

ALLAN GRAY

ALLAN GRAY BOND FUND

Fund manager: Mark Dunley-Owen. **Inception date:** 1 October 2004

Fund description and summary of investment policy

The Fund invests in South African interest bearing securities. Securities include national government, parastatal, municipal, corporate bonds and money market instruments. The Fund price is sensitive to interest rate movements because of the long-term nature of the Fund's investments. The duration of the Fund may differ materially from the benchmark. The Fund is managed to comply with investment limits governing retirement funds.

ASISA unit trust category: South African - Interest Bearing - Variable Term

Fund objective and benchmark

The Fund aims to provide investors with a real return over the long-term and outperform the JSE All Bond Index at no greater risk.

How we aim to achieve the Fund's objective

We formulate a view of the long-term inflation rate. This forecast together with an estimate of a reasonable real return requirement for bond investors is used to determine a fair value for the various bonds in the South African market. The assets in the fund are then optimised to give investors the highest returns based on the managers' fair value estimates.

Suitable for those investors who

- Seek a bond 'building block' for a diversified multi-asset class portfolio
- Are looking for returns in excess of those provided by money market or cash investments
- Are prepared to accept more risk of capital depreciation than in a money market or cash investment

Minimum investment amounts

Minimum lump sum per investor account	R20 000
Additional lump sum	R500
Minimum debit order*	R500

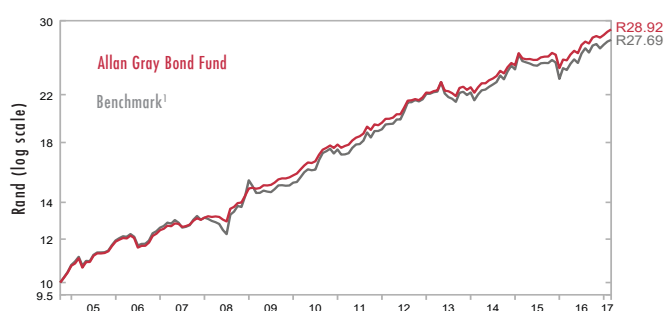
*Only available to investors with a South African bank account.

Fund information on 28 February 2017

Fund size	R0.6bn
Number of units	50 367 361
Price (net asset value per unit)	R10.99
Fund duration (years)	5.2
Gross yield (before fees)	9.3%
Class	A

Performance net of all fees and expenses

Value of R10 invested at inception with all distributions reinvested



% Returns	Fund	Benchmark ¹	CPI inflation ²
Cumulative:			
Since inception	189.2	176.9	103.6
Annualised:			
Since inception	8.9	8.5	5.9
Latest 10 years	8.6	8.0	6.2
Latest 5 years	7.8	7.3	5.7
Latest 3 years	8.4	7.9	5.7
Latest 2 years	6.2	4.6	6.4
Latest 1 year	13.8	13.5	6.6
Year-to-date (not annualised)	2.4	2.0	1.0
Risk measures (since inception)			
Maximum drawdown ³	-11.7	-14.4	n/a
Percentage positive months ⁴	71.8	68.5	n/a
Annualised monthly volatility ⁵	5.4	7.2	n/a
Highest annual return ⁶	18.0	21.2	n/a
Lowest annual return ⁶	-2.6	-5.6	n/a

1. JSE All Bond Index (source: INET BFA), performance as calculated by Allan Gray as at 28 February 2017.

2. This is based on the latest numbers published by INET BFA as at 31 January 2017.

3. Maximum percentage decline over any period. The maximum drawdown occurred from 30 January 2015 to 11 December 2015 and maximum benchmark drawdown occurred from 29 January 2015 to 11 December 2015. Drawdown is calculated on the total return of the Fund/benchmark (i.e. including income).

4. The percentage of calendar months in which the Fund produced a positive monthly return since inception.

5. The standard deviation of the Fund's monthly return. This is a measure of how much an investment's return varies from its average over time.

6. These are the highest or lowest consecutive 12-month returns since inception. This is a measure of how much the Fund and the benchmark returns have varied per rolling 12-month period. The Fund's highest annual return occurred during the 12 months ended 31 January 2015 and the benchmark's occurred during the 12 months ended 31 January 2015. The Fund's lowest annual return occurred during the 12 months ended 31 January 2016 and the benchmark's occurred during the 12 months ended 31 January 2016. All rolling 12-month figures for the Fund and the benchmark are available from our Client Service Centre on request.

