG.47: FGG OVERVIEW

FGG Snapshot	
Price (31 March 2017)	$1.06
Share price range (12 months)	$1.02 - $1.11
Shares on issue (Mn)	277
Market capitalisation ($Mn)	293.8
Pre-tax asset backing*	$1.11
Post-tax asset backing*	$1.10
Premium/(Discount) to pre-tax NTA	-4.6%
Premium/(Discount) to post-tax NTA	-4.0%
Dividend yield	0.9%
Dividend per share (cents)	1.0
Franking	100%
Management expense ratio	0.00%

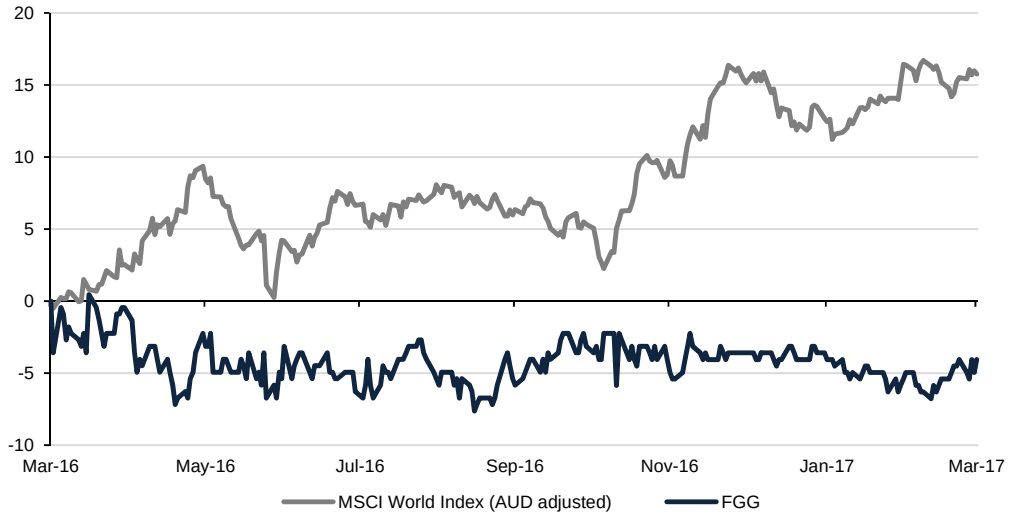
Top Holdings	%
MAGELLAN GLOBAL FUND	10.3%
IRONBRIDGE GLOBAL FOCUS FUND	9.7%
COOPER INVESTORS GLOBAL	8.9%
ANTIPODES GLOBAL FUND	8.7%
VGI PARTNERS FUND	8.0%
MARSICO GLOBAL FUND	7.2%
NIKKO AM GLOBAL SHARE FUND	6.1%
MANIKAY GLOBAL OPPORT	5.4%
ELLERSTON GLOBAL INVEST	4.8%
MORPHIC GLOBAL OPPORT	4.7%

Total Shareholder Return	1 Year	3 Year	5 Year
FGG	-4.0%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	-19.8%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	10.1%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-0.3%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017. *Active return refers to TSR relative to that of the comparative index*

FIG.48: FGG TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Future Generation Investment Fund (FGX)

www.futuregeninvest.com.au

- Future Generation Investment Fund is a small/mid-cap LIC that is managed by a number of prominent investment managers who have waived their usual management and performance fees so that funds can be donated to nominated charities.
- Investment objectives: 1) Provide a stream of fully franked dividends; 2) achieve capital growth and; 3) preserve shareholder capital.
- The underlying investment strategy allocation is Long Equities (38.0%), Absolute Bias (36.6%) and Market Neutral (13.9%).
- Total shareholder return for the year ending 31 March 2017 was 6.3% with pre-tax net asset backing decreasing 4.8%. The active return was -13.2%.

FIG.49: FGX OVERVIEW

FGX Snapshot	
Price (31 March 2017)	$1.17
Share price range (12 months)	$1.10 - $1.17
Shares on issue (Mn)	350
Market capitalisation ($Mn)	407.4
Pre-tax asset backing*	$1.17
Post-tax asset backing*	$1.15
Premium/(Discount) to pre-tax NTA	0.0%
Premium/(Discount) to post-tax NTA	0.9%
Dividend yield	3.4%
Dividend per share (cents)	4.0
Franking	100%
Management expense ratio	0.00%

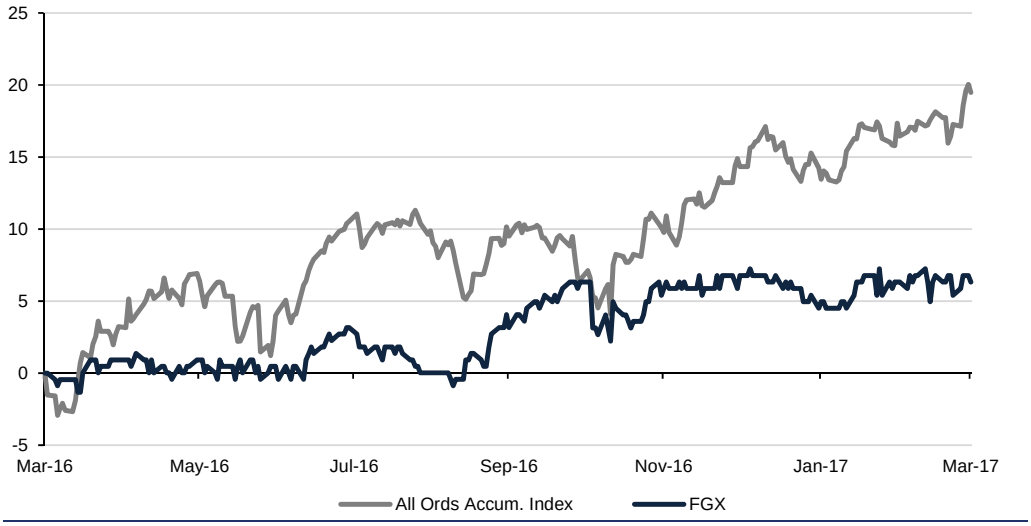
Top Holdings	%
BENNELONG AUST EQUITIES FUND	10.1%
REGAL AUST LONG SHORT FUND	9.3%
WILSON ASSET MANAGEMENT FUND	8.5%
WATERMARK ABSOLUTE RETURN	7.4%
TRIBECA ALPHA PLUS FUND	7.1%
PARADICE AUST MIDCAP FUN	6.0%
ELEY GRIFFITHS SMALL CO FUND	5.8%
COOPER INVESTORS AUST FUND	5.1%
PARADICE LARGE CAP FUND	4.9%
SANDON CAPITAL ACTIVIST FUND	4.3%
BENNELONG LONG SHORT EQUITY	3.1%
OPTIMAL AUST ABSOLUTE TRUST	2.8%
L1 CAPITAL L/S FUND - RETAIL	2.8%
CBG ASSET AUST EQUITIES	2.4%
DISCOVERY AUST SMALL CO FUND	2.1%
LHC CAPITAL AUST HIGH CONVICT	1.8%
THE LEVEL 18 FUND	1.6%
QATO CAPITAL	0.6%

Total Shareholder Return	1 Year	3 Year	5 Year
FGX	6.3%	11.8%	50.9%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-13.2%	4.2%	40.2%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	4.8%	172.8%	na
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-1.0%	-1.4%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index.

FIG.50: FGX TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Glennon Small Companies Limited (GC1)

www.glennon.com.au

- Listed in August 2015, GC1 invests in a small and micro-cap segment of the market. The underlying portfolio will hold between 20-60 securities, predominately found outside the S&P/ASX100.
- The investment strategy of the manager is to focus on companies that operate in industries with high barriers to entry, have superior management, and are viewed to be undervalued.
- GC1 adopts a long only investment style and does not use leverage; the portfolio may include securities from companies that are expected to list within 12 months.
- The total shareholder return for the year ending 31 March 2017 was -1.6% with pre-tax net asset backing decreasing -1.1%. The active return was -21.1%.

FIG.51: GC1 OVERVIEW

GC1 Snapshot	
Price (31 March 2017)	$0.95
Share price range (12 months)	$0.91 - $1.04
Shares on issue (Mn)	47
Market capitalisation ($Mn)	44.6
Pre-tax asset backing*	$1.00
Post-tax asset backing*	$0.98
Premium/(Discount) to pre-tax NTA	-5.0%
Premium/(Discount) to post-tax NTA	-3.3%
Dividend yield	3.2%
Dividend per share (cents)	3.0
Franking	100%
Management expense ratio	1.00%

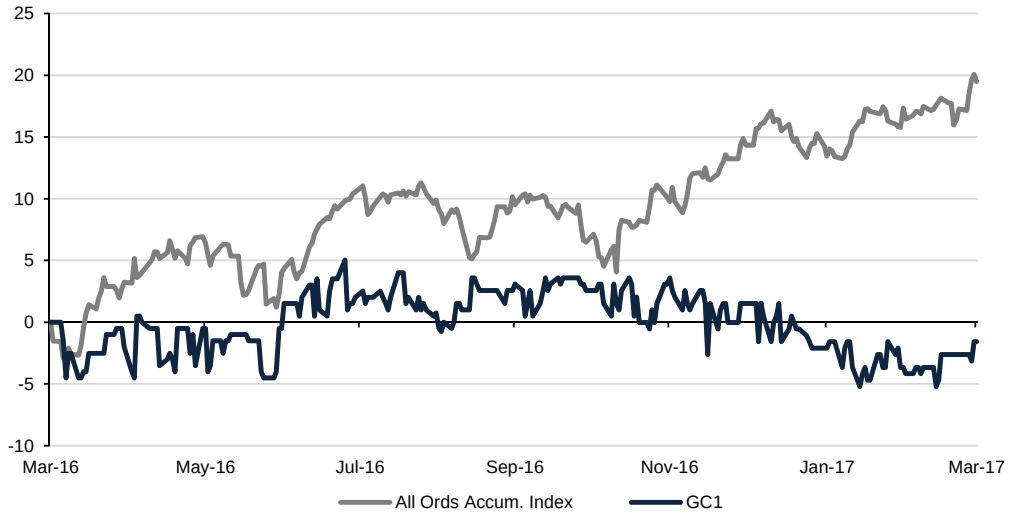
Top Holding	%
NATIONAL VETERINARY CARE LTD	4.2%
ZIPMONEY LTD	3.9%
G8 EDUCATION LTD	3.8%
COSTA GROUP HOLDINGS LTD	3.8%
SIMS METAL MANAGEMENT LTD	3.5%

Total Shareholder Return	1 Year	3 Year	5 Year
GC1	-1.6%	na	na
Sector Avg.	21.7%	8.0%	11.2%
Active return	-21.1%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	-1.1%	na	na
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-6.3%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.52: GC1 TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Global Value Fund (GVF)

www.globalvaluefund.com.au

- Global Value Fund invests in a global portfolio of closed-end funds purchased at a discount to its underlying asset value, giving investors an alternate source of market outperformance compared to more common stock selection strategies.
- GVF implements an extensive risk management profile, including investing in a range of underlying asset classes (i.e. fixed interest).
- GVF made four significant realisations during March in holdings located in Asia as well as two European Private Equity Holdings. The realisations were at an uplift to the respective entry discount to NTA.
- The total shareholder return for the year ending 31 March 2017 was 17.4% with pre-tax net asset backing decreasing 8.0%. The active return was 1.6%.

FIG.53: GVF OVERVIEW

GVF Snapshot	
Price (31 March 2017)	$1.12
Share price range (12 months)	$0.98 - $1.17
Shares on issue (Mn)	121
Market capitalisation ($Mn)	135.5
Pre-tax asset backing*	$1.11
Post-tax asset backing*	$1.10
Premium/(Discount) to pre-tax NTA	1.3%
Premium/(Discount) to post-tax NTA	1.7%
Dividend yield	5.4%
Dividend per share (cents)	6.0
Franking	100%
Management expense ratio	1.50%

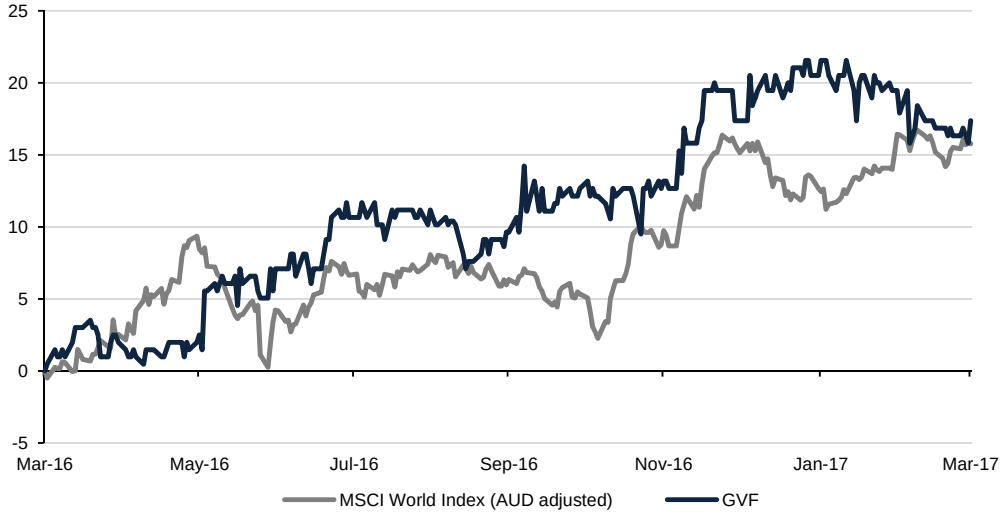
Top Holdings	%
POLAR CAP GLBL HEALTHCARE	7.9%
JP MORGAN PRIVATE EQUIT-PREF	4.8%
DW CATALYST FUND LTD-GBP	4.3%
THIRD POINT OFFSHORE INVESTM	4.3%
BOUSSARD & GAVAUDAN HOLD	4.3%
UNDERLYING ASSET CLASS	
LISTED EQUITIES	35.0%
FIXED INTEREST	19.0%
HEDGE FUND	17.0%
PRIVATE EQUITY	14.0%
OTHER	7.0%

Total Shareholder Return	1 Year	3 Year	5 Year
GVF	17.4%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	1.6%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	8.0%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-1.6%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted.
Active return refers to TSR relative to that of the comparative index

FIG.54: GVF TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Baillieu Holst Ltd has acted in a corporate advisory role for GVF and earned fees in relation to that activity in the past 12 months. In line with the company's internal compliance guidelines, our investment recommendation is restricted.

Please also refer to the general disclosure at the end of this report.

Hunter Hall Global Value (HHV)

www.hunterhall.com.au

- Hunter Hall Global Value is managed by the Hunter Hall International (HHL), which has managed a number of funds and investment trusts since 1993.
- HHV's objective is to deliver long term total shareholder returns through a portfolio of undervalued international and Australian equities that consistently pay dividends.
- The recent EGM has impacted investor sentiment towards HHV, with the incumbent board remaining, the focus should now return back towards the underlying performance of the HHV portfolio.
- The total shareholder return for the year ending 31 March 2017 was 9.7% with pre-tax net asset backing decreasing -0.2%. The active return was -6.1%.

FIG.55: HHV OVERVIEW

HHV Snapshot	
Price (31 March 2017)	$1.23
Share price range (12 months)	$1.12 - $1.47
Shares on issue (Mn)	244
Market capitalisation ($Mn)	299.2
Pre-tax asset backing*	$1.29
Post-tax asset backing*	$1.27
Premium/(Discount) to pre-tax NTA	-4.9%
Premium/(Discount) to post-tax NTA	-3.7%
Dividend yield	5.3%
Dividend per share (cents)	6.5
Franking	100%
Management expense ratio	1.50%

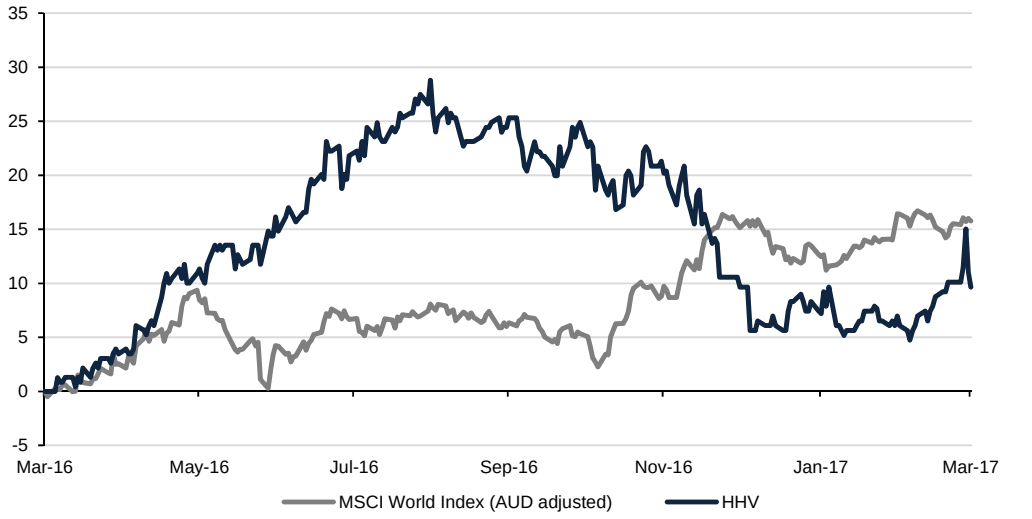
Top Holdings	%
SIRTEX MEDICAL LTD	6.6%
LUMENTUM HOLDINGS INC	4.9%
PRADA S.P.A.	4.7%
FINISAR CORPORATION	3.1%
GENWORTH FINANCIAL INC-CL A	2.6%
HOWARD HUGHES CORP/THE	2.6%
SRG LTD	2.5%
HUNTSMAN CORP	2.4%
KKR & CO LP	2.4%
BASE RESOURCES LTD	2.3%

Total Shareholder Return	1 Year	3 Year	5 Year
HHV	9.7%	12.1%	16.4%
Sector Avg.	7.7%	5.0%	16.6%
Active return	-6.1%	-1.0%	-0.5%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	-0.2%	8.9%	10.2%
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-6.2%	-9.8%	-12.2%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.56: HHV TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Lion Selection Group (LSX)

www.lsg.com.au

- LSX Lion Selection (LSX) is a specialist mining LIC with a focus on early stage mining projects. LSX was established and listed on the ASX in 1997.
- LSX gives investors exposure to the high risk, high growth stage of mining investment. It focuses on early stage gold and base metals activities. It provides early stage funding to assist companies along the development curve and exit following considerations of value after project development.
- The total shareholder return for the year ending 31 March 2017 was 63.0% with pre-tax net asset backing increasing 32.3%. The active return was 27.8%.

