

Fund description and summary of investment policy

The Fund invests in shares listed on the Johannesburg Stock Exchange (JSE). The Fund is typically fully invested in shares. Returns are likely to be volatile, especially over short- and medium-term periods.

ASISA unit trust category: South African – Equity – General

Fund objective and benchmark

The Fund aims to create long-term wealth for investors. It aims to outperform the South African equity market over the long term, without taking on greater risk. To pursue its objective the Fund’s portfolio may differ materially from its benchmark. This will result in the Fund underperforming its benchmark materially at times. The Fund aims to compensate for these periods of underperformance by delivering outperformance over the long term. The Fund’s benchmark is the FTSE/JSE All Share Index including income.

How we aim to achieve the Fund’s objective

We seek to buy shares offering the best relative value while maintaining a diversified portfolio. We thoroughly research companies to assess their intrinsic value from a long-term perspective. This long-term perspective enables us to buy shares which are shunned by the stock market because of their unexciting or poor short-term prospects, but which are relatively attractively priced if one looks to the long term. We invest in a selection of shares across all sectors of the JSE, and across the range of large, mid and smaller cap shares.

Suitable for those investors who

- Seek exposure to JSE-listed equities to provide long-term capital growth
- Are comfortable with stock market fluctuation, i.e. short- to medium-term volatility
- Are prepared to accept the risk of capital loss
- Typically have an investment horizon of more than five years
- Wish to use the Fund as an equity ‘building block’ in a diversified multi asset class portfolio

Minimum investment amounts*

Initial lump sum per investor account	R50 000
Additional lump sum	R1 000
Debit order**	R1 000

*Lower minimum investment amounts apply for investments in the name of an investor younger than 18. Please refer to our website for more information.

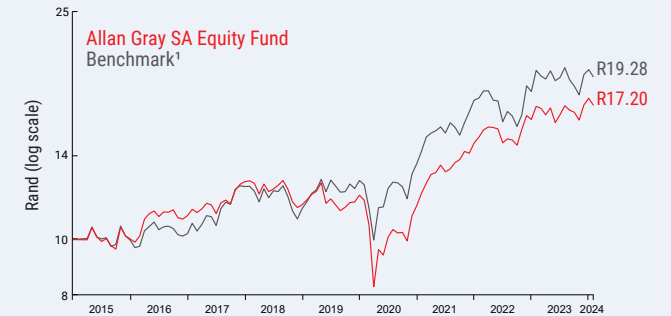
**Only available to investors with a South African bank account.

Fund information on 31 January 2024

Fund size	R3.9bn
Number of units	886 229
Price (net asset value per unit)	R436.57
Class	A

Performance net of all fees and expenses

Value of R10 invested at inception with all distributions reinvested



1. FTSE/JSE All Share Index including income (source: IRESS), performance as calculated by Allan Gray as at 31 January 2024.
2. This is based on the latest available numbers published by IRESS as at 31 December 2023.
3. Maximum percentage decline over any period. The maximum drawdown for the Fund occurred from 25 January 2018 to 23 March 2020 and maximum benchmark drawdown occurred from 17 January 2020 to 19 March 2020. 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 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 of the Fund. 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 31 March 2021 and the benchmark’s occurred during the 12 months ended 31 March 2021. The Fund’s lowest annual return occurred during the 12 months ended 31 March 2020 and the benchmark’s occurred during the 12 months ended 31 March 2020. All rolling 12-month figures for the Fund and the benchmark are available from our Client Service Centre on request.

% Returns	Fund	Benchmark ¹	CPI inflation ²
Cumulative:			
Since inception (13 March 2015)	72.0	92.8	56.5
Annualised:			
Since inception (13 March 2015)	6.3	7.7	5.2
Latest 5 years	7.9	10.6	5.0
Latest 3 years	12.6	10.5	6.1
Latest 2 years	6.7	4.4	6.2
Latest 1 year	0.4	-2.6	5.1
Year-to-date (not annualised)	-2.8	-2.9	0.0
Risk measures (since inception)			
Maximum drawdown ³	-44.3	-35.2	n/a
Percentage positive months ⁴	57.0	55.1	n/a
Annualised monthly volatility ⁵	14.9	14.9	n/a
Highest annual return ⁶	57.3	54.0	n/a
Lowest annual return ⁶	-32.0	-18.4	n/a

Fund history

The Allan Gray Equity Fund was managed in exactly the same way as this Fund from the inception of the Allan Gray Equity Fund on 1 October 1998, until March 2015, when the Allan Gray Equity Fund changed its mandate to include the ability to invest offshore. A combined history of the two funds since inception of the Allan Gray Equity Fund can be viewed [here](#).

