

# ALLAN GRAY

## ALLAN GRAY EQUITY FUND

**Fund managers:** Ian Liddle, Duncan Artus, Andrew Lapping, Simon Raubenheimer. (Most foreign assets are invested in Orbis funds.)  
**Associate fund managers:** Ruan Stander, Jacques Plaut, Leonard Krüger. **Inception date:** 1 October 1998

### Fund description and summary of investment policy

The Fund invests primarily in shares listed on the Johannesburg Stock Exchange (JSE). The Fund may buy foreign assets up to a maximum of 25% of the Fund, with an additional 5% allowed for African ex-SA investments. The Fund invests the bulk of its foreign allowance in equity funds managed by Orbis Investment Management Limited, our offshore investment partner. The Fund is typically fully invested in shares. Returns are likely to be volatile, especially over short- and medium-term periods.

**ASISA unit trust category:** South African – Equity – General

### Fund objective and benchmark

The Fund aims to create long-term wealth for investors. It aims to outperform the average return of South African General Equity Funds over the long term, without taking on greater risk of loss. To pursue its objective the Fund's portfolio may differ materially from those of its peers. This will result in the Fund underperforming its benchmark materially at times. The Fund aims to compensate for these periods of underperformance by delivering outperformance over the long term. The Fund's benchmark is the market value-weighted average return of funds in the South African – Equity – General category (excluding Allan Gray funds).

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

We seek to buy shares offering the best relative value while maintaining a diversified portfolio. We thoroughly research companies to assess their intrinsic value from a long-term perspective. This long-term perspective enables us to buy shares from sellers who over-react to short-term difficulties or undervalue long-term potential. We invest in a selection of shares across all sectors of the stock market, and across the range of large, mid and smaller cap shares.

### Suitable for those investors who

- Seek exposure to listed equities to provide long-term capital growth
- Are comfortable with stock market fluctuation, i.e. short- to medium-term volatility
- Are prepared to accept the risk of capital loss
- Typically have an investment horizon of more than five years
- Wish to use the Fund as an equity '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    |

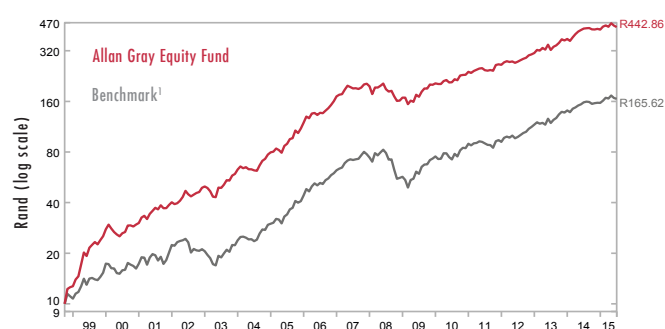
\*Only available to investors with a South African bank account.

### Fund information on 30 June 2015

|                                  |            |
|----------------------------------|------------|
| Fund size                        | R40.4bn    |
| Number of units                  | 89 216 268 |
| Price (net asset value per unit) | R332.29    |
| Class                            | A          |

### 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> |
|--|---------|------------------------|----------------------------|
| <b>Unannualised:</b>                       |         |                        |                            |
| Since inception                            | 4 328.6 | 1556.2                 | 147.1                      |
| <b>Annualised:</b>                         |         |                        |                            |
| Since inception                            | 25.4    | 18.2                   | 5.6                        |
| Latest 10 years                            | 17.3    | 17.2                   | 6.1                        |
| Latest 5 years                             | 16.3    | 18.1                   | 5.4                        |
| Latest 3 years                             | 17.1    | 19.0                   | 5.6                        |
| Latest 2 years                             | 17.0    | 18.0                   | 5.6                        |
| Latest 1 year                              | 2.1     | 4.9                    | 4.6                        |
| Year-to-date (unannualised)                | 3.5     | 5.7                    | 3.1                        |
| <b>Risk measures (since inception)</b>     |         |                        |                            |
| Maximum drawdown <sup>3</sup>              | -31.3   | -45.4                  | n/a                        |
| Percentage positive months <sup>4</sup>    | 66.7    | 60.7                   | n/a                        |
| Annualised monthly volatility <sup>5</sup> | 16.0    | 17.7                   | n/a                        |
| Highest annual return <sup>6</sup>         | 125.8   | 38.3                   | n/a                        |
| Lowest annual return <sup>6</sup>          | -20.7   | -27.7                  | n/a                        |

1. The market value-weighted average return of funds in the South African – Equity – General category (excluding Allan Gray funds). Since inception to 28 February 2015 the benchmark was the FTSE/JSE All Share Index including income (source: INET BFA), performance as calculated by Allan Gray as at 30 June 2015.

