Allan Gray-Orbis Global Optimal Fund of Funds

30 April 2020

ALLANGRAY

Fund manager: Duncan Artus (The underlying Orbis funds are managed by Orbis)
Inception date: 2 March 2010

Fund description and summary of investment policy

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's investment universe is global, 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

Fund information on 30 April 2020

Fund size	R0.8bn
Number of units	39 398 087
Price (net asset value per unit)	R21.52
Class	A

Minimum investment amounts

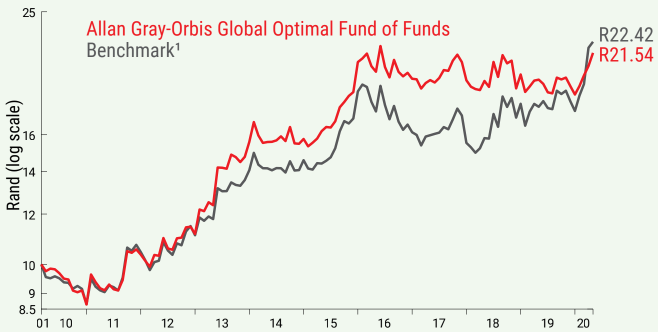
Minimum lump sum per investor account	R20 000
Additional lump sum	R500
Minimum debit order*	R500

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

1. The simple average of the benchmarks of the underlying funds, performance as calculated by Allan Gray as at 30 April 2020.
2. This is based on the latest numbers published by IRESS as at 31 March 2020.
3. Maximum percentage decline over any period. The maximum rand drawdown occurred from 18 May 2016 to 24 March 2017 and maximum benchmark drawdown occurred from 18 January 2016 to 23 February 2018. 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 January 2016. The Fund's lowest annual return occurred during the 12 months ended 31 May 2017 and the benchmark's occurred during the 12 months ended 28 February 2017. 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[1]		CPI inflation[2]	
Cumulative:	ZAR	US$	ZAR	US$	ZAR	US$
Since inception (2 March 2010)	115.4	-9.5	124.2	-5.8	65.6	18.7
Annualised:						
Since inception (2 March 2010)	7.8	-1.0	8.3	-0.6	5.1	1.7
Latest 10 years	8.1	-1.3	9.0	-0.5	5.1	1.7
Latest 5 years	5.8	-2.8	9.2	0.3	5.0	1.8
Latest 3 years	3.4	-7.0	12.0	0.7	4.2	1.9
Latest 2 years	5.2	-13.2	19.1	-1.7	4.3	1.7
Latest 1 year	10.2	-13.7	26.6	-0.9	4.1	1.5
Year-to-date (not annualised)	16.3	-10.8	28.5	-1.5	1.9	0.1
Risk measures (since inception)						
Maximum drawdown[3]	-18.9	-31.3	-26.6	-15.1	n/a	n/a
Percentage positive months[4]	50.0	50.8	48.4	48.4	n/a	n/a
Annualised monthly volatility[5]	14.1	7.3	14.7	4.4	n/a	n/a
Highest annual return[6]	39.6	12.9	35.6	9.4	n/a	n/a
Lowest annual return[6]	-12.4	-15.3	-19.1	-11.6	n/a	n/a

Meeting the Fund objective

Since inception and over the latest 10- and five-year periods, the Fund has underperformed its benchmark. It should be noted that the returns on dollar and euro cash have been low over this period. There has been some volatility in the Fund's returns. The underlying funds' maximum drawdowns to date, in their reporting currencies, are 23% for the Orbis Optimal SA Dollar class and 27% for the Orbis Optimal SA Euro class.

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 2019
Cents per unit	**0.2005**

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 31 March 2020	1yr %	3yr %
Total expense ratio	**1.08**	**1.48**
Fee for benchmark performance	0.99	1.00
Performance fees	0.00	0.41
Other costs excluding transaction costs	0.09	0.07
VAT	0.00	0.00
Transaction costs (including VAT)	**0.14**	**0.13**
Total investment charge	**1.22**	**1.61**

Top 10 share holdings on 30 April 2020

Company	% of portfolio
Honda Motor	4.7
Anthem	4.5
Bayerische Motoren Werke	4.5
British American Tobacco	4.2
Credit Suisse	3.6
Sumitomo	3.2
Newcrest Mining	3.1
Rolls-Royce	2.9
XPO Logistics	2.9
UnitedHealth	2.6
Total (%)	**36.1**

Fund allocation on 30 April 2020

Foreign absolute return funds	%
Orbis Optimal SA (US$)	63.3
Orbis Optimal SA (Euro)	36.7
Total (%)	**100.0**

