# Allan Gray-Orbis Global Equity Feeder Fund



Fund managers: Ian Liddle (The underlying Orbis Global Equity Fund is managed by Orbis)

1 April 2005

Inception date: Class:

### Fund description

The Fund is a feeder fund and invests only in the Orbis Global Equity Fund, managed by Allan Gray's offshore investment partner, Orbis Investment Management Limited. The Orbis Global Equity Fund invests in shares listed on stock markets around the world and aims to be fully invested at all times. Returns are likely to be volatile, especially over short- and medium-term periods. Although the Fund is fully invested outside South Africa, the units in the Fund are priced and traded daily in rands.

ASISA unit trust category:

Global - Equity - General

# Fund objective and benchmark

The Fund aims to outperform global stock markets over the long term, without taking on greater risk. Its benchmark is the FTSE World Index, including income.

# How we aim to achieve the Fund's objective

The Fund invests only in the Orbis Global Equity Fund. The Orbis Global Equity Fund is managed to remain fully invested in selected global equities. Orbis uses in-house research to identify companies around the world whose shares can be purchased for less than Orbis' assessment of their long-term intrinsic value. This long-term perspective enables Orbis to buy shares which are shunned by the stock market because of their unexciting or poor shortterm prospects, but which are relatively attractively priced if one looks to the long term. This is the same approach as that used by Allan Gray to invest in South African equities, except that Orbis is able to choose from many more shares, listed internationally.

# Suitable for those investors who

- · Seek exposure to diversified international equities to provide long-term capital growth
- Wish to invest in international assets without having to personally expatriate rands
- Are comfortable with global stock market and currency fluctuation and
- Typically have an investment horizon of more than five years
- Wish to use the Fund as a fully invested global equity 'building block' in a diversified multi-asset class portfolio

# Minimum investment amounts

R20 000 Minimum lump sum per investor account: Additional lump sum: R500 Minimum debit order\*: R500

\*Only available to South African residents

# Annual management fee

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, these can be found at www.orbis.com.

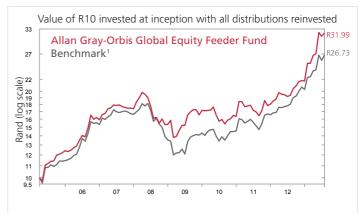
# Fund information on 31 July 2013

R9 447m Fund size: Fund price: R31.87

# Income distributions for the last 12 months

To the extent that income earned in the form of dividends and interest exceeds expenses in the Fund, the Fund will distribute any surplus annually.	31 Dec 2012
Cents per unit	0.1613

### Performance net of all fees and expenses



% Returns	Fun	Fund		Benchmark <sup>1</sup>		CPI inflation <sup>2</sup>	
	ZAR	US\$	ZAR	US\$	ZAR	US\$	
Unannualised: Since inception	219.9	100.2	167.3	67.3	63.6	20.7	
Annualised: Since inception	15.0	8.7	12.5	6.3	6.1	2.3	
Latest 5 years	14.7	7.9	11.2	4.6	5.4	1.4	
Latest 3 years	26.1	13.8	24.4	12.3	5.4	2.3	
Latest 2 years	37.3	12.8	32.8	9.1	5.5	1.7	
Latest 1 year	65.2	36.2	48.2	22.2	5.5	1.8	
Year-to-date	47.3	25.8	31.7	12.5	2.9	0.8	

Risk measures (since inception)						
Maximum drawdown³	-34.1	-52.8	-38.0	-57.6	n/a	n/a
Percentage positive months <sup>4</sup>	65.0	61.0	64.0	60.0	n/a	n/a
Annualised monthly volatility <sup>5</sup>	15.9	18.4	14.0	17.6	n/a	n/a

- 1. FTSE World Index including income (source: Bloomberg), performance as calculated by Allan Gray as at
- This is based on the latest numbers published by I-Net Bridge as at 30 June 2013.
- 3. Maximum percentage decline over any period. The maximum rand drawdown occurred from 6 June 2008 to 10 March 2009 and maximum benchmark drawdown occurred from 5 June 2008 to 6 March 2009. Drawdown is calculated on the total return of the Fund/benchmark (i.e. including income).
- 4. The percentage of calendar months in which the Fund produced a positive monthly return since
- 5. The standard deviation of the Fund's monthly return. This is a measure of how much an investment's return varies from its average over time.

# Total expense ratio (TER)

The TER for the year ending 30 June 2013 is 1.59% and included in this is a performance fee of -0.09% and trading costs of 0.13%. The annual management fee rate charged by Orbis in the underlying fund for the three months ending 31 July 2013 was 1.93% (annualised). These figures are inclusive of VAT, where applicable. Fund returns are quoted after deduction of costs incurred within the Fund so the TER should not be deducted from Fund returns (refer to page 2 for further information).

# Allan Gray-Orbis Global Equity Feeder Fund



### Fund manager quarterly commentary as at 30 June 2013

After a prolonged period of underperformance, the Orbis Global Equity Fund's relative performance has rebounded sharply this year, outpacing a rally in global equities. While we would caution against reading too much into short-term performance, it may be helpful to understand some of the reasons behind the sudden improvement.

