

# Switch form

Please use this form if you are an existing investor and wish to switch your investment.

1. Read and ensure you understand the  
• Product Disclosure Statement (PDS)  
and Target Market Determination (TMD)  
for the Fund you are switching into.

The PDS is available on our website [allangray.com.au](http://allangray.com.au) or from your financial adviser. TMDs for the Allan Gray products can be found at [allangray.com.au/PDS-TMD-documents](http://allangray.com.au/PDS-TMD-documents).

2. Please complete all relevant sections in  
• block letters and using a black pen.


**Please double check that you have:**

- entered your account number and account name as they appear on your latest statement
- entered your switch details, the number of units or the AUD value you wish to switch
- completed 'Switching to a new Fund' in section 3, if you are switching into a Fund that you do not currently hold units in
- signed the form as per the 'Signing instructions' in section 5.

3. Send your documents to us.

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

 [instructions@registry.allangray.com.au](mailto: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](mailto:clientservices@allangray.com.au)  
**[allangray.com.au](http://allangray.com.au)**

## Legal Notices

Equity Trustees Ltd AFSL No. 240975 (Equity Trustees) and referred to as Equity Trustees throughout the document, is the 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 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, [allangray.com.au](http://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.

## 1. Investor details

**Account number**

**Account name**

## 2. Switch details

The minimum switch amount is AUD 1,000 unless the full balance of your investment is being switched. The minimum account balance for each unit class in each Fund is AUD 10,000. If your balance in each unit class in each Fund after the switch is lower than AUD 10,000 we will be unable to process your request.

### Switch from Allan Gray Australia Equity Fund – Class A

<input type="checkbox"/> Full switch	<input type="checkbox"/> Partial switch	Amount (AUD)	<input type="text"/>
<b>Switch to</b>			
<input type="checkbox"/> Allan Gray Australia Equity Fund — Class B	Amount (AUD)	<input type="text"/>	or <input type="text"/> %
<input type="checkbox"/> Allan Gray Australia Balanced Fund	Amount (AUD)	<input type="text"/>	or <input type="text"/> %
<input type="checkbox"/> Allan Gray Australia Stable Fund	Amount (AUD)	<input type="text"/>	or <input type="text"/> %
			<b>Total</b> <input type="text"/> <b>100%</b>

### Switch from Allan Gray Australia Equity Fund – Class B

<input type="checkbox"/> Full switch	<input type="checkbox"/> Partial switch	Amount (AUD)	<input type="text"/>
<b>Switch to</b>			
<input type="checkbox"/> Allan Gray Australia Equity Fund — Class A	Amount (AUD)	<input type="text"/>	or <input type="text"/> %
<input type="checkbox"/> Allan Gray Australia Balanced Fund	Amount (AUD)	<input type="text"/>	or <input type="text"/> %
<input type="checkbox"/> Allan Gray Australia Stable Fund	Amount (AUD)	<input type="text"/>	or <input type="text"/> %
			<b>Total</b> <input type="text"/> <b>100%</b>

## Switch from Allan Gray Australia Balanced Fund

<input type="checkbox"/> Full switch	<input type="checkbox"/> Partial switch	Amount (AUD)	<input style="width: 100%;" type="text"/>
<b>Switch to</b>			
<input type="checkbox"/> Allan Gray Australia Equity Fund — Class A	Amount (AUD)	<input style="width: 100%;" type="text"/>	or <input style="width: 100%;" type="text"/> %
<input type="checkbox"/> Allan Gray Australia Equity Fund — Class B	Amount (AUD)	<input style="width: 100%;" type="text"/>	or <input style="width: 100%;" type="text"/> %
<input type="checkbox"/> Allan Gray Australia Stable Fund	Amount (AUD)	<input style="width: 100%;" type="text"/>	or <input style="width: 100%;" type="text"/> %
<b>Total</b>			<b>100%</b>

