

# Allan Gray Australia Opportunity Fund

Fund fact sheet at 31 March 2013

**ALLAN GRAY**  
CONTRARIAN INVESTING

## The Fund and its benchmark

The Fund aims to provide a long-term return that exceeds the Reserve Bank of Australia cash rate (Benchmark), with less volatility than the Australian sharemarket.

## Performance net of all fees and expenses

|                        | Fund % | Benchmark % | Relative % | Distribution % |
|------------------------|--------|-------------|------------|----------------|
| <b>Annualised</b>      |        |             |            |                |
| Since public launch    | 9.3    | 3.9         | <b>5.4</b> | 4.3            |
| Latest year            | 9.4    | 3.4         | <b>6.0</b> | 3.9            |
| <b>Not annualised</b>  |        |             |            |                |
| Financial year to date | 10.1   | 2.5         | <b>7.6</b> | 3.3            |
| Latest 3 months        | 4.4    | 0.7         | <b>3.7</b> | 1.5            |
| Latest month           | 0.9    | 0.3         | <b>0.6</b> | 1.5            |

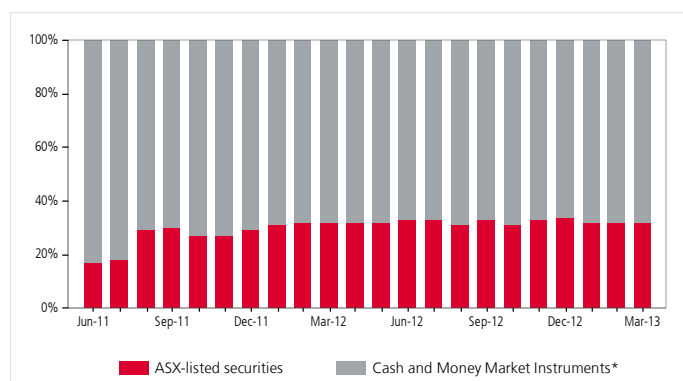
## Value of AUD 100 invested at public launch



## Income distributions for the last 12 months

|                | 30 Jun 2012 | 30 Sep 2012 | 31 Dec 2012 | 31 Mar 2013 |
|----------------|-------------|-------------|-------------|-------------|
| Cents per unit | 0.5749      | 0.7493      | 0.9231      | 1.5588      |

## Asset allocation



\* All money market instruments have a duration of less than or equal to 12 months.

## Key information

|                              |                              |
|------------------------------|------------------------------|
| Fund size                    | AUD 22.1 million             |
| Public launch date           | 1 July 2011                  |
| Buy/Sell spread              | +0.1%/-0.1%                  |
| Minimum                      | AUD 25,000/AUD 500 per month |
| Dealing                      | Daily                        |
| Distribution frequency       | Quarterly                    |
| Base fee <sup>1</sup>        | 0.25% p.a.                   |
| Performance fee <sup>2</sup> | 20%                          |

1. The base fee includes fees charged for fund administration, custody and the responsible entity fees.
2. The performance fee, which is subject to a high water mark, is charged each time the fund's outperformance in comparison to the benchmark reaches a new high. GST, net of RITC, is applicable to the base fee and the performance fee.

## Fund holdings

|                                     | % of Fund    |
|-------------------------------------|--------------|
| Metcash                             | 2.9          |
| SP AusNet                           | 2.6          |
| Australand ASSETS Trust             | 2.5          |
| Fairfax Media                       | 2.2          |
| National Australia Bank             | 1.9          |
| Aspen Group                         | 1.7          |
| ALE Property Group                  | 1.7          |
| Austal                              | 1.6          |
| David Jones                         | 1.5          |
| Sigma Pharmaceuticals               | 1.3          |
| <b>Top 10 ASX-listed securities</b> | <b>19.9</b>  |
| Other ASX-listed securities         | 12.3         |
| Term Deposits                       | 61.7         |
| Cash (net of accruals)              | 6.1          |
| <b>Total</b>                        | <b>100.0</b> |

## Performance contribution (latest month)

|                                      | %   |
|--------------------------------------|-----|
| Cash and money market instruments    | 0.2 |
| ASX-listed securities                | 0.9 |
| Performance before fees and expenses | 1.2 |

## Contribution from ASX-listed securities to total return

| Top 5 - Latest month      | % Contribution |
|---------------------------|----------------|
| Fairfax Media             | 0.2            |
| Sigma Pharmaceuticals     | 0.2            |
| APN News & Media          | 0.2            |
| Austal                    | 0.2            |
| David Jones               | 0.1            |
| Bottom 5 - Latest month   | % Contribution |
| Alumina                   | (0.1)          |
| Aspen Group               | (0.1)          |
| Matrix Composites & Engr. | (0.1)          |
| PaperlinX SPS Trust       | (0.1)          |
| Capral                    | (0.1)          |

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Returns are net of fees and assume reinvestment of distributions. Units in the Fund are offered by Equity Trustees Limited, ABN 46 004 031 298, AFSL 240975, as the Fund's responsible entity pursuant to the Fund's Product Disclosure Statement dated 1 February 2013 and the Information Booklet dated 2 April 2012 (PDS). You can obtain a copy of the PDS from [www.allangray.com.au](http://www.allangray.com.au) or by contacting Allan Gray (see above for details). Investors should consider the PDS in deciding whether to acquire, or to continue to hold, units in the Fund. Prior to investing in the Fund, investors should always consider seeking professional financial advice. This document has been prepared without considering any investors' financial circumstances, needs or objectives. While Allan Gray has endeavoured to ensure the accuracy of the information in this document, such information is not guaranteed as to accuracy or completeness. Past performance is not a reliable indicator of future results. Allan Gray Fund unit prices fluctuate and are not guaranteed. When making an investment in the Fund, an investor's capital is at risk. This report does not constitute a financial promotion, a recommendation, an offer to sell or a solicitation to buy shares or units of the Allan Gray Funds.