

Orbis Japan Equity

After shooting the lights out in 2023, the Japanese stockmarket has shown no sign of slowing down in 2024. The Topix has clocked an 18% gain in just three months, leaving it up over 45% since the end of January 2023, when the Tokyo Stock Exchange (TSE) first pushed its corporate reform measures. That rise has allowed the Nikkei 225 to finally surpass its 1989 peak after 34 long years—a significant milestone for many investors in Japan. And unlike 1989, the market is nowhere near bubble-like valuations—the Topix in aggregate trades at 18 times earnings and 1.6 times book value.

Year-to-date returns have been particularly strong among Japan's largest companies. Over the last quarter, the largest 30 stocks—representing around 40% of Japan's stockmarket by value—have delivered a return north of 20%, benefitting from the renewed interest in Japanese equities.

Since early 2023, the bull case on Japan has centred around the TSE's push to make companies more shareholder friendly. While many investors were wary of another false dawn for Japanese equities, the reforms appear to be gaining traction. Some companies have moved surprisingly quickly to improve, and investors are sitting up and taking notice.

We have seen improvements in many of Orbis Japan Equity's holdings.

In financials, we have long seen the potential for improvement, particularly given the massive cross-shareholdings that these companies own. At the start of 2024, the Orbis Japan Strategy had a 14% weight in financials. 6% of the portfolio was in banks, which have thrived as markets awaited the end of the Bank of Japan's long experiment with negative interest rates and yield curve control, which was confirmed just this month.

A further 5% of the portfolio was in property and casualty insurers Sampo Holdings and MS&AD Insurance Group Holdings. Like the banks, these insurers have significant cross-shareholdings, worth over 50% of their market values, which they could unwind to release capital for better uses.

While we had expected that unwind to happen slowly, this leg of our thesis was recently turbocharged as Japan's financial regulator forced the insurers' hands. After a series of scandals, and under pressure from Japan's Financial Services Agency (FSA) to better align their interests with their customers, MS&AD and Sampo announced plans to *fully* unwind all their cross-shareholdings by 2030 and 2031, respectively. This news sent the share prices of both companies soaring, with MS&AD's share price up by 47% over the quarter, and Sampo not far behind, posting a gain of 39%.

It is expected that a large proportion of the value realised from the sales will be returned to shareholders. What the insurers choose to do with the remaining cash will be the next key question, but this is a significant step in the right direction. The push from the FSA could also be significant for other reasons, as many investors now expect banks to be next in the FSA's firing line. Should regulators continue to push companies to sell down their cross-shareholdings, the benefits could be transformative. As well as releasing significant value from companies' balance sheets, unwinding the web of cross shareholdings could help to break down the cosy corporate relationships that have long prevented activists and other minority shareholders from exerting influence on companies.

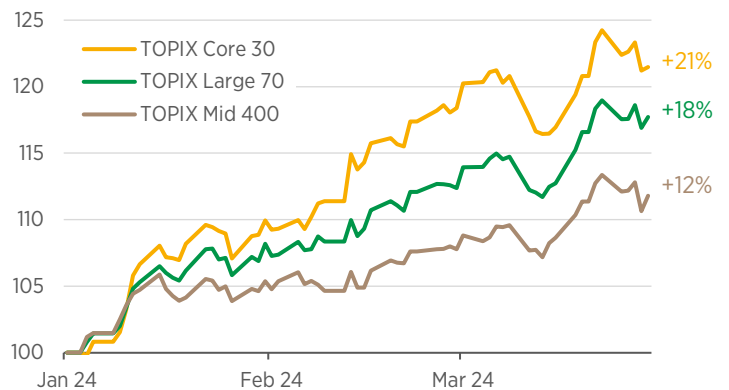
Owing to these developments, our financials holdings have been among the largest winners over the last three months, and we have reduced the position in the sector during the period to 10% of the portfolio, including fully exiting the position in MS&AD.

But while we have owned several beneficiaries of the Japan improvement story, it's not obvious to us that the "corporate governance improvers" have led the market higher over the last quarter.

