

## ALLAN GRAY AFRICA EX-SA BOND FUND

**Fund managers:** Mark Dunley-Owen, Nick Ndiritu **Inception date:** 27 March 2013 **Registration number:** 47091

### Fund description and summary of investment policy

The Fund invests in a focused portfolio of African (excluding South African) securities that are selected for their expected risk and return profile. The Fund may invest a substantial portion of the assets in a single country or region rather than a diversified portfolio of assets.

### Fund objective and benchmark

The Fund seeks to achieve the maximum US dollar total return while minimising the risk of loss within the context of an African bond fund. The benchmark is the J.P. Morgan GBI-EM Global Diversified Index. The Fund does not seek to mirror the benchmark but instead may deviate meaningfully from this performance benchmark in pursuit of superior returns. To the extent that its investments differ from those in the benchmark, the Fund faces the risk of underperforming the benchmark.

### How we aim to achieve the Fund's objective

We assess an asset's intrinsic value based on long-term fundamentals and invest where our assessment of intrinsic value exceeds the price by a margin of safety. This approach allows us to identify assets that may be out of favour with the market because of poor near-term prospects, but offer good value over the long term. The Fund's holdings may deviate meaningfully from those in the index.

### Suitable for those investors who

- Seek exposure to African (excluding South African) interest bearing assets
- Are comfortable with market and currency fluctuations
- Are prepared to take on the risk of capital loss
- Typically have an investment horizon of more than five years

### Minimum investment amounts

|                               |             |
|-------------------------------|-------------|
| Minimum initial investment    | US\$100 000 |
| Minimum subsequent investment | US\$1 000   |

### Capacity

The Fund currently has limited capacity. Allan Gray International Proprietary Limited (the 'Investment Manager') may, at its discretion, refuse a subscription or phase a subscription into the Fund over a number of dealing days.

### Subscription and redemption charge

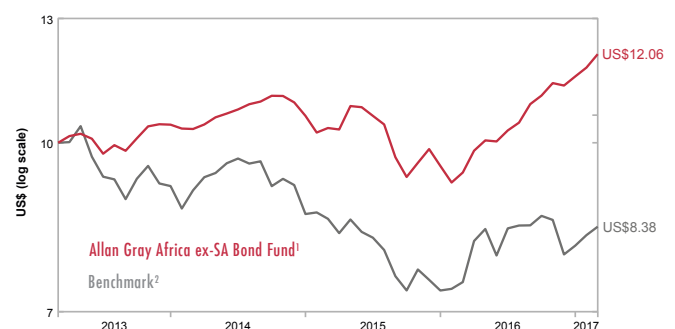
Investors are charged 0.5% when subscribing for Fund shares. Investors may be charged 0.5% when redeeming Fund shares in the case of significant redemptions. These charges are paid into the Fund to offset the costs associated with the transactions that are borne by the Fund. The Investment Manager may waive these charges if transactions substantially offset one another.

### Fund information on 28 February 2017

|                                   |                   |
|-----------------------------------|-------------------|
| Fund currency                     | US\$              |
| Fund size                         | US\$266m          |
| Number of shares                  | 2 495 260         |
| Price (net asset value per share) | US\$106.60        |
| Number of issuers                 | 23                |
| Dealing day                       | Weekly (Thursday) |
| Class                             | A                 |

### Performance in US\$ net of all fees and expenses

Value of US\$10 invested at inception with all distributions reinvested



| % Returns   | Fund <sup>1</sup> | Benchmark <sup>2</sup> |
|---|-------------------|------------------------|
| <b>Cumulative</b>   |                   |                        |
| Since inception   | 20.6              | -16.2                  |
| <b>Annualised:</b>  |                   |                        |
| Since inception   | 4.9               | -4.4                   |
| Latest 3 years  | 5.4               | -2.5                   |
| Latest 2 years  | 7.9               | -0.8                   |
| Latest 1 year   | 28.4              | 12.4                   |
| Year-to-date (not annualised)                                     | 4.8               | 4.1                    |
| <b>Risk measures (since inception, based on month-end prices)</b> |                   |                        |
| Highest annual return <sup>3</sup>                                | 28.4              | 17.1                   |
| Lowest annual return <sup>3</sup>                                 | -15.7             | -21.5                  |

1. The net of fee return is calculated as the gross of fee return reduced by an investment management fee of 1% per annum, which is accrued monthly in arrears.

2. J.P. Morgan GBI-EM Global Diversified Index (source J.P. Morgan), performance as calculated by Allan Gray as at 28 February 2017. Calculation based on the latest available data as supplied by third parties.

