

The fund's gross long investment position was 43% at the end of the quarter, invested in 10 investments. Activity in the fund during the quarter included:

• Exiting the remaining energy related investment. This investment was an 8% position that was held from July 2014 until August 2016. Operationally we felt the company performed well in the context of the environment. We sold the investment because the valuation was becoming increasingly stretched and our view was that the downside risks had meaningfully increased. The fund realised an annualised IRR of 2% from this investment.

ASSET MANAGEMENT

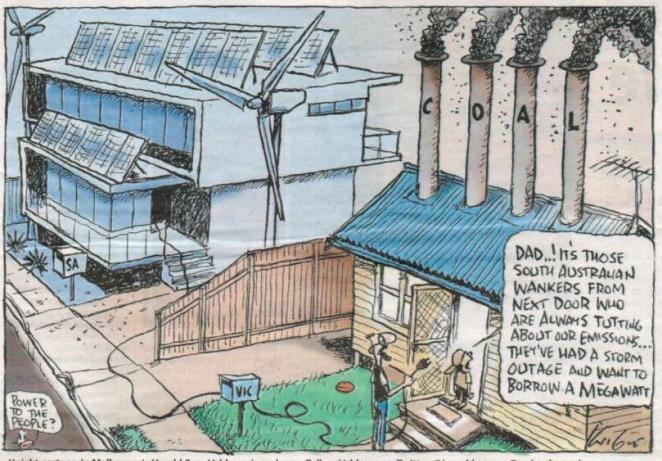
- Increasing the "Gen Co" related investments to 13% and 3 investments from 8% and 2 investments. This
  investment idea relates to businesses that own merchant electricity generation asset bases; these
  businesses own the type of assets we perceive to be increasingly advantaged and are located in
  electricity markets we want to be involved in. These businesses do not own meaningful wind or solar
  generation assets. For the businesses we own, we perceive their generation assets are highly valuable
  because of the capacity they provide and positioning on the supply curve. There is clearly change in the
  way electricity is being generated; increasingly wind and solar are contributing more (supported by
  subsidies) and coal generation is or will ultimately be economically pressured due to its carbon intensity.
  This energy transition has enabled us to build out this investment idea into three businesses that we
  regard as having relevant, high quality and long life assets at a fraction of their replacement costs.
- Acquiring an initial 3.5% position in Akzo Nobel N.V. at €58.70. Akzo Nobel is a Dutch based company, it manufactures paints, coatings and specialty chemicals and has strong positions across these categories in various markets globally.
- The major currency exposures in the fund (arising from equity investments outside of Australia) are USD 26%, EUR 12% and GBP 5%. We have tended to buy well out of the money longer term AUD call options against the USD and EUR to provide a degree of protection or insurance against material weakness in either of these currencies. During the quarter we extended this process by buying more AUD calls against the EUR. This protection will only provide the fund support if there is a material (10%+) weakness in the EUR or USD against the AUD, but given the relatively small cost of the premiums we think it is reasonable to continue to pursue this strategy.

The fund benefited from an investment in UK Mail Group plc. The fund acquired an initial position in UK Mail in November 2015 and built it up to 4% of the fund's capital over time. The average cost was GBP3.00 per share. On 28 September 2016, Deutsche Post DHL made a takeover offer for UK Mail at GBP4.40 per share. The position is currently 5.4% of the fund.

When we reflect on the fund, our thinking has not changed from the thought processes we have detailed in previous reports. We like the investments the fund holds, we believe they are reasonably well positioned despite the macro environment that eventuates. The available cash enables us to be aggressive when we perceive there to be suitable opportunities.

Please do not hesitate to contact us if you would like to discuss investing in the fund or mandate offering.

Miles, Nigel & Toby



Knight cartoon in Melbourne's Herald Sun. Valdman is on leave. Follow Valdman on Twitter @josvaldman or Facebook.com/ valdmancartoons.