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Meeting the Fund objective

Since inception and over the latest 10 years and five-year periods, the Fund has outperformed its benchmark. The Fund has provided returns in excess of CPI inflation for all three periods. The Fund aims to take no greater risk than its benchmark. The maximum drawdown and lowest annual return numbers, in the 'Performance net of all fees and expenses' table, show that the Fund has successfully reduced downside risk in periods of negative market returns.

Income distributions for the last 12 months

Actual payout, the Fund distributes quarterly	31 Mar 2016	30 Jun 2016	30 Sep 2016	31 Dec 2016
Cents per unit	22.3000	22.4224	23.1106	22.9788

Annual management fee

The fee rate is calculated daily by comparing the Fund's total performance over the last year, to that of the benchmark adjusted for Fund expenses and cash flows.

Minimum fee: 0.25% p.a. excl. VAT

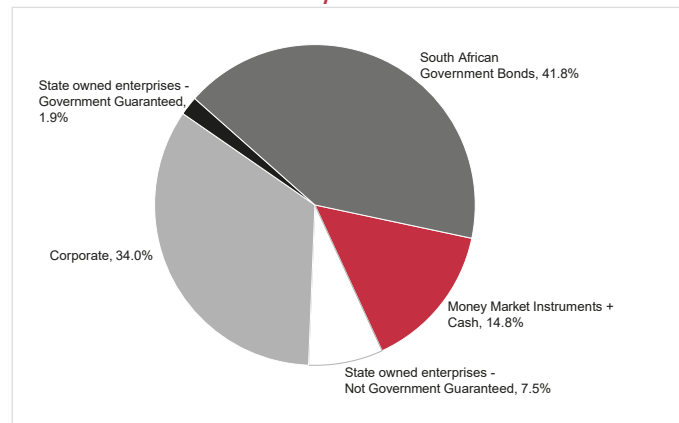
If the Fund outperforms its benchmark, for each percentage of performance above the benchmark we add 0.25% to the minimum fee to a maximum fee of 0.75% p.a. excl. VAT. The fee rate is applied to the daily value of the Fund.

Total expense ratio (TER) and Transaction costs

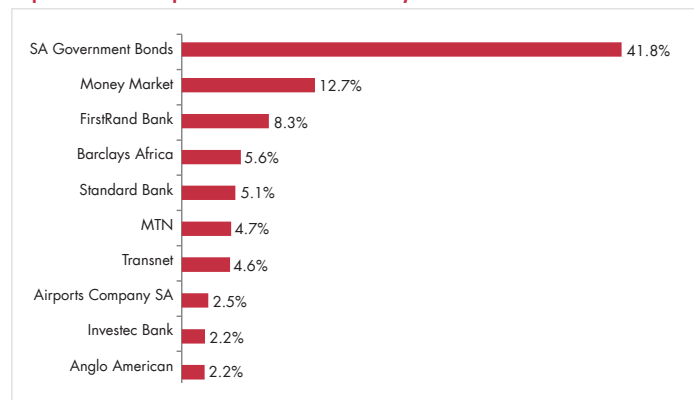
The annual management fee is included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a 3-year period (annualised). Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns (refer to page 4 for further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

TER and Transaction costs breakdown for the 3-year period ending 31 December 2016	%
Total expense ratio	0.62
Fee for benchmark performance	0.25
Performance fees	0.27
Other costs excluding transaction costs	0.02
VAT	0.08
Transaction costs (including VAT)	0.00
Total investment charge	0.62

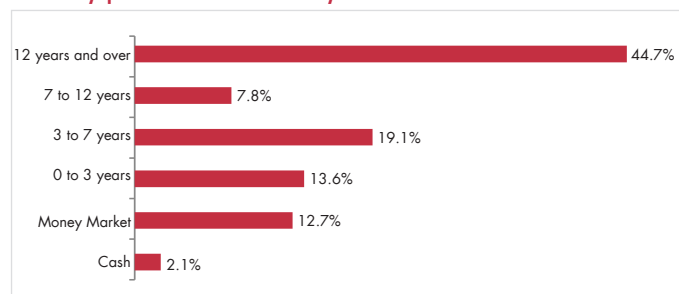
Asset allocation on 28 February 2017



Top 10 credit exposures on 28 February 2017



Maturity profile on 28 February 2017



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

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Fund manager quarterly commentary as at 31 December 2016

The Fund returned 14.9% in 2016 versus the JSE All Bond Index (ALBI) return of 15.4%. The underperformance was largely due to the Fund having lower duration than the ALBI. South African bonds returned 27% in US dollars and outperformed most global markets with developed bond markets returning 2%¹ and emerging markets 10.2%².

