

## Our Thinking

### Good behaviour is overrated

Our investment philosophy is simple: we aim to make money when underpriced assets get less cheap. Unfortunately, markets don't always work that way. Sometimes underpriced assets get cheaper, while overpriced assets get even more expensive.

Recently, we have seen more of the latter. A year ago, US stocks were about 30% more expensive than those in other markets on a price-earnings basis, and low-volatility and momentum shares traded at 30% and 60% premiums, respectively, to value shares globally. We researched multiple companies in those areas, but found few that appeared to trade at attractive valuations. Accordingly, our Global Equity Strategy was underweight momentum and low-volatility shares.

Today, US stocks remain roughly 30% richer than those elsewhere, low-volatility shares are now 60% more expensive than value stocks, and popular momentum shares trade at fully *double* the price-earnings multiple of beaten-up value stocks. As those trends have unfolded, being underweight the more expensive areas has hurt relative returns. But it doesn't for one second make us think we should sell cheap stocks that have gotten cheaper to buy expensive stocks that have gotten more expensive. Today, the Strategy's exposure to these expensive areas is even lower than it was a year ago.

It's worth spelling out why that is. The following sections provide a contrarian, fundamental perspective on two types of well-behaved shares: momentum stocks and low-volatility stocks.

### Momentum shares: expectations and reality

On July 17th, something odd happened in the stockmarket. Netflix released its quarterly results, reporting that revenue had grown by a whopping 26% year-on-year. That is equivalent to doubling revenues every three years, and it puts Netflix squarely among the fastest-growing 10% of companies globally. But stranger things have happened than Netflix growing quickly. The odd thing was what happened next. Almost immediately, the company's stock fell more than 10%. Why did the market punish stellar growth?

Stock prices are driven by the relationship between expectations and reality. In the case of Netflix, investors had high expectations, and that optimism drove them to buy up the company's stock. Before its results, Netflix shares were up 38% year-to-date, and traded at over 130 times earnings. Investors weren't just looking for good growth in the present, but also for signs that growth could continue for years in the future. One of those signs flashed yellow: for the first time in eight years, Netflix lost subscribers in the US. This led investors to adjust their expectations, and they responded by punishing the stock.

At a high enough price, even a fast-growing company can be a poor investment, and the higher a company's

valuation, the greater the optimism of its shareholders. That optimism is risky. Excessive optimism makes it difficult for fundamentals to beat expectations, while allowing plenty of room for results to disappoint.

As contrarian investors, we look for exactly the opposite—companies where expectations are excessively pessimistic. Today, we see excessive pessimism in the near-record low valuations of automotive businesses BMW and Honda. Investors appear to be ignoring durable strengths for each company—BMW's premium brand, and Honda's world-leading motorcycle business.

### Low-volatility shares: think like a business owner

Imagine that you and a few partners own a private business. Over the last five years, your company's sales haven't grown. In fact they've shrunk, by 2% per year, but by cutting costs (and with some help from lower taxes) you've been able to grow earnings by 3% per year. Dividends for you and your partners have risen by a higher 9% per year, but only because you're paying out more of your profits. And to support these results for the partners, you've had to continually increase your borrowing—the company's net debt has grown by 14% per year.

Looking at those five-year trends, consider how you would feel about the state of your business. Would you regard it as thriving? Or a bit stretched? Would you be willing to pay a high price to buy a bigger stake?

The numbers in the paragraph above are for the S&P 500 Low Volatility Index, and over the past five years, US low-volatility shares have enjoyed good returns and buoyant investor sentiment. A year ago, they traded at a 45% premium to stocks outside the US, and to value shares globally. Today, at 24 times earnings, they are even more expensive in relative terms.

To us, that just doesn't make sense. From a business owner's perspective, we would see little cause for excitement for a company with no sales growth, meagre earnings growth, and rapidly growing debt levels. The quality of the business may be deteriorating, and warrant a lower valuation than it did in the past. We much prefer the undemanding valuation and strong fundamental prospects of Chinese internet company NetEase. NetEase may have a more jittery share price than a stock like Procter and Gamble, but we believe it offers much more attractive return potential and carries a lower risk of being overpriced.

Lately it has been uncomfortable to own unpopular companies rather than popular and well-behaved shares. That divergence has stretched relative valuations, and today the shares in the Global Equity portfolio trade at a bigger discount to the market than they did 12 months ago. We can never know when markets will turn, but we remain confident that fundamentals will win out over the long term. In today's environment, good behaviour is overrated.

