

Fund description

The Fund invests in a mix of shares, bonds, property, commodities and cash. The Fund may buy assets outside the common monetary area (CMA) up to a maximum of 35% of the Fund (with an additional 5% for Africa ex-CMA). The Fund typically invests the bulk of its foreign ex-Africa allowance in a mix of funds managed by Orbis Investment Management Limited, our offshore investment partner. The maximum net equity exposure of the Fund is 75% and we may use exchange-traded derivative contracts on stock market indices to reduce net equity exposure from time to time. The Fund is managed to comply with the investment limits governing retirement funds. Returns are likely to be less volatile than those of an equity-only fund.

Fund objective and benchmark

The Fund aims to earn a higher total rate of return than that of the average Namibian retirement fund investment manager over the long term. The benchmark is the return of a daily weighted average index of Namibian multi asset class funds that comply with the limits governing Namibian retirement funds.

How we aim to achieve the Fund's objective

We seek to buy shares at a discount to their intrinsic value. We thoroughly research companies to assess their intrinsic value from a long-term perspective. This long-term perspective enables us 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. If the stock market offers few attractive shares we may increase the Fund's weighting to alternative assets such as bonds, property, commodities and cash, or we may partially hedge the Fund's stock market exposure. By varying the Fund's exposure to these different asset classes over time, we seek to enhance the Fund's long-term returns and to manage its risk. The Fund's bond and money market investments are actively managed.

Suitable for those investors who

- Seek steady long-term capital growth
- Are comfortable with taking on some risk of market fluctuation and potential capital loss, but typically less than that of an equity fund
- Wish to invest in a unit trust that complies with retirement fund investment limits
- Typically have an investment horizon of more than three years

Minimum investment amounts

Minimum lump sum per investor account	N\$20 000
Additional lump sum	N\$500
Minimum debit order	N\$500

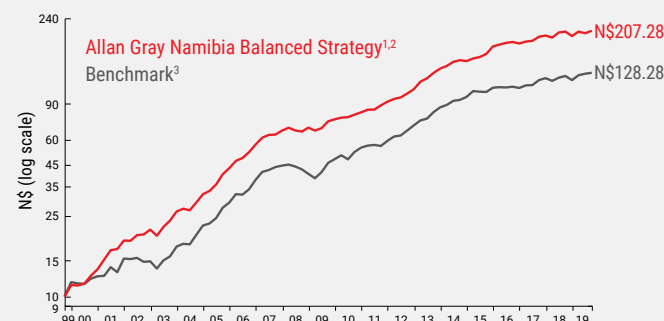
Fund information on 30 September 2019

Fund size	N\$4 063m
Price	N\$1 856.01
Number of share holdings	31
Class	B

- On 1 February 2014 all the assets and unit holder liabilities of the Allan Gray Namibia Investment Trust were transferred to the Allan Gray Namibia Balanced Fund. The investment philosophy, strategy, fund objective, mandate, restrictions and fund managers remain unchanged.
- Prior to the inception of this class of the Fund (1 October 2014) the performance and risk measures are calculated using the A class performance of the Fund.
- The current benchmark is the return of a daily weighted average index of Namibian multi asset class funds that comply with the limits governing Namibian retirement funds, which is provided by Morningstar. From inception to 30 September 2014 the benchmark was the average Alexander Forbes Namibia Manager Watch Survey. The return for September 2019 is an estimate. Performance as calculated by Allan Gray as at 30 September 2019.
- Maximum percentage decline over any period. The maximum drawdown occurred from August 2018 to November 2018 and maximum benchmark drawdown occurred from May 2008 to February 2009. Drawdown is calculated on the total return of the Fund/benchmark (i.e. including income).
- The percentage of calendar months in which the Fund produced a positive monthly return since inception.
- 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.
- 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 May 2001 and the benchmark's occurred during the 12 months ended 30 April 2006. The Fund's lowest annual return occurred during the 12 months ended 30 April 2009 and the benchmark's occurred during the 12 months ended 28 February 2009. All rolling 12-month figures for the Fund and the benchmark are available from our Client Service Centre on request.

Performance (N\$) net of fees and expenses

Value of N\$10 invested at inception with all distributions reinvested



% Returns	Strategy ^{1,2}	Benchmark ³
Cumulative:		
Since inception (12 August 1999)	1976.8	1168.7
Annualised:		
Since inception (12 August 1999)	16.3	13.5
Latest 10 years	10.9	10.8
Latest 5 years	6.9	6.4
Latest 3 years	4.4	5.5
Latest 2 years	3.5	4.2
Latest 1 year	1.0	3.7
Year-to-date (not annualised)	6.3	8.8
Risk measures (since inception)		
Maximum drawdown ⁴	-7.8	-20.2
Percentage positive months ⁵	72.6	61.4
Annualised monthly volatility ⁶	8.3	10.3
Highest annual return ⁷	47.4	45.6
Lowest annual return ⁷	-5.2	-19.2

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 biannually.	31 Dec 2018	30 Jun 2019
Cents per unit	2503.2373	2500.9520

Annual management fee

Allan Gray charges a fee on the portion of the fund they manage, excluding the portion invested in Orbis funds. The fee rate is calculated daily by comparing the Fund's total performance over the last two years to that of the benchmark.

Fee for performance equal to the Fund's benchmark: 1.00% p.a.*

For each percentage of two-year performance above or below the benchmark we add or deduct 0.1%, subject to the following limits:

Maximum fee: 1.50% p.a.*

Minimum fee: 0.50% p.a.*

This means that Allan Gray shares in approximately 20% of annualised performance relative to the benchmark.

A portion of the Fund may be invested in Orbis funds. Orbis charges performance-based fees within these funds that are calculated based on each Orbis fund's performance relative to its own benchmark.