Allan Gray aims to invest in assets at a price below their intrinsic value, with the expectation that the price will increase over time to reflect value. We apply this investment philosophy across asset classes, including fixed income instruments held by the Allan Gray Bond Fund. However, it is challenging to determine the intrinsic value of fixed income investments since doing so requires making macroeconomic forecasts, which are seldom accurate over the short term.

2016 is a case in point. A year ago, few would have predicted the rand would appreciate by 26% against the British pound, South Africa would maintain its investment grade status or Donald Trump would threaten multi-decade trends such as declining inflation and increasing globalisation.

2017 is likely to contain similar unknowns. Consider one widely held forecast, namely that the Trump presidency will introduce expansionary fiscal policies. This may turn out to be true, but the success of such policies is less certain. More importantly, the implication of US policies on South African bond yields requires numerous assumptions such as the pass through from US growth to South African inflation and the effect on South Africa's risk premium. The combined probability of predicting these correctly is very low, which makes relying on short-term macroeconomic forecasts a poor investment strategy.

Instead, we try to understand a few important trends over the long term. Currently, we believe the following:

- Global and South African uncertainties, and thus risks, are high.
- Global bond yields are low relative to history and do not compensate for above-average risks.
- South African bond yields are low on an absolute basis, but fair relative to alternative investments.
- Within the Fund's investment universe, short and long duration instruments offer relative value. Yields on short bank instruments remain attractive due to bank funding requirements. Long duration government bonds are pricing in reasonable long-term inflation expectations. The middle of the yield curve is exposed to foreign investment demand that is difficult to predict and susceptible to short-term unknowns.

Based on the above, the Fund is targeting higher yields than the ALBI while limiting duration risk, by minimising exposure to the middle of the curve and maintaining sufficient liquidity to take advantage of opportunities.

During the quarter, the Fund switched some money market exposure into long duration government bonds.

Commentary contributed by Mark Dunley-Owen

1. BofA Merrill Lynch Developed Markets Sovereign Bond Index

2. J.P. Morgan Emerging Bond Index

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Notes for consideration

Management Company

Allan Gray Unit Trust Management (RF) Proprietary Limited (the 'Management Company') is registered as a management company under the Collective Investment Schemes Control Act 45 of 2002, in terms of which it operates 11 unit trust portfolios under the Allan Gray Unit Trust Scheme, and is supervised by the Financial Services Board ('FSB'). The Management Company is incorporated under the laws of South Africa and has been approved by the regulatory authority of Botswana to market its unit trusts in Botswana, however it is not supervised or licensed in Botswana. Allan Gray Proprietary Limited (the 'Investment Manager'), an authorised financial services provider, is the appointed Investment Manager of the Management Company and is a member of the Association for Savings & Investment South Africa (ASISA). The trustee/custodian of the Allan Gray Unit Trust Scheme is Rand Merchant Bank, a division of FirstRand Bank Limited. The trustee/custodian can be contacted at RMB Custody and Trustee Services: Tel: +27 (0)87 736 1732 or www.rmb.co.za

Performance

Collective Investment Schemes in Securities (unit trusts or funds) are generally medium- to long-term investments. The value of units may go down as well as up and past performance is not necessarily a guide to future performance. The Management Company does not provide 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. Where annualised performance is mentioned, this refers to the average return per year over the period. Actual investor performance may differ as a result of the investment date, the date of reinvestment and applicable taxes.

Fund mandate

The Fund may be closed to new investments at any time in order to be managed according to its mandate. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. The Fund may borrow up to 10% of its market value to bridge insufficient liquidity.

Unit price

Unit trust 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 units in issue. Forward pricing is used and fund valuations take place at approximately 16:00 each business day. Purchase and redemption requests must be received by the Management Company by 14:00 each business day to receive that day's price. Unit trust prices are available daily on www.allangray.co.za

Yield

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

Fees

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

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), VAT and other expenses like audit and trustee fees. Transaction costs (including brokerage, Securities Transfer Tax [STT], STRATE and FSB Investor Protection Levy and VAT thereon) are shown separately. Transaction costs are a necessary cost in administering the Fund and impact 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 financial product, 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 again from published returns. As unit trust 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.

Compliance with Regulation 28

The Fund is managed to comply with Regulation 28 of the Pension Funds Act. Exposures in excess of the limits will be corrected immediately, except where due to a change in the fair value or characteristic of an asset, e.g. market value fluctuations, in which case they will be corrected within a reasonable time period. The Management Company does not monitor compliance by retirement funds with section 19(4) of the Pension Funds Act (item 6 of Table 1 to Regulation 28).

Need more information?

You can obtain additional information about your proposed investment from Allan Gray free of charge either via our website www.allangray.co.za or via our Client Service Centre on 0860 000 654.