Asset allocation on 30 April 2020

	Total	North America	Europe and UK	Japan	Asia ex-Japan	Other
Net equity	7.7	-0.6	0.5	4.6	0.9	2.3
Hedged equity	78.8	27.4	24.7	9.2	13.8	3.7
Fixed interest	0.0	0.0	0.0	0.0	0.0	0.0
Commodity-linked	0.0	0.0	0.0	0.0	0.0	0.0
Net current assets	13.5	0.0	0.0	0.0	0.0	13.5
Total	**100.0**	**26.8**	**25.2**	**13.8**	**14.6**	**19.6**
Currency exposure of the Orbis funds						
Funds	100.0	58.0	36.5	0.0	4.9	0.6

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

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Fund manager quarterly commentary as at 31 March 2020

Nothing tests our clients' patience quite like the Orbis Optimal Strategy. While it has delivered equity-like performance since its inception, and has done so with substantially less risk than global stock markets, its returns over shorter periods can be extremely frustrating at times. In US dollars, Optimal's 9% decline in the first quarter was less painful than the market's 22% decline, but disappointing nonetheless given its ultimate aim of delivering positive absolute returns.

While Optimal hedges the vast majority of this exposure by shorting index futures, it is not completely "market neutral". Its market exposure sat at 15% on the eve of the market's sharp decline from its peak in mid-February. We believed this was appropriate, in part because selected markets (notably Japan and Europe) looked very attractive on an absolute basis. With the benefit of perfect hindsight we should have hedged more of this exposure.

The main driver of Optimal's performance in the first quarter was poor stock-picking alpha. You are likely all too familiar with our narrative about how expensive "low volatility" or "stable" shares have become in recent years. While we have found – and continue to find – considerably more value amongst more cyclical businesses, it was the worst possible place to be on the eve of a global economic lockdown.

As painful as this has been, the gap between the cheapest and most expensive stocks is now more extreme than it has been since Optimal launched in 1990. Historically, extreme dislocations like this have been the source of alpha generation – the lifeblood of Optimal's returns. While we can't predict how it will play out in the current crisis, we know that valuation gaps of this magnitude cannot persist forever. Every crisis is different, but the common theme is that time horizons shorten dramatically and create enormous opportunity for those who can stay disciplined and maintain a long-term perspective.

Two examples of our stock selections make this point even more tangible. BMW is a premium brand that needs no introduction. It was deeply out of favour before the market's recent decline and was trading at about the same valuation as it did during the depths of the global financial crisis. After a further 30-40% decline since then, it now trades at less than four times our conservative assessment of "normal" earnings and a 40% discount to the book value of its tangible assets.

Of course, it's a terrible time to be selling luxury cars. But even in an extreme stress test, in which we assume a total shutdown of all of BMW's plants and zero auto sales for more than a year, our research suggests that BMW has enough cash to squeak through. That scenario seems unlikely, as some BMW dealers in China are already reporting that sales have recovered to near-normal levels. And even in that dire sequence of events, BMW should fare better than most of its less conservatively capitalised peers.

The second example is Rolls-Royce, known for its high-quality duopoly aircraft engine business. Given its exposure to global air travel – essentially the epicentre of the current slowdown – it faces severe short-term pressure. Still, it passes our stress-testing and we assess the probability of permanent capital impairment from current price levels to be very low. Its US$8 billion market capitalisation is underpinned by its smaller defence business.

We therefore get the substantially more valuable core engine operation, with its highly predictable long-term cash flow profile, along with a number of other smaller but cash-generative units for free. We have no idea if and when air travel will normalise, but even if it takes longer than expected, we believe the long-term downside risk is limited. If there is a pleasant surprise and travel resumes sooner than expected, the price we are paying today is exceptional.

These are just two examples, but as our founder Allan Gray was fond of saying, there are few things as perishable as a good investment idea. With volatility running high, new opportunities seem to constantly emerge – and disappear – throughout the day. These are the times when having a broad team of analysts conducting in-depth research can really pay off. Last year our team of more than 40 analysts looked at over 400 ideas. Many looked attractive on a fundamental basis, but they were not trading at attractive prices. With a lot of the heavy lifting already done, we are now in an excellent position to pounce when the opportunity is right.

We recognise that the returns generated in Optimal have been disappointing for some time and we feel your frustration as co-investors. As painful as it may be, we believe it has set the stage for ripe alpha opportunities in the years to come. Historically, these have been fantastic moments to be invested in Optimal, although it never feels that way at the time. The onus is now squarely on us to capitalise on the extreme mispricings that have emerged. Benjamin Graham once wrote that "Investing isn't about beating others at their game. It's about controlling yourself at your own game." Our game is long-term thinking and a relentless focus on intrinsic value. You can be confident that we remain disciplined.

Adapted from commentary contributed by Matthew Spencer, Orbis Investment Management Limited, Bermuda

For the full commentary please see www.orbis.com

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30 April 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

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').

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**