

ALLAN GRAY

CONTRARIAN INVESTING

Performance driven  
with the flexibility  
investors need

## Allan Gray Australia Balanced Fund

Designed to leverage our contrarian approach, the Allan Gray Australia Balanced Fund is performance driven, with the ability to go against the consensus to drive results.



# Why choose the Allan Gray Australia Balanced Fund?

## Performance driven with the flexibility to adapt

Balanced funds usually offer a broad investment mix to reduce risk. We do too – but we're more focused on performance, as it's long-term returns that grow an investor's wealth. That's why our Fund is not restricted to particular markets or industries.

We can also vary its exposure to different asset classes depending on where we find value, the potential for capital growth and income, and risk of loss. It's this flexibility to adapt to changing market conditions that helps us drive long-term returns while reducing the impact of major market falls. It's about having the right investments at the right time.

## Global expertise in managing balanced portfolios

Since 1999, Allan Gray in South Africa has been successfully managing balanced portfolios, which we brought to the Australian market with the launch of the Allan Gray Australia Balanced Fund in 2017. This Fund combines Allan Gray Australia's domestic specialisation with Orbis Investment's global markets expertise.

## Better returns require a strong foundation

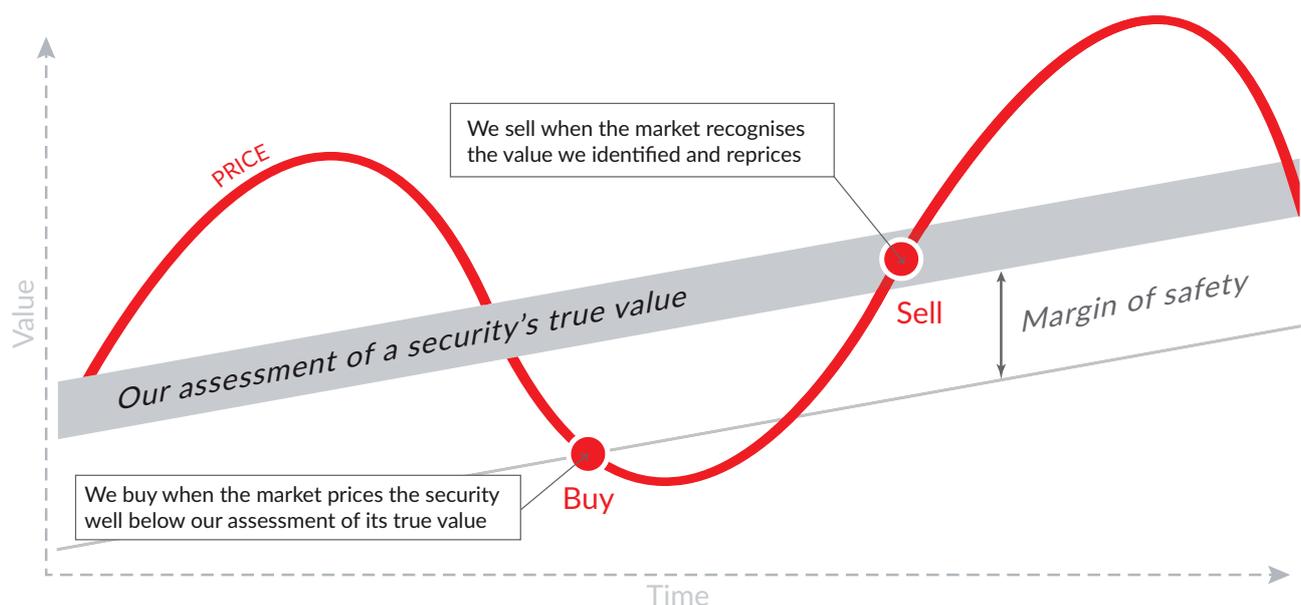
We do not believe balanced funds should begin with the opinions of an economist who attempts to predict the future by taking a broad macroeconomic view of the world. Whilst this often makes for great conversations, attempting to predict the future is fraught with danger. We believe that in order to generate higher long-term returns you must buy the right assets at the right price.

Prioritising our long-term view in our fundamental analysis itself gives us a competitive edge that allows us to deliver better outcomes for investors. We focus on understanding an asset's underlying intrinsic value, the drivers that determine this, and the gap between this value and the price you can buy it for. This gap – known as a margin of safety – serves to reduce investor risk and generate long-term returns.

## Time-tested contrarian investment philosophy

Going against human instinct and taking a contrarian approach to investing is not for everyone. It takes true discipline and commitment in your convictions. Allan Gray Australia and Orbis Investments were both founded by Dr Allan Gray and share the same investment philosophy the broader group has used for over 50 years. Our long-term results speak for themselves.