FIG.57: LSX OVERVIEW

LSX Snapshot	
Price (31 March 2017)	$0.38
Share price range (12 months)	$0.24 - $0.47
Shares on issue (Mn)	107
Market capitalisation ($Mn)	40.1
Pre-tax asset backing*	$0.41
Post-tax asset backing*	$0.41
Premium/(Discount) to pre-tax NTA	-8.5%
Premium/(Discount) to post-tax NTA	na
Dividend yield	na
Dividend per share (cents)	na
Franking	na
Management expense ratio	1.50%

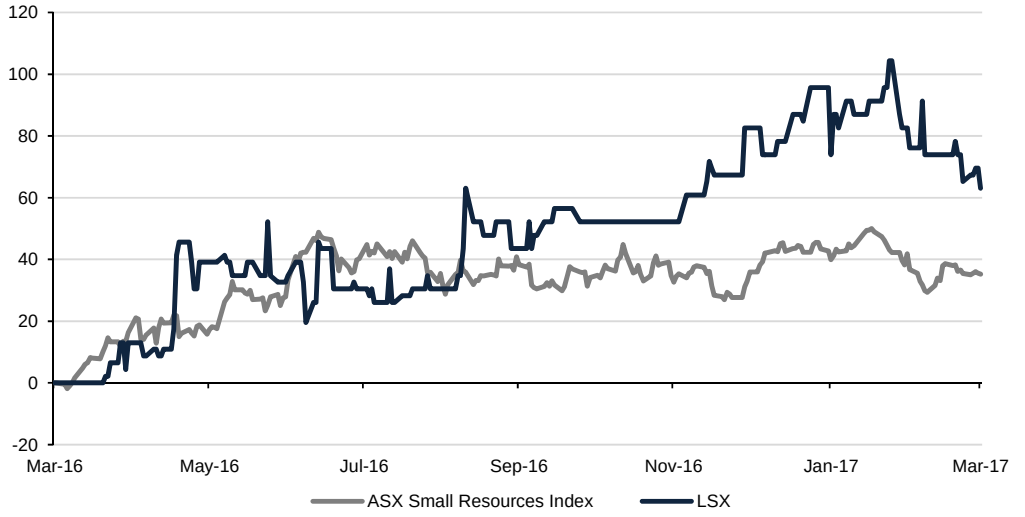
Top Holdings	%
ONE ASIA RESOURCES	24.8%
ROXAGOLD	20.3%
ERDENE ROSOURCES	16.2%
EGAN STREET RESOURCES	7.1%
OTHER AFRICA	5.7%
TORO GOLD	2.1%
OTHER AUSTRALIA	1.6%
OTHER ASIA	1.6%
AMERICAS	1.4%
CASH	19.4%

Total Shareholder Return	1 Year	3 Year	5 Year
LSX	63.0%	-9.1%	na
Sector Avg.	18.6%	2.7%	7.7%
Active return	27.8%	-16.7%	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	32.3%	-12.9%	-15.2%
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	-12.3%	-28.0%	-24.2%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.58: LSX TSR V ASX SMALL RESOURCES INDEX



Source: Bloomberg, Baillieu Holst

Monash Absolute Investment (MA1)

www.monashinvestors.com

- Monash Absolute Investment (MA1) was incorporated in April 2016 and is managed by Monash Investors.
- MA1 seeks to achieve a targeted positive return over a full investment cycle (5 to 7 years) as well as avoiding negative returns each financial year.
- MA1 will provide investors access to a portfolio (small cap bias) comprised of long and short positions. MA1 employs an investment approach which is high conviction, benchmark unaware, security size agnostic and investment style agnostic.

- The total shareholder return since inception (April 2016) is -14.6% with pre-tax net asset backing decreasing -8.6%. The active return is -36.4%.

FIG.59: MA1 OVERVIEW

MA1 Snapshot	
Price (31 March 2017)	$0.82
Share price range (12 months)	$0.77 - $0.98
Shares on issue (Mn)	53
Market capitalisation ($Mn)	50.4
Pre-tax asset backing*	$0.89
Post-tax asset backing*	$0.93
Premium/(Discount) to pre-tax NTA	-7.9%
Premium/(Discount) to post-tax NTA	-11.5%
Dividend yield	na
Dividend per share (cents)	na
Franking	na
Management expense ratio	1.50%

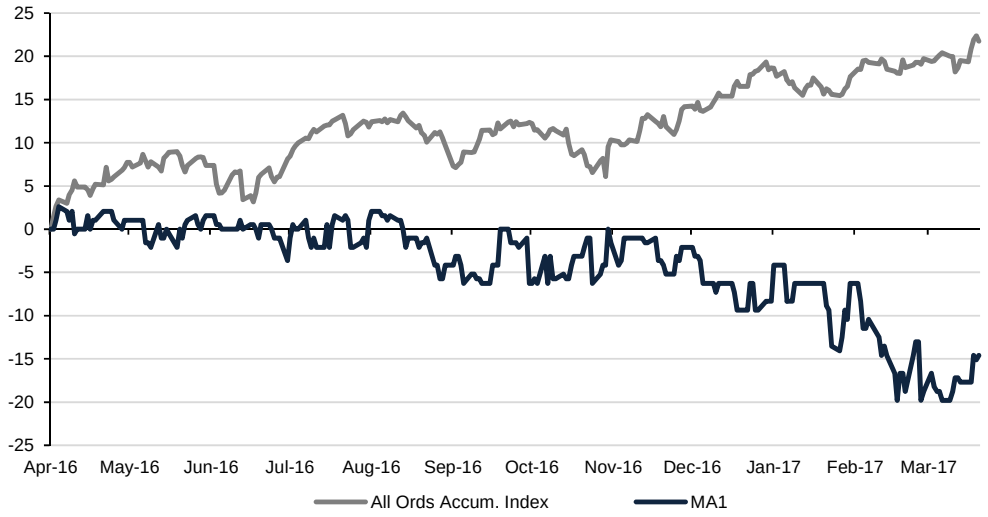
Top Holdings	%
OUTLOOK STOCKS (LONG)	72.0%
OUTLOOK STOCKS (SHORT)	-2.0%
EVENT, PAIR AND GROUP (LONG)	11.0%
EVENT, PAIR AND GROUP (SHORT)	0.0%
CASH	19.0%

Total Shareholder Return	1 Year*	3 Year	5 Year
MA1	-14.6%	na	na
Sector Avg.	18.6%	2.7%	7.7%
Active return	-36.4%	na	na

NTA Performance	1 Year*	3 Year	5 Year
NTA growth	-8.6%	na	na
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	-3.2%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures from inception (April 2016). Active return refers to TSR relative to that of the comparative index

FIG.60: MA1 TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

MFF Capital Investments (MFF)

www.magellangroup.com.au/mff/

- The MFF Capital Investments was listed on the ASX in December 2006.
- The fund is focused on North American companies; more than 90% of its portfolio consists of US domiciled corporations that are leaders in emerging markets as well as developed markets.
- MFF currently has 66.8 million options outstanding with a $0.9964 exercise price and a 31 October 2017 expiry. On a fully adjusted basis, MFF is currently trading at an estimated 15.5% discount to NTA.

- The total shareholder return for the year ending 31 March 2017 was -2.3% with pre-tax net asset backing increasing 20.1%. The active return was -18.1%.

FIG.61: MFF OVERVIEW

MFF Snapshot	
Price (31 March 2017)	$1.84
Share price range (12 months)	$1.59 - $1.95
Shares on issue (Mn)	476
Market capitalisation ($Mn)	874.2
Pre-tax asset backing*	$2.28
Post-tax asset backing*	$1.97
Premium/(Discount) to pre-tax NTA	-19.6%
Premium/(Discount) to post-tax NTA	-6.7%
Dividend yield	1.1%
Dividend per share (cents)	2.0
Franking	0%
Management expense ratio	1.25%

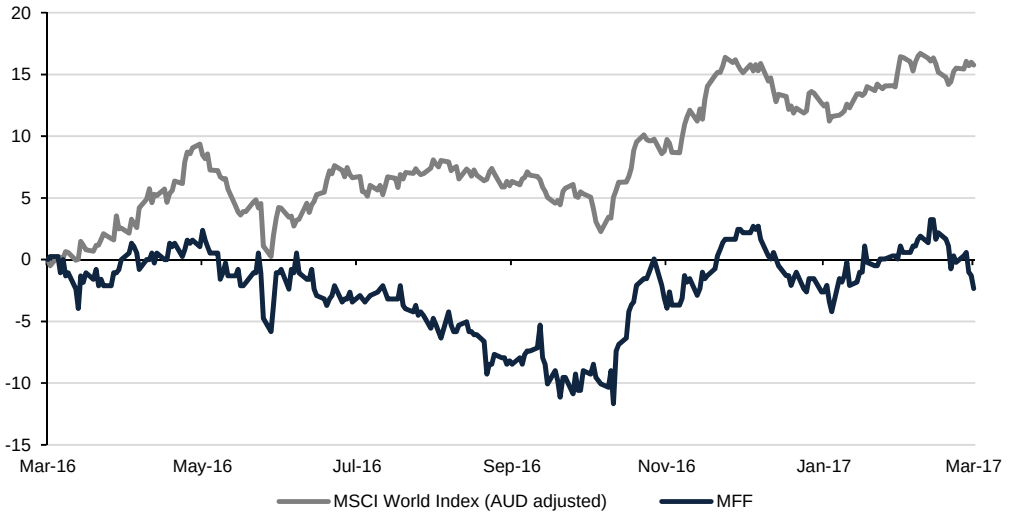
Top Holdings	%
VISA INC-CLASS A SHARES	12.1%
BANK OF AMERICA CORP	11.2%
HOME DEPOT INC	10.5%
MASTERCARD INC - A	9.9%
LOWE'S COS INC	9.4%
WELLS FARGO & CO	9.2%
US BANCORP	6.0%
HCA HOLDINGS INC	5.8%
JPMORGAN CHASE & CO	4.7%
CVS HEALTH CORP	4.1%

Total Shareholder Return	1 Year	3 Year	5 Year
MFF	-2.3%	8.6%	20.4%
Sector Avg.	7.7%	5.0%	16.6%
Active return	-18.1%	-4.5%	3.5%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	20.1%	18.2%	20.8%
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-10.9%	-7.7%	-5.4%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index.

FIG.62: MFF TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Mirrabooka Investments (MIR)

www.mirra.com.au

- Mirrabooka Investments' objective is to provide medium to long-term gains by investing in small/mid-sized companies in Australia and New Zealand. It was established in 1999 and listed in 2001.
- Mirrabooka provides investors with an opportunity to focus on investing outside blue chip companies.
- Mirrabooka currently writes options against 11 of its top 20 holdings.

- As at 31 March 2017, MIR was the third highest premium to NTA LIC within our coverage universe.
- The total shareholder return for the year ending 31 March 2017 was 9.0% with pre-tax net asset backing increasing 7.8%. The active return was -10.5%.

FIG.63: MIR OVERVIEW

MIR Snapshot	
Price (31 March 2017)	$2.70
Share price range (12 months)	$2.45 - $3.12
Shares on issue (Mn)	157
Market capitalisation ($Mn)	423.0
Pre-tax asset backing*	$2.34
Post-tax asset backing*	$2.12
Premium/(Discount) to pre-tax NTA	15.4%
Premium/(Discount) to post-tax NTA	27.4%
Dividend yield	5.6%
Dividend per share (cents)	15.0
Franking	100%
Management expense ratio	0.65%

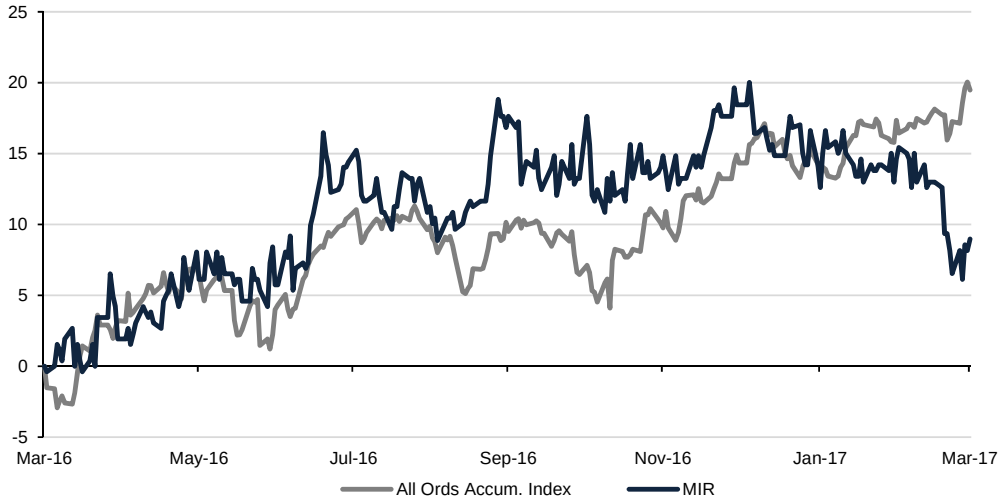
Top Holdings	%
LIFESTYLE COMMUNITIES LTD	4.2%
QUBE HOLDINGS LTD	3.5%
MFS DIVERSIFIED GROUP	3.0%
IRESS LTD	2.9%
ALS LTD	2.7%
CHALLENGER LTD	2.4%
HEALTHSCOPE LTD	2.4%
FREEDOM FOODS GROUP LTD	2.4%
SEEK LTD	2.3%
RESMED INC-CDI	2.3%

Total Shareholder Return	1 Year	3 Year	5 Year
MIR	9.0%	5.3%	14.6%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-10.5%	-2.3%	3.9%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	7.8%	7.5%	10.3%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	19.1%	14.7%	12.0%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.64: MIR TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Milton Corporation (MLT)

www.milton.com.au

- Milton Corporation was formed in 1938 and listed in 1958. Its objective is to invest in a diversified portfolio that provides an increasing income stream over time.
- Milton is not a speculative investor and does not sell assets to increase profits for shareholders. It maintains a relatively heavy focus on banking with 35.1% of total assets invested in the sector.

- The total shareholder return for the year ending 31 March 2017 was 10.1% with pre-tax net asset backing increasing 15.7%. The active return was -9.4%.

FIG.65: MLT OVERVIEW

MLT Snapshot	
Price (31 March 2017)	$4.41
Share price range (12 months)	$4.14 - $4.5
Shares on issue (Mn)	652
Market capitalisation ($Mn)	2875.2
Pre-tax asset backing*	$4.64
Post-tax asset backing*	$4.07
Premium/(Discount) to pre-tax NTA	-5.0%
Premium/(Discount) to post-tax NTA	8.4%
Dividend yield	4.2%
Dividend per share (cents)	18.6
Franking	100%
Management expense ratio	0.12%

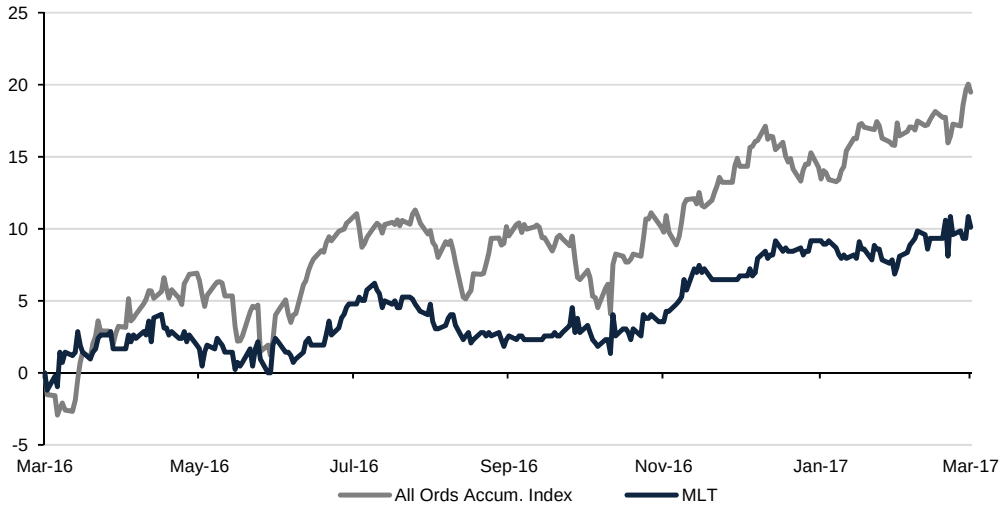
Top Holdings	%
WESTPAC BANKING CORP	12.1%
COMMONWEALTH BANK OF AUSTRAL	8.8%
WASHINGTON H. SOUL PATTINSON	5.5%
NATIONAL AUSTRALIA BANK LTD	5.2%
WESFARMERS LTD	4.2%
AUST AND NZ BANKING GROUP	3.5%
BANK OF QUEENSLAND LTD	2.9%
BHP BILLITON LIMITED	2.9%
WOOLWORTHS LTD	2.5%
CSL LTD	2.5%

Total Shareholder Return	1 Year	3 Year	5 Year
MLT	10.1%	5.7%	12.4%
Sector Avg.	8.6%	3.8%	11.0%
Active return	-9.4%	-1.8%	1.7%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	15.7%	6.4%	10.2%
Sector Avg.	18.2%	5.4%	9.4%
Prem/Disc (Avg.)	-1.3%	1.1%	-1.3%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR above that of the comparative index

FIG.66: MLT TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

NAOS Emerging Opportunities Fund (NCC)

www.naos.com.au

- Established in 2005, Naos Asset Management is an Australian boutique fund manager with two listed investment companies.
- NCC provides investors with a highly concentrated ASX ex-100 portfolio that seeks to achieve a minimum of 4.0% yield on investments.

- Whilst NCC does not disclose top holdings it does disclose contribution to return with BSA, AIK, CAJ, and LAU key contributors.
- The total shareholder return for the year ending 31 March 2017 was 50.2% with pre-tax net asset backing increasing 23.1%. The active return was 30.7%.

FIG.67: NCC OVERVIEW

NCC Snapshot	
Price (31 March 2017)	$1.42
Share price range (12 months)	$0.97 - $1.49
Shares on issue (Mn)	47
Market capitalisation ($Mn)	67.4
Pre-tax asset backing*	$1.36
Post-tax asset backing*	$1.26
Premium/(Discount) to pre-tax NTA	4.4%
Premium/(Discount) to post-tax NTA	12.7%
Dividend yield	4.8%
Dividend per share (cents)	6.8
Franking	100%
Management expense ratio	1.25%

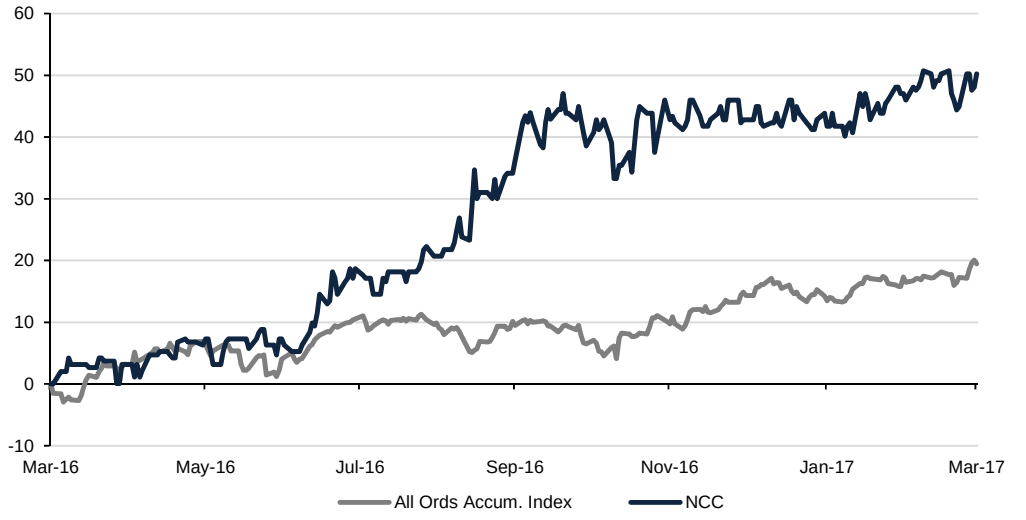
Top Holdings	%
Industry Exposure	
DIVERSIFIED FINANCIALS	31.3%
CONSUMER SERVICES	29.9%
MEDIA	16.6%
TELECOMMUNICATIONS	14.0%
FOOD AND BEVERAGE	3.3%
MATERIALS	2.2%

Total Shareholder Return	1 Year	3 Year	5 Year
NCC	50.2%	16.3%	na
Sector Avg.	21.7%	8.0%	11.2%
Active return	30.7%	8.8%	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	23.1%	8.0%	na
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-7.8%	-9.6%	-9.5%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.68: NCC TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Ozgrowth Limited (OZG)

www.ozgrowth.com.au

- OZG is a listed investment company that focuses on investing in the Australian equity market. The portfolio of assets is managed by Westoz Funds Management Pty Ltd, a wholly owned subsidiary of Euroz Limited.
- The Company invests in small to mid-sized companies, generally listed on the Australian Securities Exchange and with some connection to Western Australia.

