

Product Disclosure Statement

ALLAN GRAY AUSTRALIA EQUITY FUND – CLASS A

5 SEPTEMBER 2016

CONTRARIAN

Investing in companies that are out of favour with the majority of investors.

LONG-TERM

Evaluating investment opportunities as would a long-term owner of a business.

FUNDAMENTAL

Focusing on factors affecting a company's underlying business rather than macro-economic variables such as economic growth and currency rates.

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CONTACT DETAILS

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Sending instructions

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WHAT IS THIS DOCUMENT?

This **Product Disclosure Statement** (PDS) dated 5 September 2016 is a summary of significant information regarding Class A units in the Allan Gray Australia Equity Fund. It contains a number of references to important information in the Allan Gray Information Booklet that forms part of this PDS. You can access the Information Booklet on the Allan Gray website (www.allangray.com.au) or request a copy free of charge by calling us. You should consider these documents before making a decision about the Fund.

In this PDS, a reference to units in the Fund is a reference to Class A units in the Fund.

The information in these documents is of a general nature only and does not take into account a person's personal financial situation or needs. You should obtain financial advice tailored to your personal circumstances before investing in the Fund.

This PDS is intended for investors residing in Australia. If you are not resident in Australia, it is your responsibility to comply with the laws of where you are from or living if you decide to invest in the Fund.

The Fund has been approved under section 65 of the Collective Investment Schemes Control Act 2002 and can be promoted in South Africa. The Fund may also be offered to New Zealand investors under Subpart 6 of Part 9 of the Financial Markets Conduct Act 2013. Before investing, South African and New Zealand investors must read the additional information document for their jurisdiction.

US Persons are not generally permitted to invest in the Fund. However, we will accept applications from US Persons who are genuinely residents in Australia, New Zealand or South Africa. The Fund is not a recognised or authorised collective investment scheme for the purpose of the United Kingdom's Financial Services and Markets Act 2000 and not marketed in the European Economic Area (EEA). Residents in the EEA can only invest under certain circumstances as determined by, and in compliance with, applicable law.

We may update this PDS with changes that are not materially adverse via disclosure on our website.

1. ABOUT EQUITY TRUSTEES LIMITED

Equity Trustees Limited (EQT)

EQT, a company listed on the Australian Securities Exchange (ASX), is the Fund's responsible entity and issuer of this Product Disclosure Statement. EQT's responsibilities and obligations as the Fund's responsible entity are governed by the Fund's Constitution, the Corporations Act and general trust law.

Allan Gray Australia Pty Limited (Allan Gray)

EQT has appointed Allan Gray to invest and manage the Fund's assets according to the investment guidelines in this PDS. Allan Gray is an Australian incorporated company with its main office in Sydney. Allan Gray's ultimate owners are

current staff, Dr Simon Marais' family interests and the Orbis Group. Additional information about Allan Gray in Australia is available at www.allangray.com.au

Dr Marais was the former Managing Director of Allan Gray and one of its initial shareholders. The Orbis Group is a global fund manager which was established in 1989 and founded by Dr Allan WB Gray, who also founded Allan Gray Proprietary Limited in South Africa (AGL). As such, Allan Gray in Australia, the Orbis Group and AGL all share the same investment approach and philosophy, and together manage combined assets of over AUD 85 billion as at the end of December 2015.

2. HOW THE ALLAN GRAY AUSTRALIA EQUITY FUND WORKS

The Fund is a managed investment scheme or unit trust, registered with the Australian corporate regulator, the Australian Securities and Investments Commission (ASIC). Unit trusts are vehicles that allow investors to pool their money with other investors. An investment manager (in this case Allan Gray) then manages the money. Allan Gray manages the pooled money in accordance with the investment guidelines set out in section 5 'How we invest your money'.

Interest that members acquire

When you invest, you buy Class A units in the Fund and become a member or unit holder. These units give you a beneficial interest in the Fund. You do not, however, have any entitlement to any particular part of the Fund or its assets and you are not entitled to participate in the management or operation of the Fund (except through investor meetings). Your return will mirror the return of the Fund's underlying investments, after expenses.

There are three ways to invest in the Fund:

- by completing the application form attached to this PDS
- through a platform that offers the Fund as an investment option (see section 1.7 of the Information Booklet), or
- through your stockbroker via mFund. Investing using mFund means that you can only transact (i.e. buy or redeem units in the Fund) through your stockbroker. Please contact us or your stockbroker if you require more information about the mFund process or see section 1.10 of the Information Booklet.

Pricing of the Fund

Units in the Fund are priced daily based on Class A's share of the Fund's net asset value. The price of the units will vary as the market value of the Fund's assets rise or fall.

When you invest in the Fund, you will be allocated units at the Class A application (entry) price for the Business day on which we process your application. When you redeem (withdraw), we will redeem your units at the Class A redemption (exit) price for the Business day on which we process your redemption request. The Class A application

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and redemption price has a buy/sell spread built in. The buy/sell spread is designed to protect existing investors by ensuring that those who invest in, or redeem from, the Fund cover the cost of buying or selling the Fund's underlying securities. EQT estimates this cost to be 0.20% of the cost of a unit when investing or redeeming.

Income distribution frequency and calculation

The Fund intends to distribute its distributable income (if any) on 30 June each year. The Fund's Constitution allows the Fund to make additional distributions.

What is an income distribution?

An income distribution is the payment of the Fund's distributable income to investors. It may include interest, dividends, and realised capital gains. Your distribution is the sum of your proportional entitlement to the Fund's distributable income and will be different from year to year.

Distribution options

You can choose to have your distributions reinvested in the Fund or credited directly to your nominated Australian bank account. If you do not have an Australian bank account (for example, if you are a South African or New Zealand investor), your distributions will be automatically reinvested. Distribution payments to the nominated bank account are generally made within 10 Business days after the end of the distribution period. No buy/sell spread applies on distributions that are reinvested.

Before investing in the Fund, New Zealand investors must read the 'Information for New Zealand investors' document, which provides more information about how the Fund's distribution reinvestment terms apply to you.

Minimum investment and redemption amounts and the cut-off times for processing transactions

Initial investments	Minimum of AUD 10,000 or set up a regular savings plan of at least AUD 500 per month. See section 8 'How to apply'.
Regular savings plan	Minimum of AUD 500 per month
Additional investments	Minimum of AUD 1,000 and/or at least AUD 500 per month through the regular savings plan. See section 8 'How to apply'.
Redemption	No minimum, except if you are redeeming through a regular redemption plan, a minimum of AUD 500 per month applies. We normally pay redemption proceeds within seven Business days after receipt of a valid redemption request. Under some circumstances, such as if there is a freeze on redemptions, you may not be able to redeem from the Fund when you wish to.
Processing applications or redemptions (cut-off times)	If we receive all applicable application or redemption documents before or on 2pm (Sydney time) on a Business day, we will process the transaction using that day's application or redemption price. Requests received after 2pm (Sydney time) on a Business day or non-Business day will generally be treated as having been received before the cut-off time on the next Business day. Different cut-off times apply if you are transacting via mFund. Please contact Client Services or your stockbroker for more information. See section 8 'How to apply'.

