

Identification form – Trusts & trustees

Please complete this form if you are a new investor with Allan Gray in Australia.

1. Please complete the relevant sections, according to the type of trust as set out below, in capital letters and using a black pen.

Regulated trust (Australian)

| Type of trustee | Sections to complete |
|---|--|
| Individuals | Sections 1, 4 and 7.1 |
| Listed public company | Sections 1 and 5 |
| Private company and unlisted public companies | Sections 1, 5, 6, 7.2, 7.2.1 and 7.2.2 |

Unregulated trust (Australian and foreign)

| Type of trustee | Sections to complete |
|--------------------------|--|
| Individuals (Australian) | Sections 1, 2, 3, 4, 8.1 and 8.2 |
| Individuals (Foreign) | Sections 1, 2, 3, 4, 8.1 and 8.3 |
| Company (Australian) | Sections 1, 2, 3, 5, 6, 8.1, 8.2, 8.4, 8.4.1 and 8.4.2 |
| Company (Foreign) | Sections 1, 2, 3, 5, 6, 8.1, 8.3, 8.4, 8.4.1 and 8.4.2 |

Legal Notices

Equity Trustees Ltd AFSL No. 240975 (Equity Trustees) is the responsible entity and issuer of units in the Allan Gray Australia Equity Fund, Allan Gray Australia Balanced Fund and the Allan Gray Australia Stable Fund (together Funds).

Equity Trustees Ltd AFSL No. 240975 (Equity Trustees) is the responsible entity and issuer of units in the Allan Gray Australia Equity Fund, Allan Gray Australia Balanced Fund and the Allan Gray Australia Stable Fund (together Funds). Personal information is collected on this form by Equity Trustees and Allan Gray including their delegates, such as SS&C Solutions Pty Limited 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of your personal information held by us, or you would like to correct information that is inaccurate, incorrect or out of date, please contact Allan Gray.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, allangray.com.au. In accordance with the Corporations Act 2001, you may be sent material (including marketing material) approved by Equity Trustees, 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. If you are a New Zealand retail investor, we cannot add you to our marketing list. 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.

2. Make copies of your ID document(s) and arrange for them to be certified.


Please refer to the 'Prices and Forms' section of our website for more information on getting your documents certified.

3. Include this identification form and certified copies of the ID documents with your initial application form when you send it to us.

4. Send your documents to us.

You can return your form by email or post according to the details below.

 instructions@registry.allangray.com.au

 Allan Gray Funds Unit Registry
GPO Box 804
Melbourne VIC 3001
Australia

Should you require any assistance please contact us:

Australia 1300 604 604
International +61 2 8224 8604
clientservices@allangray.com.au
allangray.com.au

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1. Trust company

Full name of trust

Country where trust
established

Type of regulated trust (Australian)

Please select only one of the following trust types and provide the information requested.

Self-managed superannuation Fund

Please provide the SMSF's ABN

Registered managed investment scheme

Provide the Australian Registered
Scheme Number (ARSN)

Government superannuation Fund

Provide the name of the legislation
establishing the fund

Other regulated trust (a trust that is subject to regulatory oversight of a Commonwealth, State or Territory statutory regulator such as an approved deposit fund, a pooled superannuation trust or an APRA-regulated superannuation fund)

Provide the name of the regulator

Provide the trust's ABN or registration/
licensing details

Type of unregulated trust (Australian and foreign)

Please select one of the following trust types and provide the information requested.

Family trust

Charitable trust

Testamentary trust

Other, please provide description:

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2. Beneficial owner/beneficiary details

Please complete for unregulated trusts (Australian and foreign).

Beneficial owner: Is someone 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. All beneficial owners will need to complete the applicable identification form for individuals, sole traders, companies, trusts or trustees (as relevant) which can be found at www.allangray.com.au/b/forms-documents.

How many beneficial owners are there? (please identify the beneficial owners on the next section)

Do the terms of the trust identify the beneficiaries by reference to membership of a class?
Provide details of the membership class(es) (for example unit holders, family members of named person, charitable purpose).

Yes

No. How many beneficiaries are there? (please identify the beneficial owners on the next section)

Please provide details for each beneficial owner and each beneficiary.

