ALLANGRAY

Fund managers: Andrew Lapping, Duncan Artus, Jacques Plaut, Ruan Stander (Most foreign assets are invested in Orbis funds). **Inception date:** 1 October 1998

Allan Gray Equity Fund

30 November 2019

Fund description and summary of investment policy

The Fund invests primarily in shares listed on the Johannesburg Stock Exchange (JSE). The Fund can invest a maximum of 30% offshore, with an additional 10% allowed for investments in Africa outside of South Africa. The Fund invests the bulk of its foreign allowance in equity funds managed by Orbis Investment Management Limited, our offshore investment partner. The Fund is typically fully invested in shares. Returns are likely to be volatile, especially over short- and medium-term periods.

ASISA unit trust category: South African – Equity – General

Fund objective and benchmark

The Fund aims to create long-term wealth for investors. It aims to outperform the average return of South African General Equity Funds over the long term, without taking on greater risk of loss. To pursue its objective the Fund's portfolio may differ materially from those of its peers. This will result in the Fund underperforming its benchmark materially at times. The Fund aims to compensate for these periods of underperformance by delivering outperformance over the long term. The Fund's benchmark is the market value-weighted average return of funds in the South African – Equity – General category (excluding Allan Gray funds).

How we aim to achieve the Fund's objective

We seek to buy shares offering the best relative value while maintaining a diversified portfolio. We thoroughly research companies to assess their intrinsic value from a long-term perspective. This long-term perspective enables us to buy shares from sellers who over-react to short-term difficulties or undervalue long-term potential. We invest in a selection of shares across all sectors of the stock market, and across the range of large, mid and smaller cap shares.

Suitable for those investors who

- Seek exposure to listed equities to provide long-term capital growth
- Are comfortable with stock market fluctuation, i.e. short- to medium-term volatility
- Are prepared to accept the risk of capital loss
- Typically have an investment horizon of more than five years
- Wish to use the Fund as an equity 'building block' in a diversified multi-asset class portfolio

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.

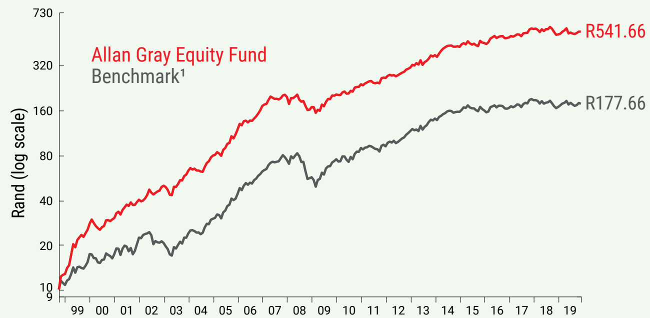
Fund information on 30 November 2019

Fund size	R36.9bn
Number of units	53 779 278
Price (net asset value per unit)	R386.19
Class	A

1. The market value-weighted average return of funds in the South African – Equity – General category (excluding Allan Gray funds). From inception to 28 February 2015 the benchmark was the FTSE/JSE All Share Index including income. Source: IRESS, performance as calculated by Allan Gray as at 30 November 2019.
2. This is based on the latest numbers published by IRESS as at 31 October 2019.
3. Maximum percentage decline over any period. The maximum drawdown occurred from 20 May 2008 to 27 October 2008 and maximum benchmark drawdown occurred from 22 May 2008 to 20 November 2008. 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 30 September 1999 and the benchmark's occurred during the 12 months ended 30 April 2006. The Fund's lowest annual return occurred during the 12 months ended 30 November 2008 and the benchmark's occurred during the 12 months ended 28 February 2009. All rolling 12-month figures for the Fund and the benchmark are available from our Client Service Centre on request.

