

**Fund managers:** Ian Liddle  
(The underlying Orbis funds are managed by Orbis)

**Inception date:** 2 March 2010

**Class:** A

## Fund description

The Fund invests in a mix of absolute return funds managed by Allan Gray's offshore investment partner, Orbis Investment Management Limited. The typical net equity exposure of the Fund is between 0% and 20%. 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 a foreign equity or balanced fund. Although the Fund is fully invested outside South Africa, the units in the Fund are priced and traded daily in rands. When considered in rands, returns of this foreign fund are likely to be more volatile than domestic funds with similar equity constraints.

**ASISA unit trust category:** Global - Multi Asset - Low Equity

## Fund objective and benchmark

The Fund aims to provide a high degree of capital stability (when measured in the foreign currency denominations of the underlying Orbis Funds), while producing long-term returns that are superior to foreign currency bank deposits. The Fund's benchmark is the simple average of the benchmarks of the underlying Orbis funds.

## How we aim to achieve the Fund's objective

The Fund invests only in the Optimal SA absolute return funds managed by our offshore investment partner, Orbis Investment Management Limited. Within the Optimal 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.

The Orbis Optimal SA funds reduce most of their stock market risk by the use of exchange-traded derivative futures contracts. The Orbis Optimal SA funds will typically retain a small portion of their exposure to equity markets, but the level of exposure may be varied depending on Orbis' assessment of the potential returns on global stock markets relative to their risk of capital loss. The underlying funds' returns are therefore derived partly from their relatively low exposure to stock markets, partly from Orbis' selected share returns relative to those markets, and partly from foreign currency cash-equivalent returns. 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 steady absolute returns ahead of those of cash measured in global currencies
- Wish to invest in international assets without having to personally expatriate rands
- Are comfortable with taking on the risk of currency fluctuation, but prefer little exposure to stock market risk
- Wish to use the Fund as a foreign absolute return '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

\*Only available to South African residents.

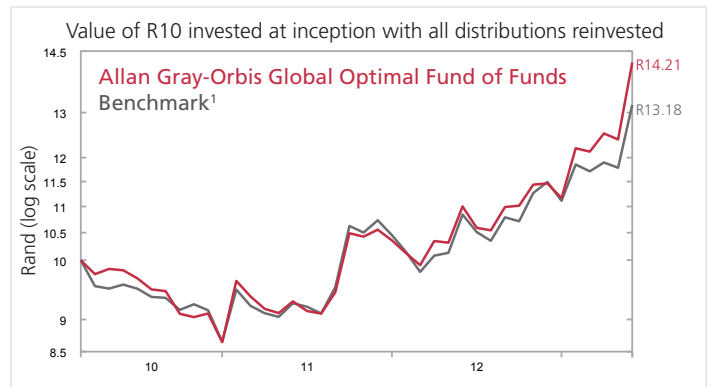
## Fund information on 31 May 2013

**Fund size:** R688m  
**Fund price:** R14.20

## 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 2012</b>
Cents per unit	0.3246

## Performance net of all fees and expenses



% Returns	Fund		Benchmark <sup>1</sup>		CPI inflation <sup>2</sup>	
	ZAR	US\$	ZAR	US\$	ZAR	US\$
<i>Unannualised:</i>						
Since inception	42.1	7.6	31.8	-0.2	18.3	6.5
<i>Annualised:</i>						
Since inception	11.4	2.3	8.9	0.0	5.4	2.0
Latest 3 years	13.1	3.2	11.2	1.5	5.4	2.1
Latest 2 years	23.6	1.5	19.3	-2.1	6.0	1.7
Latest 1 year	29.1	8.9	21.5	2.5	5.9	1.1
Year-to-date (unannualised)	27.2	6.4	18.6	-0.8	2.9	0.2
<b>Risk measures (since inception)</b>						
Maximum drawdown <sup>3</sup>	-15.9	-8.4	-13.6	-9.3	n/a	n/a
Percentage positive months <sup>4</sup>	41.0	56.4	41.0	53.8	n/a	n/a
Annualised monthly volatility <sup>5</sup>	15.4	6.9	14.4	6.0	n/a	n/a

1. The simple average of the benchmarks of the underlying funds, performance as calculated by Allan Gray as at 31 May 2013.
2. This is based on the latest numbers published by I-Net Bridge as at 30 April 2013.
3. Maximum percentage decline over any period. The maximum rand drawdown occurred from 21 May 2010 to 29 December 2010 and maximum benchmark drawdown occurred from 21 May 2010 to 29 December 2010. 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.

