ALLAN GRAY

Fund manager: Andrew Lapping (The underlying Orbis funds are managed by Orbis).
Inception date: 3 February 2004

Allan Gray-Orbis Global Fund of Funds

31 October 2019

Fund description and summary of investment policy

The Fund invests in a mix of equity, absolute return and multi-asset class funds managed by Allan Gray's offshore investment partner, Orbis Investment Management Limited. The typical net equity exposure of the Fund is between 40% and 75%. The Orbis Optimal SA funds included in the Fund use exchange-traded derivative contracts on stock market indices to reduce net equity exposure. In these funds, the market exposure of equity portfolios is effectively replaced with cash-like exposure, plus or minus Orbis' skills in delivering returns above or below the market. Returns are likely to be less volatile than those of an international equity-only fund. 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 – Multi Asset – High Equity

Fund objective and benchmark

The Fund aims to create long-term wealth for investors without exceeding a maximum net equity exposure limit of 75%. It aims to outperform the average return of funds subject to similar constraints without taking on more than their average risk. The Fund's benchmark is a portfolio made up 60% by the FTSE World Index, including income, and 40% the JP Morgan Global Government Bond index.

How we aim to achieve the Fund's objective

The Fund invests in equity, absolute return and multi-asset class funds managed by our offshore investment partner, Orbis Investment Management Limited. Within all of the underlying funds, 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 them 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. Depending on our assessment of the potential returns on global stock markets relative to their risk of capital loss, we actively manage the Fund's net exposure to equities by varying its exposure to the underlying Orbis funds. By varying the Fund's overall exposure to equities and also its geographic exposure, through selecting between the Orbis regional equity funds, we seek to enhance the Fund's long-term returns and to manage its risk. The Fund's currency exposure is actively managed both within the underlying Orbis funds and through our selection of Orbis funds.

Suitable for those investors who

- Seek long-term capital growth from a diversified international equity portfolio without being fully exposed to stock market risk
- Wish to invest in international assets without having to personally expatriate rands
- Are comfortable with taking on some risk of market and currency fluctuation and potential capital loss, but typically less than that of an equity fund
- Typically have an investment horizon of more than five years
- Wish to use the Fund as a foreign medium equity 'building block' in a diversified multi-asset class portfolio

Fund information on 31 October 2019

Fund size	R13.1bn
Number of units	321 280 071
Price (net asset value per unit)	R40.77
Class	A

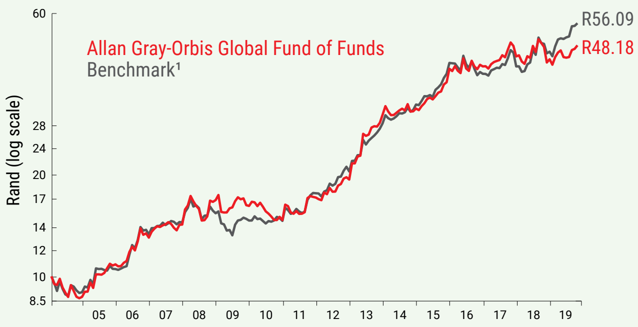
Minimum investment amounts

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

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

Performance net of all fees and expenses

Value of R10 invested at inception with all distributions reinvested



% Returns	Fund		Benchmark[1]		CPI inflation[2]	
Cumulative:	ZAR	US$	ZAR	US$	ZAR	US$
Since inception (3 February 2004)	381.8	123.5	460.9	160.2	134.3	37.6
Annualised:						
Since inception (3 February 2004)	10.5	5.2	11.6	6.3	5.6	2.1
Latest 10 years	11.0	3.8	14.2	6.8	5.1	1.7
Latest 5 years	9.4	2.6	12.8	5.8	5.0	1.5
Latest 3 years	5.6	1.7	12.5	8.4	4.7	2.1
Latest 2 years	-1.0	-4.3	9.6	5.9	4.5	2.0
Latest 1 year	1.1	-1.3	15.1	12.4	4.1	1.7
Year-to-date (not annualised)	9.9	4.3	21.4	15.2	3.5	1.4
Risk measures (since inception)						
Maximum drawdown[3]	-24.0	-34.1	-25.1	-37.5	n/a	n/a
Percentage positive months[4]	57.7	59.3	58.2	63.0	n/a	n/a
Annualised monthly volatility[5]	14.0	10.6	12.8	9.6	n/a	n/a
Highest annual return[6]	55.6	40.0	38.8	37.6	n/a	n/a
Lowest annual return[6]	-13.7	-27.3	-17.0	-31.7	n/a	n/a

