



# Orbis Global Equity Fund

Product Disclosure Statement  
4 May 2019

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## CONTACT DETAILS

### Client services

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Email [clientservices.au@orbis.com](mailto:clientservices.au@orbis.com)

Website [www.orbis.com](http://www.orbis.com)

### Sending instructions

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Post Orbis Funds Unit Registry  
GPO Box 804, Melbourne VIC 3001, Australia

## ABOUT THIS DOCUMENT

This Product Disclosure Statement (PDS) dated 4 May 2019 is a summary of significant information regarding Retail Class units in the Orbis Global Equity Fund (Australia Registered). It contains a number of references to important information in the current Information Booklet that forms part of this PDS. You can access the latest Information Booklet on the Orbis website ([www.orbis.com](http://www.orbis.com)) or request a copy free of charge by calling us. You should consider these documents before making a decision about the Fund.

In this PDS, a reference to units in the Fund is a reference to Retail Class units in the Fund.

The information in these documents is of a general nature only and does not take into account a person's personal financial situation or needs. We do not offer advice that takes into account your personal financial situation, including advice about whether the Fund is suitable for your circumstances. If you require personal financial advice, you should contact a licensed financial adviser.

We may update this PDS with changes that are not materially adverse via disclosure on our website.

This PDS is intended for investors residing in Australia. If you do not reside in Australia, it is your responsibility to comply with the laws of where you are from or living if you decide to invest in the Fund.

The Fund may be offered to New Zealand investors under Subpart 6 of Part 9 of the Financial Markets Conduct Act 2013. New Zealand investors must read the 'Information for New Zealand investors' document before applying for units.

US persons may not be permitted to invest in the Fund. The Fund is not a recognised or authorised collective investment scheme for the purpose of the United Kingdom's Financial Services and Markets Act 2000 and is not marketed in the European Economic Area (EEA). Residents in the EEA can only invest under certain circumstances as determined by, and in compliance with, applicable law.

## 1. ABOUT EQUITY TRUSTEES LIMITED

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### Equity Trustees Limited (Equity Trustees)

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Equity Trustees is the Fund's responsible entity and issuer of this PDS. Equity Trustees was established in 1888 by an Act of Victorian Parliament to provide trustee and executor services. It has evolved into a diversified financial services provider offering a broad range of products and services. Equity Trustees' responsibilities and obligations as the Fund's responsible entity are governed by the Fund's Constitution, the Corporations Act and general trust law.

### Orbis Group

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Equity Trustees has appointed Orbis Investment Management Limited (Orbis), a company incorporated in Bermuda and licensed by the Bermuda Monetary Authority, to invest and manage the Fund's assets according to the investment

guidelines in this PDS. The sole distributor of the Fund in Australia is Orbis Investment Advisory Pty Limited (Orbis Australia), an Australian-incorporated and licensed company.

Orbis and Orbis Australia are part of the Orbis Group. The Orbis Group, established in 1989, is a global investment manager with over 30 years of experience in managing global equities. The firm was founded by Dr Allan WB Gray, who also founded Allan Gray Proprietary Limited in South Africa (AGL). The Orbis Group and AGL share the same investment approach and philosophy, culture and commitment to clients.

Orbis has been applying the same fundamental, long-term and contrarian investment philosophy to managing investments since its inception. The Fund applies this unique investment approach and contrarian philosophy to provide investors with the potential for capital growth and income through a portfolio of global companies.

The Orbis Group has offices in Bermuda, Hong Kong, Lausanne, London, Luxembourg, San Francisco, Sydney and Vancouver. Investors in the Fund benefit from access to an investment team located around the world providing a truly international perspective. As such, the Fund provides exposure to

investment opportunities in different countries that may not otherwise be easily accessible by individual investors.

More information about the Orbis Group is available at [www.orbis.com](http://www.orbis.com)

## 2. HOW THE ORBIS GLOBAL EQUITY FUND WORKS

The Fund is a managed investment scheme or unit trust registered with the Australian corporate regulator, the Australian Securities and Investments Commission (ASIC). Unit trusts are vehicles that allow investors to pool their money with other investors. An investment manager (in this case Orbis) then manages the money. Orbis manages the pooled money in accordance with the investment guidelines set out in section 5 'How we invest your money'.

Before investing in the Fund, New Zealand investors must read the 'Information for New Zealand investors' document, which provides more information about how the Fund's distribution reinvestment terms apply.

### Interest that members acquire

When you invest, you buy units in the Fund and become a member or unit holder. These units give you a beneficial interest in the Fund. You do not have any entitlement to any particular part of the Fund or its assets and you are not entitled to participate in the management or operation of the Fund (except through investor meetings). Your return will mirror the return of the Fund's underlying investments, after expenses.

### Pricing of the Fund

Units are priced daily based on the Class' share of the Fund's net asset value. The price of the units will vary as the market value of the Fund's assets rise or fall.

When you invest in the Fund, you will be allocated units at the application (entry) price for the Business day on which we process your application. The application price is the Fund's net asset value plus the buy spread, being 0.25% of the cost of a unit.

### Investing with us is easy

#### First time investors have two options:

- A** Invest **AUD 10,000** or more in one lump sum      or      **B** Invest **AUD 500** or more every month with a regular savings plan

For existing investors, the minimum additional investment amount is \$1,000. There is no minimum ad-hoc redemption amount. If you are redeeming via a regular redemption plan, a minimum of \$500 per month applies. Under some circumstances, such as if there is a freeze on redemptions, you may not be able to redeem from the Fund when you wish to.

#### 2pm cut-off times and payment of redemptions proceeds

All valid transaction documents and application money (where applicable) received before or at 2pm (Sydney time) on a Business day, will be processed using that day's application or redemption price. Requests received after 2pm (Sydney time) on a Business day or non-Business day will generally be treated as having been received before 2pm on the next Business day.

Different cut-off times apply if you are transacting via mFund. Please contact Client Services or your stockbroker for more information.