3. This is the highest or lowest rolling 12-month return the Fund has experienced since inception. The Fund's highest annual return occurred during the 12 months ended 28 February 2017 and the benchmark's occurred during the 12 months ended 30 September 2016. The Fund's lowest annual return occurred during the 12 months ended 30 September 2015 and the benchmark's occurred during the 12 months ended 31 August 2015. All rolling 12-month figures for the Fund and the benchmark are available from the Allan Gray Service Team on request.

### Meeting the Fund objective

The Fund seeks to achieve the maximum US dollar return while minimising the risk of loss within the context of an African (excluding South Africa) bond fund. The Fund experiences periods of underperformance in pursuit of this objective. As the Fund is less than five years old it is too early to tell if it has met its objective. However, since inception the Fund has outperformed its benchmark and we are confident that the Fund will meet its objective over the long term.

### Income distributions for the last 12 months

|  |             |             |
|--|-------------|-------------|
| To the extent that income earned in the form of dividends and interest exceeds expenses in the Fund, the Fund will distribute any surplus. | 30 Jun 2016 | 31 Dec 2016 |
| Dollars per unit   | 3.2893      | 4.0647      |

### Annual management fee

The management fee consists of a fixed fee of 1% with VAT at 0%.

### Total expense ratio (TER) and Transaction costs

The annual management fee charged is included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a 3-year period (annualised). Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns (refer to page 4 for further information). Transaction costs are disclosed separately.

| TER and Transaction costs breakdown for the 3-year period ending 31 December 2016 | %           |
|---|-------------|
| <b>Total expense ratio</b>  | <b>1.09</b> |
| Management fee  | 1.00        |
| Custody fees  | 0.05        |
| Other costs excluding transaction costs   | 0.04        |
| <b>Transaction costs</b>  | <b>0.00</b> |
| <b>Total investment charge</b>  | <b>1.09</b> |

### Fund positioning on 28 February 2017<sup>4</sup>

|                          | Local currency | Foreign currency | % of portfolio |
|--------------------------|----------------|------------------|----------------|
| <b>Governments</b>       | <b>27.7</b>    | <b>18.4</b>      | <b>46.0</b>    |
| Nigeria                  | 15.3           | 0.0              | 15.3           |
| Zambia                   | 5.0            | 7.8              | 12.7           |
| Ghana                    | 4.6            | 5.0              | 9.6            |
| Egypt                    | 2.8            | 0.0              | 2.8            |
| Kenya                    | 0.0            | 2.2              | 2.2            |
| Ivory Coast              | 0.0            | 1.3              | 1.3            |
| Tanzania                 | 0.0            | 1.3              | 1.3            |
| Rwanda                   | 0.0            | 0.7              | 0.7            |
| <b>Corporates</b>        | <b>2.3</b>     | <b>43.4</b>      | <b>45.6</b>    |
| Nigeria                  | 1.7            | 32.4             | 34.1           |
| Ghana                    | 0.0            | 3.5              | 3.5            |
| Kenya                    | 0.6            | 2.8              | 3.4            |
| Mauritius                | 0.0            | 2.9              | 2.9            |
| Egypt                    | 0.0            | 1.7              | 1.7            |
| <b>Supranational</b>     | <b>0.3</b>     | <b>0.0</b>       | <b>0.3</b>     |
| Zambia                   | 0.3            | 0.0              | 0.3            |
| <b>Cash<sup>5</sup></b>  | <b>3.1</b>     | <b>4.9</b>       | <b>8.0</b>     |
| <b>Total<sup>6</sup></b> | <b>33.4</b>    | <b>66.6</b>      | <b>100.0</b>   |

4. The Nigeria local currency holdings include naira-settled currency forwards.

5. Cash is held in multiple currencies.

6. There may be slight discrepancies in the totals due to rounding.

### Asset allocation on 28 February 2017

| Asset Class                                     | Total        |
|---|--------------|
| Net equity                                      | 0.0          |
| Hedged equity                                   | 0.0          |
| Property  | 0.0          |
| Commodity-linked                                | 0.0          |
| Bonds   | 70.7         |
| Money market, bank deposits and currency hedges | 29.3         |
| <b>Total (%)</b>                                | <b>100.0</b> |

### Weighted average yield on 28 February 2017

|                  | Weighted average yield (%) | % of portfolio |
|------------------|----------------------------|----------------|
| Local currency   | 18.5                       | 30.3           |
| Foreign currency |                            |                |
| USD              | 9.4                        | 60.0           |
| Other            | 8.5                        | 1.7            |
| Cash             | -                          | 8.0            |
| <b>Total</b>     | <b>11.4</b>                | <b>100.0</b>   |

### Fund manager quarterly commentary as at 31 December 2016

We believe one needs to understand the intrinsic value of a business before investing in its debt. This is particularly difficult for oil-related companies, as it requires one to forecast the oil price and the value of geological resources – and there is a low probability of getting these forecasts right. We prefer to invest in the debt of oil companies only when these risks are already in the price. This often happens when sentiment is negative, as has been the case recently.

