

## 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 is designed to be exposed to all of the risks and rewards of selected global shares. Returns are likely to be volatile, especially over short- and medium-term periods. Although the Fund's investment universe is global, 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 designed to be exposed to all of the risks and rewards of selected global shares. 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 global equity 'building block' in a diversified multi-asset class portfolio

## Minimum investment amounts

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

\*Effective 14 May 2020, the Orbis Global Equity Fund's benchmark changed to the MSCI World Index, including income, after withholding taxes. However, for an initial period of time, the Orbis Global Equity Fund is continuing to charge its fee with reference to the FTSE World Index, including income. See the Orbis Global Equity Fund's factsheet for more information. After this initial period of time, the benchmark of the Allan Gray-Orbis Global Equity Feeder Fund will change to the MSCI World Index, including income, after withholding taxes.

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

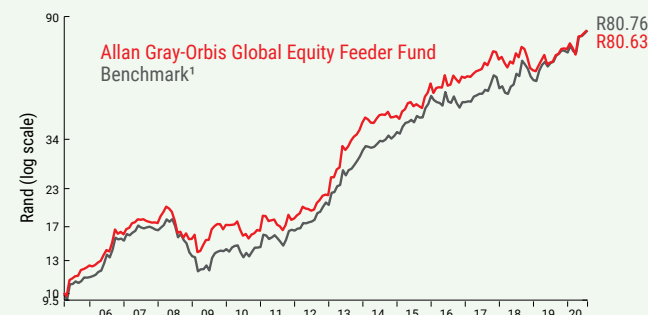
## Fund information on 31 July 2020

Fund size	R20.8bn
Number of units	258 489 076
Price (net asset value per unit)	R80.28
Class	A

- FTSE World Index including income (source: Bloomberg), performance as calculated by Allan Gray as at 31 July 2020.
- This is based on the latest available numbers published by IRESS as at 30 June 2020.
- 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).
- The percentage of calendar months in which the Fund produced a positive monthly return since inception.
- 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.
- 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.

## 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>	
Cumulative:	ZAR	US\$	ZAR	US\$	ZAR	US\$
Since inception (1 April 2005)	706.3	196.0	707.6	196.5	128.0	33.2
Annualised:						
Since inception (1 April 2005)	14.6	7.3	14.6	7.3	5.6	1.9
Latest 10 years	17.6	8.1	19.3	9.7	5.0	1.7
Latest 5 years	12.5	6.0	14.5	7.9	4.5	1.6
Latest 3 years	9.0	0.3	16.9	7.5	3.7	1.7
Latest 2 years	11.3	-2.0	19.8	5.5	3.3	1.2
Latest 1 year	28.2	7.5	28.2	7.5	2.2	0.7
Year-to-date (not annualised)	16.2	-3.9	19.0	-1.6	1.2	-0.2
Risk measures (since inception)						
Maximum drawdown <sup>3</sup>	-34.1	-52.8	-38.0	-57.6	n/a	n/a
Percentage positive months <sup>4</sup>	63.6	59.8	62.5	64.1	n/a	n/a
Annualised monthly volatility <sup>5</sup>	15.4	17.3	14.1	15.7	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

## Meeting the Fund objective

Since inception the Fund has performed in line with its benchmark. Over the last 10- and five-year periods it has underperformed its benchmark. The Fund has provided returns 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 2019</b>
<b>Cents per unit</b>	<b>1.055</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.orbis.com](http://www.orbis.com).

## 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 one and three-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.

<b>TER and Transaction costs breakdown for the 1- and 3-year period ending 30 June 2020</b>	<b>1yr %</b>	<b>3yr %</b>
<b>Total expense ratio</b>	<b>0.96</b>	<b>1.65</b>
Fee for benchmark performance	1.49	1.49
Performance fees	-0.59	0.11
Other costs excluding transaction costs	0.06	0.05
VAT	0.00	0.00
<b>Transaction costs (including VAT)</b>	<b>0.08</b>	<b>0.10</b>
<b>Total investment charge</b>	<b>1.04</b>	<b>1.75</b>

## Top 10 share holdings on 31 July 2020

<b>Company</b>	<b>% of portfolio</b>
NetEase	8.0
British American Tobacco	7.0
XPO Logistics	5.6
Naspers	5.0
Newcrest Mining	4.7
Anthem	4.0
Bayerische Motoren Werke	3.8
AbbVie	3.6
UnitedHealth	3.1
Comcast	3.1
<b>Total (%)</b>	<b>48.0</b>

## Asset allocation on 31 July 2020

This fund invests solely into the Orbis Global Equity Fund

	<b>Total</b>	<b>North America</b>	<b>Europe and UK</b>	<b>Japan</b>	<b>Asia ex-Japan</b>	<b>Other</b>
Net equity	99.5	32.4	23.7	11.2	20.4	11.8
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	0.5	0.0	0.0	0.0	0.0	0.5
<b>Total</b>	<b>100.0</b>	<b>32.4</b>	<b>23.7</b>	<b>11.2</b>	<b>20.4</b>	<b>12.4</b>

## Currency exposure of the Orbis Global Equity Fund

Funds	100.0	39.6	27.3	10.1	10.9	12.0
Index	100.0	64.2	19.0	7.7	5.4	3.8

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

Technology stocks have performed remarkably well in recent years and particularly so in the wake of the COVID-19 pandemic. The largest among them, known by the “FANGAM” moniker, are six rapidly growing and highly profitable businesses: Facebook, Amazon, Netflix, Google (Alphabet), Apple and Microsoft. As a group, they have outperformed the US market by 19 percentage points per annum over the past five years and now account for more than 20% of the S&P 500’s market capitalisation.

