

Portfolio objective and benchmark

The objective of the Portfolio is to outperform the MSCI World Index at no greater-than-average risk of loss. The benchmark is the MSCI World Index, with net dividends reinvested.

Product profile

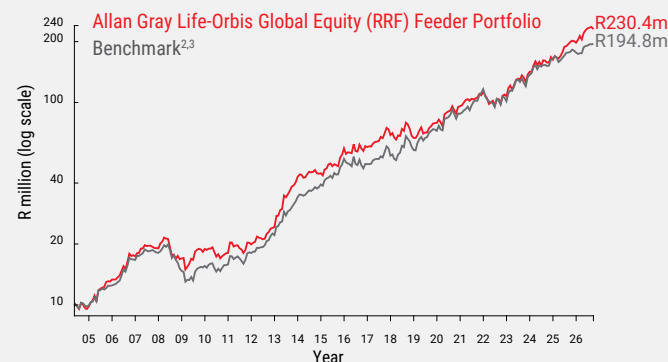
- This is a feeder portfolio, investing in the Orbis Institutional Global Equity Fund which is actively managed by Orbis.

Investment specifics

- This portfolio is available as a linked policy issued by Allan Gray Life Limited available only to retirement funds.
- Minimum investment: R20m.
- The Base Refundable Reserve Fee is levied in the underlying Orbis Institutional Global Equity Fund.

Performance net of fees¹

Value of R10m invested at inception



% Returns ^{1,4}	Portfolio		Benchmark ^{2,3}	
	ZAR	US\$	ZAR	US\$
Since inception	15.1	10.6	14.2	9.8
Latest 10 years	14.5	12.6	14.8	12.8
Latest 5 years	16.8	14.8	13.8	11.9
Latest 3 years	20.2	25.9	15.9	21.4
Latest 2 years	21.0	24.0	13.4	16.3
Latest 1 year	15.8	21.9	9.5	15.2
Latest 3 months	-0.9	-1.0	2.0	1.9

Asset allocation on 30 September 2026⁵

Asset class	Total	United States	UK	Europe ex-UK ⁶	Japan	Other ⁶	Emerging markets
Net equities	97.3	49.3	14.4	7.0	1.8	5.5	19.3
Property	1.8	0.0	0.0	0.0	1.2	0.6	0.0
Money market and cash	0.9	0.7	0.0	0.1	0.0	0.0	0.1
Total (%)	100.0	50.0	14.4	7.1	3.1	6.1	19.4
Currency exposure	100.0	47.8	7.7	8.4	8.0	11.1	17.0
Benchmark	100.0	72.9	3.4	11.7	5.9	6.0	0.0

Portfolio information on 30 September 2026

Assets under management	R1 977.9m
-------------------------	-----------

- The returns prior to 1 April 2015 are those of the Allan Gray Life-Orbis Global Equity Portfolio since its inception on 18 May 2004. The Investor Class Fee was levied in the underlying Orbis Global Equity Fund.
- The benchmark prior to 1 April 2015 was that of the Allan Gray Life-Orbis Global Equity Portfolio which was the FTSE World Index, including income.
- MSCI World Index, with net dividends reinvested.
- Investment returns are annualised (unless stated otherwise), except for periods less than one year. Performance as calculated by Allan Gray as at 30 September 2026.
- Refers to the asset allocation of the underlying Orbis Institutional Global Equity Fund.
- Refers to developed markets only.

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

Top 10 holdings on 30 September 2026

Company	% of portfolio
Corpay	5.2
Taiwan Semiconductor Mfg	4.2
Samsung Electronics	4.0
QXO	3.2
Motorola Solutions	3.1
Nebius Group	2.9
Shell	2.8
Bruker	2.8
Booking Holdings	2.5
EQT	2.4
Total (%)	33.0

The MSCI World Index has compounded at 20% per year in US dollars since December 2022, well above the 7-8% annual return investors might reasonably expect over the long term. Strong investor risk appetite is also evident in the bond market, where credit spreads – the extra return investors typically demand when lending to higher-risk borrowers – are historically narrow. When investors are highly risk-tolerant, they can (and often do) overlook the value of stability and predictability. Businesses with resilient demand, recurring revenues and a narrower range of outcomes may therefore trade at unusually attractive valuations relative to their less defensive peers.

The same pattern is coming through in our bottom-up research. Our analysts seek to identify businesses trading well below what they are worth, and when we look across the Portfolio, a growing share consists of businesses with predictable and enduring cash-flow profiles. Motorola Solutions, one of the largest holdings in the Portfolio, is a good illustration.

In 1973, Martin Cooper, an engineer at Motorola, stood on the pavement in New York and made the first-ever call from a mobile phone to his rival at Bell Labs. And for a long period of time, Motorola was a market-leading mobile phone manufacturer. Who could forget its iconic flip phones? But Motorola split in 2011, and Google acquired the mobile phone business Motorola Mobility the following year.

Today, Motorola Solutions is a leading player in mission-critical communications and public-safety technology. Its core business is Land Mobile Radio (LMR) – think of the walkie-talkies used by firefighters, police officers and other emergency responders. A rugged design and ultra-reliable networks are crucial when mobile phone networks fail during a hurricane or in a stadium with 100 000 people, police radios must still work.

Its networks and handsets must meet strict public-safety standards. They take years to procure and install, and once in place, are almost never replaced. Most of the business is under government contract and in the United States. The company enjoys a 75-80% market share, reinforced by bans on Chinese competitors. For many customers, there are few viable options. This has resulted in a large installed base of hardware, with a layer of services and software on top that generates recurring revenues and adds a degree of predictability to earnings.