## Switch from Allan Gray Australia Stable Fund

<input type="checkbox"/> Full switch	<input type="checkbox"/> Partial switch	Amount (AUD)	<input style="width: 100%;" type="text"/>
<b>Switch to</b>			
<input type="checkbox"/> Allan Gray Australia Equity Fund — Class A	Amount (AUD)	<input style="width: 100%;" type="text"/>	or <input style="width: 100%;" type="text"/> %
<input type="checkbox"/> Allan Gray Australia Equity Fund — Class B	Amount (AUD)	<input style="width: 100%;" type="text"/>	or <input style="width: 100%;" type="text"/> %
<input type="checkbox"/> Allan Gray Australia Balanced Fund	Amount (AUD)	<input style="width: 100%;" type="text"/>	or <input style="width: 100%;" type="text"/> %
<b>Total</b>			<b>100%</b>

## 3. Switching to a new Fund

If you are switching into a new Fund, please complete the sections below.

### 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.

	Reinvest	or	Pay to my bank account
Allan Gray Australia Equity Fund — Class A	<input type="checkbox"/>	or	<input type="checkbox"/>
Allan Gray Australia Equity Fund — Class B	<input type="checkbox"/>	or	<input type="checkbox"/>
Allan Gray Australia Balanced Fund	<input type="checkbox"/>	or	<input type="checkbox"/>
Allan Gray Australia Stable Fund	<input type="checkbox"/>	or	<input type="checkbox"/>

## Fund annual financial report options

Please indicate if you wish to receive the Fund's annual financial report. If no election is made, we will not send you a copy. You can access the latest report from [eqt.com.au/allangrayfunds](http://eqt.com.au/allangrayfunds)

I would like to receive the Fund annual financial report by email.

I would like to receive the Fund annual financial report by post.

## Information about you

If you are switching your investment into a new Fund, you MUST complete the six questions below for each new Fund you will invest in, to help us meet our legal requirements. Your answers will be kept confidential and only made available to the relevant Fund's responsible entity, investment manager and other organisations that require the information to assist in the administration of your investment in the Fund(s).

**Instructions:** Please answer the questions for each new Fund you intend to invest in (e.g. if you are investing in 2 funds, you need to complete the 2 relevant columns).

	Allan Gray Australia Equity Fund – Class A	Allan Gray Australia Equity Fund – Class B	Allan Gray Australia Balanced Fund	Allan Gray Australia Stable Fund
<b>1. Have you received personal financial advice regarding investing in the relevant Fund?</b>				
<b>Yes</b> – I/we have received financial advice from a licensed financial adviser that did consider my/our personal financial situation or needs (i.e. personal advice).	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>No</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>2. Please tell us what is your main reason for investing in the Fund. I/We are seeking (choose one for each relevant Fund):</b>				
<b>Capital growth</b> – Looking for capital returns above inflation by mainly investing in growth assets.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Capital preservation</b> – Looking to minimise loss in market downturns by mainly investing in defensive assets.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Income distribution</b> – Looking for regular and/or tax effective income distribution.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>3. Looking at your total investment portfolio, is the proposed investment in the Fund going to be (choose one for each relevant Fund):</b>				
<b>A standalone solution</b> (up to 100% of your total investment portfolio)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>A major allocation</b> (up to 75% of your total investment portfolio)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>A core component</b> (up to 50% of your total investment portfolio)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>A minor allocation</b> (up to 25% of your total investment portfolio)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>A satellite allocation</b> (up to 10% of your total investment portfolio)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Allan Gray Australia Equity Fund – Class A	Allan Gray Australia Equity Fund – Class B	Allan Gray Australia Balanced Fund	Allan Gray Australia Stable Fund
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**4. I/ We are investing in the Fund for the (choose one for each relevant Fund):**

**Long term** (7 years or more)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**Medium to long term** (equal to 5 years but less than 7 years)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**Medium term** (more than 2 years but less than 5 years)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**Short term** (up to and including 2 years)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**5. Please select the statement that best describes your investment risk profile (choose one for each relevant Fund):**