Meeting the Fund objective

The Fund aims to outperform the South African equity market over the long term, without taking on greater risk. The Fund experiences periods of underperformance in pursuit of this objective. Since inception and over the latest five-year period, the Fund has underperformed its benchmark.

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.	30 Jun 2023	31 Dec 2023
Cents per unit	874.8755	949.678

Annual management fee

Allan Gray charges a fee based on the net asset value of the Fund. The fee rate is calculated daily by comparing the Fund's total performance for the day to that of the benchmark.

Fee for performance equal to the Fund's benchmark: 1.00% p.a. excl. VAT

For each annualised percentage point above or below the benchmark we add or deduct 0.2%. The maximum fee is uncapped and if the fee would have been negative, 0% will be charged for the day and the negative fee will be carried forward to reduce the next day's fee (and all subsequent days until the underperformance is recovered).

This means that Allan Gray shares in 20% of annualised performance relative to the benchmark.

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 31 December 2023 (updated quarterly)

Company	% of portfolio
AB InBev	7.7
British American Tobacco	7.5
Naspers & Prosus	5.6
Glencore	5.4
Mondi	5.0
Standard Bank	4.9
Woolworths	4.4
Nedbank	3.7
Remgro	3.3
FirstRand Bank	2.8
Total (%)	50.3

Sector allocation on 31 December 2023 (updated quarterly)

Sector	% of equities ⁷	% of ALSI ⁸
Financials	26.8	26.8
Basic materials	22.3	26.2
Consumer staples	21.9	10.9
Consumer discretionary	10.5	6.7
Industrials	7.3	5.3
Technology	5.9	12.2
Telecommunications	2.1	4.7
Healthcare	1.7	2.0
Real estate	1.2	4.0
Energy	0.4	1.2
Total (%)	100.0	100.0

7. Includes listed property.

8. FTSE/JSE All Share Index.

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

TER and transaction costs breakdown for the 1- and 3-year period ending 31 December 2023	1yr %	3yr %
Total expense ratio	0.26	0.71
Fee for benchmark performance	1.00	1.00
Performance fees	-0.78	-0.39
Other costs excluding transaction costs	0.01	0.01
VAT	0.03	0.09
Transaction costs (including VAT)	0.10	0.11
Total investment charge	0.36	0.82

Asset allocation on 31 January 2024

Asset class	Total
Net equity	94.2
Hedged equity	0.0
Property	1.1
Commodity-linked	1.0
Bonds	0.1
Money market & bank deposits	3.5
Total (%)	100.0

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

The Allan Gray SA Equity Fund returned 9% in rands in 2023, in line with its benchmark¹. Things look less impressive from an international perspective, as the Fund returned 0% in US dollars.

A year ago I wrote, "It seems like the tide has turned for government bonds, technology stocks and cryptocurrencies." I could not have been more mistaken. The yield on the US 30-year government bond is almost exactly where it started the year 2023, the Nasdaq is up 45% and trading at its all-time high, and the price of Bitcoin went up by 163% over the year. It's a good thing our approach to investing relies more on bottom-up fundamental analysis than on analysing market trends.

Very few of the market fears from a year ago have materialised. Despite the ongoing war in Ukraine and a new conflict in the Middle East, wheat and energy prices are lower than they were a year ago. The US saw some bank failures in March, but the crisis blew over quickly. Aside from China, property prices in most of the world have not fallen as much as we would have expected given higher interest rates. And even when it comes to China, the sharp slowdown in new building has surprisingly not led to a lower price for iron ore.

Since these factors can have a material impact on South African stocks, we remain cognisant of the global environment when looking at the local opportunity set. Here, there was no dominant theme – though it was a good idea to avoid platinum stocks. We largely managed this, with the exception of Sibanye-Stillwater, which was a detractor from performance.