- The current composite between sector allocations is resources (51%) and Industrials (38%), with weightings towards the resources and industrial sector decreasing and increasing respectively during the March quarter.
- The total shareholder return for the year ending 31 March 2017 was 34.9% with pre-tax net asset backing increasing 33.5%. The active return was 15.4%.

FIG.69:OZG OVERVIEW

OZG Snapshot	
Price (31 March 2017)	$0.17
Share price range (12 months)	$0.13 - $0.18
Shares on issue (Mn)	358
Market capitalisation ($Mn)	60.9
Pre-tax asset backing*	$0.22
Post-tax asset backing*	$0.21
Premium/(Discount) to pre-tax NTA	-22.0%
Premium/(Discount) to post-tax NTA	-17.9%
Dividend yield	2.9%
Dividend per share (cents)	0.5
Franking	100%
Management expense ratio	1.00%

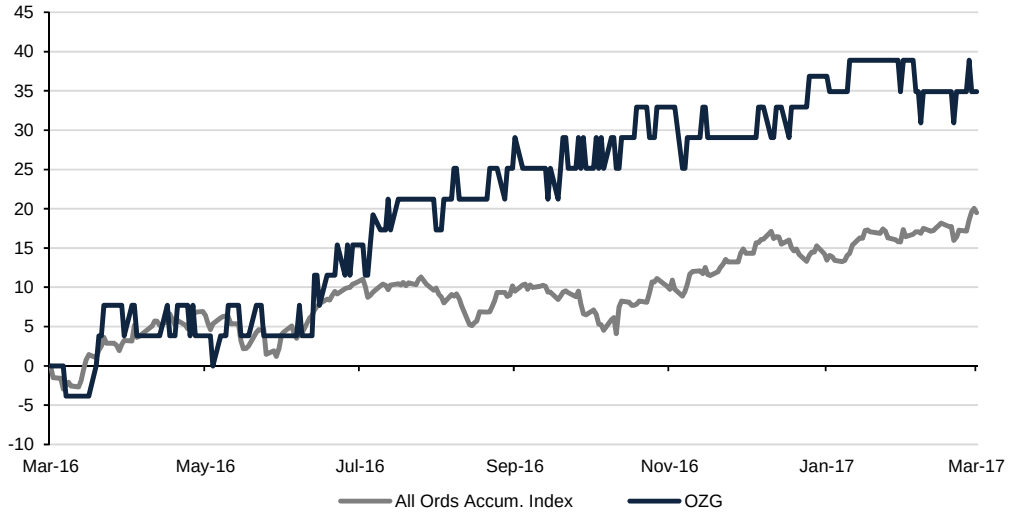
Top Holdings	%
CEDAR WOODS PROPERTIES LTD	14.0%
COOPER ENERGY LTD	6.0%
EMERALD RESOURCES NL	6.0%
EQUATORIAL RESOURCES LTD	5.0%
INDEPENDENCE GROUP NL	5.0%
WESTERN AREAS LTD	4.0%
IMF BENTHAM LTD	4.0%
OROCOBRE LTD	4.0%
NRW HOLDINGS LTD	4.0%
BEACH ENERGY LTD	3.0%

Total Shareholder Return	1 Year	3 Year	5 Year
OZG	34.9%	0.6%	7.9%
Sector Avg.	21.7%	8.0%	11.2%
Active return	15.4%	-6.9%	-2.8%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	33.5%	1.2%	1.0%
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-20.0%	-15.2%	-18.9%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.70: OZG TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

PM Capital Asian Opportunities Fund (PAF)

www.pmcapital.com.au

- PM Capital Asian Opportunities Fund began trading on the ASX on 21 May 2014.
- PAF provide long-term capital growth by investing in a portfolio of predominantly undervalued listed Asian equities and other investment securities in the Asian Region (ex-Japan).

- Greater China (62.1%) and South East Asia (23.3%) are the highest regionals exposures within the portfolio with online classifieds and Ecommerce (28.0%) the highest sector allocation.
- The total shareholder return for the year ending 31 March 2017 was 19.7% with pre-tax net asset backing increasing 11.3%. The active return was 4.0%.

FIG.71:PAF OVERVIEW

PAF Snapshot	
Price (31 March 2017)	$0.99
Share price range (12 months)	$0.8 - $1.03
Shares on issue (Mn)	349
Market capitalisation ($Mn)	345.9
Pre-tax asset backing*	$1.13
Post-tax asset backing*	na
Premium/(Discount) to pre-tax NTA	-12.2%
Premium/(Discount) to post-tax NTA	na
Dividend yield	3.0%
Dividend per share (cents)	3.0
Franking	100%
Management expense ratio	1.00%

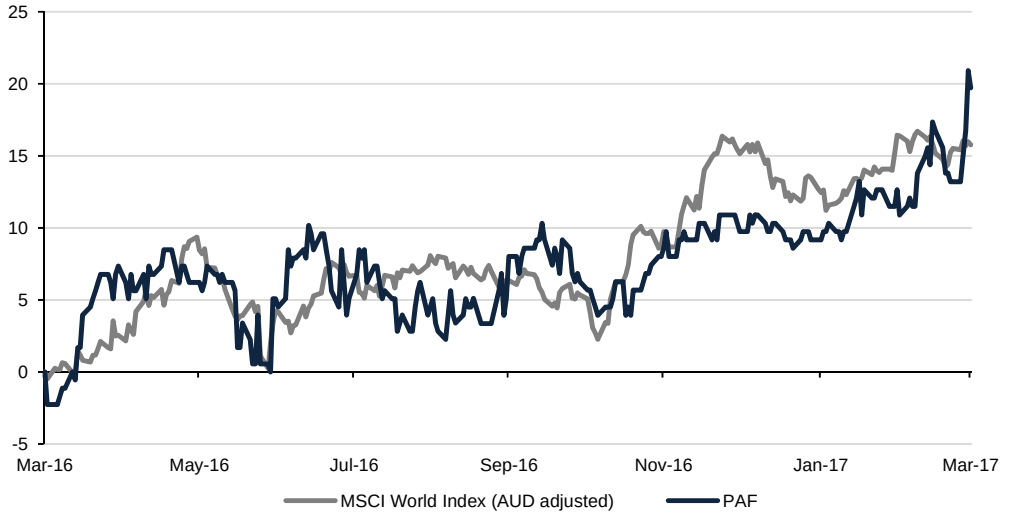
Top Holdings
TOP HOLDINGS (ALPHABETICAL ORDER)
AUTOHOME
DALI FOODS
DONACO INTL LTD
HEINEKEN MALAYSIA
HSBC HOLDINGS
SINOPEC KANTONS
TURQUOISE HILL RESOURCES
WYNN MACAU LTD

Total Shareholder Return	1 Year	3 Year	5 Year
PAF	19.7%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	4.0%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	11.3%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-9.9%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017. Active return refers to TSR relative to that of the comparative index

FIG.72: PAF TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Platinum Asia Investments Limited (PAI)

www.platinum.com.au

- Platinum Asia Investments (PAI) is managed by the ASX listed, Platinum Asset Management (PTM) with ~$23 billion of funds under management as at 31 March 2017. PAI invests in the Asian region (ex-Japan), seeking to provide investors with capital growth over the long term.

- PAI is recently incorporated, listing in December 2015 however Platinum Asset Management has been investing in the Asian region (ex-Japan) since 2004 through its Platinum Asset Fund which currently has ~$4.3 billion of funds under management.
- The total shareholder return for the year ending 31 March 2017 was 9.8% with pre-tax net asset backing increasing 17.4%. The active return was -6.0%.

FIG.73: PAI OVERVIEW

PAI Snapshot	
Price (31 March 2017)	$1.01
Share price range (12 months)	$0.87 - $1.02
Shares on issue (Mn)	294
Market capitalisation ($Mn)	296.9
Pre-tax asset backing*	$1.06
Post-tax asset backing*	$1.04
Premium/(Discount) to pre-tax NTA	-4.3%
Premium/(Discount) to post-tax NTA	-2.6%
Dividend yield	na
Dividend per share (cents)	na
Franking	na
Management expense ratio	1.10%

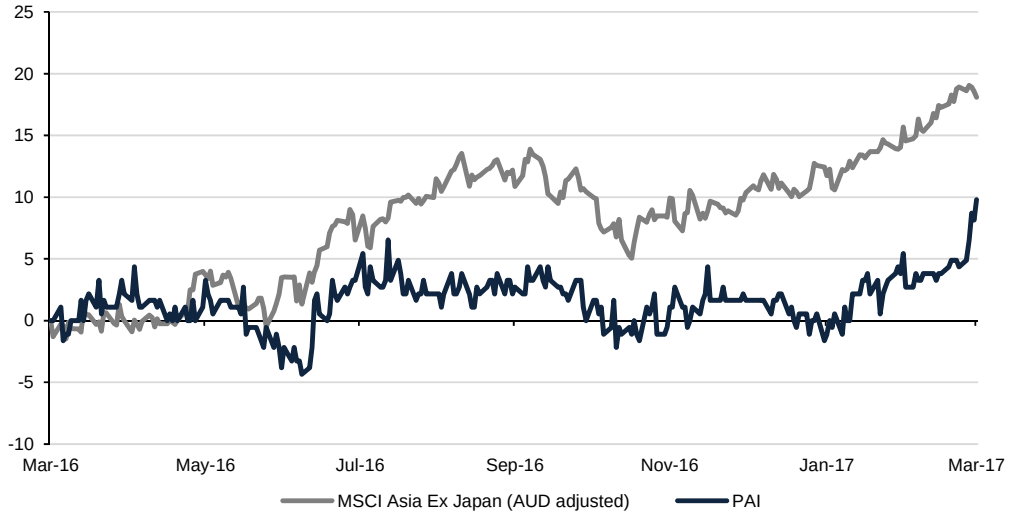
Top Holdings	%
KASIKORNBANK PCL	3.1%
TENCENT HOLDINGS LTD	3.1%
AYALA LAND INC	3.1%
ALIBABA GROUP HOLDING-SP ADR	3.1%
JIANGSU YANGHE BREWERY -A	3.0%
PING AN INSURANCE GROUP CO-H	3.0%
AXIS BANK LTD	2.6%
SAMSUNG ELECTRONICS CO LTD	2.4%
JARDINE MATHESON HLDGS LTD	2.4%
BAIDU INC - SPON ADR	2.3%

Total Shareholder Return	1 Year	3 Year	5 Year
PAI	9.8%	na	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	-6.0%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	17.4%	na	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-3.5%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures from inception (December 2015). Active return refers to TSR relative to that of the comparative index

FIG.74: PAI TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Baillieu Holst Ltd has acted in a corporate advisory role for PAI and earned fees in relation to that activity in the past 12 months. In line with the company's internal compliance guidelines, our investment recommendation is restricted.

Please also refer to the general disclosure at the end of this report.

PM Capital Global Opportunities Fund (PGF)

www.pmcapital.com.au

- Managed by PM Capital, PGF began trading on the ASX on 11 December 2013.

- Current Investment themes include: 1) Diversified Financials; 2) valuation discount of overseas financials compared to Australia; 3) Monopolistic service providers; 4) Consumer Durables & Apparel; and 6) Pharmaceuticals.
- Key underlying regional exposure is North America (54.7%), Europe (30.6%) and UK (7.8%) with currency exposure weighted towards to the USD at 78.9%.
- The total shareholder return for the year ending 31 March 2017 was 16.4% with pre-tax net asset backing increasing 17.3%. The active return was -0.6%.

FIG.75: PGF OVERVIEW

PGF Snapshot	
Price (31 March 2017)	$0.99
Share price range (12 months)	$0.8 - $1.03
Shares on issue (Mn)	349
Market capitalisation ($Mn)	345.9
Pre-tax asset backing*	$1.13
Post-tax asset backing*	na
Premium/(Discount) to pre-tax NTA	-12.2%
Premium/(Discount) to post-tax NTA	na
Dividend yield	3.1%
Dividend per share (cents)	3.1
Franking	100%
Management expense ratio	1.00%

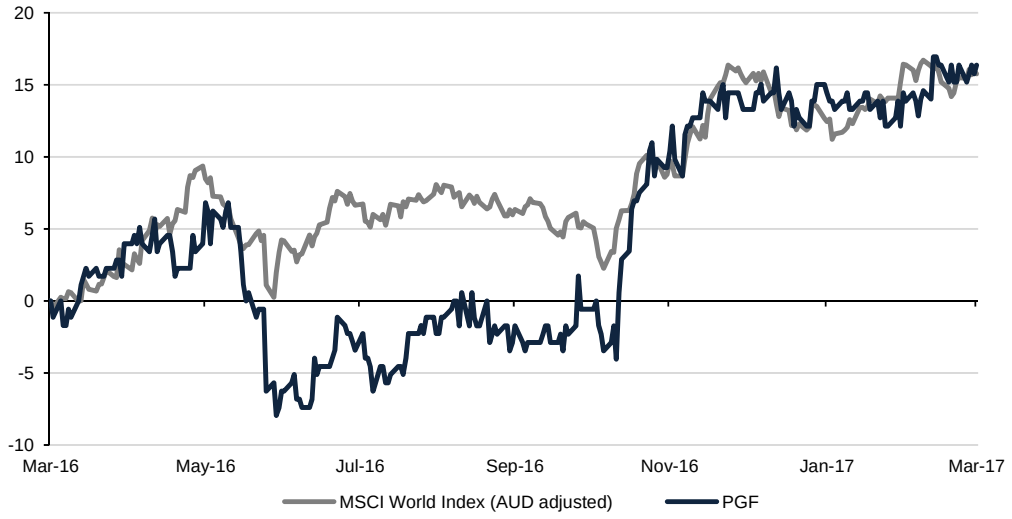
Top Holdings
TOP HOLDINGS (ALPHABETICAL ORDER)
BANK OF AMERICA
CAIRN HOMES
GOOGLE
HEINEKEN
HOWARD HUGHES CORP
KKR & CO LP
PFIZER INC
WYNN MACAU

Total Shareholder Return	1 Year	3 Year	5 Year
PGF	16.4%	1.4%	na
Sector Avg.	7.7%	5.0%	16.6%
Active return	0.6%	-11.8%	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	17.3%	7.2%	na
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-12.5%	-10.1%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017. Active return refers to TSR relative to that of the comparative index

FIG.76: PGF TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

- Perpetual Equity Investment Company listed on the 18 December 2014 and is managed by Perpetual. Perpetual currently has ~$32 billion of funds under management.
- PIC follows a bottom-up investment approach, focusing on mid-caps with a concentrated exposure of 20 – 40 securities. Additionally, a global allocation is included, up to 25% of the portfolio.
- The total shareholder return for the year ending 31 March 2017 was 14.9% with pre-tax net asset backing increasing 12.8%. The active return was -4.6%.

FIG.77: PIC OVERVIEW

PIC Snapshot	
Price (31 March 2017)	$1.02
Share price range (12 months)	$0.91 - $1.05
Shares on issue (Mn)	253
Market capitalisation ($Mn)	258.4
Pre-tax asset backing*	$1.10
Post-tax asset backing*	$1.08
Premium/(Discount) to pre-tax NTA	-7.1%
Premium/(Discount) to post-tax NTA	-5.6%
Dividend yield	4.1%
Dividend per share (cents)	4.2
Franking	100%
Management expense ratio	1.00%

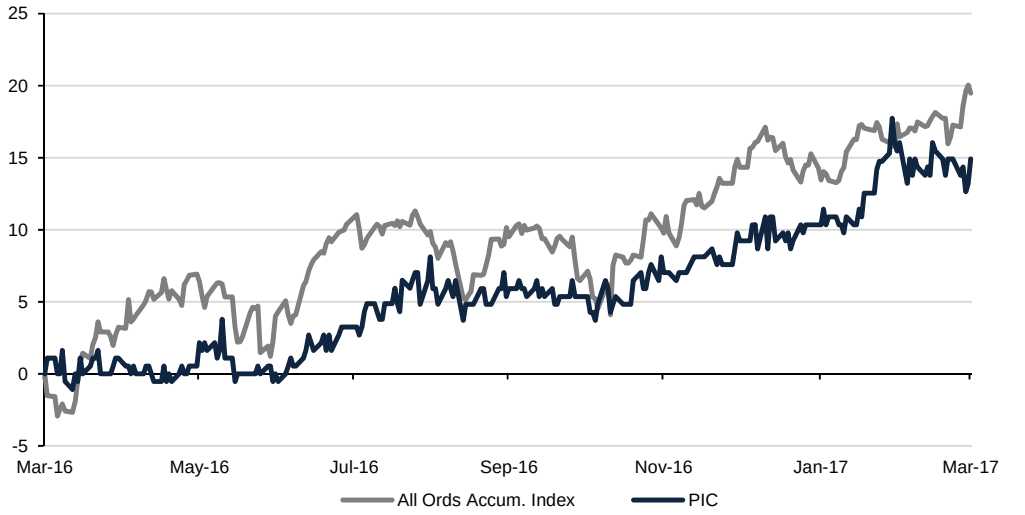
Top Holdings	%
WOOLWORTHS LTD	10.5%
STAR ENTERTAINMENT GRP LTD/T	6.1%
CYBG PLC - CDI	5.5%
MEDIBANK PRIVATE LTD	5.3%
SUNCORP GROUP LTD	4.5%
INTERNATIONAL	
DEUTSCHE BOERSE AG	5.6%
BANK OF AMERICA CORP	4.3%
ICON PLC	3.1%

Total Shareholder Return	1 Year	3 Year	5 Year
PIC	14.9%	na	na
Sector Avg.	8.8%	6.1%	16.9%
Active return	-4.6%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	12.8%	na	na
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-8.5%	-6.0%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. . Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.78: PIC TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

- Platinum Capital listed on the ASX in 1994 and is managed by Platinum Asset Management.
- Its strategy is to invest in international equities, predominantly from Europe and Asia. The portfolio is currently overweight in Asia (45.9%)
- Platinum is an active manager and also derives revenue from trading activities.
- The total shareholder return for the year ending 31 March 2017 was -6.7% with pre-tax net asset backing increasing 11.6%. The active return was -22.4%.