You should read the important information about:

- (1) your general rights and obligations, the Fund's Constitution and our responsibilities, and
- (2) investing, managing and redeeming your investment, in the Information Booklet before making a decision.

Go to www.allangray.com.au/documents/infobook.pdf for a copy of the Information Booklet. The material relating to your rights and obligations dealing with the acquisition and disposal of units may change between the time when you read this PDS and the day when you acquire units in the Fund.

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3. BENEFITS OF INVESTING IN THE ALLAN GRAY AUSTRALIA EQUITY FUND

Significant features of the Fund

Please consider whether the expected Fund characteristics below suit your investment needs and if you are comfortable with the risks of investing in the Fund. If you are in any doubt, please seek professional advice before investing.

Access to a contrarian investment approach

The Fund's investment approach sees it looking to buy securities that offer long term value that are currently unpopular with the general investment community and financial press, or are not well known to the financial community. These securities are often underpriced by the market because sellers significantly outnumber buyers.

In these circumstances, Allan Gray is often early when buying such securities, which means that the Fund may experience some fluctuations or volatility. Allan Gray believes that these fluctuations are unfortunately necessary to gain the upside when the sharemarket recovers.

Benchmark-unaware and high conviction

Allan Gray will not buy a security simply because it is in the S&P/ASX 300 Accumulation Index (Benchmark) – it has to offer value as an investment. Allan Gray will also buy significant positions in securities that it believes may offer outstanding value even if these securities are not in the Benchmark.

Defined investment restrictions

The Fund has detailed investment restrictions/limits. The Fund is unable to purchase investments that are outside these restrictions.

Focused on the longer term

The Fund's investments are based on research which has a long term focus of five to ten years.

Fully invested

The Fund aims to be fully invested in the sharemarket so that there are no prolonged periods where it will hold more than 10% of its assets in cash.

Significant benefits of the Fund

The Fund has two significant benefits, both related to the Fund's aim to be fully invested in Australian equities at all times.

1. Real returns

The Fund focuses on buying investments that Allan Gray believes will offer long term value. Long-term investing in equities should provide an investor with a return that beats the risk-free interest rate (cash) as well as returns that beat inflation.

2. The value that Allan Gray adds

The Fund aims to outperform the Australian sharemarket, and in particular, the Benchmark through the Allan Gray investment philosophy. If this is achieved, an investor could benefit from returns that are above both inflation and the overall sharemarket. Read more about this philosophy in Section 5 'How we invest your money'.

4. RISKS OF MANAGED INVESTMENT SCHEMES

All investments carry risk. Different investment strategies may carry different levels of risk, depending on the assets that make up the strategy. Assets with the highest long term returns may also carry the highest level of short-term risks. This page highlights the significant risks you should consider when deciding whether to invest in the Fund. You may want to consider these risks in light of your risk profile. Your risk profile will vary depending on a range of factors, including your age, the investment time frame (how long you wish to invest for), your other investments or assets, and your risk tolerance.

We do not guarantee the liquidity of the Fund's investments, an investment in the Fund, repayment of capital or any rate of return, or the Fund's investment performance. You may lose money by investing in the Fund or your investment in the Fund may not meet your objectives.

In addition, we do not offer advice that takes into account your personal financial situation, including advice about whether the Fund is suitable for your circumstances. If you require personal financial advice, you should contact a licensed financial adviser.

Sharemarket and individual investment risks

Sharemarkets and investments are generally volatile. As the Fund aims to be fully invested, the value of your investment in the Fund may fluctuate with the sharemarket. In addition, losses for the Fund may also not be linked to the sharemarket's overall returns. Such losses can arise for reasons specific to a company (e.g. a change in management) or if Allan Gray makes investment decisions resulting in poor returns.

Fund risk

The Fund could terminate, laws affecting registered managed investment schemes may change in the future, EQT or Allan Gray could become insolvent, and the fees and expenses could materially change. Investing in the Fund may give different results than investing directly in securities because of income or capital gains accrued in the Fund and because of investors redeeming from the Fund.

Liquidity risk

The Fund may, at times, buy securities which have limited levels of liquidity. Abnormal or difficult market conditions, inadequate market depth or disruptions to financial markets may result in normally liquid assets becoming illiquid or less liquid. As such, it may not be possible to sell the Fund's investments in time to pay unexpected large redemptions or there could be a significant delay before redemptions are paid. The ability to redeem may be suspended in the interests of all the investors in the Fund, even if other assets of the Fund may be readily sold.

Contractual risk

The Fund's counterparties may default on a transaction or the Fund's custodian may become insolvent. If this occurs, there may be additional costs or time delays associated with settling

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a transaction or appointing another custodian. This may have an effect on your ability to invest in, or redeem from, the Fund.

Derivatives risk

The Fund's derivatives exposure is predominantly limited to buying ASX-listed futures contracts to maintain the Fund's exposure to the ASX pending a decision on how to invest the Fund's cash. Trading in futures contracts does expose the Fund to the following risks:

- the loss of value because of a sudden price move
- potential illiquidity of the futures contract, or
- the inability of the Fund or the counterparty to meet margin payments.

Key personnel risk

The Fund depends on the expertise of Allan Gray and its employees. The Fund's performance could be negatively affected if Allan Gray does not retain key employees.

5. HOW WE INVEST YOUR MONEY

Fund investment profile

Benchmark

S&P/ASX 300 Accumulation Index.

Investment objective

To seek long term returns that are higher than the Benchmark.

Investment approach

Contrarian - Long-term - Fundamental

Investment exposure

Predominantly Australian listed securities.

Strategy

The Fund employs the Allan Gray investment philosophy to

search for ASX investments based on defined investment restrictions (see Asset allocation).

Investor profile

Before you invest, you should consider the likely investment returns, the risk and your investment timeframe.

Minimum suggested time frame

More than five years.

Risk level

High risk.

Investor suitability

The Fund is suitable for investors:

- looking for a contrarian investment style exposure to the Australian sharemarket
- who are able to take a long term view, and
- who can endure performance fluctuations.

The Allan Gray investment philosophy

The Allan Gray philosophy covers three main principles – Contrarian, Long-term and Fundamental:

- **Contrarian** – we invest in companies that the broking community often dislike and that the press often vilify, but only if we believe the company offers value as an investment.
- **Long term** – we focus on understanding a company's intrinsic value, rather than trying to forecast the next share price move.
- **Fundamental** – we concentrate on understanding the underlying business fundamentals (such as competitive position and sensible management) rather than macro-economic variables.