We have owned shares in Motorola Solutions on and off since 2011, and the position now represents around 3% of the Portfolio. It has been a successful, if unglamorous, investment: revenue has grown at a steady clip, margins have expanded and earnings per share have compounded at around 13% per year since 2010, alongside a growing dividend.

Much of the credit belongs to Greg Brown, who has been at the helm since 2008 and whom we regard as one of the best capital allocators we have encountered. His long tenure also creates a degree of key-man risk, but under his leadership, the company has steadily broadened beyond its LMR base. With strong positions in video security and command centre software, the company now provides an integrated “central nervous system” for public safety, enabling seamless communication, situational awareness and decision-making. More recently, it has expanded into the rapidly growing market for secure wireless

communications for military drones. This transformation has reshaped the character of the business, shifting the revenue mix to a faster-growing, higher-margin, more resilient composition.

For example, each new APX NEXT device, the company’s flagship smart radio, ships with a software subscription attached, and the installed base is on course to triple over the next several years and then to grow meaningfully beyond that. New services, including an AI assistant that drafts reports and transcribes calls for officers, have been layered on top, and the incremental margins are high. Headwinds from platform investments and the transition to the cloud have depressed profitability for several years, but as these fade and the company’s subscription business continues to grow, margins should steadily increase. Consensus doesn’t seem to have caught up.

Of course, risks such as reliance on government spending, increased regulatory scrutiny and margin pressure from rising memory costs are front of mind. But we believe the shares offer an attractive balance of potential upside and downside, particularly given the company’s predictable earnings profile. The market is paying significantly more for many businesses with less visibility.

There is also a bigger-picture element to our thesis. In a more fractured and volatile world, the assets that keep societies functioning under stress become more valuable, and governments tend to buy them regardless of the economic cycle. In 2025, Motorola Solutions bought Silvus Technologies, which makes battlefield radio networks that need no fixed infrastructure. This business has outpaced management’s expectations and looks well positioned to continue growing rapidly as NATO countries invest significantly in modernisation programmes. The company also recently bought D-Fend Solutions, a counter-drone specialist whose technology takes control of hostile drones, just as new US legislation – the Safer Skies Act – cleared the way for local police to take such action. The market is small today but growing quickly and the company already sells to those that will need the technology.

Motorola Solutions is one of a growing number of defensive businesses in the portfolio that trade at a clear discount to our estimate of intrinsic value. While we cannot know when investors will once again place a higher value on certainty, we can focus on adding companies with predictable earnings, resilient demand and attractive valuations to the Portfolio. We think a selection of such equities in the Portfolio, chosen for their discount to our view of intrinsic value and, in many cases, an attractive balance of upside and downside, can be particularly valuable if today’s optimism proves transient.

Over the last quarter, we initiated a position in a US-based food delivery company and reduced the Portfolio’s position in Contemporary Amperex Technology, given heightened geopolitical and trade risk.

Adapted from a commentary by Graeme Forster, Orbis Investment Management Limited

Fund manager quarterly commentary as at 30 September 2026

© 2026 Allan Gray Proprietary Limited. All rights reserved. The content and information may not be reproduced or distributed without the prior written consent of Allan Gray Proprietary Limited ("Allan Gray").

Information and content

The information in and content of this publication/presentation are provided by Allan Gray as general information about the company and its products and services. Allan Gray does not guarantee the suitability or potential value of any information or particular investment source. The information provided is not intended to, nor does it constitute financial, tax, legal, investment or other advice. Before making any decision or taking any action regarding your finances, you should consult a qualified financial adviser. Nothing contained in this publication/presentation constitutes a solicitation, recommendation, endorsement or offer by Allan Gray; it is merely an invitation to do business.

Allan Gray has taken and will continue to take care that all information provided, in so far as this is under its control, is true and correct. However, Allan Gray shall not be responsible for and therefore disclaims any liability for any loss, liability, damage (whether direct or consequential) or expense of any nature whatsoever which may be suffered as a result of or which may be attributable, directly or indirectly, to the use of or reliance on any information provided.

Allan Gray Life Ltd is an insurer licensed to conduct investment-linked life insurance business as defined in the Insurance Act 18 of 2017.

Past performance is not indicative of future performance.

MSCI Index

Source: MSCI. MSCI makes no express or implied warranties or representations and shall have no liability whatsoever with respect to any MSCI data contained herein. The MSCI data may not be further redistributed or used as a basis for other indexes or any securities or financial products. This report is not approved, endorsed, reviewed or produced by MSCI. None of the MSCI data is intended to constitute investment advice or a recommendation to make (or refrain from making) any kind of investment decision and may not be relied on as such.

FTSE Russell Index

Source: London Stock Exchange Group plc and its group undertakings (collectively, the "LSE Group"). © LSE Group 2026. FTSE Russell is a trading name of certain of the LSE Group companies. "FTSE®" "Russell®", "FTSE Russell®", is/are a trade mark(s) of the relevant LSE Group companies and is/are used by any other LSE Group company under license. All rights in the FTSE Russell indices or data vest in the relevant LSE Group company which owns the index or the data. Neither LSE Group nor its licensors accept any liability for any errors or omissions in the indices or data and no party may rely on any indices or data contained in this communication. No further distribution of data from the LSE Group is permitted without the relevant LSE Group company's express written consent. The LSE Group does not promote, sponsor or endorse the content of this communication.

Important information for investors

Need more information?

You can obtain additional information about your proposed investment from Allan Gray free of charge either via our website www.allangray.co.za or via our Client Service Centre on 0860 000 654