FIG.79: PMC OVERVIEW

PMC Snapshot	
Price (31 March 2017)	$1.50
Share price range (12 months)	$1.42 - $1.79
Shares on issue (Mn)	284
Market capitalisation ($Mn)	424.2
Pre-tax asset backing*	$1.55
Post-tax asset backing*	$1.51
Premium/(Discount) to pre-tax NTA	-3.5%
Premium/(Discount) to post-tax NTA	-0.7%
Dividend yield	5.4%
Dividend per share (cents)	8.0
Franking	100%
Management expense ratio	1.10%

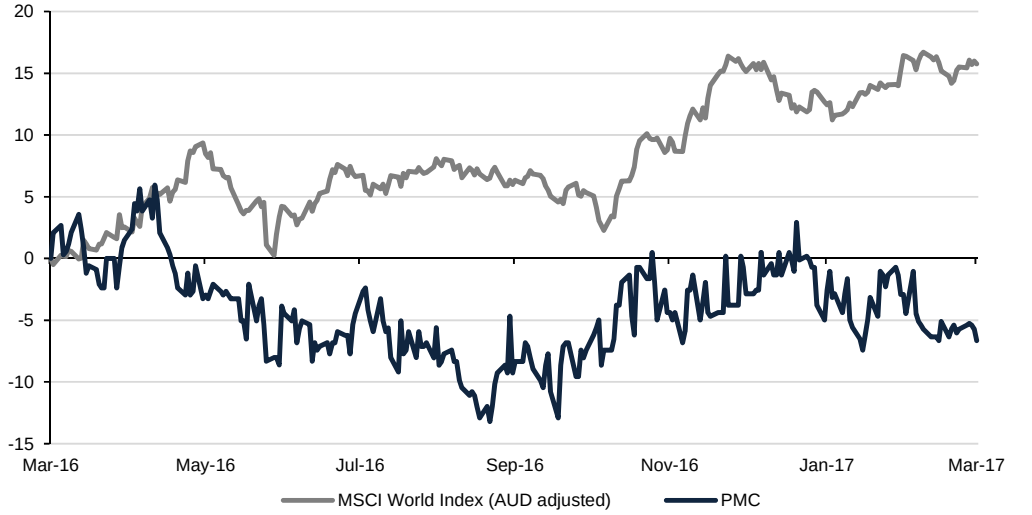
Top Holdings	%
SAMSUNG ELECTRONICS CO LTD	3.5%
ALPHABET INC-CL C	2.6%
LIXIL GROUP CORP	2.6%
TENCENT HOLDINGS LTD	2.5%
ENI SPA	2.3%
INPEX CORP	2.1%
KERING	2.1%
SANOFI	1.9%
ASTRAZENECA PLC	1.8%
INTESA SANPAOLO	1.8%

Total Shareholder Return	1 Year	3 Year	5 Year
PMC	-6.7%	-0.9%	12.7%
Sector Avg.	7.7%	5.0%	16.6%
Active return	-22.4%	-14.0%	-4.2%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	11.6%	4.3%	11.0%
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	5.9%	9.2%	4.2%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.80: PMC TSR V MSCI WORLD INDEX (AUD ADJUSTED)



Source: Bloomberg, Baillieu Holst

Baillieu Holst Ltd has acted in a corporate advisory role for PMC and earned fees in relation to that activity in the past 12 months. In line with the company's internal compliance guidelines, our investment recommendation is restricted.

Please also refer to the general disclosure at the end of this report.

QV Equities (QVE)

www.qvequities.com

- QV Equities Limited is a listed investment company, managed by Investors Mutual Limited (IML). It first listed on the ASX in August 2014.
- Its investment objective is to achieve long term value through capital growth and income by investing in a diversified portfolio of ASX listed entities outside the S&P/ASX 20 Index.
- As of QVE's most recent portfolio update, the company was holding 19.1% cash.
- The total shareholder for the year ending 31 March 2017 was 27.8% with pre-tax net asset backing increasing 14.4%. The active return was 8.3%

FIG.81: QVE OVERVIEW

QVE Snapshot	
Price (31 March 2017)	$1.24
Share price range (12 months)	$1.02 - $1.38
Shares on issue (Mn)	275
Market capitalisation ($Mn)	341.1
Pre-tax asset backing*	$1.18
Post-tax asset backing*	$1.14
Premium/(Discount) to pre-tax NTA	4.7%
Premium/(Discount) to post-tax NTA	9.1%
Dividend yield	3.1%
Dividend per share (cents)	3.8
Franking	100%
Management expense ratio	0.90%

Top Holdings	%
SONIC HEALTHCARE LTD	3.6%
BANK OF QUEENSLAND LTD	3.5%
SPARK INFRASTRUCTURE GROUP	3.5%
AMCOR LIMITED	3.4%
CYBG PLC - CDI	3.4%
ANSELL LTD	3.3%
STEADFAST GROUP LTD	3.1%
TOX FREE SOLUTIONS LTD	3.0%
PACT GROUP HOLDINGS LTD	3.0%
CALTEX AUSTRALIA LTD	2.7%

Total Shareholder Return	1 Year	3 Year	5 Year
QVE	27.8%	na	na
Sector Avg.	8.8%	6.1%	16.9%
Active return	8.3%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	14.4%	na	na
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	2.8%	0.6%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.82: QVE TSR V ASX ALL ORDINARIES ACCUMULATION INDEX

Source: Bloomberg, Baillieu Holst

Sandon Capital Investments (SNC)

www.sandoncapital.com.au

- Sandon Capital is an activist investment firm established in December 2008. Activism seeks to unlock value in listed companies through a proactive approach to corporate governance. Activism investing is independent of the company board but works closely with substantial shareholders.
- SNC seeks to provide investors capital growth over the medium to long term as well as the regular payment of semi-annual fully franked dividends.
- The total shareholder return for the year ending 31 March 2017 was 33.1% with pre-tax net asset backing increasing 16.0%. The active return was 13.6%.

FIG.83: SNC OVERVIEW

SNC Snapshot	
Price (31 March 2017)	$1.07
Share price range (12 months)	$0.79 - $1.13
Shares on issue (Mn)	44
Market capitalisation ($Mn)	47.4
Pre-tax asset backing*	$1.02
Post-tax asset backing*	$1.00
Premium/(Discount) to pre-tax NTA	4.6%
Premium/(Discount) to post-tax NTA	6.8%
Dividend yield	4.7%
Dividend per share (cents)	5.0
Franking	100%
Management expense ratio	1.25%

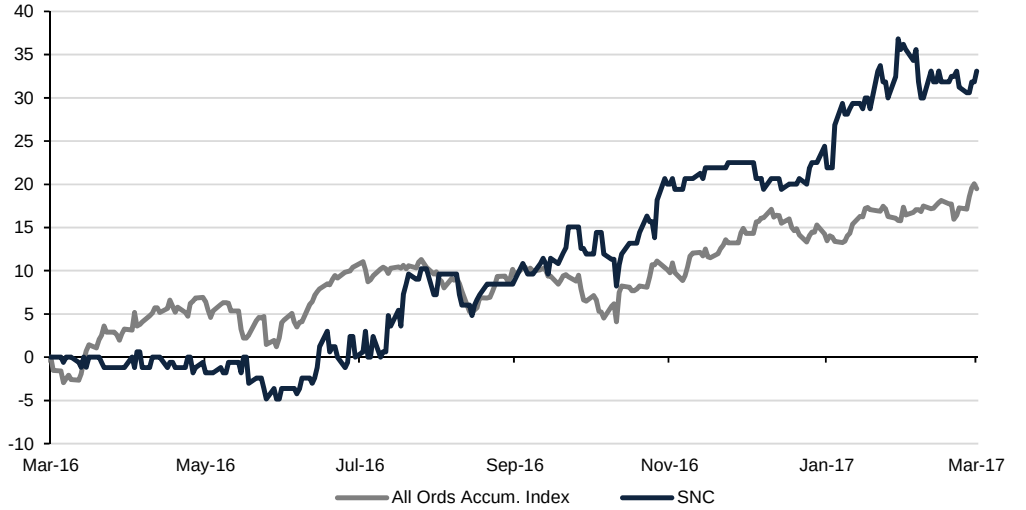
Top Holdings
SNC does not disclose portfolio holdings
SNC is a substantial holder in:
FLEETWOOD CORP LTD
SMITHS CITY GROUP LTD
ARMINDALE INVESTMENT CORP
ALLIANCE RESOURCES LTD
CLARIUS GROUP LTD

Total Shareholder Return	1 Year	3 Year	5 Year
SNC	33.1%	8.7%	na
Sector Avg.	18.6%	2.7%	7.7%
Active return	13.6%	1.1%	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	16.0%	6.8%	na
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	-8.1%	-7.0%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.84: SNC TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Templeton Global Growth Fund (TGG)

www.tggf.com.au

- The Templeton Global Growth Fund was listed on the ASX in 1987 by Franklin Templeton Investment group, an American investment group with more than 50 years' experience.
- Templeton's investment approach is to seek out fundamentally undervalued securities with a focus on long-term growth.
- Its portfolio gives Australian investors access to a diversified portfolio of international securities.
- TGG is overweight European exposure (41.0%) whilst underweight in North America (38.0%). Key underlying portfolio holdings included Financials (22.3%), Healthcare (15.0%) and IT (14.2%)
- The total shareholder return for the year ending 31 March 2017 was 19.0% with pre-tax net asset backing increasing 15.7%. The active return was 3.2%.

FIG.85: TGG OVERVIEW

TGG Snapshot	
Price (31 March 2017)	$1.30
Share price range (12 months)	$1.11 - $1.33
Shares on issue (Mn)	234
Market capitalisation ($Mn)	302.7
Pre-tax asset backing*	$1.44
Post-tax asset backing*	$1.39
Premium/(Discount) to pre-tax NTA	-10.1%
Premium/(Discount) to post-tax NTA	-6.7%
Dividend yield	3.5%
Dividend per share (cents)	4.5
Franking	100%
Management expense ratio	1.20%

Top Holdings	%
MEDIFIRST SOLUTIONS INC	2.9%
MICROSOFT CORP	2.6%
ORACLE CORP	2.0%
ROYAL DUTCH SHELL	1.8%
SOFTBANK GROUP	1.8%
CITIGROUP INC	1.8%
BP PLC	1.7%
JPMORGAN CHASE & CO	1.7%
GOOGLE	1.7%
BNP PARIBAS SA	1.6%

**UNIT TRUST FUND HOLDINGS*

Total Shareholder Return	1 Year	3 Year	5 Year
TGG	19.0%	3.6%	16.8%
Sector Avg.	7.7%	5.0%	16.6%
Active return	3.2%	-9.5%	-0.1%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	15.7%	5.1%	12.7%
Sector Avg.	5.2%	9.4%	12.6%
Prem/Disc (Avg.)	-11.2%	-9.0%	-10.5%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.86: TGG TSR V MSCI WORLD INDEX (AUD ADJUSTED)

Source: Bloomberg, Baillieu Holst

Thorney Opportunities (TOP)

www.thorneyopportunities.com.au

- Thorney Opportunities (TOP) evolved from Thorney Investment Group, a private investment company via a back door listing with cashbox Wentworth Holdings.
- TOP invests in a number of asset classes including securities (listed and unlisted) derivatives, unit trusts, joint ventures, debt instruments and cash.
- The total shareholder return for the year ending 31 March 2017 was 30.6% with pre-tax net asset backing increasing 28.9%. The active return was 11.1%.

FIG.87: TOP OVERVIEW

TOP Snapshot	
Price (31 March 2017)	$0.68
Share price range (12 months)	$0.53 - $0.75
Shares on issue (Mn)	170
Market capitalisation ($Mn)	115.4
Pre-tax asset backing*	$0.73
Post-tax asset backing*	$0.70
Premium/(Discount) to pre-tax NTA	-7.2%
Premium/(Discount) to post-tax NTA	na
Dividend yield	1.7%
Dividend per share (cents)	1.2
Franking	100%
Management expense ratio	0.75%

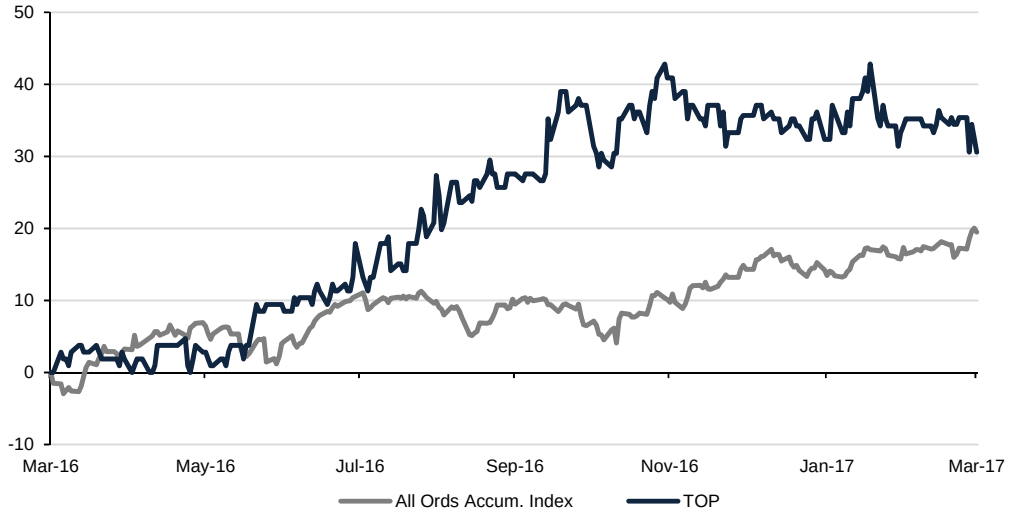
Top Holdings	%
SERVICE STREAM LTD	na
AMA GROUP LTD	
MONEY3 CORP LTD	
FAIRFAX MEDIA LTD	
ONEVUE HOLDINGS LTD	
TPI ENTERPRISES LTD	

Total Shareholder Return	1 Year	3 Year	5 Year
TOP	30.6%	8.1%	na
Sector Avg.	18.6%	2.7%	7.7%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	28.9%	16.9%	na
Sector Avg.	11.2%	4.5%	-3.9%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.88: TOP TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

WAM Active (WAA)

www.wamfunds.com.au

- Incorporated in 2008, WAM Active is managed by Wilson Asset Management International Pty Ltd.
- WAA seeks to provide positive returns in all market conditions and aims to achieve this through exposure to an active trading style portfolio.
- WAA will not incorporate a single investment strategy; rather it aims to utilise short term catalysts such as corporate transactions and takeovers, IPO's, placements and arbitrage opportunities such as LIC discount arbitrage.
- The total shareholder return for the year ending 31 March 2017 was 10.4% with pre-tax net asset backing increasing 11.4%. The active return was -9.1%.

FIG.89: WAA OVERVIEW

WAA Snapshot	
Price (31 March 2017)	$1.14
Share price range (12 months)	$0.99 - $1.22
Shares on issue (Mn)	37
Market capitalisation ($Mn)	41.6
Pre-tax asset backing*	$1.06
Post-tax asset backing*	$1.06
Premium/(Discount) to pre-tax NTA	6.7%
Premium/(Discount) to post-tax NTA	6.6%
Dividend yield	4.4%
Dividend per share (cents)	5.0
Franking	100%
Management expense ratio	1.00%

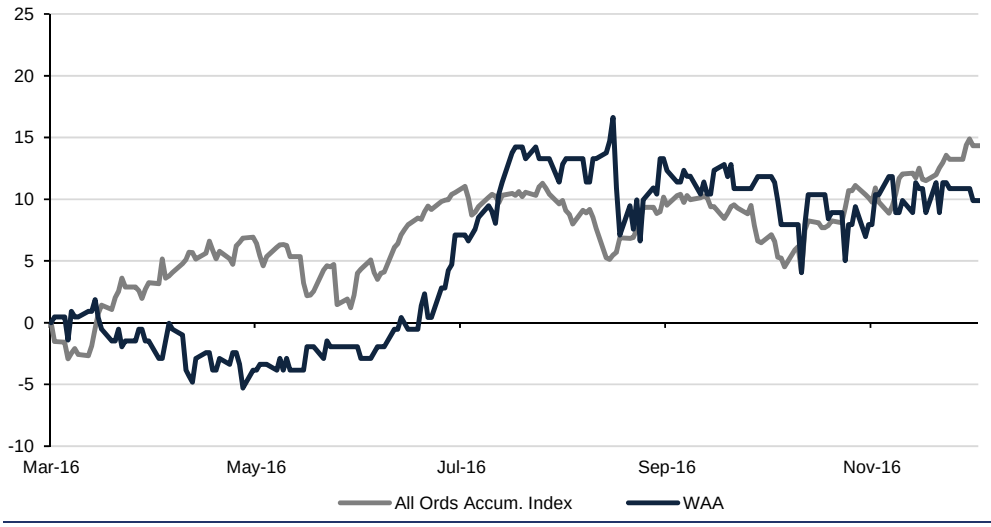
Top Holdings	
HUNTER HALL GLOBAL VALUE LTD	na
CENTURY AUSTRALIA INVESTMENT	
TEMPLETON GLOBAL GROWTH FUND	
COVER-MORE GROUP LTD	
WOOLWORTHS LTD	
COMPUTERSHARE LTD	
AFTERPAY HOLDINGS LTD	
ARISTOCRAT LEISURE LTD	
HENDERSON GROUP PLC-CDI	
MACQUARIE GROUP LTD	

Total Shareholder Return	1 Year	3 Year	5 Year
WAA	10.4%	0.1%	7.7%
Sector Avg.	18.6%	2.7%	7.7%
Active return	-9.1%	-7.4%	-3.0%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	11.4%	7.2%	7.4%
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	4.2%	4.9%	-0.1%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.90: WAA TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

WAM Capital (WAM)

www.wamfunds.com.au

- WAM Capital concentrates primarily on small to medium industrial companies with an objective to deliver a rising stream of fully franked dividends, to provide capital growth and preserve capital. WAM utilises a research driven investment strategy, focusing on fundamental analysis as well as a market driven approach, seeking short-term mispricing opportunities.
- WAM also provides exposure to relative value arbitrage and market mispricing opportunities. WAM is managed by Wilson Asset Management (International) Pty Ltd.
- The total shareholder return for the year ending 31 March 2017 was 20.2% with pre-tax net asset backing increasing 11.8%. The active return was 0.7%.

FIG.91: WAM OVERVIEW

WAM Snapshot	
Price (31 March 2017)	$2.55
Share price range (12 months)	$2.11 - $2.59
Shares on issue (Mn)	613
Market capitalisation ($Mn)	1563.5
Pre-tax asset backing*	$1.98
Post-tax asset backing*	$1.96
Premium/(Discount) to pre-tax NTA	28.6%
Premium/(Discount) to post-tax NTA	30.2%
Dividend yield	5.7%
Dividend per share (cents)	14.5
Franking	100%
Management expense ratio	1.00%

Top Holdings	%
HUNTER HALL GLOBAL VALUE LTD	na
AUTOMOTIVE HOLDINGS GROUP LT	
NICK SCALI LTD	
CENTURY AUSTRALIA INVESTMENT	
CHALLENGER LTD	
AUB GROUP LTD	
TEMPLETON GLOBAL GROWTH FUND	
COVER-MORE GROUP LTD	
WOOLWORTHS LTD	
COMPUTERSHARE LTD	

Total Shareholder Return	1 Year	3 Year	5 Year
WAM	20.2%	15.1%	16.5%
Sector Avg.	8.8%	6.1%	16.9%
Active return	0.7%	7.5%	5.9%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	11.8%	9.7%	11.5%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	17.8%	11.8%	6.8%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR relative to that of the comparative index

FIG.92: WAM TSR V ASX ALL ORDINARIES ACCUMULATION INDEX

Source: Bloomberg, Baillieu Holst

Baillieu Holst Ltd acted as underwriter for WAM and earned fees in relation to that activity in the past 12 months. In line with the company's internal compliance guidelines, our investment recommendation is restricted.

Please also refer to the general disclosure at the end of this report.

WAM Research (WAX)

www.wamfunds.com.au

- WAM Research (WAX) aims to invest in undervalued small and medium industrial growth companies listed on the ASX. WAX is also managed by Wilson Asset Management (International) Pty Ltd.
- The investment objective is to provide a growing stream of fully franked dividends and to achieve a high real rate of return, comprising both income and capital growth within risk parameters acceptable to the Directors, utilising a fundamental research investment strategy.
- The total shareholder return for the year ending 31 March 2017 was 26.7% with pre-tax net asset backing increasing 13.8%. The active return was 7.2%.