2. This is based on the latest numbers published by INET BFA as at 31 May 2015.

3. Maximum percentage decline over any period. The maximum drawdown occurred from 20 May 2008 to 27 October 2008 and maximum benchmark drawdown occurred from 22 May 2008 to 20 November 2008. 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. This is the highest or lowest consecutive 12-month returns the Fund has experienced since inception, along with the benchmark performance for the corresponding period. This is a measure of how much the Fund's returns have varied per rolling 12-month period. The highest annual return occurred from 1 October 1998 to 30 September 1999 and the lowest annual return occurred from 1 December 2007 to 30 November 2008. 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

The Fund has created wealth for its long-term investors. Since inception and over the latest 10-year period, the Fund has outperformed its benchmark, and its returns have exceeded CPI inflation by a significant margin. Over the last five years, the Fund has provided returns significantly in excess of CPI inflation, but it has lagged its benchmark by just under 2% p.a. 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 the average equity fund. The maximum drawdown and lowest annual return numbers, in the 'Performance net of all fees and expenses' table, show that the Fund has successfully reduced downside risk in periods of negative market returns.

### 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 biannually. | 31 Dec 2014 | 30 Jun 2015 |
| Cents per unit  | 108.4107    | 225.5493    |

### Annual management fee

Allan Gray charges a fee based on the net asset value of the Fund excluding the portion invested in Orbis funds. The fee rate is calculated daily by comparing the Fund's total performance for the day to that of the benchmark.

**Fee for performance equal to the Fund's benchmark:** 1.00% p.a. excl. VAT

For each annualised percentage point above or below the benchmark we add or deduct 0.2%. The maximum fee is uncapped and if the fee would have been negative, 0% will be charged for the day and the negative fee will be carried forward to reduce the next day's fee (and all subsequent days until the underperformance is recovered).

This means that Allan Gray shares in approximately 20% of annualised performance relative to the benchmark.

A portion of the Fund may be invested in Orbis funds. Orbis charges performance-based fees within these funds that are calculated based on each Orbis fund's performance relative to its own benchmark. The Orbis equity funds charge 1.5% p.a. for performance equal to their benchmarks. The minimum Orbis equity fund fee is 0.5% p.a. and the maximum is 2.5% p.a.

### Total expense ratio (TER)

The annual management fees charged by both Allan Gray and Orbis are included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a 12-month period. Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns.

| TER breakdown for the year ending 30 June 2015 | %           |
|--|-------------|
| Fee for benchmark performance                  | 1.37        |
| Performance fees                               | 0.50        |
| Other costs including trading costs            | 0.05        |
| VAT  | 0.26        |
| <b>Total expense ratio</b>                     | <b>2.18</b> |

### Top 10 share holdings on 30 June 2015 (updated quarterly)<sup>8</sup>

| Company                  | % of portfolio |
|--------------------------|----------------|
| Sasol                    | 10.1           |
| British American Tobacco | 9.7            |
| Standard Bank            | 9.1            |
| SABMiller                | 7.1            |
| Old Mutual               | 5.1            |
| Reinet Investments SCA   | 4.1            |
| Remgro                   | 3.9            |
| Investec                 | 3.2            |
| Naspers <sup>7</sup>     | 2.1            |
| Anglo American           | 1.7            |
| <b>Total (%)</b>         | <b>56.1</b>    |

7. Including Naspers Stub Certificates.

### Sector allocation on 30 June 2015 (updated quarterly)<sup>8</sup>

| Sector                         | % of Fund    | % of ALSI <sup>9</sup> |
|--------------------------------|--------------|------------------------|
| Oil and Gas                    | 0.8          | 0.0                    |
| Basic Materials                | 19.6         | 20.0                   |
| Industrials                    | 11.1         | 5.8                    |
| Consumer Goods                 | 19.6         | 23.8                   |
| Healthcare                     | 3.1          | 3.7                    |
| Consumer Services              | 7.6          | 16.2                   |
| Telecommunications             | 0.9          | 6.8                    |
| Utilities                      | 0.1          | 0.0                    |
| Financials                     | 30.8         | 23.2                   |
| Technology                     | 2.2          | 0.5                    |
| Commodity-linked               | 1.6          | 0.0                    |
| Other                          | 0.5          | 0.0                    |
| Money Market and Bank Deposits | 2.1          | 0.0                    |
| <b>Total (%)</b>               | <b>100.0</b> | <b>100.0</b>           |

