

## Fund description and summary of investment policy

The Fund invests mainly in selected shares and it uses exchange-traded derivative contracts on stock market indices to substantially reduce its net equity exposure to within a range of 0-20%. As a result, the Fund's return depends on the level of short-term interest rates (implicit in the pricing of the sold futures contracts) and the performance of the Fund's selected shares relative to the stock market index. The Fund's return is therefore unlikely to be correlated with equity market returns. In addition, a portion of the Fund is typically invested in cash and margin deposits.

ASISA unit trust category: South African – Multi Asset – Low Equity

## Fund objective and benchmark

The Fund aims to provide investors with long-term positive returns higher than those available in the money market sector, irrespective of stock market returns. The Fund's benchmark is the daily interest rate as supplied by FirstRand Bank Limited.

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

The Fund invests in selected shares and seeks to substantially reduce stock market risk by selling exchange-traded equity index derivatives. The selected share portfolio is derived from our thorough research process, but the selection of equities in this Fund may differ from that in the other Allan Gray funds. The deviation of the Fund's selected share portfolio from the composition of the underlying benchmark indices (on which the derivative contracts are based) is restricted and closely monitored. This does not eliminate the risk of capital loss should the selected equities underperform.

## Suitable for those investors who

- Seek absolute (i.e. positive) returns regardless of stock market trends
- Require a high degree of capital stability over a 3-year time horizon
- Wish to invest in a product that offers uncorrelated returns relative to shares or bonds as a '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.

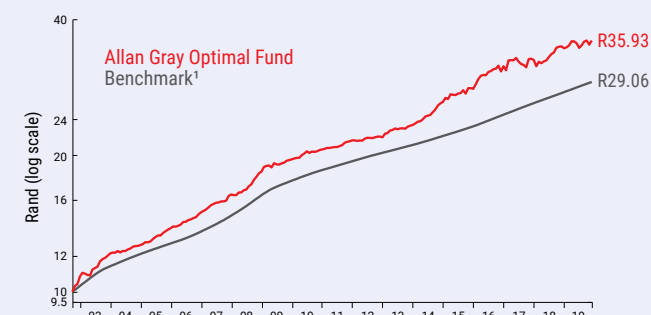
## Fund information on 30 November 2019

Fund size	R1.1bn
Number of units	29 829 916
Price (net asset value per unit)	R24.19
Class	A

- The daily interest rate as supplied by FirstRand Bank Limited (source: FirstRand Bank), performance as calculated by Allan Gray as at 30 November 2019.
- This is based on the latest numbers published by IRESS as at 31 October 2019.
- Maximum percentage decline over any period. The maximum drawdown occurred from 17 May 2017 to 27 September 2017. Drawdown is calculated on the total return of the Fund (i.e. including income).
- The percentage of calendar months in which the Fund produced a positive monthly return since inception.
- 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.
- 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 2003 and the benchmark's occurred during the 12 months ended 30 September 2003. The Fund's lowest annual return occurred during the 12 months ended 31 March 2018 and the benchmark's occurred during the 12 months ended 31 August 2013. 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 <sup>1</sup>	CPI inflation <sup>2</sup>
<b>Cumulative:</b>			
Since inception (1 October 2002)	259.3	190.6	141.3
<b>Annualised:</b>			
Since inception (1 October 2002)	7.7	6.4	5.3
Latest 10 years	6.3	5.2	5.1
Latest 5 years	6.6	5.7	4.9
Latest 3 years	5.4	5.9	4.5
Latest 2 years	4.8	5.8	4.4
Latest 1 year	3.0	5.8	3.7
Year-to-date (not annualised)	4.0	5.3	3.5
<b>Risk measures (since inception)</b>			
Maximum drawdown <sup>3</sup>	-5.9	n/a	n/a
Percentage positive months <sup>4</sup>	78.6	100.0	n/a
Annualised monthly volatility <sup>5</sup>	3.8	0.6	n/a
Highest annual return <sup>6</sup>	18.1	11.9	n/a
Lowest annual return <sup>6</sup>	-1.5	4.1	n/a

## Meeting the Fund objective

Since inception and over the latest 10 and five-year periods, the Fund has outperformed its benchmark, which is the daily interest rate supplied by FirstRand Bank Limited. The Fund aims to deliver long-term positive returns, irrespective of stock 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
<b>Cents per unit</b>	<b>33.6479</b>	<b>42.2282</b>

## Annual management fee

The fee rate is calculated daily by comparing the Fund's total performance to that of the benchmark.