**Extremely high** – I/we can tolerate significant volatility and losses as I/we are seeking to obtain accelerated returns, potentially over a short timeframe.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**Very high** – I/we can tolerate more than 6 periods of negative return over 20 years and seek to maximise returns from this investment, typically over a medium or long timeframe.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**High** – I/we can tolerate up to 6 periods of negative return over 20 years in order to achieve higher returns from this investment.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**Medium** – I/we can tolerate up to 4 periods of negative return over 20 years and a moderate target return from this investment.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**Low** – I/we can tolerate up to 1 period of negative return over 20 years and a low target return from this investment.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**6. Under normal circumstances, within what period do you expect to be able to access your funds for this investment (choose one for each relevant Fund)?**

Within one week

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Within one month

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Within three months

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Within one year

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Within five years

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Within ten years

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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More than ten years

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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## 4. Existing instructions

Your existing instruction for regular savings or redemption plans, distributions, reporting preferences, banking details and payments to financial adviser, if applicable, will continue to apply unless you advise us otherwise. If you wish to change your instructions, please complete the relevant form, available from [allangray.com.au](http://allangray.com.au), under the 'Forms & Documents' section.

## 5. Acknowledgement and signatures

By completing and signing this form:

- you have read and understood the latest Product Disclosure Statement available for the Allan Gray Australia Equity Fund – Class A or Class B (as applicable) the Allan Gray Australia Balanced Fund and/or the Allan Gray Australia Stable Fund, and the accompanying Information Booklet (including the 'Terms of Electronic Communication', 'Instruction Terms' and the 'Direct Debit Request Service Agreement')
- you confirm that you have read and understood the Target Market Determination (TMD) for the relevant Allan Gray Fund, available at [allangray.com.au/PDS-TMD-documents](http://allangray.com.au/PDS-TMD-documents)
- you have carefully considered the features of the relevant Allan Gray Fund as described in the PDS and TMD (including its investment objectives, minimum suggested investment timeframe, risk level, withdrawal arrangements and investor suitability) and you are satisfied that your proposed investment in the relevant Allan Gray Fund is consistent with your investment objectives, financial circumstances and needs
- you have read and understood the current Minimum Disclosure Document (if you are a South African resident) or the Information for New Zealand investors (if you are a New Zealand resident) for the relevant Fund (if applicable)
- you consent to receive the relevant Product Disclosure Statement, Information Booklet, Minimum Disclosure Document and Information for New Zealand investors (as applicable) electronically, including by viewing a website, and agree to be bound by such documents and terms
- you have made your own appraisals before investing in the relevant Fund and have not relied upon any statements made by us
- you acknowledge and agree that an acceptance of this form is not a representation or confirmation from EQT or Allan Gray Australia that an investment in the relevant Fund is or is likely to be consistent with your objectives, financial situation and needs, as indicated in your responses to the questions in section 3 (if completed)
- you acknowledge that a failure to complete the mandatory questions in section 3 (if applicable) may delay or stop this transaction from being accepted
- you agree to indemnify us against any loss, liability, damage, claim, cost or expense incurred as a result of any information, representation, declaration, statement or acknowledgement or confirmation in this form being untrue or incorrect, or as a result of or in connection with your direct debit request (if applicable)
- if you are investing as a trustee for a trust, you confirm that you are acting within your powers and authority under the trust deed
- you authorise us to do anything on your behalf that is necessary for units to be issued based on this form, including signing or completing any necessary documents

- you acknowledge that we are not responsible for any delays in receipt of this form or application money and that we do not guarantee the Funds' performance or any repayment of capital
- you declare that the information provided is complete and accurate and we are not liable for any loss arising from processing this form as a result of compliance with Australia's Anti-Money Laundering/Counter Terrorism Financing laws, and
- if we determine that you are ineligible to hold units in the Fund(s), you appoint us to submit a withdrawal request on your behalf in respect of all your units in the Fund(s).

## 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 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 this 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(s)

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(s)

Date

Company officer (please indicate company capacity)

- Director
- Company secretary
- Authorised signatory