

## Our Thinking

Wall Street folklore is full of tales about investors going to great lengths to get an “edge”. These range from Nathan Rothschild’s alleged use of carrier pigeons to learn about Napoleon’s defeat at Waterloo in 1815, to stories about New York hedge fund managers hiring couriers to fetch the *Financial Times* from JFK airport before it hit the newsstands. It can be hard to separate fact from fiction in these accounts, but there’s no question that it used to be a lot easier to gain an informational edge.

We’ve seen this in our own evolution as a firm. Back in the early 1990s, it was not uncommon for analysts to rely on pencils, paper and financial calculators. It was a painful process, and with increasingly powerful computers available, we saw easy opportunities for pain relief. So we created proprietary screening tools and quantitative valuation models that reflected the thought process of our founder, Allan Gray.

Over the years, maintaining an edge has become ever more challenging, and our techniques and tools have continued to evolve. Our latest effort is the formation of our Investment Insights team. The team’s eight members include data analysts, data scientists, and data engineers, and their role is to help our stockpickers address hard-to-answer questions in an investment thesis. To do this, the team leverages alternative datasets and advanced analytics, including machine learning techniques.

We do not, however, let the machines run wild to find every statistical relationship under the sun. Instead, our team works in response to specific questions from the analyst researching the company. Our analysts use their independent judgement to form hypotheses, and where relevant, our Investment Insights team can help to validate—or just as usefully, invalidate—them.

Our research on Comcast, a cable communications and broadband giant in the US, is a good example of how this works in practice.

In analysing the company, two questions lent themselves to in-depth primary research. First, can Comcast continue to attract new broadband customers? And second, are Comcast’s plans competitive in terms of speed and pricing? Both can be answered with traditional research methods—speaking to the company and its competitors, forecasting based on historical growth rates, etc.—but those approaches come with biases and other shortcomings. The Investment Insights team was well-placed to help with a more rigorous solution.

To answer the first question, they sourced, cleaned and analysed over 20 million rows of publicly available

data reported by internet service providers (ISPs) to the Federal Communications Commission (FCC). The data in hand, they studied the coverage and product offerings of Comcast and its competitors right down to the smallest geographical unit for which the United States Census Bureau publishes data. What we found is that in about 60% of the areas where Comcast offers broadband, the only competitors were slower DSL offerings. This gave us confidence that Comcast could take market share as consumers seek out faster internet speeds.

To answer the second question, we analysed ISPs’ plan speed and pricing data from another publicly available source and found that Comcast is competitively priced against peers given its superior high speed offering. Answers to both of these questions were instrumental in our analyst’s decision to recommend the stock.

Comcast is just one example of the team’s work. The team has also mapped drugstores in Japan, analysed grocery stores in Russia, monitored foot traffic in casinos, analysed patent data and filing activities, and measured wind speed in the US in the context of local land use and topography. While others in our industry might use alternative data and machine learning to forecast sales next month or earnings next quarter, we use these techniques to understand a business’ prospects and the impact on its intrinsic value over *years*.

In addition to their work on individual companies, the Investment Insights team also develops capabilities that our analysts can use for a wider range of objectives. For instance, Natural Language Processing capabilities can be applied to a variety of unstructured texts to generate insights, and we’ve used this technique to analyse everything from SEC filings to online employee and consumer reviews.

Not all investments require this type of expertise to help our analysts to build conviction in a thesis. But the Investment Insights team provides powerful tools for our analysts to use when they *do* need them, and when it matters, it can make all the difference. Their input can help us build the conviction needed to suppress emotion and lean into a contrarian opportunity.

Over time, we expect that technology and the team will continue to evolve. So will our competitors. What won’t change is our focus on understanding the intrinsic value of companies and, in doing so, making the most of both human insights and the latest quantitative tools to develop an edge.