FIG.93: WAX

WAX Snapshot	
Price (31 March 2017)	$1.59
Share price range (12 months)	$1.3 - $1.66
Shares on issue (Mn)	184
Market capitalisation ($Mn)	293.2
Pre-tax asset backing*	$1.26
Post-tax asset backing*	$1.26
Premium/(Discount) to pre-tax NTA	26.2%
Premium/(Discount) to post-tax NTA	26.3%
Dividend yield	5.3%
Dividend per share (cents)	8.5
Franking	100%
Management expense ratio	1.00%

Top Holdings	%
AUTOMOTIVE HOLDINGS GROUP LT	na
NICK SCALI LTD	
CHALLENGER LTD	
AUB GROUP LTD	
ECLIPX GROUP LTD	
NUFARM LTD	
G8 EDUCATION LTD	
HELLOWORLD TRAVEL LTD	
ISELECT LTD	
REA GROUP LTD	

Total Shareholder Return	1 Year	3 Year	5 Year
WAX	26.7%	17.3%	23.7%
Sector Avg.	21.7%	8.0%	11.2%
Active return	7.2%	9.7%	13.1%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	13.8%	11.9%	13.7%
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	18.7%	10.9%	5.0%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures since inception (May 2015). Active return refers to TSR relative to that of the comparative index

FIG.94: WAX TSR V ASX ALL ORDINARIES ACCUMULATION INDEX

Source: Bloomberg, Baillieu Holst

Wealth Defender Equities (WDE)

www.wealthdefenderequities.com.au

- Wealth Defender Equities was listed in May 2015 by Perennial Value Management. Perennial Value will manage the portfolio in-line with the unlisted, Wealth Defender Equities strategy.
- WDE incorporates a dynamic protection strategy through the use of derivatives such as options to protect the portfolio during market downturns (ie. >5.0%). WDE will focus on value while decreasing the impact of market downturns.
- WDE is currently overweight Energy, Consumer discretionary and Telecommunication services whilst underweight Industrials, Healthcare and Real Estate.
- The total shareholder for the year ending 31 March 2017 was 1.9% with pre-tax net asset backing increasing 9.7%. The active return was -17.6%.

FIG.95: WDE OVERVIEW

WDE Snapshot	
Price (31 March 2017)	$0.78
Share price range (12 months)	$0.72 - $0.85
Shares on issue (Mn)	126
Market capitalisation ($Mn)	97.9
Pre-tax asset backing*	$0.93
Post-tax asset backing*	$0.96
Premium/(Discount) to pre-tax NTA	-17.1%
Premium/(Discount) to post-tax NTA	-19.4%
Dividend yield	3.9%
Dividend per share (cents)	3.0
Franking	100%
Management expense ratio	1.25%

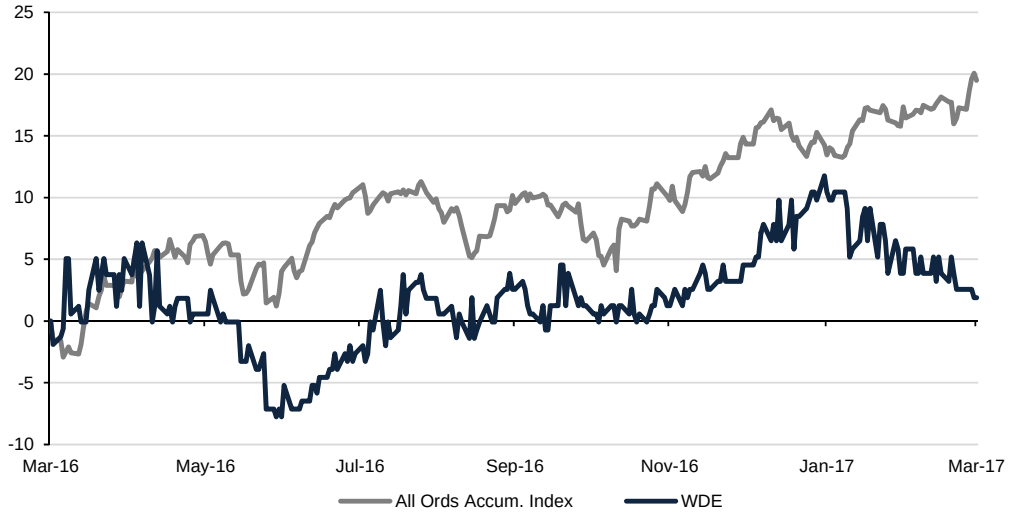
Top Holdings	%
COMMONWEALTH BANK OF AUSTRAL	6.3%
NATIONAL AUSTRALIA BANK LTD	6.2%
BHP BILLITON LIMITED	5.9%
WESTPAC BANKING CORP	5.3%
AUST AND NZ BANKING GROUP	4.5%
WOOLWORTHS LTD	3.7%
TELSTRA CORP LTD	3.2%
WOODSIDE PETROLEUM LTD	3.0%
CROWN RESORTS LTD	2.8%
AMP LTD	2.8%

Total Shareholder Return	1 Year	3 Year	5 Year
WDE	1.9%	na	na
Sector Avg.	8.8%	6.1%	16.9%
Active return	-17.6%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	9.7%	na	na
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-12.0%	-7.9%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, active return refers to TSR relative to that of the comparative index

FIG.96: WDE TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Whitefield (WHF)

www.whitefield.com.au

- Formed in 1923, Whitefield is one of Australia's oldest listed investment companies.
- It provides investors with a diversified exposure to the industrial segment (i.e. no resource companies) of the market with the aim of generating long-term returns.
- The total shareholder return for the year ending 31 March 2017 was 8.9% with pre-tax net asset backing increasing 15.6%. The active return was -10.6%.

FIG.97: WHF OVERVIEW

WHF Snapshot	
Price (31 March 2017)	$4.48
Share price range (12 months)	$4.48 - $
Shares on issue (Mn)	84
Market capitalisation ($Mn)	374.5
Pre-tax asset backing*	$5.08
Post-tax asset backing*	$4.65
Premium/(Discount) to pre-tax NTA	-11.8%
Premium/(Discount) to post-tax NTA	-3.7%
Dividend yield	3.8%
Dividend per share (cents)	17.0
Franking	100%
Management expense ratio	0.25%

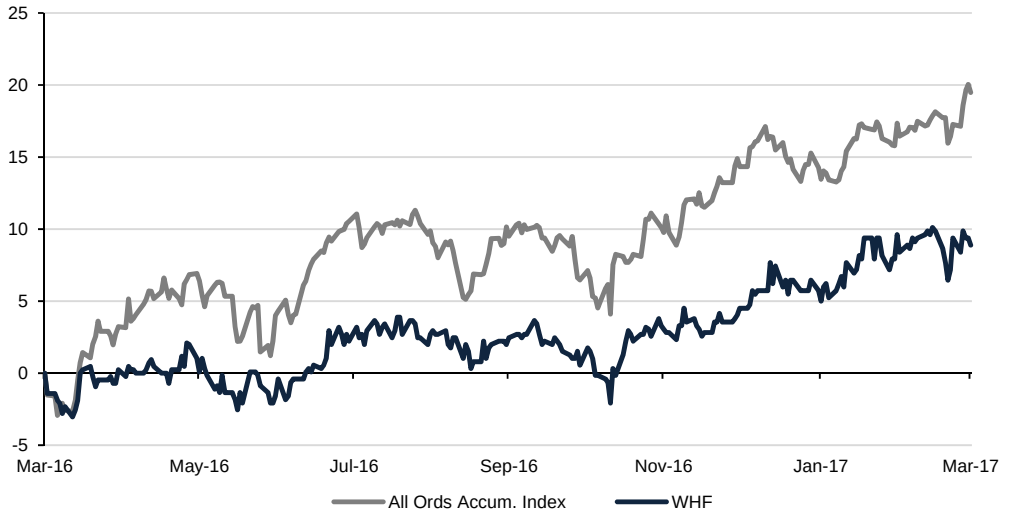
Top Holdings	%
COMMONWEALTH BANK OF AUSTRAL	10.4%
WESTPAC BANKING CORP	8.2%
AUST AND NZ BANKING GROUP	6.6%
NATIONAL AUSTRALIA BANK LTD	6.2%
CSL LTD	4.3%
TELSTRA CORP LTD	3.6%
WESFARMERS LTD	3.6%
WOOLWORTHS LTD	2.4%
SCENTRE GROUP	2.0%
AGL ENERGY LTD	1.9%

Total Shareholder Return	1 Year	3 Year	5 Year
WHF	8.9%	6.1%	15.7%
Sector Avg.	8.8%	6.1%	16.9%
Active return	-10.6%	-1.4%	5.0%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	15.6%	8.4%	13.9%
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	-9.5%	-7.4%	-7.8%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR above that of the comparative index

FIG.98: WHF TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Westoz Investment Company (WIC)

www.westozfunds.com.au

- Westoz Funds, established in 2005, initially focused on investments in Western Australian based companies outside the ASX100. Recently, WIC has invested in companies outside of Western Australian, within the industrial sector.
- The company has stated a policy to pay out a minimum of 50% of realised after tax profits to shareholders by way of dividends.
- The current underlying sector allocation weighting is: Resources (39%), Industrials (41%), cash (20%) – a decrease in resources with a movement towards cash during the quarter.
- The total shareholder return for the year ending 31 March 2017 was 36.2% with pre-tax net asset backing increasing 27.8%. The active return was 16.7%.

FIG.99: WIC OVERVIEW

WIC Snapshot	
Price (31 March 2017)	$0.99
Share price range (12 months)	$0.77 - $1.05
Shares on issue (Mn)	129
Market capitalisation ($Mn)	127.2
Pre-tax asset backing*	$1.15
Post-tax asset backing*	$1.11
Premium/(Discount) to pre-tax NTA	-14.3%
Premium/(Discount) to post-tax NTA	-11.5%
Dividend yield	6.1%
Dividend per share (cents)	6.0
Franking	100%
Management expense ratio	1.00%

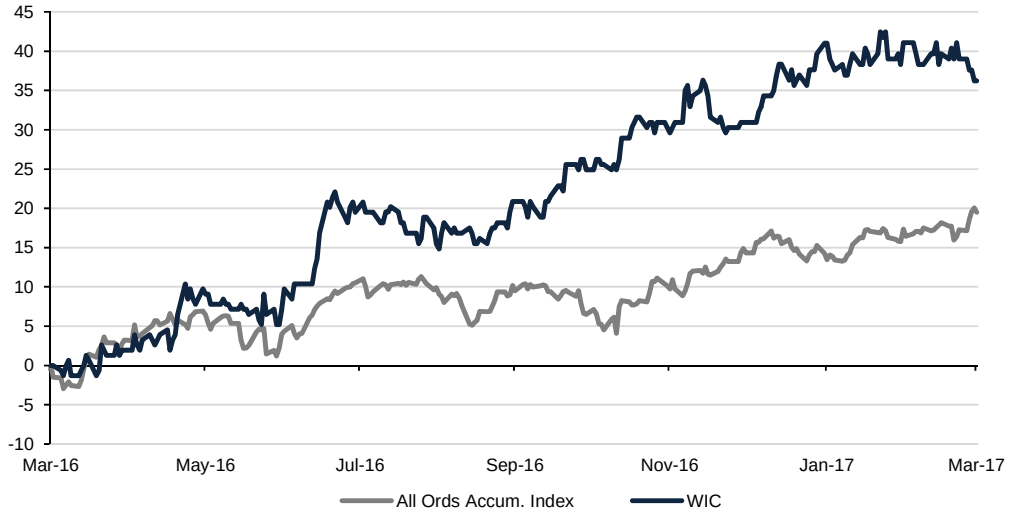
Top Holdings	%
CARNEGIE WAVE ENERGY LTD	9.0%
AUSNET SERVICES	6.0%
MOUNT GIBSON IRON LTD	6.0%
NRW HOLDINGS LTD	6.0%
BEACH ENERGY LTD	6.0%
FINBAR GROUP LTD	5.0%
INDEPENDENCE GROUP NL	5.0%
AUSTRALIAN FINANCE GROUP	5.0%
IMF BENTHAM LTD	5.0%
WESTERN AREAS LTD	4.0%

Total Shareholder Return	1 Year	3 Year	5 Year
WIC	36.2%	0.1%	8.6%
Sector Avg.	21.7%	8.0%	11.2%
Active return	16.7%	-7.5%	-2.0%

NTA Performance	1 Year	3 Year	5 Year
NTA growth	27.8%	-0.5%	1.2%
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-13.9%	-10.3%	-14.5%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR above that of the comparative index

FIG.100: WIC TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

WAM Leaders (WLE)

www.wamfunds.com.au

- Incorporated in May 2016, WAM Leaders is managed by Wilson Asset Management International (WAMI) Pty Ltd. WAMI also manages WAM, WAX and WAA within the LIC space.
- WLE seeks to deliver a stream of fully franked dividends, provide capital growth over the medium-to-long term and preserve capital. The portfolio will predominately comprise of large cap companies within the S&P/ASX 200 Index.
- WLE employs a two tiered investment process including research driven investing (fundamental bottom up approach) and a market driven approach which seeks to take advantage of short-term relative arbitrages and mispricing opportunities.
- The current portfolio position has a mid-cap bias with +40% of the portfolio invested in the ASX 21-100.
- Total shareholder return since inception (May 2016) is 6.5% with pre-tax net asset backing increasing 9.1%. The active return was -5.2%.

FIG.101: WLE OVERVIEW

WLE Snapshot	
Price (31 March 2017)	$1.14
Share price range (12 months)	$1.06 - $1.17
Shares on issue (Mn)	359
Market capitalisation ($Mn)	411.0
Pre-tax asset backing*	$1.18
Post-tax asset backing*	$1.15
Premium/(Discount) to pre-tax NTA	-3.0%
Premium/(Discount) to post-tax NTA	-1.3%
Dividend yield	0.9%
Dividend per share (cents)	1.0
Franking	100%
Management expense ratio	1.00%

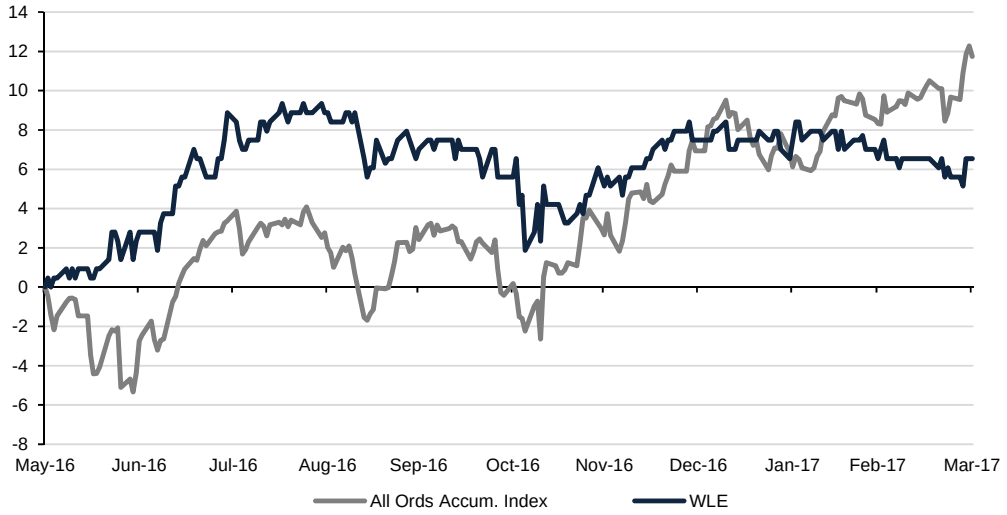
Top Holdings	%
NATIONAL AUSTRALIA BANK LTD	4.8%
WESTPAC BANKING CORP	4.8%
AUST AND NZ BANKING GROUP	4.3%
BHP BILLITON LIMITED	3.8%
MACQUARIE GROUP LTD	3.5%
QBE INSURANCE GROUP LTD	3.4%
COMPUTERSHARE LTD	3.4%
COMMONWEALTH BANK OF AUSTRAL	3.2%
CHALLENGER LTD	3.1%
WOOLWORTHS LTD	2.9%

Total Shareholder Return	*1 Year	3 Year	5 Year
WLE	6.5%	na	na
Sector Avg.	8.8%	6.1%	16.9%
Active return	-5.2%	na	na

NTA Performance	*1 Year	3 Year	5 Year
NTA growth	9.1%	na	na
Sector Avg.	10.4%	24.8%	9.8%
Prem/Disc (Avg.)	1.1%	na	1.1%

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures since inception (30 May 2016). Active return refers to TSR relative to that of the comparative index

FIG.102: WLE TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

***Disclosure**: Baillieu Holst Ltd has acted in a corporate advisory role for WLE and earned fees in relation to that activity in the past 12 months.*

Watermark Market Neutral Fund (WMK)

www.wfunds.com.au

- Watermark Market Neutral Fund (WMK) listed in July 2013 and is managed by Watermark Funds Management, an absolute return manager who also manages Australian Leaders Fund (ALF).
- The market neutral structure means the long portfolio and short portfolio are of equal value, thus minimising exposure to general market movements. The performance on the fund will be the interest on the cash at bank, plus the difference in performance of the two portfolios.
- The total shareholder return for the year ending 31 March 2017 was 7.5% with pre-tax net asset backing increasing 3.3%. The active return was 6.0% (against the RBA cash rate).

FIG.103: WMK OVERVIEW

WMK Snapshot	
Price (31 March 2017)	$1.06
Share price range (12 months)	$0.99 - $1.08
Shares on issue (Mn)	91
Market capitalisation ($Mn)	95.6
Pre-tax asset backing*	$1.03
Post-tax asset backing*	$1.03
Premium/(Discount) to pre-tax NTA	2.4%
Premium/(Discount) to post-tax NTA	2.4%
Dividend yield	6.2%
Dividend per share (cents)	6.5
Franking	100%
Management expense ratio	1.00%

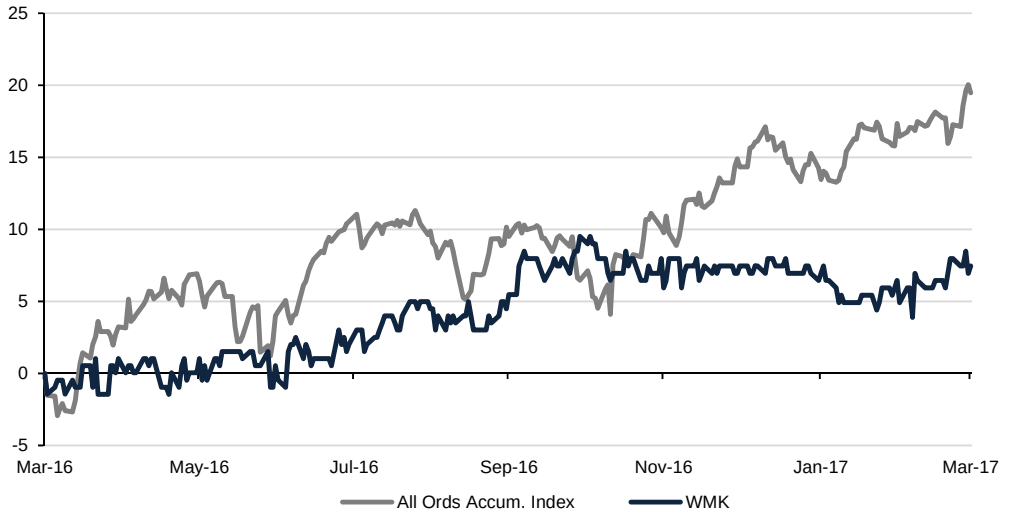
Top Holding	%
NA	NA

Total Shareholder Return	1 Year	3 Year	5 Year
WMK	7.5%	5.7%	na
Sector Avg.	18.6%	2.7%	7.7%
Active return	6.0%	4.2%	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	3.3%	4.5%	na
Sector Avg.	11.2%	4.5%	-3.9%
Prem/Disc (Avg.)	0.3%	-4.3%	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR above that of the comparative index.

FIG.104: WMK TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

8IP Emerging Companies (8EC)

www.8ip.asia

- Listing in December 2015, 8EC is managed by Eight Investment Partner. 8EC provides investors access to a concentrated benchmark unaware portfolio (typically between 20 – 30 securities) focusing predominately on securities within the $20m - $500m market cap range.
- 8EC seeks to exploit inefficiencies within the market arising from a number of factors such as lack of broker research and behavioural factors (i.e. over/under reactions to new information). 8EC utilises a three tier conviction scorecard ("A"-"AAA") to determine portfolio construction.
- The total shareholder return for the year ending 31 March 2017 was 13.2% with pre-tax net asset backing increasing 15.7%. The active return was -6.3%.

