

## Unit Trust application for legal entities

Allan Gray Unit Trust Management Limited administers the unit trusts. It is authorised to do so as a Manager in terms of the Collective Investment Schemes Control Act. In this form it is referred to as 'Allan Gray'.

### 1. Important information

1. Please complete this form if you would like to invest in Allan Gray unit trusts only.
2. Please refer to the Allan Gray Unit Trust Characteristics and Objectives attached.
3. Please complete all relevant sections of this application in order to process this investment.
4. Certain unit trusts are subject to availability. This can be confirmed by contacting the Client Service Centre at 0860 000 654.
5. Please read the Terms and Conditions that apply to this investment. This is available from your financial adviser, the Client Service Centre or at [www.allangray.co.za](http://www.allangray.co.za)
6. Please fax the required documents in the checklist below to the Client Service Centre at 0860 000 655 or +27 (0)21 415 2492 or email [instructions@allangray.co.za](mailto:instructions@allangray.co.za)
7. Allan Gray will only process this application when all required documents are received and once the money reflects in the relevant Allan Gray bank account.

### Document checklist

- Completed Unit Trust application for legal entities (pages 1 - 5 of this form)
- FICA documents as set out in Annexure A
- Proof of bank deposit / transfer into the relevant Allan Gray bank account
- Proof of the bank details (e.g. cancelled cheque or bank statement)
- Resolution signed by all authorised signatories

For a representative acting on behalf of or the contact person for the legal entity, we need the following:

- Completed Annexure B
- Proof of authority (e.g. power of attorney)
- Copy of South African bar-coded ID or valid passport (if foreign national)

### 2. Investor details

#### Type of entity

Company  Trust  Section 21 Company  Retirement Fund  Umbrella Fund   
(excl. Umbrella Funds)

Other (specify)

#### Legal entity

Registered name

Registration number

Trading name

Income tax number  /  /  /  VAT number

Registered address (Head office)

Postal code

Postal address

If the same as above, please tick this box.

Postal code

#### Contact person of legal entity

Full name and surname

Telephone  Fax

Nationality  Cell

Email

Please provide your email address if you require online access, or if you prefer email communication.

**Secure online access**

I want secure online access to this investment Yes  No

If yes, the online account will be activated within two business days after processing of this application.

If you are not an authorised representative, please complete the 'Investor online authorisation' form, found at [www.allangray.co.za](http://www.allangray.co.za)

**Communication choice**

Allan Gray sends two types of communications:

1. Transaction confirmations: Every time we receive an instruction on your account we will send a transaction confirmation containing details of the completed instruction.
2. Quarterly statements and other communications relating to your account.

Please indicate how you would like to receive these: Email  Post

If you have a financial adviser, you may choose to have your communication sent to you, your financial adviser or to both.

1. Send transaction confirmations to:

Me  My financial adviser  Both

If no selection is made we will send transaction confirmations to both you and your financial adviser.

2. Send my statements and other communications to:

Me  My financial adviser  Both

If no selection is made we will send these communications to you only.

**3. Investment details**

**Investment amount**

The minimum lump sum investment is R20 000 per account and R5 000 per unit trust. The minimum debit order is R500 per month per unit trust.

**Lump sum investment**  
R

**Debit order investment**  
R

**Investment allocation**

You may phase-in your lump sum contribution. The amount to be phased in must be R50 000 or more.

Do you require a phase-in? Yes  No

If yes, please attach a completed 'Phase-in instruction' to this application.

This form is available from your financial adviser, the Client Service Centre or at [www.allangray.co.za](http://www.allangray.co.za)

Unit trust name	Lump sum investment			Debit order investment		
Allan Gray Equity Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray Balanced Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray Stable Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray Optimal Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray Bond Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray Money Market Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray-Orbis Global Equity Feeder Fund	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray-Orbis Global Fund of Funds	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
Allan Gray-Orbis Global Optimal Fund of Funds	R <input type="text"/>	or	<input type="text"/> %	R <input type="text"/>	or	<input type="text"/> %
<b>Total investment amount</b>	R <input type="text"/>	or	<b>1 0 0</b> %	<b>Total</b> R <input type="text"/>	or	<b>1 0 0</b> %

**Preferred fee unit trust**

You may choose to have your annual administration and annual financial adviser fees deducted from your Allan Gray Money Market Fund. This will be known as your preferred fee unit trust.