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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.*

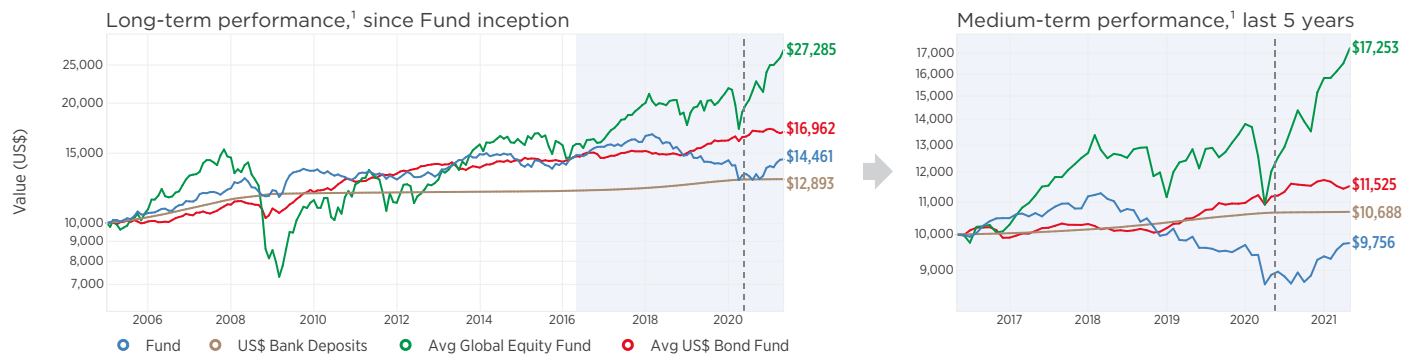
# Orbis Optimal SA Fund

## US\$ Standard Class (A)

The Fund seeks capital appreciation on a low risk global portfolio. It invests principally in a focused portfolio of selected global equities believed to offer superior relative value and employs stockmarket hedging to reduce risk of loss.

<b>Price</b>	US\$14.42	<b>Comparators</b>	US\$ Bank Deposits
<b>Pricing currency</b>	US dollars		Average Global Equity Fund Index
<b>Domicile</b>	Bermuda		Average US\$ Bond Fund Index
<b>Type</b>	Open-ended mutual fund	<b>Class size</b>	US\$47.7 million
<b>Minimum investment</b>	US\$50,000	<b>Class inception</b>	14 May 2020
<b>Dealing</b>	Weekly ( <i>Thursdays</i> )	<b>Fund inception</b>	1 January 2005
<b>Entry/exit fees</b>	None	<b>Strategy size</b>	US\$2.8 billion
<b>ISIN</b>	BMG6768M1459	<b>Strategy inception</b>	1 January 1990

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



The US\$ Standard Class (A) inception on 14 May 2020 (date indicated by dashed line above). Information for the Fund for the period before the inception of the US\$ Standard Class (A) relates to the US\$ Standard Class.

## Returns<sup>1</sup> (%)

	Fund	US\$ Bank Deposits	Avg Global Equity Fund	Avg US\$ Bond Fund
<b>Annualised</b>	<i>Net</i>		<i>Net</i>	
Since Fund inception	2.3	1.6	6.3	3.3
15 years	1.9	1.4	5.5	3.6
10 years	0.7	0.8	7.2	2.8
5 years	(0.5)	1.3	11.5	2.9
3 years	(4.0)	1.5	10.9	4.4
1 year	9.7	0.2	43.4	3.1
<b>Not annualised</b>	<b>Class</b>	<b>US\$ Bank Deposits</b>	<b>Avg Global Equity Fund</b>	<b>Avg US\$ Bond Fund</b>
Since Class inception	12.1	0.2	47.8	3.2
Calendar year to date	4.0	0.1	9.1	(1.8)
3 months	4.7	0.1	9.1	(1.3)
1 month	0.2	0.0		
			<b>Year</b>	<b>Net %</b>
Best performing calendar year since Fund inception			2013	12.5
Worst performing calendar year since Fund inception			2018	(10.5)