*Management fees charged for the management of unit trust portfolios do not attract VAT.

Total expense ratio (TER) and Transaction costs

The annual management fees charged by both Allan Gray and Orbis are included in the TER. The TER is a measure of actual expenses incurred by a 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.

Top 10 share holdings as at 30 September 2019 (CMA and Foreign)(updated quarterly)

Holdings	% of portfolio
FirstRand Namibia	3.4
Naspers	3.2
Namibia Breweries	3.0
British American Tobacco ⁸	2.9
Oryx Properties	2.3
Stimulus	2.2
Standard Bank Namibia	1.8
Sasol	1.7
Glencore	1.7
Remgro	1.6
Total (%)	23.7

8. As at 30 September 2019, the investment portfolio includes a 2.9% exposure to British American Tobacco (BAT) shares, the majority of which were received as part of a corporate unbundling in 2008. Bank of Namibia (BoN) has renewed the extension to grant BAT shares South African asset status until 30 October 2020.

Asset allocation on 30 September 2019

Asset Class	Total	Namibia ⁹	South Africa	Africa ex-SA and Namibia	Foreign ex-Africa
Net equity	58.2	14.2	17.6	1.3	25.2
Hedged equity	3.9	0.0	0.0	0.0	3.9
Property	3.3	3.2	0.0	0.0	0.1
Commodity-linked	5.3	3.6	0.6	0.0	1.1
Bonds	15.9	12.1	0.0	0.7	3.0
Money market and cash	13.3	12.0	0.0	0.5	0.8
Total (%)	100.0	45.1	18.2	2.5	34.2

Total expense ratio (TER) and Transaction costs

TER and Transaction costs breakdown for the 1 and 3-year period ending 30 June 2019	1yr %	3yr %
Total expense ratio	1.21	1.44
Fee for benchmark performance	1.16	1.14
Performance fees	0.01	0.26
Other costs excluding transaction costs	0.04	0.04
Transaction costs	0.06	0.07
Total investment charge	1.27	1.51

9. 5.5% invested in companies incorporated outside Namibia but listed on the NSX.

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

The FTSE/JSE All Share Index (ALSI) was down 4.6% for the quarter, while the NSX Local Index gained 3.7%. The South African market has continued to be narrow, with a few big names outperforming, along with precious metal shares. The Fund has not owned, or been underweight, a number of these shares, which has contributed to our recent underperformance.

Despite a flattish market overall, a glance at a table of share price movements highlights that many South African shares have been depressed for some time. Their performance reflects the mood of the country, given the economic and political environment. This sombre mood has been exacerbated by some quite public strategic and governance mishaps at various companies.

Fortunately, history shows that there is not a strong correlation between economic growth and equity returns. What is more relevant for future returns is the price one pays for an asset today. We are reminded of a quote by investment writer, Jim Grant, who said: "For the investor as opposed to the statesman, macroeconomic growth places a distant third to price and value on the scale of financial virtues." We aim to take advantage of this disparity in price movements.

That sounds logical, but it is understandably hard for clients to live through a grinding sideways market with no end in sight, and where income funds are outperforming balanced and equity funds. This experience differs from the shorter, sharp declines of 2008 and 2016, from which the market recovered relatively quickly to its previous highs.

We don't believe that many of the assets the Fund owns are pricing in a significantly better future. Locally, real interest rates are already high, and many formerly safe shares have halved in price, if not more. In simple terms, we are closer to low than high.

These low expectations are slowly starting to reveal themselves. When Woolworths and British American Tobacco reported results in line with expectations, their share prices rallied strongly on the day. The well-known risks for each company had not changed, but the valuations had just got too low.

The investment team is writing more reports on companies due to share price declines than it has for some time. This is positive, as not only does it mean valuations are more attractive, but there is also a greater number of ideas competing for each Namibian dollar of capital to be deployed.

Our colleagues at our offshore partner, Orbis, also believe they are finding good relative value when comparing their shares to those they don't own.

The standout event of the quarter was the listing of international internet company, Prosus, which owns roughly 24% of Naspers' internet and e-commerce assets, on the Euronext in Amsterdam (commentary on the listing is available via the News & Insights section on our website). Naspers is the biggest company in our market, yet continues to trade at a large discount to its underlying holdings. Time will tell whether the listing will help reduce this discount – and it may well just be the first step on a journey to do so.

During the quarter, the Fund bought Glencore and FirstRand Namibia and sold Prosus to buy Naspers.

Commentary contributed by Duncan Artus and Birte Schneider

**Fund manager quarterly
commentary as at
30 September 2019**

Management Company

Allan Gray Namibia Unit Trust Management Company is an approved Management Company in terms of the Unit Trusts Control Act, 1981 amended. Incorporated and registered under the laws of Namibia and is supervised by Namibia Financial Institutions Supervisory Authority. The trustee and custodian is Standard Bank Namibia.

Unit price

Unit trust prices are calculated daily on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any permissible deductions from the portfolio divided by the number of units in issue.

Performance

Unit trusts 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 the future. Where annualised performance is mentioned, this refers to the average return per year over the period.

Redemptions

Allan Gray Namibia Unit Trust Management Company will repurchase any number of units offered to it on the basis of prices calculated in accordance with the requirements of the Unit Trusts Control Act 54 of 1981 and on the terms and conditions set forth in the trust deed.

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) and other expenses like audit and trustee fees. Transaction costs (including brokerage, Securities Transfer Tax [STT], Share Transactions Totally Electronic [STRATE] and investor protection levies where applicable) are shown separately. Transaction costs are a necessary cost in administering the Fund and impacts 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 fund, 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 collective investment scheme expenses vary, the current TER cannot be used as an indication of future TERs. A higher TER ratio 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.

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.com.na or call **061 221 103**.