## Investment philosophy

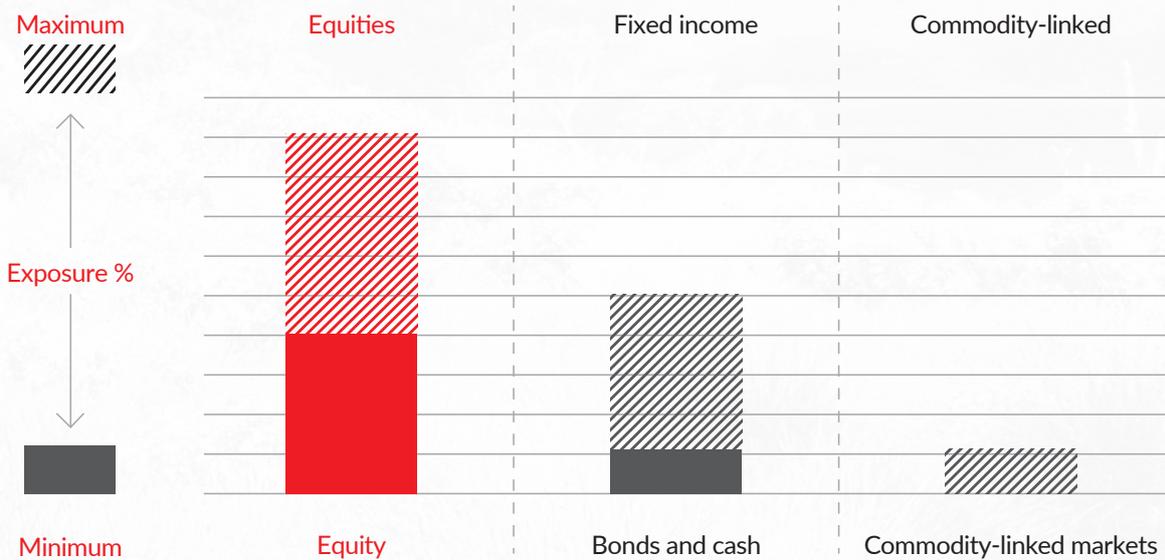


All investments carry risk and past performance is not necessarily an indicator of future performance. More information regarding the risks of investing is available on our website at [allangray.com.au](http://allangray.com.au)

Combining bottom-up analysis  
with generous flexibility



## Adaptable to market conditions



While targets are not strictly set, the Fund has the flexibility to hold from 40 to 90% in equities, 0-50% in fixed income, bonds and cash and up to 10% in commodity linked instruments.

# Features at a glance

For investors who wish to invest in a performance-driven balanced strategy that provides an opportunity for capital growth and income from a diversified portfolio of shares, fixed income and commodity investments from Australia and overseas.

APIR code:	ETL4654AU
Management costs:	Base fee of 0.75% p.a. plus performance fee
Buy/sell spread:	0.20%/0.20%
Distribution frequency:	Annual
Inception date:	1 March 2017
Investment philosophy:	Contrarian. We believe that investing in undervalued shares and securities identified through fundamental research offers the potential for strong returns over the long term.

## Global/Australian allocation

Generally: 60% Australian/40% global

When there are fewer opportunities in Australia or global markets become more attractive, the Fund may become more heavily weighted towards global assets and vice versa.

## Asset class allocation

The Fund has the ability to take advantage of market movements with wide ranges for investment. The Fund does not have industrial or market sector investment targets, however it is anticipated that the Fund portfolio will hold:

40-90% in equities

10-50% in fixed income, bonds and cash

0-10% in commodity-linked instruments

## Get in touch

### Client Services

 1300 604 604 (within Australia)  
+61 2 8224 8604 (outside Australia)  
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Monday to Friday

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Allan Gray Australia Pty Limited is the appointed investment manager of the Allan Gray Australia Balanced Fund ARSN 615 145 974 and has prepared this brochure. The Fund is offered by Equity Trustees Limited, ABN 46 004 031 298, AFSL 240975, as the Fund's Responsible Entity. Equity Trustees Limited may be contacted on +61 3 8623 5000. The information in this brochure is of a general nature only. It has been prepared without taking into account the individual objectives, financial situation or needs of any particular person. Before acting on anything in this brochure, you should consider its appropriateness having regard to your objectives, financial situation or needs. You should obtain the disclosure document for the Fund before deciding to acquire, dispose of or hold investment in the Fund. Target Market Determinations (TMDs) for the Allan Gray products can be found at [allangray.com.au/PDS-TMD-documents](http://allangray.com.au/PDS-TMD-documents). Each TMD sets out who an investment in the relevant Allan Gray product might be appropriate for and the circumstances that trigger a review of the TMD. 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 the Fund and there is no guarantee of repayment of capital or return on your investment. Subject to relevant disclosure documents, managed investments can engage in borrowing and securities lending. Past performance is not a reliable indication of future performance. A schedule of fees and charges is available in the Product Disclosure Statement. A copy of the disclosure document can be obtained by contacting Allan Gray or at [allangray.com.au](http://allangray.com.au). CC:BalancedFlyer 20240202. February 2024