8. Underlying holdings of Orbis funds are included on a look-through basis.

9. FTSE/JSE All Share Index.

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

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### Fund manager quarterly commentary as at 30 June 2015

The last three decades have been tough for the South African manufacturing sector. Manufacturing's contribution to GDP has fallen from 24% to 13% and the number of people employed has fallen by 25% between the early 1980s and today.

South African manufacturers are facing a host of challenges, ranging from cost inflation in the form of administered prices, real wage increases, labour unrest and productivity issues, to infrastructure bottlenecks, policy uncertainty and weak global demand. These challenges have been compounded by falling trade barriers and depressed infrastructural spending.

The travails of South African manufacturing businesses are clearly echoed in the stock market. Companies exposed to the metals and engineering sectors have fared particularly badly: industrial group Argent, infrastructure business Aveng and steel manufacturer Arcelor Mittal have underperformed the FTSE/JSE All Share Index (ALSI) by between 80% and 95% since 2008. A number of listed businesses have disappeared altogether. Evraz Highveld Steel, South Africa's second-biggest steelmaker, applied for business rescue in April.

Many of the troubles SA manufacturers face will not be resolved anytime soon. It is clear, for example, that real electricity prices will remain higher than their historic averages for a long time. It would therefore be naïve to expect profits for manufacturing businesses to revert back to their long-run historic average.

When deciding on where to invest our clients' savings, we carefully evaluate each company on a case-by-case basis. There are several manufacturing businesses in the Fund's top 20 shares. British American Tobacco and SABMiller are, at heart, manufacturers. The strength of their brands, however, gives them the ability to pass cost increases on to their customers. Their distribution infrastructure makes it difficult for a new entrant to compete at scale and allows them to reinvest their retained earnings at high returns on capital. The same is true for pharmaceutical company Aspen. Integrated energy company Sasol, paper and pulp producer Sappi and packager Nampak do not have the same pricing power, but they are arguably better businesses than the average South African manufacturer.

Clearly the prospects for the above companies differ. However, we believe that in each case the share can be acquired at a reasonable valuation, in comparison to other over-valued alternatives listed on the JSE. Furthermore, the companies are globally diversified.

The most significant change in asset allocation this quarter is an increased exposure to offshore equities. Permission was given by unit holders to buy foreign assets up to 25% of the Fund and the new mandate came into effect on 1 March 2015. At the end of the second quarter, 7.2% of the Fund was invested in the Orbis Global Equity Fund, up from 2.1% at the end of the first quarter. This improves the diversification of the Fund and increases exposure to global stocks, which offer better value than many JSE-listed shares. The Fund's top 10 holdings at the end of the second quarter remain similar, but the order has changed slightly.

*Commentary contributed by Simon Raubenheimer*

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### Notes for consideration

#### 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 10 unit trust portfolios under the Allan Gray Unit Trust Scheme, and is supervised by the Financial Services Board (FSB). The Management Company is a member of the Association for Savings & Investment SA (ASISA) and is incorporated under the laws of South Africa. The Management 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. Allan Gray Proprietary Limited (the 'Investment Manager'), an authorised financial services provider, is the appointed Investment Manager of the Management Company. 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](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

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](http://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)

The 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 FSB Investor Protection Levy), VAT and other expenses. Since unit trust expenses vary, the current TER cannot be used as an indication of future TERs. The Fund's 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.

#### FTSE/JSE All Share Index

The FTSE/JSE All Share Index is calculated by FTSE International Limited ('FTSE') in conjunction with the JSE Limited ('JSE') in accordance with standard criteria. The FTSE/JSE All Share Index is the proprietary information of FTSE and the JSE. All copyright subsisting in the FTSE/JSE All Share Index values and constituent lists vests in FTSE and the JSE jointly. All their rights are reserved.

#### Foreign exposure

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