Do you require a preferred fee unit trust? Yes  No

If the preferred fee unit trust does not have sufficient funds to pay fees, the Administrator will:

1. Deduct fees from the unit trust(s) where the fees have accrued,
2. If there is an insufficient balance in that unit trust the Administrator will deduct fees proportionately from the remaining unit trusts with balances.

**4. Payment details**

**Source of contribution**

Existing Allan Gray account  Capital / savings  Company profit  Donation   
 Transfer from other financial services provider  Other (specify)

**Method of payment**

Cheque deposit  All cheques must be endorsed as non-transferable and deposited directly into the relevant Allan Gray bank account.  
 Electronic / Internet transfer  Electronic / internet transfers may take up to two days to appear in the Allan Gray bank account. This is only available for lump sum contributions.  
 Electronic collection by Allan Gray  Electronic collection is restricted to a maximum of R500 000. Allan Gray will debit your account within two business days of receiving the application form and all relevant documents. Please specify the amount below.  
 Debit order  Please complete the 'Bank debit authority' section below.

**5. Bank debit authority**

I authorise Allan Gray to draw direct debits against the bank account below.

**Bank accountholder details**

Name of accountholder   
 Name of bank   
 Branch name  Branch code   
 Account number   
 Type of account Current  Transmission  Savings

**Electronic collection by Allan Gray**

Amount R

**Debit order details**

Amount R  commencing on 1st  or 15th  of  /  /  /

Debit orders are applied on the first or the 15th of each month. If the selected day falls on a weekend or public holiday it will be effective on the next business day. The cut-off for all debit order notices to be processed in a particular month is by 14:00, three business days before the selected day.

Escalation rate per annum 0%  2.5%  5%  10%  15%  20%

If the bank accountholder is a third party individual, a copy of their South African bar-coded ID and the proof of bank account is required. If the bank accountholder is a third party legal entity, a copy of the resolution of signatories, a letter from the bank listing the authorised signatories on the account and signed copies of the signatories' identity documents are required.

Signature of bank accountholder \_\_\_\_\_ Date  /  /  /

**6. Allan Gray bank account details**

Cheque deposits and electronic / internet transfers should be made to the bank account below. Please use the investor name as a reference to make it easy for the Administrator to identify your money.

Account name: Allan Gray Unit Trust Management Limited  
 Bank: First National Bank  
 Branch: Global Transactional Services Cape Town  
 Branch code: 20-41-09  
 Account number: 622 397 733 29

**7. Income details**

**Distribution payments**

Distributions to be re-invested  
or

Distributions to be paid directly into the account specified in 'Investor bank account details'

All income distributions below R1 000 (R100 for the Money Market Fund) will be reinvested automatically.

**Regular withdrawal payments**

You may only schedule a regular withdrawal payment if you have more than R20 000 in your account. No minimum regular withdrawal amount applies.

Payment frequency                      Monthly                       Quarterly                       Biannually                       Annually

Regular withdrawal payments are scheduled for the 27th of each month. Allan Gray must receive the instruction six business days before the scheduled withdrawal payment date for payment to take place on that day. If not, the first withdrawal payment will be scheduled to take place the next month.

Unit trust name	Amount per regular withdrawal
	R
	R
	R
	R
	R
	R
	R
<b>Total amount to be withdrawn per period</b>	R

**Investor bank account details (for all income / withdrawal payment instructions)**

You must keep Allan Gray informed of any changes in your bank details.

Name of accountholder

Name of bank

Branch name  Branch code

Account number

Type of account                      Current                       Transmission                       Savings

All payments are made electronically to the current, transmission or savings bank account of the registered investor only. No payments will be made to credit card or market linked accounts.

