

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

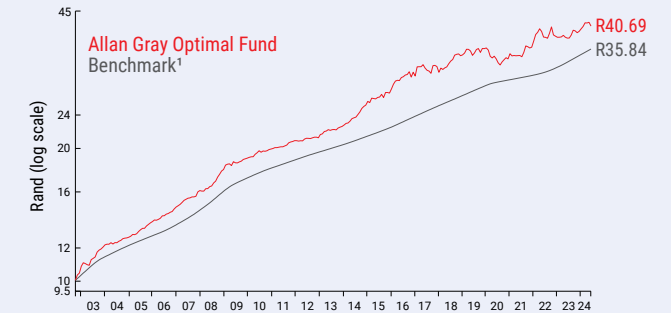
Fund information on 30 June 2024

Fund size	R0.8bn
Number of units	21 995 510
Price (net asset value per unit)	R23.42
Class	A

1. The Fund’s benchmark is the daily interest rate, as supplied by FirstRand Bank, performance as calculated by Allan Gray as at 30 June 2024.
2. This is based on the latest available numbers published by IRESS as at 31 May 2024.
3. Maximum percentage decline over any period. The maximum drawdown occurred from 6 February 2020 to 15 September 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 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 August 2020 and the benchmark’s occurred during the 12 months ended 30 November 2021. 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 October 2002)	306.9	258.4	205.0
Annualised:			
Since inception (1 October 2002)	6.7	6.0	5.3
Latest 10 years	5.2	5.2	5.0
Latest 5 years	3.3	4.8	5.0
Latest 3 years	5.6	5.4	6.0
Latest 2 years	3.1	6.7	5.7
Latest 1 year	6.9	7.5	5.2
Year-to-date (not annualised)	3.0	3.7	2.3
Risk measures (since inception)			
Maximum drawdown ³	-10.2	n/a	n/a
Percentage positive months ⁴	73.2	100.0	n/a
Annualised monthly volatility ⁵	4.4	0.6	n/a
Highest annual return ⁶	18.1	11.9	n/a
Lowest annual return ⁶	-8.2	2.5	n/a

Meeting the Fund objective

Since inception the Fund has outperformed its benchmark. Over the latest 10- and five-year periods, the Fund has underperformed 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 2023	30 Jun 2024
Cents per unit	48.3060	59.0784

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 June 2024 (updated quarterly)

Company	% of portfolio
British American Tobacco	8.3
Naspers & Prosus	8.1
AB InBev	6.4
AngloGold Ashanti	5.2
Sasol	5.1
Gold Fields	4.8
Mondi	4.3
FirstRand	4.2
Sappi	3.9
Anglo American	3.7
Total (%)	53.9

Total expense ratio (TER) and transaction costs (updated quarterly)

TER and transaction costs breakdown for the 1- and 3-year period ending 30 June 2024	1yr %	3yr %
Total expense ratio	1.18	1.18
Fee for benchmark performance	1.00	1.00
Performance fees	0.00	0.00
Other costs excluding transaction costs	0.03	0.03
VAT	0.15	0.15
Transaction costs (including VAT)	0.14	0.14
Total investment charge	1.32	1.32

Asset allocation on 30 June 2024

Asset class	Total
Net equities	1.9
Hedged equities	83.8
Property	0.8
Commodity-linked	0.0
Bonds	0.0
Money market and cash	13.4
Total (%)	100.0

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

Minimum	(September 2016) -3.6% ⁷
Average	4.6%
Maximum	(November 2018) 15.4%

7. 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.

In a welcome change from the recent past, the local market outperformed its global peers in the second quarter, as the uncertainty around the outcome of the South African national elections began to clear and a more centrist coalition government than some had initially feared emerged. The FTSE/JSE All Share Index added 8.2% for the quarter, reversing the losses it incurred in the first quarter and taking the year-to-date return to 5.8%. The FTSE/JSE Financials Index, which comprises mostly banks and insurers predominantly exposed to the domestic economy, was the main driver, rallying 17.8%. This came on the back of a rally in South African government bonds from depressed levels as yield differentials to both the US and emerging market peers (i.e. risk premiums) narrowed. The beleaguered rand strengthened by more than 3% versus the US dollar.

While the political developments were well-received by markets, there remains cause to temper some of the enthusiasm shown to date. If the formation of a coalition government proved difficult, the setting of policy priorities and ongoing decision-making may be harder still. Opposing ideologies between (and, in some cases, within) the various political parties add complexity. And parties outside of the coalition may have a destabilising effect as they exert their influence. Indeed, this has been the undoing of coalition agreements at a municipal level in the past.

Politics aside, the structural factors that contribute to our low-growth environment, including failing state-owned enterprises, weak law enforcement, skills shortages and expanding fiscal deficits, remain. It was these factors which ultimately undid the initial bout of Ramaphoria in 2018. Fast-forward to

2024, and these aspects are now partly captured by the valuations at which our local assets trade. Therefore, any improvements in this regard, off a lower base, may contribute to improved investment outcomes.

The Fund's return for the quarter was a disappointing -1.8%, which takes the year-to-date return to 3.0%.

Foremost amongst the detractors for the quarter were:

- An underweight position in Anglo American – a large share in the index. Heading into the second quarter, we did not have exposure to Anglo American. Instead, we preferred other miners like Glencore, South32 and African Rainbow Minerals. During the quarter, diversified miner BHP attempted a takeover of Anglo American. This saw the share rally by almost 20% in a single day at one point.
- An underweight exposure to local banks which performed strongly. Banks now account for nearly a quarter of the local index.
- A weak quarter for some of our higher-conviction, overweight positions including Sappi, Sasol, British American Tobacco and AB InBev.

This quarter, the Fund initiated new positions in Anglo American and Italtile, added to its existing AB InBev and Sasol holdings, and trimmed its exposure to MultiChoice and Nedbank.

Commentary contributed by Sean Munsie

Fund manager quarterly commentary as at 30 June 2024

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Management Company

Allan Gray Unit Trust Management (RF) (Pty) Ltd (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 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 (Pty) Ltd (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)11 301 6335 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. 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. Actual investor performance may differ as a result of the investment date, the date of reinvestment and applicable taxes.

Fund mandate

Funds may be closed to new investments at any time in order to be managed according to their mandates. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. The funds may borrow up to 10% of their 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, auditor's fees, bank charges and trustee fees. A schedule of fees, charges and maximum commissions is available on request from Allan Gray. For more information about our annual management fees, refer to the [frequently asked questions](#), available via the Allan Gray website.

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, Share Transactions Totally Electronic (STRATE) and FSCA Investor Protection Levy and VAT thereon) are shown separately. Transaction costs are necessary costs 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).

FTSE/JSE All Share Index, FTSE/JSE Capped Shareholder Weighted All Share Index, FTSE/JSE All Bond Index and FTSE/JSE Financials Index

The FTSE/JSE All Share Index, FTSE/JSE Capped Shareholder Weighted All Share Index, FTSE/JSE All Bond Index and FTSE/JSE Financials Index are calculated by FTSE International Limited ("FTSE") in conjunction with the JSE Limited ("JSE") in accordance with standard criteria. The FTSE/JSE All Share Index, FTSE/JSE Capped Shareholder Weighted All Share Index, FTSE/JSE All Bond Index and FTSE/JSE Financials Index are the proprietary information of FTSE and the JSE. All copyright subsisting in the values and constituent lists of the FTSE/JSE All Share Index, FTSE/JSE Capped Shareholder Weighted All Share Index, FTSE/JSE All Bond Index and FTSE/JSE Financials Index vests in FTSE and the JSE jointly. All their rights are reserved.

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