A clear indicator has been the narrowness of the recent rally. The market overall has done well of late, but, as mentioned, it's the very largest companies that have seen their stocks rise the most. So far in 2024, the

Japan's largest stocks have led this year

Index price returns, rebased to 100 on 1 Jan 2024



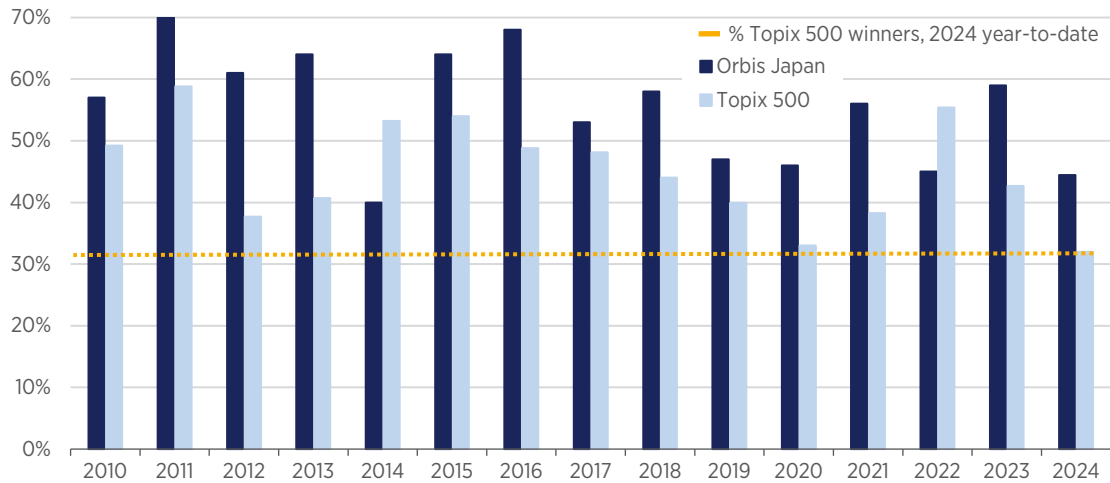
Source: LSEG Data & Analytics, Orbis. Core 30 = 30 largest companies by market capitalisation. Large 70 = next largest 70 companies. Mid 400 = next largest 400 companies.

Orbis Japan Equity (continued)

proportion of stocks that have beaten the return of the market overall has been much lower than in recent years, with just over 30% of stocks in the Topix 500 beating the average return of the index.

In 2024 the proportion of winners in the Topix 500 has been low vs history

% of stocks that have beaten the Topix return in each period



Source: Orbis. Topix 500 winners ratio is based on the index constituents at the start of each period. Orbis Japan winners are based on returns over each stock's holding period.

This is not surprising to us. When investors wish to gain exposure to a market quickly, it's the largest stocks that typically benefit first. In our view, that misses the opportunity. As we wrote last year, we believe the sweet spot for Japan's improvement story is within Japan's mid-caps—not the largest stocks. It is among mid-caps where we see the greatest intersection of stocks that trade at low multiples (with stocks below 1.0 times book value under the most pressure) and have excess cash and investment securities which could be returned to shareholders. Mid-caps are often overlooked by brokers and global investors, increasing the likelihood that these stocks could be mispriced. They are also more attractive to activists, who have an easier time building influential stakes to push for corporate reform.

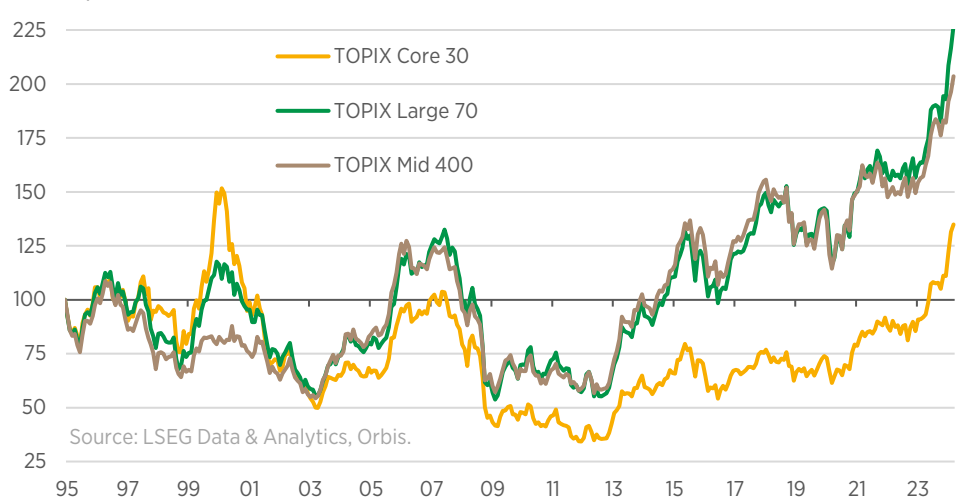
Koito Manufacturing, a company that makes lights for cars, is an excellent example of the opportunity we see among the mid-caps. We wrote last quarter about the huge potential at Koito, should management take bolder action to improve. This potential appeared to have been underappreciated by the market until just a few days ago, when Koito's management announced a new medium-term plan. The headline was a commitment to buy back up to 11% of its shares over the next year, and to return ¥200 billion—roughly 30% of the company's current market value—to shareholders over the next five years. Needless to say, investors took notice, and Koito's share price shot up by 25%, its daily limit.