You should read the important information about:

- Your general rights and obligations, the Fund's Constitution and our responsibilities, and
- Investing, managing and redeeming your investment,

in the Information Booklet before making a decision.

Go to [www.orbis.com](http://www.orbis.com) for a copy of the Information Booklet. The material relating to your rights and obligations dealing with the acquisition and disposal of units may change between the time when you read this PDS and the day when you acquire units in the Fund.

### 3. BENEFITS OF INVESTING IN THE ORBIS GLOBAL EQUITY FUND

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#### Significant features and benefits of the Fund

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Please consider whether the expected Fund characteristics below suit your investment needs and if you are comfortable with the risks of investing in the Fund. If you are in any doubt, please seek professional advice before investing.

#### Invest differently - Orbis' contrarian investment approach

The Orbis investment approach covers three main principles – Fundamental, Long-term and Contrarian:

- **Fundamental** – To determine a company's true value, Orbis analyses its entire history and scrutinise its business fundamentals.
- **Long-term** – Orbis' research does not focus on trying to forecast the next share price. Rather Orbis adopts a long-term horizon when buying and holding shares for the Fund. This may see some fluctuations or volatility and it may be some years before a share's fundamental or intrinsic value is realised, but Orbis considers it pays to be patient.
- **Contrarian** – Orbis' goal is to find value others miss, often in unpopular or overlooked businesses ignored by the market. Orbis is not contrarian for the sake of it but rather concentrates its research on companies whose prospect appear to be most underestimated by the investment community.

#### Benchmark-unaware and high conviction

Orbis will buy significant positions in securities that it believes may offer outstanding value even if these securities are not in the Benchmark.

#### Refundable performance fees and capped payments to Orbis

Orbis receives a fixed (base) investment management fee and performance fees.

When the Fund beats the Benchmark, 25% of the outperformance is paid into a reserve. When the Benchmark beats the Fund (i.e. the Fund underperforms), refunds are issued at the same 25% rate from the reserve. If the reserve is nil, no refund is available but Orbis will notionally track the underperformance and such losses will need to be recovered by the Fund's outperformance before any performance fee can be paid to Orbis.

In this way, Orbis does not immediately collect performance fees when the Fund performs well. Instead, Orbis receives payment from the reserve only where the reserve has positive value, and this amount is capped at 2.5% (per year) of the Class' net asset value. Once paid to Orbis, these amounts are no longer refundable. See section 4 of the 'Information Booklet' for more information.

You should read the important information about Other features of the Fund in the Information Booklet before making a decision.

Go to [www.orbis.com](http://www.orbis.com) for a copy of the 'Information Booklet'. The material relating to the Fund's other features may change between the time when you read this PDS and the day when you acquire units in the Fund.

### 4. RISKS OF MANAGED INVESTMENT SCHEMES

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All investments carry risk. Different investment strategies may carry different levels of risk, depending on the assets that make up the strategy. Assets with the highest long-term returns may also carry the highest level of short-term risks. This page highlights the significant risks you should consider when deciding whether to invest in the Fund. Please consider these risks in light of your risk profile. Your risk profile will vary depending on a range of factors, including your age, the investment time frame (how long you wish to invest for), your other investments or assets, and your risk tolerance.

We do not guarantee an investment in the Fund, the liquidity of the Fund's investments, repayment of capital or any rate of return, or the Fund's investment performance. The value of the Fund's investments will vary. You may lose money by investing in the Fund or your investment in the Fund may not meet your objectives. The level of returns will vary and future returns may differ from past returns.

In addition, we do not offer advice that takes into account your personal financial situation, including advice about whether the Fund is suitable for your circumstances. If you require personal financial advice, you should contact a licensed financial adviser.

#### Market risk

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Global sharemarkets and investments are generally volatile. As the Fund aims to be continuously invested, the value of your investment in the Fund may fluctuate with global markets. In addition, the Fund may invest in markets considered to be 'emerging'. Such markets are generally less mature and developed than those in advanced countries and there are significant risks involved, including liquidity risks (sometimes exacerbated by rapid and large outflows of 'hot money' and capital flight), political and social instability, economic instability, or less developed regulatory controls.

#### Individual investment risk

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Individual securities can and often do fall in value for many reasons, such as reasons specific to a company (e.g. a change in management) or if Orbis makes investment decisions resulting in poor returns. This may result in losses for the Fund not being linked to the sharemarket's overall returns.

#### Fund risk

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The Fund could terminate, laws affecting registered managed investment schemes may change in the future, Equity Trustees or Orbis could become insolvent, and the fees and expenses could materially change. Investing in the Fund may give different results than investing directly in securities because of income or capital gains accrued in the Fund and because of investors redeeming from the Fund.

#### Currency risk

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Fluctuations in exchange rates significantly influence global investment returns. As the Fund is denominated in AUD, currency movements could impact the Fund's overall return.

#### Liquidity risk

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The Fund may, at times, buy securities which have limited levels of liquidity. Abnormal or difficult market conditions, inadequate market depth or disruptions to financial markets may result in normally liquid assets becoming illiquid or less liquid. As such, it may not be possible to sell the Fund's investments in time to pay unexpected large redemptions or there could be a significant delay before redemptions are paid. The ability to redeem may be suspended in the interests of all the investors in the Fund, even if other assets of the Fund may be readily sold.

## Contractual risk

The Fund's counterparties may default on a transaction or the Fund's custodian may become insolvent. If this occurs, there may be additional costs or time delays associated with settling a transaction or appointing another custodian. This may have an effect on your ability to invest in, or redeem from, the Fund.

## Derivatives risk

The Fund's derivatives exposure is mostly limited to buying exchange traded derivatives to maintain the Fund's exposure to world stock markets and foreign exchange (currency) contracts to manage exchange risk.

Trading in these derivatives does expose the Fund to the following risks:

- the loss of value because of a sudden price movement
- potential illiquidity of exchange traded contracts
- the lack of standard terms for foreign exchange contracts resulting in potentially less favourable negotiated outcomes, or
- the inability of the Fund or the counterparty to meet margin payments.