It might be tempting to attribute the Fund's performance to its holdings in Japan, as that market has risen more than 30% year to date in yen terms. But while having a greater weighting in Japanese stocks than the benchmark has aided performance somewhat, this has been offset by a similarly high weighting in the rest of Asia, where stock markets have lagged their global peers. Overall, the contribution from capital allocation between regions driven as always by our bottom-up research - has actually been negative for the Fund so far this year.

Instead, it has been our stock-picking results within most regions that account for the bulk of the Fund's outperformance this year, as has also been the case since the Fund's inception. The contribution to relative return from stock picking has been broad-based this year and especially strong in North America and Asia ex-Japan.

Taking a closer look, many of the Fund's best-performing stocks in recent months were precisely those that had detracted from performance before the rebound this year. In aggregate, the Fund's largest holdings went from making a negative contribution in 2012 to providing a strong positive one so far in 2013.

This reversal is consistent with our fundamental, long-term and contrarian investment philosophy. It is not uncommon to see a stock go from being a major laggard to amongst the Fund's biggest winners in a short span, often without much change in the company's fundamentals. Some examples in the current portfolio include US semi-conductor manufacturer Micron Technology, Chinese internet company NetEase and US health insurer WellPoint. The circumstances are different in each case, but the common thread is that we were able to build the Fund's holdings at attractive valuations when these stocks were deeply out of favour - and we bought more shares when they continued to lag.

More recently, the stock market has come to recognise, to varying degrees, the value that we have long seen in these shares. Of course, we can never predict or control these shifts in sentiment. In the case of global oil and gas company INPEX, the gap between our view of the company's value and the stock market's view has widened of late. In time we will know which view is correct, but we continue to believe that INPEX shares are attractively priced and have therefore added to your Fund's position.

These stocks are just a few examples, but they underscore the importance of taking a long-term perspective. To that end, it is encouraging to see the performance of the Fund responding as strongly as ever to a more favourable environment for stock selection.

Top 10 share holdings on 31 July 2013

Company	% of portfolio		
NetEase	4.6		
American Intl. Group	4.4		
Micron Technology	3.9		
Weatherford International	3.4		
WellPoint	2.5		
INPEX	2.3		
Humana	2.2		
Apache	2.1		
General Motors	2.1		
Motorola Solutions	2.0		
Total	29.6		

### Geographical exposure on 31 July 2013

This Fund invests solely into the Orbis Global Equity Fund

Dogion	Fund's %	% of World		
Region	Equities	Currencies	Index	
United States	49	49	50	
Canada	1	1	4	
Other	1	1	0	
North America	51	51	54	
United Kingdom	6	8	8	
Continental Europe	12	17	17	
Europe	18	25	25	
Japan	10	4	9	
Greater China	7	7	3	
Korea	7	7	2	
Other	3	3	1	
Asia ex-Japan	17	17	6	
Other	4	3	6	
Total	100	100	100	

Note: There may be slight discrepancies in the totals due to rounding.

# Tel 0860 000 654 or +27 (0)21 415 2301 Fax 0860 000 655 or +27 (0)21 415 2492 info@allangray.co.za www.allangray.co.za

The availability of the Fund is subject to offshore capacity constraints. Please contact our Client Service Centre for further information about any constraints that may apply.

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. The Fund may be closed to new investments at any time in order to be managed in accordance with its mandate. Permissible deductions may include management fees, brokerage, STT, auditor's fees, bank charges and trustee fees. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. All rights in the FTSE World Index vest in FTSE International Limited ("FTSE"). FTSE is a trademark of the London Stock Exchange Group of Companies. The FTSE World Index is calculated by FTSE in accordance with standard criteria and is the proprietary information of FTSE. All copyright subsisting in the FTSE World Index values and constituent lists vest in FTSE. All its rights are reserved. Allan Gray Unit Trust Management (RF) Proprietary Limited ("the Company") is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Proprietary Limited, an authorised financial services provider, is the appointed investment manager of the Company. The Company is incorporated and registered under the laws of South Africa and is supervised by the Financial Services Board. The Company has been approved by the Regulatory Authority of Botswana to market its unit trusts in Botswana, however it is not supervised or licensed in Botswana

Unit trust prices are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any permissible deductions from the portfolio divided by the number of units in issue. Forward pricing is used and Fund valuations take place at approximately 16:00 each business day. Purchase and redemption requests must be received by the manager by 14:00 each business day to receive that day's price. Fluctuations and movements in exchange rates may also cause the value of underlying international investments to go up or down.

# Fees

A schedule of fees, charges and maximum commissions is available on request from the manager. Commission and incentives may be paid and if so, would be included in the overall costs.

\*TERs are shown for class A units only

The Total Expense Ratio (TER) is the percentage of the fund's average assets under management that has been used to pay the fund's operating expenses over the past year. The TER includes the annual management fees that have been charged (both the fee at benchmark and any performance component charged), trading costs (including brokerage, STT, STRATE and insider trading levy), VAT and other expenses. Since unit trust expenses vary, the current TER cannot be used as an indication of future TERs. All Allan Gray performance figures are quoted after the deduction of costs incurred within the Fund so the TER is not a new cost. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. Instead, when investing, the investment objective of the Fund should be aligned with the investor's objective and compared against the performance of the Fund. TERs should then be used to evaluate whether the Fund performance offers value for money.

# Performance

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