

## **Orbis Optimal**

The Orbis Optimal Strategy 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 a #1 market share in the spirits category overall across key markets, accounting for 10% of all spirits sold and holds around 5% of total alcohol sales globally when beer and wine are also 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 vs 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 with premium and above categories now representing two thirds of revenues vs just one third a decade ago. This is a key tailwind driving Diageo's growth.

### Premium-plus spirits fuelling revenue growth

Diageo percent (%) of total reported net spirits sales by price tier and illustrative Scotch portfolio price tier ladder



Source: Company reports, Orbis. IWSR price tier classification May 2022 and Diageo average manufacturer suggested retail price globally. Price tiers in USD.

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 5 years ago, but operating profits are about 30% higher.



## **Orbis Optimal** (continued)

Taking a step back, Diageo sells liquid luxury—its products are accessible and relatively affordable and are benefitting 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-related lockdowns.

### Diageo: trading near decade-low valuation despite years of growth



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 Optimal Strategy itself seeks to deliver.

Commentary contributed by Neha Aggarwal, Orbis Portfolio Management (Europe) LLP, London

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 in US dollars 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.

Price US\$18.03
Pricing currency US dollars
Domicile Bermuda
Type Open-ended mutual fund
Minimum investment US\$50,000
Dealing Daily
Entry/exit fees None
ISIN BMG6768M1459

Comparators US\$ Bank Deposits
Average Global Equity Fund Index
Average US\$ Bond Fund Index
Class size US\$53.3 million
Class inception 14 May 2020
Fund inception 1 January 2005
Strategy size US\$3.1 billion
Strategy inception 1 January 1990

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



The US\$ Standard Class (A) incepted 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
Annualised	Net		Ne	et
Since Fund inception	3.1	1.8	5.9	2.4
15 years	2.8	1.1	9.4	2.6
10 years	2.1	1.6	6.5	1.2
5 years	4.4	2.2	8.8	0.6
	Class	US\$ Bank Deposits	Avg Global Equity Fund	Avg US\$ Bond Fund
Since Class inception	9.1	2.3	13.3	(0.9)
3 years	7.8	2.9	4.7	(1.9)
1 year	5.6	5.6	19.5	1.6
Not annualised				
3 months	1.5	1.4	7.2	(0.8)
1 month	3.6	0.5		
			V	NI-+O/

15.7
(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	14
Months to recovery	58	n/a	73	>392
% recovered	100	n/a	100	42
Annualised monthly volatility (%)	5.8	0.6	15.7	3.9
Correlation vs FTSE World Index	0.4	0.0	1.0	0.5
Correlation vs Orbis Global Equity Fund relative return	0.7	0.0	0.0	(0.1)

### Stockmarket Exposure (%)

Region	Equity Exposure	Portfolio Hedging	Accounting Exposure	Beta Adjusted Exposure
<b>Developed Markets</b>	83	(78)	5	0
United States	34	(34)	0	0
Japan	21	(19)	1	0
United Kingdom	18	(9)	9	7
Continental Europe	7	(13)	(6)	(8)
Other	3	(3)	0	0
<b>Emerging Markets</b>	7	(8)	(1)	0
Total	91	(86)	5	0

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

	FTSE Sector	%
Corpay (was FLEETCOR)	Industrials	4.0
Taiwan Semiconductor Mfg.	Technology	3.1
British American Tobacco	Consumer Staples	3.0
Micron Technology	Technology	2.8
UnitedHealth Group	Health Care	2.6
Motorola Solutions	Telecommunications	2.4
London Stock Exchange Group	Financials	2.3
GXO Logistics	Industrials	2.1
Elevance Health	Health Care	2.0
ConvaTec Group	Health Care	2.0
Total		26.4

### Currency Allocation (%)

US dollar	90
Japanese yen	6
Other	4
Total	100
lotai	100

### Fees & Expenses (%), for last 12 months

Base fee	0.70
Performance fee	0.00
Fund expenses	0.07
Total Expense Ratio (TER)	0.77

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>&</sup>lt;sup>1</sup> Fund data for the period before 14 May 2020 relates to the US\$ Standard Class.

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

<sup>&</sup>lt;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.

