

Allan Gray Australia Stable Fund

FUND FACT SHEET 30 SEPTEMBER 2020

ALLAN GRAY
CONTRARIAN INVESTING

A more conservative investment that aims to outperform cash and boost returns by blending cash with selected Australian shares.

INVESTMENT APPROACH

The Allan Gray Australia Stable Fund (Fund) aims to provide a long-term return that exceeds the Reserve Bank of Australia cash rate, with less volatility than the Australian sharemarket. The Fund invests a minimum of 50% in cash and money market instruments such as term deposits. When the opportunity arises, the remainder is invested in carefully selected Australian securities using our contrarian investment philosophy. When Allan Gray believes share markets offer compelling long-term value, up to 50% of the Fund's total assets may be held in Australian listed securities. The Fund may experience some fluctuations or volatility in pursuing its objective, given its exposure to ASX-listed securities, especially if the sharemarket declines beyond its normal range.

KEY INFORMATION

| | |
|-------------------------|-----------------------------|
| Fund size | AUD 314 million |
| Launch date | 1 July 2011 |
| Price (net asset value) | AUD 1.1136 |
| 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 |
| mFund Code | AQY02 |
| ISIN | AU60ETL02739 |

DISTRIBUTION AND RETURN INFORMATION

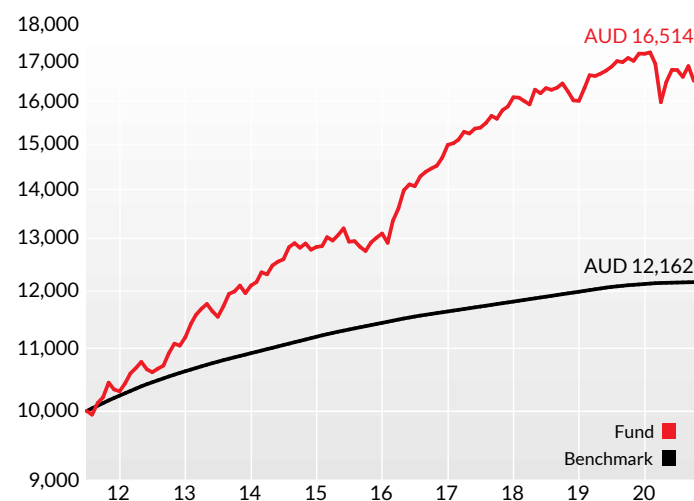
| | 31-Dec-18 | 31-Mar-19 | 30-Jun-19 | 30-Sep-19 | 31-Dec-19 | 31-Mar-20 | 30-Jun-20 | 30-Sep-20 |
|-------------------------|--------------|------------|------------|------------|------------|--------------|------------|--------------|
| Distribution (CPU) | 0.4596 | 0.5818 | 3.2737 | 0.2983 | 0.3049 | 0.0000 | 4.4859 | 0.1012 |
| Income return (%) | 0.4 | 0.5 | 2.7 | 0.3 | 0.3 | 0.0 | 4.0 | 0.1 |
| Growth return (%) | (3.0) | 3.4 | (1.3) | 1.1 | 0.4 | (7.1) | 1.0 | (1.7) |
| Total return (%) | (2.6) | 3.9 | 1.4 | 1.3 | 0.6 | (7.1) | 5.0 | (1.6) |

PERFORMANCE NET OF ALL FEES AND EXPENSES

| | FUND | BENCHMARK | RELATIVE | DISTRIBUTION |
|----------------------------|-------|-----------|--------------|--------------|
| Annualised % | | | | |
| Since launch (1 July 2011) | 5.6 | 2.1 | 3.5 | 4.2 |
| 5 years | 5.3 | 1.3 | 4.0 | 3.8 |
| 3 years | 1.9 | 1.1 | 0.8 | 4.0 |
| 1 year | (3.4) | 0.5 | (3.9) | 4.0 |
| Not Annualised % | | | | |
| Calendar year to date | (4.0) | 0.3 | (4.3) | 3.7 |
| 3 months | (1.6) | 0.1 | (1.7) | 0.1 |
| 1 month | (2.2) | 0.0 | (2.2) | 0.1 |

