

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.

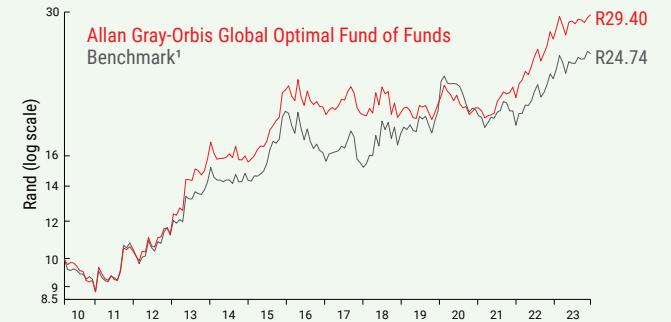
Fund information on 31 March 2024

Fund size	R1.2bn
Number of units	39 265 511
Price (net asset value per unit)	R29.35
Class	A

1. The simple average of the benchmarks of the underlying funds, performance as calculated by Allan Gray as at 31 March 2024.
2. This data reflects the latest available inflation numbers for South Africa and the United States of America, as published by IRESS as of 29 February 2024.
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 ¹		CPI inflation ²	
	ZAR	US\$	ZAR	US\$	ZAR	US\$
Cumulative:						
Since inception (2 March 2010)	194.0	19.1	147.4	0.2	102.7	43.2
Annualised:						
Since inception (2 March 2010)	8.0	1.3	6.6	0.0	5.2	2.6
Latest 10 years	6.6	0.6	5.7	-0.3	5.1	2.8
Latest 5 years	8.6	2.9	6.7	1.1	5.1	4.2
Latest 3 years	14.7	5.5	9.5	0.7	6.1	5.7
Latest 2 years	20.1	5.4	17.1	2.7	6.3	4.6
Latest 1 year	11.4	4.1	11.5	4.2	5.6	3.2
Year-to-date (not annualised)	2.4	0.0	2.4	0.0	1.1	1.0
Risk measures (since inception)						
Maximum drawdown ³	-18.9	-31.3	-26.6	-16.1	n/a	n/a
Percentage positive months ⁴	52.7	55.0	47.9	49.1	n/a	n/a
Annualised monthly volatility ⁵	13.2	7.1	13.7	4.3	n/a	n/a
Highest annual return ⁶	39.6	14.4	35.6	9.4	n/a	n/a
Lowest annual return ⁶	-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.	31 Dec 2023
Cents per unit	0.3632

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.

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 2024	1yr %	3yr %
Total expense ratio	1.06	1.07
Fee for benchmark performance	0.99	1.00
Performance fees	-0.01	-0.01
Other costs excluding transaction costs	0.08	0.08
VAT	0.00	0.00
Transaction costs (including VAT)	0.11	0.12
Total investment charge	1.17	1.19

Top 10 share holdings on 31 March 2024

Company	% of portfolio
Corpay	4.0
Taiwan Semiconductor Mfg.	3.1
British American Tobacco	3.0
Micron Technology	2.8
UnitedHealth Group	2.6
Motorola Solutions	2.4
London Stock Exchange Group	2.3
GXO Logistics	2.1
Elevance Health	2.0
ConvaTec Group	2.0
Total (%)	26.3

Fund allocation on 31 March 2024

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

Asset allocation on 31 March 2024

	Total	North America	Europe and UK	Japan	Asia ex-Japan	Other
Net equities	1.5	-0.8	2.3	-0.3	-0.6	0.9
Hedged equities	86.0	36.0	21.9	19.1	8.9	0.0
Property	2.5	1.1	0.0	1.4	0.0	0.0
Commodity-linked	0.1	0.1	0.0	0.0	0.0	0.0
Bonds	1.8	1.8	0.0	0.0	0.0	0.0
Money market and cash	8.2	4.2	1.4	1.5	1.1	0.0
Total (%)	100.0	42.4	25.6	21.7	9.4	0.9