Asset allocation

Allan Gray will implement the above strategy by adhering to the following investment restrictions. These restrictions are measured at a Fund level, and not at a class level.

1. Weights	The Fund's weight for a specific share shall not exceed that share's weight in the Benchmark by more than 10 percentage points.
2. Holdings	The Fund will not hold more than 10% of a company's issued voting shares.
3. Listed securities	No more than 10% of the Fund's net asset value may be invested in securities which are not traded on or under the rules of a sharemarket, and only where there is an expectation that the securities will be listed or convertible into listed securities within 12 months of acquisition.
4. Exposure	Allan Gray may not actively reduce the effective share exposure to below 90% of the Fund's net asset value.
5. No leverage	The effective share exposure shall not exceed 100% of the Fund's net asset value.
6. Options	No more than 5% of the Fund's net asset value may be invested in call options.
7. Derivatives	The Fund may invest no more than 10% of its net asset value in listed futures contracts for the primary purpose of managing liquidity and only if the underlying exposure is fully covered by cash or money market instruments.
8. Borrowing	The Fund has never borrowed and cannot borrow unless it is to meet unexpected large redemptions. Borrowing is limited to 10% of the Fund's net asset value and must be repaid within 90 days.
9. Investment grade	Any investment by the Fund in interest-bearing non-equity linked securities is restricted to Investment Grade Securities.

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Additional information about the investment restrictions

The restrictions are measured at the time of investment. If the Fund invests in equity linked securities, or in shares of a collective investment scheme (CIS), or a private holding company, the investment restrictions explained in rows (2) and (3) of the table on the previous page shall be interpreted by 'looking through' to the underlying investments, where appropriate. CIS investments will only be made if the CIS is subject to the same regulatory requirements as the Fund and the Fund will not invest in fund of funds or feeder funds. It is not necessary for Allan Gray to make changes to the Fund's investments to adjust for subsequent market fluctuations or other subsequent events in order to remain within these investment restrictions.

In addition, historically, no more than 2% of the Fund's net asset value has been invested in unlisted call options (see restriction (6) in the table on page 5). These call options were received as part of a larger corporate action (for example, rights issues or placements) and the Fund plans to continue to accept options that are received in such circumstances. Allan Gray will typically only invest in unlisted securities or call options if the issuer has another class of ASX-listed securities on issue.

Allan Gray is allowed to make an investment which is not consistent with the investment restrictions if EQT and Allan Gray agree that the investment is not a material departure from the investment restrictions. It shall not be considered a breach of restriction (7) if the derivatives exposure is more than 10% for less than three consecutive days and the increase is due to circumstances not reasonably foreseeable.

Labour standards, environmental, social or ethical considerations (ESG)

ESG considerations are only taken into account to the extent that they may have a material impact on the long term financial value of an investment. Allan Gray has no formal ESG policy and has not developed a methodology or weighting system for considering how ESG impacts an investment decision.

6. FEES AND COSTS

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long term returns.

For example, total annual fees and costs of 2% of your fund balance rather than 1% could reduce your final return by up to 20% over a 30 year period (for example, reduce it from AUD 100,000 to AUD 80,000).

You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs. You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask the Fund or your financial adviser.

To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website (www.moneysmart.gov.au) has a managed fund calculator to help you check out different fee options.

The table below can be used for comparison against other funds. The ASIC website managed fund calculator can be used to calculate the effect of fees and costs on account balances.

Type of fee or cost	Amount
Fees when your money moves in or out of the Fund	
Establishment fee (the fee to open your investment)	Nil
Contribution fee (the fee on each amount contributed to your investment)	Nil
Withdrawal fee (the fee on each amount you take out of your investment)	Nil
Exit fee (the fee to close your investment)	Nil
Ongoing management fees[†]	
Base fee: Calculated and accrues daily at a rate of 0.75% p.a. (0.77% p.a. including GST net of RITC) of the Fund's net asset value. This fee is payable monthly.	0.75% p.a.
Performance fee: 20% (20.5% including GST net of RITC) of the Fund's outperformance, net of the base fee, in comparison to its Benchmark. A performance fee is only payable where the Fund's outperformance exceeds the high water mark, which represents the highest level of outperformance, net of base fees, since the Fund's inception.	20% of outperformance over the Benchmark, subject to reaching a high water mark.

[†] Additional fund expenses and stockbroker fees may apply (see following page).

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Fund expenses

Allan Gray has agreed to pay fees charged by the Fund's responsible entity, independent custodian and administrator as well as customary professional fees incurred by the Fund on a day-to-day basis from the fee it receives from the Fund. Aside from the ongoing management fees, other costs investors pay include:

- transaction costs such as brokerage, settlement costs, clearing costs and stamp duty in connection with the buying or selling of investments for the Fund, and
- certain extraordinary and unusual expenses incurred on behalf of the Fund from time to time, such as the cost of litigation.

Financial adviser fees

You may elect to have the Fund pay your financial adviser a fee from your investment in the Fund. This may be as:

- a contribution fee of up to 2% when you invest in the Fund, and/or
- an ongoing fee of up to 1% p.a.

We cannot pay fees to your financial adviser if you invest via mFund.

NOTE: The financial adviser you consult may charge you additional fees. Please refer to the adviser's statement of advice.

Changes to fees

We will give you at least 30 days prior notice of any proposal to increase these fees (excluding fund expenses). We may also reduce or waive these fees and management costs for

certain sophisticated, professional or wholesale investors. Any such arrangement will comply with all applicable regulatory (ASIC) requirements.

Allan Gray will provide Base fee rebates to each investor holding units in the Fund with a net asset value of at least AUD 50 million:

- a significant holdings rebate of 0.25% per annum of the investor's net asset value in the Fund, and
- a long-term investor rebate of 0.05% per annum of the investor's net asset value, where the investor has been invested in or intends to invest in the Fund for at least 5 years.

These rebates are provided by way of additional units in the Fund and do not apply to investors that already receive a product (shelf) fee from Allan Gray.

Performance fees

Performance fees are calculated and accrued daily and paid monthly.

Buy/sell spread

The Fund's buy/sell spread is 0.20% of the cost of a unit when investing or redeeming. However, no buy/sell spread applies if you switch your investment between different classes of units in the Fund.

Stockbroker fees

If you are investing via mFund, your stockbroker (and not the Fund) may charge you a brokerage fee. Please consult your stockbroker or consider their Financial Services Guide.

Example of annual fees and costs

The table below clarifies how the fees and costs in the Fund can affect your investment over a one-year period. You should use this table to compare this product with other managed investment products.

