

**Fund description and summary of investment policy**

The Fund may invest in a mix of absolute return funds managed by Allan Gray’s offshore investment partner, Orbis Investment Management Limited, and currently invests in the Orbis Optimal SA Fund (US dollar and euro classes). The Orbis Optimal SA Fund invests in a portfolio of global shares and uses exchange-traded derivative contracts on stock market indices to reduce net equity exposure, which typically varies between 0% and 20%. The Fund’s returns, when measured in US dollars or euros, are driven mainly by Orbis’ stock selection and not by the overall direction of equity markets. Returns are likely to be less volatile than those of a global equity or global balanced fund, but more volatile than those of a global fixed income fund. Although the Fund’s investment universe is global, the units in the Fund are priced and traded daily in rands. Given the Fund’s global investment universe, rand returns are likely to be more volatile than those of local funds with similar equity constraints.

ASISA unit trust category: Global – Multi Asset – Low Equity

**Fund objective and benchmark**

The Fund aims to provide investors with long-term positive returns (when measured in US dollars or euros) from a low-risk global investment portfolio. The Fund’s returns are intended to be largely independent of the major asset classes such as cash, bonds or equities. The Fund’s benchmark is the simple average of the benchmarks of the underlying Orbis Optimal SA Fund classes, namely US dollar and euro bank deposits.

**How we aim to achieve the Fund’s objective**

The Fund invests in the Orbis Optimal SA Fund (US dollar and euro classes). The Orbis Optimal SA Fund is actively managed, invests in a global portfolio of shares and uses hedging to reduce overall exposure to global stock markets. 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. The main risk of investing in shares is that prices will decline if stock markets fall significantly. The Orbis Optimal SA Fund therefore maintains a substantial level of hedging to reduce this risk. The net equity exposure of the Fund typically varies between 0% and 20%. The Fund can therefore retain limited exposure to global stock markets, depending on Orbis’ assessment of global stock market valuations. Currency exposure is actively managed, both within the underlying Orbis Optimal SA Fund and through the allocation to the US dollar and euro classes of the Orbis Optimal SA Fund. The Fund’s returns are driven mainly by Orbis’ ability to select shares which outperform. A portion of the returns are also derived from the low exposure to stock markets and foreign currency cash-equivalent returns earned from hedging. The Fund is therefore able to aim for positive returns (when measured in foreign currency), irrespective of the direction of global stock markets.

**Suitable for those investors who**

- Seek positive long-term returns, when measured in foreign currency
- Wish to invest in international assets through a rand-denominated fund
- Have a long-term investment horizon and are comfortable with periods of underperformance which may result in capital loss
- Wish to use the Fund as a ‘building block’ in a diversified multi-asset class portfolio
- Understand that the Fund’s returns are largely independent of cash, bonds and equities

**Fund availability:** Subject to offshore capacity constraints. Please visit our website or contact our Client Service Centre for further information about any constraints that may apply.

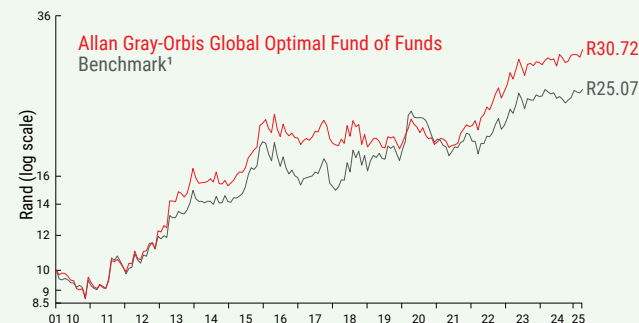
**Fund information on 31 March 2025**

Fund size	R1.0bn
Number of units	31 323 058
Price (net asset value per unit)	R30.68
Class	A

1. The simple average of the benchmarks of the underlying funds, performance as calculated by Allan Gray as at 31 March 2025.
2. This data reflects the latest available inflation numbers for South Africa and the United States of America, as at 28 February 2025 (Source: IRESS). South African CPI inflation has been calculated based on the most recent rebased values from Stats SA.
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)	207.2	28.2	150.7	4.6	109.1	47.2
<b>Annualised:</b>						
Since inception (2 March 2010)	7.7	1.7	6.3	0.3	5.0	2.6
Latest 10 years	6.9	2.5	5.7	1.4	5.0	3.1
Latest 5 years	8.4	7.7	2.7	2.0	4.8	4.3
Latest 3 years	14.6	6.1	11.6	3.2	5.2	4.0
Latest 2 years	7.9	5.8	6.3	4.3	4.4	3.0
Latest 1 year	4.5	7.6	1.3	4.3	3.2	2.8
Year-to-date (not annualised)	2.7	4.9	0.7	2.8	1.3	1.1
<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	55.8	48.1	49.7	n/a	n/a
Annualised monthly volatility <sup>5</sup>	13.0	7.3	13.4	4.3	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- and five-year periods, the Fund has outperformed 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 2024</b>
<b>Cents per unit</b>	<b>0.0000</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 31 March 2025	1yr %	3yr %
<b>Total expense ratio</b>	<b>1.08</b>	<b>1.06</b>
Fee for benchmark performance	0.99	0.99
Performance fees	0.00	-0.01
Other costs excluding transaction costs	0.09	0.08
VAT	0.00	0.00
<b>Transaction costs (including VAT)</b>	<b>0.11</b>	<b>0.12</b>
<b>Total investment charge</b>	<b>1.19</b>	<b>1.18</b>

### Top 10 share holdings on 31 March 2025

Company	% of portfolio
Corpay	4.6
QXO	3.7
Elevance Health	3.6
FirstService	3.0
Leonardo	2.9
Motorola Solutions	2.5
Mitsubishi Estate	2.4
British American Tobacco	2.1
B&M European Value Retail	2.1
RXO	2.1
<b>Total (%)</b>	<b>29.1</b>