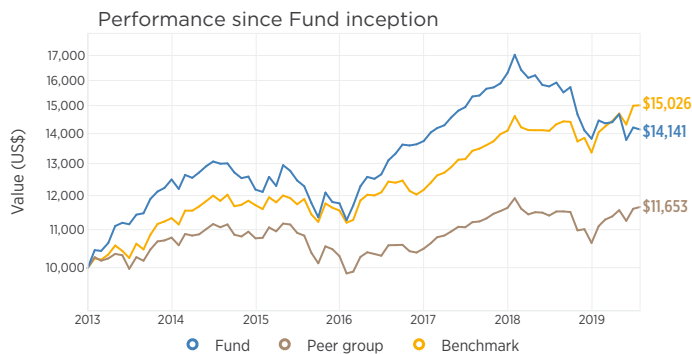
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*This report does not constitute a recommendation to buy, sell or hold any interests, shares or other securities in the companies mentioned in it nor does it constitute financial advice.*

# Orbis SICAV Global Balanced Fund

The Fund seeks to balance appreciation of capital, income generation and risk of loss with a diversified global portfolio of equity, fixed income and commodity-linked instruments. It aims to earn higher long-term returns than its benchmark, which is comprised of 60% MSCI World Index with net dividends reinvested and 40% JP Morgan Global Government Bond Index ("60/40 Index"), each in US dollars.

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



## Returns (%)

	Fund	Peer group	Benchmark
<b>Annualised</b>			
	<i>Net</i>		<i>Gross</i>
Since Fund inception	5.4	2.4	6.4
5 years	1.7	1.0	4.9
3 years	2.6	3.3	6.6
1 year	(11.1)	1.1	4.9
<b>Not annualised</b>			
Calendar year to date	2.3	9.4	12.5
3 months	(3.8)	0.8	2.1
1 month	(0.5)		0.1

	Year	%
Best performing calendar year since Fund inception	2013	24.8
Worst performing calendar year since Fund inception	2018	(15.2)

## Risk Measures, since Fund inception

	Fund	Peer group	Benchmark
Largest drawdown (%)	19	12	9
Months to recovery	>18 <sup>1</sup>	27	15
% recovered	11	100	100
Annualised monthly volatility (%)	9.1	6.5	7.1
Beta vs World Index	0.7	0.6	0.6
Tracking error vs benchmark (%)	5.1	2.1	0.0

## Ranking within peer group, cumulative return (%)



**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.**

Price	US\$14.06	Benchmark	60/40 Index
Pricing currency	US dollars	Peer group	Average Global Balanced Fund Index
Domicile	Luxembourg	Minimum investment	US\$50,000
Type	SICAV	Dealing	Weekly (Thursdays)
Share class	Investor Share Class	Entry/exit fees	None
Fund size	US\$4.1 billion	UCITS compliant	Yes
Fund inception	1 January 2013	ISIN	LU0891391392
Strategy size	US\$4.1 billion		
Strategy inception	1 January 2013		

## Asset Allocation (%)

	North America	Europe	Asia ex-Japan	Japan	Other	Total
<b>Fund</b>						
Gross Equity	22	27	16	7	6	78
Net Equity	10	23	14	7	5	59
Gross Fixed Income	16	1	0	0	0	17
Net Fixed Income	16	1	0	0	0	17
Commodity-Linked						5
<b>Total</b>	<b>38</b>	<b>28</b>	<b>16</b>	<b>7</b>	<b>6</b>	<b>100</b>
<b>Benchmark</b>						
Equity	40	13	1	5	2	60
Fixed Income	17	14	0	8	1	40
<b>Total</b>	<b>57</b>	<b>27</b>	<b>1</b>	<b>13</b>	<b>2</b>	<b>100</b>

## Currency Allocation (%)

	Fund	Benchmark
US dollar	40	55
British pound	17	6
Euro	13	17
Japanese yen	11	13
New Taiwan dollar	6	0
Australian dollar	3	2
Other	10	7
<b>Total</b>	<b>100</b>	<b>100</b>

## Top 10 Holdings

	Sector	%
SPDR Gold Trust	Commodity-Linked	5.0
Taiwan Semiconductor Mfg.	Information Technology	5.0
BP	Energy	4.9
NetEase	Communication Services	3.9
AbbVie	Health Care	3.8
Celgene	Health Care	3.8
Royal Dutch Shell	Energy	3.6
XPO Logistics	Industrials	2.9
Alphabet	Communication Services	2.7
Treasury Note 2.625% 15 Aug 2020	Government Bond	2.6
<b>Total</b>		<b>38.2</b>