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 (1 October 1998)	5316.6	1676.6	204.0
Annualised:			
Since inception (1 October 1998)	20.8	14.6	5.4
Latest 10 years	10.4	9.3	5.1
Latest 5 years	4.6	2.5	4.9
Latest 3 years	3.4	2.6	4.5
Latest 2 years	-2.5	-3.6	4.4
Latest 1 year	5.1	7.0	3.7
Year-to-date (not annualised)	4.4	5.0	3.5
Risk measures (since inception)			
Maximum drawdown[3]	-31.3	-45.4	n/a
Percentage positive months[4]	65.4	59.1	n/a
Annualised monthly volatility[5]	15.1	16.5	n/a
Highest annual return[6]	125.8	73.0	n/a
Lowest annual return[6]	-20.7	-37.6	n/a

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Meeting the Fund objective

The Fund has created wealth for its long-term investors. Since inception and over the latest 10 and five-year periods, the Fund has outperformed its benchmark. The Fund experiences periods of underperformance in pursuit of its objective of creating long-term wealth for investors, without taking on greater risk of loss than the average equity fund. 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

To the extent that income earned in the form of dividends and interest exceeds expenses in the Fund, the Fund will distribute any surplus biannually.	31 Dec 2018	30 Jun 2019
Cents per unit	328.6621	600.9645

Annual management fee

Allan Gray charges a fee based on the net asset value of the Fund excluding the portion invested in Orbis funds. The fee rate is calculated daily by comparing the Fund's total performance for the day to that of the benchmark.

Fee for performance equal to the Fund's benchmark: 1.00% p.a. excl. VAT

For each annualised percentage point above or below the benchmark we add or deduct 0.2%. The maximum fee is uncapped and if the fee would have been negative, 0% will be charged for the day and the negative fee will be carried forward to reduce the next day's fee (and all subsequent days until the underperformance is recovered).

This means that Allan Gray shares in approximately 20% of annualised performance relative to the benchmark.

A portion of the Fund may be invested in Orbis funds. Orbis charges performance-based fees within these funds that are calculated based on each Orbis fund's performance relative to its own benchmark. The Orbis equity funds charge 1.5% p.a. for performance equal to their benchmarks. The minimum Orbis equity fund fee is 0.5% p.a. and the maximum is 2.5% p.a. Orbis pays a marketing and distribution fee to Allan Gray.

Total expense ratio (TER) and Transaction costs

The annual management fees charged by both Allan Gray and Orbis are included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a one and three-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.

Top 10 share holdings on 30 September 2019 (SA and Foreign) (updated quarterly)[7]

Company	% of portfolio
British American Tobacco	6.4
Naspers[8]	6.1
Standard Bank	4.2
Sasol	3.6
Remgro	3.6
Glencore	3.5
Investec	3.2
Old Mutual	2.7
Woolworths	2.6
Reinet	2.5
Total (%)	**38.4**

7. Underlying holdings of Orbis funds are included on a look-through basis.

8. Including stub certificates.

9. FTSE/JSE All Share Index.

Total expense ratio (TER) and Transaction costs

TER and Transaction costs breakdown for the 1 and 3-year period ending 30 September 2019	1yr %	3yr %
Total expense ratio	**0.59**	**1.53**
Fee for benchmark performance	1.14	1.12
Performance fees	-0.59	0.25
Other costs excluding transaction costs	0.02	0.02
VAT	0.02	0.14
Transaction costs (including VAT)	**0.07**	**0.08**
Total investment charge	**0.66**	**1.61**

Sector allocation on 30 September 2019 (updated quarterly)[7]

Sector	% of Fund	% of ALSI[9]
Oil and gas	2.0	0.0
Basic materials	14.0	28.4
Industrials	9.0	2.5
Consumer goods	12.2	12.7
Healthcare	6.3	1.7
Consumer services	7.3	8.2
Telecommunications	0.4	3.9
Utilities	0.5	0.0
Financials	30.4	25.5
Technology	13.3	17.1
Commodity-linked	1.0	0.0
Other	1.1	0.0
Money market and bank deposits	2.4	0.0
Total (%)	**100.0**	**100.0**

Asset allocation on 30 November 2019[7]

Asset Class	Total	South Africa	Africa ex-SA	Foreign ex-Africa
Net equity	95.6	62.3	2.1	31.2
Property	1.0	1.0	0.0	0.0
Commodity-linked	0.9	0.9	0.0	0.0
Bonds	0.1	0.0	0.0	0.1
Money market and bank deposits	2.3	1.1	0.1	1.2
Total (%)	**100.0**	**65.4**	**2.1**	**32.5[10]**

10. The Fund can invest a maximum of 30% offshore, with an additional 10% allowed for investments in Africa outside of South Africa. Market movements periodically cause the Fund to move beyond these limits. This must be corrected within 12 months.