## Key personnel risk

The Fund depends on the expertise of Orbis and its employees. The Fund's performance could be negatively affected if Orbis does not retain key employees.

## 5. HOW WE INVEST YOUR MONEY

Orbis Global Equity Fund							
Investment objective	To seek higher returns than the average of the world's equity markets, without greater risk of loss over the long term.						
Benchmark	MSCI World Index (with net dividends reinvested), expressed in AUD.						
Minimum suggested time frame	More than 5 years						
Investor suitability	Intended for those:- <ul style="list-style-type: none"><li>• looking for a contrarian investment style exposure to global equities, and</li><li>• who take a long-term view with investing and can endure performance fluctuations.</li></ul>						
Investments held	Primarily in securities of companies listed on stock exchanges around the world and some exposure to cash and cash equivalents. The Fund also uses foreign exchange contracts to manage foreign exchange risk.						
Asset allocation	The Fund's assets are typically invested within the following asset allocation ranges. <table border="1"><thead><tr><th>Asset class</th><th>Investment range</th></tr></thead><tbody><tr><td>Securities</td><td>90% to 100%</td></tr><tr><td>Cash and cash equivalents</td><td>0% to 10%</td></tr></tbody></table>	Asset class	Investment range	Securities	90% to 100%	Cash and cash equivalents	0% to 10%
Asset class	Investment range						
Securities	90% to 100%						
Cash and cash equivalents	0% to 10%						
Risk level	High						
Pricing currency	The Fund is priced in Australian dollars. Currency exposure is not specifically hedged against the AUD						

## Investment restrictions

Orbis will implement the above asset allocation according to certain investment restrictions. These restrictions are measured at the Fund, not Class, level. Orbis is allowed to make an investment which is not consistent with such restrictions if Equity Trustees and Orbis agree that the investment is not a material departure from these restrictions.

You should read the important information about 'Investment restrictions' in the Information Booklet before making a decision.

Go to [www.orbis.com](http://www.orbis.com) for a copy of the Information Booklet. The material relating to the Fund's investment restrictions may change between the time when you read this PDS and the day when you acquire units in the Fund.

## 6. FEES AND COSTS

### Did you know?

Small differences in both investment performance, and fees and costs, can have a substantial impact on your long-term returns.

For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30 year period (for example, reduce it from AUD 100,000 to AUD 80,000).

You should consider whether features such as superior investment performance or the provision of better

member services justify higher fees and costs. You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask the Fund or your financial adviser.

### Find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website ([www.moneysmart.gov.au](http://www.moneysmart.gov.au)) has a managed fund calculator to help you check out different fee options.

The table below shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the Fund's assets as a whole. See also Section 7 on 'How Managed Investment Schemes Are Taxed'. You should read all the information about fees and costs because it is important to understand the impact on your investment.

Type of fee or cost	Amount	How and when paid
<b>Fees when your money moves in or out of the Fund</b>		
Establishment fee (the fee to open your investment)	Nil	Not applicable
Contribution fee (the fee on each amount contributed to your investment)	Nil	Not applicable
Withdrawal fee (the fee on each amount you take out of your investment)	Nil	Not applicable
Exit fee (the fee to close your investment)	Nil	Not applicable
<b>Management costs - the fees and costs for managing your investment</b>		
The fees and costs for managing your investment*	<p>The Fund's management costs consist of:</p> <ul style="list-style-type: none"> <li>Fixed (base) fee: 1% per annum of the Class' net assets.</li> <li>Refundable performance fee: When Orbis beats the Benchmark, 25% of the outperformance is paid into a reserve. When the Benchmark beats Orbis (i.e. the Fund underperforms), refunds are issued at the same 25% rate from the reserve. Orbis receives payment from the reserve only where the reserve has positive value, and this amount is capped at 2.5% (per year) of the Class' NAV (Cap). See below for more information.</li> <li>Fund expenses†: 0.20% per annum of the Class' NAV.</li> <li>Indirect costs: Nil fees and costs arising from underlying funds or indirect strategies.</li> </ul>	<ul style="list-style-type: none"> <li>Fixed (base) fee: Calculated and accrued daily and paid monthly.</li> <li>Refundable performance fee: such fees or refunds are calculated and paid into or out of the reserve daily. Orbis' performance fee from the reserve is accrued daily and normally paid monthly, subject to the yearly Cap.</li> <li>Fund expenses: accrued daily and paid monthly.</li> <li>All fees and costs are paid out of the Fund's assets.</li> </ul>
<b>Service fees</b>		
Switching fees (fees for changing funds)	Nil	Not applicable
* All fees above are inclusive of GST and net of reduced input tax credits. Management costs are not negotiable.		
† Includes usual fund expenses such as responsible entity, custodian, administration, legal and regulatory fees.		

## Management costs

Fixed (base) fees and performance fees (including reserved amounts) are calculated and accrued daily and generally paid monthly.

It is not possible to estimate the performance fee incurred in any given year, as we cannot forecast the performance of the Fund. As an indication, based on performance experienced by the Fund in prior periods, Equity Trustees has estimated that the performance fee payable into the reserve per annum may be AUD 220 assuming an annual account balance of AUD 50,000 during the year. This amount is then available to be refunded in subsequent periods of underperformance. Actual performance fees for current and future years may differ and may not be payable at all or may instead be refunded if the Fund underperforms its Benchmark for a relevant period.

Aside from fixed (base) and performance fees, the Class also pays its share of the Fund's usual operating expenses. Such expenses are estimated to be 0.07% of the Fund's net asset value per annum and are capped at 0.20% per annum. Orbis will meet usual operating expenses in excess of this cap.

Investors may also bear certain extraordinary or unusual expenses incurred on behalf of the Fund from time to time, such as the cost of litigation or significant regulatory change.

