Fund managers: Andrew Lapping, Mark Dunley-Owen, Leonard Krüger (most foreign assets are invested in Orbis funds) **Inception date:** 1 July 2000

Allan Gray Stable Fund

30 June 2020

Fund description and summary of investment policy

The Fund invests in a mix of shares, bonds, property, commodities and cash. The Fund can invest a maximum of 30% offshore, with an additional 10% allowed for investments in Africa outside of South Africa. The Fund typically invests the bulk of its foreign allowance in a mix of funds managed by Orbis Investment Management Limited, our offshore investment partner. The maximum net equity exposure of the Fund is 40%. The Fund's net equity exposure may be reduced from time to time using exchange-traded derivative contracts on stock market indices. The Fund is managed to comply with the investment limits governing retirement funds. Returns are likely to be less volatile than those of an equity-only fund or a balanced fund.

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

Fund objective and benchmark

The Fund aims to provide a high degree of capital stability and to minimise the risk of loss over any two-year period, while producing long-term returns that are superior to bank deposits. The Fund's benchmark is the daily interest rate, as supplied by FirstRand Bank Limited, plus 2%.

How we aim to achieve the Fund's objective

A major portion of the Fund is typically invested in money market instruments. We seek to deploy the Fund's cash by investing in shares when they can be bought at a significant discount to their intrinsic value. We thoroughly research companies to assess their intrinsic value from a long-term perspective. This long-term perspective enables us to buy shares which are shunned by the stock market because of their unexciting or poor short-term prospects, but which are relatively attractively priced if one looks to the long term. If the stock market offers few attractive shares, we may allocate a low weight to shares or partially hedge the Fund's stock market exposure in consideration of the Fund's capital preservation objectives. The Fund may also invest in bonds, property and commodities. The Fund's bond and money market investments are actively managed.

Suitable for those investors who

- Are risk-averse and require a high degree of capital stability
- Seek both above-inflation returns over the long term, and capital preservation over any two-year period
- Require some income but also some capital growth
- Wish to invest in a unit trust that complies with retirement fund investment limits

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.

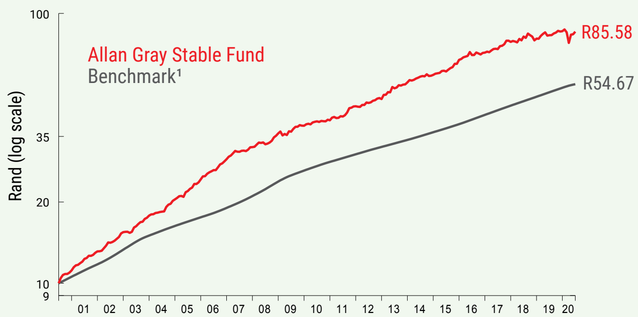
Fund information on 30 June 2020

Fund size	R45.9bn
Number of units	589 967 638
Price (net asset value per unit)	R35.59
Class	A

1. The Fund's benchmark is the daily interest rate, as supplied by FirstRand Bank Limited plus 2%, performance as calculated by Allan Gray as at 30 June 2020.
2. This is based on the latest available numbers published by IRESS as at 31 May 2020. Due to a delay in the release of May's CPI value, we have used April's return as an estimate for the month.
3. Maximum percentage decline over any period. The maximum drawdown occurred from 20 January 2020 to 23 March 2020. Drawdown is calculated on the total return of the Fund (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 April 2006 and the benchmark's occurred during the 12 months ended 30 June 2003. The Fund's lowest annual return occurred during the 12 months ended 31 March 2020 and the benchmark's occurred during the 12 months ended 31 January 2014. 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 July 2000)	755.8	446.7	187.4
Annualised:			
Since inception (1 July 2000)	11.3	8.9	5.4
Latest 10 years	8.0	7.2	4.9
Latest 5 years	7.0	7.8	4.5
Latest 3 years	5.1	7.7	3.7
Latest 2 years	2.1	7.5	3.3
Latest 1 year	3.1	7.1	2.1
Year-to-date (not annualised)	-0.4	3.1	0.8
Risk measures (since inception)			
Maximum drawdown[3]	-16.7	n/a	n/a
Percentage positive months[4]	77.5	100.0	n/a
Annualised monthly volatility[5]	5.2	0.6	n/a
Highest annual return[6]	23.3	14.6	n/a
Lowest annual return[6]	-7.4	6.2	n/a

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Meeting the Fund objective

Since inception and over the latest 10 years, the Fund has outperformed its benchmark. Over the latest five-year period the Fund has underperformed its benchmark. The Fund has provided returns in excess of CPI inflation for all three periods. The Fund aims to minimise the risk of loss over any two-year period. Refer to the fund commentary on page 3.

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 quarterly.	30 Sep 2019	31 Dec 2019	31 Mar 2020	30 Jun 2020
Cents per unit	**38.8238**	**36.9971**	**33.8100**	**64.5158**

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 over the last two years, to that of the benchmark. If the Fund's return over two years is equal to or less than 0%, Allan Gray will not charge a fee.

