

Allan Gray Australia Stable Fund

FUND FACT SHEET 30 SEPTEMBER 2019

ALLAN GRAY

CONTRARIAN INVESTING

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).

A more conservative investment that aims to minimise the risk of loss by seeking to outperform cash and boost returns by blending cash with selected Australian shares.

INVESTMENT APPROACH

The Allan Gray Australia Stable Fund starts with at least 50% of its portfolio invested in cash and money market instruments. The remainder is invested in carefully selected Australian shares when the opportunity arises. It aims to outperform cash over the long term but with less volatility than the sharemarket. Using the same contrarian philosophy as all our funds, the Stable Fund buys shares when they are undervalued and therefore a good opportunity, with the aim of benefiting when their value is recognised, they become popular and their price rises.

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*

| | |
|-------------------------|-----------------------------|
| Fund size | AUD 355 million |
| Public launch date | 1 July 2011 |
| Price (net asset value) | AUD 1.2045 |
| Buy/sell spread | +0.1 / -0.1% |
| Minimum | AUD 10,000 or AUD 500/month |
| Pricing frequency | Daily |
| Distribution frequency | Quarterly |
| Base fee | 0.25% p.a. |
| Performance fee | 20% |
| APIR code | ETL0273AU |
| ISIN | AU60ETL02739 |

FEES AND EXPENSES FOR THE LAST 12 MONTHS^

| | |
|----------------------------------|--------------|
| Base fee | 0.26% |
| Performance fee | 0.69% |
| Other expenses | 0.00% |
| Total expense ratio (TER) | 0.95% |

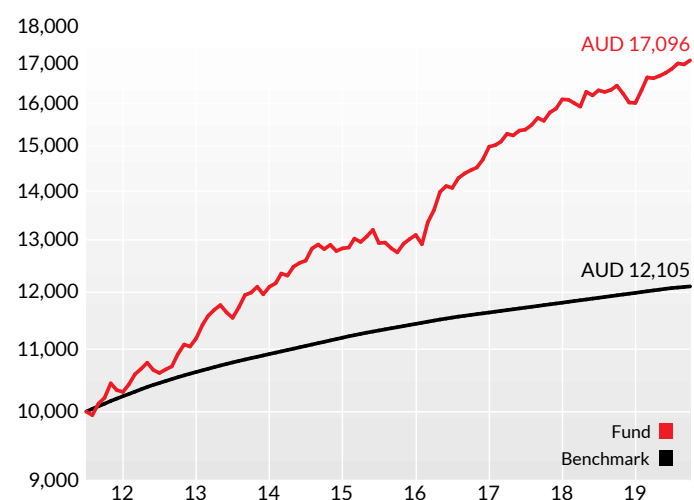
PERFORMANCE NET OF ALL FEES AND EXPENSES

| | FUND | BENCHMARK | RELATIVE | DISTRIBUTION |
|----------------------------|------|-----------|----------|--------------|
| Annualised % | | | | |
| Since launch (1 July 2011) | 6.7 | 2.3 | 4.4 | 4.2 |
| 5 years | 5.9 | 1.7 | 4.2 | 3.8 |
| 3 years | 5.8 | 1.5 | 4.3 | 4.1 |
| 1 year | 3.9 | 1.4 | 2.5 | 3.9 |

| | FUND | CALENDAR YEAR |
|---------------------|-------|---------------|
| Annualised % | | |
| Highest | 14.4 | 2016 |
| Lowest | (0.5) | 2018 |

The benchmark is the Reserve Bank of Australia cash rate. 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 Fund each year over the given period. The highest and lowest returns earned during any calendar year since the launch of the Fund are shown above to demonstrate the variability of returns. The complete return history for the Fund can be obtained by contacting our Client Services team.

Value of AUD 10,000 invested since launch

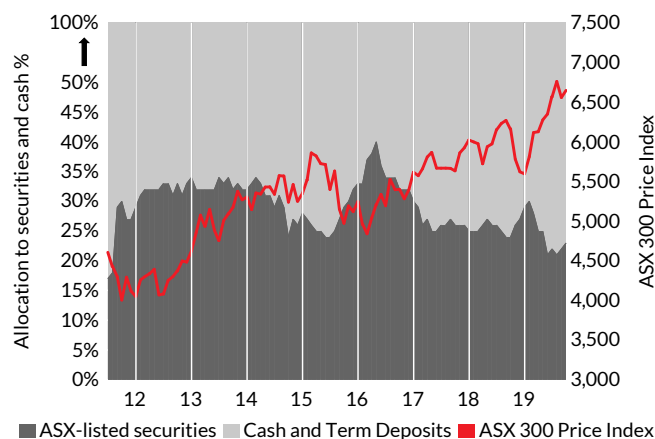


DISTRIBUTIONS

| | 31-Dec-17 | 31-Mar-18 | 30-Jun-18 | 30-Sep-18 | 31-Dec-18 | 31-Mar-19 | 30-Jun-19 | 30-Sep-19 |
|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Distribution (CPU) | 0.5853 | 0.6008 | 3.0863 | 0.6481 | 0.4596 | 0.5818 | 3.2737 | 0.2983 |

EXPOSURE TO ASX-LISTED SECURITIES OVER TIME

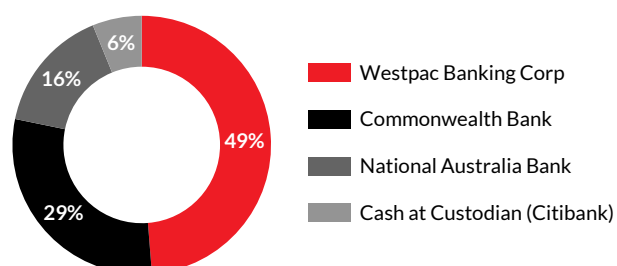
A maximum of 50% of the portfolio is invested in ASX-listed securities; the remainder is in cash, term deposits and other similar instruments. The S&P/ASX 300 Price Index overlay illustrates how the Fund's exposure to ASX-listed securities has changed as the sharemarket fluctuated.



FUND HOLDINGS AS AT 30 SEPTEMBER 2019

| HOLDINGS | % OF FUND |
|-------------------------------------|--------------|
| Woodside Petroleum | 2.6 |
| Origin Energy | 2.1 |
| Sims Metal Management | 1.9 |
| Newcrest Mining | 1.9 |
| Alumina | 1.8 |
| Metcash | 1.8 |
| AMP | 1.5 |
| QBE Insurance Group | 1.4 |
| Oil Search | 1.3 |
| National Australia Bank | 1.3 |
| TOP 10 ASX-LISTED SECURITIES | 17.5 |
| Other ASX-listed securities | 5.0 |
| Term Deposits | 72.0 |
| Cash (net of accruals) | 5.5 |
| 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.

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 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 worldwide 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. Prices are cum-distribution.

*** Notes on key information** 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.

^ Fees and expenses for the last 12 months 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 TER. Fund 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.