We often saw a big discrepancy in performance within sectors. For example:

- Gold Fields gave a total return of 63%, but AngloGold gave only 9%.
- Mondi gave 31%, but investors in Sappi lost 5%.
- Investec gave 25%, but investors in Absa lost 9%.
- Fortress A, Fortress B, Shaftesbury and Hammerson all gave a total return of more than 30%, but Growthpoint and MAS PLC were both down more than 10%.
- Shoprite gave a total return of 25%, but Pick n Pay did -57%.

We think the stocks in the portfolio show good value and will provide reasonable returns in a range of macroeconomic outcomes. By way of example, AB InBev, our largest stock, is trading at almost 22 times consensus earnings for 2023. This is not an eye-watering multiple for a well-run company that converts most of its earnings to cash, but if the share price stays where it is, the multiple should come down with strong earnings growth over the next two years.

For the 12 months to the end of December 2023, the contributors to performance were overweight positions in AB InBev and Mondi and underweight positions in platinum stocks and Anglo American. The detractors from performance were overweight positions in British American Tobacco and Sibanye-Stillwater.

In the final quarter of 2023, the Fund returned 6%, lagging its benchmark which returned 7%.

During the quarter, we bought shares in British American Tobacco and AB InBev, and we reduced our positions in Glencore and Mondi.

Commentary contributed by Jacques Plaut

Fund manager quarterly commentary as at 31 December 2023

1. FTSE/JSE All Share Index including income

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Information and content

The information in and content of this publication are provided by Allan Gray as general information about the company and its products and services. Allan Gray does not guarantee the suitability or potential value of any information or particular investment source. The information provided is not intended to, nor does it constitute financial, tax, legal, investment or other advice. Before making any decision or taking any action regarding your finances, you should consult a qualified financial adviser. Nothing contained in this publication constitutes a solicitation, recommendation, endorsement or offer by Allan Gray; it is merely an invitation to do business. Allan Gray has taken and will continue to take care that all information provided, in so far as this is under its control, is true and correct. However, Allan Gray shall not be responsible for and therefore disclaims any liability for any loss, liability, damage (whether direct or consequential) or expense of any nature whatsoever which may be suffered as a result of or which may be attributable, directly or indirectly, to the use of or reliance on any information provided. Allan Gray is an authorised financial services provider.

Management Company

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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. Movements in exchange rates may also cause the value of underlying international investments to go up or down. 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 dividend withholding tax.

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 and FTSE/JSE Mid Cap Index

The FTSE/JSE All Share Index, FTSE/JSE Capped Shareholder Weighted All Share Index and FTSE/JSE Mid Cap 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 and FTSE/JSE Mid Cap 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 and FTSE/JSE Mid Cap Index vests in FTSE and the JSE jointly. All their rights are reserved.

MSCI Index

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Important information for investors

Need more information?

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**

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

Minimum investment amounts*

Initial lump sum per investor account	R50 000
Additional lump sum	R1 000
Debit order**	R1 000

*Lower minimum investment amounts apply for investments in the name of an investor younger than 18. Please refer to our website for more information.

**Only available to investors with a South African bank account.

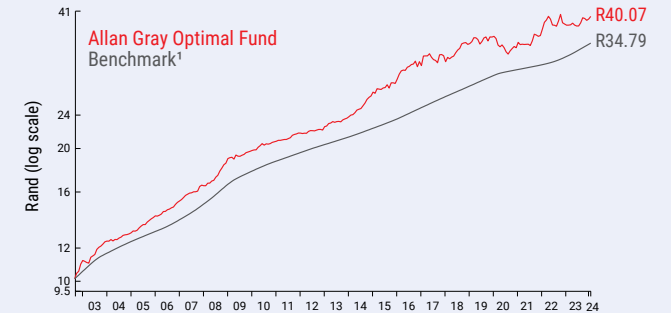
Fund information on 31 January 2024

Fund size	R0.8bn
Number of units	22 162 850
Price (net asset value per unit)	R23.06
Class	A