Class A example		Balance of AUD 50,000 with a contribution of AUD 5,000 during the year
Contribution fee	Nil	For every additional AUD 5,000 you put in, you will be charged AUD 0.
PLUS management fees	1.36% [†]	For every AUD 50,000 you have in the Fund you will be charged AUD 680 each year.
EQUALS cost of fund		If you had an investment of AUD 50,000 at the beginning of the year and you put in an additional AUD 5,000 during that year, you would be charged fees from AUD 680*. What it costs you will depend on the fees you negotiate with your financial adviser[‡].

[†] Example of 1.36% is based on a fixed Base fee of 0.77% and a variable performance fee of 0.59% (assuming the Fund returned, net of Base fee and expenses, 8% p.a. versus the Benchmark return of 5% p.a. so $(20.5\% \text{ of } ((1.08 \div 1.05) - 1)) = 0.59\%$). In practice, fees charged will differ from the above due to fluctuations in the value of your investment, timing of contributions, whether a performance fee is earned, returns and compounding.

* These examples assume the AUD 5,000 additional contribution occurs at the end of the first year, therefore management fees are calculated on the AUD 50,000 investment.

[‡] Additional costs may apply, for example fund expenses and stockbroker fees (see above).

7. HOW MANAGED INVESTMENT SCHEMES ARE TAXED

Investing in a registered managed investment scheme (such as the Fund) is likely to have tax consequences. You are strongly advised to seek your own professional tax advice before investing in the Fund.

The Fund is an Australian resident for tax purposes and does not pay tax on behalf of its investors. Australian resident investors are assessed for tax on any income and capital gains generated by the Fund.

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8. HOW TO APPLY

How to make an initial investment

- Invest online: visit www.allangray.com.au, access the 'Invest online' section and follow the instructions, or
- Complete the application form accompanying this PDS, as well as the customer identification form. Identification documents are needed to comply with Australia's AML/CTF laws.
 - Post the original application, identification forms and relevant identification documents to the Allan Gray Funds Unit Registry.
 - Transfer the application money electronically to the Fund. The Fund only accepts application money in Australian dollars, or
- Invest through a stockbroker via mFund. To do so, you will need to provide certain identification documents and the application money to your stockbroker instead of the Fund. Additional brokerage fees may apply. Please contact your stockbroker for more information.

How to make an additional investment

- Visit www.allangray.com.au, access the 'Invest online' section and follow the instructions, or
- Complete an additional investment form, available from www.allangray.com.au, and follow the instructions on the form, or
- Invest through your stockbroker via mFund.

Cooling-off rights and complaints

If you are a retail client (as defined in the Corporations Act) and invested directly in the Fund (including via mFund), you have up to 19 days from the day you receive the investment confirmation for your investment to be repaid. The amount you receive will reflect the movement (up or down) in the Fund's unit price and may have tax implications for you.

If you wish to make a complaint please write to EQT's compliance team or call +61 3 8623 5000.

You should read the important information about:

- (1) your general rights and obligations, the Fund's Constitution and our responsibilities, and
- (2) investing, managing and redeeming your investment, in the Information Booklet before making a decision.

Go to www.allangray.com.au/documents/infobook.pdf for a copy of the Information Booklet. The material relating to your rights and obligations dealing with the acquisition and disposal of units may change between the time when you read this PDS and the day when you acquire units in the Fund.

9. IMPORTANT NOTICES

Sending your application and redemption forms and any other forms or documents to us by post, fax or email, means you agree to the Instruction Terms set out in section 2.6 of the Information Booklet.

'AML/CTF' means Anti-Money Laundering and Counter-Terrorism Financing.

'ASX' means the Australian Securities Exchange operated by ASX Limited.

'Benchmark' means the S&P/ASX 300 Accumulation Index.

'Business day' means a day (other than Saturday, Sunday or a public holiday) on which banks are open for business in Sydney.

'Fund' means the Allan Gray Australia Equity Fund, ARSN 117 746 666, and for Class A units in the Fund, APIR code ETL0060AU.

'Investment Grade Securities' means corporate debt (listed or to be listed within 12 months on the ASX), negotiable certificates of deposits, bank bills and other cash like instruments that have a credit rating determined by Allan Gray and EQT or as provided by a reputable credit ratings agency, such as Standard & Poors, Moody's or Fitch Ratings or their successors.

'mFund' means a settlement service of the ASX that allows you to apply for or redeem units in the Fund. This service does not allow you to buy or sell units in the Fund on the ASX, like you could do with an ASX listed security.

'US Persons' is defined in the Information Booklet.

'RITC' means Reduced Input Tax Credits, that where claimed, reduce the GST cost borne by the Fund.

'We' or 'us' refers to Equity Trustees Limited ABN 46 004 031 298, AFSL No 240975, as the Fund's responsible entity and issuer of this PDS and Allan Gray Australia Pty Ltd, ABN 48 112 316 168, AFSL No 298487, as the Fund's investment manager, unless the context requires otherwise.

'You' or 'your' refers to investors in the Fund and where the context requires, prospective or new investors to the Fund.

INVESTMENT MANAGER

Allan Gray Australia Pty Ltd

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RESPONSIBLE ENTITY AND ISSUER

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ALLAN GRAY

LONG-TERM INVESTING

Application form



**ALLAN GRAY AUSTRALIA
EQUITY FUND**



**ALLAN GRAY AUSTRALIA
OPPORTUNITY FUND**

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

SHOULD YOU REQUIRE ANY ASSISTANCE PLEASE CONTACT US:

☎ 1300 604 604 (within Australia)
☎ +61 2 8224 8604 (outside Australia)

✉ clientservices@allangray.com.au
🌐 allangray.com.au

PLEASE USE THIS FORM IF YOU ARE A NEW INVESTOR AND WISH TO INVEST IN ONE OF THE ABOVE FUNDS.



1. **Read and ensure you understand the relevant Product Disclosure Statement (PDS).**
Both PDSs are available on our website at www.allangray.com.au or from your financial adviser.



2. **Complete the relevant sections of the application form and identification form.**

Type of account	Sections of the application form to be completed	Identification form to be completed
Individuals	Sections 1, 2, 3 and 7 onwards	Individuals & Sole Traders ID form
Sole traders	Sections 1, 2, 4 and 7 onwards	Individuals & Sole Traders ID form
Companies	Sections 1, 2, 5 and 7 onwards	Company ID form
Trusts/Superannuation Fund with individuals as trustees	Sections 1, 2, 3, 6 and 7 onwards	Trusts & Trustees ID form
Trusts/Superannuation Fund with a company as trustee	Sections 1, 2 and 5 onwards	Trusts & Trustees ID form

Identification forms can be found on our website www.allangray.com.au



3. **Collect and certify the documents needed to identify and verify who you are.**
Please refer to the verification procedure section on your identification form.



4. **Advisers must complete the Appointment of Adviser section of this application form with their clients.**

If you are a new adviser to Allan Gray Australia, you must also complete an Adviser registration form if you have not completed one previously. In addition and where applicable, your dealer group may also be required to complete a 'Dealer group registration form'. Both forms are available from our website www.allangray.com.au or by contacting our Client Service team.

