

Fund manager: Andrew Lapping
Inception date: 1 July 1998
Class: A

Fund information on 31 March 2015

Fund currency: US\$¹
Fund size: US\$253m
Fund price: US\$180.47
Number of share holdings: 44
Dealing day: Weekly (Thursday)

Fund description

The Fund invests in a focused portfolio of companies with significant business interests in Africa, regardless of the location of the stock exchange listing. The Fund price is reported in US dollars but the underlying holdings are denominated in various currencies. Returns are likely to be volatile.

Fund objective and benchmark

The Fund aims to outperform African equity markets over the long term without taking on greater risk of loss. The Fund's benchmark is the MSCI Emerging and Frontier Markets (EFM) Africa Index (total returns).

How we aim to achieve the Fund's objective

We invest in shares that we believe offer superior fundamental value while taking into account risk and return. We research companies and assess their intrinsic value based on long-term fundamentals; we then invest in businesses where our assessment of intrinsic value exceeds the share price by a margin of safety. This approach allows us to identify shares that may be out of favour with the market because of poor near-term prospects, but offer good value over the long-term. The Fund's holdings will deviate meaningfully from those in the index both in terms of individual holdings and sector exposure.

Suitable for those investors who

- Seek exposure to African equities
- Are comfortable with stock market and currency fluctuations
- Are prepared to take the risk of capital loss
- Typically have an investment horizon of more than five years

The Fund is not available to South African residents.

Minimum investment amounts

Minimum initial investment: US\$50 000
Minimum subsequent investment: US\$1 000

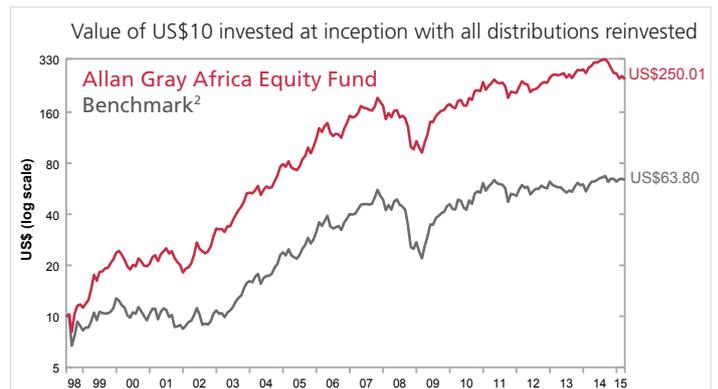
Annual management fee

The annual management fee ranges from 0.5% to 2.5% depending on the relative return of the Fund to the benchmark, before fees. The fee is calculated on a base of 1.5% plus one twenty-fifth of the cumulative three-year relative performance, subject to a floor of 0.5% and cap of 2.5%. For example if the cumulative three year performance of the fund is 20% and that of the benchmark is 15%, the fee rate is: 1.5% + (20%-15%)/25 = 1.7%.

Subscription and redemption charge

Investors are charged 0.5% when transacting in Fund shares, both on subscription and redemption. This is paid into the Fund to offset the costs associated with the transaction that are borne by the Fund. Allan Gray International Proprietary Limited may waive this charge in the case of significant offsetting flows.

Performance in US\$ net of all fees and expenses



% Returns	Fund	Benchmark ²
<i>Unannualised:</i>		
Since inception	2 400.1	538.0
<i>Annualised:</i>		
Since inception	21.2	11.7
Latest 10 years	12.7	10.8
Latest 5 years	6.0	5.5
Latest 3 years	2.1	3.6
Latest 2 years	-2.7	5.2
Latest 1 year	-16.9	2.5
Year-to-date (unannualised)	-7.7	2.4
Risk measures (since inception, based on month-end prices)		
Maximum drawdown ³	-52.5	-60.5
Percentage positive months ⁴	59.7	58.2
Annualised monthly volatility ⁵	25.8	26.9

1. The Fund is currently priced in US dollars. Since inception to 30 April 2012 the Fund was priced in South African rands.
2. The current benchmark is the MSCI EFM Africa Index (total returns). Since inception to 30 April 2012 the benchmark was the FTSE/JSE All Share Index including income. Performance as calculated by Allan Gray as at 31 March 2015 (source: Bloomberg). Calculation based on the latest available data as supplied by third parties.
3. Maximum percentage decline over any period. The maximum drawdown occurred from October 2007 to February 2009 and maximum benchmark drawdown occurred from October 2007 to February 2009. 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 the Fund's monthly return. This is a measure of how much an investment's return varies from its average over time.

Fund manager quarterly commentary as at 31 March 2015

The difficult period of performance during the second half of 2014 continued into the first quarter of 2015. We have not changed the portfolio and continue to accumulate what we believe are very attractively priced stocks. The Fund's exposure to South Africa has declined further as the valuation discrepancy between the companies we are buying in Africa outside of South Africa and South African listed companies widens further. Some of these discrepancies are outlined below.