Returns (to 30/09/2016)	Fund
Since inception* (annualised)	10.6%
Since inception* (cumulative)	91.9%
Rolling 5 year ( annualised)	14.1%
Rolling 3 year (annualised)	9.2%
Rolling 1 year	1.4%
Standard deviation	9.1%

Financial Year	2010	2011	2012	2013	2014	2015	2016	2017
July		1.14%	-1.95%	-3.06%	2.03%	1.98%	0.45%	-1.62%
August		-0.33%	-0.32%	0.45%	1.42%	-0.39%	-1.39%	-0.18%
September		0.60%	-2.18%	1.89%	0.52%	4.18%	-1.19%	1.34%
October		2.12%	0.83%	1.30%	1.43%	2.53%	0.27%	
November		0.47%	-1.22%	-2.46%	3.97%	11.10%	0.60%	
December		-0.24%	0.27%	6.93%	1.13%	3.00%	-3.07%	
January		0.31%	0.84%	9.92%	-0.54%	0.97%	-1.77%	
February		1.78%	0.02%	2.69%	-0.81%	1.57%	1.77%	
March		1.06%	5.59%	-0.44%	-1.45%	-0.04%	-0.84%	
April	*0.04%	-1.94%	1.62%	4.45%	0.08%	0.32%	1.72%	
May	-0.78%	1.01%	-0.37%	8.63%	1.29%	0.47%	4.12%	
June	-0.76%	-0.70%	-2.58%	1.68%	0.02%	-2.61%	-0.79%	
Financial Year	-1.49%	5.33%	0.29%	36.06%	9.33%	24.95%	-0.31%	
Calendar Year		-3.10%	10.12%	43.95%	22.40%	-3.70%		

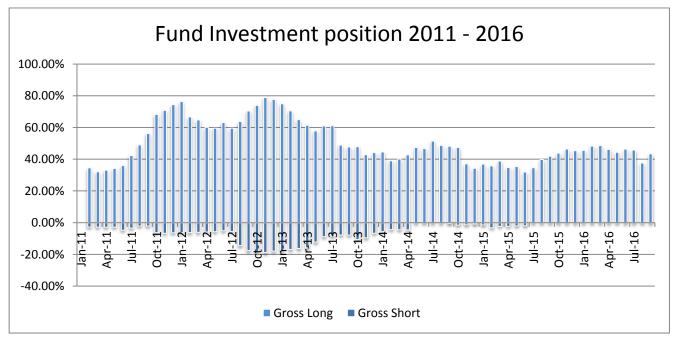
\* Inception date: 15/04/2010. Past Performance is not a reliable indicator of future performance and no guarantee of future returns is implied.

• The fund's daily unit price and distribution details can be downloaded via this <u>link</u>.

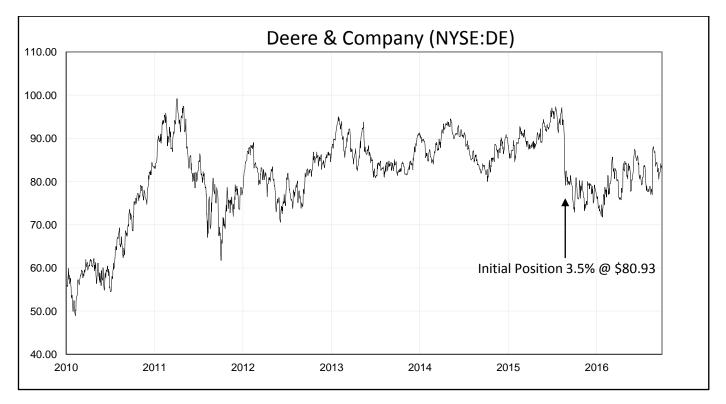
	Long (%)	Short (%)	Currency (%)
Australia	0	0	65
United States*	26	0	21
UK/Europe*	17	0	14
Total	43	0	100
Derivatives (annual cost)	3		