But our enthusiasm for mid-caps is not only based upon the prospects for improved corporate governance. Among the mid-caps is where we find many of Japan's better-run, faster-growing or founder-managed businesses. And while in the short run the mid-caps have lagged the mega-cap stocks in Japan, they have outperformed over the long term.

Over our history, we have benefitted from this by having limited exposure to the stocks in Japan's largest 30 names, and more to mid-caps. In our view, the

Over longer periods, the largest stocks in Japan have lagged

Index price returns, rebased to 100 on 1 Jan 1995



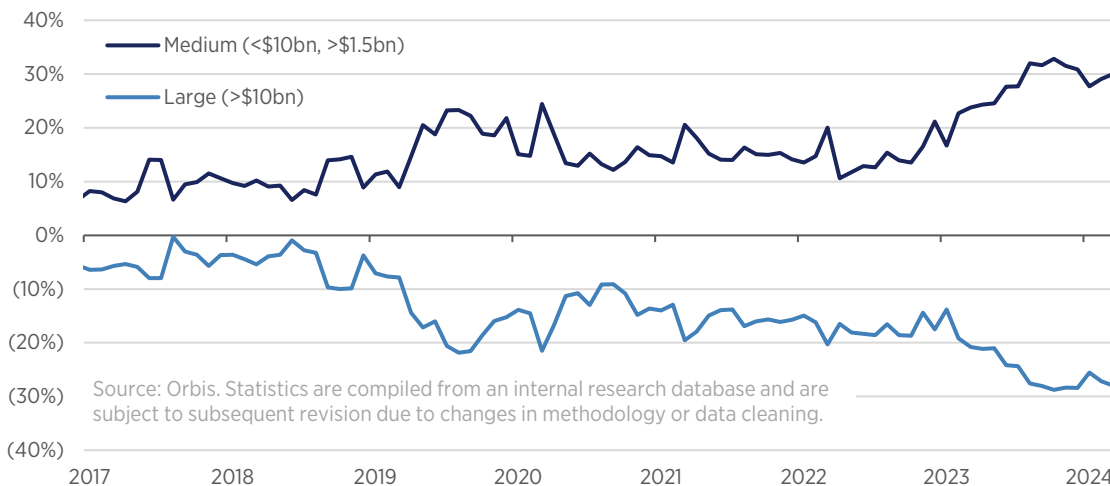
Source: LSEG Data & Analytics, Orbis.

Orbis Japan Equity (continued)

gap in attractiveness today looks unusually wide, and this is reflected in the portfolio’s positioning—we are heavily overweight mid-cap shares.

Orbis Japan is overweight mid-cap stocks

Relative exposure by market cap of Orbis Japan vs TOPIX



While we think Japan remains ripe with opportunity for active stockpickers, shares in Japan are not uniformly cheap. Parts of the index now trade at nosebleed valuations, with plenty of shares that, as active investors, we are more than happy not to own.

Take tech for example, our largest sector underweight. Japan has not been immune to the recent excitement around the AI revolution, and whereas the US market has its “Magnificent 7”, Japan has its own AI darlings that have seen their valuations soar. Japan’s “Fab Four” semiconductor toolmakers—Tokyo Electron (priced at 54 times earnings), Advantest (70 times), Disco (76 times) and Lasertec (74 times)—have all seen their stocks rise enormously on the expected boom in semiconductor manufacturing capacity. Growing chipmakers must fill their new plants with equipment from the toolmakers, and the Fab Four are seen as key beneficiaries. As a group, on an equal weighted basis, their share prices have risen by close to 45% since the end of 2023. The demand for these companies’ services may be real, but these valuations are rich, bubbling up on the wave of AI optimism. History shows that sky-high expectations are typically a precursor for disappointment.

The last 12 months have seen a significant increase in interest in the Japanese market. Certainly, the excitement feels palpable. While there are signs that some areas are becoming frothy, this broad market remains rich with opportunity for active investors. By being patient and selective, we continue to focus only on those parts of the market which are attractive, including those names where the opportunity to benefit from corporate reform is real.

