

Fund manager: Andrew Lapping  
 Inception date: 1 July 1998  
 Class: A

## Fund information on 28 February 2013

Fund currency: US\$<sup>1</sup>  
 Fund size: US\$274m  
 Fund price: US\$192.38  
 Number of share holdings: 61  
 Dealing day: Weekly (Thursday)

## Fund description

The Fund invests in a focused portfolio of companies with significant business interests in Africa, regardless of the location of the stock exchange listing. The Fund price is reported in US dollars but the underlying holdings are denominated in various currencies. Returns are likely to be volatile.

## Fund objective and benchmark

The Fund aims to outperform African equity markets over the long term without taking on greater risk of loss. The Fund's benchmark is the MSCI Emerging and Frontier Markets (EFM) Africa Index (total returns).

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

We invest in shares that we believe offer superior fundamental value while taking into account risk and return. We research companies and assess their intrinsic value based on long-term fundamentals; we then invest in businesses where our assessment of intrinsic value exceeds the share price by a margin of safety. This approach allows us to identify shares 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 will deviate meaningfully from those in the index both in terms of individual holdings and sector exposure.

## Suitable for those investors who

- Seek exposure to African equities
- Are comfortable with stock market and currency fluctuations
- Are prepared to take the risk of capital loss
- Typically have an investment horizon of more than five years

The Fund is not available to South African residents.

## Minimum investment amounts

Minimum initial investment: US\$50 000  
 Minimum subsequent investment: US\$1 000

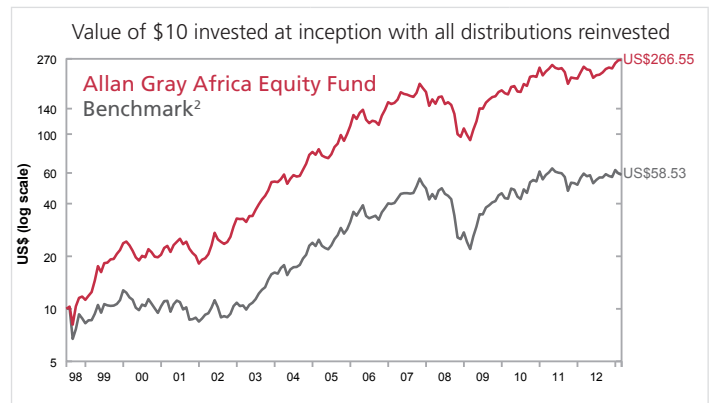
## Annual management fee

The annual management fee ranges from 0.5% to 2.5% depending on the relative return of the Fund to the benchmark, before fees. The fee is calculated on a base of 1.5% plus one twenty-fifth of the cumulative three-year relative performance, subject to a floor of 0.5% and cap of 2.5%. For example if the cumulative three year performance of the fund is 20% and that of the benchmark is 15%, the fee rate is: 1.5% + (20% - 15%)/25 = 1.7%.

## Subscription and redemption charge

Investors are charged 0.5% when transacting in Fund shares, both on subscription and redemption. This is paid into the Fund to offset the costs associated with the transaction that are borne by the Fund. Allan Gray International Proprietary Limited may waive this charge in the case of significant offsetting flows.

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



% Returns	Fund	Benchmark <sup>2</sup>
<i>Unannualised:</i>		
Since inception	2565.5	485.3
<i>Annualised:</i>		
Since inception	25.1	12.8
Latest 10 years	23.3	18.8
Latest 5 years	11.0	5.2
Latest 3 years	16.4	11.1
Latest 2 years	8.0	0.1
Latest 1 year	9.4	-1.6
Year-to-date (unannualised)	4.5	-6.1
<b>Risk measures (since inception)</b>		
Maximum drawdown <sup>3</sup>	-52.5	-60.5
Percentage positive months <sup>4</sup>	60.8	58.5
Annualised monthly volatility <sup>5</sup>	26.9	28.2

1. The Fund is currently priced in US dollars. Since inception to 30 April 2012 the Fund was priced in South African rands.
2. The current benchmark is the MSCI EFM Africa Index (total returns). Since inception to 30 April 2012 the benchmark was the FTSE/JSE Africa All Share Index including income. Performance as calculated by Allan Gray as at 28 February 2013 (Source: Bloomberg). Calculation based on the latest available data as supplied by third parties.
3. Maximum percentage decline over any period. The maximum drawdown occurred from October 2007 to February 2009 and maximum benchmark drawdown occurred from October 2007 to February 2009. 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.

