

Allan Gray Australia Equity Fund (Class B units)

Fund fact sheet at 31 August 2016

ALLAN GRAY
CONTRARIAN INVESTING

The Fund and its benchmark

The Fund looks to be fully invested in Australian equities. It aims to earn long-term returns that are higher than the S&P/ASX 300 Accumulation Index (Benchmark).

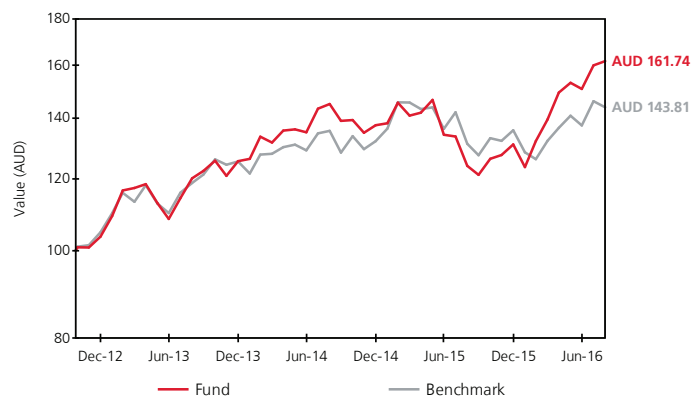
Performance net of all fees and expenses

	Class B %	Benchmark %	Relative %
Annualised			
Since Class launch	13.3	9.9	3.4
Latest 3 years	10.4	6.6	3.8
Latest year	30.5	9.7	20.8
Not annualised			
Calendar year to date	23.6	6.0	17.6
Latest 3 months	5.7	2.1	3.6
Financial year to date	7.3	4.7	2.6
Latest month	1.1	(1.6)	2.7

Key information

Class size	AUD 48 million
Fund size	AUD 1.1 billion
Strategy size	AUD 4.4 billion
Class launch date	26 Oct 2012
Number of units on issue	33 million
Price (Net asset value)	AUD 1.4487
Buy/Sell spread	+0.2%/-0.2%
Minimum	AUD 10,000/AUD 500 per month
Dealing	Daily
Distribution frequency	Annual
Base fee	Nil
Performance fee	35%

Value of AUD 100 invested at Class launch



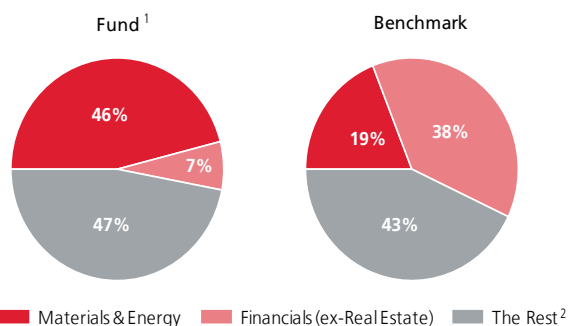
Top 10 fund holdings

Company	% of Fund
Woodside Petroleum	9.6
Newcrest Mining	8.8
Alumina	8.1
Origin Energy	7.3
Metcash	6.5
AusNet Services	3.8
Southern Cross Media Group	3.7
National Australia Bank	3.4
Sims Metal Management	2.9
Alcoa	2.8
Total	56.9

Income distribution for the last 12 months

	30 Jun 2016
Cents per unit	3.5392

Asset allocation



¹ The composition of the Fund has not changed significantly over the last month.

² Includes the following sectors: Consumer Discretionary, Consumer Staples, Health Care, Industrials, Information Technology, Real Estate, Telecommunication Services, Utilities and Net Current Assets.

Contribution from ASX-listed securities relative to the Benchmark

Top 5 - Latest month	% Contribution
Woodside Petroleum	1.0
Southern Cross Media Group	0.7
Austal	0.5
Sims Metal Management	0.5
Alumina	0.4
Bottom 5 - Latest month	% Contribution
Newcrest Mining	(1.0)
Origin Energy	(0.2)
AcruX	(0.2)
APN News & Media	(0.2)
Evolution Mining	(0.1)

If you are a South African investor, this Fund fact sheet is a Minimum Disclosure Document and general investor report for Class B units in the Fund, as required by the Collective Investment Schemes Control Act 2002 (South Africa). This MDD must be read together with the Fund's Product Disclosure Statement and accompanying Information Booklet.