Commentary contributed by Brett Moshal, Orbis Portfolio Management (Europe) LLP, London

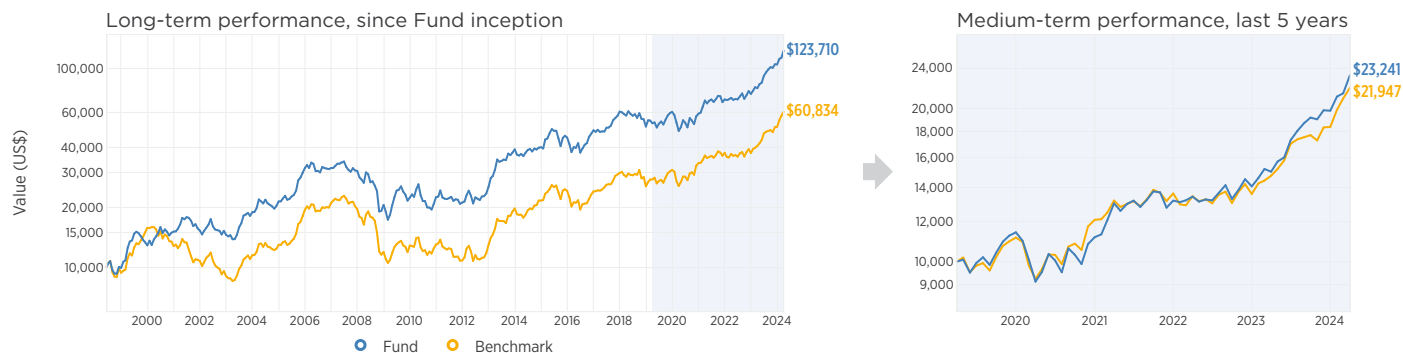
Orbis Japan Equity (US\$) Fund

Investor Share Class

The Fund, which invests substantially all of its assets into the Orbis SICAV Japan Equity (Yen) Fund, is designed to be exposed to all of the risks and rewards of selected Japanese equities and seeks higher returns than the Japanese stockmarket, without greater risk of loss. Currency exposure is predominantly hedged into US dollars. The fund benchmark ("Benchmark") is the Tokyo Stock Price Index, including income, gross of withholding taxes ("TOPIX"), hedged into US dollars.

Price	US\$123.71	Strategy size	US\$3.6 billion
Pricing currency	US dollars	Strategy inception	1 January 1998
Domicile	Bermuda	Benchmark	TOPIX, hedged into US dollars
Type	Open-ended mutual fund	Dealing	Weekly (Thursdays)
Fund size	US\$172 million	Entry/exit fees	None
Fund inception	12 June 1998	ISIN	BMG676751016
Minimum investment	US\$50,000		

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



Returns (%)

	Fund	Benchmark
Annualised	<i>Net</i>	<i>Gross</i>
Since Fund inception	10.2	7.2
25 years	9.6	7.0
10 years	12.8	12.7
5 years	18.4	17.0
3 years	21.3	18.5
1 year	54.7	48.8
Not annualised		
3 months	17.4	19.3
1 month	8.5	4.8

Sector Allocation¹ (%)

Sector	Fund	Benchmark
Cyclicals	42	36
Consumer Non-Durables	34	24
Financials	10	12
Technology	8	20
Information and Communications	5	7
Utilities	0	1
Net Current Assets	2	0
Total	100	100

Risk Measures, since Fund inception

	Fund	Benchmark
Historic maximum drawdown (%)	49	54
Months to recovery	70	92
Annualised monthly volatility (%)	17.5	17.1
Beta vs Benchmark	0.9	1.0
Tracking error vs Benchmark (%)	8.6	0.0

Top 10 Holdings¹

	Sector	%
Asahi Group Holdings	Consumer Non-Durables	9.8
Koito Manufacturing	Technology	5.5
Kubota	Cyclicals	5.5
Mitsubishi Estate	Cyclicals	5.3
Sundrug	Consumer Non-Durables	5.2
Sugi Holdings	Consumer Non-Durables	5.0
TSURUHA Holdings	Consumer Non-Durables	4.2
Japan Petroleum Exploration	Cyclicals	3.9
Yamato Kogyo	Cyclicals	3.8
Sumitomo Electric Industries	Cyclicals	3.5
Total		51.7

Portfolio Concentration & Characteristics¹

% of NAV in top 25 holdings	87
Total number of holdings	41
12 month portfolio turnover (%)	61
12 month name turnover (%)	24
Active share (%)	91

Fees & Expenses (%), for last 12 months

Management fee ²	2.38
For 3 year performance in line with the performance fee benchmark	1.50
For 3 year out/(under)performance vs performance fee benchmark	0.88
Fund expenses	0.11
Total Expense Ratio (TER)	2.49

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.