## Fund manager quarterly commentary as at 31 December 2012

Sasol, one of the largest holdings in the Fund, was a substantial negative contributor to the Fund's performance over the past year, declining 10% over the period compared to the benchmark's 17% price appreciation.

Sasol produces fuel and petrochemicals from coal and gas. The benefit of the technology it uses is that the reserve lives of coal and gas reservoirs tend to be far longer than those of conventional oil fields. This should allow Sasol to maintain production without the need for constant exploration expenditure.

Unfortunately Sasol has struggled to control costs and despite its 'industrial' process, the maintenance capital expenditure has exceeded depreciation by a wide margin. The company has also wasted capital on some poor investments and coal to liquids feasibility studies, which are clearly flawed in the modern world. That said, investors are well aware of these issues and have sold down the share as a result.

At current product prices Sasol should earn about R45.00 per share. These earnings are overstated by R7.00 because of the low depreciation charge. We think an oil price of US\$110/bbl is above normal, but we also think the rand should weaken from its current level. These two factors offset each other to some extent, resulting in our normal earnings estimate of R34.00 per share. Sasol, on 10 times our estimate of normal earnings, compares very favourably with the benchmark, which trades on 15 times what we think are high earnings.

## Independent ratings



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### Disclaimer

Shares are traded at ruling prices. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. Allan Gray International Proprietary Limited, an authorised financial services provider, is the appointed investment manager of the Fund. The Fund is incorporated and registered under the laws of Bermuda and is supervised by the Bermudan Monetary Authority. The Fund is also listed on, and regulated by, the Bermuda Stock Exchange. Neither MSCI nor any other party involved in or related to compiling, computing or creating the MSCI data makes any express or implied warranties or representations with respect to such data (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of such data. Without limiting any of the foregoing, in no event shall MSCI, any of its affiliates or any third party involved in or related to compiling, computing or creating the data have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages. No further distribution or dissemination of the MSCI data is permitted without MSCI's express written consent. Shares in the Fund are not offered to persons or entities that are regarded as residents of South Africa under applicable taxation laws. 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 on the terms and conditions and subject to the restrictions set out in the Prospectus. The offering of shares in the Fund is restricted in certain jurisdictions. Please contact the Fund to confirm if there are any restrictions applicable to you.

### Share price

Share prices are calculated on a net asset value basis, which is calculated by dividing the value of the net assets of the Fund attributable to the shares by the number of shares in issue. The weekly price of the Fund is normally calculated each Friday based on the prices of the underlying investments prevailing at 5:30pm Bermuda time on the previous business day. Purchase requests must be received by the Registrar of the Fund (being Citi Fund Services (Bermuda), Ltd.) by 5:00pm Bermuda time on that dealing day to receive that week's price. Redemption requests must be received by the Registrar of the Fund by 12 noon Bermuda time on that dealing day to receive that week's price.

### Performance

Investments in Collective Investment Schemes are generally medium- to long-term investments. The value of shares may go down as well as up and past performance is not necessarily a guide to future performance. Performance figures are from Allan Gray International Proprietary Limited and are for lump sum investments with income distributions reinvested.

### Independent ratings

#### Morningstar

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#### S&P Capital IQ

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## Country of primary listing as at 28 February 2013

Country	% of Equities	Benchmark <sup>2</sup>
South Africa	33.5	88.1
Egypt	14.9	3.6
Zimbabwe	13.7	0.0
United Kingdom	11.6	0.0
Kenya	8.3	1.2
Nigeria	6.8	5.5
France	6.2	0.0
BRVM	1.7	0.0
Uganda	1.3	0.0
Bermuda	0.6	0.0
Australia	0.5	0.0
Rwanda	0.5	0.0
Tanzania	0.3	0.0
Canada	0.1	0.0
Morocco	0.0	1.0
Mauritius	0.0	0.3
Tunisia	0.0	0.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

## Sector allocation as at 28 February 2013

Sector	% of Fund	Benchmark <sup>2</sup>
Oil & gas	13.2	7.5
Basic materials	10.7	14.1
Industrials	10.4	10.3
Consumer goods	20.0	5.8
Healthcare	2.2	3.5
Consumer services	1.3	17.5
Telecommunications	12.7	13.5
Utilities	4.5	0.0
Financials	22.8	27.9
Fixed interest/Liquidity	2.2	0.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

2. MSCI EFM Africa Index (total returns) (Source: Bloomberg). Calculation based on the latest available data as supplied by third parties.

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