**8. Financial adviser details**

Full name and surname

Practice name (FSP)

Allan Gray adviser code

I confirm that this financial adviser, as authorised representative of the FSP above, is my appointed financial adviser.

**Negotiable financial adviser fees**

I agree to pay the following negotiated fees on this and all future transactions until otherwise specified:

Please specify the percentage (excluding VAT).

Initial                       .  %                      Maximum 3.0% (excluding VAT) deducted prior to the investment being made. If it is agreed that no initial fee is payable, please insert 0%. Where the annual fees are more than 0.5%, initial fees are capped at 1.5%.

Annual                       .  %                      Maximum 1.0% (excluding VAT) of the investment portfolio. Where the initial fee is more than 1.5%, the maximum annual fee is 0.5%. If no annual fee is payable, please insert 0%.

**Discretionary mandate declaration**

This section is only applicable if the FSP above holds a 'Category II' license with the FSB and is therefore an approved discretionary FSP.

I confirm that I have entered into a mandate with the above approved discretionary FSP.                      Yes                       No

I agree and understand that in terms of the mandate the FSP may give Allan Gray investment instructions directly and I authorise Allan Gray to accept all instructions submitted by the FSP on my behalf.

Signature of investor \_\_\_\_\_

Date  /  /

**Financial adviser FAIS declaration**

1. I have made the disclosures required, in terms of the Financial Advisory and Intermediary Services Act 37 of 2002, to the investor.
2. I have explained all fees that relate to this investment to the investor. I understand and accept that the investor may write to Allan Gray to cancel my fees.

**Financial adviser FICA declaration - Please refer to Annexure A**

1. I have identified all applicable parties to this transaction and verified their details under the requirements of Section 21 of the Financial Intelligence Centre Act, No. 38 of 2001 ('The Act'). I keep these parties' records as is required in terms of Section 22 of The Act.

Yes  No

2. I understand that I am the primary accountable institution under The Act.
3. I understand that if I have selected 'No', Allan Gray will be responsible for the primary 'Know Your Client' requirements of The Act and that the application will be delayed until Allan Gray receives these documents.

Signature of financial adviser \_\_\_\_\_

Date   /   /

**9. Investor declaration**

1. I am authorised to conclude this application on behalf of the legal person. I acknowledge that I will be personally liable for this application, should the legal person not exist.
2. I confirm that all information provided in this form and all other documents signed by me in connection with this application, whether in my handwriting or not, is correct.
3. I am responsible for the accuracy and completeness of all answers, statements or other information provided by me or on my behalf.
4. I have not received advice from Allan Gray in respect of this application.
5. I confirm that Allan Gray may accept instructions from my financial adviser or any authorised third party only if appointed and authorised by me in writing.
6. I confirm that Allan Gray may accept signed instructions by facsimile or via other electronic means.
7. I confirm that my appointed financial adviser will have access to my investment details via the secure section of [www.allangray.co.za](http://www.allangray.co.za)
8. I have read and understood the attached Allan Gray Unit Trust Characteristics and Objectives attached.
9. I have read, understood and agree to the Terms and Conditions.