## Transactional costs

Management costs do not include transactional and operational costs, being costs associated with the buying and selling of investments for the Fund. Costs such as brokerage, settlement costs, clearing costs, stamp duty, implicit trading costs and costs associated with using over the counter derivatives to manage risks, are generally incurred in connection with day-to-day trading for the Fund or when there are applications into or redemptions from the Fund. These transactional costs are reflected in the Fund's unit price.

During the financial year ending 30 June 2018, the total transaction costs for the Fund were 0.17% of the Fund's net asset value, of which 0.02% was recovered via the buy/sell spread charged on applications and redemptions. This resulted in net transaction costs to the Fund of 0.15% of net asset value, being AUD 75 on an annual account balance of AUD 50,000. However, these costs may differ in future years.



## Buy/sell spread

The Fund's buy/sell spread is 0.25% of the cost of a unit. The dollar value of these costs, based on an application or redemption of AUD 50,000 is AUD 125 for each individual transaction.

## Changes to fees

All fees can change without your consent. We will give you at least 30 days' prior notice of any proposal to increase Management costs (excluding fund expenses).

Orbis will rebate 0.20% p.a. of its base fee each quarter to each Wholesale Managed Account that fulfils the following criteria, as determined by Orbis. Eligible accounts will need to execute a letter that, amongst other things, confirms and/or acknowledges all of following.

- The decision to invest into, or redeem from, the Fund for and on behalf of financial advisers and their underlying clients is solely made by a centralised decision making body/ committee consisting of investment professionals. Each underlying client does not have a separate account in the Fund and they and their advisers have no investment management discretion in relation to their investment in the Fund.

- Account(s) must have at least AUD 10 million. The AUD 10 million is based on the net asset value referable to units held by the account(s) during the relevant quarter. Orbis will determine which accounts can and are to be aggregated for the purposes of meeting the AUD 10 million.
- Orbis can terminate the rebate by giving at least 30 days' notice and no interest or compensation is payable for any error or delay in calculating and/or paying such rebate or for any under or overpayment.

## Additional fees

Any financial adviser you consult may charge you additional fees. Please refer to the adviser's statement of advice.

If you are investing via mFund, your stockbroker (and not the Fund) may charge you a brokerage fee. Please consult your stockbroker or consider their Financial Services Guide.

You should read the important information about Fees and costs associated with your investment in the Information Booklet before making a decision.

Go to [www.orbis.com](http://www.orbis.com) for a copy of the Information Booklet. The material relating to fees and costs associated with your investment may change between the time when you read this PDS and the day when you acquire units in the Fund.

## Example of annual fees and costs

The table below gives an example of how the fees and costs in the Fund can affect your investment over a one-year period. You should use this table to compare this product with other managed investment products.

Example		Balance of AUD 50,000 with a contribution of AUD 5,000 during the year
Contribution fee	Nil	For every additional AUD 5,000 you put in, you will be charged AUD 0.
PLUS Management costs	1.51%*	And for every AUD 50,000 you have in the Fund you will be charged AUD 755 each year. This comprises a fixed (base) fee of AUD 500, a refundable performance fee of AUD 220 <sup>^</sup> and usual fund expenses of AUD 35.
EQUALS cost of fund		If you had an investment of AUD 50,000 at the beginning of the year and you put in an additional AUD 5,000 during that year, you would be charged fees from AUD 755. <sup>†</sup> What it costs you will depend on the fees you negotiate with your financial adviser. <sup>‡</sup>

\* The Management costs example is based on the average annual return of the Fund relative to the Benchmark since its inception in 2005 until 31 March 2019 to give a better indication of the performance fee that could be paid. In practice, the amount charged will differ from the above due to fluctuations in the value of your investment, timing of contributions, the operation of the refundable fee mechanism, performance returns, compounding, and the level of fund expenditure.

<sup>^</sup> The performance fee amount reflected here is paid into a reserve and made available for refund in future periods of underperformance. See section 4 of the Information Booklet for more information.

<sup>†</sup> Example assumes the AUD 5,000 additional contribution occurs at the end of the first year, therefore management costs are calculated on the AUD 50,000 investment.

<sup>‡</sup> Additional costs may apply, for example stockbroker fees (see above).

## 7. HOW MANAGED INVESTMENT SCHEMES ARE TAXED

Investing in a registered managed investment scheme (such as the Fund) is likely to have tax consequences. You are strongly advised to seek your own professional tax advice before investing in the Fund.

The Fund is an Australian resident for tax purposes and does not pay tax on behalf of its investors. Australian resident investors are assessed for tax on any income and capital gains generated by the Fund.

The Fund is treated as an Attribution Managed Investment Trust. Investors will continue to receive a tax statement at the end of each income year specifying the nature of any amounts attributed. This statement will now also highlight any adjustments you should make to the cost base of the units you hold due to distributions from the Fund and income attributed.

## 8. HOW TO APPLY

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### First time investors

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- Complete the application and customer identification forms.
  - Post these these forms and relevant identification documents to the Orbis Funds Unit Registry.
  - Transfer the application money electronically to the Fund. The Fund only accepts Australian dollars, or
- Invest through a stockbroker via mFund. To do so, you will need to provide certain identification documents and the application money to your stockbroker instead of the Fund. Additional brokerage fees may apply. Please contact your stockbroker for more information.

### Existing investors

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- Complete an additional investment form, available from [www.orbis.com](http://www.orbis.com) and follow the instructions on the form, or
- Submit an additional investment instruction through your Orbis Online Services account, or
- Invest through your stockbroker via mFund.

Sending your application and redemption forms and any other forms or documents to us by post, fax or email, means you agree to the Instruction Terms set out in section 3.6 of the 'Information Booklet'.

### Cooling-off rights and complaints

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If you are a retail client (as defined in the Corporations Act) and invested directly in the Fund (including via mFund), you have up to 14 days from the day you receive the investment confirmation for your investment to be repaid. The amount you receive will reflect the movement (up or down) in the Fund's unit price and may have tax implications for you.

