



**QUARTERLY INVESTOR COMMENTARY**  
**30 JUNE 2010**

**CONTRARIUS GLOBAL EQUITY FUND**

## CONTRARIUS GLOBAL EQUITY FUND

The Fund aims to earn a higher Total Rate of Return than the average of the world's equity markets, as represented by the MSCI World Index, including income ("World Index"). It aims to achieve this without greater risk of loss, over the long term. The Fund is an actively managed fund, and as such does not in any way seek to replicate its benchmark index, but may instead differ materially from the performance benchmark in order to achieve its objective.

### CONTRARIUS GLOBAL EQUITY FUND AT 30 JUNE 2010

Total Rate of Return in US dollars	Class	Since Inception on 1 Jan 2009	Since Inception on 1 Jan 2009	Latest 1 Year	2010 YTD	Latest Quarter
		% Annualised		% Not Annualised		
Contrarius Global Equity	Investor	50.7	84.6	36.2	(5.1)	(11.4)
Contrarius Global Equity	Institutional	51.2	85.6	36.7	(4.9)	(11.3)
World Index		11.2	17.2	10.2	(9.8)	(12.7)

The Fund returned a negative 11.4% for the quarter versus a negative 12.7% for the benchmark MSCI World Index, including income. Year-to-date the Fund has returned negative 5.1% versus a 9.8% decline of the benchmark. Investors are reminded that given the long-term, contrarian, valuation based investment philosophy there will be times when the Fund will materially underperform its benchmark in the short-term in order to achieve its objective of long-term outperformance.

During the quarter the Fund reduced its weighting in selected Consumer Discretionary stocks, many of which have risen substantially from their lows. We have typically been able to invest the proceeds in shares that we believe have similar expected returns but less cyclical earnings streams. While the Fund remains overweight Consumer Discretionary shares it is substantially less overweight than at the beginning of the quarter. In addition to its continued overweight position in Information Technology stocks, the Fund is now overweight Consumer Staples and Health Care stocks. The Fund remains very overweight North American equities and very underweight European equities. It perhaps bears repeating that the sector and geographic exposures are a result of bottom-up stock picking.

Sector	Weighting (%)		Over/(Under) Weight
	Fund	World Index <sup>1</sup>	
Energy	1	10	(9)
Materials	9	7	2
Industrials	3	11	(8)
Consumer Discretionary	21	10	11
Consumer Staples	15	11	5
Health Care	12	10	2
Financials	3	20	(18)
Information Technology	28	12	16
Telecommunication Services	6	4	1
Utilities	0	4	(4)
<b>Total Shares</b>	<b>98</b>	<b>100</b>	
Net Current Assets	2	-	
<b>Total</b>	<b>100</b>	<b>100</b>	

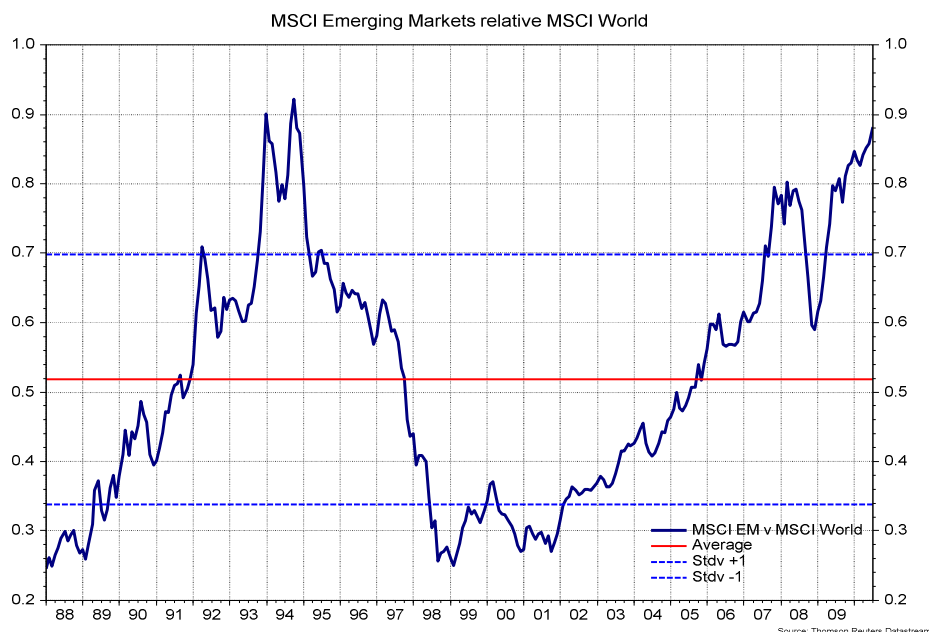
1. Source: MSCI (attention is drawn to MSCI disclaimer in 'Notices')