Signature of representative (1) \_\_\_\_\_

Signature of representative (2) \_\_\_\_\_

Date   /   /

# Allan Gray Unit Trusts - Characteristics and Objectives as at 1 August 2011

	Equity Fund	Balanced Fund	Stable Fund	Optimal Fund	Bond Fund	Money Market Fund	Global Equity Feeder Fund	Global Fund Of Funds	Global Optimal Fund Of Funds
Fund structure	A share portfolio selected for superior long-term returns.	A portfolio (which can include all asset classes) selected for superior long-term returns	A portfolio (which can include all asset classes) chosen for its high income yielding potential	A portfolio of carefully selected shares. The stock market risk inherent in these share investments will be substantially reduced by using equity derivatives	A portfolio invested in a combination of South African interest-bearing securities including bonds, loan stock, debentures, fixed deposits, money market instruments and cash	A portfolio invested in selected South African money market instruments providing a high income yield and a high degree of capital stability	A rand-denominated portfolio feeding directly into the FSB registered Orbis Global Equity Fund. Subject to offshore capacity constraints <sup>1</sup>	A rand-denominated balanced portfolio invested in selected FSB registered Orbis funds. Subject to offshore capacity constraints <sup>1</sup>	A rand-denominated global low risk portfolio invested in a mix of the Orbis Optimal SA funds. Subject to offshore capacity constraints <sup>1</sup>
Benchmark	FTSE/JSE All Share Index including income	The daily average return weighted by market value of funds in both the Domestic Asset Allocation Prudential Medium and Prudential Variable Equity categories excluding the Allan Gray Balanced Fund	Return of call deposits (for amounts in excess of R5m) with FirstRand Bank Limited plus 2%; on an after-tax basis at a rate of 25%	The return on call deposits with FirstRand Bank Limited (for amounts in excess of R5m)	All Bond Index	Domestic Fixed Interest Money Market Collective Investment Scheme sector excluding the Allan Gray Money Market Fund	FTSE World Index	60% of the FTSE World Index and 40% of the JP Morgan Global Government Bond Index	The simple average of the bank deposit rates in the currencies of the underlying invested Orbis funds
Typical net equity exposure	100%	40% - 75%	0% - 40%	0% - 20%	No equity exposure	No equity exposure	100%	40% - 75%	0% - 20%
Portfolio managers	Ian Liddle, Duncan Artus, Delphine Govender, Andrew Lapping, Simon Raubenheimer	Ian Liddle, Duncan Artus, Delphine Govender, Andrew Lapping, Simon Raubenheimer (Most foreign assets are invested in Orbis funds)	Ian Liddle (Most foreign assets are invested in Orbis funds)	Delphine Govender	Sandy McGregor, Andrew Lapping	Andrew Lapping	Ian Liddle (The underlying Orbis Global Equity Fund is managed by Orbis)	Ian Liddle (The underlying Orbis funds are managed by Orbis)	Ian Liddle (The underlying Orbis funds are managed by Orbis)
Target market	<ul style="list-style-type: none"> <li>Seek long-term wealth creation</li> <li>Are comfortable with market fluctuation i.e. short-term volatility</li> <li>Typically have an investment horizon of five years plus</li> <li>Seek an equity 'building block' for a diversified multi-asset class portfolio</li> </ul>	<ul style="list-style-type: none"> <li>Seek long-term wealth creation</li> <li>Have an appetite for risk similar to the average person investing in pension funds</li> <li>Typically have an investment horizon of three years plus</li> </ul>	<ul style="list-style-type: none"> <li>Are risk-averse and require a high degree of capital stability</li> <li>Require a reasonable income but also some capital growth</li> <li>Are retired or nearing retirement</li> <li>Seek to preserve capital over any two-year period</li> </ul>	<ul style="list-style-type: none"> <li>Seek absolute (i.e. positive) returns regardless of stock market trends</li> <li>Are risk-averse and require a high degree of capital stability</li> <li>Are retired or nearing retirement</li> <li>Seek the diversification benefits of uncorrelated returns relative to shares or bonds</li> <li>Wish to diversify a portfolio of shares and bonds</li> <li>Wish to add a product with an alternative investment strategy to their overall portfolio</li> </ul>	<ul style="list-style-type: none"> <li>Are looking for returns in excess of that provided by money market or cash investments</li> <li>Seek a bond 'building block' for a diversified multi-asset class portfolio</li> <li>Are prepared to accept some risk of capital depreciation in exchange for the prospect of earning increased returns</li> <li>Want to draw a regular income stream without consuming capital</li> </ul>	<ul style="list-style-type: none"> <li>Require