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND



5. Send your documents to us.

Before you submit your application form, please double check that you have:

- signed the application form
- included the identification form
- included the required identification documents.

Please post your original signed application form, your identification form and original certified copies of the relevant identification documents to us.

Allan Gray Funds Unit Registry

GPO Box 804
Melbourne VIC 3001
Australia

Due to Australia's anti-money laundering/counter-terrorism financing laws, email or fax copies of these documents cannot be accepted. Your application form cannot be processed until all relevant identification documents are received.



6. Transfer your application money to us.

Please refer to section 10 'Payment of application amount'.

Legal notices

Equity Trustees Ltd AFSL No. 240975 (EQT) is the issuer of units in the Allan Gray Australia Equity Fund and the Allan Gray Australia Opportunity Fund (together Funds).

Personal information is collected on this form by EQT and Allan Gray including their delegates, such as OneVue Fund Services Pty Ltd and Orbis, (together us), for the purposes of maintaining the register of unitholders, facilitating distribution payments and other unitholder communications required or permitted by the Corporations Act 2001 or other legislation. Your personal information may be disclosed to external service companies such as print or mail service providers, to Allan Gray, Orbis or to the Funds' custodian, or as otherwise required or permitted by law. If you would like details of your personal information held by us, or you would like to correct information that is inaccurate, incorrect or out of date, please contact Allan Gray. Our privacy policy is available on our website, www.allangray.com.au In accordance with the Corporations Act 2001, you may be sent material (including marketing material) approved by EQT, Allan Gray or Orbis in addition to general corporate communications. You may elect not to receive marketing material by contacting Allan Gray using the details on this form. Allan Gray means Allan Gray Australia Pty Ltd AFSL No. 298487 as manager for the Funds. Orbis means Orbis Investment Advisory Pty Ltd AFSL No. 237862 and its associates.

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

1. DO YOU HAVE AN EXISTING INVESTMENT WITH ALLAN GRAY AUSTRALIA?

- No, start at section 2
- Yes, the account number is

2. FATCA (US FOREIGN ACCOUNT TAX COMPLIANCE ACT) DECLARATION

Regulated super funds (Self-managed superannuation funds, APRA regulated superannuation funds, Australian Government or Semi-Government superannuation funds or pooled superannuation trust) do not need to complete this section unless you have a GIIN. Are you:

- an individual or individuals who are a US citizen or US resident for tax purposes (with a Taxpayer Identification Number)
- a trust that is established under the laws of the US or a US taxpayer or a trust that has its trustee, beneficiaries or settlor as a US citizen or taxpayer, or
- a company established under the laws of the US or a US taxpayer or a company whose beneficial owners through one or more shareholdings own more than 25% of the company's issued capital.

No Yes - US Persons may not invest in the Fund(s) and we cannot accept your application.

Do you have a GIIN or are you otherwise registered for FATCA?

No Yes - You are required to complete the FATCA Self-certification located on page 15 together with your application form.

3. INDIVIDUALS

Please complete if you are investing as an individual, sole trader or an individual trustee.

Investor 1 - personal details

Title Full given names

Surname DOB // Female Male

Residential address. A PO Box/RMB/Locked Bag is not acceptable.

Property name/building name (if applicable)

Line 1

Line 2

Suburb State Postcode

Country

Postal address (if different to residential address). A PO Box/RMB/Locked Bag is acceptable.

Property name/building name (if applicable)

Line 1

Line 2

Suburb State Postcode

Country

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

Contact details (please provide at least one contact number).

Home number (include country and area code)

Business number (include country and area code)

Mobile number (include country code)

Select preferred contact number Home Business Mobile

Email address

@

Preferred method of communication

By providing the email address for investor 1, you agree that this email address is the default address for all investor correspondence (such as transaction confirmations, statements, reports and other material) and you agree to the Terms for Electronic Communication outlined in the PDS. This also includes your registration for Allan Gray Online.

Alternatively, please indicate here if you prefer to receive all correspondence for investor 1 by post

Tax details

If you are an Australian resident for tax purposes please provide your Tax File Number (TFN) or reason for exemption. If you are an Australian resident and do not provide your TFN, or reason for exemption, you will be taxed at the highest marginal tax rate plus the Medicare levy.

TFN

Reason for exemption

If you are not an Australian resident for tax purposes, please indicate your country of residence for tax purposes.

Investor 2 - personal details

Title Full given names

Surname DOB Female Male

Residential address. A PO Box/RMB/Locked Bag is not acceptable.

Property name/building name (if applicable)

Line 1

Line 2

Suburb State Postcode

Country

Postal address (if different to residential address). A PO Box/RMB/Locked Bag is acceptable.

Property name/building name (if applicable)

Line 1

Line 2

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

Suburb State Postcode

Country

Contact details (please provide at least one contact number).

Home number (include country and area code) +

Business number (include country and area code) +

Mobile number (include country code) +

Select preferred contact number Home Business Mobile

Email address

@

All correspondence will be sent to investor 1, the primary contact. If you would also like to receive correspondence:

Tick here if you wish to receive correspondence by email Tick here if you wish to receive correspondence by post

Tax details

If you are an Australian resident for tax purposes please provide your Tax File Number (TFN) or reason for exemption. If you are an Australian resident and do not provide your TFN, or reason for exemption, you will be taxed at the highest marginal tax rate plus the Medicare levy.

TFN

Reason for exemption

If you are not an Australian resident for tax purposes, please indicate your country of residence for tax purposes.

4. ADDITIONAL DETAILS FOR SOLE TRADERS

Full Business Name

ABN

Place of business. A PO Box/RMB/Locked Bag is not acceptable.

Property name/building name (if applicable)

Line 1

Line 2

Suburb State Postcode

Country

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

5. COMPANIES

Please complete if you are investing as a company or as a trust with a company as trustee.

Company details

Full name of company (as registered by ASIC if incorporated in Australia)

Company Name

Registration number (for example ABN)

Registered office address. A PO Box/RMB/Locked Bag is not acceptable.

Property name/building name
 (if applicable)

Line 1

Line 2

Suburb State Postcode

Country

Postal address (if different to registered office address). A PO Box/RMB/Locked Bag is acceptable.

Property name/building name
 (if applicable)

Line 1

Line 2

Suburb State Postcode

Country

Contact person at company (mandatory)

Title Full given names

Surname

Business number (include country and area code) +

Mobile number (include country code) +

Email address

@

Preferred method of communication

By providing the email address for the company contact person, you agree that this email address is the default address for all investor correspondence (such as transaction confirmations, statements, reports and other material) and you agree to the Terms for Electronic Communication outlined in the PDS. This also includes your registration for Allan Gray Online.

