

## ALLAN GRAY-ORBIS GLOBAL EQUITY FEEDER FUND

**Fund managers:** This Fund invests solely into the Orbis Global Equity Fund, managed by Orbis Investment Management Limited.  
**Inception date:** 1 April 2005

### Fund description and summary of investment policy

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 short-term 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 risk of capital loss
- 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

Minimum lump sum per investor account	<b>R20 000</b>
Additional lump sum	<b>R500</b>
Minimum debit order*	<b>R500</b>

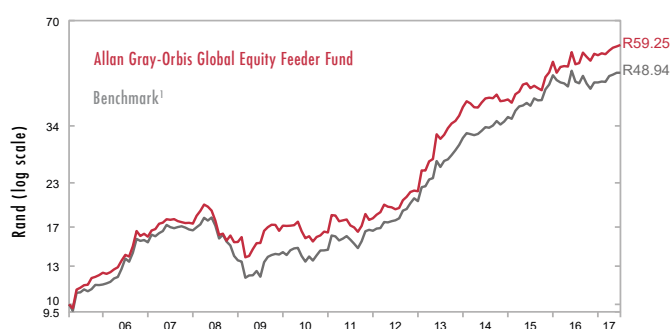
\*Only available to investors with a South African bank account.

### Fund information on 30 June 2017

Fund size	<b>R18.0bn</b>
Number of units	<b>305 023 505</b>
Price (net asset value per unit)	<b>R59.01</b>
Class	<b>A</b>

### Performance net of all fees and expenses

Value of R10 invested at inception with all distributions reinvested



% Returns	Fund		Benchmark <sup>1</sup>		CPI inflation <sup>2</sup>	
	ZAR	US\$	ZAR	US\$	ZAR	US\$
<b>Cumulative:</b>						
Since inception	492.5	181.3	389.4	132.4	103.8	26.3
<b>Annualised:</b>						
Since inception	15.6	8.7	13.8	7.1	6.0	1.9
Latest 10 years	12.7	5.9	11.2	4.5	6.2	1.7
Latest 5 years	25.3	14.1	22.4	11.5	5.7	1.3
Latest 3 years	13.0	5.3	13.2	5.5	5.4	1.0
Latest 2 years	16.0	11.8	12.0	7.9	5.8	1.5
Latest 1 year	14.1	28.1	6.3	19.3	5.4	1.9
Year-to-date (not annualised)	7.3	12.0	6.9	11.6	3.1	0.7
<b>Risk measures (since inception)</b>						
Maximum drawdown <sup>3</sup>	-34.1	-52.8	-38.0	-57.6	n/a	n/a
Percentage positive months <sup>4</sup>	65.3	59.9	63.9	61.9	n/a	n/a
Annualised monthly volatility <sup>5</sup>	15.0	16.9	13.3	15.6	n/a	n/a
Highest annual return <sup>6</sup>	78.2	63.0	54.2	58.4	n/a	n/a
Lowest annual return <sup>6</sup>	-29.7	-44.8	-32.7	-47.3	n/a	n/a

1. FTSE World Index including income (source: Bloomberg), performance as calculated by Allan Gray as at 30 June 2017.

2. This is based on the latest numbers published by INET BFA as at 31 May 2017.

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 inception.

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.

6. These are the highest or lowest consecutive 12-month returns since inception. This is a measure of how much the Fund and the benchmark returns have varied per rolling 12-month period. The Fund's highest annual return occurred during the 12 months ended 31 December 2013 and the benchmark's occurred during the 12 months ended 31 December 2013. The Fund's lowest annual return occurred during the 12 months ended 31 March 2009 and the benchmark's occurred during the 12 months ended 31 March 2009. All rolling 12-month figures for the Fund and the benchmark are available from our Client Service Centre on request.

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### Meeting the Fund objective

Since inception and over the last 10 years and five-year periods the Fund has outperformed its benchmark. The fund has provided returns significantly in excess of CPI inflation for all three periods. The Fund experiences periods of underperformance in pursuit of its objective of creating long-term wealth for investors, without taking on greater risk of loss than the global stock market. The maximum drawdown and lowest annual return numbers, in the 'Performance net of all fees and expenses' table, show that the Fund has successfully reduced downside risk in periods of negative market returns.

### 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.	<b>31 Dec 2016</b>
<b>Cents per unit</b>	<b>0.3806</b>

### Annual management fee

Allan Gray does not charge an annual management fee but is paid a marketing and distribution fee by Orbis.

Orbis charges an annual management fee within the underlying Orbis Global Equity Fund. The fee rate is calculated based on the Orbis fund's performance relative to its benchmark. For more information please refer to the Orbis Global Equity Fund factsheet, which can be found at [www.allangray.co.za](http://www.allangray.co.za).

