

Allan Gray Australia Equity Fund (Class B)

ALLAN GRAY

CONTRARIAN INVESTING

FUND FACT SHEET 31 OCTOBER 2020

FOR INVESTORS RESIDING IN SOUTH AFRICA

If you are a South African investor, this Fund Fact Sheet is a Minimum Disclosure Document (MDD) and general investor report for the Fund, as required by the Collective Investment Schemes Control Act 2002 (South Africa). The MDD must be read together with the Fund's Product Disclosure Statement and accompanying Information Booklet (together the PDS).

Using Allan Gray's contrarian investment philosophy, the Fund seeks to provide a long-term return that exceeds the S&P/ASX 300 Accumulation Index (Benchmark).

INVESTMENT APPROACH

The Fund's investment approach is to buy securities that offer long-term value, that are currently unpopular with the general investment community or are not well known. Allan Gray will not buy a security simply because it is in the Benchmark. Similarly, Allan Gray will buy significant positions in securities that are not in the Benchmark if they offer outstanding value, based on our bottom-up, fundamental valuation of the opportunity. Returns from the Fund can be volatile, particularly over the short and medium term. Class B units have underperformed the Benchmark since launch.

In implementing the Fund's strategy, Allan Gray adheres to detailed investment restrictions and limits, as set out in the Fund's Product Disclosure Statement and accompanying Information Booklet.

KEY INFORMATION*

Class size	AUD 196 million
Fund size	AUD 1,598 million
Strategy size	AUD 5.8 billion
Launch date	26 October 2012
Number of units on issue	157 million
Price (net asset value)	AUD 1.2485
Buy/sell spread	+0.2 / -0.2%
Minimum	AUD 10,000 or AUD 500/month
Pricing frequency	Daily
Distribution frequency	Annual
Base fee	Nil
Performance fee	35%
APIR code	ETL0349AU
ISIN	AU60ETL03497

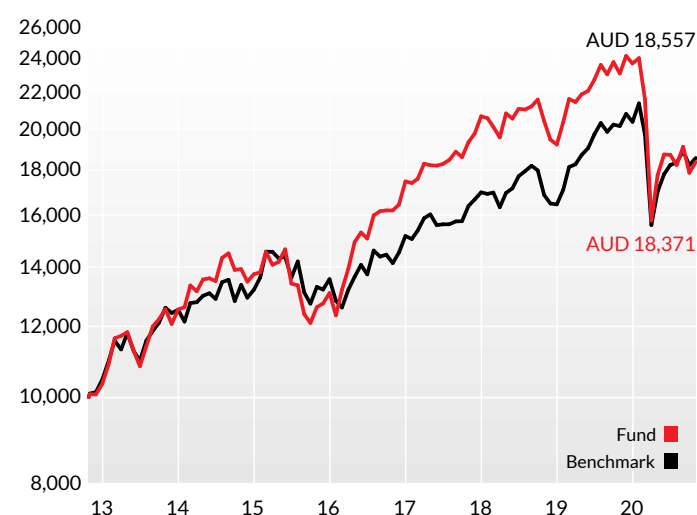
PERFORMANCE NET OF ALL FEES AND EXPENSES

	FUND	BENCHMARK	RELATIVE
Annualised %			
Since launch (26 October 2012)	7.9	8.0	(0.1)
5 years	7.8	6.9	0.9
3 years	(1.7)	4.2	(5.9)
1 year	(20.4)	(7.9)	(12.5)

	FUND	CALENDAR YEAR
Annualised %		
Highest	33.4	2016
Lowest	(7.0)	2018

The benchmark is the S&P/ASX 300 Accumulation Index. All performance returns shown are net of fees and assume reinvestment of distributions. Returns are annualised and show the average amount earned on an investment in the Class each year over the given time period. Actual investor performance may differ as a result of the investment date, the date of reinvestment of income distributions, and withholding tax applied to income distributions. The highest and lowest returns earned during any calendar year since the launch of the Class are shown below to demonstrate the variability of returns. The complete return history for the Class can be obtained by contacting our Client Services team.

Value of AUD 10,000 invested since launch



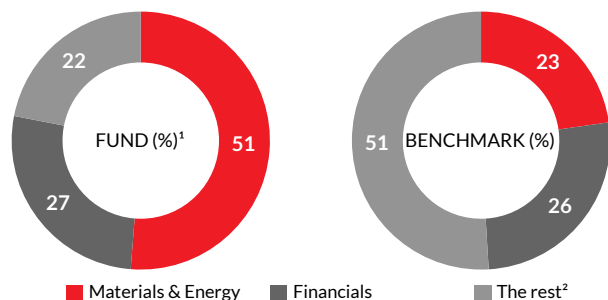
FEES AND EXPENSES FOR THE LAST 12 MONTHS (CLASS B)^

Performance fee	0.00%
Other expenses	0.00%
Total expense ratio (TER)	0.00%

DISTRIBUTIONS

YEAR	CENTS PER UNIT	DISTRIBUTION RETURN
30 June 2020	9.1870	5.5%
30 June 2019	18.2714	10.7%
30 June 2018	11.2927	7.2%
30 June 2017	6.0192	4.5%
30 June 2016	3.5392	2.9%

