

Our Thinking

In the centre of London, there is a market whose history stretches back to the first century. Built on the site of a Roman forum, Leadenhall was once the biggest market in Britain, with its merchants eventually selling poultry, cheese, meat, and fish.

If lots of people are clamouring for cheese, merchants can sell it at higher prices, and the buyers won't get much for their money. The merchants may be tempted to bring more cheese to market, and even marginal quality produce may find buyers. But if few people want to buy cheese, they'll be able to buy at low prices, even if they insist on buying only the best bits. Merchants may bring less cheese to market, and marginal cuts may go unsold.

At a high level, there isn't much difference between a market like Leadenhall and a capital market, except that instead of a menu of brie and parmesan, imagine a menu of companies. In exchange for your money—your capital—you can buy a claim on a company—either a promise to be repaid with interest, or an ownership stake in the business.

The same relationships apply. If lots of people are clamouring to invest, companies can sell shares and bonds at higher prices, and the investors will get smaller claims for their money. The companies may be tempted to raise more capital, and even marginal quality companies may find investors. But if few people want to invest, they'll be able to buy at low prices, even if they insist on backing only the best firms. Companies may raise less money, and marginal ones may struggle to attract any funding at all.

This is often how we think about managing the Orbis Funds, where our best investment ideas are constantly competing for the Funds' capital. It is a reason we are contrarian. Better to be picky about prices than to join a throng of buyers in a cash-throwing contest.

This challenge is also similar to one faced by individual industries and companies. Over the years, we've found that analysing the investment patterns of companies in an industry can yield insights into its future profit potential.

Businesses make decisions all the time about whether to invest in different projects—a new factory here, a new store there, etc. The textbook version of this process is a list of potential projects ranked by the value that each will create for the business. At the top of the list are super profitable slam-dunk opportunities; at the bottom are projects with profits barely high enough to be worth considering. Projects at the top of the list get funding first, so as a company works its way down the list, it's investing in less attractive projects. The same is true at an industry level. As we wrote in one of our Strategy commentaries last quarter, nothing kills return on capital like capital itself. On the other hand, if companies in an industry cut back on spending, funding only their top projects, returns on

capital tend to rise. For this reason, industries starved of capital often go on to deliver nice profits.

For a historical example, consider technology and tobacco. In the early 1970s, the first commercial microprocessor was produced, planting the seed of the information revolution. In the same period, the US banned most cigarette advertisements. As an investor in the early 70s, which industry would you have invested in, tech or tobacco? Tech! But looking at Datastream sector indices, tobacco shares have delivered 10 times the return of tech shares since 1973. The reason? Investors poured an ocean of capital into exciting tech opportunities, which increased competition and depressed returns. Conversely, regulatory burdens scared investors away from tobacco, but left scant competition and handsome returns for the limited capital that remained.

In the current environment, we've observed an interesting trend in the investment levels of the energy and technology industries. Today, most investors regard energy as a risky, capital-intensive business. Pictures of skyscraper-sized tankers and city-sized refineries readily come to mind. Since the oil price crash in 2014, however, the global oil majors have cut back spending, and are now focused on only their best opportunities. And, as we have seen historically, depressed capital spending has been a good setup for attractive returns on capital, one reason why Total, BP, and Royal Dutch Shell are held in one or more Strategies.

On the other hand, most investors regard the FAAMGs (Facebook, Amazon, Apple, Microsoft, Google/Alphabet) as great, capital-light businesses. They have been, and we continue to find Alphabet and Facebook attractive, but the group has ramped up investment in recent years. Each of the FAAMGs runs a network of data centres—warehouses, sometimes as big as ten football fields, filled with computer chips. Building and equipping those data centres is expensive. Last year, the FAAMGs spent over \$75bn on capital investments, and are on track to spend more than the oil majors if recent trends continue. Much of that investment is in areas like cloud services where the biggest firms compete with each other, and intense competition is anathema to returns. Though the tech giants remain strong businesses, this spending warrants close attention, as it could cause their historically high returns on capital to fall.

Yet this trend in tech spending suggests opportunities for other companies, such as Taiwan Semiconductor Manufacturing, which makes many of the chips in those data centres. In a gold rush, selling shovels can be more profitable than joining in the digging.

Cycles of capital investing are far from the only consideration for a company's fundamentals. But past experience suggests a decent rule of thumb for investors: go where the capital isn't.