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Investment approach

The Fund's investment approach is to buy securities that offer long-term value, that are currently unpopular with the general investment community or are not well known. In these circumstances, Allan Gray is often early when making investments, which means that the Fund may experience some fluctuations or volatility. Allan Gray will not buy a security simply because it is in the Benchmark. Similarly, Allan Gray will buy significant positions in securities that are not in the Benchmark if they offer outstanding value, based on our bottom-up, fundamental valuation of the opportunity.

In implementing the Fund's strategy, Allan Gray adheres to detailed investment restrictions and limits, as set out in the Fund's Product Disclosure Statement and accompanying Information Booklet (together, the PDS).

The Fund will experience periods of underperformance in pursuit of its long term objective. Since the launch date, Class B units have outperformed the Benchmark.

Who should consider investing?

Any investor who:

- is looking for contrarian investment style exposure to the Australian sharemarket
- is able to take a long-term view and remain invested for more than five years
- is prepared to accept the risk associated with being invested in equities, and
- can endure performance fluctuations.

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Notes on performance

Returns shown are net of fees and assume reinvestment of distributions. Returns are annualised for periods of one year and over. Annualised returns show the average amount earned on an investment in the Class each year over the given time period. Actual investor performance may differ as a result of the investment date, the date of reinvestment of income distributions, and withholding tax applied to income distributions.

The highest and lowest returns earned during any calendar year since the public launch of the Class are shown below to demonstrate the variability of returns. The complete return history for the Class can be obtained by contacting our Client Services team.

	Class B %	Calendar year
Highest annual return	21.1	2013
Lowest annual return	(4.7)	2015

Notes on key information

The price (net asset value) is cum-distribution.

The performance fee for Class B is 35% of the Class' outperformance in comparison to the Benchmark. It is only payable where the outperformance of Class B exceeds the high water mark, which represents the highest level of outperformance, since the launch of Class B.

The performance fee (if applicable) is calculated and accrued daily, and paid monthly. GST, net of RITC, is applicable to the performance fee. A schedule of fees and charges is available in the Fund's PDS.

The indirect cost ratio (ICR), also known as the total expense ratio (TER), is a measure of the actual expenses (including fees) incurred by the Class over a 12 month period. The expenses are expressed as a percentage of the average daily value of the Class during that period in order to determine the ICR. Class performance is shown after taking into account expenses included in the ICR. Expenses may vary and the current ICR should not be used as an indication of future ICRs.

Fees and expenses for the last 12 months (Class B)	%
Performance fee	2.69
Other expenses	0.00
Indirect cost ratio	2.69

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Allan Gray Australia Pty Limited is the appointed investment manager of the Allan Gray Australia Equity Fund ARSN 117 746 666. The Fund is offered by Equity Trustees Limited, ABN 46 004 031 298, AFSL 240975, as the Fund's responsible entity. Equity Trustees Limited has full responsibility for the Fund and may be contacted on +61 3 8632 5000.

General

Class B was available to investors from 22 October 2012. The Class Launch date refers to 26 October 2012 when the first application was processed.

Investors should consider the Fund's PDS before making any investment decision. The PDS, daily unit prices and additional information about the Fund can be obtained free of charge by contacting Allan Gray or from www.allangray.com.au. Managed investment schemes are generally medium to long-term investments. They are traded at prevailing prices and the value of units may go down as well as up. There are risks with investing in the Fund and there is no guarantee of repayment of capital or return on your investment. Managed investment schemes may borrow and engage in securities lending. Past performance is not a reliable indicator of future results. Investors should always consider seeking professional financial advice. This document has been prepared without considering any person's financial circumstances, needs or objectives. It also does not constitute a recommendation, an offer to sell or a solicitation to buy units in the Fund. While Allan Gray has endeavoured to ensure the accuracy of this document, there is no guarantee that it is accurate or complete. Totals presented in this Report may not sum due to rounding.

Notice to foreign persons

The Fund does not accept US persons as investors and is not marketed in the European Economic Area (EEA). Investors resident in the EEA can only invest in the Fund under certain circumstances as determined by, and in compliance with, applicable law. For South African purposes, the Fund is categorised as a regional equity (general portfolio).

Valuation and pricing times

The Fund's net asset value is calculated at 4.30pm (Sydney time) each business day, with prices determined the following day. Application and redemption requests must be received by 2pm (Sydney time) each business day to receive that day's price.