Geographic	Weighting (%)		Over/(Under) Weight
	Fund	World Index <sup>1</sup>	
North America	79	55	24
Europe	4	29	(25)
Japan	9	11	(2)
Other	6	6	0
<b>Total Shares</b>	<b>98</b>	<b>100</b>	
Net Current Assets	2	-	
<b>Net Assets</b>	<b>100</b>	<b>100</b>	

1. Source: MSCI (attention is drawn to MSCI disclaimer in 'Notices')

## DEVELOPED VERSUS EMERGING MARKETS

While the Fund's benchmark is the MSCI World Index, consisting of 24 developed countries, the Fund does have the flexibility of investing in Emerging Markets. The current geographic exposure indicates that the Fund has negligible exposure to Emerging Markets (other than gold shares) with only 6% invested outside of North America, Europe and Japan. Where we do find shares in Emerging Markets that have attractive expected returns, they tend to have higher relative risk for similar or lower expected returns than opportunities in developed countries. The figure below, which illustrates the level of Emerging Markets relative to Developed Markets, would tend to support our cautious view on Emerging Markets in general.



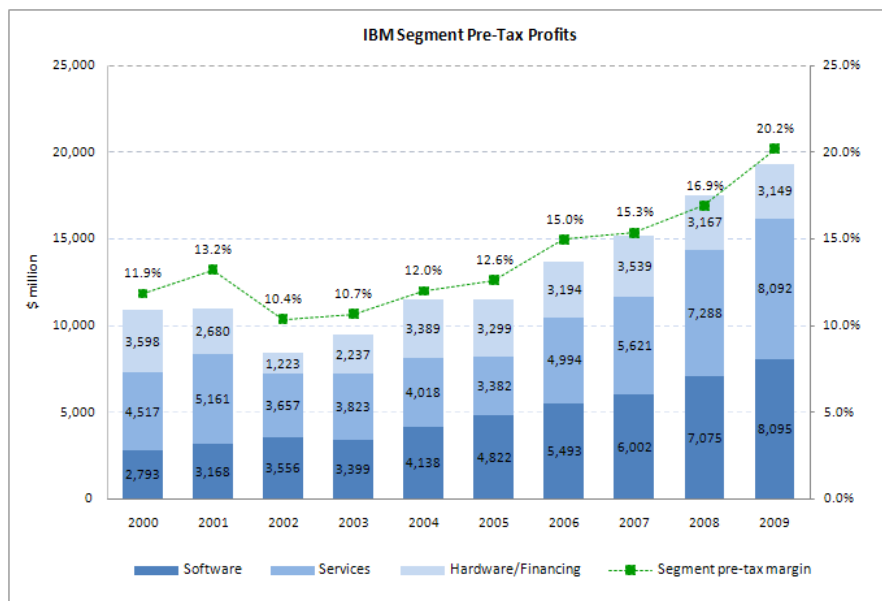
## IBM

We have increasingly noticed that certain large US based companies, which previously did not make the threshold for meaningful inclusion in the Fund, started to appear more and more attractive relative to companies that are more cyclical and which had started to discount a recovery in the global economy. IBM is an example of one such company that we find very attractive and which now represents approximately 5% of the Fund.