## Total expense ratio (TER)

The TER for the year ending 31 March 2013 is 1.24% and included in this is a performance fee of 0.01% and trading costs of 0.18%. The annual management fee rate charged by Orbis in the underlying funds for the three months ending 31 May 2013 was 3.99% (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).

## 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](http://www.orbis.com).

## Fund manager quarterly commentary as at 31 March 2013

The Orbis Optimal SA Funds started the year on an encouraging note. In keeping with its long-term objective of realising reasonable returns without the level of volatility experienced by the stock market, and with low correlations to traditional asset classes, Optimal SA's performance over the past quarter and trailing 12 months has been driven primarily by Orbis' core skill of bottom-up stock selection, just as it has since inception.

However, over the past three years Optimal SA's performance has been disappointing as the contribution from stock selection decisions has not met Orbis' expectations. It is therefore understandable for clients to wonder what has happened and what this might mean for the future. Firstly, Orbis can dispel any concerns that it has changed its approach to stock picking. Taking a closer look at Optimal SA's underlying equity exposure, it is clear that Orbis' stock selections have been as different as ever from the Funds' benchmarks.

If that is the case, why then has Optimal SA's relative performance been disappointing? It can be hard to know the answer to this question over a moderate time period. Like Allan Gray, Orbis selects stocks where its assessment of their intrinsic value is high relative to their share price, and waits patiently for the market to recognise the value it sees.

That said, there are a few aspects over the last three years that we can identify as having made things harder for that approach. Firstly, there has been a lack of big winners but a normal number of big losers, both in the stock market and in Orbis' portfolios. Secondly, stocks that fit within the traditional 'value' category have performed poorly relative to those typically described as 'growth'. While Orbis doesn't describe itself as a 'value' investor, history shows that its approach has worked much better when 'value' stocks have beaten 'growth' stocks, rather than the reverse. Thirdly, stocks with bond-like characteristics, so-called 'bond proxies', have performed very well and Orbis has had little exposure to these stocks. Finally, the valuation gap between Orbis' selected equities and the broader stock market, while positive, has been lower than normal over this period.

While Orbis fully embraces the idea that it can only achieve good results if it strives to be better in all market conditions, clients can take some comfort from the knowledge that several factors may help the Optimal SA funds going forward. In particular, the proportion of big winners to big losers, and 'value' versus 'growth' are both mean-reverting time series. Although past performance is no guarantee of future returns, history suggests that headwinds can bring tailwinds. Orbis expects that 'value' is more likely to beat 'growth' going forward and the proportion of big winners relative to big losers should increase in the stock market, and hopefully become more common in your Fund as well.

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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.

### Disclaimer

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. 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. 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 price

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.

### TER

\*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.

## Top 10 share holdings on 31 May 2013

Company	% of portfolio
Micron Technology	4.0
NetEase	3.6
American Intl. Group	3.4
Telefonaktiebolaget LM Ericsson	2.9
INPEX	2.7
Japan Tobacco	2.3
Barclays	2.3
NKSJ	2.2
Nissan Motor	2.1
Baidu	2.1
<b>Total</b>	<b>27.6</b>

## Fund allocation on 31 May 2013

	%
Orbis Optimal SA (US\$)	71.0
Orbis Optimal SA (euro)	29.0
<b>Foreign absolute returns funds</b>	<b>100.0</b>

## Asset allocation on 31 May 2013

	Total	North America	Europe	Japan	Asia ex-Japan	Other
Net equities	4	0	0	1	2	0
Hedged equities	82	30	19	19	13	1
Cash/currency hedge	14	26	8	-20	0	0
<b>Total</b>	<b>100</b>	<b>56</b>	<b>27</b>	<b>0</b>	<b>16</b>	<b>1</b>

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