# ALLANGRAY

### FUND DETAILS AT 30 NOVEMBER 2010

Sector:	Foreign - Asset Allocation - Flexible
Inception date:	3 February 2004
Fund manager:	lan Liddle
	(The underlying Orbis funds are managed by Orbis)

Fund objective:

To earn a higher rate of return than the benchmark of 60% of the FTSE World Index and 40% of the JP Morgan Global Government Bond Index, at no greater-thanaverage risk of loss in its sector.

### Suitable for those investors who:

- Wish to hedge their investments against any rand depreciation Want to gain exposure to markets and industries that are not necessarily
- available locally Wish to invest in rands but benefit from offshore exposure
- Would like to invest in an offshore balanced fund

Price:	R 12.70
Size:	R 6 356 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 1.55 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 funds, however, have their own fee structure. Allan Gray is paid a marketing and distribution fee by Orbis on the underlying Orbis funds.

### COMMENTARY

Orbis believes that many commodities currently carry significant downside risks and limited upside potential, but natural gas may be an exception. Natural gas is trading near a seven-year low in the US, and the outlook is overwhelmingly pessimistic. Orbis believes this is unsustainable. As drilling is delayed and supply constrained, natural gas prices should eventually rise. The Orbis Global Equity Fund's energy holdings have been positioned in accordance with this view.

The Orbis Global Equity Fund is no longer overweight the Japanese ven, but this does not alter the preference for domestic shares over exporters in the Orbis Japan Equity Fund. Your holdings in that Fund reflect Orbis' bottom-up company analysis, and companies with exposure to the domestic economy continue to provide attractive investment opportunities.

The holdings in the Orbis Asia Ex-Japan Fund are sensitive to geopolitical events in Korea. Though investor sentiment is particularly negative in Korea, Orbis remains positive on the long-term prospects for their share selections in that market. Korea is the cheapest market in Asia, and Samsung Electronics is one of the most attractively valued 'mega-cap' companies. In the long term, we believe your holdings in the Orbis Asia Ex-Japan Fund should produce pleasing returns.

The portion of the Fund invested in the Orbis Optimal SA Fund has performed on par with US dollar bank deposits on a five-year annualised basis. Though this is disappointing, we believe that the Optimal strategy remains sound. Throughout the strategy's 20+ year history, it has had prolonged periods of cash-like returns, but its long-term returns have been pleasing relative to bonds and cash - and uncorrelated with any major asset class.

At 30 November, the Fund of Funds was overweight the US dollar and Asia ex-Japan currencies. The Fund was underweight the euro and slightly underweight the Japanese yen.

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** FUND OF FUNDS

# **GEOGRAPHICAL EXPOSURE OF FUNDS AS AT 30 NOVEMBER 2010**

Region	Share country exposure %	Fund currency exposure %
Japan	48	16
USA	21	47
United Kingdom	3	2
Europe	7	15
Asia ex-Japan	18	17
South Africa and other	2	3
	100	100

### 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
1.91%	0.18%	0.38%	1.28%	0.07%

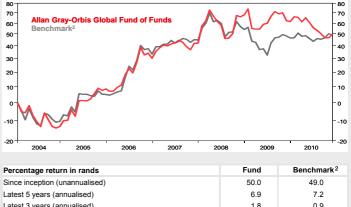
<sup>1</sup> A Total Expense Ratio (TER) is a measure of a portfolio's assets that are relinquished as operating expenses. The total operating expenses are expressed as a percentage of the average value of the portfolio, calculated for the year to the end of September 2010. Included in the TER is the 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 good 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.

# ALLOCATION OF OFFSHORE FUNDS AT 30 NOVEMBER 2010

Foreign equity funds	%
Orbis Global Equity	28
Orbis Japan Equity (yen)	13
Orbis Asia ex-Japan	5
Other Orbis Equity funds	6
	52
Foreign absolute return funds	
r oreign absolute retain runas	
Orbis Optimal SA (US\$)	34
•	34 14
Orbis Optimal SA (US\$)	

#### PERFORMANCE IN RANDS

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



Latest 5 years (annualised)	6.9	7.2
Latest 3 years (annualised)	1.8	0.9
Latest 1 year (annualised)	-7.6	0.5
Percentage return in dollars	Fund	Benchmark <sup>2</sup>
Since inception (unannualised)	47.5	46.5
Latest 5 years (annualised)	4.8	5.1
Latest 3 year (annualised)	0.0	-0.9
Latest 1 year (annualised)	-4.0	4.4
Risk measures (Since inception month end prices)	Fund	Benchmark <sup>2</sup>
Percentage positive months	54.9	52.4
Annualised monthly volatility	13.7	12.8
<sup>2</sup> 60% of the ETSE World Index and 40% of the JP Morgan (	Global Government B	ond Index Source:

SE World Index and 40% of the JP Morgan Global Government Bond erformance as calculated by Allan Gray as at 30 November 2010. era, p

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 Unit Trust Management fees, block carges, STT, auditor's fees, bank charges and fund of funds unit trust may only invest in other unit trusts, which ley their own charges, that could result in a higher fee structure for these portfolios. Permissible deductions may include management fees, brokerage, STT, auditor's fees, bank charges and truste fees. Fluctuations and movements in exchange rates may also cause the value of underlying international investments of to bridge insufficient liquidity. A schedule of fees and charges and maximum commissions is available on request from the manager bar and and or incentive 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 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 incurved within the Fund os the Fund and Gray Unit Trust Management Limited is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Unit Trust Management Limited is a member of the Association for Savings & Investment SA (ASISA). A