If you wish to make a complaint please write to the Equity Trustees' compliance team or call +61 3 8623 5000.

You should read the important information about:

- Your general rights and obligations, the Fund's Constitution and our responsibilities, and
- Investing, managing and redeeming your investment, in the Information Booklet

before making a decision.

Go to [www.orbis.com](http://www.orbis.com) for a copy of the Information Booklet. The material relating to cooling-off rights and complaints may change between the time when you read this PDS and the day when you acquire units in the Fund.

## 9. IMPORTANT NOTICES

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'**AML/CTF**' means Anti-Money Laundering and Counter-Terrorism Financing.

'**ASX**' means the Australian Securities Exchange operated by ASX Limited.

'**Benchmark**' means the MSCI World Index (with net dividends reinvested), expressed in AUD.

'**Business day**' means a day on which banks are open for business in Sydney, other than:

- (a) a Saturday, Sunday or public holiday in Sydney, or
- (b) a public holiday in New York.

'**Fund**' means the Orbis Global Equity Fund (Australia Registered), ARSN 147 222 535, and for the Retail Class, APIR code ETL0463AU.

'**mFund**' means a settlement service of the ASX that allows you to apply for or redeem units in the Fund. This service does not allow you to buy or sell units in the Fund on the ASX, like you could do with an ASX listed security.

'**Orbis Australia**' means Orbis Investment Advisory Pty Limited ABN 15 101 387 964, AFSL No 237862.

'**US persons**' is defined in the 'Information Booklet'.

'**We**', '**us**' or '**our**' refers to Equity Trustees Limited ABN 46 004 031 298, AFSL No 240975, as the Fund's responsible entity and issuer of this PDS and Orbis Investment Management Limited, a company regulated by the Bermuda Monetary Authority, as the Fund's investment manager, unless the context requires otherwise.

'**Wholesale Managed Account**' is an account that Orbis determines fulfils all of the criteria as set out on page 6 under 'Changes to fees'.

'**You**' or '**your**' refers to investors in the Fund and where the context requires, prospective or new investors in the Fund.

### DISTRIBUTOR

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# Information for New Zealand investors

## ABOUT THIS DOCUMENT

This document contains additional important information for New Zealand investors about the Orbis Global Equity Fund (Australia Registered) – Retail Class units (the Fund). You should read this document in conjunction with the ‘Product Disclosure Statement’ (PDS) for the Fund before investing.

## 1. THE FUND IS REGULATED UNDER AUSTRALIAN LAW

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### Warning statement

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- (a) This offer to New Zealand investors is a regulated offer made under Australian and New Zealand law. In Australia, this is Chapter 8 of the Corporations Act 2001 (Aust) and regulations made under that Act. In New Zealand, this is subpart 6 of Part 9 of the Financial Markets Conduct Act 2013 and Part 9 of the Financial Markets Conduct Regulations 2014.
- (b) This offer and the content of the offer document are principally governed by Australian rather than New Zealand law. In the main, the Corporations Act 2001 (Aust) and the regulations made under that Act set out how the offer must be made.
- (c) There are differences in how financial products are regulated under Australian law. For example, the disclosure of fees for managed investment schemes is different under the Australian regime.
- (d) The rights, remedies, and compensation arrangements available to New Zealand investors in Australian financial products may differ from the rights, remedies, and compensation arrangements for New Zealand financial products.
- (e) Both the Australian and New Zealand financial markets regulators have enforcement responsibilities in relation to this offer.

If you need to make a complaint about this offer, please contact the Financial Markets Authority, New Zealand (<http://www.fma.govt.nz>). The Australian and New Zealand regulators will work together to settle your complaint.

- (f) The taxation treatment of Australian financial products is not the same as for New Zealand financial products.
- (g) If you are uncertain about whether this investment is appropriate for you, you should seek the advice of an appropriately qualified financial adviser.
- (h) The offer may involve a currency exchange risk. The currency for the financial products is not New Zealand dollars. The value of the financial products will go up or down according to changes in the exchange rate between that currency and New Zealand dollars. These changes may be significant.
- (i) If you expect the financial products to pay any amounts in a currency that is not New Zealand dollars, you may incur significant fees in having the funds credited to a bank account in New Zealand in New Zealand dollars.
- (j) The dispute resolution process described in this offer document is available only in Australia and is not available in New Zealand.

## 2. DISTRIBUTIONS

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New Zealand investors can only have their distributions reinvested, except where they nominate an Australian bank account to receive cash distributions. When a distribution is reinvested, New Zealand investors will be issued units in accordance with the terms and conditions set out in the PDS relating to Retail Class units in the Fund. Please see the PDS for a description of distributions and the terms and conditions of reinvestment.

The annual report and financial statements of the Fund contain information you may find useful in connection with your ongoing distribution reinvestment. You can obtain a copy of the most recent annual report and financial statements of the Fund, and the accompanying auditor’s report, free of charge by contacting the Responsible Entity or the Orbis Client Services team. These documents may also be obtained electronically from [www.eqt.com.au](http://www.eqt.com.au)



## Application form

### Orbis Global Equity Fund (Australia Registered) – Retail Class Orbis Global Balanced Fund (Australia Registered)

Please use this form if you are a new investor and wish to invest in the Funds.

#### 1. Please read and ensure you understand the relevant Product Disclosure Statement (PDS).

The PDSs are available on our website at [www.orbis.com](http://www.orbis.com)

#### 2. Complete all relevant sections of this application form in block letters and using a black pen.

Type of account	Sections of the application form to be completed	Identification form to be completed
Individuals	Section 1 and 5 onwards	Individuals and Sole Traders ID form
Sole Traders	Section 1, 2 and 5 onwards	Individuals and Sole Traders ID form
Companies	Section 3 and 5 onwards	Company ID form
Trusts/ superannuation funds	Section 1 and 4 onwards if you are an individual trustee Section 3 and 4 onwards if you are a trust with a company as trustee	Trusts and Trustees ID form

#### 3. Collect and certify the documents needed to identify and verify who you are.

Please refer to section 12 'Identification and verification' and complete the relevant identification document on our website at [www.orbis.com](http://www.orbis.com)

#### 4. Send your documents to us.

Before you submit your application form, please double check that you have:

- signed the application form
- included the identification form
- included the required identification documents.