The Fund's largest oil-related investment is Tullow's senior bond. Tullow owns valuable oil assets, but took on considerable debt to fund the development of two of these in Ghana. As the oil price fell, investors questioned the ability of these assets to generate sufficient cash flow to repay this debt, which impacted the price of the debt. This gave us the opportunity to buy Tullow's bond at double-digit yields. Our analysis suggested that the cash flows and underlying value of its assets were sufficient to protect debtholders in most scenarios.

Another example of an oil-related holding is TransGlobe Energy, an Egyptian oil producer. TransGlobe Energy is exposed to the unstable Egyptian environment and erratic payments from the government oil company. We were attracted to the company's strong balance sheet, with cash and receivables that were worth more than the outstanding debt. The market has since become aware of this and expects TransGlobe to repay its debt within the next few months. This has allowed the Fund to realise gains. However, it is disappointing that the bond was denominated in Canadian dollars, which has depreciated, limiting gains when measured in US dollars - the Fund's currency.

The Fund's worst investment since inception was in Nigerian oil company Afren's senior unsecured bonds. Afren went bankrupt in 2015 due to a combination of high debt, management fraud and a falling oil price. Following a similar process as with Tullow and TransGlobe, we invested in Afren bonds when we believed these risks were adequately reflected in the price. In hindsight, we were too optimistic and the bonds had near-zero value when the company was liquidated.

The Fund held a large cash position at the end of the quarter in anticipation of further oil-related investments. The cash was raised by realising gains on Tullow and TransGlobe bonds. Small investments were made during the quarter in local currency bonds in Egypt, Zambia and Ghana. These were at double-digit yields in currencies that we do not think are overvalued.

*Commentary contributed by Mark Dunley-Owen*

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## ALLAN GRAY AFRICA EX-SA BOND FUND

### Notes for consideration

#### Fund information

The Fund is incorporated and registered under the laws of Bermuda and is supervised by the Bermuda Monetary Authority. The Fund is also listed on, and regulated by, the Bermuda Stock Exchange. The primary custodian of the Fund is Standard Bank of South Africa Limited. The custodian can be contacted at Investor Services, 2nd Floor, 25 Sauer Street, Johannesburg, South Africa. The Investment Manager, an authorised Financial Services Provider in terms of the Financial Advisory and Intermediary Services Act 37 of 2002, is the appointed investment manager of the Fund. The Investment Manager has appointed Allan Gray Unit Trust Management (RF) Proprietary Limited (the 'Representative') as its representative for the purpose of approval in terms of the Collective Investment Schemes Control Act 45 of 2002. The Representative is incorporated under the laws of South Africa and is supervised by the Financial Services Board ('FSB').

The Fund may be closed to new investments at any time to be managed according to its mandate. Shares in the Fund are traded at ruling prices and the Fund can engage in borrowing and scrip lending. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. This report does not constitute a financial promotion, a recommendation, an offer to sell or a solicitation to buy shares in the Fund. Investments in the Fund are made according to the terms and conditions and subject to the restrictions set out in the prospectus. The offering of shares in the Fund may be restricted in certain jurisdictions. Please contact the Allan Gray service team to confirm if there are any restrictions applicable to you.

#### Performance

Collective Investment Schemes in Securities (unit trusts or mutual funds) are generally medium- to long-term investments. Where annualised performance is mentioned, this refers to the average return per year over the period. The value of shares may go down as well as up and past performance is not necessarily a guide to future performance. Movements in exchange rates may cause of the value of underlying international investments to go up or down. Neither the Investment Manager, the Fund, nor the Representative provides any guarantee regarding the capital or the performance of the Fund. Performance figures are provided by the Investment Manager and are for lump sum investments with income distributions reinvested. Actual investor performance may differ as a result of the investment date, the date of reinvestment and applicable taxes.