Eastern Tobacco, the Fund's largest holding, is the monopoly cigarette producer in Egypt. The long-term outlook for the company is bright as cigarette prices are still very low in Egypt and consumption is increasing. The company trades on an 11% free cash flow yield, which should improve as price increases come through and some lease-to-own equipment contracts expire. The dividend yield is only 3.8%, but the payout should increase as the debt taken on for a recent expansion is extinguished. What we like about cigarette companies is their ability to increase prices and margin over time while paying out all of their earnings. This is what investors have come to appreciate about the likes of British American Tobacco (BTI), a share we own in the Allan Gray South Africa portfolios. At 4.7%, BTI's dividend yield is higher than that of Eastern Tobacco, the difference being that BTI pays out all its free cash flow and has been on the path of increasing prices for many years.

Econet Wireless in Zimbabwe, a large holding for the Fund, has disappointed over the past six months. The share price is down from US\$0.77 to US\$0.50 over the period. We think the business has excellent growth potential in data and EcoCash mobile money, a payment system that seems to be gaining traction in Zimbabwe. Econet is the dominant mobile company in Zimbabwe with, we think, about a 70% revenue share. Once a player has this kind of market share in a mobile market it can become very difficult for the other players to compete. We have seen this dynamic play out with Safaricom in Kenya. Econet trades on eight times historic earnings and an enterprise value to earnings before interest, taxes, depreciation, and amortisation ratio (EV/EBITDA) of 3. Contrast this with multinational mobile company MTN, which operates across Africa and in the Middle East. MTN trades on 13 times historic earnings and an EV/EBITDA of 6. Its dividend yield of 5.9% is higher than Econet's 3.7%. The difference is that MTN is struggling against Etisalat in Nigeria. MTN has a 49% market share

Independent rating



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Disclaimer

Shares are traded at ruling prices. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. Allan Gray International Proprietary Limited, an authorised financial services provider, is the appointed investment manager of the Fund. The Fund is incorporated and registered under the laws of Bermuda and is supervised by the Bermudan Monetary Authority. The Fund is also listed on, and regulated by, the Bermuda Stock Exchange. Neither MSCI nor any other party involved in or related to compiling, computing or creating the MSCI data makes any express or implied warranties or representations with respect to such data (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of such data. Without limiting any of the foregoing, in no event shall MSCI, any of its affiliates or any third party involved in or related to compiling, computing or creating the data have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages. No further distribution or dissemination of the MSCI data is permitted without MSCI's express written consent. Shares in the Fund are not offered to persons or entities that are regarded as residents of South Africa under applicable taxation laws. This report does not constitute a financial promotion, a recommendation, an offer to sell or a solicitation to buy shares in the Fund. Investments in the Fund are made on the terms and conditions and subject to the restrictions set out in the Prospectus. The offering of shares in the Fund is restricted in certain jurisdictions. Please contact the Fund to confirm if there are any restrictions applicable to you.

Share price

Share prices are calculated on a net asset value basis, which is calculated by dividing the value of the net assets of the Fund attributable to the shares by the number of shares in issue. The weekly price of the Fund is normally calculated each Friday based on the prices of the underlying investments prevailing at 5:30pm Bermuda time on the previous business day. Purchase requests must be received by the Registrar of the Fund (being Citi Fund Services (Bermuda), Ltd.) by 5:00pm Bermuda time on that dealing day to receive that week's price. Redemption requests must be received by the Registrar of the Fund by 12 noon Bermuda time on that dealing day to receive that week's price.

Performance

Investments in Collective Investment Schemes are generally medium- to long-term investments. The value of shares may go down as well as up and past performance is not necessarily a guide to future performance. Performance figures are from Allan Gray International Proprietary Limited and are for lump sum investments with income distributions reinvested.

Independent ratings

Morningstar

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in Nigeria and Etisalat only 18%, but Etisalat's Nigerian revenue grew 39% last year compared to 4% for MTN. In South Africa, MTN's second biggest market, the profit pool looks to be under pressure, but they are doing very well in Iran. If you compare the valuations and outlooks for MTN and Econet you will see why we have a substantial holding in Econet and no holdings in MTN.

Commentary contributed by Andrew Lapping

Country of primary listing on 31 March 2015

Country	% of Equities	Benchmark ¹
Zimbabwe	19.4	0.0
Egypt	19.2	2.7
Nigeria	16.5	3.8
South Africa	13.3	88.7
United Kingdom	10.0	0.0
Kenya	7.9	1.8
France	4.8	0.0
Canada	2.9	0.0
Uganda	2.1	0.0
BRVM	1.9	0.2
Tanzania	1.0	0.0
Australia	0.8	0.0
Morocco	0.0	1.8
Malta	0.0	0.7
Mauritius	0.0	0.3
Tunisia	0.0	0.2
Total²	100.0	100.0

Sector allocation on 31 March 2015

Sector	% of Fund	Benchmark ¹
Oil & gas	12.0	0.3
Basic materials	9.6	10.2
Industrials	3.4	8.2
Consumer goods	27.2	7.0
Healthcare	0.0	6.1
Consumer services	0.0	26.0
Telecommunications	11.7	11.4
Utilities	5.2	0.0
Financials	28.5	30.8
Fixed interest/Liquidity	2.4	0.0
Total²	100.0	100.0

1. MSCI EFM Africa Index (total returns) (source: Bloomberg). Calculation based on the latest available data as supplied by third parties.
2. There may be slight discrepancies in the totals due to rounding.