## Risk Measures,<sup>1</sup> since Fund inception

	Fund	US\$ Bank Deposits	Avg Global Equity Fund	Avg US\$ Bond Fund
Historic maximum drawdown (%)	23	0	52	9
Months to recovery	>38 <sup>2</sup>	n/a	73	16
% recovered	42	n/a	100	100
Annualised monthly volatility (%)	5.9	0.5	15.6	3.5
Correlation vs FTSE World Index	0.5	(0.1)	1.0	0.4
Correlation vs Orbis Global Equity Fund relative return	0.7	0.0	0.1	(0.1)

## Stockmarket Exposure (%)

Region	Equity Exposure	Portfolio Hedging	Accounting Exposure	Beta Adjusted Exposure
<b>Developed Markets</b>	<b>71</b>	<b>(72)</b>	<b>(1)</b>	<b>6</b>
United States	23	(25)	(2)	1
Japan	17	(17)	0	1
United Kingdom	13	(12)	1	2
Continental Europe	9	(11)	(2)	1
Other	8	(7)	1	0
<b>Emerging Markets</b>	<b>20</b>	<b>(13)</b>	<b>6</b>	<b>6</b>
<b>Total</b>	<b>90</b>	<b>(85)</b>	<b>5</b>	<b>12</b>

## Top 10 Holdings<sup>3</sup>

	FTSE Sector	%
British American Tobacco	Consumer Staples	4.4
UnitedHealth Group	Health Care	3.3
Mitsubishi	Industrials	3.0
Korea Investment Holdings	Financials	2.9
NetEase	Consumer Discretionary	2.8
Woodside Petroleum	Energy	2.7
Alcoa	Basic Materials	2.5
XPO Logistics	Industrials	2.4
Newcrest Mining	Basic Materials	2.4
Taiwan Semiconductor Mfg.	Technology	2.3
<b>Total</b>		<b>28.7</b>

## Currency Allocation (%)

US dollar	89
Greater China currencies	4
Other	6
<b>Total</b>	<b>100</b>

## Fees & Expenses<sup>1</sup> (%), for last 12 months

Base fee	0.71
Performance fee	0.00
Fund expenses	0.07
<b>Total Expense Ratio (TER)</b>	<b>0.78</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. See Notices for important information about this Fact Sheet.**

<sup>1</sup> Fund data and Fees & Expenses for the period before 14 May 2020 relate to the US\$ Standard Class.

<sup>2</sup> Number of months since the start of the drawdown. This drawdown is not yet recovered.

<sup>3</sup> Includes equity positions held indirectly.

# Orbis Optimal SA Fund

## US\$ Standard Class (A) and Euro Standard Class (A)

This Fact Sheet is a Minimum Disclosure Document and a monthly General Investor Report as required by the South African Financial Sector Conduct Authority.

<b>Manager</b>	Orbis Investment Management Limited			
<b>Fund Inception date</b>	1 January 2005			
<b>Class Inception date</b>	14 May 2020			
<b>Number of shares</b>	<b>US\$ Standard Class (A):</b>	3,304,671	<b>Euro Standard Class (A):</b>	752,410
<b>Income distributions during the last 12 months</b>	None			

### Fund Objective and Performance Fee Benchmarks

The Fund is designed for investors seeking capital appreciation on a low risk global investment portfolio. The Fund's returns are intended to be largely independent of the returns of major asset classes such as cash, equities and bonds. The Fund's US\$ Share Classes aim to outperform US\$ Bank Deposits (compound total returns on one month US\$ deposits, currently based on the Bloomberg USDR rate), while its Euro Share Classes aim to outperform Euro Bank Deposits (compound total returns on one month Euro Deposits, currently based on the Bloomberg EUDRA rate).

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

The Fund is actively managed and augments a focused portfolio of selected global equities with hedging of the risk of monetary loss arising from a decline in stockmarkets. It invests in shares considered to offer superior fundamental value. The lower the price of a share as compared to its assessed intrinsic value, the more attractive Orbis considers the equity's fundamental value. Orbis believes that over the long term, equity invested based on this approach offers superior returns and reduces the risk of loss.

