

Financial Services Guide Dated: 31 January 2023

Contrarius Investment Advisory Pty Ltd
ABN 48 618 145 449 AFSL No. 506315

Purpose of this Financial Services Guide

The purpose of this Financial Services Guide ("FSG") is to assist you to make an informed decision as to whether to use any of the financial services provided by Contrarius Investment Advisory Pty Limited (ABN 48 618 145 449) (referred to as "Contrarius Australia", "we", "us" or "our") under its Australian Financial Services Licence ("AFSL") with licence number 506315.

This FSG provides key information about the types of financial services that we offer. It also explains how we (and other relevant persons) are remunerated for these services and includes details of our internal and external complaints handling procedures and how you can access them.

You may also receive from us a Product Disclosure Statement ("PDS") in relation to managed fund products issued by Equity Trustees Limited (ABN 46 004 031 298, AFSL 240975) ("EQT") and managed by the Contrarius Group. The PDS will contain important information regarding the relevant managed fund, including its relevant terms, significant risks and the fees and charges that may be payable, and is designed to assist you to make an informed decision as to whether to invest in the relevant managed fund.

We do not provide personal financial product advice. If you are seeking financial product advice that takes into account your personal financial situation, you should contact an appropriately licensed financial adviser.

Who is Contrarius Australia?

Contrarius Australia is an Australian incorporated company with its main office in Sydney. Contrarius Australia is a member of the Contrarius Group, a global fund manager which was established in 2008. The Contrarius Group has offices in Australia, Bermuda, Jersey (Channel Islands), South Africa and the United Kingdom. Additional information about the Contrarius Group is available at www.contrarius.com.au.

How can we be contacted?

Contrarius Australia can be contacted by:

Post: Contrarius Investment Advisory Pty Ltd
Tower One International Towers Sydney, Level 40
100 Barangaroo Avenue,
Barangaroo, NSW 2000

Email: investorservices@contrarius.com.au

Financial services provided by Contrarius Australia

When providing financial services under its AFSL, Contrarius Australia acts on its own behalf as a financial services licensee. Contrarius Australia is in the business of asset management and is authorised under its AFSL to (i) provide general financial product advice for; and (ii) deal in a financial product by applying for, acquiring, varying or disposing of a financial product on behalf of another person, in respect of the following classes of products:

- deposit and payment products;
- derivatives (restricted to the management of financial risk);
- foreign exchange contracts (restricted to the management of financial risk);
- debentures, stocks or bonds issued or proposed to be issued by a government;
- interests in managed investment schemes, excluding investor directed portfolio services; and
- securities.

These financial services may be provided to retail and wholesale clients.

Note: The advice that we provide is general advice only and will not take into account your personal financial objectives, situation or needs. Accordingly, before acting on any advice that we provide to you, please consider the appropriateness of the advice having regard to your personal financial objectives, situation and needs and, if applicable, obtain and consider any PDS issued in connection with the financial products and services that we offer before making a decision to acquire a financial product. If you are seeking financial product advice that takes into account your personal financial situation, you should contact an appropriately licensed financial adviser.

Contrarius Australia is:

- The investment manager for Contrarius Australia Equity Fund (ARSN 664 226 331), and Contrarius Australia Balanced Fund (ARSN 664 224 604) (together the "Australia Funds"). The Australia Funds are Australian registered managed investment schemes and are open to both retail and wholesale investors. Units in the Australia Funds are issued by the funds' responsible entity, EQT.
- The distributor of Contrarius Global Equity Fund (Australia Registered) (ARSN 625 826 075) and Contrarius Global Balanced Fund (Australia Registered) (ARSN 664 222 646) (together the "Global Funds"). The Global Funds are Australian registered managed investment schemes managed by Contrarius Investment Management Limited, a member of the Contrarius Group. The Global Funds are open to both retail and wholesale investors. Units in the Global Funds are issued by the funds' responsible entity, EQT.

The Australia Funds and Global Funds will be referred to together as the Contrarius Australia Funds.

Providing instructions

Instructions on how to invest in, and redeem from, the Contrarius Australia Funds are set out in the relevant Product Disclosure Statement or other disclosure document ("PDS"). Investors who wish to invest in the Contrarius Australia Funds will receive, and should read and understand, the relevant PDS, Target Market Determination ("TMD") and Reference Guide. The PDS contains important information regarding the relevant terms and conditions, significant risks and the fees and charges that may be payable.