Tick here if you wish to receive correspondence by post

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

6. TRUSTS OR SUPERANNUATION FUNDS

Please complete if you are investing as a trust or superannuation fund. The Trustee(s) must complete section 3 or section 5.

Trust or superannuation fund details

Name of trust or superannuation fund

ABN (applicable if you are a trust or a self managed superannuation fund registered with the Australian Tax Office)

Australian Tax File Number (TFN)

Australian Registered Scheme Number (ARSN) (applicable if your trust is registered with ASIC)

7. INVESTMENT DETAILS

Initial application

Please specify your initial application amount.

Allan Gray Australia Equity Fund – Class A
Initial application amount (min AUD 10,000)

AUD \$

Allan Gray Australia Equity Fund – Class B
Initial application amount (min AUD 10,000)

AUD \$

Allan Gray Australia Opportunity Fund
Initial application amount (min AUD 10,000)

AUD \$

Regular savings plan

Please specify the amount for your monthly regular savings plan.

Allan Gray Australia Equity Fund – Class A
Regular savings plan (min AUD 500 per month)

AUD \$

Allan Gray Australia Equity Fund – Class B
Regular savings plan (min AUD 500 per month)

AUD \$

Allan Gray Australia Opportunity Fund
Regular savings plan (min AUD 500 per month)

AUD \$

A regular savings plan can only be arranged if you have an Australian bank account. Please complete the direct debit authority in section 10.

Regular savings plans will be processed on the 1st business day of the month. To ensure your regular savings plan is set up in time we ask that you submit this form five business days before the end of the month.

8. SOURCE OF FUNDS

Please select one or more of the following to indicate where your application money comes from.

Income Savings Gift/inheritance Other Please specify

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

9. REGULAR REDEMPTION PLAN DETAILS

Please specify an amount if you wish to redeem monthly from your account.

Allan Gray Australia Equity Fund – Class A **AUD \$**

Regular redemption plan (min AUD 500 per month)

Allan Gray Australia Equity Fund – Class B **AUD \$**

Regular redemption plan (min AUD 500 per month)

Allan Gray Australia Opportunity Fund **AUD \$**

Regular redemption plan (min AUD 500 per month)

To establish a regular redemption plan you must have a minimum balance of AUD 25,000 and maintain a balance of AUD 10,000 after each redemption is paid. A regular redemption plan can only be arranged if you have an Australian bank account.

Regular redemption plans will be processed on the 22nd of the month. If this is not a business day it will be processed on the preceding business day. We expect the payment to be made to your nominated bank account within three business days. To ensure your regular redemption plan is set up in time we ask that you submit your form five business days before the 22nd of the month.

10. PAYMENT OF APPLICATION AMOUNT

Please select your payment method and complete the relevant section if applicable. All payments must be made in AUD.

I will make my payment using EFT BPAY® Direct debit

Note – Direct debit payments take up to three business days to clear. The Fund can only process your application once it receives cleared money.

EFT – electronic funds transfer

You will need to transfer funds to the appropriate bank account for your investment.

FUND	FUND BANK ACCOUNT DETAILS	
Allan Gray Australia Equity Fund – Class A and Class B	Account name	OFS ATF Allan Gray AEF Applications Account
	BSB	242-000
	Account number	233123013
	Bank name	Citigroup Pty Limited
	SWIFT/BIC	CITIAU2X
	Reference	Name on application form
Allan Gray Australia Opportunity Fund	Account name	OFS ATF Allan Gray AOF Applications Account
	BSB	242-000
	Account number	233123129
	Bank name	Citigroup Pty Limited
	SWIFT/BIC	CITIAU2X
	Reference	Name on application form

BPAY - telephone and internet banking

You can make your payment using telephone or internet banking.

You will need to quote the biller code and your account number when making this payment.

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
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FUND	BPAY® DETAILS	
Allan Gray Australia Equity Fund – Class A and Class B		Biller code 49833 Reference number Your account number
Allan Gray Australia Opportunity Fund		Biller code 49866 Reference number Your account number

Client Services will contact you to notify you of your account number.

Contact your bank or financial institution to make this payment from your cheque, savings, debit or transaction account. More info: www.bpay.com.au

® Registered to BPAY Pty Ltd ABN 69 079 137518.

Direct debit authority - Australian dollar bank accounts only

You can allow us to deduct your application amount directly from the bank account by setting up a direct debit authority. The direct debit will be made through the Bulk Electronic Clearing System (BECS) from the account below.

Payments by direct debit take three business days to clear. Generally your investment will receive the fund price three business days after the money has been debited from your account.

By completing and signing this section, the bank account holder(s) acknowledge the terms and conditions of the Direct Debit Request Service Agreement, a copy of which is available on www.allangray.com.au, under the 'Forms' section.

Bank name

Branch name

BSB number Account number

Account name

I/We request and authorise the unit registrar, OneVue Fund Services Pty Ltd, ABN 18 107 333 308 (User ID 413306), until further notice in writing, to arrange for funds in connection with this initial application and/or regular savings plan to be debited from the above bank account.

Signature of primary bank account holder

Full name (please print)

Date

Signature of joint bank account holder (if applicable)

Full name (please print)

Date

11. DISTRIBUTION INSTRUCTIONS

Distributions may be reinvested or paid to your Australian bank account. Please indicate your choice below. If you do not have an Australian bank account, or do not make a choice below, we will reinvest your distribution into the fund.

- | | | |
|--|-----------------------------------|--|
| Allan Gray Australia Equity Fund – Class A | Reinvest <input type="checkbox"/> | Pay this to my bank account <input type="checkbox"/> |
| Allan Gray Australia Equity Fund – Class B | Reinvest <input type="checkbox"/> | Pay this to my bank account <input type="checkbox"/> |
| Allan Gray Australia Opportunity Fund | Reinvest <input type="checkbox"/> | Pay this to my bank account <input type="checkbox"/> |

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

12. BANK ACCOUNT DETAILS**Australian bank account details**

Please provide your bank account details if you have elected to take your distribution in cash, and/or to facilitate a smoother process for future redemptions. We will only pay cash proceeds to a bank account in the name(s) of the investor(s). We will not make any payments into third party bank accounts.

Bank name	<input type="text"/>		
Branch name	<input type="text"/>		
BSB number	<input type="text"/>	Account number	<input type="text"/>
Account name	<input type="text"/>		

Foreign bank accounts details

Please provide your bank account details to facilitate a smoother process for future redemptions. We will only pay cash proceeds to a bank account in the name(s) of the investor(s). We will not make any payments into third party bank accounts.

Foreign bank accounts cannot be used for regular redemption plans or payment of distributions.