¹ Information is for the Orbis SICAV Japan Equity Fund, in which the Fund aims to be 100% invested.

² 1.5% per annum ± up to 1%, based on the Orbis SICAV Japan Equity (Yen) Fund's 3 year rolling outperformance/(underperformance) vs its performance fee benchmark.



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 SA 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.

Legal Notices

Past performance is not a reliable indicator of future results. 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. 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. Subscriptions are only valid if made on the basis of the current Prospectus of an Orbis Fund. Please refer to the respective Fund's Prospectus for full information on the risks associated with investing.

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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).

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.

Fees charged reduce the potential growth of your investment. Please refer to the relevant Fund's Prospectus for detailed information on the fees and expenses attributable to the Fund and for information on date of payment of the performance fee as applicable.

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.

Notice to Persons in the European Economic Area (EEA) and the United Kingdom (UK)

Each sub-fund of Orbis SICAV, a UCITS compliant Luxembourg fund, included in this Report is admitted for public marketing in Ireland, Luxembourg, the Netherlands, Norway, Sweden and the United Kingdom. The Orbis Funds that are not Orbis SICAV Funds are alternative investment funds that are neither admitted for public marketing anywhere in the EEA nor marketed in the EEA for purposes of the Alternative Investment Fund Managers Directive. As a result, persons located in any EEA member state will only be permitted to subscribe for shares in the Orbis Funds that are admitted for public marketing in that member state or, with respect to any other Orbis Fund, under certain circumstances as determined by, and in compliance with, applicable law and persons located in the United Kingdom will only be permitted to subscribe for shares in Orbis Funds that are admitted for public marketing in the UK or as otherwise permitted under the laws of the UK.

Orbis Funds that are within the scope of the EU Directive on Administrative Cooperation (Directive 2014/107/EU) are required to report (i) certain payments made to investors that are tax-resident in an EU Member State and (ii) the annual balance of the Orbis accounts held by those investors. Under applicable automatic exchange of information provisions, this information may also be forwarded to the tax authorities in the EU Member State in which the investor is tax-resident.

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 on our website (www.orbis.com). Returns are net of fees, include income and assume reinvestment of dividends/distributions. Annualised returns show the average amount earned on an investment in the Fund/share class each year over the given time period. 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 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.



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 Multi-Asset Class Funds: Net Equity is Gross Equity minus stockmarket hedging. Fixed Income refers to fixed income instruments issued by corporate bodies, governments and other entities, such as bonds, money market instruments and cash. Net Fixed Income is Gross Fixed Income minus bond market hedging. Except where otherwise noted, government fixed income securities are aggregated by time to maturity and issuer. TIPS are not aggregated with ordinary treasuries. Duration is calculated using the modified duration of the fixed income instruments in the portfolio, or the effective duration in the case of fixed income instruments with embedded options and real effective duration in the case of inflation-linked bonds. Yield to Maturity ("YTM") for the Fund and the JP Morgan Global Government Bond Index is the average of the portfolio's fixed income instruments' YTM, weighted by their net asset value. Real YTM is used for inflation-linked bonds. The calculations are gross and exclude non-performing fixed income instruments.

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.

Orbis Optimal Funds: 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.

Fund Information

Orbis SICAV Global Balanced Fund: The benchmark is a composite index consisting of the MSCI World Index with net dividends reinvested (60%) and the JP Morgan Global Government Bond Index (40%).

Prior to 1 November 2016 the Orbis SICAV Emerging Markets Equity Fund was named the Orbis SICAV Asia ex-Japan Equity Fund, its Benchmark was the MSCI All Country Asia ex-Japan (Net) (US\$) Index, and its peer group was the Average Asia ex-Japan Equity Fund Index.

Prior to 29 November 2002 the Investor Share Class of the Orbis SICAV Japan Equity (Yen) Fund was a British Virgin Islands investment company, Orbis Japan Equity (Yen) Fund Limited.

Prior to 1 July 1998 Orbis Optimal (US\$) was managed with a currency benchmark of 40% US dollars, 40% European currency units and 20% Japanese yen. On 1 July 1998 this was changed to 100% US dollars and the euro denominated Fund was launched.

Fund Minimums

Minimum investment amounts in the Orbis Funds are specified in the respective Fund's Prospectus. New investors in the Orbis Funds must open an investment account with Orbis, which is subject to a US\$100,000 minimum investment, country restrictions and/or other terms and conditions. For more information on opening an Orbis investment account, please visit www.orbis.com.

Sources

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