

Portfolio objective and benchmark

This Portfolio is for risk-averse institutional investors. It aims to offer superior returns to money market investments with limited capital volatility whilst striving for capital preservation over any two-year period. In terms of Allan Gray's risk-profiled range, this Portfolio has less risk of capital loss than the Balanced Portfolio. The benchmark is the Alexander Forbes 3-month Deposit Index plus 2% or CPI plus 3%.

Product profile

- Conservatively managed pooled portfolio.
- Investments selected from all asset classes.
- Investments may include foreign funds including, but not limited to, those managed by Orbis. Orbis is our global investment management partner which shares the same founder and investment philosophy as Allan Gray.
- We attempt to limit the risk of capital loss by holding shares with limited downside or attractive dividend yields and/or hedging stock market exposure.
- Modified duration of the fixed interest portfolio will be conservative.

Investment specifics

- This Portfolio is available as a linked policy issued by Allan Gray Life Limited available only to retirement funds.
- Minimum investment: R20m.
- Performance based fee/Fixed fee.

Compliance with Prudential Investment Guidelines

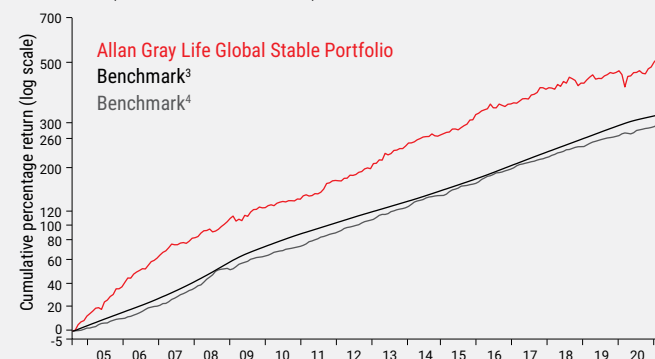
The Portfolio is managed to comply with Regulation 28 of the Pension Funds Act. Exposures in excess of the limits will be corrected immediately, except where due to a change in the fair value or characteristic of an asset, e.g. market value fluctuations, in which case they will be corrected within a reasonable time period. Allan Gray Life Limited does not monitor compliance with section 19(4) of the Pension Funds Act (item 6 of Table 1 to Regulation 28) on behalf of retirement funds invested in the pool.

Portfolio information on 30 June 2021

Assets under management	R5 330m
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Performance¹

Cumulative performance since inception⁵



% Returns ²	Portfolio	Benchmark ³	Benchmark ⁴
Since inception ⁵	11.4	9.0	8.6
Latest 10 years	9.6	8.0	8.1
Latest 5 years	7.1	8.3	7.3
Latest 3 years	5.8	7.7	6.8
Latest 2 years	7.7	7.0	6.4
Latest 1 year	11.7	5.5	7.7
Latest 3 months	1.6	1.4	1.6

Asset allocation on 30 June 2021

Asset class	Total	South Africa	Africa ex-SA	Foreign ex-Africa
Net equity	35.9	22.9	2.2	10.8
Hedged equity	15.9	5.0	0.0	10.9
Property	2.7	2.4	0.0	0.2
Commodity-linked	3.4	2.4	0.0	1.0
Bonds	35.1	27.1	3.1	4.9
Money market and bank deposits	7.1	3.7	0.7 ⁶	2.7
Total (%)	100.0	63.5	6.0	30.5

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

- Performance gross of local fees, net of foreign fees.
- Investment returns are annualised (unless stated otherwise), except for periods less than one year. Performance as calculated by Allan Gray as at 30 June 2021.
- Alexander Forbes 3-month Deposit Index plus 2%.
- CPI plus 3%. The return for June 2021 is an estimate.
- Since alignment date (1 August 2004).
- Including currency hedges.
- Underlying holdings of Orbis funds are included on a look-through basis.
- Includes holding in Prosus NV if applicable.

Top 10 share holdings on 30 June 2021 (SA and Foreign) (updated quarterly)⁷

Company	% of Portfolio
British American Tobacco	3.2
Naspers ⁸	3.0
Glencore	2.5
Sibanye Stillwater	1.4
Nedbank	1.4
Woolworths	1.4
Standard Bank	1.2
Taiwan Semiconductor Mfg.	1.1
Remgro	1.0
SPDR Gold Trust	1.0
Total (%)	17.2

The FTSE/JSE All Share Index (ALSI) consolidated the strong gains from the November low during the quarter. Global equities continue to trade near their recent highs.

Given the Portfolio's emphasis on capital preservation, the maximum net equity weighting is capped at 40%. The net equity position contributes to the Portfolio achieving its objective of outperforming cash. This naturally results in a large fixed income position in cash-like instruments and/or bonds of various durations: 15% of the Portfolio is currently invested in South African banking sector fixed income. The Portfolio also holds the equity of banks we find attractive, such as Standard Bank and Nedbank, which currently make up an additional 3.5% of the Portfolio.

The banking sector's returns, both equity and fixed income, are often impacted by the performance of South African government bonds, which make up 15% of the Portfolio, and the rand. Lower bond yields and a stronger rand are good for banks' relative performance, all else being equal. The performance of these assets is often closely interlinked. To manage this potential risk, the Portfolio has an allocation to offshore assets, Africa ex-SA and commodities like gold, as disclosed in the asset allocation table.

In addition, we can further diversify within local equities by holding attractive mining shares, such as Glencore and Sibanye-Stillwater, and dual-listed shares

such as Naspers and British American Tobacco, which might perform differently to local bonds and banking shares in certain scenarios. The dramatic sell-off in bonds, property and financial shares during Nenegate was a good example of the value this diversification brings to the portfolio.

A new position we have accumulated over the last year is Anheuser-Busch InBev (ANH), the world's largest brewer. The share has significantly underperformed since its overpriced acquisition of SABMiller in 2016. This underperformance accelerated during the pandemic sell-off over concerns about future beer sales and the company's substantial net debt. This gave us the opportunity to purchase a well-managed, high-quality, globally diversified business at an attractive valuation, which should benefit from a global reopening.

Since the onset of the pandemic, we have also used price weakness to increase our exposure to less cyclical domestic industrial shares, which generate good cashflow and will hopefully pay dividends despite the tough economy. These include retailers Woolworths, Pepkor, Pick 'n Pay and Cashbuild and food and beverage company AVI. These are all good businesses that have produced results which were far stronger than the market expected a year ago. The opportunity to increase the quality in the Portfolio at attractive valuations is exciting.

Fund manager quarterly commentary as at 30 June 2021

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Past performance is not indicative of future performance.

FTSE/JSE All Share Index

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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**