

## FUND DETAILS AT 28 FEBRUARY 2011

**Sector:** Foreign - Asset Allocation - Flexible  
**Inception date:** 3 February 2004  
**Fund manager:** Ian Liddle  
 (The underlying Orbis funds are managed by Orbis)

### Fund objective:

The Fund aims to earn a higher rate of return than the average global 'balanced' fund, without assuming any greater-than-average risk of loss in its sector.

### Suitable for those investors who:

- Wish to hedge their investments against any rand depreciation
- Want to gain exposure to markets and industries that are not necessarily available locally
- Wish to invest in rands but benefit from offshore exposure
- Would like to invest in an offshore balanced fund

**Price:** R13.66  
**Size:** R6 825 m  
**Minimum lump sum per investor account:** R20 000  
**Minimum lump sum per fund:** R5 000  
**Minimum debit order per fund:** R 500\*  
**Additional lump sum per fund:** R 500  
**Income distribution: 01/01/10 - 31/12/10 (cents per unit)** Total 0.39  
 Distributes annually. To the extent that the total expenses exceed the income earned in the form of dividends and interest, the Fund will not make a distribution.

### 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.

### COMMENTARY

The Orbis Global Equity Fund continues to hold nine of the 10 largest detractors from its 2010 relative performance. This month, many of those shares produced pleasing returns for the portion of the Fund invested in the Global Equity Fund. H&R Block, a 2010 detractor, has been a top 10 contributor in 2011.

A portion of this Fund is invested in the Orbis Japan Equity Fund. The Orbis Japan Equity Fund continues to hold many domestically oriented shares, but this does not reflect a generally bullish outlook on the local economy. Rather, Orbis' individual company research has simply found a number of attractively priced domestic stocks. Rakuten, an online shopping mall, is one such share. Rakuten has proven growth potential, but trades at only a slight premium to the market.

The holdings in the Orbis Asia ex-Japan Equity Fund include many Chinese stocks with exposure to China's emerging middle class. Four of the Fund's top five contributors fit this description - but so do three of the five worst detractors. Having winners and losers with a common theme serves as the reminder of the importance of building conviction in the thesis for each individual share.

Orbis cannot eliminate the risk of loss, but it is conscious of risks in each individual share. With this in mind, the portion of the Fund invested in the Orbis Optimal SA Funds has seen some changes this year. Cisco entered the Fund's top 10 holdings; Research in Motion (RIM) fell out as a result of competition from Google's Android platform which has eroded the share's margin of safety. With regards to Cisco, Orbis believes current investor sentiment is too pessimistic. As such, it believes that Cisco offers a more favourable risk-reward balance.

The Fund's currency exposures remain largely unchanged since last month. The Fund is significantly overweight Asia ex-Japan currencies, overweight North American currencies, slightly underweight the yen, and significantly underweight the euro.

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# ALLAN GRAY-ORBIS GLOBAL FUND OF FUNDS

## GEOGRAPHICAL EXPOSURE OF FUNDS AS AT 28 FEBRUARY 2011

| Region                 | Net equity exposure (%) | Hedged equity exposure (%) | Fund currency exposure (%) |
|------------------------|-------------------------|----------------------------|----------------------------|
| North America          | 12                      | 17                         | 52                         |
| Europe                 | 5                       | 10                         | 16                         |
| Japan                  | 28                      | 6                          | 16                         |
| Asia ex-Japan          | 10                      | 5                          | 14                         |
| South Africa and other | 1                       | 0                          | 2                          |
| <b>Total</b>           | <b>55</b>               | <b>39</b>                  | <b>100</b>                 |

## TOTAL EXPENSE RATIO FOR THE YEAR ENDED 31 DECEMBER 2010<sup>1</sup>

| Total expense ratio | Included in TER                                 |                  |               |                |
|---------------------|-------------------------------------------------|------------------|---------------|----------------|
|                     | Investment management fee <sup>2</sup><br>1.58% |                  | Trading costs | Other expenses |
|                     | Performance component                           | Fee at benchmark |               |                |
| 1.81%               | 0.34%                                           | 1.24%            | 0.16%         | 0.07%          |

1. A Total Expense Ratio (TER) is a measure of a portfolio's assets that are relinquished as operating expenses. The total operating expenses are expressed as a percentage of the average value of the portfolio, calculated for the year to the end of December 2010. Included in the TER is the proportion of costs that are incurred by the performance component, fee at benchmark, trading costs (including brokerage, VAT, STT, STRATE and insider trading levy) and other expenses. These are disclosed separately as percentages of the net asset value. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs. The information provided is applicable to class A units.

2. Including VAT.

The investment management fee rate for the three months ending 28 February 2011 was 1.54% (annualised).