After years of success, IBM lost its way in the late 1980's, following a string of poor decisions. However, under the leadership of Louis Gerstner, IBM cut costs, sold low margin commodity-like operations (personal computers, hard drives) and refocused on high margin services and software. IBM today is very different to the IBM of the 1980's and different even from just 10 years ago. The current management has continued to reshape the company into a specialised software and services company.

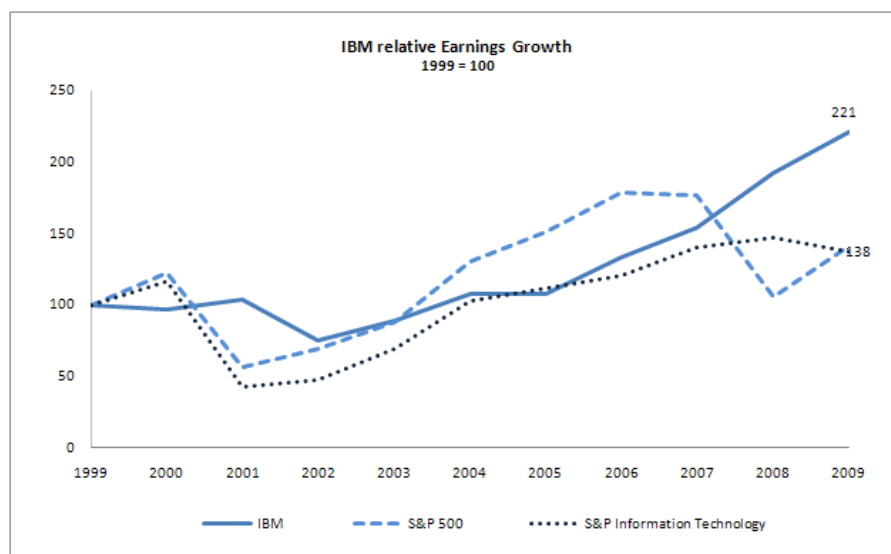
In its latest financial year Software and Services accounted for 83% of the company's segment pre-tax profit, up from 67% in 2000. Software itself has increased almost three times and now represents 42% of the total pre-tax profit. IBM is one of the global leaders in what is known as middleware: software that sits between the operating system and application software. Middleware enables users to integrate systems, processes and applications across a standard software platform. IBM middleware is designed in accordance with open standards, which allows the integration of disparate client applications that may have been built internally, or provided by packaged software vendors or system integrators. Approximately two-thirds of software revenue is annuity-based. These trends have resulted in a company with higher margins and less cyclical earnings.

The following figure illustrates the shift in the mix of IBM's profits over the last decade and the resultant increase in its margins.



Source: IBM and Contrarius Research

Management is shareholder orientated, focusing on growth in free cash flow and returning excess capital to shareholders. Since 2000 the annual adjusted free cash flow has almost doubled to \$15.3bln (compared to a market cap of \$158.2bln). The company has returned more than 70% of cumulative free cash-flow through dividends and share buy backs over the last decade. Over the same period earnings per share grew at 8.2% p.a. whereas the overall market, represented by the S&P 500 Composite index, grew its earnings by only 3.5% p.a.



Source: Thompson Reuters, Bloomberg and Contrarius Research

Trading on approximately 10 times historic free cash flow and 12 times earnings, we believe that IBM's valuation is undemanding. We consider IBM to be a better than average company with good long-term growth prospects, yet it trades at a discount to the rating of the overall market. While IBM clearly faces tough competition and an ever changing technological environment, we believe it is in a strong position to deliver above average returns to shareholders from current prices. In the current environment we feel comfortable being invested in a large global company with a strong balance sheet, excellent free cash-flow generation, and shareholder focused management.

## CONCLUSION

While cautious on the overall market given the many risks that exist, we believe that the disparity within the market remains high with significant opportunities for bottom-up stock-pickers like ourselves. We continue to find shares which we believe offer very attractive long-term expected returns in absolute terms and relative to the overall market.

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