1. 60% of the FTSE World Index including income and 40% of the J.P. Morgan GBI Global Index (source: Bloomberg), performance as calculated by Allan Gray as at 31 October 2019.
2. This is based on the latest numbers published by IRESS as at 30 September 2019.
3. Maximum percentage decline over any period. The maximum rand drawdown occurred from 23 October 2008 to 14 October 2010 and maximum benchmark drawdown occurred from 23 October 2008 to 30 June 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 October 2010 and the benchmark's occurred during the 12 months ended 30 June 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 latest 10 and five-year periods, the Fund 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 similar funds in the Global – Multi Asset – High Equity sector.

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 2018
Cents per unit	**0.3169**

Annual management fee

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

Orbis charges annual management fees within the underlying Orbis funds. Each fund's fee rate is calculated based on the fund's performance relative to its own benchmark. For more information please refer to the respective Orbis Funds' factsheets, which can be found at www.allangray.co.za

Total expense ratio (TER) and Transaction costs

The annual management fees charged by Orbis are 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.

TER and Transaction costs breakdown for the 1 and 3-year period ending 30 September 2019	1yr %	3yr %
Total expense ratio	**1.55**	**1.88**
Fee for benchmark performance	1.44	1.44
Performance fees	0.05	0.37
Other costs excluding transaction costs	0.06	0.07
VAT	0.00	0.00
Transaction costs (including VAT)	**0.09**	**0.11**
Total investment charge	**1.64**	**1.99**

Top 10 holdings on 31 October 2019

Company	% of portfolio
Taiwan Semiconductor Mfg.	4.8
AbbVie	4.4
NetEase	4.3
SPDR Gold Trust	4.1
BP	3.6
Celgene	3.6
XPO Logistics	3.2
British American Tobacco	3.1
Royal Dutch Shell	2.6
Samsung Electronics	2.5
Total (%)	**36.1**

Fund allocation on 31 October 2019

Funds	%
Foreign multi-asset funds	**75.0**
Orbis SICAV Global Balanced Fund	75.0
Foreign equity funds	**14.5**
Orbis Global Equity Fund	11.3
Orbis SICAV Emerging Markets Equity Fund	3.2
Foreign absolute return funds	**10.6**
Orbis Optimal SA Fund (US$)	6.2
Orbis Optimal SA Fund (Euro)	4.4
Total (%)	**100.0**

Asset allocation on 31 October 2019

	Total	North America	Europe	Japan	Asia ex-Japan	Other
Net equity	60.1	12.0	21.5	7.5	15.6	3.5
Hedged equity	23.5	11.3	5.8	2.0	3.1	1.3
Fixed interest	10.9	10.6	0.1	0.0	0.1	0.1
Commodity-linked	4.0	0.0	0.0	0.0	0.0	4.0
Net current assets	1.5	0.0	0.0	0.0	0.0	1.5
Total	**100.0**	**34.0**	**27.5**	**9.5**	**18.7**	**10.3**
Currency exposure of the Orbis Funds						
Funds	100.0	40.9	35.6	9.5	9.8	4.2
Index	100.0	57.1	26.5	13.2	1.0	2.2

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

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Fund manager quarterly commentary as at 30 September 2019

The money bubble

US$14.8 trillion of bonds globally trade at negative yields. We mentioned that in June, but we didn't explain what it means or who would buy a negative-yielding bond. Understanding this story is worthwhile – because the current state of bond markets makes little practical sense and affects the rest of the investing world. In our view, the biggest driver of the bubble in bonds has not been profit-focused buyers, but organisations who have other motives for buying bonds:

