

### Portfolio objective and benchmark

This Portfolio is for institutional investors with an average risk tolerance. It aims to offer long-term returns superior to the benchmark, but at lower risk of capital loss. In terms of Allan Gray's risk-profiled range, this Portfolio has a higher risk of capital loss than the Stable Portfolio, but less than the Absolute Portfolio. The benchmark is the mean performance of the large managers as surveyed by consulting actuaries.

### Product profile

- Actively managed pooled portfolio.
- Investments selected from all asset classes.
- Investments may include foreign funds including, but not limited to, those managed by Orbis. Orbis is our global investment management partner which shares the same founder and investment philosophy as Allan Gray.
- Represents Allan Gray's 'houseview' for a global balanced mandate.

### Investment specifics

- This Portfolio is available as a linked policy issued by Allan Gray Life Limited available only to retirement funds.
- Minimum investment: R20m.
- Performance based fee.
- The Base Refundable Reserve Fee is levied on the Orbis funds.

### Compliance with Prudential Investment Guidelines

The Portfolio is managed to comply with Regulation 28 of the Pension Funds Act. Exposures in excess of the limits will be corrected immediately, except where due to a change in the fair value or characteristic of an asset, e.g. market value fluctuations, in which case they will be corrected within a reasonable time period. Allan Gray Life Limited does not monitor compliance with section 19(4) of the Pension Funds Act (item 6 of Table 1 to Regulation 28) on behalf of retirement funds invested in the pool.

### Fund manager quarterly commentary as at 30 June 2019

The Portfolio returned -2.5% over the second quarter. Overweight positions in British American Tobacco and Glencore accounted for the majority of the domestic equity component of the Portfolio's underperformance relative to the local market. The 3% strengthening of the rand against the dollar also negatively impacted the Portfolio's offshore return.

### Disclaimer

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 Africa Series 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. Allan Gray Proprietary Limited and Allan Gray Life Limited are authorised financial services providers.

The second quarter was good for investors that owned resource shares, with Anglo American and BHP Group gaining 4% as a result of an almost 40% spike in the iron ore price over this period. These two shares contributed to 0.7% of the FTSE/JSE All Share Index's performance. Unfortunately, the Portfolio was underweight these shares – on top of this, a significant proportion of our resource exposure underperformed.

Investing in resource companies can be a wild ride for investors since almost all of the variables required to value a company are in flux: Commodity prices respond to short-term changes in supply and demand, natural disasters or labour commotions can disrupt mines, and company management needs to respond to all these factors by allocating capital. It does not help that the geology of a mine is hard to understand from the outside, and this can have a significant impact on unit costs.

Our approach to valuing resource companies is to focus on long-term expectations for commodity prices, normalised unit costs, as well as the skill of management in deploying the cash generated. This approach has led us to own multinational miner Glencore and pulp and paper producer Sappi, and avoid BHP Group and Anglo American. This is because a normal commodity price assumption leads to a more attractive free cash flow yield for Glencore and Sappi and at the margin, capital at these companies is being deployed sensibly.

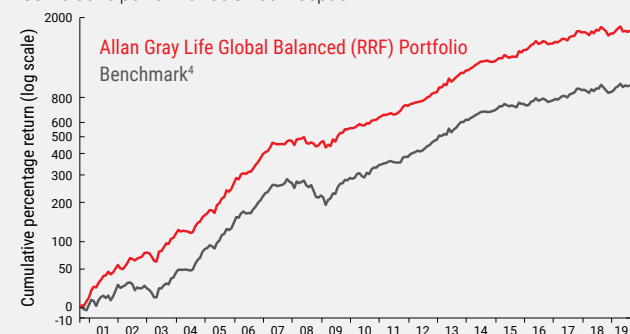
Short-term changes in commodity prices have, however, gone in the opposite direction to our long-term expectations, with weaker coal/copper/paper prices hurting Glencore and Sappi, while a stronger iron ore price, as a result of the January tailings dam failure in Brazil and cyclones in Australia between September 2018 and May 2019, helped Anglo American and BHP Group. The iron ore price is up to US\$118 per tonne relative to our normal estimate of US\$55. Risks to an iron ore price from this level include increased supply (the return on a new iron ore mine is very attractive), capacity coming back in Brazil and Australia, and a decrease in demand from China (steel demand seems high compared to other countries, and iron ore is likely to be substituted by scrap steel over time). Glencore and Sappi appear more attractive in our view considering current valuations and that their commodity prices are lower than our long-term assumptions.

### Portfolio information on 31 August 2019

Assets under management	R29 463m
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### Performance<sup>1,2</sup>

Cumulative performance since inception



% Returns <sup>2,3</sup>	Portfolio	Benchmark <sup>4</sup>
Since inception	16.5	13.0
Latest 10 years	11.4	10.9
Latest 5 years	6.6	5.7
Latest 3 years	3.8	4.7
Latest 2 years	3.1	4.4
Latest 1 year	-3.6	-0.5
Latest 3 months	1.1	1.8

### Asset allocation on 31 August 2019

Asset Class	Total	South Africa	Africa ex-SA	Foreign ex-Africa
Net equity	61.0	45.5	1.0	14.6
Hedged equity	14.1	1.7	0.0	12.3
Property	1.3	1.1	0.0	0.1
Commodity-linked	3.7	3.6	0.0	0.1
Bonds	12.8	10.5	1.2	1.1
Money market and bank deposits	7.1	4.1	0.7 <sup>5</sup>	2.2
<b>Total (%)</b>	<b>100.0</b>	<b>66.6</b>	<b>2.9</b>	<b>30.5</b>

1. Performance gross of local fees, net of foreign fees.  
 2. The returns prior to 1 August 2015 are those of the Allan Gray Life Global Balanced Portfolio since its inception on 31 August 2000. The Investor Class Fee was levied in the underlying Orbis funds.  
 3. Investment returns are annualised (unless stated otherwise), except for periods less than one year. Performance as calculated by Allan Gray as at 31 August 2019.  
 4. Mean of Alexander Forbes Global Large Manager Watch. The return for August 2019 is an estimate.  
 5. Including currency hedges.  
 Note: There may be slight discrepancies in the totals due to rounding.