#### Benchmark data

The Fund's benchmark data is provided by JPMorgan Chase & Co. ('J.P. Morgan') who require that we include the following legal note. All information provided herein regarding J.P. Morgan index products (referred to herein as 'Index' or 'Indices'), including without limitation, the levels of the Indices, is provided for informational purposes only and nothing herein constitutes, or forms part of, an offer or solicitation for the purchase or sale of any financial instrument, or an official confirmation of any transaction, or a valuation or price for any product referencing the Indices. Nor should anything herein be construed as a recommendation to adopt any investment strategy or as legal, tax or accounting advice. All market prices, data and other information contained herein is believed to be reliable but J.P. Morgan does not warrant its completeness or accuracy. The information contained herein is subject to change without notice. Past performance is not indicative of future returns, which will vary. J.P. Morgan and/or its affiliates and employees may hold positions (long or short), effect transactions or act as market maker in the financial instruments of any issuer data contained herein or act as underwriter, placement agent, advisor or lender to such issuer. J.P. Morgan Securities LLC ('JPMS') (the 'Index Sponsor') does not sponsor, endorse or otherwise promote any security or financial product or transaction (each the 'Product') referencing any of the Indices. The Index Sponsor makes no representation or warranty, express or implied, regarding the advisability of investing in securities or financial products generally, or in the Product particularly, or the advisability of any of the Indices to track investment opportunities in the financial markets or otherwise achieve their objective. The Index Sponsor has no obligation or liability in connection with the administration, marketing or trading of any Product. The Index is derived from sources that are considered reliable, but the Index Sponsor does not warrant its completeness or accuracy or any other information furnished in connection with the Index. The Index is the exclusive property of the Index Sponsor and the Index Sponsor retains all property rights therein.

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#### Share price

Share prices are calculated on a net asset value basis, which is the total market value of all assets in the Fund including any income accruals and less any permissible deductions from the Fund divided by the number of shares in issue. Forward pricing is used. The weekly price of the Fund is normally calculated each Friday. Purchase requests must be received by the Registrar of the Fund by 17:00 South African time on that dealing day to receive that week's price. Redemption requests must be received by the Registrar of the Fund by 17:00 South African time, on the particular dealing day on which shares are to be redeemed to receive that week's price. Share prices are available on [www.allangray.co.za](http://www.allangray.co.za).

#### Yield

The Allan Gray Africa ex-SA Bond Fund yield is current, calculated as at month-end.

#### Fees and charges

Permissible deductions from the Fund may include management fees, brokerage, Securities Transfer Tax (STT), auditor's fees, bank charges and custody fees. A schedule of fees, charges and maximum commissions is available on request from the Representative.

#### Total expense ratio (TER) and Transaction costs

The total expense ratio (TER) is the annualised percentage of the Fund's average assets under management that has been used to pay the Fund's actual expenses over the past three years. The TER includes the annual management fees that have been charged (both the fee at benchmark and any performance component charged) and other expenses like audit fees. Transaction costs (including brokerage, Securities Transfer Tax [STT] and investor protection levies where applicable) are shown separately. There are no explicit brokerage charges in global bond markets. The broker rather takes an undisclosed spread between the purchase and sale price. The spread (charge) can vary from negligible to substantial depending on the asset and market circumstances. The disclosed transaction charge is therefore zero but in reality there are transaction costs which reflect in the Fund's returns. We aim to minimise costs by keeping our trading activity to a minimum and always seeking out the most favourable price when buying and selling assets. Transaction costs are a necessary cost in administering the Fund and impacts Fund returns. They should not be considered in isolation as returns may be impacted by many other factors over time including market returns, the type of fund, the investment decisions of the investment manager and the TER. Since Fund returns are quoted after the deduction of these expenses, the TER and Transaction costs should not be deducted from published returns. As collective investment scheme expenses vary, the current TER cannot be used as an indication of future TERs. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. Instead, when investing, the investment objective of the Fund should be aligned with the investor's objective and compared against the performance of the Fund. The TER and other funds' TERs should then be used to evaluate whether the Fund performance offers value for money. The sum of the TER and Transaction costs is shown as the Total investment charge.

#### Foreign exposure

There are significant risks involved in investing in securities listed in the Fund's universe of emerging and developing countries including liquidity risks, sometimes aggravated by rapid and large outflows of 'hot money' and capital flight, concentration risk, currency risks, political and social instability, the possibility of expropriation, confiscatory taxation or nationalisation of assets and the establishment of foreign exchange controls which may include the suspension of the ability to transfer currency from a given country.

The Fund can use derivatives to manage its exposure to currencies and/or interest rates and this exposes the Fund to contractual risk. Contractual risk includes the risk that a counterparty will not settle a transaction according to its terms and conditions because of a dispute over the terms of the contract (whether or not bona fide) or because of a credit or liquidity problem, causing the Fund to suffer a loss. Such contract counterparty risk is accentuated for contracts with longer maturities where events may intervene to prevent settlement, or where the Fund has concentrated its transactions with a single or small group of counterparties. Borrowing, leveraging, and trading securities on margin will result in interest charges and, depending on the amount of trading activity, such charges could be substantial. The low margin deposits normally required in futures and forward trading, which the Fund may utilise, permit a high degree of leverage. As a result, a relatively small price movement in a futures or forward contract may result in immediate and substantial losses to the investor.

#### Additional information

You can obtain additional information about the Fund, including copies of the prospectus, application forms and the annual report, free of charge, by contacting the Allan Gray service team, at 0860 000 654 or +27 (0)21 415 2301 or by email at [africafund@allangray.co.za](mailto:africafund@allangray.co.za).