## Portfolio Concentration & Characteristics

% of NAV in top 25 holdings	68
Total number of holdings	77
12 month portfolio turnover (%)	49
12 month name turnover (%)	49

## Fees & Expenses (%), for last 12 months

Management fee <sup>2</sup>	1.75
For 3 year performance in line with benchmark	1.50
For 3 year outperformance/(underperformance) vs benchmark	0.25
Fund expenses	0.09
<b>Total Expense Ratio (TER)</b>	<b>1.85</b>

<sup>1</sup> Number of months since the start of the drawdown. This drawdown is not yet recovered.

<sup>2</sup> 1.5% per annum  $\pm$  up to 1%, based on 3 year rolling outperformance/(underperformance) vs benchmark.

## Orbis SICAV Global Balanced Fund

This Fact Sheet is a Minimum Disclosure Document and a monthly General Investor Report as required by the South African Financial Services Board. Please note that all references to the "Investor Share Class" in this document exclude the "Institutional Investor Share Class" referred to in the Fund's Prospectus.

<b>Manager</b>	Orbis Investment Management (Luxembourg) S.A.
<b>Investment Manager</b>	Orbis Investment Management Limited
<b>Inception date</b>	1 January 2013
<b>Number of shares (Investor Share Class)</b>	29,440,988
<b>Income distributions during the last 12 months</b>	None

### Fund Objective and Benchmark

The Fund seeks to balance appreciation of capital, income generation and risk of loss with a diversified global portfolio of equities, fixed income instruments and commodity-linked instruments. It aims for higher long-term returns than its designated combined equity and bond performance benchmark, which is comprised of 60% MSCI World Index with net dividends reinvested and 40% JP Morgan Global Government Bond Index, each expressed in US\$ (the "60/40 Index" or "benchmark").

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

The Fund is actively managed and invests in equities, fixed income instruments and commodity-linked instruments. Fund weightings among the different asset classes are determined based on their appreciation, income and risk of loss potential, with appropriate diversification. The Investment Manager may cause the Fund to be under or over the targets described in the remainder of this section when it considers this to be in the Fund's best interest.

**Equities.** The Investment Manager targets the Fund to hold 40-90% of its net asset value in a pool of global equities, including some which may provide exposure to real estate. The Fund invests in shares considered to offer fundamental value and dividend paying potential that is superior to its benchmark. 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 the main risk of investing in equities is that their prices will decline if relevant stockmarkets fall significantly. To reduce this risk, when Orbis' research suggests that stockmarkets are overvalued and vulnerable, the Investment Manager will reduce exposure to, or hedge, stockmarket risk. When Orbis' research suggests that stockmarkets represent good value, the Investment Manager will increase exposure to stockmarket risk by decreasing the amount of any hedging. The Investment Manager intends to limit the Fund's exposure to stockmarkets net of hedging to 75% of its net asset value. Furthermore, the Fund may buy and sell exchange-traded equity options for investment efficiency purposes, but only to the extent the Fund is capable of meeting its payment or delivery obligations related to such options, for example, by holding the underlying security.

**Fixed Income Instruments.** The Investment Manager targets the Fund to hold 10-50% of its net asset value in fixed income instruments issued by corporate bodies, governments and other entities. These are selected to provide current income, liquidity and portfolio diversification for the purpose of reducing risk of loss. When Orbis' research suggests that bond markets are overvalued and vulnerable, the Investment Manager will reduce exposure to, or hedge, bond market risk. When Orbis' research suggests that bond markets represent good value, the Investment Manager will increase exposure to bond market risk by decreasing the amount of that hedging. The Investment Manager intends to limit aggregate hedging of the Fund's stockmarket and bond market exposure to no more than 30% of its net asset value. The Fund's fixed income selections in aggregate may differ significantly from the benchmark in duration and credit quality and may include instruments of issuers that are under bankruptcy or similar judicial reorganisation, notably distressed debt. In addition, the Fund may invest in money market instruments, cash and cash equivalents.

**Commodity-linked Instruments.** The Investment Manager targets the Fund to hold 0-10% of its net asset value in commodity-linked instruments, which may provide the Fund with indirect exposure to commodities. The Fund will gain exposure to commodities if the Investment Manager's investment research process identifies a commodity or class of commodities as being more attractive than overall equity and fixed income opportunities, taking into account any risk reduction benefits of diversification.