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

For each percentage of two-year performance above or below the benchmark we add or deduct 0.1%, subject to the following limits:

Maximum fee: 1.50% p.a. excl. VAT
Minimum fee: 0.50% p.a. excl. VAT

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. 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 June 2020 (SA and Foreign) (updated quarterly)[9]

Company	% of portfolio
Naspers[7]	3.9
British American Tobacco	3.3
Glencore	1.9
SPDR Gold Trust	1.2
Aspen	1.1
Taiwan Semiconductor Mfg.	1.1
Standard Bank	1.1
NetEase	1.1
AbbVie	1.1
Woolworths	1.0
Total (%)	**17.0**

7. Including stub certificates and Prosus NV.

Total expense ratio (TER) and Transaction costs

TER and Transaction costs breakdown for the 1- and 3-year period ending 30 June 2020	1yr %	3yr %
Total expense ratio	**0.68**	**1.09**
Fee for benchmark performance	1.08	1.08
Performance fees	-0.50	-0.11
Other costs excluding transaction costs	0.04	0.03
VAT	0.06	0.09
Transaction costs (including VAT)	**0.08**	**0.09**
Total investment charge	**0.76**	**1.18**

Top credit exposures on 30 June 2020 (SA and Foreign) (updated quarterly)[8,9]

Issuer	% of portfolio
Republic of South Africa	12.9
FirstRand Bank	7.5
Investec Bank	4.4
Standard Bank (SA)	4.4
Nedbank	4.1
Northam Platinum	1.6
Standard Bank Group	1.1
Absa Bank	1.0
MTN	1.0
African Bank	1.0
Total (%)	**38.9**

8. All credit exposure 1% or more of portfolio.

Asset allocation on 30 June 2020[9]

Asset Class	Total	South Africa	Africa ex-SA	Foreign ex-Africa
Net equity	33.3	17.7	1.6	13.9
Hedged equity	11.6	4.7	0.0	6.9
Property	2.4	2.4	0.0	0.0
Commodity-linked	2.8	1.7	0.0	1.2
Bonds	33.2	26.3	2.9	4.0
Money market and bank deposits	16.6	11.7	1.6	3.3
Total (%)	**100.0**	**64.5**	**6.1**	**29.3**[10]

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

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.

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

Minimum	(January 2010) 12.4%
Average	25.6%
Maximum	(December 2018) 39.6%

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

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Fund manager quarterly commentary as at 30 June 2020

The Stable Fund benefited from the surprisingly fast asset price recovery of the past three months. South African bonds returned 10% for the quarter ended June, and are now flat year to date. This is quite a change from the third week of March, when the bond market was down 16% year to date. Global equities bounced off their March lows, driven by particularly strong returns from US technology and growth shares. The outlook for the South African economy is bleak and this is reflected in the poor performance of domestic South African equities.

The -3% return of the FTSE/JSE All Share Index (ALSI) year to date is a story of two very different halves. Four shares (Naspers, BHP, Anglo American and Richemont), which make up half of the ALSI, have done particularly well, returning 19% as a group. The remainder of the Index is made up of mostly South African businesses. These 147 shares have done terribly, returning -20%. There is no doubt South Africa faces a very uncertain future but, despite this uncertainty, we think there is exceptional value in selected South African equities. The South African-focused businesses in the portfolio account for around 60% of our domestic share exposure or 14% of the Fund – not a huge position given the conservative nature of Stable, but a position that could add real value if these shares revert to our estimates of fair value.

Around 38% of the Fund is invested in South African interest-bearing assets. Developed market interest rates are basically zero – locally things could not be more different. South African three-month interest rates are 3.8%, while the 15-year government bond yields 11%. Never has the difference between short- and long-term interest rates been so great. Short-term rates reflect the 3% inflation rate and current economic situation. Long bonds reflect the huge uncertainty that surrounds South Africa's fiscal future. The budget deficit is totally unsustainable. National Treasury expects a deficit of 14.6% in the 2021 financial year, followed by deficits of 9.3% and 7.7%. These forecasts are based on flat non-interest expenditure, which will be incredibly hard to achieve. The long bond's 11% is very attractive, particularly compared to 3.8% on cash, but the risks of a South African fiscal crisis are high. Therefore, we need to balance risk and reward and approach these assets with caution. Our preferred assets in the category are inflation-linked bonds. The current return of inflation plus 4.3% is far less than the 11% available on the long bond, but to our mind, the risks are also far lower, as investors are protected in a scenario where inflation runs out of control.

The 36% of the Fund invested offshore is a very important part of Stable's asset allocation mix. Our partner, Orbis, is very excited about the potential returns from its holdings. Similar to SA, a small group of growth shares has driven international markets to what seem like very high valuations. But below the surface, there are many very depressed prices. Orbis has used its bottom-up research capabilities to identify a group of strong businesses trading at very depressed valuations. Historically, buying companies at these valuations has yielded handsome returns.

The Fund's returns have disappointed over the past three years as South African shares have underperformed and Orbis has been through a very difficult performance period as the valuation differential between value and growth shares has widened to record levels. The Orbis team is very excited about the return potential from here; likewise are we about our domestic holdings.

In August we will change the Stable Fund's portfolio management team. This is the fourth time we have changed the team since the Fund's inception in 2000. The important thing is that the strategy and process will remain unchanged. We are bringing in Duncan Artus, who has managed equity and balanced mandates at Allan Gray for 15 years, as the lead portfolio manager. He will be joined by Tim Acker and Sean Munsie. Sean and Tim have added huge value to the Allan Gray team over the past seven years and will surely continue to add this value to Stable Fund clients in future.

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').

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).

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.

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.

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**