

**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

Note: 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.

**Fund information on 30 June 2023**

Fund size	R1.8bn
Number of units	64 175 255
Price (net asset value per unit)	R28.02
Class	A

**Minimum investment amounts\***

Initial lump sum per investor account	R50 000
Additional lump sum	R1 000
Debit order**	R1 000

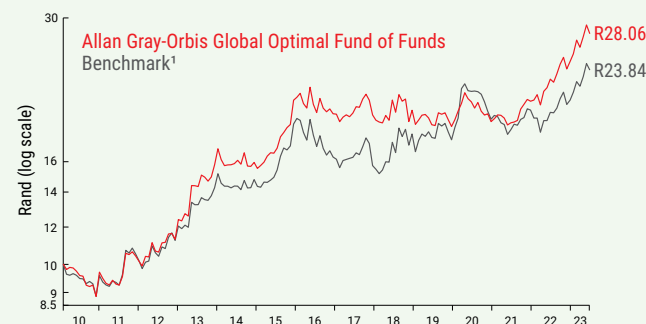
\*Lower minimum investment amounts apply for investments in the name of an investor younger than 18. Please refer to our website for more information.

\*\*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 June 2023.
2. This is based on the latest available numbers published by IRESS as at 31 May 2023.
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 <sup>1</sup>		CPI inflation <sup>2</sup>	
	ZAR	US\$	ZAR	US\$	ZAR	US\$
<b>Cumulative:</b>						
Since inception (2 March 2010)	180.6	14.5	138.4	-2.7	95.0	39.6
<b>Annualised:</b>						
Since inception (2 March 2010)	8.0	0.9	6.7	-0.3	5.2	2.5
Latest 10 years	7.1	0.6	6.2	-0.3	5.2	2.7
Latest 5 years	6.1	-0.3	6.7	0.3	4.9	3.9
Latest 3 years	10.7	7.8	3.2	0.5	6.0	5.8
Latest 2 years	22.1	6.1	14.3	-0.7	6.4	6.3
Latest 1 year	22.6	7.0	20.9	5.5	6.3	4.1
Year-to-date (not annualised)	13.2	2.1	14.4	3.2	2.6	1.6
<b>Risk measures (since inception)</b>						
Maximum drawdown <sup>3</sup>	-18.9	-31.3	-26.6	-16.1	n/a	n/a
Percentage positive months <sup>4</sup>	52.5	54.4	48.1	48.1	n/a	n/a
Annualised monthly volatility <sup>5</sup>	13.4	7.3	13.9	4.4	n/a	n/a
Highest annual return <sup>6</sup>	39.6	14.4	35.6	9.4	n/a	n/a
Lowest annual return <sup>6</sup>	-12.4	-15.3	-19.1	-11.6	n/a	n/a

### Meeting the Fund objective

Since inception and over the latest 10-year period, the Fund has outperformed its benchmark. Over the latest five-year period, the Fund has underperformed its benchmark. 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 28% 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.	<b>31 Dec 2022</b>
<b>Cents per unit</b>	<b>0.3832</b>

### 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 Orbis Optimal SA Fund factsheets and prospectus, which can be found at [www.orbis.com](http://www.orbis.com).

### Total expense ratio (TER) and transaction costs (updated quarterly)

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 June 2023	1yr %	3yr %
<b>Total expense ratio</b>	<b>1.05</b>	<b>1.06</b>
Fee for benchmark performance	0.98	0.98
Performance fees	0.00	0.00
Other costs excluding transaction costs	0.07	0.08
VAT	0.00	0.00
<b>Transaction costs (including VAT)</b>	<b>0.12</b>	<b>0.13</b>
<b>Total investment charge</b>	<b>1.17</b>	<b>1.19</b>

### Top 10 share holdings on 30 June 2023

Company	% of portfolio
Bayerische Motoren Werke	3.4
FLEETCOR Technologies	3.3
Shell	3.2
British American Tobacco	3.0
GXO Logistics	2.5
Taiwan Semiconductor Mfg.	2.4
Motorola Solutions	2.3
Borr Drilling	2.1
INPEX	1.8
Daiwa House Industry	1.6
<b>Total (%)</b>	<b>25.4</b>

### Fund allocation on 30 June 2023

Foreign absolute return funds	%
Orbis Optimal SA (US\$)	62.1
Orbis Optimal SA (Euro)	37.9
<b>Total (%)</b>	<b>100.0</b>

### Asset allocation on 30 June 2023

	Total	North America	Europe and UK	Japan	Asia ex-Japan	Other
Net equities	4.6	-3.6	1.8	3.3	1.8	1.4
Hedged equities	84.9	35.8	25.3	16.8	5.4	1.6
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	10.5	0.0	0.0	0.0	0.0	10.5
<b>Total</b>	<b>100.0</b>	<b>32.2</b>	<b>27.1</b>	<b>20.1</b>	<b>7.2</b>	<b>13.5</b>

#### Currency exposure

Fund	Total	North America	Europe and UK	Japan	Asia ex-Japan	Other
Fund	100.0	54.2	34.4	10.1	1.5	-0.1

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

ChatGPT and generative artificial intelligence (AI) have taken the world by storm. Nvidia's blowout guidance in its most recent quarterly earnings report shows just how briskly this new technology is being adopted. Its latest results guidance simply crushed even the most wildly optimistic estimates, and the stock jumped more than 25% on the news.