There is often very little room for nuance when it comes to the FANGAM stocks. You either look brilliant if you own them or foolish if you do not. One side will argue forcefully that the world has changed and they are “must-own” stocks, while the other will claim with equal fervour that they are overvalued and reminiscent of the dotcom bubble of the late 1990s.

As contrarians, we might be expected to fall into the latter camp. Instead, we would argue that being a contrarian does not mean mindlessly betting against the majority’s opinion, but rather following our own independent research and analysis. We have, at times, found the FANGAM stocks attractive and we own Facebook and Alphabet today. Their valuations look undemanding given their growth prospects. We have also owned Apple, Amazon, and Microsoft in the past, and it is now clear that we sold them too early.

With a broad global research capability, we are able to compare and contrast the FANGAMs with their technology peers elsewhere. For example, China’s Alibaba has much in common with Amazon, yet it is growing faster and trades at around half Amazon’s valuation. Both are exceptional businesses, but at the valuations on offer today, we prefer Alibaba. When we stack up the individual stocks in this way, a small number of companies exposed to the Chinese internet sector look like the more attractive investments and, most importantly of all, each trades at a significant discount to our assessment of intrinsic value. Collectively, these companies, including NetEase, Alibaba, and Tencent (through Naspers) account for more than 15% of the Orbis Global Equity Fund (the Fund).

The largest position, at 10% of the portfolio, is NetEase. As a provider of online games, education and entertainment, NetEase is almost custom-made for a quarantined world and has been the largest contributor to the Fund’s relative performance since the start of the year. Its core online game business, which accounts for nearly 80% of revenues, is highly cash generative even after significant research and development spending to retain its competitive advantage. NetEase produces some of the highest quality mobile games in China, and the company is now expanding globally with some initial success, which should also extend its long-term growth potential.

Besides the core business, NetEase has some exciting new ventures that are currently loss-making but which we believe offer substantial long-term upside potential. NetEase trades at about 24 times our estimate of 2020 earnings if we adjust for the value of its incubated and related businesses. We believe this is a reasonable multiple in light of the growth it has delivered over the past 10 years. During this period, its revenue has compounded at 32% per annum and operating profits at a rate of 21%.

Alibaba has also been ahead of its competitors in strategic new businesses such as cloud computing, fintech and omnichannel retail. We believe its history of innovation and agility, coupled with financial resources from the core business and a deep bench of management talent, bode well for future growth over our investment horizon. At a valuation of around 30 times its free cash flow, we believe Alibaba is not only attractive in its own right but also compares favourably to Amazon, as described earlier.

Corporate governance and the treatment of minority shareholders is often a concern in China as well as other emerging markets. We feel this risk is acceptably low for our holdings, some of which stand out as clear exceptions in this regard. NetEase in particular has a long history of shareholder-friendly behaviour. And while US-China tensions have been a concern of late, we continue to believe that these companies are less exposed given their domestic focus. Though the geopolitical risk is clearly not zero, the companies have taken steps, such as Hong Kong listings, to mitigate their risks.

When we step back and look at the shares that we own today, we are excited about their prospective relative returns. Our willingness to look beyond headline valuation metrics has helped us avoid even more substantial underperformance during a time when growth shares have been unusually strong. Indeed, the positive contribution to performance from our holdings in Asian technology shares has more than offset our relative lack of FANGAM exposure. The lesson here is that we can still find value in shares that may appear expensive on traditional valuation metrics. But we are mindful that the bar is very high. The more we pay, the more certain we need to be about their ability to deliver outstanding results, particularly in an environment that is as uncertain as the one we are navigating today. We are confident that the shares held in the portfolio represent compelling value, without requiring heroic assumptions.

**Adapted from commentary contributed by Stanley Lu, Orbis Investment Management (Hong Kong) Limited, Hong Kong; and John Christy, Orbis Investments (Canada) Limited, Vancouver**

For the full commentary please see [www.orbis.com](http://www.orbis.com)

**Fund manager quarterly  
commentary as at  
30 June 2020**

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 Sector Conduct Authority ('FSCA'). 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 one and three-year periods. 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 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 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 ('TIC').

## FTSE Russell Indices

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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.

## MSCI Index

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## Important information for investors

### 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**