Orbis believes the main risk of investing in its selected equities is that their prices will decline if relevant stockmarkets fall significantly. To reduce this risk, the Fund maintains a substantial core level of hedging. When Orbis' research suggests that stockmarkets are overvalued and vulnerable, the Manager increases the hedging above this core level. Similarly, when Orbis' research suggests that stockmarkets represent good value, the Manager lowers the hedging below the core level. The Manager's actions in this regard are limited and the Fund therefore always maintains a significant level of hedging to protect investors from unexpected stockmarket declines. The result is that the Fund's returns are driven mainly by the Manager's ability to select equities that outperform their respective stockmarket indices and not by the overall direction of equity markets. The Fund is therefore able to aim for absolute (or positive) returns.

The net returns of both the US\$ and Euro Standard Class (A) Classes from their inception on 14 May 2020, stitched with the net returns of the US\$ and Euro Standard Classes respectively from the Fund's inception to 14 May 2020, have outperformed their respective performance fee benchmarks and delivered positive returns.

### Risk/Reward Profile

- The Fund is designed for investors seeking capital appreciation on a low risk global investment portfolio.
- Investments in the Fund may suffer capital loss.
- Investors should understand that the Manager generally assesses an equity investment's attractiveness using a three-to-five year time horizon.

### Management Fee

The Fund's share classes bear different management fees. The fees are designed to align the Investment Manager's interests with those of investors in the Fund.

There are two parts to the fee applicable to the Standard Share Class (A) Classes:

- a base fee of 0.7% per annum, paid monthly, of the total net assets of each Standard Share Class (A); plus
- a performance fee of 20% of the outperformance of each class of Standard Share Class (A)'s weekly rate of return relative to its performance fee benchmark (as described in the "Fund Objective and Performance Fee Benchmarks" section above), calculated and accrued on each dealing day and paid monthly. The performance fee incorporates a high water mark.

Investors in the Standard Share Class (A) Classes of the Fund separately pay an administrative fee directly to Allan Gray Proprietary Limited or one of its affiliates. The Investment Manager or one of its affiliates is entitled to receive a separate fee from Allan Gray Proprietary Limited or one of its affiliates in connection with this administrative fee, related to services the Investment Manager and its affiliates provide to Allan Gray Proprietary Limited or its affiliates. The amount of this fee may vary, but will not exceed 0.3% per annum. For purposes of determining the return on which the performance fee is calculated for the Standard Share Class (A) Classes, the administrative fee is deemed to be the maximum possible fee of 0.3% per annum, which then is deducted, along with the base fee, for purposes of calculating the gross return.

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 and additional service 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 investments. However, the Manager has agreed that in the current calendar year, except for specified exclusions, operating expenses attributable to each share class will be capped at 0.15% per annum. The cap will be automatically extended for further successive one year periods unless terminated by the 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 fees described above under "Management Fee," the cost of buying and selling investments, 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 subscription or redemption fee of 0.50% 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 and Class returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns.

### Changes in the Fund's Top 10 Holdings

31 January 2021	%	30 April 2021	%
British American Tobacco	4.2	British American Tobacco	4.4
Bayerische Motoren Werke	3.5	UnitedHealth Group	3.3
Mitsubishi	3.2	Mitsubishi	3.0
Woodside Petroleum	3.1	Korea Investment Holdings	2.9
Sumitomo	2.9	NetEase	2.8
NetEase	2.8	Woodside Petroleum	2.7
Rolls-Royce Holdings	2.5	Alcoa	2.5
Taiwan Semiconductor Mfg.	2.4	XPO Logistics	2.4
Newcrest Mining	2.3	Newcrest Mining	2.4
Anthem	2.3	Taiwan Semiconductor Mfg.	2.3
<b>Total</b>	<b>29.2</b>	<b>Total</b>	<b>28.7</b>