Beneficial owner/beneficiary 1

Title

Full name(s)

Surname

Date of birth

 / /

Please tick if this person is a beneficial owner

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

Property/building name (if applicable)

Address

Suburb

State

Postcode

Country

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Beneficial owner/beneficiary 2

Title

Full name(s)

Surname

Date of birth / / Please tick if this person is a beneficial owner

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

Property/building name (if applicable)

Address

Suburb

State Postcode

Country

Beneficial owner/beneficiary 3

Title

Full name(s)

Surname

Date of birth / / Please tick if this person is a beneficial owner

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

Property/building name (if applicable)

Address

Suburb

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State Postcode

Country

Beneficial owner/beneficiary 4

Title

Full name(s)

Surname

Date of birth / / Please tick if this person is a beneficial owner

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

Property/building name (if applicable)

Address

Suburb

State Postcode

Country

If there are more beneficiaries, please provide details on a separate sheet and attach this with your form.

3. Settlor details

Please complete for unregulated trusts (Australian and foreign). Please provide details for the settlor(s) of the trust.

Settlor: A person or an entity who contributed assets to the trust at the time of establishment. Do not complete this section if the person or entity no longer exists or if the initial sum at the time the trust was set up was less than AUD 10,000.

Settlor 1

Title

Full name(s)

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Surname

Company/Trust/
Superannuation Fund

Settlor 2

Title

Full name(s)

Surname

Company/Trust/
Superannuation Fund

If there are more settlors, please provide details on a separate sheet and attach this with your form.

4. Individual trustee details

Please provide details for each individual trustee.

Trustee 1

Title

Full name(s)

Surname

Date of birth / /

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

Property/building
name (if applicable)

Address

Suburb

State Postcode

Country

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Trustee 2

Title

Full name(s)

Surname

Date of birth / /

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

Property/building name (if applicable)

Address

Suburb

State Postcode

Country

If there are more trustees, please provide details on a separate sheet and attach this with your form.

5. Company trustee details

Australian company details – companies incorporated in Australia

Full name of company (as registered by ASIC)

Registration number (for example ABN)

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

Property/building name (if applicable)

Address

Suburb

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State Postcode

Country

Place of business (If different to regulated office address.)

Property/building name (if applicable)

Address

Suburb

State Postcode

Country

Regulatory/listing details

Regulator name

Licence details

Name of stock exchange

Australian listed company name if majority owned subsidiary of an Australian listed company

Foreign company details – companies incorporated outside of Australia

Full name of company

Country of formation/
incorporation/
registration

Registration/
identification number

Name of foreign
registration body (if
applicable)

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Regulated office address (If regulated as a foreign company in Australia, please provide Australian address. A PO Box/RMB/Locked Bag is not acceptable.)

| | | | |
|--|--|----------|--|
| Property/building name (if applicable) | | | |
| Address | | | |
| | | | |
| Suburb | | | |
| State | | Postcode | |
| Country | | | |

Place of business (If different to regulated office address.)

| | | | |
|--|--|----------|--|
| Property/building name (if applicable) | | | |
| Address | | | |
| | | | |
| Suburb | | | |
| State | | Postcode | |
| Country | | | |

Regulatory/listing details

| | | | |
|---|--|--|--|
| Regulator name | | | |
| Licence details | | | |
| Name of stock exchange | | | |
| Australian listed company name if majority owned subsidiary of an Australian listed company | | | |

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6. Additional information for private companies and unlisted public companies

Please complete if the company is a private company or an unlisted public company. Do not complete for public listed companies.

Directors details

How many directors are there?

Provide full name of each director

Director 1

Title

Full name(s)

Surname

Director 2

Title

Full name(s)

Surname

Director 3

Title

Full name(s)

Surname

Director 4

Title

Full name(s)

Surname

If there are more directors, please provide details on a separate sheet and attach this with your form.

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Beneficial owners details

Please complete for private and unlisted public companies that are not regulated companies and are not a majority owned subsidiary of an Australian listed public company. Provide details of all beneficial owners of the company.

Beneficial owner: Is someone 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. All beneficial owners will need to complete the applicable identification form for individuals, sole traders, companies, trusts or trustees (as relevant), which can be found at www.allangray.com.au/b/forms-documents/.