monthly income distributions</li> <li>Want to find a short-term safe haven for funds during times of market volatility</li> <li>Are highly risk-averse</li> </ul>	<ul style="list-style-type: none"> <li>Would like to invest in global shares and benefit from offshore exposure</li> <li>Want to gain exposure to markets and industries that are not necessarily available locally</li> <li>Wish to invest in rands but benefit from offshore exposure</li> <li>Would like to invest in an offshore balanced fund</li> </ul>	<ul style="list-style-type: none"> <li>Wish to hedge their investments against any rand depreciation</li> <li>Wish to gain exposure to markets and industries that are not necessarily available locally</li> <li>Wish to invest in rands but benefit from offshore exposure</li> <li>Would like to invest in an offshore balanced fund</li> </ul>	<ul style="list-style-type: none"> <li>Wish to invest in a global low risk portfolio</li> <li>Wish to hedge their investment against rand depreciation</li> <li>Wish to invest in rands but benefit from offshore exposure</li> </ul>
Income yield and distribution <sup>2</sup>	Low income yield distributed bi-annually	Average income yield distributed bi-annually	High income yield distributed quarterly	Low income yield distributed bi-annually	High income yield distributed quarterly	High income yield distributed daily and pays out monthly	Low income yield distributed annually	Low income yield distributed annually	Low income yield distributed annually
Compliance with Prudential Investment Guidelines	No	Yes <sup>3</sup>	Yes <sup>3</sup>	No	Yes <sup>4</sup>	Yes <sup>4</sup>	No	No	No
Annual investment management fee (excl. VAT)	Performance fee on the out/underperformance of the benchmark (adjusted for fund expenses and cash flows) over a two-year rolling period  <b>Minimum fee:</b> 0.00% <b>Fee at benchmark:</b> 1.50% <b>Sharing rate:</b> 10.00% <b>Maximum fee:</b> 3.00%	Performance fee on the out/underperformance of the benchmark over a two-year rolling period <sup>5</sup>  <b>Minimum fee:</b> 0.50% <b>Fee at benchmark:</b> 1.00% <b>Sharing rate:</b> 10.00% <b>Maximum fee:</b> 1.50% (of two-year performance)	Performance fee on the out/underperformance of the benchmark over a two-year rolling period <sup>5</sup>  <b>Minimum fee:</b> 0.50% <b>Fee at benchmark:</b> 1.00% <b>Sharing rate:</b> 10.00% <b>Maximum fee:</b> 1.50% (of two-year performance)	Performance fee on the outperformance of the benchmark. A high watermark structure applies.  <b>Minimum fee:</b> 1.00% <b>Fee at benchmark:</b> 1.00% <b>Sharing rate:</b> 20.00% <b>Maximum fee:</b> uncapped	Performance fee on the outperformance of the benchmark (adjusted for fund expenses and cash flows) over a one-year rolling period  <b>Minimum fee:</b> 0.25% <b>Fee at benchmark:</b> 0.25% <b>Sharing rate:</b> 25.00% <b>Maximum fee:</b> 0.75%	Fixed fee: 0.25%	Allan Gray is paid a marketing and distribution fee by Orbis and charges no further fees. The underlying Orbis funds have their own fee structures.	Allan Gray is paid a marketing and distribution fee by Orbis and charges no further fees. The underlying Orbis funds have their own fee structures.	Allan Gray is paid a marketing and distribution fee by Orbis and charges no further fees. The underlying Orbis funds have their own fee structures.
Total expense ratio <sup>6</sup> (incl. VAT)	Total expense ratio: 1.74% including - Performance component: -0.08% Fee at benchmark: 1.71% Trading costs: 0.10% Other expenses: 0.01%	Total expense ratio: 1.18% including - Performance component: -0.09% Fee at benchmark: 1.16% Trading costs: 0.09% Other expenses: 0.02%	Total expense ratio: 1.29% including - Performance component: 0.06% Fee at benchmark: 1.15% Trading costs: 0.06% Other expenses: 0.02%	Total expense ratio: 1.23% including - Performance component: 0.00% Fee at benchmark: 1.14% Trading costs: 0.08% Other expenses: 0.01%	Total expense ratio: 0.38% including - Performance component: 0.05% Fee at benchmark: 0.29% Trading costs: 0.00% Other expenses: 0.04%	Total expense ratio: 0.30% including - Performance component: 0.00% Fee at benchmark: 0.29% Trading costs: 0.00% Other expenses: 0.01%	Total expense ratio: 2.18% including - Performance component: 0.51% Fee at benchmark: 1.49% Trading costs: 0.13% Other expenses: 0.05%	Total expense ratio: 1.75% including - Performance component: 0.29% Fee at benchmark: 1.24% Trading costs: 0.15% Other expenses: 0.07%	Total expense ratio: 1.21% including - Performance component: 0.00% Fee at benchmark: 0.97% Trading costs: 0.17% Other expenses: 0.07%
Minimum lump sum investment requirement	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>	R 20 000 per investor account R 5 000 lump sum R 500 per month debit order <sup>7</sup>