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

The Fund is first required to recover any underperformance before a fee higher than the fee for performance equal to the benchmark can be charged. This is known as a high watermark. If the Fund's performance is above its previous high watermark, we add 0.2% to the fee for each percentage of performance above the high watermark. The fee is uncapped.

## 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 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 (updated quarterly)

Company	% of portfolio
Naspers <sup>7</sup>	15.5
British American Tobacco	7.9
Glencore	4.0
Sasol	3.9
Reinet	3.3
Standard Bank	3.1
Rand Merchant Investment <sup>7</sup>	3.1
Woolworths	3.0
Investec	3.0
Life Healthcare	2.7
<b>Total (%)</b>	<b>49.5</b>

7. Including stub certificates.

## 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 %
<b>Total expense ratio</b>	<b>1.17</b>	<b>1.18</b>
Fee for benchmark performance	1.00	1.00
Performance fees	0.00	0.01
Other costs excluding transaction costs	0.02	0.02
VAT	0.15	0.15
<b>Transaction costs (including VAT)</b>	<b>0.11</b>	<b>0.12</b>
<b>Total investment charge</b>	<b>1.28</b>	<b>1.30</b>

## Asset allocation on 30 November 2019

Asset Class	Total
Net equity	4.9
Hedged equity	77.6
Property	0.0
Commodity-linked	0.0
Bonds	0.0
Money market and bank deposits	17.5
<b>Total (%)</b>	<b>100.0</b>

## Since inception, the Fund's month-end net equity exposure has varied as follows:

Minimum	(September 2016) -3.6% <sup>8</sup>
Average	4.5%
Maximum	(November 2018) 15.4%

8. The negative net equity exposure as at 30 September 2016 is due to the cash acquisition of SABMiller by Anheuser-Busch In-Bev. This was corrected and the Fund had a positive net equity exposure by 4 October 2016.

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

During the quarter the Fund returned 3.8% and the stock market returned -4.6%, in line with the Fund's objective to generate returns that are not correlated with the stock market.

Some of our clients have asked about the Fund's current holding in Capitec, which is expensive on a price-to-earnings (PE) and price-to-book (PB) multiple.

We first bought Capitec during the turmoil at African Bank in May 2014. African Bank tricked itself into curatorship by aggressively avoiding accounting for bad debts. The difference in accounting conservatism, which accounted for bad debts after a client missed a single repayment, hid Capitec's cost advantage, and industry concern around African Bank caused the market to offer Capitec at an attractive price.

Since then, Capitec has further improved its competitive position relative to the big four banks. Pre-tax profit as a percentage of loans outstanding increased by five percentage points since 2014. If this had been achieved by charging higher interest rates in the absence of a significant competitor, one could argue it would not be sustainable. The inverse is true, since the average interest rate charged actually reduced by five percentage points. This was achieved to a large extent by a virtuous cycle of gaining transactional clients' trust, scalable costs

and reinvesting reduced cost per client into reduced prices. The average cost per client is slightly lower than it was in 2013 in nominal terms, compared to a 37% increase in consumer prices, despite the service offering expanding into credit cards, funeral policies and digital banking.

Since May 2014, Capitec has returned close to 532% to shareholders (41% p.a.) in total return, but the PE ratio increased from 13 in May 2014 to 23 on expected profits to February 2020. The PE multiple is admittedly high for a bank and we have decreased our holding into higher valuations (from 4.2% at the peak to 2.2%), but at the same time the PE ratio by itself does not tell the full story. The current efficiency in the business helps the company to convert a large percentage of its earnings to cash and gives it the option to further reduce prices and improve service to grow the size of its customer base, especially in transactional banking where, despite all its success, the company still only enjoys a 10% revenue market share today.

During the quarter we switched Prosus and RMB Holdings into Naspers and FirstRand, respectively. We also added to Sasol and Sibanye-Stillwater, while selling African Phoenix and Woolworths.

Commentary contributed by Ruan Stander

**Fund manager quarterly commentary as at 30 September 2019**

## 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](http://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](http://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').

## 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](http://www.allangray.co.za)** or via our Client Service Centre on **0860 000 654**.