

Allan Gray-Orbis Global Optimal Fund of Funds

ALLAN GRAY

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

Annual management fee and total expense ratio (TER)

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.

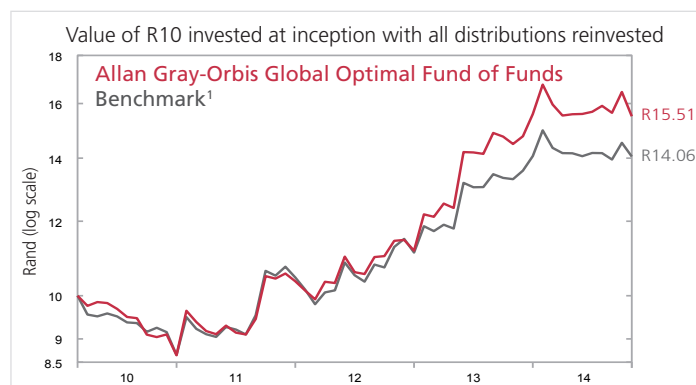
The annual management fees charged by Orbis are included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a 12 month period.

Fund information on 31 October 2014

Fund size: R1.5bn

Fund price: R15.49

Performance net of all fees and expenses



% Returns	Fund		Benchmark ¹		CPI inflation ²	
	ZAR	US\$	ZAR	US\$	ZAR	US\$
<i>Unannualised:</i> Since Inception	55.1	8.5	40.6	-1.7	27.6	9.4
<i>Annualised:</i> Since Inception	9.9	1.8	7.6	-0.4	5.5	2.0
Latest 3 Years	14.1	2.0	10.2	-1.5	5.8	1.6
Latest 2 Years	16.5	3.6	11.7	-0.7	5.9	1.4
Latest 1 Year	7.0	-2.7	5.7	-3.9	5.9	1.7
Year-to-date (unannualised)	-0.5	-4.9	-0.1	-4.5	5.3	1.3
Risk measures (since inception)						
Maximum Drawdown ³	-15.9	-8.4	-13.6	-9.3	n/a	n/a
Percentage Positive Months ⁴	44.6	53.6	41.1	53.6	n/a	n/a
Annualised Monthly Volatility ⁵	14.5	6.3	13.0	5.3	n/a	n/a

1. The simple average of the benchmarks of the underlying funds, performance as calculated by Allan Gray as at 31 October 2014.
2. This is based on the latest numbers published by INET BFA as at 30 September 2014.
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.

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.

Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns (refer to page 2 for further information).

TER breakdown for the year ending 30 September 2014	%
Fee for benchmark performance	1.00
Performance fees	0.37
Other costs including trading costs	0.24
VAT	0.00
Total expense ratio	1.61

Fund manager quarterly commentary as at 30 September 2014

Since your Fund hedges out most stock market risk, its returns are driven chiefly by the relative performance of Orbis' stock selections. Despite Orbis' bottom-up focus on individual stocks, its portfolios often contain 'clumps' of stocks that are connected in some way. These rich seams of mispriced equities have been a source of considerable value creation for your Fund in the past, so Orbis is always on the lookout for concentrations of value emerging from their stock-level analysis.

Orbis wouldn't characterise the environment as especially 'clumpy', but is seeing some concentrations of value emerging from its bottom-up process. One such area is larger, high-quality names within Western markets. After reaching levels of extreme overvaluation at the height of the tech bubble, many of these names have experienced a long cycle of underperformance relative to small and mid-cap shares, from 2000 to today. Orbis' favoured names in this area include eBay, Microsoft, Motorola and SAP. These are very different businesses with different fundamentals, but they share at least two traits: large market capitalisations and attractive valuations. While the absolute return estimates for these stocks are not stellar, which is true of many investable assets globally today, Orbis believes they offer appealing risk-adjusted returns versus global stock markets generally.

A good example is eBay. A string of setbacks – including an embarrassing system hack, the departure of PayPal's CEO for Facebook, and new payments services by Amazon and Apple – presented an opportunity to build a position in a good company at a reasonable price. eBay has two business units which are soon to be separated into two standalone companies: eBay (the eponymous marketplace business) and PayPal, the payments business. At Orbis we fully acknowledge investor concerns that eBay's marketplace business is no longer in its initial rapid growth phase. But it is still a significant beneficiary of the ongoing global shift in retail habits from offline to online and, as such, it is likely to continue to grow significantly faster than overall retail sales for some time. As for PayPal, it is already a clear leader in online payments and continues to grow very rapidly; we believe its newfound independence from eBay will present a whole new set of options for further value creation. eBay currently offers a superior free cash flow yield than the average US share despite offering markedly superior growth prospects in our assessment.

Importantly, in overweighting large cap names, Orbis is not trying to precisely time a turn in the cycle or take a top-down view. Only time will tell whether or not these shares turn out to be great investments for our clients. But past experience indicates that concentrations of value have been an important source of returns for the Orbis Funds over their 24-year history, and we believe that they can continue to contribute in the future.

Commentary contributed by Tamryn Lamb

Top 10 share holdings on 31 October 2014

Company	% of portfolio
NetEase	3.8
Samsung Electronics	3.6
Motorola Solutions	3.1
eBay	2.9
Microsoft	2.3
Mitsubishi	2.2
Amgen	2.1
Dai-ichi Life Insurance	1.7
Sompo Japan Nipponkoa	1.7
Cable & Wireless Comm	1.6
Total	25.0

Fund allocation on 31 October 2014

Funds	%
Orbis Optimal SA (US\$)	70.2
Orbis Optimal SA (euro)	29.8
Foreign absolute returns funds	100.0

Asset allocation on 31 October 2014

	Total	North America	Europe	Japan	Asia ex-Japan	Other
Net Equities	13	-3	0	1	15	0
Hedged Equities	77	38	14	18	5	2
Cash/currency hedge	11	22	13	-19	-5	-1
Total (%)	100	57	28	0	14	1

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 2013
Cents per unit	0.3877

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

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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

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.