

ALLAN GRAY

ALLAN GRAY AUSTRALIA STABLE FUND
FUND FACT SHEET

30 April 2018





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.

INVESTMENT APPROACH

The Fund invests primarily in cash and money market instruments, such as term deposits and short-term bonds (treasury bills). The Fund also offers exposure to securities listed on the Australian Securities Exchange that are identified by Allan Gray as offering compelling long-term value. When market conditions are suitable, the ASX-listed securities component could represent up to 50% of the Fund's total assets. If Allan Gray cannot find favourable investment opportunities in the sharemarket, the Fund will be fully invested in cash, term deposits and similar instruments.

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 (together, the PDS).

The Fund may experience some fluctuations or volatility in pursuing its objective, given its exposure to ASX-listed securities and the timing of investments in these securities. Allan Gray is often early when buying securities, which means that the ASX-listed component of the Fund can experience fluctuations, especially if the sharemarket declines beyond its normal range. Allan Gray believes that these shorter-term fluctuations are unfortunately necessary to gain the upside when the sharemarket recovers. The Fund has outperformed its Benchmark since public launch.

THIS FUND MAY SUIT YOU IF YOU:

- Are a cautious investor, who seeks a better return than cash while reducing the volatility and short-term risk associated with investing solely in the sharemarket
- Want to reduce your risk to shares, while still getting exposure to growth via strategic holdings of select shares when the equity market offers value
- Are seeking quarterly income from your investment
- Are comfortable setting aside \$500 per month for a savings plan, or investing an initial lump sum of \$10,000, and
- Can remain invested for more than two years.

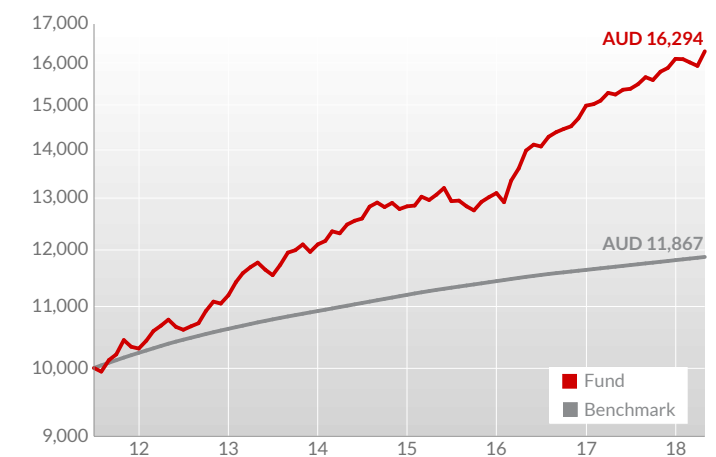
PERFORMANCE NET OF ALL FEES AND EXPENSES

| | FUND | BENCHMARK | RELATIVE | DISTRIBUTION |
|-----------------------------------|------|-----------|------------|--------------|
| ANNUALISED (%) | | | | |
| Since public launch (1 July 2011) | 7.4 | 2.5 | 4.9 | 4.1 |
| 5 years | 6.7 | 2.0 | 4.7 | 4.1 |
| 3 years | 7.6 | 1.7 | 5.9 | 3.5 |
| 1 year | 6.9 | 1.5 | 5.4 | 4.0 |
| NOT ANNUALISED (%) | | | | |
| Financial year to date | 5.9 | 1.3 | 4.6 | 1.4 |
| Calendar year to date | 1.2 | 0.5 | 0.7 | 0.5 |
| 3 months | 1.2 | 0.4 | 0.8 | 0.5 |
| 1 month | 2.3 | 0.1 | 2.2 | 0.0 |

INCOME DISTRIBUTION FOR THE LAST 12 MONTHS

| | 30 Jun 2017 | 30 Sep 2017 | 31 Dec 2017 | 31 Mar 2018 |
|----------------|-------------|-------------|-------------|-------------|
| Cents per unit | 2.9693 | 0.4481 | 0.5853 | 0.6008 |

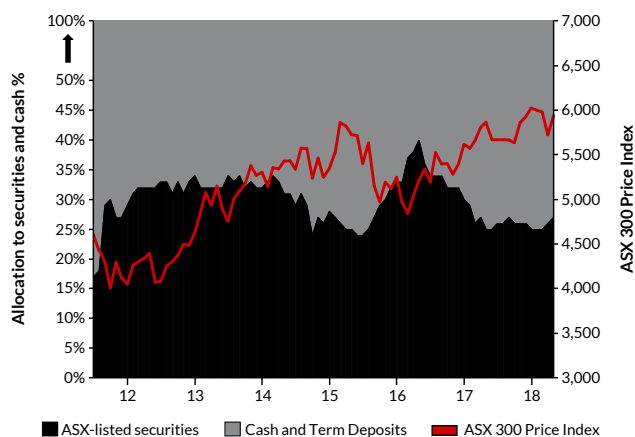
VALUE OF AUD 10,000 INVESTED AT PUBLIC LAUNCH





EXPOSURE TO ASX-LISTED SECURITIES OVER TIME

A maximum of 50% of the portfolio is invested in ASX-listed securities; the remainder is in cash, term deposits and other similar instruments. The S&P/ASX 300 Price Index overlay illustrates how the Fund's exposure to ASX-listed securities has changed as the sharemarket fluctuated.