This report does not constitute a recommendation to buy, sell or hold any interests, shares or other securities in the companies mentioned in it nor does it constitute financial advice.

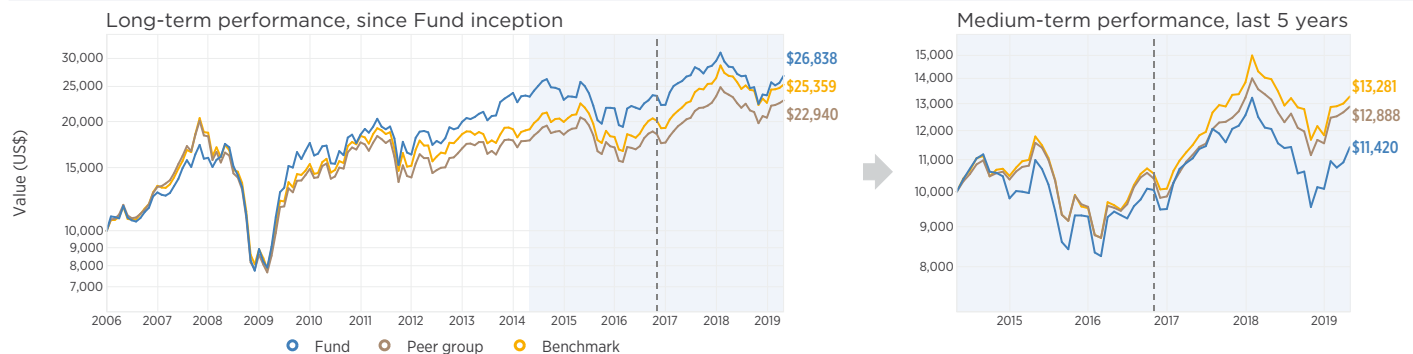
Orbis SICAV Emerging Markets Equity Fund

The Fund seeks higher returns than the average of the equity markets of the world's emerging market countries, without greater risk of loss. The benchmark is the MSCI Emerging Markets Index, including income, net of withholding taxes ("MSCI Emerging Markets Index"). Currency exposure is managed relative to that of the MSCI Emerging Markets Index.

Price	US\$25.34	Benchmark	MSCI Emerging Markets Index
Pricing currency	US dollars	Peer group	Average Global Emerging Markets Equity Fund Index
Domicile	Luxembourg	Minimum investment	US\$50,000
Type	SICAV	Dealing	Weekly (<i>Thursdays</i>)
Share class	Investor Share Class	Entry/exit fees	None
Fund size	US\$3.2 billion	UCITS compliant	Yes
Fund inception	1 January 2006	ISIN	LU0241795839
Strategy size	US\$3.2 billion		
Strategy inception	1 January 2016		

On 1 November 2016, the Fund broadened its investment strategy from Asia ex-Japan equities to Emerging Market equities. To reflect this, the Fund changed its name from the Orbis SICAV Asia ex-Japan Equity Fund to the Orbis SICAV Emerging Markets Equity Fund, its benchmark from the MSCI All Country Asia ex Japan (Net) (US\$) Index to the MSCI Emerging Markets Index and its peer group from the Average Asia ex-Japan Equity Fund Index to the Average Global Emerging Markets Equity Fund Index. Data for the period before 1 November 2016 relates to the Fund, and applicable benchmark and peer group, prior to the change in strategy. The performance achieved during this period was in circumstances that no longer apply. Please refer to the prospectus for further details.

Growth of US\$10,000 investment, net of fees, dividends reinvested



Returns¹ (%)

	Fund	Peer group	Benchmark
Annualised		<i>Net</i>	<i>Gross</i>
Since Fund inception	7.7	6.4	7.2
10 years	9.4	8.8	9.3
5 years	2.7	5.2	5.8
3 years	6.6	10.6	11.4
1 year	(5.3)	(2.0)	(5.0)
Not annualised			
Calendar year to date	13.2	11.6	12.2
3 months	4.3	3.4	3.2
1 month	4.6		2.1
		Year	%
Best performing calendar year since Fund inception		2009	96.4
Worst performing calendar year since Fund inception		2008	(44.0)