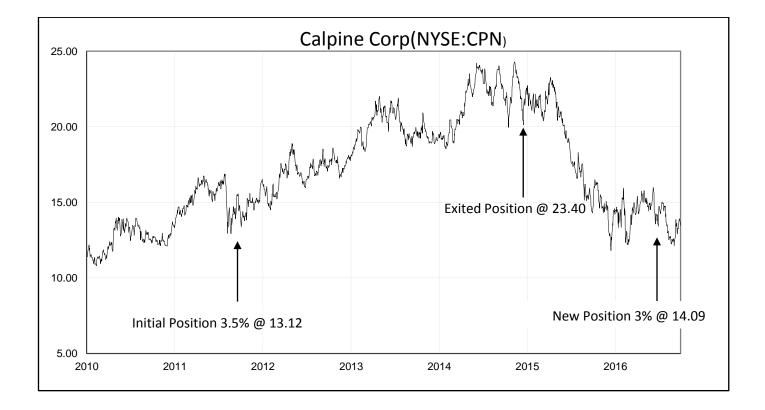
Notes: Data as at 30<sup>th</sup> September 2016. \* Euro & USD approximate only.

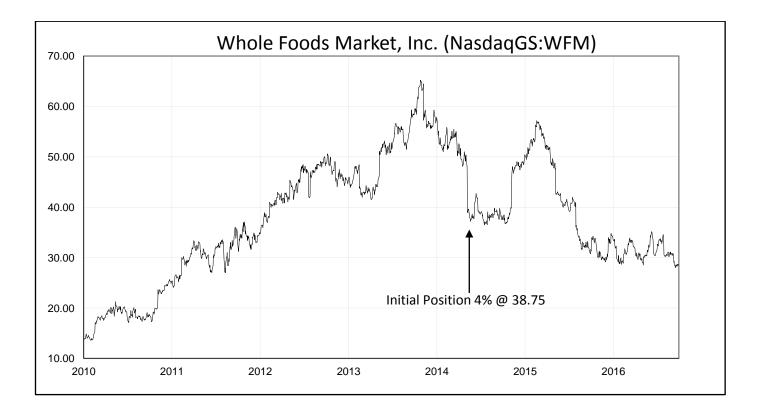
	Australia		United States		UK/Europe		Total	
	%	no/.	%	no/.	%	no/.	%	no/.
Tenet 1: Gen Co.:			4	1	9	2	13	3
Calpine Corp			4	1				
Undisclosed					5	1		
Undisclosed					3	1		
Tenet 2: Infrastructure related			12	2			12	2
Undisclosed			6	1				
Undisclosed			6	1				
Wholefoods			4	1			4	1
Deere & Company			4	1			4	1
Akzo Nobel					3	1	3	1
Dover Downs Gaming			2	1			2	1
UK Mail					5	1	5	1
Gross long			26	6	17	4	43	10
Gross short								
Gross invested position			26	6	17	4	43	10
Derivatives (annual cost)							3	3
Notes: Totals may not add due to rounding. Data as at 30 <sup>th</sup> September 2016.								