Beneficial owner 1

Title

Full name(s)

Surname

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

Property/building
name (if applicable)

Address

Suburb

State

Postcode

Country

Beneficial owner 2

Title

Full name(s)

Surname

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

| | | |
|--|----------------------|-------------------------------|
| Property/building name (if applicable) | <input type="text"/> | |
| Address | <input type="text"/> | |
| | <input type="text"/> | |
| Suburb | <input type="text"/> | |
| State | <input type="text"/> | Postcode <input type="text"/> |
| Country | <input type="text"/> | |

Beneficial owner 3

| | | |
|--------------|----------------------|--|
| Title | <input type="text"/> | |
| Full name(s) | <input type="text"/> | |
| Surname | <input type="text"/> | |

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

| | | |
|--|----------------------|-------------------------------|
| Property/building name (if applicable) | <input type="text"/> | |
| Address | <input type="text"/> | |
| | <input type="text"/> | |
| Suburb | <input type="text"/> | |
| State | <input type="text"/> | Postcode <input type="text"/> |
| Country | <input type="text"/> | |

7. Verification procedure – regulated trusts

7.1 Verification of individual trustees for Australian regulated trusts

Please enclose a certified copy of ONE of the following current documents for at least one trustee. If your document does not show your signature, please sign your name on the certified copy of the document.

Select one option from this section:

- Driver's licence
- Passport
- Any identification card issued under a state or territory in Australia or by an overseas government (must show your date of birth, photo and signature).

7.2 Verification of a company trustee for Australian regulated trusts

Enclose a certified copy of the following current documents:

- Certificate of registration (or equivalent) issued by the relevant registration/regulatory body indicating:
 - i. The company's identification/registration number
 - ii. The date it was incorporated or formed, and
 - iii. The company's registered address.
- The company's register of members indicating each member's residential address and percentage of ownership. However, if the company is listed on a stock exchange, the register of members only needs to show the top 20 members, their residential addresses and percentage of ownership.

Note: If the certificate of registration does not indicate any of the above details, you should enclose certified copies of other documents issued by independent third parties indicating the above details in addition to enclosing the certificate of registration. Australian private companies should consider providing a 'Current company extract' sourced directly from ASIC in the previous 3 months (a small fee is levied by ASIC for this report) or the company's last annual statement issued by ASIC.

7.2.1 Verification of a company's beneficial owners – individuals

For each beneficial owner who is an Australian resident, please enclose a certified copy of ONE of the first three documents listed below. This document must show your date of birth, photo and signature. For each beneficial owner who is a foreign resident, you must enclose certified copies of at least TWO of the following current documents.

The TWO documents together must show ALL of the following:

- Your photo
- Date of birth
- Residential address
- Signature (If your documents do not show your signature, please sign your name on the certified copy of the document.)

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Enclose a certified copy of the following current documents:

- Driver's licence
- Passport
- Any identification card issued under a state or territory in Australia or by an overseas government.
- A document issued by a local government body or utilities provider within the preceding three months which records the provision of services to your address or to you (this document must contain your name and address as indicated on this form).

7.2.2 Verification procedure of a company's beneficial owners – companies

For each beneficial owner which is a company, please enclose a certified copy of the following current documents. Enclose a certified copy of the following current documents:

- Certificate of registration (or equivalent) issued by the relevant registration/regulatory body indicating:
 - i. The company's identification/registration number
 - ii. The date it was incorporated or formed, and
 - iii. The company's registered address.
- The beneficial owner's register of members indicating each member's residential address and percentage of ownership and:
 - i. Each member who is an individual must provide documents as outlined under the heading 'Verification of a company's beneficial owners – individuals', and
 - ii. Each member who is a company must provide a certified copy of the documents outlined under the heading 'Verification of a company's beneficial owners – companies'.

If the company is listed on a stock exchange, the register of members only needs to show the top 20 members, their residential addresses and percentage of ownership.

Note: If the certificate of registration does not indicate any of the above details, you should enclose certified copies of other documents issued by independent third parties indicating the above details, in addition to enclosing the beneficial owner's certificate of registration. Australian private companies should consider providing a 'Current company extract' sourced directly from ASIC in the previous 3 months (a small fee is levied by ASIC for this report) or the company's last annual statement issued by ASIC.

Document written in a language other than English must be accompanied by an English translation provided by an accredited translator.

8. Verification procedure – unregulated trusts

8.1 Verification of unregulated trusts (Australian and foreign)

Please enclose a certified copy of ONE of the following documents.