Risk Measures¹, since Fund inception

	Fund	Peer group	Benchmark
Largest drawdown (%)	55	62	62
Months to recovery	20	90	81
Annualised monthly volatility (%)	22.0	20.1	20.8
Beta vs benchmark	1.0	1.0	1.0
Tracking error vs benchmark (%)	7.7	3.1	0.0

Fees & Expenses¹ (%), for last 12 months

Management fee ²	1.20
For 3 year performance in line with benchmark	1.50
For 3 year outperformance/(underperformance) vs benchmark	(0.30)
Fund expenses	0.12
Total Expense Ratio (TER)	1.32

Geographical & Currency Allocation (%)

Region	Equity	Currency	Benchmark
China/Hong Kong	30	30	33
Europe & Middle East	15	15	8
Korea	14	14	13
Africa	13	13	6
Rest of Asia	11	11	8
Taiwan	8	8	12
Latin America	2	2	12
India	2	2	9
Other	3	5	0
Net Current Assets	2	0	0
Total	100	100	100

Top 10 Holdings

	MSCI Sector	%
NetEase	Communication Services	10.4
Naspers	Consumer Discretionary	10.0
British American Tobacco	Consumer Staples	6.8
Taiwan Semiconductor Mfg.	Information Technology	6.7
Tencent Holdings	Communication Services	6.5
Sberbank of Russia	Financials	4.9
Jardine Matheson Holdings	Industrials	4.5
Kiwoom Securities	Financials	4.4
Korea Electric Power	Utilities	4.3
Newcrest Mining	Materials	3.4
Total		61.8

Portfolio Concentration & Characteristics

% of NAV in top 25 holdings	93
Total number of holdings	32
12 month portfolio turnover (%)	47
12 month name turnover (%)	29
Active share (%)	85

Past performance is not a reliable indicator of future results. Orbis Fund share prices fluctuate and are not guaranteed. Returns may decrease or increase as a result of currency fluctuations. When making an investment in the Funds, an investor's capital is at risk. See Notices for important information about this Fact Sheet.

¹ Orbis SICAV Asia ex-Japan Equity Fund and its corresponding benchmark and peer group data used for the period prior to 1 November 2016.

² 1.5% per annum ± up to 1%, based on 3 year rolling outperformance/(underperformance) vs benchmark.

Orbis SICAV Emerging Markets Equity Fund

This Fact Sheet is a Minimum Disclosure Document and a monthly General Investor Report as required by the South African Financial Services Board.

Manager	Orbis Investment Management (Luxembourg) S.A.
Investment Manager	Orbis Investment Management Limited
Inception date	1 January 2006
Number of shares (Investor Share Class)	34,312,494
Income distributions during the last 12 months	None

Fund Objective and Benchmark

The Fund seeks higher returns than the average of the equity stock markets of the world's emerging market countries, without greater risk of loss. The MSCI Emerging Markets Index, including income net of withholding taxes, is the Fund's benchmark (the "MSCI Emerging Markets Index").

How We Aim to Achieve the Fund's Objective/Adherence to Objective

The Fund is actively managed and is designed to remain continuously invested in, and exposed to all the risks and rewards of, selected Emerging Market equities. The Fund expects to be not less than 90% invested in Emerging Market equity and equity-linked investments. The Fund identifies Emerging Market equity and equity-linked investments as those investments that are issued by a corporate body or other entity domiciled or primarily located in a country represented in the MSCI Emerging Markets Index or the MSCI Frontier Markets Index (together, "Emerging Markets"), traded or listed on an exchange in an Emerging Market or issued by a corporate body or other entity whose business is significantly linked to Emerging Markets. These equities are selected using extensive proprietary investment research. Orbis devotes a substantial proportion of its business efforts to detailed "bottom up" investment research conducted with a long-term perspective, believing that such research makes superior long-term performance attainable.

The lower the price of a share as compared to its assessed intrinsic value, the more attractive Orbis considers the equity's fundamental value. The Investment Manager believes that over the long term, equity investing based on this approach offers superior returns and reduces the risk of loss.

Exchange rate fluctuations significantly influence global investment returns. For this reason, part of Orbis' research effort is devoted to forecasting currency trends. Taking into account these expected trends, the Investment Manager actively reviews the Fund's currency exposure, focusing, in particular, on managing the Fund's exposure to those currencies considered less likely to hold their long-term value.