## ALLOCATION OF OFFSHORE FUNDS AT 28 FEBRUARY 2011

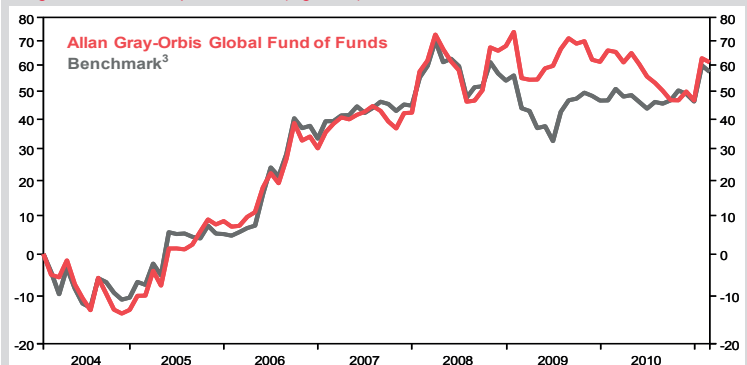
| Foreign equity funds                 | %           |
|--------------------------------------|-------------|
| Orbis Global Equity                  | 25.1        |
| Orbis Japan Equity (yen)             | 13.6        |
| Orbis Asia ex-Japan Equity           | 4.9         |
| Other                                | 6.8         |
| <b>Foreign absolute return funds</b> | <b>50.4</b> |
| Orbis Optimal SA (US\$)              | 37.9        |
| Orbis Optimal SA (euro)              | 11.6        |
|                                      | <b>49.6</b> |
| <b>Total</b>                         | <b>100</b>  |

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

## PERFORMANCE IN RANDS

Fund performance shown net of all fees and expenses.

Long-term cumulative performance (log scale)



| Percentage return in rands                       | Fund | Benchmark <sup>3</sup> |
|--------------------------------------------------|------|------------------------|
| Since inception (unannualised)                   | 61.3 | 57.3                   |
| Latest 5 years (annualised)                      | 8.5  | 8.3                    |
| Latest 3 years (annualised)                      | -0.1 | -0.5                   |
| Latest 1 year                                    | -2.6 | 4.3                    |
| Percentage return in dollars                     | Fund | Benchmark <sup>3</sup> |
| Since inception (unannualised)                   | 62.9 | 58.9                   |
| Latest 5 years (annualised)                      | 6.0  | 5.8                    |
| Latest 3 years (annualised)                      | 3.3  | 2.9                    |
| Latest 1 year                                    | 8.2  | 15.9                   |
| Risk measures (Since inception month end prices) | Fund | Benchmark <sup>3</sup> |
| Percentage positive months                       | 54.1 | 51.8                   |
| Annualised monthly volatility                    | 14.1 | 13.1                   |

3. 60% of the FTSE World Index and 40% of the JP Morgan Global Government Bond Index (Source: Bloomberg), performance as calculated by Allan Gray as at 28 February 2011.

\* Only available to South African residents.

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.

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. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. A schedule of fees and charges and maximum commissions is available on request from the company/scheme. Commission and incentives may be paid and if so, would be included in the overall costs. 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. Declarations of income accruals are made annually. Purchase and redemption requests must be received by the manager by 14:00 each business day and fund valuations take place at approximately 16:00 each business day. Forward pricing is therefore used. Performance figures are from Allan Gray Limited (GIPS compliant) and are for lump sum investments with income distributions reinvested. A fund of funds unit trust may only invest in other unit trusts, which levy their own charges, that could result in a higher fee structure for these portfolios. Permissible deductions may include management fees, brokerage, STT, auditor's fees, bank charges and trustee fees. Fluctuations and movements in exchange rates may also cause the value of underlying international investments to go up or down. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. A schedule of fees and charges and maximum commissions is available on request from the manager. No commissions or incentives are paid. The Fund may be closed to new investments at any time in order to be managed in accordance with its mandate. Total Expense Ratio (TER): When investing, costs are only a part of an investment decision. The investment objective of the Fund should be compared with the investor's objective and then the performance of the investment and whether it represents value for money should be evaluated as part of the financial planning process. All Allan Gray performance figures and values are quoted after the deduction of costs incurred within the Fund so the TER is not a new cost. Allan Gray Unit Trust Management Limited is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Limited, an authorised financial services provider, is the appointed investment manager of Allan Gray Unit Trust Management Limited. Allan Gray Unit Trust Management Limited has been approved by the Regulatory Authority of Botswana to market its unit trusts in Botswana, however the Company is not supervised or licensed in Botswana. It is incorporated and registered under the laws of South Africa and is supervised by the Financial Services Board.