Please post your **original signed** application form, your identification form and **original certified copies** of the relevant identification documents to us.

**Post** Orbis Funds Unit Registry  
GPO Box 804  
Melbourne VIC 3001  
Australia

Due to Australia's anti-money laundering/counter-terrorism financing laws, email or fax copies of these documents cannot be accepted. Your application form cannot be processed until all relevant identification documents are received.

#### 5. Transfer your application money to us.

Please refer to section 8 'Payment of application amount'.

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#### Client Services contact details

##### Phone

1300 804 804 or +61 2 8224 8605

##### Email

[clientservices.au@orbis.com](mailto:clientservices.au@orbis.com)

##### Website

[www.orbis.com](http://www.orbis.com)

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#### Legal notices

Equity Trustees Ltd AFSL No. 240975 (EQT) is the issuer of units in each relevant Orbis Fund.

Personal information is collected on this form by EQT and Orbis including their delegates, such as OneVue Fund Services Pty Ltd and Allan Gray (together us), for the purposes of maintaining the register of unitholders, facilitating distribution payments and other unitholder communications required or permitted by the Corporations Act 2001 or other legislation. Your personal information may be disclosed to external service companies such as print or mail service providers, to Orbis, Allan Gray or to the custodian for the Funds, or as otherwise required or permitted by law. If you would like details of your personal information held by us, or you would like to correct information that is inaccurate, incorrect or out of date, please contact Orbis. Our privacy policy is available on our website, [www.orbis.com](http://www.orbis.com). In accordance with the Corporations Act 2001, you may be sent material (including marketing material) approved by EQT, Orbis or Allan Gray in addition to general corporate communications. You may elect not to receive marketing material by contacting Orbis using the details on this form. Orbis means Orbis Investment Advisory Pty Ltd AFSL No. 237862 as distributor for the Funds, Orbis Investment Management Ltd as manager for the Funds, and their associates. Allan Gray means Allan Gray Australia Pty Ltd AFSL No. 298487.















## 8. PAYMENT OF APPLICATION AMOUNT

Please select your payment method and complete the relevant section if applicable. All payments must be made in AUD.

I will make my payment using

EFT

BPAY\*

Direct Debit

### EFT - electronic funds transfer



You will need to transfer your funds to the following bank account:

Fund	Fund bank account details	
Orbis Global Equity Fund (Australia Registered) – Retail Class	Account name BSB Account number Bank name SWIFT/BIC Reference	OFS RE Orbis GEF Applications Account 242-000 233123153 Citibank N.A. Sydney branch CITIAU2X Name on Application form
Orbis Global Balanced Fund (Australia Registered)	Account name BSB Account number Bank name SWIFT/BIC Reference	OFS Orbis GBF Applications Account 242-000 233123366 Citibank N.A. Sydney Branch CITIAU2X Name on Application form

### BPAY® - telephone and internet banking

You can make your payment using telephone or internet banking.

You will need to quote the biller code and your reference number when making such payment. As this is a new investment, we will notify you of your account number once this is available. Please make your payment within 14 days of this notification.

Fund	BPAY® details	
Orbis Global Equity Fund (Australia Registered) – Retail Class		<b>Biller code:</b> 49841 <b>Reference number:</b> Your account number
Orbis Global Balanced Fund (Australia Registered)		<b>Biller code:</b> 49742 <b>Reference number:</b> Your account number

Contact your bank or financial institution to make this payment from your cheque, savings, debit or transaction account. More info: [www.bpay.com.au](http://www.bpay.com.au)

\* Registered to BPAY Pty Ltd ABN 69 079 137518.









Accordingly, as the investor's financial adviser, I represent and warrant to EQT/Orbis that I, as applicable:

- have followed and complied with the FSC Guidance Note No. 24 (GN 24) in identifying and verifying the investor and any other applicable anti-money laundering and counter-terrorism financing legislation (AML laws)
- will continue to comply with GN 24
- will provide, upon request, original identification and verification records and details of the identification procedures adopted
- have kept a record of the investor's identification and verification and will retain these for a period of seven years after the investor/adviser relationship has ended
- will if requested update and re-verify the investor and provide any other additional information regarding the investor
- will not knowingly do anything to cause EQT/Orbis to breach AML laws and will notify EQT/Orbis if I become aware of anything that would cause EQT/Orbis to breach AML laws, and
- confirm that the details provided in the identification form are true and correct.

Please note EQT/Orbis reserves the right to reject the applicable GN 24 form attached to this application form for whatever reason (for example, if it has been incorrectly completed).

Signature of financial adviser

Date

D	D	M	M	Y	Y	Y	Y
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## 14. ACKNOWLEDGEMENTS AND SIGNATURES

**IMPORTANT – you must read the following statements and sign this application form to confirm your acknowledgement.**

**Definitions that apply to this application form**

<b>Orbis</b>	Orbis Investment Management Limited and Orbis Investment Advisory Pty Ltd, AFSL 237862
<b>EQT</b>	Equity Trustees Limited, as responsible entity for each Fund, AFSL 240975
<b>Funds</b>	Orbis Global Equity Fund (Australia Registered) and the Orbis Global Balanced Fund (Australia Registered)
<b>NZ Information</b>	The current 'Information for New Zealand investors' document for the relevant Fund
<b>PDS</b>	The latest Product Disclosure Statement for the Orbis Global Equity Fund (Australia Registered), including the accompanying 'Information Booklet' or the Orbis Global Balanced Fund (Australia Registered) (as applicable)