### Total expense ratio (TER) and Transaction costs

The annual management fee charged by Orbis is included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a 3-year period (annualised). Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns (refer to page 4 for further information). Transaction costs are disclosed separately.

TER and Transaction costs breakdown for the 3-year period ending 30 June 2017	%
<b>Total expense ratio</b>	<b>2.03</b>
Fee for benchmark performance	1.50
Performance fees	0.46
Other costs excluding transaction costs	0.06
VAT	0.01
<b>Transaction costs (including VAT)</b>	<b>0.16</b>
<b>Total investment charge</b>	<b>2.19</b>

### Top 10 share holdings on 30 June 2017

Company	% of portfolio
Charter Communications	5.3
XPO Logistics	5.0
AbbVie	3.7
Anthem	3.3
British American Tobacco	2.9
JD.com	2.8
Apache	2.7
Amazon.com	2.6
Motorola Solutions	2.4
KB Financial	2.3
<b>Total (%)</b>	<b>32.8</b>

### Asset allocation on 30 June 2017

This fund invests solely into the Orbis Global Equity Fund

	Total	North America	Europe	Japan	Asia ex-Japan	Other
Net equity	97.9	50.5	15.5	8.1	20.2	3.6
Hedged equity	0.0	0.0	0.0	0.0	0.0	0.0
Fixed interest	0.0	0.0	0.0	0.0	0.0	0.0
Net current assets	2.1	0.0	0.0	0.0	0.0	2.1
<b>Total</b>	<b>100.0</b>	<b>50.5</b>	<b>15.5</b>	<b>8.1</b>	<b>20.2</b>	<b>5.7</b>
Currency exposure of the Orbis Global Equity Fund						
Fund	100.0	52.7	24.6	8.5	10.6	3.6
Index	100.0	58.0	22.9	8.8	5.8	4.5

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

## ALLAN GRAY-ORBIS GLOBAL EQUITY FEEDER FUND

## Fund manager quarterly commentary as at 30 June 2017

When I joined Orbis in 2000, the tech-heavy Nasdaq Composite Index was trading near an all-time high. Today it stands about 20% higher than that previous peak, leaving those of us with first-hand memories of the dotcom boom-and-bust era feeling slightly nervous. But there is a big difference between price and value. Just because a stock has gone up a lot doesn't mean it's expensive – and vice versa.

Today's leading technology stocks are solidly profitable household names offering services that have become indispensable to many of us in our daily lives. It is also evident that today's leaders are very different businesses. Whereas the tech bubble favourites were known for selling technology – mainly to corporate customers – the likes of Alphabet, Amazon and Facebook, amongst others, are deploying technology to reshape the nature of commerce itself. This is no different from the impact that companies like Ford, Walmart and Visa once had.

As Orbis has written in previous commentaries, periods of change can often create enormous opportunities for investors. Not all of today's leading stocks will continue to thrive, but the few that manage to navigate the shifting landscape can produce extraordinary rewards for their shareholders. The retail sector provides a good illustration. Having analysed retailers for almost 17 years at Orbis, I've seen a continuous evolution in which the old is constantly being replaced by the new.

When I first started looking at the sector, Walmart was the dominant franchise and the retail innovation of its time. The range and location of its stores enabled the company to steal market share from weaker rivals, squeeze its suppliers and pass the savings along to its customers. A generation later and harnessing a new technology, Amazon's growth trajectory to date has traced a remarkably similar path.

Amazon's current US market share is roughly where Walmart's was 20 years ago. Just as remarkable is the similarity in their share price performance. Investors have often had the opportunity to buy Amazon shares at a price of around one times the total annual value of its customers' purchases. That is equivalent to the one times revenue that Walmart typically traded at – a price which proved extraordinarily attractive for investors with the benefit of hindsight. When adjusting for the value of Amazon's cloud computing business, a multiple of one times its customer's transaction value is exactly where Amazon's shares trades today.

But is it contrarian? What do we see here that others don't? Well, one common belief is that Amazon's retail business doesn't make money the way that Walmart's always did. A closer examination of each company's financial statements reveals this assumption is flawed.

Both businesses are actually rather similar apart from one key difference. To grow, Walmart needed to constantly build new stores, whereas Amazon's growth depends on marketing. While both forms of spending represent investment in future customers, they are recorded very differently in company financial statements. Compared one way, Walmart had higher accounting profits than Amazon as a percentage of revenue. But when measured in free cash flow, Amazon's profitability is actually greater than Walmart's was at a similar stage of growth.