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# Orbis Optimal SA 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 Manager can be contacted at +1 441 296 3000 or [clientservice@orbis.com](mailto:clientservice@orbis.com). The Fund's Custodian is Citibank N.A., New York Offices, 388 Greenwich Street, New York, New York 10013, U.S.A. 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 for the (i) Investor Share Class(es), (ii) Shared Investor Refundable Reserve Fee Share Class(es), (iii) Shared Investor Refundable Reserve Fee Share Class(es) (A), (iv) Standard Share Class(es) and (v) Standard Share Class(es) (A) on a net asset value basis by share class, normally as of 5:30 pm (Bermuda time), (a) each Thursday (or, if a Thursday is not a business day, the preceding business day), (b) on the last business day of each month and/or (c) any other days in addition to (or substitution for) any of the days described in (a) or (b), as determined by the Investment Manager or Manager (as indicated in the Fund's prospectus) 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 Fund that is 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:

- by e-mail, by registering with Orbis for this service at the Orbis website at [www.orbis.com](http://www.orbis.com),
- for the Shared Investor RRF Share Class(es) (A) and Standard Share Class(es) (A), from the Allan Gray Unit Trust Management (RF) Proprietary Limited's website at [www.allangray.co.za](http://www.allangray.co.za), and
- for the Shared Investor RRF Share Class(es), Standard Share Class(es), and Investor Share Class(es), from the Orbis website at [www.orbis.com](http://www.orbis.com).

## Legal Notices

Returns are net of fees, include income and assume reinvestment of dividends. Figures quoted are for the periods indicated for a \$10,000 or €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. The Manager provides no 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 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 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

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Total Rate of Return for Bank Deposits is the compound total return for one-month interbank deposits in the specified currency. Beta Adjusted Exposure is calculated as Equity Exposure multiplied by a Beta determined using Blume's technique, minus Portfolio Hedging.

### Notes to Help You Understand This Report

Certain capitalised terms are defined in the Glossary section of the Orbis Funds' respective Prospectuses, copies of which are available upon request from Allan Gray Unit Trust Management (RF) Proprietary Limited, a Member of the Association for Savings & Investments SA. The country and currency classification for securities follows that of third-party providers for comparability purposes. Emerging Markets follows MSCI classification when available and includes Frontier Markets. Emerging Markets currency exposure is based on currency denomination. Based on a number of factors including the location of the underlying business, Orbis may consider a security's classification to be different and manage the Funds' exposures accordingly. Totals presented in this Report may not sum due to rounding.

Risk measures are ex-post and calculated on a monthly return series. Months to recovery measures the number of months from the preceding peak in performance to recovery of that level of performance.

12 month portfolio turnover for the Orbis Equity and Multi-Asset Class Funds is calculated as the lesser of total security purchases or sales in the Fund over the period, divided by the average net asset value (NAV) of the Fund. Cash and cash equivalents are not included.

12 month name turnover for the Orbis Equity and Multi-Asset Class Funds is calculated as the number of positions held by the Fund at the start of the period but no longer held at the end of the period, divided by the total number of positions held by the Fund at the start of the period. Cash and cash equivalents are not included.

Active share is a measure of the extent to which the holdings of the Orbis Equity and Multi-Asset Class Funds differ from their respective benchmark's holdings. It is calculated by summing the absolute value of the differences of the weight of each individual security in the specific Orbis Fund, versus the weight of each holding in the respective benchmark index, and dividing by two. For the Multi-Asset Class Funds, three calculations of active share are disclosed. The Portfolio active share incorporates the equity, fixed income, commodity-linked and other securities (as applicable) held by the Orbis Fund and compares those to the holdings of the composite benchmark. The Equity and Fixed Income active shares are calculated as if the equity and fixed income portions of the Orbis Funds are independent funds; each of those two sets of holdings is separately compared to the fully-weighted holdings in the appropriate component of the composite benchmark. Although the Multi-Asset Class Funds hedge stock and bond market exposure, the active share calculations are "gross" and not adjusted to reflect the hedging in place at any point in time.

The total expense ratio has been calculated using the expenses, excluding trading costs, for the 12 month period ending 30 April 2021.