1. The daily interest rate as supplied by FirstRand Bank Limited (source: FirstRand Bank), performance as calculated by Allan Gray as at 31 January 2024.
2. This is based on the latest available numbers published by IRESS as at 31 December 2023.
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)	300.7	247.9	198.1
Annualised:			
Since inception (1 October 2002)	6.7	6.0	5.3
Latest 10 years	5.5	5.1	5.2
Latest 5 years	2.9	4.6	5.0
Latest 3 years	4.7	4.8	6.1
Latest 2 years	3.4	5.9	6.2
Latest 1 year	4.8	7.3	5.1
Year-to-date (not annualised)	1.4	0.6	0.0
Risk measures (since inception)			
Maximum drawdown ³	-10.2	n/a	n/a
Percentage positive months ⁴	73.4	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 and over the latest 10-year period, the Fund has outperformed its benchmark. Over the latest five-year period, 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.	30 Jun 2023	31 Dec 2023
Cents per unit	44.7117	48.3060

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 31 December 2023 (updated quarterly)

Company	% of portfolio
British American Tobacco	8.7
AB InBev	6.2
Mondi	5.3
Sasol	5.1
Gold Fields	4.8
Standard Bank	4.4
Nedbank	3.7
MTN	3.5
Sappi	3.5
AngloGold Ashanti	3.5
Total (%)	48.8

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

TER and transaction costs breakdown for the 1- and 3-year period ending 31 December 2023	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)	0.08	0.12
Total investment charge	1.26	1.30

Asset allocation on 31 January 2024

Asset class	Total
Net equities	1.8
Hedged equities	82.7
Property	1.5
Commodity-linked	0.0
Bonds	0.0
Money market and bank deposits	14.1
Total (%)	100.0

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

Minimum	(September 2016) -3.6% ⁷
Average	4.7%
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.

Central bank actions and speculation on the future path of interest rates continue to have an outsized influence on the prices of risk assets globally. This was particularly evident during the last quarter of 2023 when the market perceived the US Federal Reserve's message that it is now near the end of its rate hiking cycle as a signal that a series of prolonged cuts is now imminent, despite this running contrary to the continued "higher for longer" rhetoric from monetary authorities. This has led to a substantial rally in developed market bond yields which has fed through to local stock and bond prices. As a result, the FTSE/JSE Capped SWIX All Share Index ended the year with an annual return of 7.9%, a marked improvement from the year-to-date return of -0.3% at the end of September 2023.

As we enter 2024, it remains to be seen whether market expectations of sustainably lower global inflation together with moderate economic growth, as experienced prior to the COVID-19 pandemic, will be realised. Continued price increases ahead of targeted levels in the stickier components of the inflationary basket, such as wages and services, suggest interest rates may have to remain in restrictive territory for longer than currently anticipated – outside of a rapid slowing in economic growth. The "stagflation" scenario would present a challenging backdrop for equity prices.

The Fund's 2.7% return for the year ending 31 December 2023 is disappointing in absolute terms and relative to competing asset classes such as local cash and bonds. 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 returns are determined by the performance of the underlying shares in the portfolio relative to the stock market index and the level of short-term interest rates. The Fund's more bearish positioning in terms of stock selection with a bias towards more "value-type" shares as well as its overall net equity weight has been a headwind to performance in this environment. Performance did improve during the second half of the year – with returns marginally ahead of the cash benchmark.

Overweight positions in Sasol and British American Tobacco relative to the underlying index were among the largest detractors from performance. Both trade on undemanding valuations which, in our view, should more than compensate an investor for taking on potential longer-term earnings sustainability concerns around elements of their businesses. Contributors to the Fund's return included AB InBev, Mondi and exposure to gold shares.

Other notable positions at the end of 2023 include overweight exposures to Sappi and select local industrial shares, including retailers and food producers. These positions are offset by corresponding underweights in diversified miners, Naspers/Prosus and local banks.

During the quarter, the Fund added to its existing holdings in MultiChoice, AngloGold Ashanti and Sasol while reducing its exposure to Bell Equipment, Sanlam and Nedbank.

Commentary contributed by Sean Munsie

Fund manager quarterly commentary as at 31 December 2023

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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 and FTSE/JSE All Bond Index

The FTSE/JSE All Share Index, FTSE/JSE Capped Shareholder Weighted All Share Index and FTSE/JSE All Bond 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 and FTSE/JSE All Bond 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 and FTSE/JSE All Bond Index vests in FTSE and the JSE jointly. All their rights are reserved.

Important information for investors

Need more information?

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**

Fund description and summary of investment policy

The Fund invests in South African interest bearing securities. Securities include national government, parastatal, municipal, corporate bonds and money market instruments. The Fund price is sensitive to interest rate movements because of the long-term nature of the Fund's investments. The duration of the Fund may differ materially from the benchmark. The Fund is managed to comply with investment limits governing retirement funds.