We are well aware of the dangers of extrapolating promising growth paths indefinitely and, while we won't always get things right, we use an analytical approach that plays to the strengths of our 'matrix' of independent regional and sector research teams. Investors can be assured that we ignore the superficial noise, thinking independently and making a balanced assessment of each investment's true long-term value.

There have been no material changes to the Fund's geographical exposures or currency exposures in the last quarter. With regard to individual holdings, KB Financial, Korea's largest retail bank, replaced Sberbank of Russia, the country's banking leader, in the top-ten holdings. The Fund's position in Sberbank has been trimmed following its strong outperformance in 2016. While Orbis continues to believe it trades at a discount to intrinsic value and have therefore retained exposure to this share, its performance has dipped this year. By contrast, KB Financial has outperformed in the year-to-date amid declining credit costs and improvements to its revenue structure.

*Adapted from Orbis commentaries contributed by Ben Preston, leader of Orbis' London-based Global Sector research team  
For the full commentary please see [www.orbisfunds.com](http://www.orbisfunds.com)*

## ALLAN GRAY-ORBIS GLOBAL EQUITY FEEDER FUND

### Notes for consideration

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.

### Management Company

Allan Gray Unit Trust Management (RF) Proprietary Limited (the 'Management Company') is registered as a management company under the Collective Investment Schemes Control Act 45 of 2002, in terms of which it operates 11 unit trust portfolios under the Allan Gray Unit Trust Scheme, and is supervised by the Financial Services Board ('FSB'). The Management Company is incorporated under the laws of South Africa and 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. Allan Gray Proprietary Limited (the 'Investment Manager'), an authorised financial services provider, is the appointed Investment Manager of the Management Company and is a member of the Association for Savings & Investment South Africa (ASISA). The trustee/custodian of the Allan Gray Unit Trust Scheme is Rand Merchant Bank, a division of FirstRand Bank Limited. The trustee/custodian can be contacted at RMB Custody and Trustee Services: Tel: +27 (0)87 736 1732 or [www.rmb.co.za](http://www.rmb.co.za)

### Performance

Collective Investment Schemes in Securities (unit trusts or funds) 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 future performance. Movements in exchange rates may also cause the value of underlying international investments to go up or down. The Management Company does not provide any guarantee regarding the capital or the performance of the Fund. Performance figures are provided by the Investment Manager and are for lump sum investments with income distributions reinvested. Where annualised performance is mentioned, this refers to the average return per year over the period. Actual investor performance may differ as a result of the investment date, the date of reinvestment and dividend withholding tax.

### Fund mandate

The Fund may be closed to new investments at any time in order to be managed according to its mandate. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. The Fund may borrow up to 10% of its market value to bridge insufficient liquidity.

### Unit price

Unit trust prices are calculated on a net asset value basis, which is the total market value of all assets in the Fund including any income accruals and less any permissible deductions from the Fund 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 Management Company by 14:00 each business day to receive that day's price. Unit trust prices are available daily on [www.allangray.co.za](http://www.allangray.co.za)

### Fees

Permissible deductions may include management fees, brokerage, Securities Transfer Tax (STT), auditor's fees, bank charges and trustee fees. A schedule of fees, charges and maximum commissions is available on request from Allan Gray.

### Total expense ratio (TER) and Transaction costs

The total expense ratio (TER) is the annualised percentage of the Fund's average assets under management that has been used to pay the Fund's actual expenses over the past three years. The TER includes the annual management fees that have been charged (both the fee at benchmark and any performance component charged), VAT and other expenses like audit and trustee fees. Transaction costs (including brokerage, Securities Transfer Tax [STT], STRATE and FSB Investor Protection Levy and VAT thereon) are shown separately. Transaction costs are a necessary cost in administering the Fund and impact Fund returns. They should not be considered in isolation as returns may be impacted by many other factors over time including market returns, the type of financial product, the investment decisions of the investment manager and the TER. Since Fund returns are quoted after the deduction of these expenses, the TER and Transaction costs should not be deducted again from published returns. As unit trust expenses vary, the current TER cannot be used as an indication of future TERs. 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. The TER and other funds' TERs should then be used to evaluate whether the Fund performance offers value for money. The sum of the TER and Transaction costs is shown as the Total investment charge.

### FTSE World Index

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### Feeder fund

A feeder fund is a unit trust that invests in another single unit trust which charges its own fees. Allan Gray does not charge any additional fees in its feeder funds.

### Foreign exposure

The Fund invests in a foreign fund managed by Orbis Investment Management Limited, our offshore investment partner.

### Need more information?

You can obtain additional information about your proposed investment from Allan Gray free of charge either via our website [www.allangray.co.za](http://www.allangray.co.za) or via our Client Service Centre on 0860 000 654.