FIG.105: 8EC OVERVIEW

8EC Snapshot	
Price (31 March 2017)	$1.02
Share price range (12 months)	$0.93 - $1.05
Shares on issue (Mn)	41
Market capitalisation ($Mn)	41.8
Pre-tax asset backing*	$1.12
Post-tax asset backing*	$1.08
Premium/(Discount) to pre-tax NTA	-9.1%
Premium/(Discount) to post-tax NTA	-5.9%
Dividend yield	1.0%
Dividend per share (cents)	1.0
Franking	100%
Management expense ratio	1.25%

Top Holdings	%
FREEDOM INSURANCE GROUP LTD	7.8%
COOPER ENERGY LTD	5.8%
GASCOYNE RESOURCES LTD	5.5%
MSL SOLUTIONS	5.3%
SKYDIVE THE BEACH GROUP LTD	4.1%

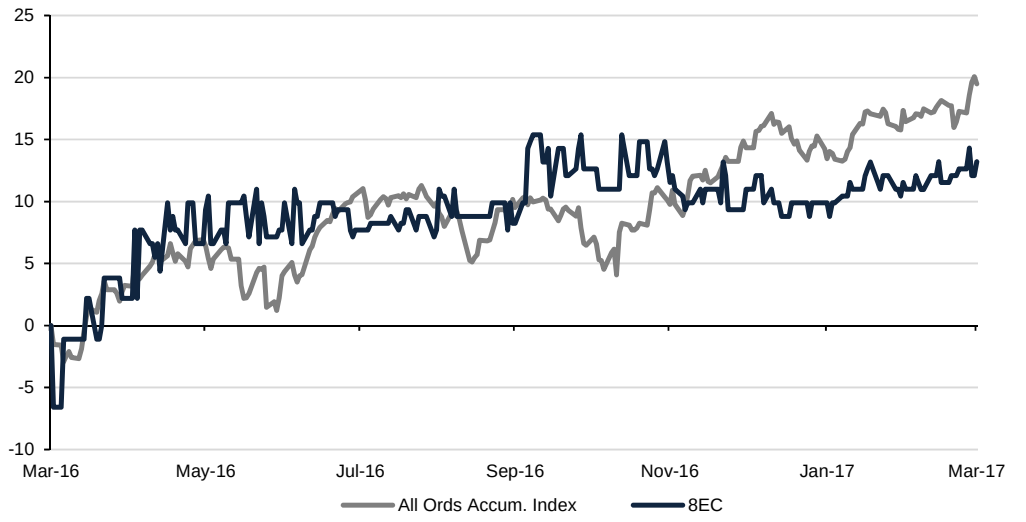
**28 February 2017*

Total Shareholder Return	1 Year	3 Year	5 Year
8EC	13.2%	na	na
Sector Avg.	21.7%	8.0%	11.2%
Active return	-6.3%	na	na

NTA Performance	1 Year	3 Year	5 Year
NTA growth	15.7%	na	na
Sector Avg.	13.7%	4.5%	3.9%
Prem/Disc (Avg.)	-11.9%	na	na

Source: IRESS, Bloomberg, Baillieu Holst, Company reports. Figures as at 31 March 2017, unless otherwise noted. Active return refers to TSR above that of the comparative index.

FIG.106: 8EC TSR V ASX ALL ORDINARIES ACCUMULATION INDEX



Source: Bloomberg, Baillieu Holst

Appendix –Historical Premium/Discounts for Selected LICs

FIG.107: AFI

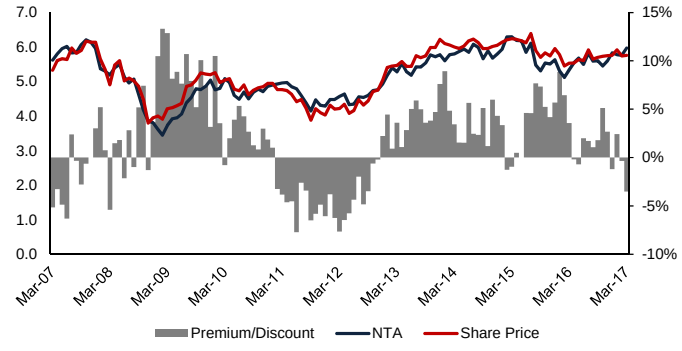
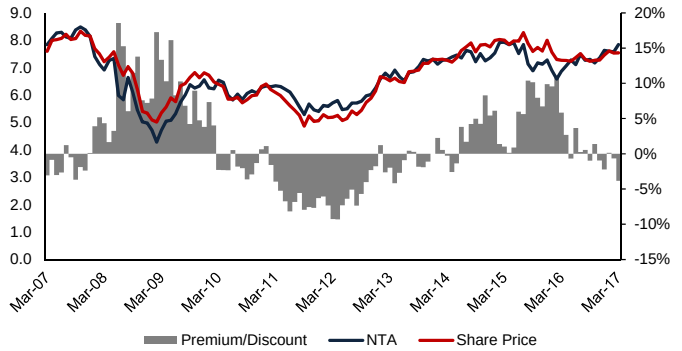
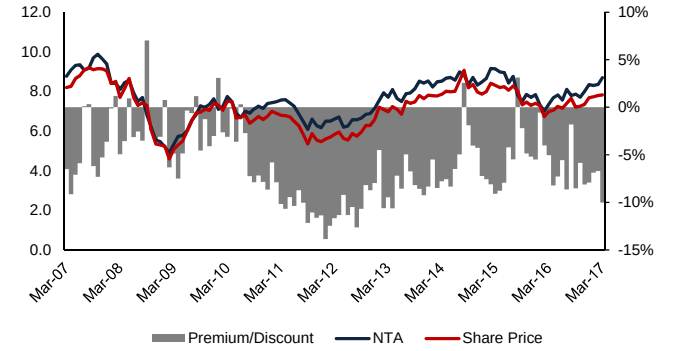


FIG.108: ARG



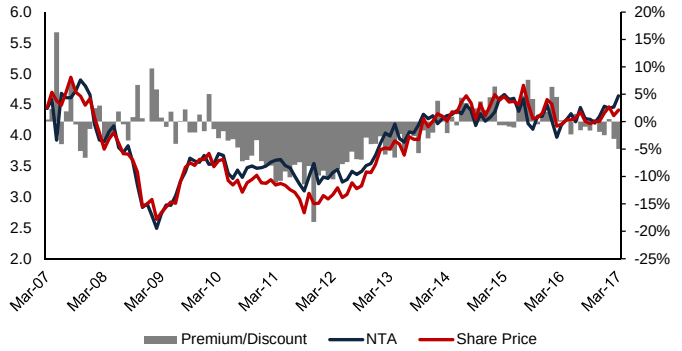
Source: Bloomberg, IRESS, Baillieu Holst

FIG.109: AUI



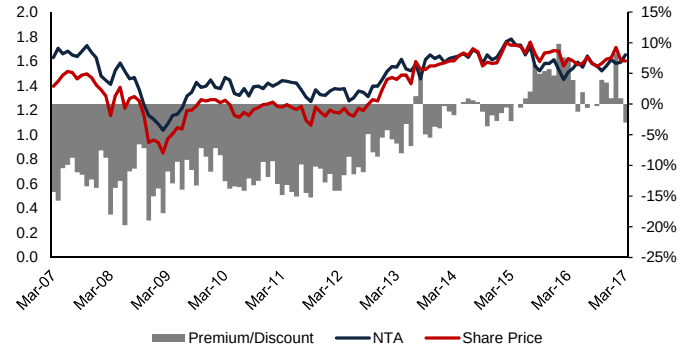
Source: Bloomberg, IRESS, Baillieu Holst

FIG.110: MLT



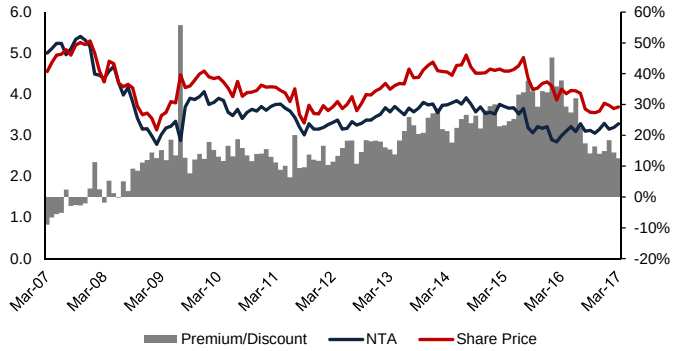
Source: Bloomberg, IRESS, Baillieu Holst

FIG.111: BKI



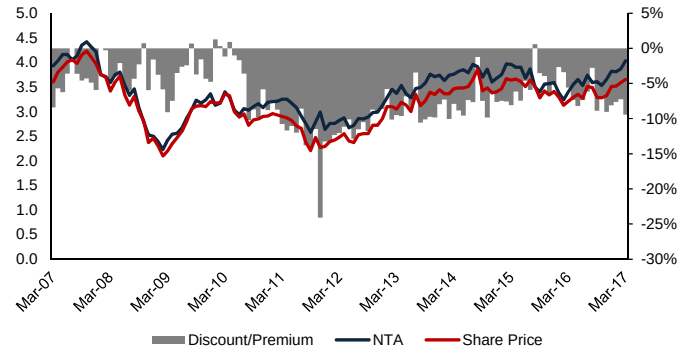
Source: Bloomberg, IRESS, Baillieu Holst

FIG.112: DJW



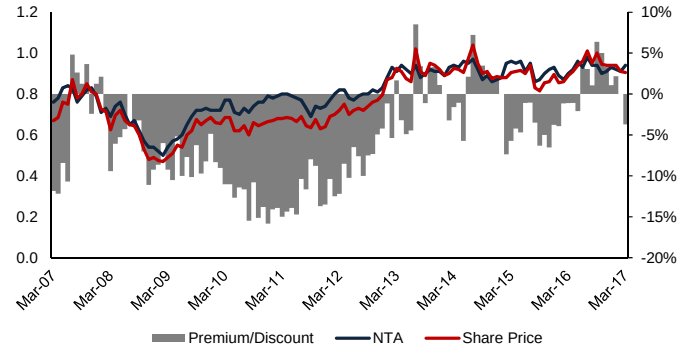
Source: Bloomberg, IRESS, Baillieu Holst

FIG.113: DUI



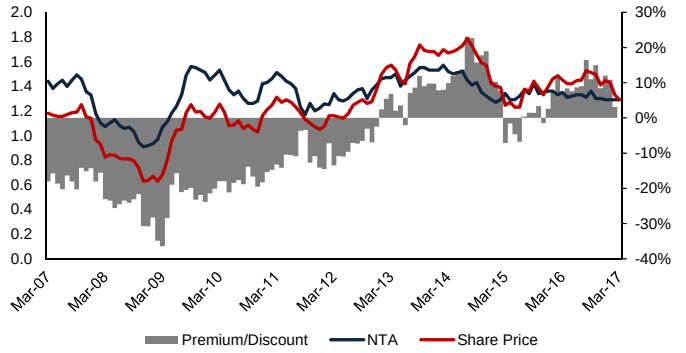
Source: Bloomberg, IRESS, Baillieu Holst

FIG.114: AMH



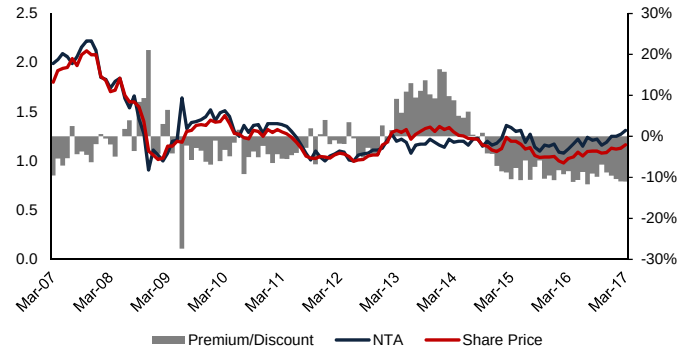
Source: Bloomberg, IRESS, Baillieu Holst

FIG.115: ALF



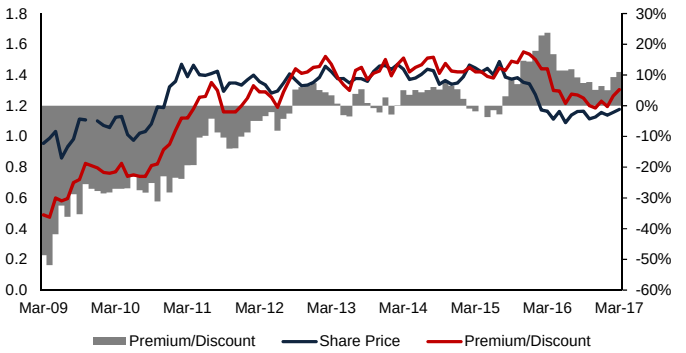
Source: Bloomberg, IRESS, Baillieu Holst

FIG.116: ALR



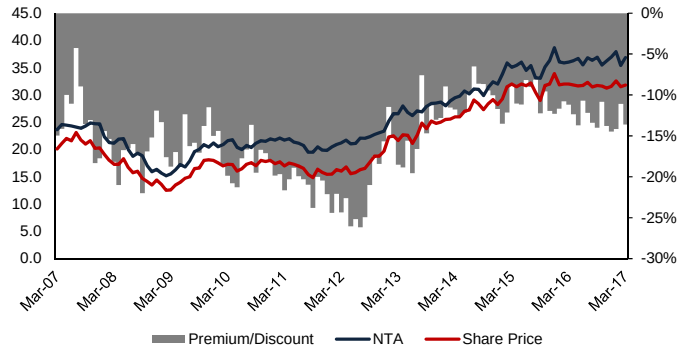
Source: Bloomberg, IRESS, Baillieu Holst

FIG.117: CDM



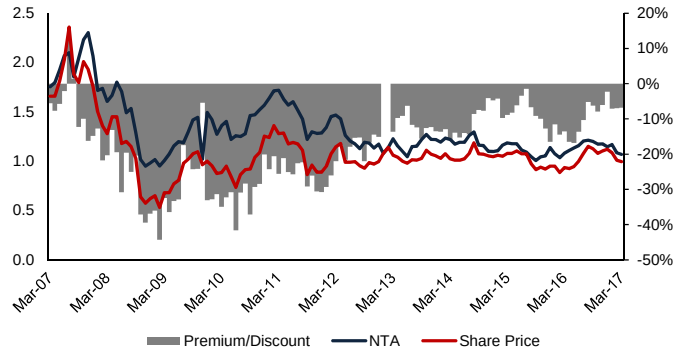
Source: Bloomberg, IRESS, Baillieu Holst

FIG.118: CIN



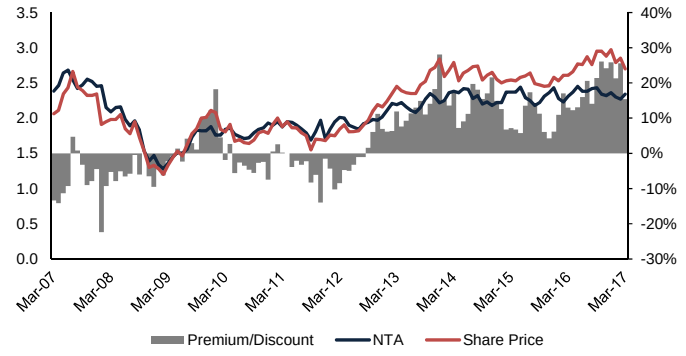
Source: Bloomberg, IRESS, Baillieu Holst

FIG.119: CTN



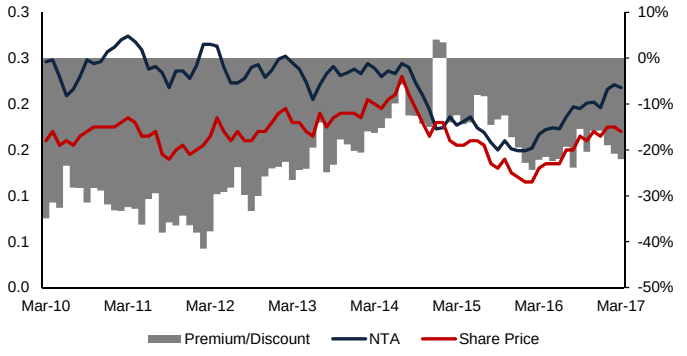
Source: Bloomberg, IRESS, Baillieu Holst

FIG.120: MIR



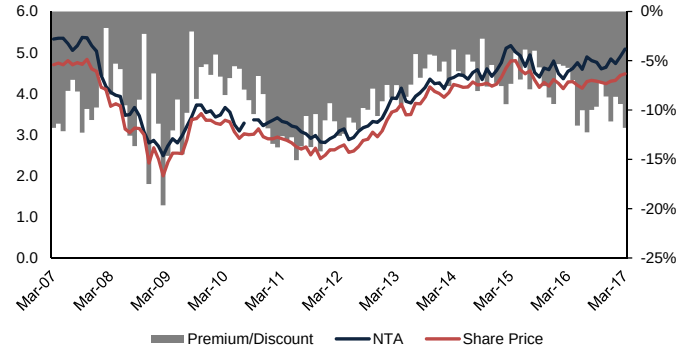
Source: Bloomberg, IRESS, Baillieu Holst

FIG.121: OZG



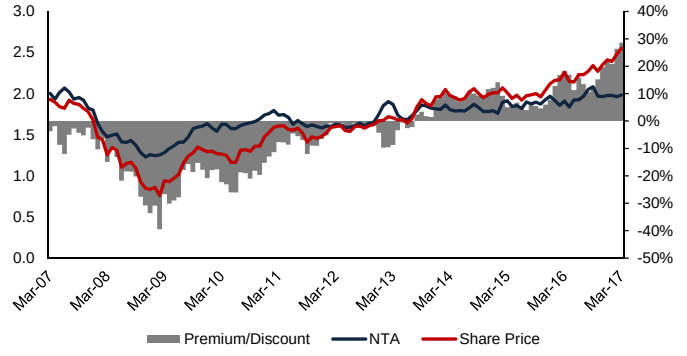
Source: Bloomberg, IRESS, Baillieu Holst

FIG.122: WHF



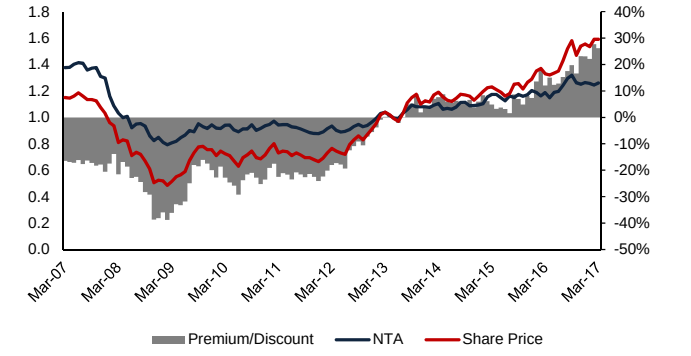
Source: Bloomberg, IRESS, Baillieu Holst

FIG.123: WAM



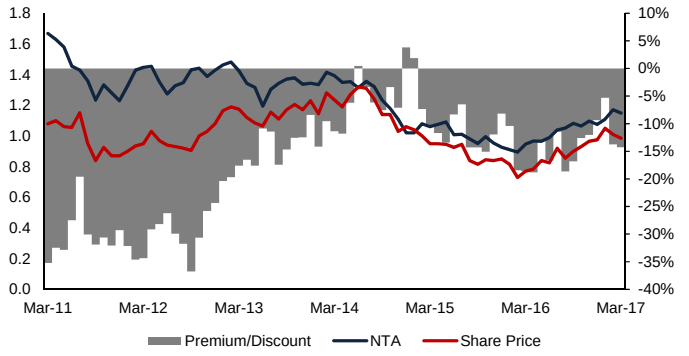
Source: Bloomberg, IRESS, Baillieu Holst