The Fund does not seek to mirror the MSCI Emerging Markets Index and may deviate meaningfully from it in pursuit of superior long-term capital appreciation.

Since inception and over the latest ten-year period, the Fund has outperformed its benchmark net of fees. The Fund will experience periods of underperformance in pursuit of its objective of creating long-term wealth for investors.

Risk/Reward Profile

- The Fund is aimed at investors who are seeking a portfolio the objective of which is to be invested in, and exposed to, Emerging Market securities.
- Investments in the Fund may suffer capital loss.
- Investors should understand that the Investment Manager generally assesses an equity investment's attractiveness using a three-to-five year time horizon.

Management Fee

As is described in more detail in the Fund's Prospectus, the Fund's various share classes bear different management fees. The fees are designed to align the Manager's and Investment Manager's interests with those of investors in the Fund. With respect to the Fund's Investor Share Class, the fee is structured as follows: a fee is charged based on the net asset value of the class. The fee rate is calculated weekly by comparing the class' performance over three years against the MSCI All Country Asia ex Japan (Net) (US\$) Index prior to 1 November 2016 and against the MSCI Emerging Markets Index thereafter. For each percentage point of three year performance above or below that performance, 0.04 percentage points are added to or deducted from 1.5%, subject to the following limits:

- Maximum fee: 2.5% per annum
- Minimum fee: 0.5% per annum

For a description of the management fee borne by the Fund's other share classes, please refer to the Fund's Prospectus.

Fees, Expenses and Total Expense Ratio (TER)

The relevant class within the Fund bears all expenses payable by such class, which shall include but not be limited to fees payable to its Manager, Investment Manager and additional service providers, fees and expenses involved in registering and maintaining governmental registrations, taxes, duties and all other operating expenses, including the cost of buying and selling assets.

Where an investor subscribes or redeems an amount representing 5% or more of the net asset value of the Fund, the Manager may cause the Fund to levy a fee of 0.75% of the net asset value of the Fund shares being acquired or redeemed.

The annual management fees charged are included in the TER. The TER is a measure of the actual expenses incurred by the class over a 12 month period, excluding trading costs. Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns. Expenses may vary, so the current TER is not a reliable indicator of future TERs.

Changes in the Fund's Top 10 Holdings

31 January 2019	%	30 April 2019	%
Naspers	10.7	NetEase	10.4
NetEase	10.1	Naspers	10.0
Tencent Holdings	5.8	British American Tobacco	6.8
Taiwan Semiconductor Mfg.	5.5	Taiwan Semiconductor Mfg.	6.7
Korea Electric Power	5.0	Tencent Holdings	6.5
Kiwoom Securities	5.0	Sberbank of Russia	4.9
Sberbank of Russia	4.9	Jardine Matheson Holdings	4.5
British American Tobacco	4.9	Kiwoom Securities	4.4
Jardine Matheson Holdings	4.6	Korea Electric Power	4.3
Newcrest Mining	3.5	Newcrest Mining	3.4
Total	60.1	Total	61.8

Past performance is not a reliable indicator of future results. Orbis Fund share prices fluctuate and are not guaranteed. Returns may decrease or increase as a result of currency fluctuations. When making an investment in the Funds, an investor's capital is at risk.

Orbis SICAV Emerging Markets Equity Fund

Additional Information

South African residents should contact Allan Gray Unit Trust Management (RF) Proprietary Limited at 0860 000 654 (toll free from within South Africa) or offshore_direct@allangray.co.za to receive, free of charge, additional information about a proposed investment (including Prospectus, application forms, annual reports and a schedule of fees, charges and maximum commissions). The Investment Manager can be contacted at +1 441 296 3000 or clientservice@orbis.com. The Fund's Depository is Citibank Europe plc, Luxembourg Branch, 31 Z.A. Bourmicht, L-8070 Bertrange, Luxembourg. All information provided herein is subject to the more detailed information provided in the Fund's Prospectus.

Share Price and Transaction Cut Off Times

Share prices are calculated on a net asset value basis by share class, normally as of 5:30 pm (Bermuda time) (i) in the case of the Investor Share class, each Thursday (or, if a Thursday is not a business day, the preceding business day), (ii) in the case of the Refundable Reserve Fee Share Classes, the first Thursday of each calendar month and any other Thursday on which an investor transacts in such class (or, if a Thursday is not a business day, the preceding business day), (iii) on the last calendar day of each month (or, if that is not a weekday, the preceding weekday) and/or (iv) any other days in addition to (or substitution for) any of the days described in (i), (ii) or (iii), as determined by the Manager without notice.