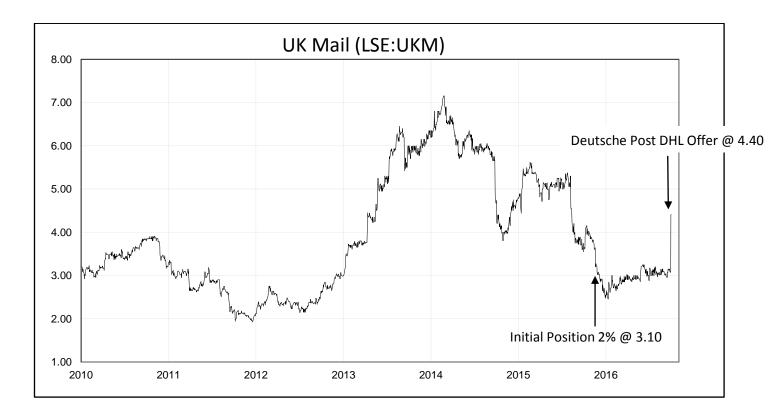


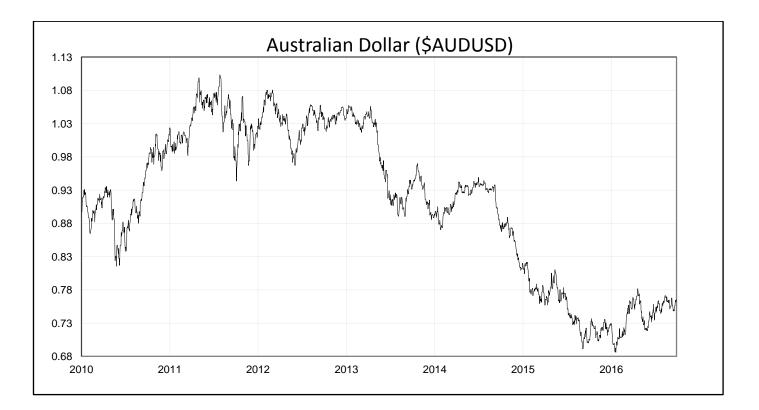
## Appendix: Charts











## Terms and conditions

This document is only made available to wholesale clients as that term is used in sections 761G and 761GA of the Corporations Act 2001 (Cth).

Long Tail Asset Management Pty Limited holds an AFS Licence (number 341474). The information provided in this document is only intended to describe the activities of the Fund to existing and prospective investors. As such the information is generic in its nature and does not and cannot take into account an investor's objectives, financial position or needs. Investors should rely upon their own enquiries and analysis as to the merits and risks in deciding whether to make any investment and seek appropriate advice as necessary prior to making any investment decision. The document contains general financial product advice only.

You should understand that any forecasts or opinions in this document regarding the direction or prospects of any investment or market are based on a number of assumptions and may not be realised. Such forecasts or assumptions may change from time to time without notice to you.

Long Tail Asset Management Pty Limited has taken all reasonable care and believes that the information in this document is correct and accurate but no warranty or assurance is made with respect to its completeness, currency or accuracy, and neither Long Tail Asset Management Pty Limited nor its related bodies corporate, agents, Directors, officers, employees or advisers are, to the extent permitted by law, responsible for loss or damage suffered as a result of reliance by any investor or prospective investor on any statements, opinions or data contained in this document.

Copyright on the information in this document is owned by Long Tail Asset Management Pty Limited. You may use and copy the information for your personal use only. Long Tail Asset Management Pty Limited expressly prohibits the reproduction, transmission, or distribution of this information for any other purpose without the written permission of Long Tail Asset Management Pty Limited.

Investors should be aware of the risks of investing in products offered by Long Tail Asset Management Pty Limited. Prior to investing in a Fund operated by us you should read the Information Memorandum carefully and fully understand the risk factors.

Long Tail Asset Management Pty Limited does not guarantee or assure the return of all or any capital invested, nor the performance or profitability of its Fund. Investors should be aware that past performance of the Fund is not indicative of the performance which may be achieved in the future and is not a reliable indicator of future performance. No representation is made that profits will be achieved on behalf of the Fund or losses will be avoided in the future.

To the maximum extent permitted by law, the information and opinions contained in this document are provided without any warranty of any kind. Long Tail Asset Management Pty Limited and its associates expressly disclaim all liability for any loss or damage of any kind (including direct, indirect, special and consequential loss and damage of business revenue, loss of profits, loss or corruption of data, failure to realise expected profits or savings or other commercial or economic loss of any kind), whether reasonably foreseeable or not, incurred or suffered by any person arising out of or in any way related to this document.