- Please contact the Allan Gray Service Centre on 0860 000 654 for further information about any constraints that may currently apply.
- To the extent that the total expenses exceed the income earned in the form of dividends and interest, the funds will not make a distribution.
- Compliance with Prudential Investment Guidelines: The Funds are managed to comply with Regulation 28 of the Pension Funds Act (with total foreign exposure limit of 25% as per FSB Circular 6 of 2010). Exposures in excess of the limits will be corrected immediately except where due to market value fluctuations or capital withdrawals in which case they will be corrected within a reasonable time period. Allan Gray Unit Trust Management Limited does not monitor compliance by retirement funds with section 19(4) of the Pension Funds Act (item 9 of Annexure A to Regulation 28).
- Compliance with Prudential Investment Guidelines: The Funds are managed to comply with the limits of Annexure A to Regulation 28 of the Pension Funds Act. Exposures in excess of the limits will be corrected immediately except where due to market value fluctuations or capital withdrawals in which case they will be corrected within a reasonable time period. Allan Gray Unit Trust Management Limited does not monitor compliance by retirement funds with section 19(4) of the Pension Funds Act (item 9 of Annexure A to Regulation 28).
- The annual investment management fee is calculated on the daily value of the Fund excluding any assets invested in the Orbis funds. Assets invested in the Orbis funds incur a management fee. These, along with other expenses are included in the total expense ratio.
- A Total Expense Ratio (TER) is a measure of a unit trust's assets that are relinquished as operating expenses. The total operating expenses are expressed as a percentage of the average value of the unit trust, calculated for the year to the end of June 2011. Included in the TER is the proportion of costs that are incurred by the performance component, fee at benchmark, trading costs (including brokerage, STT, STRATE and insider trading levy), VAT and other expenses. These are disclosed separately as percentages of the net asset value. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs. The information provided is applicable to class A units.
- Only available to South African residents.

Collective Investment Schemes (unit trusts) are generally medium- to long-term investments. The value of participatory interest (units) may go down as well as up and past performance is not necessarily a guide to the future. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. A schedule of fees and charges and maximum commissions is available on request from the company/scheme. Commission and incentives may be paid and if so, would be included in the overall costs. Unit trust prices are calculated on a net asset value basis, which, for money market funds, is the total book value of all assets in the portfolio divided by the number of units in issue. The Allan Gray Money Market Fund aims to maintain a constant price of 100 cents per unit. The total return to the investor is primarily made up of interest received but may also include any gain or loss made on any particular instrument held. In most cases this will have the effect of increasing or decreasing the daily yield, but in some cases, for example in the event of a default on the part of an issuer of any instrument held by the fund, it can have the effect of a capital loss. Such losses will be borne by the Allan Gray Money Market Fund and its investors and in order to maintain a constant price of 100 cents per unit, investors' unit holdings will be reduced to the extent of such losses. Fluctuations or movements in exchange rates may also be the cause of the value of underlying international investments going up or down. Unit trusts are traded at ruling prices. Commissions and incentives may be paid and if so, would be included in the overall costs. Different classes of units apply to the Allan Gray Equity, Balanced, Stable and Optimal Funds only and are subject to different fees and charges. A detailed schedule of fees and charges and maximum commissions is available on request from the company. Forward pricing is used. A fund of funds unit trust may only invest in other unit trusts, which levy their own charges, that could result in a higher fee structure for these portfolios. A feeder fund is a unit trust fund that, apart from assets in liquid form, consists solely of units in a single portfolio of a collective investment scheme. All of the unit trusts except the Allan Gray Money Market Fund may be capped at any time in order for them to be managed in accordance with their mandates. Allan Gray Unit Trust Management Limited is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Limited, an authorised financial services provider, is the appointed investment manager of Allan Gray Unit Trust Management Limited. Allan Gray Unit Trust Management Limited has been approved by the Regulatory Authority of Botswana to market its unit trusts in Botswana, however the Company is not supervised or licensed in Botswana. It is incorporated and registered under the laws of South Africa and is supervised by the Financial Services Board.