Select one option from this section:

- A notice issued to the trust by a regulatory authority (must not be more than 12 months old).
- A letter from a solicitor or qualified accountant that confirms the name of the trust.
- A certified copy or certified extract of the trust deed. The certified extract must confirm the name of the trust.

Documents written in a language other than English must be accompanied by an English translation provided by an accredited translator.

8.2 Verification of individual trustees and beneficial owners for Australian unregulated trusts

Please enclose a certified copy of ONE of the following current documents for at least one trustee and all beneficial owners. If your document does not show your signature, please sign your name on the certified copy of the document.

Select one option from this section:

- Driver's licence (must show your date of birth, photo and signature).
- Passport (must show your date of birth, photo, current date of passport and signature).
- Any identification card issued under a state or territory in Australia or by an overseas government (must show your date of birth, photo and signature).

8.3 Verification of individual trustees and beneficial owners for foreign trusts

Please enclose certified copies of at least TWO of the following current documents for each individual trustee and all beneficial owners. The TWO documents together must show ALL of the following:

- Your photo
- Date of birth
- Residential address
- Signature (If your documents do not show your signature, please sign your name on the certified copy of the document.)

Select two options from this section:

- Driver's licence
- Passport
- Any identification card issued under a state or territory in Australia or by an overseas government.
- A document issued by a local government body or utilities provider within the preceding three months which records the provision of services to your address or to you (this document must contain your name and address as indicated on this form).

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8.4 Verification procedure of company trustee for unregulated trusts (Australian and foreign)

Please enclose a certified copy of BOTH of the following documents.

Enclose a certified copy of the following current documents:

- Certificate of registration (or equivalent) issued by the relevant registration/regulatory body indicating:
 - i. The company's identification number
 - ii. The date it was incorporated or formed, and
 - iii. The company's registered address.

- The company's register of members indicating each member's residential address and percentage of ownership. However, if the foreign company is listed on a stock exchange, the register of members only needs to show the top 20 members, their residential addresses and percentage of ownership.

Note: If the certificate of registration does not indicate any of the above details, you should enclose certified copies of other documents issued by independent third parties indicating the above details in addition to enclosing the certificate of registration. Australian private companies should consider providing a 'Current company extract' sourced directly from ASIC. A small fee is levied by ASIC for this report.

8.4.1 Verification procedure of a company's beneficial owners – individuals

For each beneficial owner who is an Australian resident, please enclose a certified copy of ONE of the first three documents listed below. This document must show your date of birth, photo and signature. For each beneficial owner who is a foreign resident, you must enclose certified copies of at least TWO of the following current documents. The TWO documents together must show ALL of the following:

- Your photo
- Date of birth
- Residential address
- Signature (If your documents do not show your signature, please sign your name on the certified copy of the document.)

Enclose a certified copy of the following current documents:

- Driver's licence
- Passport
- Any identification card issued under a state or territory in Australia or by an overseas government.
- A document issued by a local government body or utilities provider within the preceding three months which records the provision of services to your address or to you (this document must contain your name and address as indicated on this form).

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8.4.2 Verification procedure of a company's beneficial owners – companies

For each beneficial owner which is a company, please enclose a certified copy of the following current documents. Enclose a certified copy of the following current documents:

■ Certificate of registration (or equivalent) issued by the relevant registration/regulatory body indicating:

- i. The company's identification/registration number
- ii. The date it was incorporated or formed, and
- iii. The company's registered address.

■ The beneficial owner's register of members indicating each member's residential address and percentage of ownership and:

- i. Each member who is an individual must provide documents as outlined under the heading 'Verification of a company's beneficial owners – individuals', and
- ii. Each member who is a company must provide a certified copy of the documents outlined under the heading 'Verification of a company's beneficial owners – companies'.

If the company is listed on a stock exchange, the register of members only needs to show the top 20 members, their residential addresses and percentage of ownership.

Note: If the certificate of registration does not indicate any of the above details, you should enclose certified copies of other documents issued by independent third parties indicating the above details, in addition to enclosing the beneficial owner's certificate of registration. Australian private companies should consider providing a 'Current company extract' sourced directly from ASIC in the previous 3 months (a small fee is levied by ASIC for this report) or the company's last annual statement issued by ASIC.

Document written in a language other than English must be accompanied by an English translation provided by an accredited translator.