ASISA unit trust category: South African – Interest Bearing – Variable Term

Fund objective and benchmark

The Bond Fund's goal is to deliver returns that exceed inflation and cash over the long term, without taking on undue risk. The Fund's benchmark is the FTSE/JSE All Bond Index.

How we aim to achieve the Fund's objective

We try to balance credit risk, duration risk and liquidity risk when selecting investments. We target total returns for investors rather than trying to mirror the returns of the FTSE/JSE All Bond Index. When we cannot find value in the bond markets, our portfolio will be weighted towards cash to achieve better returns.

Suitable for those investors who

- Seek a bond 'building block' for a diversified multi-asset class portfolio
- Are looking for returns in excess of those provided by money market or cash investments
- Are prepared to accept more risk of capital depreciation than in a money market or cash investment

Minimum investment amounts*

Initial lump sum per investor account	R50 000
Additional lump sum	R1 000
Debit order**	R1 000

*Lower minimum investment amounts apply for investments in the name of an investor younger than 18. Please refer to our website for more information.

**Only available to investors with a South African bank account.

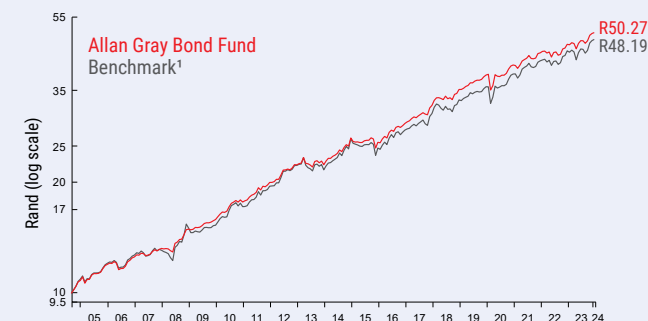
Fund information on 31 January 2024

Fund size	R7.8bn
Number of units	633 725 722
Price (net asset value per unit)	R10.23
Modified duration	4.2
Gross yield (before fees)	11.1
Class	A

- FTSE/JSE All Bond Index (source: IRESS), performance as calculated by Allan Gray as at 31 January 2024.
- This is based on the latest available numbers published by IRESS as at 31 December 2023.
- Maximum percentage decline over any period. The maximum drawdown occurred from 27 February 2020 to 24 March 2020 and maximum benchmark drawdown occurred from 26 February 2020 to 23 March 2020. Drawdown is calculated on the total return of the Fund/benchmark (i.e. including income).
- The percentage of calendar months in which the Fund produced a positive monthly return since inception.
- 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.
- 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 31 January 2015 and the benchmark's occurred during the 12 months ended 31 January 2015. The Fund's lowest annual return occurred during the 12 months ended 31 January 2016 and the benchmark's occurred during the 12 months ended 31 January 2016. 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 2004)	402.7	381.9	183.2
Annualised:			
Since inception (1 October 2004)	8.7	8.5	5.6
Latest 10 years	8.5	8.4	5.2
Latest 5 years	7.3	7.8	5.0
Latest 3 years	6.9	7.4	6.1
Latest 2 years	6.5	6.9	6.2
Latest 1 year	7.5	7.3	5.1
Year-to-date (not annualised)	0.5	0.7	0.0
Risk measures (since inception)			
Maximum drawdown ³	-18.9	-19.3	n/a
Percentage positive months ⁴	71.6	68.5	n/a
Annualised monthly volatility ⁵	5.9	7.5	n/a
Highest annual return ⁶	18.0	21.2	n/a
Lowest annual return ⁶	-2.6	-5.6	n/a

Meeting the Fund objective

Since inception and over the latest 10-year period, the Fund has outperformed its benchmark. Over the latest five-year period, the Fund has underperformed its benchmark. The Fund has provided returns in excess of CPI inflation for all three periods. The Fund aims to take no greater risk than its benchmark. The maximum drawdown and lowest annual return numbers, in the 'Performance net of all fees and expenses' table, show that the Fund has successfully reduced downside risk in periods of negative market returns.