FIG.124: WAX



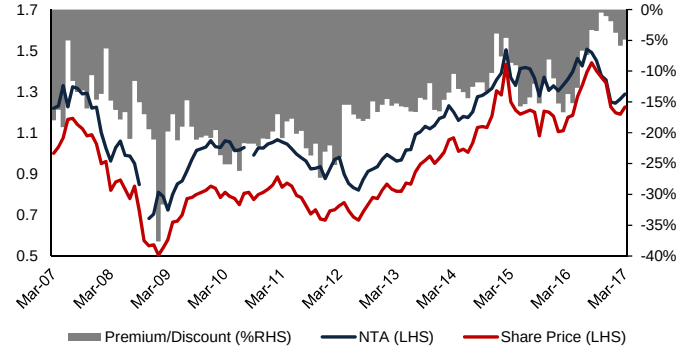
Source: Bloomberg, IRESS, Baillieu Holst

FIG.125: WMK



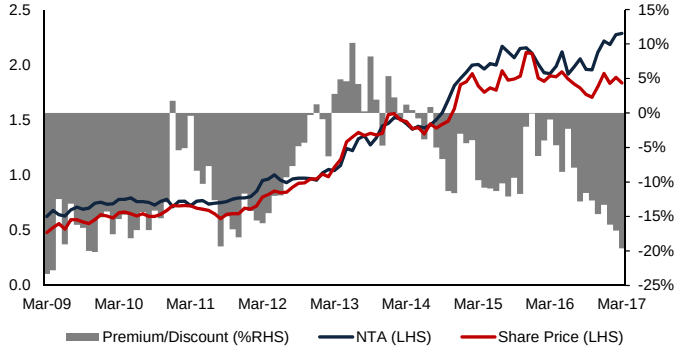
Source: Bloomberg, IRESS, Baillieu Holst

FIG.126: HHV



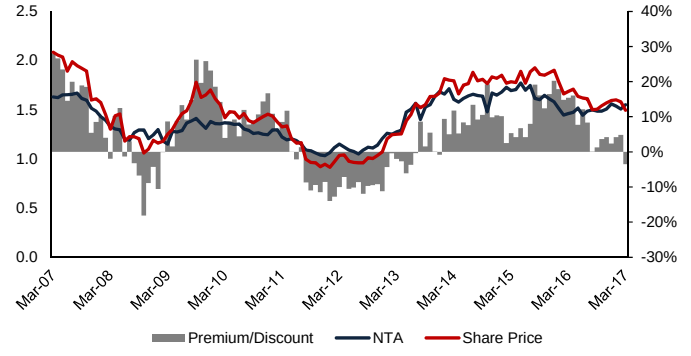
Source: Bloomberg, IRESS, Baillieu Holst

FIG.127: MFF



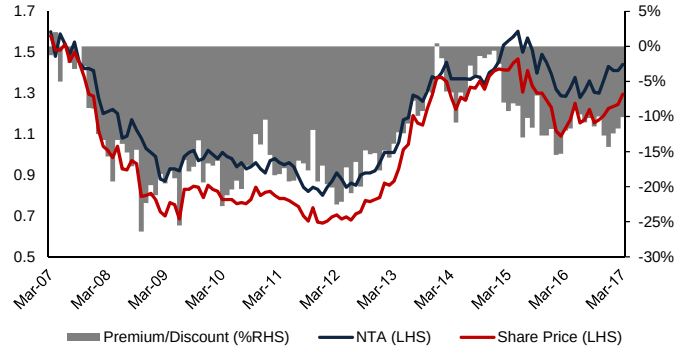
Source: Bloomberg, IRESS, Baillieu Holst

FIG.128: PMC



Source: Bloomberg, IRESS, Baillieu Holst

FIG.129: TGG



Source: Bloomberg, IRESS, Baillieu Holst

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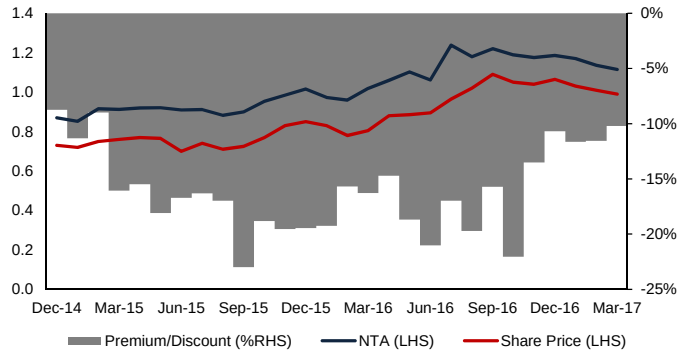
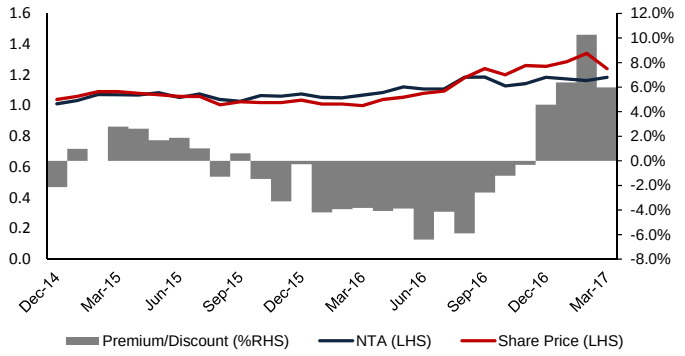
FIG.130: ACQ



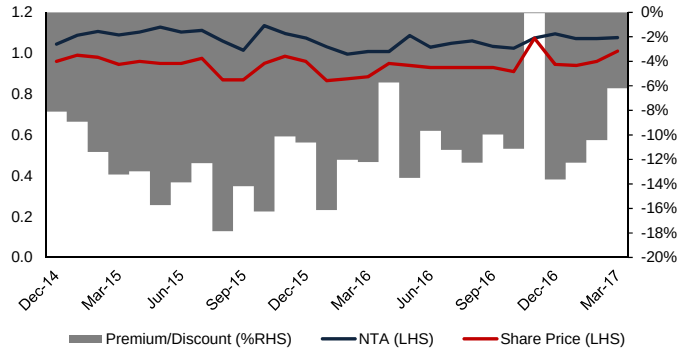
Source: Bloomberg, IRESS, Baillieu Holst

FIG.131:QVE



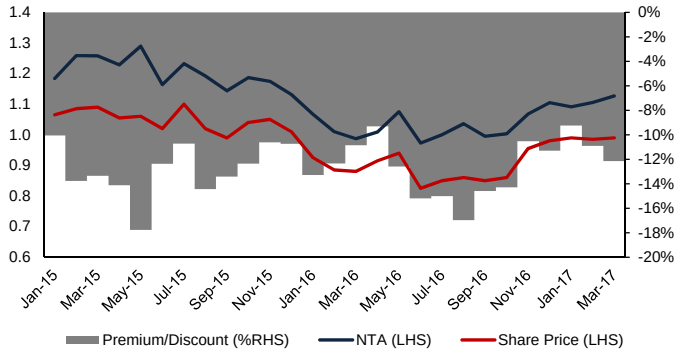
Source: Bloomberg, IRESS, Baillieu Holst

FIG.132: PAF



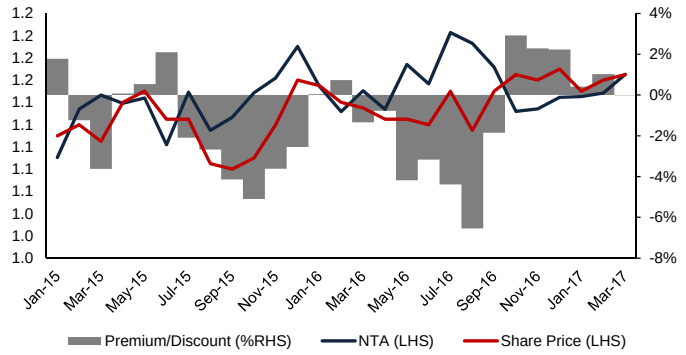
Source: Bloomberg, IRESS, Baillieu Holst

FIG.133: PGF



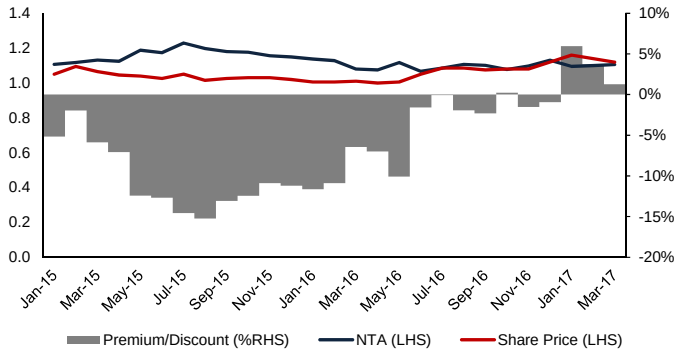
Source: Bloomberg, IRESS, Baillieu Holst

FIG.134: FGX



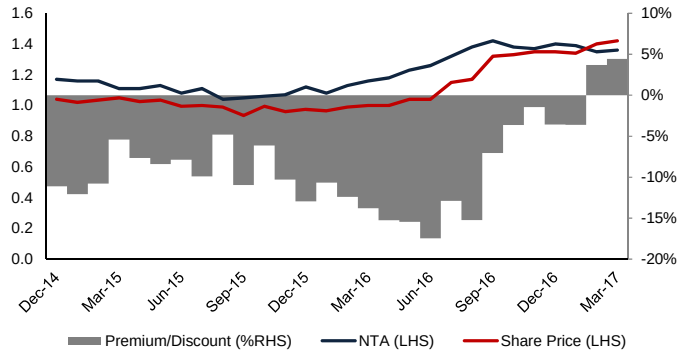
Source: Bloomberg, IRESS, Baillieu Holst

FIG.135: GVF



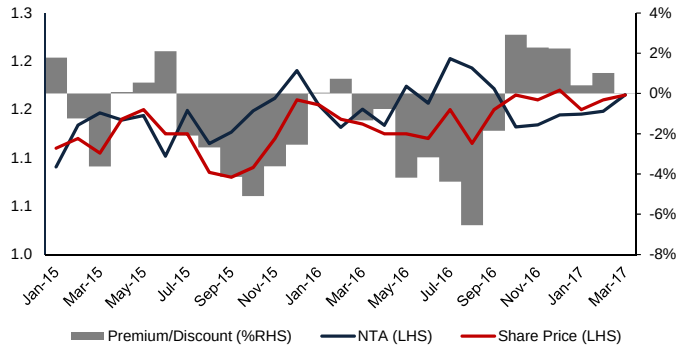
Source: Bloomberg, IRESS, Baillieu Holst

FIG.136: NCC



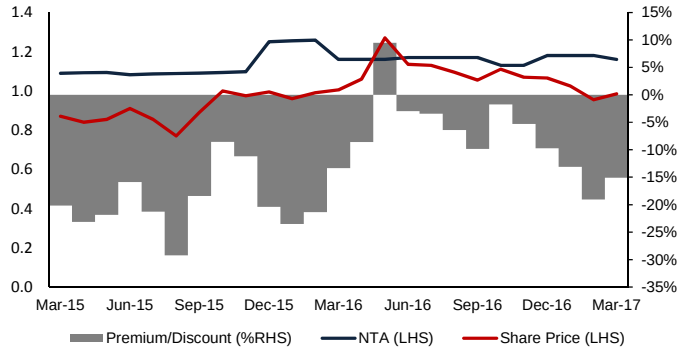
Source: Bloomberg, IRESS, Baillieu Holst

FIG.137: EGI



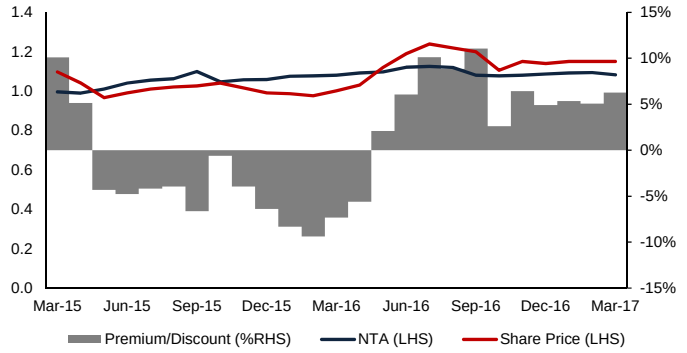
Source: Bloomberg, IRESS, Baillieu Holst

FIG.138: BTI



Source: Bloomberg, IRESS, Baillieu Holst

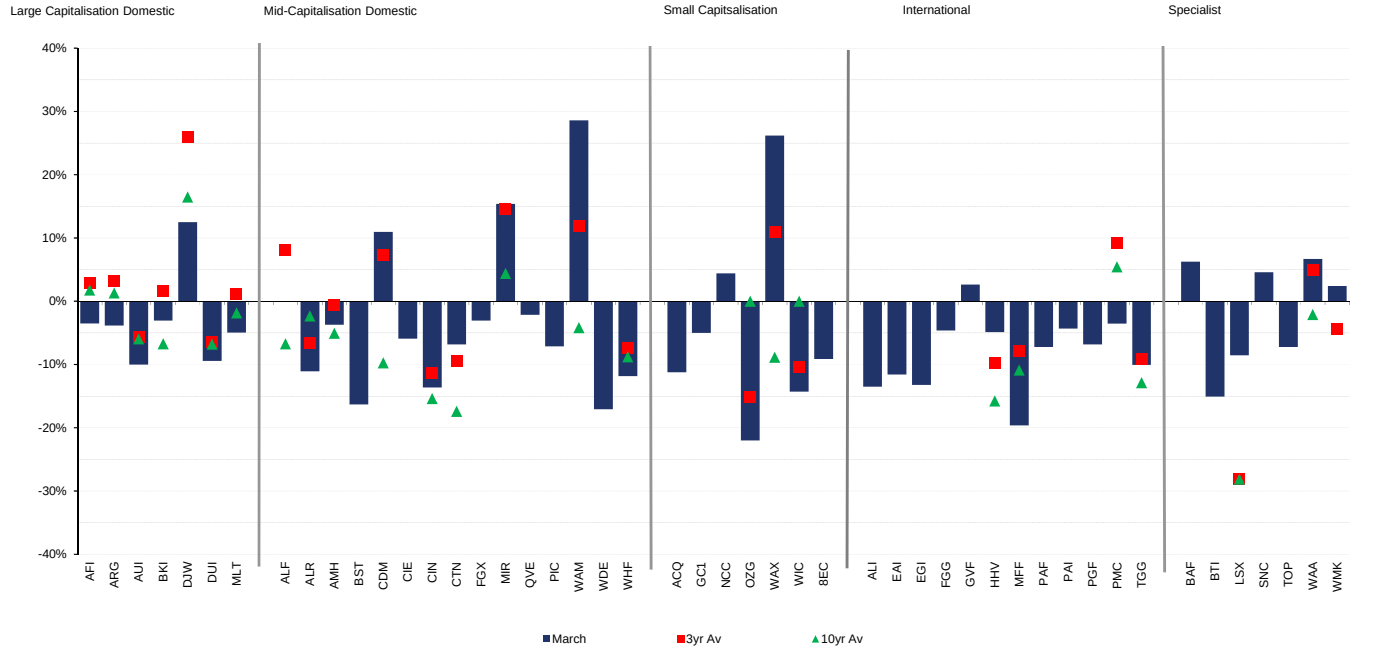
FIG.139: BAF



Source: Bloomberg, IRESS, Baillieu Holst

Overview of Current, 3 and 10 Year trading levels

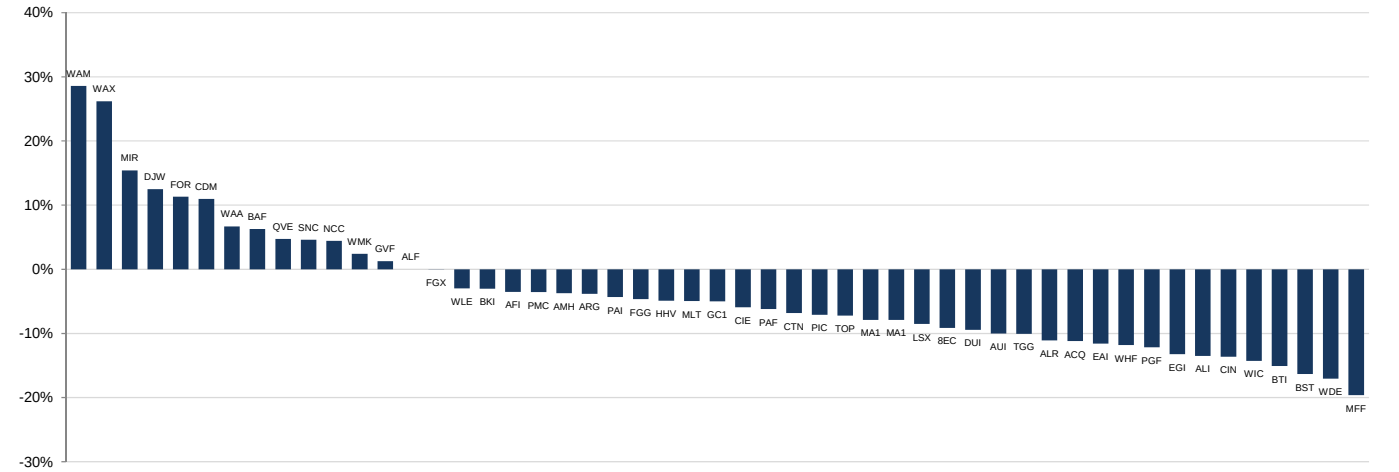
FIG.140: MARCH 2017 PREMIUM/(DISCOUNT) TO PRE-TAX NTA