Bank name	<input type="text"/>		
Bank address	<input type="text"/>		
	<input type="text"/>		
Account name	<input type="text"/>		
Account number	<input type="text"/>		
SWIFT/BIC	<input type="text"/>	ABA/FED(US)	<input type="text"/>
IBAN (Europe)	<input type="text"/>		

Due to the complexity of foreign bank accounts, we may need to contact you for more information.

13. COMMUNICATION**Online account access**

Allan Gray Online enables you to view details of your investments (account balance, investment details, transaction history and account statements) online. If you have elected to receive correspondence by email in earlier sections of this form, you will automatically be registered for Allan Gray Online.

Yes I would like to be registered for Allan Gray Online

Additional communication

Please indicate if you wish to receive any of the following additional reports. If you select to receive a quarterly statement or report we will send these to you using your preferred communication method.

Marketing communications (including quarterly report and fund fact sheets)

I do not wish to receive any information about your services or products which could be of interest to me.

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
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Annual report options

Please indicate if you wish to receive an annual report. If no election is made you will be sent an annual report by default.

No annual report Annual report by email Annual report by post

14. IDENTIFICATION AND VERIFICATION

By investor

If you do not have a financial adviser, please complete the relevant Allan Gray investor identification form which is located under the 'Forms & Documents' section of our website, www.allangray.com.au and enclose this form with your application.

By financial adviser

If you have an Australian financial adviser, please complete the 'Appointment of a financial adviser' form which is located after the 'Acknowledgment and signatures' page of this application form.

15. ACKNOWLEDGMENTS AND SIGNATURES

IMPORTANT – you must read the following statements and sign this application form to confirm your acknowledgment.

Definitions that apply to this application form

Allan Gray – Allan Gray Australia Pty Ltd, AFSL 298487

EQT – Equity Trustees Limited, as responsible entity for each Fund, AFSL 240975

Fund – Allan Gray Australia Equity Fund – Class A or Class B, as applicable, and/or Allan Gray Australia Opportunity Fund

NZ Information – The current Information for New Zealand investors document for the relevant Fund

MDD – The current Minimum Disclosure Document for the relevant Fund

PDS – The Product Disclosure Statements dated 5 September 2016 for the Allan Gray Australia Equity Fund and/or the Allan Gray Australia Opportunity Fund, including the accompanying Information Booklet

I/We

- confirm all details in this application form are true and correct and am/are at least 18 years of age if I/we am/are an individual(s)
- consent to receive the PDS, MDD (if I/we reside in South Africa) and NZ Information (if I/we reside in New Zealand) electronically, including by viewing a website
- have personally received, read and understood the PDS and agree to appoint EQT to submit a redemption form on my behalf if I/we have provided misleading information or are ineligible to hold units in the relevant Fund
- have personally received in full, read and understood the MDD (if I/we reside in South Africa) or the NZ Information (if I/we reside in New Zealand)
- have taken all actions that are necessary to authorise the application and agree to be bound by the Constitution (as it may be amended from time to time) and the PDS (including the 'Terms of Electronic Communication', the 'Instruction Terms' and the 'Direct Debit Request Service Agreement')
- authorise EQT, Allan Gray and their respective officers or agents, to do anything on my/our behalf necessary for units to be issued to me/us including without limitation to sign any documents necessary for

units to be issued to me/us

- acknowledge that the information contained in the PDS, MDD (if I/we reside in South Africa) and NZ Information (if I/we reside in New Zealand) is not investment advice or a recommendation that units are suitable to me/us, given my/our investment objectives, financial situation or particular needs
- have received the PDS in full (even if the documents were received electronically), including the application form and made my/our own independent investigations and appraisals before investing in the relevant Fund
- in making an investment in the relevant Fund, have not relied in any way whatsoever on any statements made by EQT, Allan Gray or any of their related entities or their servants, agents, employees or representatives and acknowledge that EQT and Allan Gray have not made any representations to me/us regarding the suitability or appropriateness of the relevant Fund
- agree to indemnify EQT and Allan Gray and any other entity involved in this offering against any loss, liability, damage, claim, cost or expense incurred as a result of any information, representation, declaration, statement, acknowledgment or confirmation in this application form being untrue or incorrect; or as a result of or in connection with my direct debit request (if applicable)
- acknowledge that EQT, Allan Gray or any of their related entities or their servants, agents, employees or representatives are not responsible for any delays in receipt of this application form caused by the postal/courier service or receipt of the application money caused by my/our bank
- if investing as a trustee, on behalf of a trust or superannuation fund confirm that I/we am/are acting in accordance with my/our designated powers and authority under the trust deed to apply for units
- acknowledge that EQT and Allan Gray does not guarantee the performance of any Allan Gray fund or its assets, or the repayment of the capital invested in any Allan Gray fund
- declare that any documents or information whatsoever used for verification purposes in support of my/our application is/are complete and correct
- agree to provide any additional information you may require for the purposes of AML/CTF laws, and
- acknowledge that where a transaction is delayed, blocked, frozen or refused, EQT or Allan Gray will not be liable for any loss (including consequential loss) as a result of its compliance with the AML/CTF laws.

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

Privacy Consent

Personal information collected and/or held in Australia is subject to and will be managed in accordance with the Australian Privacy Principles. Your personal information may be disclosed to other entities connected to the Fund/s, including entities located overseas. Information shared with entities located overseas is managed in accordance with the respective entity's privacy policy, which may differ from the Australian Privacy Principles. We are required to obtain your consent to the disclosure of your personal information in this manner in order to process your application.

By signing this form, you consent to the disclosure of your personal information to entities that are connected to the Fund/s, including entities located overseas, and consent to any information shared with entities located overseas being managed in accordance with the respective entity's privacy policy. Please contact us if you require further information about this consent.

Signing instructions

Individual/Sole Trader – where the investment is in one name, the account holder must sign.

Joint Holding – where the investment is in more than one name, all of the account holders must sign.

Companies – where the company has a sole director who is also the sole company secretary, this form must be signed by that person. If the company (pursuant to section 204A of the Corporations Act 2001) does not have a company secretary, a sole director can also sign alone. Otherwise this form must be signed by a director jointly with either another director or a company secretary. Please indicate the capacity in which the form is signed.

Trust – the trustee(s) must sign this form, as permitted by the trust deed (for example if the deed says two trustees must sign, then this form must be signed by two trustees). If the trustee is a company, then the signing instructions under 'Companies' apply. Trustee(s) signing on behalf of the trust confirm that the trustee(s) is/are acting in accordance with such designated powers and authority under the trust deed.

Power of Attorney – if you have not already lodged the Power of Attorney with us, please attach a copy of the Power of Attorney, certified on every page. You will also need to give us a certified copy of photo identification to satisfy Anti-Money Laundering requirements.