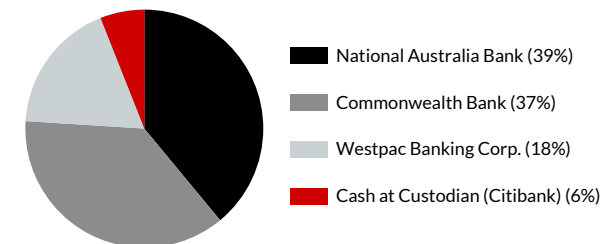
KEY INFORMATION

| | |
|--------------------------|--------------------------------|
| Fund size | AUD 255 million |
| Public launch date | 1 July 2011 |
| Number of units on issue | 208 million |
| Price (Net asset value) | AUD 1.2272 |
| Buy/sell spread | +0.1% / -0.1% |
| Minimum | AUD 10,000 / AUD 500 per month |
| Dealing | Daily |
| Distribution frequency | Quarterly |
| Base fee | 0.25% p.a. |
| Performance fee | 20% |
| APIR code | ETL0273AU |
| mFund code | AQY02 |
| ISIN | AU60ETL02739 |

FUND HOLDINGS

| HOLDINGS | % OF FUND |
|-------------------------------------|--------------|
| Woodside Petroleum | 3.9 |
| Newcrest Mining | 3.6 |
| Origin Energy | 2.4 |
| Metcash | 2.3 |
| Alumina | 2.3 |
| QBE Insurance Group | 1.8 |
| Telstra | 1.7 |
| Top 10 ASX-listed securities <1% | 2.8 |
| TOP 10 ASX-LISTED SECURITIES | 20.7 |
| Other ASX-listed securities | 6.2 |
| Term Deposits | 68.2 |
| Cash (net of accruals) | 4.9 |
| TOTAL | 100.0 |

CASH AND TERM DEPOSITS BY ISSUER



All term deposits and similar instruments have a duration of less than or equal to 12 months.

PERFORMANCE CONTRIBUTION (LATEST MONTH)

| CONTRIBUTION | % |
|---|------------|
| Cash and Term Deposits | 0.2 |
| ASX-listed securities | 2.2 |
| Performance before fees and expenses | 2.3 |

IF YOU HAVE ANY QUERIES PLEASE CONTACT YOUR FINANCIAL ADVISER OR CLIENT SERVICES



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NOTES ON PERFORMANCE

Returns shown are net of fees and assume reinvestment of distributions. Returns are annualised for periods of one year and over. Annualised returns show the average amount earned on an investment in the Fund 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 public launch of the Fund are shown below to demonstrate the variability of returns. The complete return history for the Fund can be obtained by contacting our Client Services team.

| | Return % | Calendar Year |
|------------------------------|----------|---------------|
| Highest annual return | 14.4 | 2016 |
| Lowest annual return | 2.1 | 2015 |

MINIMUM DISCLOSURE DOCUMENT

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

NOTES ON KEY INFORMATION

The price (net asset value) is cum-distribution.

The performance fee is 20% of the Fund's outperformance, net of the base fee, in comparison to the Benchmark. It is only payable where the Fund's outperformance exceeds the high water mark, which represents the highest level of outperformance, net of base fees, since the Fund's inception.

The base fee and the performance fee (if applicable) are calculated and accrued daily, and paid monthly. GST, net of RITC, is applicable to the base fee and the performance fee. A schedule of fees and charges is available in the Fund's PDS.

The indirect cost ratio (ICR), also known as the total expense ratio (TER), is a measure of the actual expenses (including fees) incurred by the Fund over a 12 month period. The expenses are expressed as a percentage of the average daily value of the Fund during that period in order to determine the ICR. Fund performance is shown after taking into account expenses included in the ICR. Expenses may vary and the current ICR should not be used as an indication of future ICRs.

| Fees and expenses for the last 12 months | % |
|--|-------------|
| Base fee | 0.26 |
| Performance fee | 1.08 |
| Other expenses | 0.00 |
| Indirect cost ratio | 1.34 |

ALLAN GRAY AUSTRALIA PTY LTD ABN 48 112 316 168 AFSL 298487

Allan Gray Australia Pty Limited is the appointed investment manager of the Allan Gray Australia Stable Fund ARSN 149 681 774. 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 has full responsibility for the Fund and 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 multi-asset (flexible 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. Application and redemption requests must be received by 2pm (Sydney time) each business day to receive that day's price. A different cut-off time applies if transacting via the ASX mFund Settlement Service.