

# ALLAN GRAY

## FUND DETAILS AT 30 NOVEMBER 2010

**Sector:** Foreign - Equity - General  
**Inception date:** 1 April 2005  
**Fund manager:** Ian Liddle  
 (The underlying Orbis Global Equity Fund is managed by Orbis)

**Fund objective:**  
 The Fund remains fully invested in global equities. The objective of the Fund is to outperform the FTSE World Index at no greater-than-average risk of loss in its sector.

**Suitable for those investors who:**  
 - Would like to invest in global shares and benefit from offshore exposure  
 - Want to gain exposure to markets and industries that are not necessarily available locally

**Price:** R 16.41  
**Size:** R 4 004 m  
**Minimum lump sum per investor account:** R20 000  
**Minimum lump sum per fund:** R5 000  
**Minimum debit order per fund:** R 500  
**Additional lump sum per fund:** R 500

**Income distribution: 01/10/09 - 30/09/10 (cents per unit)** Total 1.08  
 Distributes annually. To the extent that the total expenses exceed the income earned in the form of dividends and interest, the Fund will not make a distribution.

**Annual management fee:**  
 No fee. The underlying fund, the Orbis Global Equity Fund, has its own fee structure. Allan Gray is paid a marketing and distribution fee by Orbis on the underlying Orbis fund.

## COMMENTARY

As bottom-up stock pickers, forecasting commodity prices has never been a focus for Orbis. In their view, the downside risks of most commodities appear very significant relative to their upside potential after a recent strong run. Natural gas prices may be an exception. At US\$4.20 per million BTUs, natural gas is trading near a seven-year low in the US, and the outlook is overwhelmingly pessimistic. At current valuations, many companies whose profitability is sensitive to the price of natural gas are trading as if prices will remain at or near these levels for years to come. But our research – and Economics 101 – suggests that this is unsustainable. At current prices, much drilling is simply not economical. As drilling is delayed and supply constrained, gas prices should eventually rise. For this reason, Orbis believes that the Fund's holdings in NRG Energy, Calpine and RRI Energy are well-positioned to benefit from higher natural gas prices over the long term.

Tel 0860 000 654 or +27 (0)21 415 2301  
 Fax 0860 000 655 or +27 (0)21 415 2492  
 info@allangray.co.za www.allangray.co.za

# ALLAN GRAY-ORBIS GLOBAL EQUITY FEEDER FUND

## GEOGRAPHICAL DEPLOYMENT AT 30 NOVEMBER 2010

This Fund invests solely into the Orbis Global Equity Fund

Region	Fund's % exposure to:		% of World Index
	Equities	Currencies	
United States	43	47	44
Canada	2	2	4
<b>North America</b>	<b>45</b>	<b>49</b>	<b>48</b>
United Kingdom	7	9	9
Continental Europe	10	10	18
<b>Europe</b>	<b>17</b>	<b>19</b>	<b>27</b>
<b>Japan</b>	<b>19</b>	<b>9</b>	<b>9</b>
Korea	5	7	2
Greater China	11	13	4
Other	0	0	1
<b>Asia ex-Japan</b>	<b>16</b>	<b>20</b>	<b>7</b>
<b>South Africa and other</b>	<b>3</b>	<b>3</b>	<b>9</b>
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>

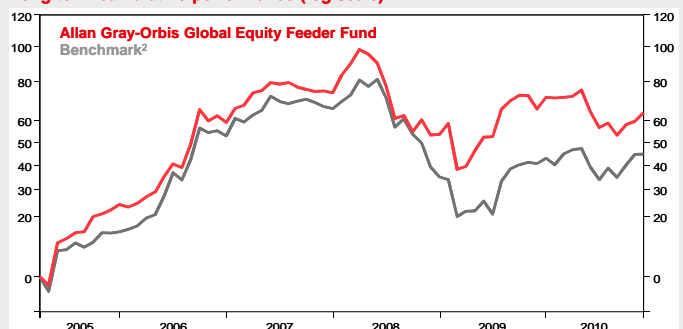
## TOTAL EXPENSE RATIO FOR THE YEAR ENDED 30 SEPTEMBER 2010<sup>1</sup>

Total expense ratio	Included in TER			
	Trading costs	Performance component	Fee at benchmark	Other expenses
2.38%	0.14%	0.70%	1.49%	0.05%

<sup>1</sup> A Total Expense Ratio (TER) is a measure of a portfolio's assets that are relinquished as operating expenses. The total operating expenses are expressed as a percentage of the average value of the portfolio, calculated for the year to the end of September 2010. Included in the TER is the proportion of costs that are incurred by the performance component, fee at benchmark, trading costs (including brokerage, VAT, STT, STRATE and insider trading levy) and other expenses. These are disclosed separately as percentages of the net asset value. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs. The information provided is applicable to class A units.

## PERFORMANCE IN RANDS

Fund performance shown net of all fees and expenses as per the TER disclosure.  
 Long-term cumulative performance (log scale)



## PERFORMANCE

Fund performance shown net of all fees and expenses as per the TER disclosure.

Percentage return in rands	Fund	Benchmark <sup>2</sup>
Since inception (unannualised)	64.7	44.8
Latest 5 years (annualised)	6.2	4.9
Latest 3 years (annualised)	-2.0	-4.7
Latest 1 year (annualised)	-0.5	2.9

Percentage return in dollars	Fund	Benchmark <sup>2</sup>
Since inception (unannualised)	43.5	26.1
Latest 5 years (annualised)	4.1	2.8
Latest 3 years (annualised)	-3.7	-6.4
Latest 1 year (annualised)	3.3	6.9

Risk measures (Since inception month end prices)	Fund	Benchmark <sup>2</sup>
Percentage positive months	66.2	60.3
Annualised monthly volatility	14.4	14.0

<sup>2</sup> FTSE World Index. Source: Bloomberg, performance as calculated by Allan Gray as at 30 November 2010.

The availability of the Fund is subject to offshore capacity constraints. Please contact our Client Service Centre for further information about any constraints that may apply.

Collective Investment Schemes in Securities (unit trusts) are generally medium- to long-term investments. The value of units may go down as well as up and past performance is not necessarily a guide to the future. Unit trust prices are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any permissible deductions from the portfolio divided by the number of units in issue. Declarations of income accruals are made annually. Purchase and redemption requests must be received by the manager by 14:00 each business day and fund valuations take place at approximately 16:00 each business day. Forward pricing is therefore used. Performance figures are from Allan Gray Limited (GIPS compliant) and are for lump sum investments with income distributions reinvested. A feeder fund is a unit trust fund that, apart from assets in liquid form, consists solely of units in a single portfolio of a collective investment scheme. Permissible deductions may include management fees, brokerage, STT, auditor's fees, bank charges and trustee fees. Fluctuations and movements in exchange rates may also cause the value of underlying international investments to go up or down. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. A schedule of fees and charges and maximum commissions is available on request from the manager. No commissions or incentives are paid. The Fund may be closed to new investments at any time in order to be managed in accordance with its mandate. Total Expense Ratio (TER): When investing, costs are only a part of an investment decision. The investment objective of the Fund should be compared with the investor's objective and then the performance of the investment and whether it represents value for money should be evaluated as part of the financial planning process. All Allan Gray performance figures and values are quoted after the deduction of costs incurred within the Fund so the TER is not a new cost. Allan Gray Unit Trust Management Limited is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Limited, an authorised financial services provider, is the appointed investment manager of Allan Gray Unit Trust Management Limited.