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

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Fund manager quarterly commentary as at 30 September 2019

The past year has been particularly disappointing as we strive to grow our clients' wealth, while exceeding market returns. The recent poor performance was a result of only a few of our holdings contributing positively to performance, while a number of the shares in the portfolio performed poorly. These periods of underperformance are a normal part of our investment philosophy and have occurred before. During times like this, the important thing is to be consistent and consider each holding on its merits based on the underlying value, just as we always do. The recent underperformance makes us more excited about the future, as the single most important factor determining investment returns is the price you pay. We are now paying less for the assets in the portfolio than we were a year ago. This bodes well for future returns. Below I touch on a few of the significant detractors from performance.

Sasol has been the largest detractor by far. The share has contributed a negative 4.2% to the Fund over the past 12 months. Since we discussed Sasol in the June commentary the share has fallen 28%. The underlying profit drivers are basically unchanged and, if anything, the fundamentals for the oil market are looking slightly better. Unfortunately, the Sasol board announced the delay of the release of their annual financial results, first on 16 August and then again on 6 September. The reason given was the time required to complete an independent assessment of internal control weaknesses and therefore the annual audit process. This is clearly disappointing and reflects very poorly on the company but, to our mind, does not fundamentally change the company's value. As we noted in June, we think the negative sentiment towards the oil industry, and Sasol in particular, is overdone, and we believe the valuation is very attractive. Interestingly, on a three-year view, Sasol is only a very marginal detractor, as we sold a third of our holding in the second half of 2018 and early 2019 at prices well above our cost.

Another significant detractor was British American Tobacco (BAT), which contributed a negative 0.6% to the Fund. Unlike Sasol, the underlying business has performed well, earnings grew 9% over the past year and ITC, the Indian associate whose market price equates to 16% of BAT's share price, grew underlying earnings by 15%. However, market sentiment has turned decidedly negative towards tobacco companies and the price-to-earnings multiple has de-rated from 14 to 11.2, leading to a 16% price decline. We have used this opportunity to selectively add to our position. In fact, we have used the price weakness in a number of our holdings to add to our positions.

Similarly, mining company Glencore detracted 0.7%. We have steadily increased our holding over the past year as the price has fallen from R61 to R46. Our estimates of normal earnings and fair value are unchanged. We think the prices of the commodities Glencore produces (except nickel) are below normal and therefore cash flow is below normal. Despite this, Glencore can comfortably cover its 6.5% dividend yield. The share should reward investors for their patience.

We sold Impala over the past quarter, taking advantage of the 250% price rise over the past year, and invested the proceeds in Naspers and FirstRand.

Commentary contributed by Andrew Lapping

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 Sector Conduct Authority ('FSCA'). 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. Movements in exchange rates may also cause the value of underlying international investments to go up or down. 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 dividend withholding tax.

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

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 one and three-year periods. 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 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 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 ('TIC').

FTSE/JSE All Share Index

The FTSE/JSE All Share Index is calculated by FTSE International Limited ('FTSE') in conjunction with the JSE Limited ('JSE') in accordance with standard criteria. The FTSE/JSE All Share Index is the proprietary information of FTSE and the JSE. All copyright subsisting in the FTSE/JSE All Share Index values and constituent lists vests in FTSE and the JSE jointly. All their rights are reserved.

Foreign exposure

This fund may invest in foreign funds managed by Orbis Investment Management Limited, our offshore investment partner and investments in Africa outside of South Africa.

Important information for investors

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.**