### Fund allocation on 31 March 2025

Foreign absolute return funds	%
Orbis Optimal SA (US\$)	62.2
Orbis Optimal SA (Euro)	37.8
<b>Total (%)</b>	<b>100.0</b>

### Asset allocation on 31 March 2025

	Total	United States	UK	Europe ex-UK <sup>7</sup>	Japan	Other <sup>7</sup>	Emerging markets
Net equities	5.8	-0.4	4.4	-0.9	1.1	1.4	0.2
Hedged equities	76.4	35.3	4.7	12.5	17.8	2.9	3.3
Property	5.5	0.0	0.0	0.0	2.4	3.1	0.0
Money market and cash	12.3	9.0	0.2	0.9	1.7	0.2	0.2
<b>Total (%)</b>	<b>100.0</b>	<b>43.9</b>	<b>9.3</b>	<b>12.6</b>	<b>22.9</b>	<b>7.5</b>	<b>3.7</b>
Currency exposure	100.0	54.5	-0.1	37.4	6.1	1.6	0.5

7. Refers to developed markets only.

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

It would be an understatement to say we are living in eventful and interesting times. In just five years, we have seen a global pandemic bring economic and social activity to a halt, Cold War fears reignited following Russia's invasion of Ukraine, a simmering conflict between China and the US, and a dramatic escalation in the decades-old feud between Israel and Palestine. Donald Trump survived an assassination attempt, became president for the second time and has brought in a group of billionaires to rip up the old Washington DC rule book. Interest rates reversed a four-decade decline, inflation spiked after a dormant decade, oil prices briefly went negative, housing prices surged, Bitcoin ranged roughly between US\$5 000 and US\$100 000, and China began a long-overdue debt and property correction. Artificial intelligence has gone from science fiction to daily reality – and is only getting started.

In short, the world today bears little resemblance to the world five years ago. The sheer magnitude of change has created enormous uncertainty for businesses. High levels of uncertainty generally have a negative impact on asset prices. Asset prices are based on discounted future cash flows, using a discount rate which is the sum of the risk-free rate (often approximated by the yield on 3-month US Treasury bills) and a risk premium. The higher the discount rate, the lower the price – or, more accurately, the lower the present value of future earnings and, therefore, the valuation multiple.

One would expect today's discount rate to be higher than it was five years ago. For starters, the 3-month Treasury bill rate has increased from 1.5% to 4.2%. Likewise, one should be paid more to take on risk in an uncertain world; the risk premium should be higher. The sum of both should clearly be higher, meaning asset valuations should be lower – at least in theory.

While valuations are lower in some markets – particularly in some emerging markets – they are higher for US equities, the biggest and most influential investment market. The trailing 12-month price-to-earnings (PE) ratio for the S&P 500 was more than 20% higher at the start of 2025 than it was at the start of 2020. In absolute terms, the PE was 25 for the S&P 500, meaning that the earnings yield (the inverse of PE) of US equities was lower than the risk-free rate. This hasn't happened since the dotcom bubble of the late 90s.

The US market is therefore being priced as if uncertainty is lower and forecasting the future is easier than usual, despite the numerous challenges mentioned at the start of this commentary. If one is sceptical that this makes sense, it would be sensible to minimise overall market risk, or beta. Generally, a favourable time to embrace beta is when either valuations or uncertainty are low. Both are unusually high today, suggesting the need for caution.

There are, nonetheless, opportunities to earn reasonable returns in today's environment. The Fund invests in a basket of shares that we believe offer attractive prospective returns, while hedging out the local market exposure. This allows our clients to earn the yield on cash plus the excess return that our stock selections generate above the market, or alpha. Since inception, the Fund has generated returns after fees ahead of its benchmark, with similarly strong relative performance over the last five years. We believe today's environment is well suited to allow us to achieve similar or better returns than these.

Periods of high valuation disparity provide greater opportunities to find and earn alpha. Disparity cannot be measured definitively, but most metrics show it being elevated today, albeit down from the extremes seen in the 2021 "Everything Bubble". A simple way to look at valuation disparity is to compare valuations across major global markets. At the start of this year, the PE ratio of the S&P 500 was roughly 2.5 times higher than that of Hong Kong's Hang Seng Index, twice as high as the United Kingdom's FTSE 100 and 1.5 times higher than Germany's DAX. This trend repeats in other markets, suggesting the US is unusually expensive relative to the rest of the world. While there are valid reasons for a US premium, it is seldom wise to bet on extremes continuing to remain dislocated. We believe some reversion to historical norms is likely, which presents attractive alpha opportunities for fundamental stockpickers such as ourselves.

In a sense, we could argue that the change we have seen in recent years is actually nothing new for investors. The world is always in flux – and it is our job to capitalise on the opportunities that change creates. Investors with a longer time horizon, and a deeper understanding of history's lessons, should take heed of the current dislocation between price and reality. This Fund allows such investors to continue to earn a reasonable absolute return while limiting market exposure. We believe now is an opportune time to do so.

The Fund's overall net equity exposure rose over the quarter. Among individual positions, we initiated a position in a US transportation and logistics service provider. We exited the position in Richemont in order to rotate capital into higher-conviction ideas.

**Commentary contributed by Mark Dunley-Owen, Orbis Investment Management Limited, Bermuda**

## **Fund manager quarterly commentary as at 31 March 2025**

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. For more information about our annual management fees, refer to the [frequently asked questions](#), available via the Allan Gray website.

### 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.

### FTSE Russell Index

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### MSCI Index

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