You should consider seeking independent professional financial advice before making a decision to invest in any of the Contrarius Australia Funds

If you appoint your financial adviser as your authorised and/or nominated representative for the relevant Contrarius Australia Fund, then they can make certain transactions and provide instructions to us on your behalf. Please read the relevant PDS for further information.

How Contrarius Australia is remunerated

There are no fees or charges associated with any general financial product advice Contrarius Australia may give you. However, you will incur fees and charges if you decide to invest in the Contrarius Australia Funds, as detailed in each Fund's PDS.

Investors in the Contrarius Australia Funds may pay a fixed (base fee) and a performance-related fee (performance fee). In acting as the investment manager of the Australia Funds, Contrarius Australia is entitled to receive the base fee and performance fee, as applicable.

In acting as distributor of the Global Funds in Australia, Contrarius Australia is entitled to receive a distribution fee from the Global Funds' investment manager for the services it provides which will be calculated with indirect reference to the net asset value of the Global Funds at certain intervals.

If you are a client of Contrarius Australia, you may request further particulars of the remuneration Contrarius Australia is entitled to receive within a reasonable time after you have been provided with this FSG and before any financial service identified in this FSG is provided to you.

Benefits for those who refer customers to Contrarius Australia

Our employees, directors and other staff are paid a salary but do not receive any commissions. However, they may be eligible for bonus payments based on their performance in meeting or exceeding performance objectives.

Contrarius Australia does not pay any fees or commissions to any financial adviser that refers clients to Contrarius Australia. If you have invested in the Contrarius Australia Funds through a financial adviser, your financial adviser may separately charge a fee and/or commission.

From time to time, the Contrarius Australia Funds may be made available on fund platforms. To be on such fund platforms, the responsible entity or Contrarius Australia may pay these fund platforms a fee and/or some form of commission as permitted by law.

Other than the above, Contrarius Australia does not pay any fees or commissions to any person or organisation that refers clients to Contrarius Australia.

Related party transactions

We may appoint related parties on an arm's length basis, having regard to our obligation to manage conflicts of interest under the Corporations Act 2001. Contrarius Group companies receive fees on normal commercial terms for the services they provide in connection with any of the products where we are the investment manager or distributor.

We may also provide services to other Contrarius Group companies and receive fees on normal commercial terms for these services.

Respecting your privacy

In order to administer its customer relationships and provide its customers with appropriate services, Contrarius Australia needs to collect personal information. Contrarius Australia respects your privacy and has systems and processes in place to protect your personal information.

For details on how we handle your personal information, please read our Privacy Policy that can be obtained from our website, www.contrarius.com.au, or by contacting us.

Conflicts of interest

Potential and actual material conflicts of interest may arise during activities carried out. We have policies and processes in place to manage conflicts of interest.

From time to time, Contrarius Australia directors may hold interests in shares or invest in financial products.

Professional indemnity insurance

Contrarius Australia has professional indemnity insurance arrangements that satisfies the requirements of section 912B of the *Corporations Act 2001* (Cth) in regard to compensation arrangements. Subject to its terms and conditions, the policy provides cover for civil liability resulting from third party claims concerning the financial services provided by Contrarius Australia. The policy covers the conduct of current and former Contrarius Australia staff (where such staff were working under Contrarius Australia's direct control and supervision).

Resolving your complaints

Contrarius Australia endeavours to resolve all complaints in a satisfactory and timely manner. If you have an enquiry or wish to make a complaint, please contact us on:

Post: Investor Services Manager
Contrarius Investment Advisory Pty Ltd
Tower One International Towers Sydney, Level 40
100 Barangaroo Avenue, Barangaroo,
NSW 2000
Phone: 02 8098 1361
Email: investorservices@contrarius.com.au

Contrarius Australia will seek to acknowledge your complaint within 24 hours (or one business day) of receiving it. Contrarius Australia will consider and seek to resolve your complaint as soon as possible. Should the complaint be expected to take longer than 30 days, you will be kept informed of its progress. You can either decide to wait for our internal process to complete or refer your complaint to AFCA.

If you are not satisfied with our response to your complaint, you may lodge a complaint with the Australian Financial Complaints Authority ("AFCA"). Contact details are:

Post: Australian Financial Complaints Authority Limited
GPO Box 3, Melbourne VIC 3001.
Phone: 1800 931 678
Email: info@afca.org.au
Online: www.afca.org.au

The external dispute resolution body is established to assist you in resolving your complaint where you have been unable to do so with us. However, it's important that you contact us first. Contrarius Australia's AFCA membership number is 41037.