Income distributions for the last 12 months

Actual payout, the Fund distributes quarterly	31 Mar 2023	30 Jun 2023	30 Sep 2023	31 Dec 2023
Cents per unit	24.7203	26.0679	25.7014	26.6398

Annual management fee

A fixed fee of 0.5% p.a. excl. VAT

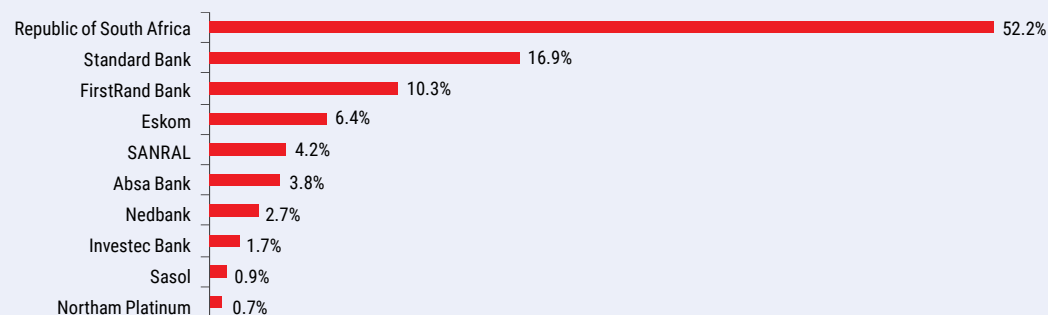
Total expense ratio (TER) and transaction costs (updated quarterly)

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.

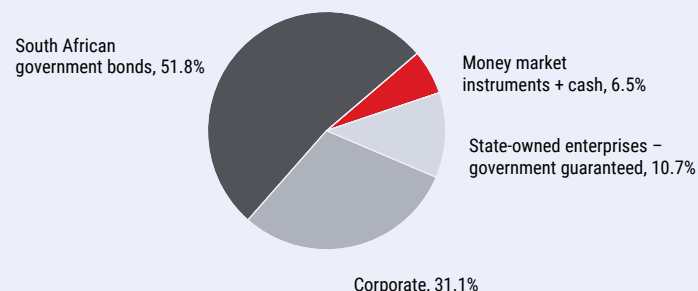
TER and transaction costs breakdown for the 1- and 3-year period ending 31 December 2023	1yr %	3yr %
Total expense ratio	0.59	0.49
Fee for benchmark performance*	0.50	0.42
Performance fees*	0.00	0.00
Other costs excluding transaction costs	0.01	0.01
VAT	0.08	0.06
Transaction costs (including VAT)	0.00	0.00
Total investment charge	0.59	0.49

*On 1 December 2021, the Fund's annual management fee changed from the previous performance-based fee to the current fixed fee of 0.5% p.a. excl. VAT.

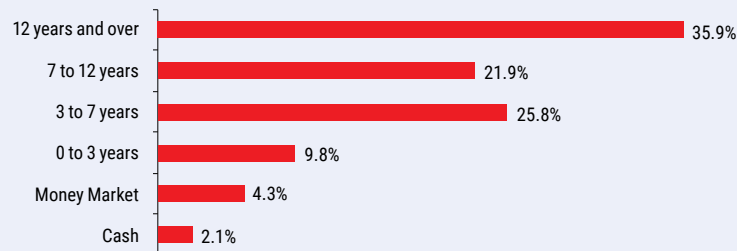
Top 10 credit exposures on 31 January 2024



Asset allocation on 31 January 2024



Maturity profile on 31 January 2024



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

2023 was another volatile year for bonds both locally and offshore. When measured from the price high in January 2023 to the price low in late September 2023, the SA 20-year government bond fell from a price of 81 cents down to 69 cents on the rand, or a 15% clean price deterioration. While interest coupons cushioned just over half of that drawdown for bondholders, it was still undoubtedly a tumultuous period for the fixed interest market. When performing the same calculation for US Treasury bonds of an equivalent maturity over that period, the returns were similar even when measured in rand terms. For much of the year, there was simply no safe place to hide for a long-duration fixed-rate bondholder, highlighting the current importance of diversified fixed interest exposure across floating-rate paper, inflation-linked bonds, and money market instruments, as is held in the Fund at attractive yields.