SIGNATURE OF INVESTOR 1

Director or authorised signatory

Full name (please print)

Date

Company officer (please indicate company capacity)

- Director
- Sole director and company secretary/sole trader
- Authorised signatory

SIGNATURE OF INVESTOR 2

Director/company secretary or authorised signatory

Full name (please print)

Date

Company officer (please indicate company capacity)

- Director
- Company secretary
- Authorised signatory

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
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APPOINTMENT OF A FINANCIAL ADVISER

Your financial adviser must complete and sign this form and you must sign the financial adviser fees section below. Your financial adviser will have online access to your account and receive copies of your statements by email.

Financial adviser details

Are you a registered financial adviser with Allan Gray Australia?

Yes – please complete your details below

No – please complete your details below. You will also need to complete a Financial Adviser Registration form available from the forms section of our website www.allangray.com.au

Adviser name

Allan Gray Australia financial adviser code

Business number (include country and area code)

Mobile number (include country code)

Email address

Financial adviser company/Trading name

Dealer group name / Registered name

AFSL number / FSP license number

ABN number / Company registration number

Financial adviser fees

Please complete the applicable contribution and/or ongoing fee in the boxes below.

Contribution fee of up to 2% + GST %

Ongoing fee of up to 1% pa + GST %

These fees will be calculated and deducted from your investment as explained in the PDS.

Signature of investor 1

Signature of investor 2

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
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Identification and verification - Financial adviser to complete

Please complete the section below if you are a financial adviser identifying and verifying your client. As the investor's financial adviser, I:

- will complete the relevant Allan Gray investor identification form available at www.allangray.com.au **OR**
- have identified and verified the investor through the relevant Financial Services Council (FSC), formerly IFSA, standard identification forms and attached a copy of this completed standard identification form to the application form.

Accordingly, as the investor's financial adviser, I represent and warrant to EQT/Allan Gray that I, as applicable:

- have followed and complied with the FSC Guidance Note No. 24 (GN 24) in identifying and verifying the investor and any other applicable anti-money laundering and counter-terrorism financing legislation (AML laws)
- will continue to comply with GN 24
- will provide, upon request, original identification and verification records and details of the identification procedures adopted
- have kept a record of the investor's identification and verification and will retain these for a period of seven years after the investor/adviser relationship has ended
- will if requested update and re-verify the investor and provide any other additional information regarding the investor
- will not knowingly do anything to cause EQT/Allan Gray to breach AML laws and will notify EQT/Allan Gray if I become aware of anything that would cause EQT/Allan Gray to breach AML laws, and
- confirm that the details provided in the identification form are true and correct.

Please note EQT/Allan Gray reserves the right to reject the applicable GN 24 form attached to this application form for whatever reason (for example, if it has been incorrectly completed).

Signature of financial adviser

Date

/ /

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
- ALLAN GRAY AUSTRALIA OPPORTUNITY FUND

FATCA (US FOREIGN ACCOUNT TAX COMPLIANCE ACT) SELF-CERTIFICATION

This form is used to certify your US connection for tax purposes. The areas shaded grey on this form are relevant for US Persons. If you meet any of the criteria in these sections, you will be classified as a US Person for FATCA purposes and we cannot accept your investment in the Fund(s). If you are an entity not covered by the below definitions please contact us for more information.

US individuals (US citizens, residents and green card holders)

Investor 1 – Please provide a US Tax payer Identification Number (TIN)

Investor 2 – Please provide a US Tax payer Identification Number (TIN)

Entities

If the investing entity has a Global Intermediary Identification Number (GIIN),

please provide it here:

Please select only one of the categories and provide the information requested.

US Company or US Trust or US Partnership

Please provide a US Tax payer Identification Number (TIN)

Is the entity an Exempt Payee for US tax purposes? Yes No

Financial Institution (FI) or Australian Regulated Trust or Trust with a trustee that is a FI

Provide the entity's GIIN, above. If the entity does not have a GIIN, please select its FATCA status from the list below.

Deemed Compliant FFI Registered Deemed Compliant FFI Exempt Beneficial Owner

Reporting Model 1 FFI Reporting Model 2 FFI Non-Participating FFI

Other (please provide FATCA status)

Active Non-Financial Entity (Active NFFE)

Passive Non-Financial Entity (Passive NFFE) or Partnership

Are there any individuals that are Beneficial Owners, beneficiaries, trustees, settlors or partners and that are US Persons for tax purposes? Yes No

If the trustee is a company, are any of the company's Beneficial Owners US Persons for tax purposes? Yes No

If you answered yes to either question, provide the name, address and TIN of each such person.

Name	Address	Tax ID (TIN)

Application form

- ALLAN GRAY AUSTRALIA EQUITY FUND
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Definitions

Australian Regulated Trust – ASIC registered management investment schemes or other trusts which are registered with the ATO or ASIC but excluding self-managed superannuation funds, APRA regulated superannuation funds, Australian Government or Semi-Government Superannuation Funds and pooled super trusts (together Super Entities), unless such Super entities have a GIIN.

Active Non-Financial Entity – Examples include non-financial publically listed companies, charitable organisations and government bodies and that are not a US Person.

Beneficial Owner – An individual who directly or indirectly owns 25% or more of an entity and/or exercises control over that entity by way of determining decisions about the financial and operating policy.

Exempt Payee – US entities that are exempt in the US from tax reporting, including; US banks, listed and regularly traded US corporations, or US retirement plans. If the investor is not aware of an exemption, then it is likely they are not an Exempt Payee.

Financial Institution – A custodial or depository institution, an investment entity, or a specified insurance company (including where formed as a partnership).

Passive Non-Financial Entity – Any entity that is not a Financial Institution or Active Non-Financial Entity and that is not a US Person, e.g. a non-financial proprietary company.

US Company – A company created in the US, established under the laws of the US or a US taxpayer.

US Partnership – A partnership organised or incorporated under any laws of or in the US or of any other jurisdiction if formed by a US Person.

US Person is:

- a. Anyone born in the US (who has not renounced their citizenship), living in the US, a green card holder or US passport holder
- b. US Companies, US Trusts or US Partnerships, or
- c. A trustee, settlor, partner, or beneficial owner of a trust, company or partnership (as applicable) who is a US citizen, resident or green card holder.

US Trust – A trust that is established under the laws of the US or a US taxpayer or a trust that has any of its trustees, beneficiaries or settlors as a US citizen, resident or green card holder.

Signing instructions

I/we:

- confirm that all details disclosed in this FATCA self-certification form are true and correct
- agree to inform EQT, Allan Gray and their delegates as soon as any information in this form is no longer true or correct, and
- acknowledge and agree that EQT, Allan Gray and their delegates may be required by law to pass on the information in this form to relevant taxation authorities, including the US Internal Revenue Service and the Australian Tax Office.

SIGNATURE OF INVESTOR 1

Director or authorised signatory

Full name (please print)

Date

SIGNATURE OF INVESTOR 2

Director/company secretary or authorised signatory

Full name (please print)

Date