**ALLAN GRAY**

## Annexure A

In terms of the Financial Intelligence Centre Act 38 of 2001, and the regulations thereto, the accountable institution is compelled to identify and verify the identity of its clients.

Investors must attach the documentation set out in this annexure to their completed application form. The following persons are exempted from providing this documentation:

- \* If listed on a recognized securities exchange (e.g. JSE)
- \* If an approved Pension, Provident or Retirement Annuity Fund.

The accountable institution, however, reserves the right to request the supporting documentation for the above-mentioned exempted persons where it deems necessary. The accountable institution will only place investments once all the supporting documentation listed below has been supplied.

### 1. Natural persons

#### 1.1 SA Citizen / Resident

- 1.1.1 Copy of South African bar-coded ID containing a photo, full names, date of birth & ID number (A passport/driver's license containing the above information will only be accepted with a written reason for the unavailability of the South African bar-coded ID).
- 1.1.2 A document(s) less than 3 months old (at date of this application) containing residential address (e.g. utility bill, Telkom account, bank statement, municipal rates and tax invoice).

#### 1.2 Foreign nationals

- 1.2.1 Copy of passport containing a photo, full names, date of birth & ID number.
- 1.2.2 A document(s) less than 3 months old (at date of this application) containing residential address (e.g. utility bill, telephone account, bank statement, municipal rates and tax invoice).

#### 1.3 Legal Incapacity / 3rd party representing another individual

- 1.3.1 Document(s) set out above i.r.o both parties (1.1 or 1.2).
- 1.3.2 Proof of authority to act (e.g. power of attorney, mandate, resolution, court order).

### 2. Legal persons (Please complete Annexure B)

#### 2.1 SA Companies

- 2.1.1 Certificate of Incorporation (CM1) and Notice of Registered Office and Postal Address (CM22) containing Registrar's stamp and signed by the Company Secretary.
- 2.1.2 A document(s) less than 3 months old (at date of this application) containing trade name and business address (e.g. utility bill, Telkom account, bank statement, municipality rates and tax invoice).
- 2.1.3 Copy of South African bar-coded ID / passport as set out in 1.1 and 1.2 respectively, i.r.o the manager, all authorised signatories, all individuals holding 25% or more of the voting rights at a general meeting.
- 2.1.4 Proof of authority to act for company (e.g. Board resolution).
- 2.1.5 Applicable documents referred to in 2.1.1 / 2.1.2 or 2.2.1 / 2.2.2 or 2.3.1 / 2.3.2 or 2.4.1, 2.5.1 or 3.1 i.r.o institutions holding 25% or more of the voting rights at a general meeting.

#### 2.2 SA Close corporations

- 2.2.1 Founding Statement and Certificate of Incorporation (CK1) and Amended Founding Statement (CK2) if applicable, containing Registrar's stamp and signed by an authorised signatories / employee.
- 2.2.2 A document(s) less than 3 months old (at date of this application) containing trade name and business address (e.g. utility bill, Telkom account, bank statement or municipality rates and tax invoice).
- 2.2.3 Copy of South African bar-coded ID / passport as set out in 1.1 and 1.2 respectively i.r.o each member and all authorised signatories.
- 2.2.4 Proof of authority to act for close corporation (e.g. member's resolution).