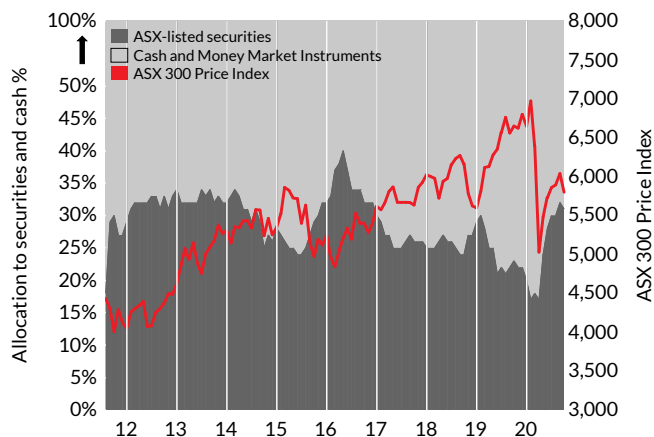
The benchmark is the Reserve Bank of Australia cash rate. All performance returns shown are net of fees and assume reinvestment of distributions. Returns are annualised for periods of one year and over. Annualised returns show the average amount earned on an investment in the Fund each year over the given 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.

Value of AUD 10,000 invested since launch



EXPOSURE TO ASX-LISTED SECURITIES OVER TIME

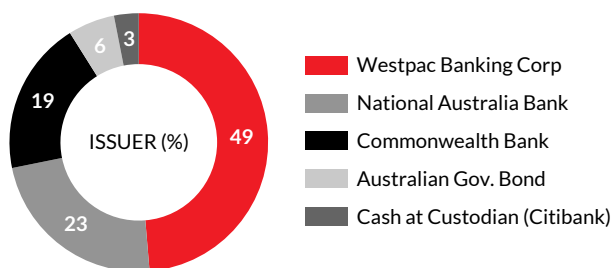
A maximum of 50% of the portfolio is invested in ASX-listed securities; the remainder is in cash and money market instruments. The S&P/ASX 300 Price Index overlay illustrates how the Fund's exposure to ASX-listed securities has changed as the sharemarket fluctuated.



FUND HOLDINGS AS AT 30 SEPTEMBER 2020

| HOLDINGS | % OF FUND |
|-------------------------------------|--------------|
| Alumina | 2.9 |
| Newcrest Mining | 2.7 |
| Woodside Petroleum | 2.6 |
| AMP | 2.1 |
| National Australia Bank | 2.0 |
| QBE Insurance Group | 1.7 |
| Sims | 1.7 |
| Oil Search | 1.5 |
| Incitec Pivot | 1.5 |
| Aust. and NZ Banking Group | 1.5 |
| TOP 10 ASX-LISTED SECURITIES | 20.2 |
| Other ASX-listed securities | 10.8 |
| Money Market Instruments | 66.4 |
| Cash (net of accruals) | 2.6 |
| TOTAL | 100.0 |

CASH AND MONEY MARKET INSTRUMENTS BY ISSUER



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

FEES AND EXPENSES FOR THE LAST 12 MONTHS

| | |
|----------------------------------|--------------|
| Base fee | 0.26% |
| Performance fee | 0.25% |
| Other expenses | 0.00% |
| Indirect cost ratio (ICR) | 0.51% |

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.

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. 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. Goods and Services Tax, net of Reduced Input Tax Credits, is applicable to the base fee and the performance fee.

Fees and expenses for the last 12 months The indirect cost ratio (ICR) is a measure of the actual costs incurred by the Fund over a 12 month period. The costs 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 costs in the ICR. Costs may vary and the current ICR should not be used as an indication of future ICRs.