Source: Bloomberg, IRESS

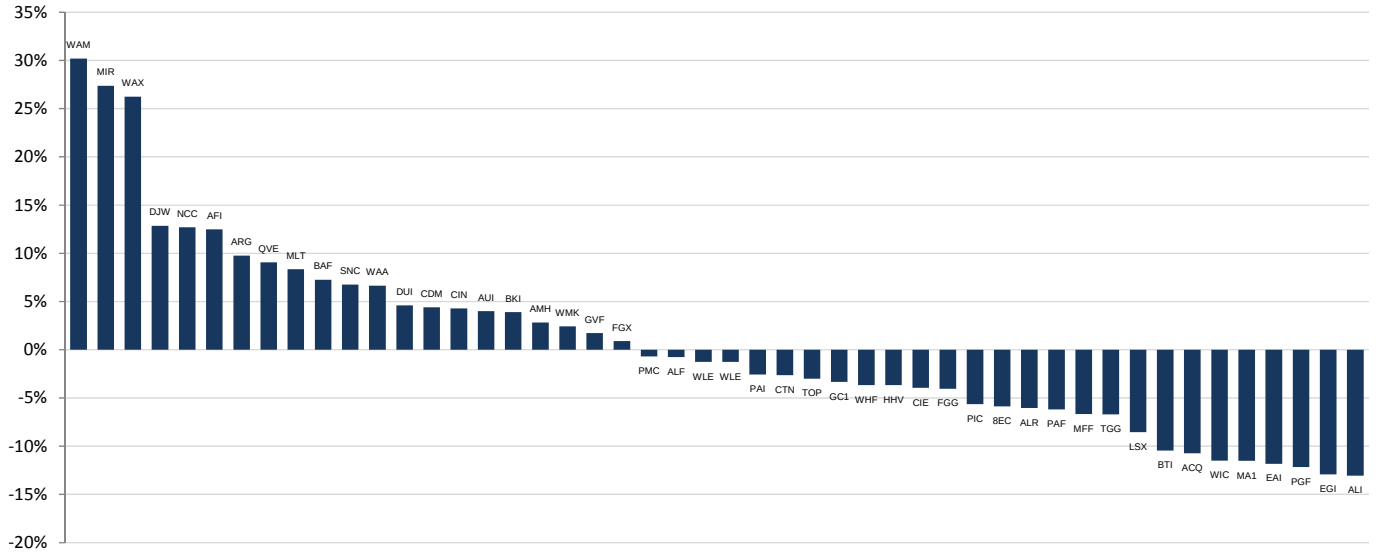
Pre & Post Discount/Premium to NTA

FIG.141: PREMIUM/(DISCOUNT) TO PRE-TAX NTA



Source: Bloomberg, IRESS

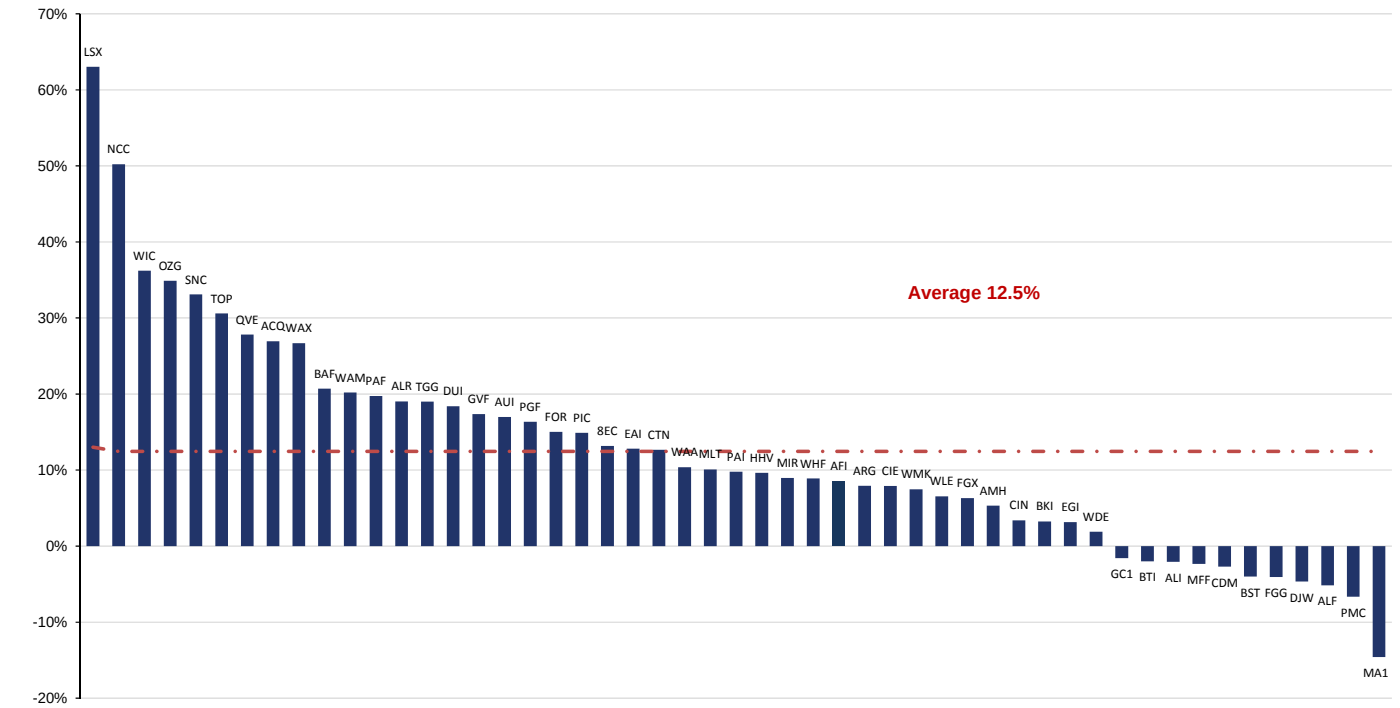
FIG.142: PREMIUM/(DISCOUNT) TO POST-TAX NTA



Source: Bloomberg, IRESS

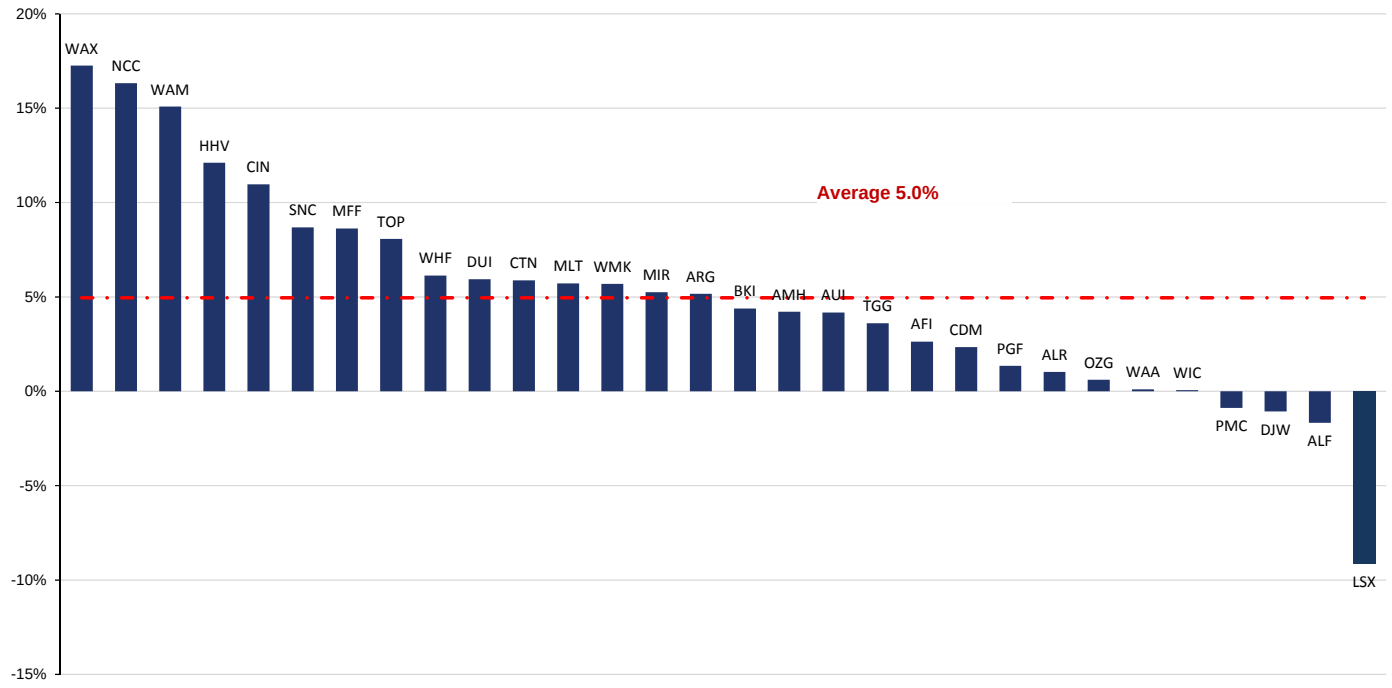
1, 3 and 5 Year Total Shareholder Return & NTA Growth

FIG.144:TSR COMPOUND ANNUAL GROWTH – % OVER 12 MONTHS



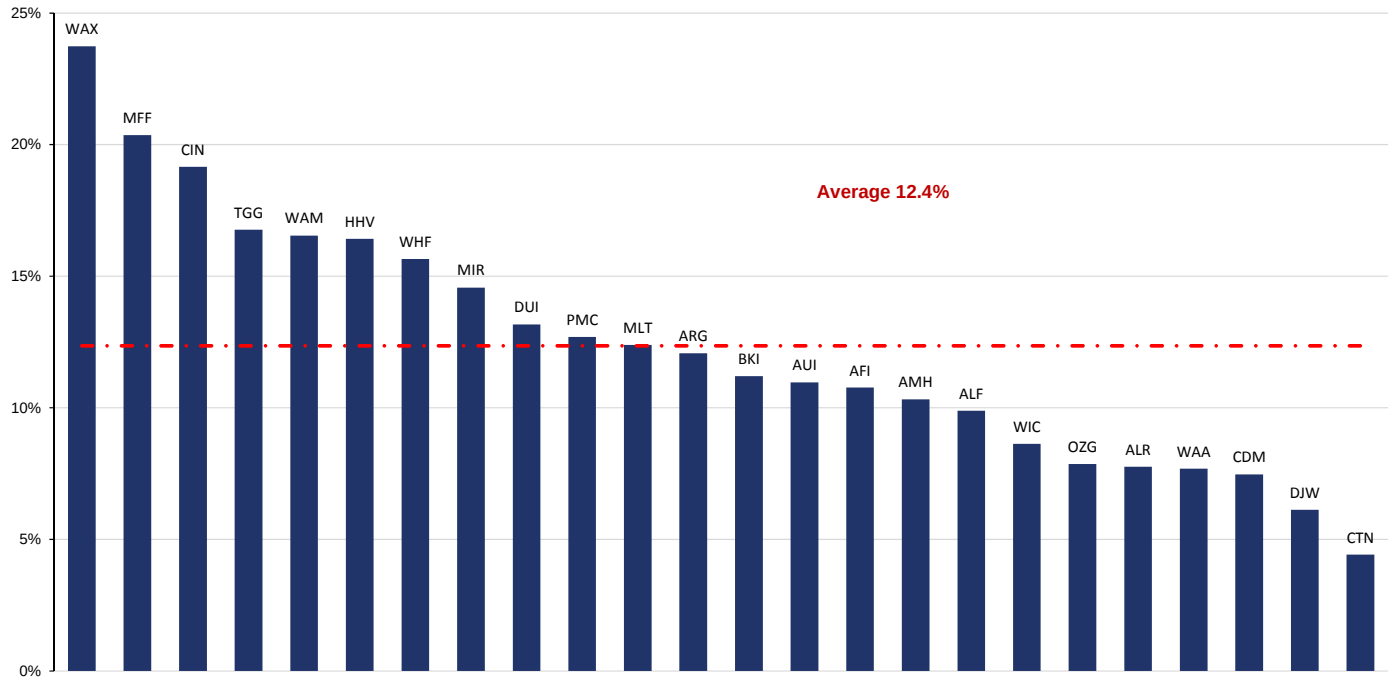
Source: Bloomberg, IRESS

FIG.145: TSR COMPOUND ANNUAL GROWTH – % OVER 3 YEARS



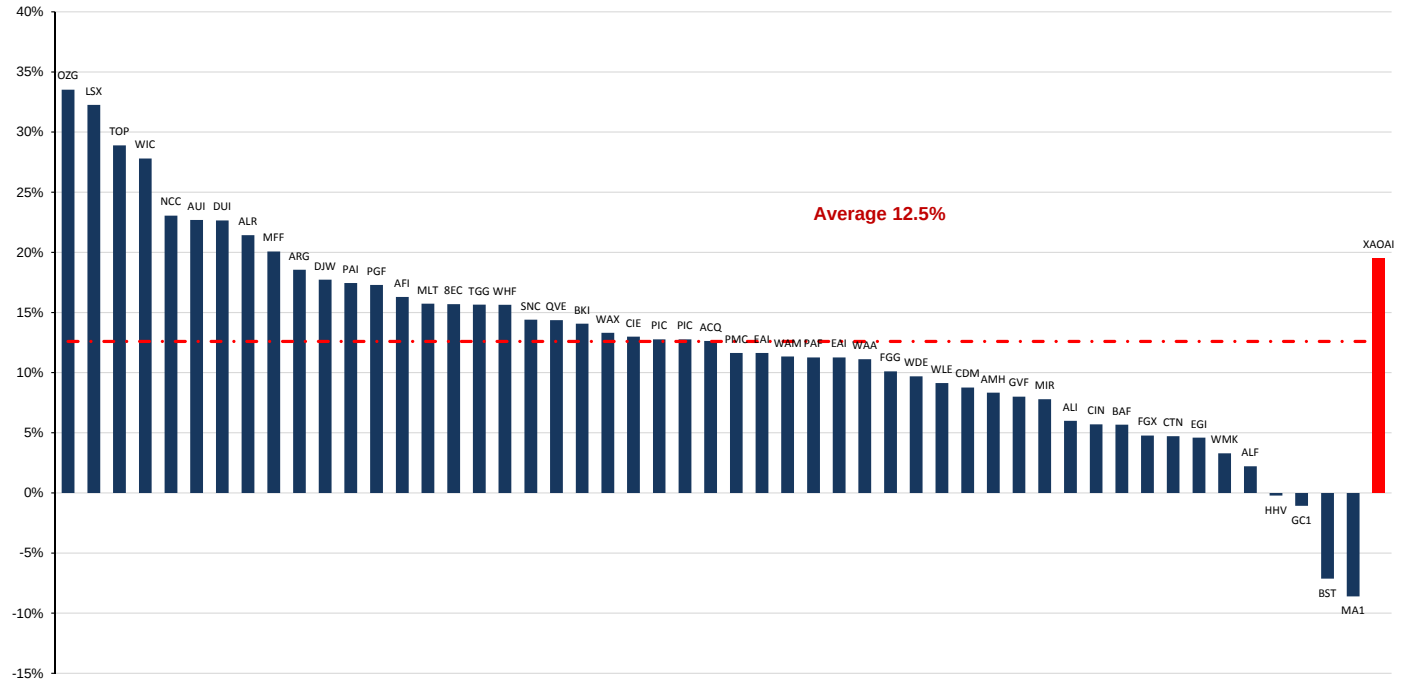
Source: Bloomberg, IRESS

FIG.146: TSR COMPOUND ANNUAL GROWTH – % OVER 5 YEARS



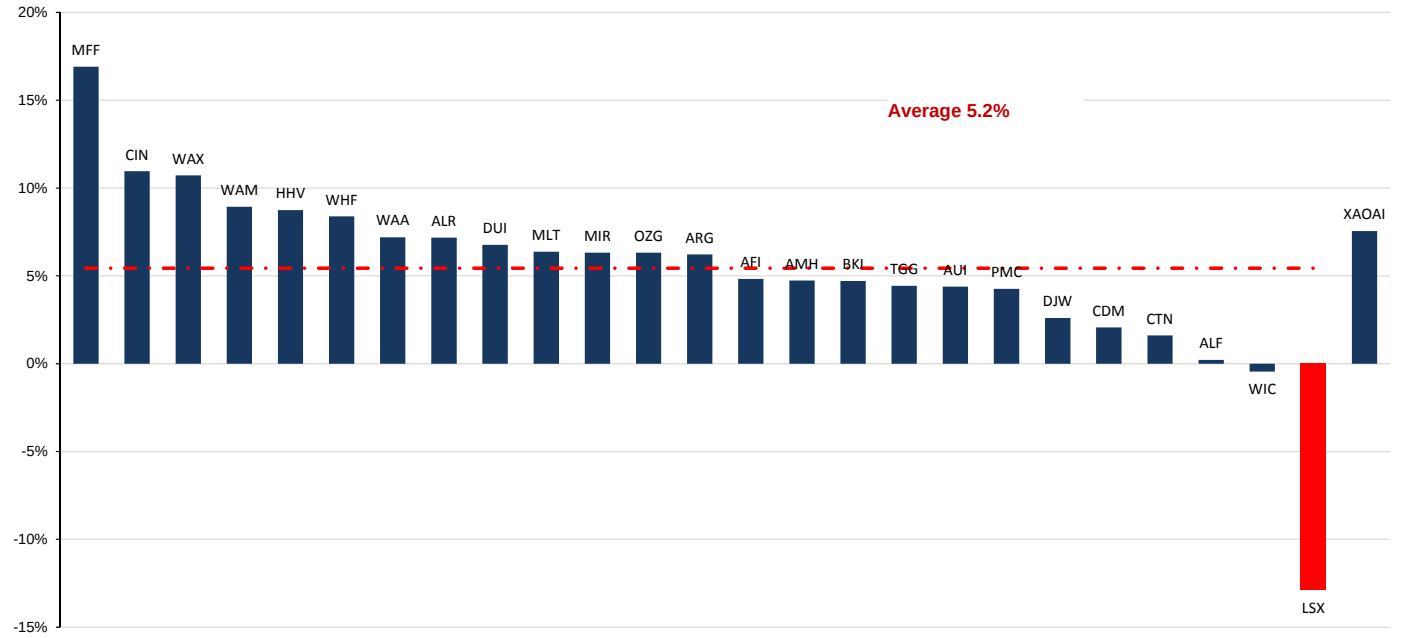
Source: Bloomberg, IRESS

FIG.147: CAGR NTA PERFORMANCE – % RETURN OVER 12 MONTHS



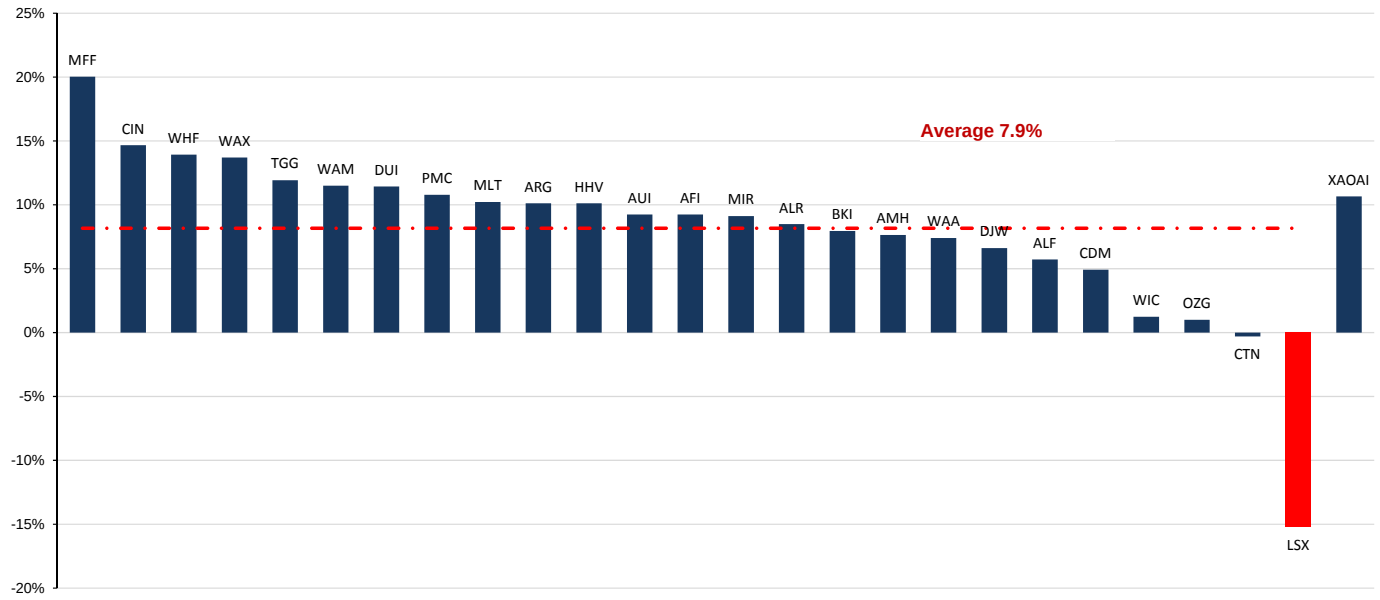
Source: Bloomberg, IRESS

FIG.148: CAGR NTA PERFORMANCE – % RETURN OVER 3 YEARS



Source: Bloomberg, IRESS

FIG.149: CAGR NTA PERFORMANCE – % RETURN OVER 5 YEARS



All chart data to 31 March 2017

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Buy: The stock's total return is expected to increase by at least 10-15 percent from the current share price over the next 12 months.

Hold: The stock's total return is expected to trade within a range of ±10-15 percent from the current share price over the next 12 months.

Sell: The stock's total return is expected to decrease by at least 10-15 percent from the current share price over the next 12 months.

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Hold: 35%

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