Subscriptions are only valid if made on the basis of the Fund's current Prospectus. To be processed on a given dealing day: subscription requests into an Orbis Fund that is not an Orbis SICAV Fund must be submitted by 5:00 pm on that dealing day; subscription requests into an Orbis Fund that is an Orbis SICAV Fund must be submitted by 5:30 pm; redemption requests from an Orbis Fund that is not an Orbis SICAV Fund must be submitted by 12 noon; redemption requests from an Orbis Fund that is an Orbis SICAV Fund must be submitted by 5:30 pm; requests to switch from an Orbis Fund that is not an Orbis SICAV Fund to a different Orbis Fund that is also not an Orbis SICAV Fund must be submitted by 12 noon; requests to switch from an Orbis SICAV Fund into a different Orbis Fund that is not an Orbis SICAV Fund must be submitted by 5:00 pm; requests to switch from an Orbis Fund that is not an Orbis SICAV Fund to a different Orbis Fund that is an Orbis SICAV Fund must be submitted by 12 noon; and requests to switch from an Orbis Fund that is an Orbis SICAV Fund to a different Orbis Fund that is also an Orbis SICAV Fund must be submitted by 5:30 pm. All times given are Bermuda time, and all requests must be properly completed and accompanied by any required funds and/or information.

Share prices, updated weekly, are available

- from the Allan Gray Unit Trust Management (RF) Proprietary Limited's website at www.allangray.co.za,
- from the Orbis website at www.orbis.com,
- by e-mail, by registering with Orbis for this service at the Orbis website at www.orbis.com, and
- from Bloomberg.

Legal Notices

Returns are net of Investor Share Class fees, include income and assume reinvestment of dividends. Figures quoted are for the periods indicated for a \$10,000 investment (lump sum, for illustrative purposes only). Annualised returns show the average amount earned on an investment in the Fund/share class each year over the given time period. This Report does not constitute advice nor a recommendation to buy, sell or hold, nor an offer to sell or a solicitation to buy interests or shares in the Orbis Funds or other securities in the companies mentioned in it.

Collective Investment Schemes (CIS) are generally medium to long-term investments. The value of an investment in the Fund may go down as well as up, and past performance is not a reliable indicator of future results. Neither the Manager nor the Investment Manager provides any guarantee with respect to capital or the Fund's returns. CIS are traded at ruling prices and can engage in borrowing and scrip lending. Commission and incentives may be paid by investors to third parties and, if so, would be included in the overall costs. Individual investors' performance may differ as a result of investment date, reinvestment date and dividend withholding tax, as well as a levy that may apply in the case of transactions representing more than 5% of the Fund's net asset value. The Fund may be closed to new investments at any time in order to be managed in accordance with its mandate. The Fund invests in foreign securities. Depending on their markets, trading in those securities may carry risks relating to, among others, macroeconomic and political circumstances, constraints on liquidity or the repatriation of funds, foreign exchange rate fluctuations, taxation and trade settlement.

The discussion topics for the commentaries were selected, and the commentaries were finalised and approved, by Orbis Investment Management Limited, the Fund's Investment Manager. Information in this Report is based on sources believed to be accurate and reliable and provided "as is" and in good faith. The Orbis Group does not make any representation or warranty as to accuracy, reliability, timeliness or completeness of the information in this Report. The Orbis Group disclaims all liability (whether arising in contract, tort, negligence or otherwise) for any error, omission, loss or damage (whether direct, indirect, consequential or otherwise) in connection with the information in this Report.

Fund Minimum

Minimum investment amounts in the Fund are specified in the Fund's Prospectus, provided that a new investor in the Orbis Funds must open an investment account with Orbis, which may be subject to minimum investment restrictions, country restrictions and/or other terms and conditions. For more information on opening an Orbis investment account, please visit www.orbis.com.

Clients investing via Allan Gray, which includes the Allan Gray Investment Platform, an Allan Gray investment pool or otherwise through Allan Gray Nominees, remain subject to the investment minimums specified by the applicable terms and conditions.

Sources

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