Currency exposure

Fund	Total	North America	Europe and UK	Japan	Asia ex-Japan	Other
Fund	100.0	55.9	36.6	6.4	1.1	0.0

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

The Orbis Optimal SA Fund is designed to provide protection from market declines through hedging, while retaining exposure to the alpha in the stocks where we see highly favourable risk-reward. One such stock is Diageo. It is the largest spirits manufacturer globally and is known for iconic brands such as Johnnie Walker (scotch), Don Julio and Casamigos (tequila), Smirnoff (vodka), Tanqueray (gin) and Guinness (beer). It has the leading market share in the overall spirits category across key markets, accounting for 10% of all spirits sold, and holds around 5% of total global alcohol sales when beer and wine are included.

Barriers to entry in spirits, especially non-aged spirits, are low. However, barriers to scale are high – brands need demand in order to gain distribution access at bars, restaurants and supermarkets, and at the same time, need distribution access to generate demand. Diageo's flywheel is fuelled by the company's large scale, which enables leading routes to market, marketing prowess and customer insight. In the US, which is its largest and most profitable market, Diageo holds around a 20% market share, more than two times larger than the next competitor. Diageo's dominance with bartenders, distributors and retailers is second to none. Diageo's recent success in the fast-growing tequila category is a testament to its competitive advantage driven by scale. The company caught onto the trend early, spent top dollar on acquiring promising brands, and then used their marketing and distribution capabilities to fuel category-leading growth.

Globally, spirits have been gaining share from beer and wine, with the value of spirits sales growing at a 7% annualised rate versus 4% for the total alcohol market over the last decade. This growth has been driven primarily by premiumisation, as consumers pay up for quality, i.e. consumers are drinking more moderately, but better. What one orders at the bar or serves at home says something about the person and can be achieved without breaking the bank. And given the aspirational nature of this consumption, a well-known brand serves the purpose much better than a no-name one. Marketing budgets and widespread distribution matter. As a result, premium and luxury spirits have been growing at two to three times the rate of lower categories.

Diageo has upgraded its portfolio in a significant way in the last decade. Premium-and-above categories now represent two-thirds of revenues versus just one-third a decade ago. This is a key tailwind driving Diageo's growth.

Sentiment on the entire alcoholic beverage sector is low currently due to concerns about demand normalisation post the pandemic. Spirits category growth has slowed recently after a significant step-up during the pandemic when consumers shifted spending away from services and towards accessible indulgences. These headwinds have been particularly acute in Diageo's Latin American business, where channel inventories piled up as demand slowed. Management has revised their estimates lower for the current year but expects the industry to return to its prior growth trajectory within the next 12-18 months. The related uncertainty has led to Diageo trading at the same price as five years ago, but operating profits are about 30% higher.

Taking a step back, Diageo sells liquid luxury – its products are accessible and relatively affordable and are benefiting from structural tailwinds of premiumisation. We believe the company can continue to grow revenues and earnings at 5-7% annually over the long term. The business model has been resilient – Diageo hasn't seen negative organic growth in the last 25 years outside of 2020 when bar and restaurant sales took a hit due to COVID-19-related lockdowns.

We welcomed the opportunity to buy shares in Diageo this quarter at a forward earnings multiple of 18, one of the lowest multiples the stock has traded at this decade, as others fret about near-term challenges which have little impact on the intrinsic value of the business. Over the long term, Diageo has shown a consistent track record of growth and tends to return the majority of its earnings to shareholders in the form of dividends and buybacks. We see here a high-quality and defensive company that is well positioned to outpace a local market environment characterised by uncertainty – which is exactly what the Orbis SA Optimal Fund itself seeks to deliver.

The Fund's overall net equity exposure fell over the quarter. Among individual positions, the largest buy was the new position in Diageo. We exited the position in Dollar General and trimmed the position in Intel into share price strength.

Adapted from a commentary contributed by Neha Aggarwal, Orbis Portfolio Management (Europe) LLP, London

Fund manager quarterly commentary as at 31 March 2024

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.

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.

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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