**I/We**

- confirm all details in this application form are true and correct and am/are at least 18 years of age if I/we am/are an individual(s)
- have personally received, read and understood the relevant PDS and agree to appoint EQT to submit a redemption form on my behalf if I/we have provided misleading information or are ineligible to hold units in the Fund
- have taken all actions that are necessary to authorise the application and agree to be bound by the Constitution (as it may be amended from time to time) and the relevant PDS (including the 'Terms of Electronic Communication', the 'Instruction Terms' and the 'Direct Debit Request Service Agreement')
- authorise EQT, Orbis and their respective officers or agents, to do anything on my/our behalf necessary for units to be issued to me/us including without limitation to sign any documents necessary for units to be issued to me/us
- acknowledge that the information contained in the relevant PDS is not investment advice or a recommendation that units are suitable to me/us given my/our investment objectives, financial situation or particular needs
- have received the relevant PDS in full (even if the documents were received

electronically), including the application form and made my/our own independent investigations and appraisals before investing in the Fund

- in making an investment in the Funds, have not relied in any way whatsoever on any statements made by EQT, Orbis or any of their related entities or their servants, agents, employees or representatives and acknowledge that EQT and Orbis have not made any representations to me/us regarding the suitability or appropriateness of the Funds
- agree to indemnify EQT and Orbis and any other entity involved in this offering against any loss, liability, damage, claim, cost or expense incurred as a result of any information, representation, declaration, statement, acknowledgment or confirmation in this application form being untrue or incorrect; or as a result of or in connection with my direct debit request (if applicable)
- acknowledge that EQT, Orbis or any of their related entities or their servants, agents, employees or representatives are not responsible for any delays in receipt of this application form caused by the postal/courier service or receipt of the application money caused by my/our bank
- if investing as a trustee, on behalf of a trust or superannuation fund, confirm that I/we am/are acting in accordance with my/our designated powers and authority under the trust deed to apply for units
- acknowledge that EQT and Orbis does not guarantee the performance of any Orbis fund or its assets, or the repayment of the capital invested in any Orbis fund
- declare that any documents or information whatsoever used for verification purposes in support of my/our application is/are complete and correct
- agree to provide any additional information you may require for the purposes of AML/CTF laws
- acknowledge that where a transaction is delayed, blocked, frozen or refused, EQT or Orbis will not be liable for any loss (including consequential loss) as a result of its compliance with the AML/CTF laws, and
- in respect of the use of Orbis Online Services:
  - consent to enter into contractual arrangements electronically, and
  - agree to abide by the website terms of use in effect from time to time as posted on www.orbis.com I/we acknowledge that use of the services constitutes acceptance of the terms in effect at that time, including authorising Orbis, EQT and their respective officers or agents to act and reply upon any instructions submitted via Orbis Online Services.

## Privacy consent

Personal information collected and/or held in Australia is subject to and will be managed in accordance with the Australian Privacy Principles. Your personal information may be disclosed to other entities connected to the Fund, including entities located overseas. Information shared with entities located overseas is managed in accordance with the respective entity's privacy policy, which may differ from the Australian Privacy Principles. We are required to obtain your consent to the disclosure of your personal information in this manner in order to process your application.

**By signing this form, you consent to the disclosure of your personal information to entities that are connected to the Funds, including entities located overseas, and consent to any information shared with entities located overseas being managed in accordance with the respective entity's privacy policy. Please contact us if you require further information about this consent.**

## FATCA and CRS

We are required by law under FATCA (US Foreign Account Tax Compliance Act) and CRS (Common Reporting Standard) to collect information about your tax status in jurisdictions other than Australia. I/We:

- acknowledge that the tax information provided in this form is true and correct, and I/we agree to notify you within 30 days of any change in circumstances, and
- acknowledge and agree that EQT, Orbis and their delegates may be required by law to pass on the information contained in this form to relevant taxation authorities including the US Internal Revenue Service, HMRC and the Australian Tax Office.

## Signing instructions

**Individual/Sole Trader** — where the investment is in one name, the account holder must sign.

**Joint Holding** — where the investment is in more than one name, all of the account holders must sign.

**Companies** — where the company has a sole director who is also the sole company secretary, this form must be signed by that person. If the company (pursuant to section 204A of the Corporations Act 2001) does not have a company secretary, a sole director can also sign alone. Otherwise this form must be signed by a director jointly with either another director or a company secretary. Please indicate the capacity in which the form is signed.

**Trust** — the trustee(s) must sign this form, as permitted by the trust deed (for example if the deed says two trustees must sign, then this form must be signed by two trustees). If the trustee is a company, then the signing instructions under 'Companies' apply. Trustee(s) signing on behalf of the trust confirm that the trustee(s) is/are acting in accordance with such designated powers and authority under the trust deed.

**Power of Attorney** — if you have not already lodged the Power of Attorney with us, please attach a copy of the Power of Attorney, certified on every page. You will also need to give us a certified copy of photo identification to satisfy anti-money laundering requirements.

Signature of investor 1, director or authorised signatory

Please print full name

Date

D	D	M	M	Y	Y	Y	Y
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Company officer (please indicate company capacity)

- Director
- Sole director and company secretary/sole trader
- Authorised signatory

Signature of investor 2, director/company secretary or authorised signatory

Please print full name

Date

D	D	M	M	Y	Y	Y	Y
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Company officer (please indicate company capacity)

- Director
- Company secretary
- Authorised signatory

# FATCA and CRS Self-Certification form

We are required by law under FATCA (US Foreign Account Tax Compliance Act) and CRS (Common Reporting Standard) to collect information about your tax status in jurisdictions other than Australia. Regulated super funds (Self-managed superannuation funds, APRA regulated superannuation funds, Australian Government or Semi-Government superannuation funds or pooled superannuation trusts) do not need to complete this form.

## 1. INDIVIDUALS

1a. Are you a US person or a Specified US person?

 No

 Yes

If yes, please provide us with your TIN (Tax ID Number)

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1b. Are you resident for tax purposes in any country other than Australia?