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. In doing so, it places particular focus on managing the Fund's exposure to those currencies less likely to hold their long-term value.

The Investment Manager may cause the Fund to be under or over the asset allocation and hedging targets and limits described above where it considers this to be in the best interest of the Fund.

Since inception, the Fund (net of fees) has underperformed its benchmark. The Fund will experience periods of underperformance in pursuit of its objective of creating long-term wealth for investors. The Fund's holdings usually differ meaningfully from the 60/40 Index.

### Risk/Reward Profile

- The Investment Manager aims to contain the risk of monetary loss to a level that is below the risk of loss experienced by global equity funds but higher than that experienced by government bond funds and cash deposits over the long term. Investors should be aware that this expected reduction in risk of loss comes at the expense of long-term expected return.
- While the Investment Manager expects the Fund's investment approach to result in volatility below that of a typical global equity fund, the Fund's net asset value will fluctuate, and the Fund will experience periods of volatility and negative returns; investments in the Fund may suffer capital loss.
- Investors should understand that the Investment Manager generally assesses an investment's attractiveness over 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 60/40 Index. For each percentage point of three year performance above or below that benchmark's performance, 0.04 percentage points are added to or subtracted 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 services 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. However, the Manager and the Investment Manager have agreed that in the current calendar year, except for specified exclusions, operating expenses attributable to the Fund's Investor Share Class will be capped at 0.20%. Please refer to the Fund's Prospectus for a description of the fee cap applicable to its other share classes. Each cap will be automatically extended for further successive one year periods unless terminated by the Manager or the Investment Manager at least three months prior to the end of the then current term. The operating expenses that are capped are all expenses, excluding the Manager's and Investment Managers' fees described above under "Management Fee," the cost of buying and selling assets, interest and brokerage charges.

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 0.40% of the net asset value of the Fund's 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

30 April 2019	%	31 July 2019	%
Taiwan Semiconductor Mfg.	4.9	SPDR Gold Trust	5.0
BP	4.9	Taiwan Semiconductor Mfg.	5.0
NetEase	4.7	BP	4.9
SPDR Gold Trust	4.5	NetEase	3.9
AbbVie	4.4	AbbVie	3.8
Celgene	4.1	Celgene	3.8
Royal Dutch Shell	3.6	Royal Dutch Shell	3.6
XPO Logistics	2.9	XPO Logistics	2.9
Alphabet	2.5	Alphabet	2.7
British American Tobacco	2.5	Treasury Note 2.625% 15 Aug 2020	2.6
<b>Total</b>	<b>39.0</b>	<b>Total</b>	<b>38.2</b>

**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 Global Balanced 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](mailto: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](mailto: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 and Institutional 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 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](http://www.allangray.co.za),
- from the Orbis website at [www.orbis.com](http://www.orbis.com),
- by e-mail, by registering with Orbis for this service at the Orbis website at [www.orbis.com](http://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 Information

The benchmark is a composite index consisting of the MSCI World Index with net dividends reinvested (60%) and the JP Morgan Global Government Bond Index (40%).

Net Equity is Gross Equity minus stockmarket hedging. Fixed Income refers to fixed income instruments issued by corporate bodies, governments and other entities, such as bonds, money market instruments and cash and cash equivalents. Fixed Income regional allocation is based on the currency denomination of the instrument. Net Fixed Income is Gross Fixed Income minus bond market hedging.

## 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](http://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

The 60/40 Index returns are calculated by Orbis using end of day index level values licensed from MSCI ("MSCI Data"). For the avoidance of doubt, MSCI is not the benchmark "administrator" for, or a "contributor", "submitter" or "supervised contributor" to, the blended returns, and the MSCI Data is not considered a "contribution" or "submission" in relation to the blended returns, as those terms may be defined in any rules, laws, regulations, legislation or international standards. MSCI Data is provided "as is" without warranty or liability and no copying or distribution is permitted. MSCI does not make any representation regarding the advisability of any investment or strategy and does not sponsor, promote, issue, sell or otherwise recommend or endorse any investment or strategy, including any financial products or strategies based on, tracking or otherwise utilising any MSCI Data, models, analytics or other materials or information. JP Morgan Global Government Bond Index (the "GBI"): Information has been obtained from sources believed to be reliable but J.P. Morgan does not warrant its completeness or accuracy. The GBI is used with permission. Copyright 2019, J.P. Morgan Chase & Co. All rights reserved. The 60/40 Index may not be copied, used, or distributed without prior written approval.

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