At Orbis, we have researched Nvidia on multiple occasions over the past 15 years. As much as we have admired the company's technological prowess and its impressive financial performance, we have never been able to get comfortable with its valuation. As contrarian investors, there will be times when we miss out on stocks like Nvidia, but we believe it is critical to stay focused on valuation.

Importantly, one can still participate in exciting growth opportunities while remaining disciplined. One of the Fund's largest holdings is in Taiwan Semiconductor Manufacturing Company (TSMC). It is a company that Orbis has followed even longer than Nvidia and has owned in several Orbis funds over the years. We have long appreciated TSMC's technological leadership, its relentless focus on execution and its customer-centric culture based on mutually beneficial long-term client relationships.

Nvidia is one of those customers. TSMC is the sole foundry that makes two of the key Nvidia chips that appear uniquely well suited for training and running large language models like ChatGPT. In semiconductor jargon, Nvidia is a "fabless" semiconductor company, meaning that they design chips but do not make them. TSMC, on the other hand, focuses on manufacturing – a business that requires leading-edge expertise and enormous amounts of capital. As such, the barriers to entry are high and only becoming more formidable over time with each new generation of chip technology.

When Nvidia is winning, TSMC is quietly benefiting as well. In addition, TSMC will likely be the manufacturing partner of choice for other fabless companies who are designing chips for AI workloads. We believe this makes TSMC an excellent way to participate in the AI boom without having to guess which chip designer will be the ultimate winner. Perhaps most importantly, we don't need to pay a steep valuation for TSMC. Its shares can be purchased for less than 20 times earnings, a lower valuation than the typical global stock, despite TSMC's superior fundamentals.

Only time will tell whether TSMC or Nvidia will deliver better shareholder returns, but in the absence of perfect foresight, we believe the better investment decision today from a risk/reward perspective is overwhelmingly in favour of TSMC. It's entirely possible that Nvidia may exceed expectations as it has in the past, but its current valuation leaves little room for disappointment.

Of course, an investment in TSMC comes with persistent risk of tensions between Taiwan and China in the best of times and the far more extreme tail risk of a potential invasion of Taiwan. Trying to handicap the latter makes predicting the future of AI look relatively simple. But we don't think this is a reason to avoid TSMC.

In fact, we believe the Orbis Optimal SA Fund is an ideal vehicle to own the stock because it has enabled us to take an offsetting short position in the Taiwan stock market index. It is also worth pointing out that Nvidia is almost entirely reliant on TSMC to manufacture its chips and hence its business would also be adversely affected in the case of a China-Taiwan conflict – something that is not fully contemplated in its 23 times revenue multiple.

The Fund also has broader semiconductor exposure beyond TSMC and owns memory chip makers Samsung Electronics and Micron Technology. The rise of generative AI is good news for the memory industry as it emerges from one of its deepest cyclical downturns. The pandemic era boom in demand for all sorts of computing devices has since turned into a painful bust. At a time when memory chip makers are cutting back on capacity, a surge in AI-driven demand should support strong memory prices and industry profitability.

We also own Intel, where the investment thesis is more idiosyncratic. The company is trying to restore its technological position at the leading edge of semiconductor manufacturing and catch up with TSMC and Samsung Electronics. It has a long way to go, and there is no guarantee of success, but we think the investment case is intriguing. At the current share price, the stock is trading close to book value, which mostly consists of fab equipment that has high resale value at a time when the US is keen to build domestic capacity. In other words, you could theoretically shut down the company and still get your money back by selling off the equipment. The implication is that markets are giving Intel's turnaround very little, if any, chance of success. We think this is far too pessimistic. Intel will also have an important strategic role to play as an alternative chip supplier for as long as China-Taiwan tensions remain a concern.

The sudden emergence of generative AI has been a reminder of the complexities inherent in technology investing. Predicting the future is never easy, but it is even more difficult when technology is rapidly evolving. And the usual emotional cycles of greed and fear, which ultimately drive valuations, are even more extreme as investors try to pick the next big winners and avoid the next dinosaurs. In this context, it has been exciting to find select opportunities that can outperform broader equity markets under a range of scenarios and those that don't require heroic assumptions about the future.

The Orbis Optimal SA Fund's overall net equity exposure fell over the quarter. Among individual positions, the largest buy was in British American Tobacco which, at its current price, has an attractive cash flow yield. We also believe there is a good chance that share buybacks will soon restart. We trimmed the position in Sumitomo, a Japanese trading company, into share price strength.

**Commentary contributed by Povilas Dapkevicius and Matteo Sbalzarini, Orbis Portfolio Management Europe (LLP), London**

## **Fund manager quarterly commentary as at 30 June 2023**

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.

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## Management Company

Allan Gray Unit Trust Management (RF) (Pty) Ltd (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 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 (Pty) Ltd (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)11 301 6335 or [www.rmb.co.za](http://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. Actual investor performance may differ as a result of the investment date, the date of reinvestment and dividend withholding tax.

## Fund mandate

Funds may be closed to new investments at any time in order to be managed according to their mandates. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. The funds may borrow up to 10% of their 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](http://www.allangray.co.za).

## Fees

Permissible deductions may include management fees, brokerage, securities transfer tax, 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, Share Transactions Totally Electronic (STRATE) and FSCA Investor Protection Levy and VAT thereon) are shown separately. Transaction costs are necessary costs 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

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

## FTSE Russell Index

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## MSCI Index

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