ManagerOrbis Investment Management LimitedFund Inception date1 January 2005Class Inception date14 May 2020Number of sharesU\$\$ Standard Class (A):2,954,922Euro Standard Class (A):1,209,480Income distributions during the last 12 monthsNone

### 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 USDRA 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)

- 1. 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 daily 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.

Please review the Fund's prospectus for additional detail and for a description of the management fee borne by the Fund's other share classes.

### 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 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 December 2023	%	31 March 2024	%
Corpay (was FLEETCOR)	3.9	Corpay (was FLEETCOR)	4.0
Shell	2.7	Taiwan Semiconductor Mfg.	3.1
British American Tobacco	2.6	British American Tobacco	3.0
GXO Logistics	2.5	Micron Technology	2.8
Motorola Solutions	2.4	UnitedHealth Group	2.6
London Stock Exchange Group	2.3	Motorola Solutions	2.4
Bayerische Motoren Werke	2.3	London Stock Exchange Group	2.3
UnitedHealth Group	2.3	GXO Logistics	2.1
Taiwan Semiconductor Mfg.	2.2	Elevance Health	2.0
Micron Technology	2.1	ConvaTec Group	2.0
Total	25.3	Total	26.4

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.



## **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 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. 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 Investor Share Class(es), 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. Share prices are calculated for the (i) Standard Share Class(es), (ii) Standard Share Class(es) (A), (iii) Shared Investor Refundable Reserve Fee Share Class(es) (a) on a net asset value basis by share class, normally as of 5:30 pm (Bermuda time), (a) each business day and/or (b) any other days in addition to (or substitution for) any of the days described in (a), 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 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 must be submitted by 5:00 pm; requests to switch from an Orbis Fund that is 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 every dealing day, are available:

- 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, 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. Weekly prices can be obtained via e-mail, by registering with Orbis for this service at the Orbis website at 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. To the maximum extent permitted by applicable law, 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.

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

London Stock Exchange Group plc and its group undertakings (collectively, the "LSE Group"). © LSE Group 2024. FTSE Russell is a trading name of certain of the LSE Group companies. "FTSE" is a trade mark of the relevant LSE Group companies and is used by any other LSE Group company under license. All rights in the FTSE Russell indexes 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 indexes or data and no party may rely on any indexes 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.

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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.



### Investor Notification regarding Change in Secretary and Director

Orbis Global Equity Limited, Orbis Japan Equity (US\$) Fund Limited, Orbis Optimal (US\$) Fund Limited, Orbis Optimal Overlay Funds Limited, Orbis Institutional Funds Limited and Selection of Orbis Funds (together, the "Orbis Funds").

Effective 30 January 2024, James Dorr resigned as a Director of Orbis Institutional Funds Limited and as Secretary of each of the Orbis Funds. Samantha Scott has been appointed as Secretary of each of the Orbis Funds.

### 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, cash equivalents and short-term government securities 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.

Active share is a measure of the extent to which the holdings of the Orbis Equity and Balanced 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 Balanced 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 Balanced 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.

Benchmark related information is as at the date of production based on data provided by the official benchmark and/or third party data providers. There may be timing differences between the date at which data is captured and reported.

The total expense ratio has been calculated using the expenses, excluding trading costs, and average net assets for the 12 month period ending 31 March 2024.

Orbis SICAV Funds: The Fund expenses exclude portfolio transaction costs. The performance related management fee becomes payable to Orbis on each Dealing Day as defined in the Funds' Prospectus.

### **Additional Notices**

This is a marketing communication for the purposes of the Bermuda Monetary Authority's investment business rules and ESMA guidelines on marketing materials. You should consider the relevant offering documents including the Fund Prospectus and Key Information document (for a SICAV Fund) before making any final investment decisions. These offering documents are available in English on our website (www.orbis.com). Please refer to the respective Fund's Prospectus for full information on the risks associated with investing.

Investors in a SICAV Fund can obtain a summary of their investor rights in English on our website (www.orbis.com). When investing in the Orbis Funds an investor acquires shares within the Fund and not in the underlying assets held within the Fund. The return of your investment may change as a result of currency fluctuations if the return is calculated in a currency different from the currency shown in this Report.