In the final quarter of 2023, US and SA bonds staged a recovery from those pricing lows. Part of the rationale underlying this move is that the market is eagerly anticipating the start of the US Federal Reserve's (the Fed's) interest rate cutting cycle, with expectations for the overnight rate to fall from 5.5% to closer to 4% over the course of 2024. Fed chairman Jerome Powell does not explicitly endorse such an outlook, instead emphasising his desire to pause and evaluate the impact of higher borrowing costs on the US economy and to assess whether inflation is falling back to the Fed's 2% target. What is interesting beyond this is that 4% is still a healthy US dollar yield and one that has not been enjoyed by US fixed interest investors since 2007. Additionally, 4% is certainly not a return that the FTSE/JSE All Bond Index has been able to deliver over the last five to 10 years in US dollar terms.

Would such a move in the US to short-term rates of 3-4% entice foreign investors to participate in our local market to the degree that they did from 2012 to 2018 when they desperately hunted for a decent yield in a world of virtually zero percent rates? This uncomfortable question hangs in the balance for many emerging market (EM), African and frontier sovereigns who became accustomed to issuing a large quantum of debt into a world abundant with easy capital. As higher developed market rates and large offshore deficits have drained these flows from the periphery of financial markets, the issue of scarcity of capital has taken centre stage. Only when the tide goes out do you learn who has been swimming naked, and several African and EM sovereigns have met their debt demise in the last few years as capital flows wash into the core of financial markets and expose the fragility of fiscal accounts in the periphery.

Another reason for the partial recovery in SA government bonds in November was the delivery of the Medium-Term Budget Policy Statement. Despite a projected deterioration in SA debt to 75% of GDP in the 2023/2024 financial year, the bond market took comfort from the suggestion that Treasury will not raise rand fixed-rate and inflation-linked bond issuance to the degree that they can avoid doing so.

Yields promptly fell, although the curve did steepen to reflect heightened long-term fiscal risks. Whether or not fixed-rate bond auction sizes will be increased has become a key issue given that the local savings pool is highly saturated with government paper versus history, which has put upward pressure on yields.

Important to note is that local debt issuance targets did increase by 15% in FY2023/2024 versus the February 2023 Budget projection, but this will be met with increased Treasury Bill and floating-rate note auctions, as well as with the issuance of the new RSA Sukuk bond in Q4 2023 which was largely taken up by local banks to be held as high-quality liquid assets against their Shari'ah deposit liabilities. For the financial year starting 1 March 2024, issuance is projected to rise by another 11% and then another 13% in the year thereafter. Without a return of significant foreign capital flows, this will require the local savings pool to increase their sovereign debt holdings further. Treasury has asserted that in order to avoid raising issuance in the sacred cow arena of fixed-rate bonds, they will instead continue to utilise the floating-rate funding tool (a shorter-dated note with five-year to seven-year refinancing risks) as well as begin to issue inaugural rand green bonds. It remains to be seen what form the green bonds will take and whether the local savings pool demand will be sufficient to meet supply. While these tools represent a diversification of funding *tools*, they do not represent a diversification of funding *sources*.

Where the Treasury has made positive inroads in terms of diversifying their funding sources and lowering their debt financing costs is via the avoidance of the expensive offshore Eurobond capital markets. Treasury has been absent from the Eurobond market since early 2022 and has instead made significant progress in replacing that foreign debt with lower-cost financing from sources like the International Monetary Fund, German state-owned development bank, and the Government of Canada. This is commendable and speaks to the strength of our National Treasury in managing our debt mix and profile despite the mounting burden that is placed upon them, with available government cash balances estimated to have fallen intra-month in early December 2023 to below R100bn, or a 13-year low, after repaying a large inflation-linked bond maturity.

In the fourth quarter of 2023, the Fund maintained its relative duration positioning and extended its money market maturities into the five-year space to lock in cash rates of 10% at a high point in the interest rate cycle.

Commentary contributed by Thalia Petousis

Fund manager quarterly commentary as at 31 December 2023

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Allan Gray is an authorised financial services provider.

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.

Yield

The Allan Gray Bond Fund yield is current, calculated as at month-end.

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.

Total expense ratio (TER) and transaction costs

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Compliance with Regulation 28

The Fund is managed to comply with Regulation 28 of the Pension Funds Act 24 of 1956 (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 the prescribed regulatory time period. The Management Company does not monitor compliance by retirement funds with section 19(4) of the Pension Funds Act (item 6 of Table 1 to Regulation 28).

FTSE/JSE All Bond Index

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