SECTOR ALLOCATIONS

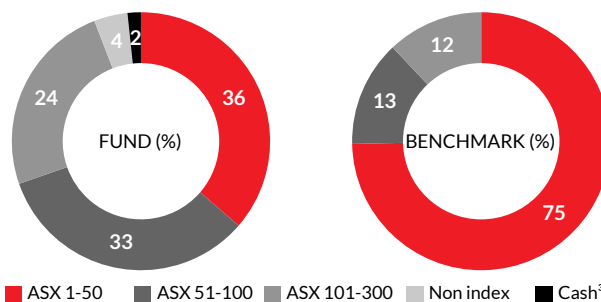


- 1. The composition of the Fund has not changed significantly over the last month.
- 2. The rest includes the following sectors: Consumer Discretionary, Consumer Staples, Health Care, Industrials, Information Technology, Real Estate, Communication Services, Utilities and Net Current Assets.

TOP FUND HOLDINGS AS AT 30 SEPTEMBER 2020

HOLDINGS	% OF FUND
Newcrest Mining	9.4
Woodside Petroleum	7.7
Alumina	7.1
QBE Insurance Group	6.4
National Australia Bank	5.7
Metcash	5.5
Sims	4.9
AMP	4.9
Aust. and NZ Banking Group	4.7
Oil Search	4.3
TOTAL	60.5

CLASSIFICATION OF HOLDINGS



3. The Fund uses ASX-listed futures contracts to maintain its exposure to the ASX.

CONTRIBUTION FROM ASX-LISTED SECURITIES RELATIVE TO THE BENCHMARK

TOP 5 – LATEST MONTH	% CONTRIBUTION
Sims	1.1
AMP	0.7
Aust. and NZ Banking Group	0.3
Virgin Money UK	0.3
G8 Education	0.3

BOTTOM 5 – LATEST MONTH	% CONTRIBUTION
Newcrest Mining	(0.8)
QBE Insurance Group	(0.4)
Origin Energy	(0.3)
Nufarm	(0.3)
Peet	(0.3)

PORTFOLIO CONCENTRATION

(%)	CURRENT	3 YRS AGO	5 YRS AGO
Top 10 Holdings	62	60	52
Top 25 Holdings	90	88	84
Top 50 Holdings	98	97	96

Allan Gray Australia Pty Limited is the appointed investment manager of the Allan Gray Australia Equity Fund ARSN 117 746 666. The Fund is offered by Equity Trustees Limited, ABN 46 004 031 298, AFSL 240975, as the Fund's Responsible Entity. Equity Trustees Limited is a subsidiary of EQT Holdings Limited, a publicly listed company on the Australian Stock Exchange (ASX:EQT). Equity Trustees Limited may be contacted on +61 3 8623 5000.

General Investors should consider the Fund's PDS before making any investment decision. The PDS, daily unit prices and additional information about the Fund can be obtained free of charge by contacting Allan Gray or from www.allangray.com.au. Managed investment schemes are generally medium to long-term investments. They are traded at prevailing prices and the value of units may go down as well as up. There are risks with investing in the Fund and there is no guarantee of repayment of capital or return on your investment. Managed investment schemes may borrow and engage in securities lending. Past performance is not a reliable indicator of future results. Investors should always consider seeking professional financial advice. This document has been prepared without considering any person's financial circumstances, needs or objectives. It also does not constitute a recommendation, an offer to sell or a solicitation to buy units in the Fund. While Allan Gray has endeavoured to ensure the accuracy of this document neither Allan Gray, Equity Trustees Limited nor any of its related parties, their employees or directors, provide any warranty of accuracy or reliability in relation to such information or accepts any liability to any person who relies on it. Totals presented in this document may not sum due to rounding.

Notice to foreign persons The Fund does not accept US persons as investors and is not marketed in the European Economic Area (EEA). Investors resident in the EEA can only invest in the Fund under certain circumstances as determined by, and in compliance with, applicable law. For South African purposes, the Fund is categorised as a regional equity (general portfolio).

Valuation and pricing times The Fund's net asset value is calculated at 4.30pm (Sydney time) each business day, with prices determined the following day. Prices are available on www.allangray.com.au. Application and redemption requests must be received by 2pm (Sydney time) each business day to receive that day's price. Prices are cum-distribution.

*** Notes on key information** The performance fee for Class B is 35% of the Class' outperformance in comparison to the Benchmark. It is only payable where the outperformance of Class B exceeds the high water mark, which represents the highest level of outperformance since the public launch of Class B. The performance fee (if applicable) is calculated and accrued daily, and paid monthly. Goods and Services Tax, net of Reduced Input Tax Credit, is applicable to the performance fee. A schedule of fees and charges is available in the Fund's PDS.

^ Fees and expenses for the last 12 months (Class B) The total expense ratio (TER), is a measure of the actual expenses (including fees) incurred by the Class over a 12 month period. The expenses are expressed as a percentage of the average daily value of the Class during that period in order to determine the TER. Class performance is shown after taking into account expenses in the TER. Expenses may vary and the current TER should not be used as an indication of future TERs.

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