1. Central banks, for whom pushing yields down is the whole point.
2. Banks, who have been cajoled by regulators and pushed by central banks to hold government bonds.
3. Life insurers and pension funds, who need bonds for timing reasons, and who have also been "incentivised" by regulators to hold government bonds.
4. Passive mutual funds, who indiscriminately buy negative-yielding bonds in their index because they don't have a choice.
5. Long-term pessimists, who have extremely bearish views about the long-term outlook for stocks.
6. Short-term speculators, who hope to flip bonds to someone else at a higher price, even if the bonds aren't worth holding long term.

Rather than go into detail about the motivation of each of the bond buyers, we'd like to elaborate on the last two as their motivations are particularly interesting.

Long-term pessimists

While we think buying negative yielding bonds is nuts, we have spent some time thinking about what you would need to believe to find government bonds attractive today.

One possibility is that these investors are very pessimistic on the long-term prospects for the global economy. If the world enters a protracted recession, interest rates and inflation could stay depressed for a long time and in such an environment, losing a little bit of money on a government bond might be preferable to losing more money in stocks or corporate bonds.

We find it hard to be that pessimistic. The world has gone through wrenching periods before, yet companies have been able to recover and earn profits. It's also not enough to think that inflation and interest rates will stay low. If yields remain at their current low levels, government bonds will return a measly 0.8% per annum (the yield to maturity on the JPM Global Government Bond Index). From here, getting a good return would require yields to go even more negative. It's possible, but we're not prepared to bet on it.

Today, the JPM Global Government Bond Index has a duration of 8.6 years, suggesting 8.6% downside for every one percentage point rise in yields. Even if you're extremely bearish on stocks and credit, long-term sovereigns aren't the only place to hide. You can just hold cash instead, without the interest rate risk.

Short-term speculators

The trouble with cash is that it offers good downside protection, but no potential for price upside. Government bonds do offer that upside potential. If a fund manager merely believes that the stock market environment will get scarier before it gets better, they might buy those unattractive bonds with a plan to sell them later at a higher price to a buyer that's panicking for safety.

That's fair enough as a bet, but it's not how we operate. Buying an overpriced asset in the hope that it will get even more expensive is not investment; it's speculation.

Better alternatives

Both of these groups would have produced good returns in government bonds over the past year, while we have avoided them. We would encourage the thus far successful pessimists and speculators to look at two areas that we find carry much better risk-reward prospects. Nearly 10% of the Orbis SICAV Global Balanced Fund is in gold and gold producers, and much of the equity portion is in higher-yielding and out-of-favour shares.

If you like bonds because you believe real (inflation-adjusted) yields will decline, you'll love gold, which performs very well when real yields fall. Added to this, gold has a strongly negative correlation with stocks in stock market crashes, and the capacity to do very well if inflation returns.

The other opportunities we find attractive are higher-yielding contrarian stocks. If central banks continue to do everything they can to prevent a recession, leading growth, inflation, and yields to stay low, eventually yield-hunters should come to appreciate the high-yielding stocks we own. Consider BP, with a well-covered dividend yield of 6.2%. BP can borrow out to 2031 for just 0.6% per annum! The bond market is suggesting that these companies will have absolutely no trouble paying their bills for years and decades to come.

Opportunities like these leave us enthusiastic about our approach of building the Fund from the bottom up, sourcing opportunities across asset classes. Rather than being "stuck" holding risky, negative-yielding government bonds, we can invest in attractive securities which offer good prospective returns in a wider range of environments.

Adapted from an Orbis commentary contributed by Alec Cutler, Orbis Investment Management Limited, Bermuda

For the full commentary please see www.orbis.com

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

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

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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J.P. Morgan GBI Global Index

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Fund of funds

A fund of funds is a unit trust that invests in other unit trusts, which charge their own fees. Allan Gray does not charge any additional fees in its funds of funds.

Foreign exposure

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

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** or via our Client Service Centre on **0860 000 654.**