#### 2.3 Foreign companies

- 2.3.1 Official document from foreign regulator witnessing incorporation, bearing the name, number and address.
- 2.3.2 A document(s) less than 3 months old (at date of this application) containing SA and foreign trade names and business addresses (e.g. utility bill, telephone account, bank statement, municipality rates and tax invoice).
- 2.3.3 Copy of South African bar-coded ID / passport as set out in 1.1 and 1.2 respectively, i.r.o the manager, all authorised signatories, all individuals holding 25% or more of the voting rights at a general meeting.
- 2.3.4 Proof of authority to act for company (e.g. Board resolution).
- 2.3.5 Applicable documents referred to in 2.1.1 / 2.1.2 or 2.2.1 / 2.2.2 or 2.3.1 / 2.3.2 or 2.4.1, 2.5.1 or 3.1 i.r.o institutions holding 25% or more of the voting rights at a general meeting.

#### 2.4 Other Legal Persons (i.e. club, association, body corporate, retirement fund)

- 2.4.1 The constitution or other founding document in terms of which legal person is created.
- 2.4.2 Copy of South African bar-coded ID / passport as set out in 1.1 and 1.2 respectively i.r.o all authorised signatories.
- 2.4.3 Proof of authority to act for legal person.

#### 2.5 Partnerships

- 2.5.1 Partnership agreement.
- 2.5.2 Copy of South African bar-coded ID / passport as set out in 1.1.1 and 1.2.1 respectively, i.r.o all partners / all authorised signatories / persons exercising Executive control.
- 2.5.3 Proof of authority to act for partnership.
- 2.5.4 Applicable documents referred to in 2.1.1 / 2.1.2 or 2.2.1 / 2.2.2 or 2.3.1 / 2.3.2 or 2.4.1 or 3.1 i.r.o any institutional partners or an institution exercising executive control.

### 3. Trusts (Please complete Annexure B)

- 3.1 The main deed or other founding document (e.g. a will).
- 3.2 Letters of authority from Master (SA trust) or foreign regulator (foreign trusts) to trustees.
- 3.3 Copy of South African bar-coded ID / passport as set out in 1.1 and 1.2 respectively i.r.o an individual founder of the trust, each individual trustee, each individual beneficiary, all authorised signatories, or details of how beneficiaries are determined if not mentioned by name.
- 3.4 A death certificate or certificate of deregistration where founder died or ceased to exist.
- 3.5 Applicable documents referred to in 2.1.1 / 2.1.2 or 2.2.1 / 2.2.2 or 2.3.1 / 2.3.2 or 2.4.1 or 3.1 i.r.o any institutional beneficiaries, any institutional trustees or institutional founder of the trust or details of how beneficiaries are determined if not mentioned by name.

## Annexure B

In terms of the Financial Intelligence Centre Act 38 of 2001, the accountable institution must verify the identity of its clients. Each of the following persons must complete Annexure B:

- manager
- member
- partner
- authorised representative
- person holding 25% or more of the voting rights
- persons exercising executive control
- trustee, beneficiary and founder of trust

### Type of entity

Natural person       Legal entity

### Natural person

Capacity																																				
Title																																				
First name(s)																																				
Date of birth	/			/			/			Nationality																										
ID number / passport number if foreign national																																				
Income tax number	/			/			/																													
Residential address																																				
																												Postal code								
Postal address																																				
																												Postal code								
Telephone (w)																Telephone (h)																				
Fax																Cell																				
Email																																				
I want secure online access to this investment	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>																																

### Legal entity

Capacity																																				
Registered name																																				
Registration number																																				
Trading name																																				
Income tax number	/			/			/			VAT no																										
Registered address (Head office)																																				
																												Postal code								
Postal address																																				
																												Postal code								
Telephone (w)																Fax																				
Email																																				