 No

 Yes

If no, please proceed to the signing instructions in section 4.

If yes, please complete the table below and then proceed to the signing instructions in section 4.

Number	Country of residence for tax purposes	TIN	If no TIN is available enter reason A, B, or C
1.			
2.			
3.			
4.			

If you are unable to provide a TIN, please ensure you provide a reason A, B or C.

**Reason A:** The country in which the applicant is tax resident does not issue a TIN to its residents

**Reason B:** The applicant is unable to obtain a TIN

**Reason C:** The authorities in the country that the applicant is resident in do not require disclosure of a TIN

## 2. ENTITIES AND TRUSTS

### FATCA

2a. Are you a US person or a Specified US person?

 No

 Yes

If yes, please provide us with your TIN (Tax ID Number)

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2b. Are you a Financial Institution?

 No

 Yes

If yes, please select from the following list and provide us with your GIIN:

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Exempt Beneficial Owner

Type: \_\_\_\_\_

Deemed-Compliant FFI (other than a Sponsored FI or a Trustee Documented Trust)

Type: \_\_\_\_\_

Non-Participating FFI

Type: \_\_\_\_\_

Sponsored Financial Institution. Please provide the Sponsoring entity's name and GIIN.

Sponsoring entity's name \_\_\_\_\_ Sponsoring entity's GIIN \_\_\_\_\_

Trustee Documented Trust. Please provide your Trustee's name and GIIN.

Trustee's name \_\_\_\_\_ Trustee's GIIN \_\_\_\_\_

Other

Details: \_\_\_\_\_

## CRS

Please read through the options available in 2c, 2d, and 2e and then select ONE of the three options. Definitions are provided in section 4.

2c. Are you a Financial Institution?

Yes

Are you a Reporting Financial Institution?

No

Yes

i. If no, please specify if you are a Non-reporting

Trustee Documented Trust

Other, please specify \_\_\_\_\_

Please proceed to the signing instructions in section 4.

ii. If yes, are you an Investment Entity resident in a CRS participating jurisdiction and managed by another Financial Institution?

No  Yes

Please complete the Beneficial Owners or Controlling Persons table in section 3 and then proceed to the signing instructions in section 4.

2d. Are you an Active Non-Financial Entity (Active NFE)?

 Yes

If yes, please make one selection from the options listed below.

Less than 50% of the Active NFE's gross income from the preceding calendar year is passive income and less than 50% of its assets during the preceding calendar year are assets held for the production of passive income

Corporation that is regularly traded or a related entity of a regularly traded corporation

Governmental Entity, International Organisation or Central Bank

Other, please specify \_\_\_\_\_

Please proceed to the signing instructions in section 4.

2e. Are you a Passive Non-Financial Entity (Passive NFE)?

 Yes

If yes, please complete the Beneficial Owners or Controlling Persons table in section 3 below and then proceed to the signing instructions in section 4.

### 3. BENEFICIAL OWNERS OR CONTROLLING PERSONS

If you indicated that you are a Financial Institution (2c.), Investment Entity (2c.) or Passive NFE (2e.) please complete the table below.

Name and address of controlling person	Date of birth	Country of residence for tax purposes	Tax ID Number, or reason code if Tax ID is not available

If you are unable to provide a TIN, please ensure you provide a reason A, B or C.

**Reason A:** The country in which the applicant is tax resident does not issue a TIN to its residents

**Reason B:** The applicant is unable to obtain a TIN

**Reason C:** The authorities in the country that the applicant is resident in do not require disclosure of a TIN

### 4. ACKNOWLEDGEMENTS AND SIGNATURES

#### Definitions

**Financial Institution** – A custodial or depositary institution, an Investment Entity or a specified insurance company.

**Investment Entity** – Conducts investment business for or on behalf of underlying clients, and/or receives more than 50% of its income from investing or trading in financial assets. This may include trusts or managed investment schemes.

**Beneficial Owner or Controlling Person** – An individual who directly or indirectly owns 25% or more of an entity and/or exercises control over that entity by way of determining decisions about financial or operating policy. If you are a trust, the settlor, beneficiaries and trustees are treated as controlling persons.

**Active Non-Financial Entities** – Examples include non-financial publicly listed entities, charitable organisations and government bodies.

**Passive Non-Financial Entity** – Any entity that is not an Active Non-Financial Entity. This may include family trusts whose trustees are not financial institutions.

**US person or Specified US person is:**

- a. Anyone born in the US (who has not renounced their citizenship), living in the US, a green card holder or US passport holder
- b. US Companies, US Trusts or US Partnerships
- c. A trustee, settlor, partner or beneficial owner of a trust, company or partnership (as applicable) who is a US citizen, resident or green card holder, or
- d. A US trust established under the laws of the US or US taxpayer or a trust that has any of its trustees, beneficiaries or settlors as a US citizen, resident or green card holder.

**Signing instructions**

I/We

- confirm that all the details disclosed in this FATCA and CRS Self-Certification form are true and correct
- agree to inform EQT, Orbis and their delegates as soon as any information in this form is no longer true or correct within 30 days of any change in circumstances, and
- acknowledge and agree that EQT, Orbis and their delegates may be required by law to pass on the information contained in this form to relevant taxation authorities including the US Internal Revenue Service, HMRC and the Australian Tax Office. The information given in this form does not constitute legal or tax advice. Accordingly you should seek advice based on your circumstances from an independent tax adviser.

Signature of investor 1, director or authorised signatory

Please print full name

Date

D	D	M	M	Y	Y	Y	Y
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Company officer (please indicate company capacity)

- Director
- Sole director and company secretary/sole trader
- Authorised signatory

Signature of investor 2, director/company secretary or authorised signatory

Please print full name

Date

D	D	M	M	Y	Y	Y	Y
---	---	---	---	---	---	---	---

Company officer (please indicate company capacity)

- Director
- Company secretary
- Authorised signatory