

ALLAN GRAY BALANCED FUND Fact sheet at 31 July 2002



Sector: Domestic-Asset Allocation-Prudential
 Inception Date: 1 October 1999
 Fund Manager: Arjen Lugtenburg
 Qualification: M Com, CA(SA), CFA

The Fund's investment strategy is to earn a higher rate of return than the market value-weighted average of the domestic prudential unit trust sector excluding the Allan Gray Balanced Fund without assuming any greater monetary risk.

Fund Details	Commentary
<p>Price: 1769.99 cents Size: R 1 440 548 913 Minimum lump sum: R 5 000 Minimum monthly: R 500 Subsequent lump sums: R 500 No. of share holdings: 82 Compulsory charges: 0.65% Initial Fee: NIL - 3.38% (incl. VAT)</p> <p>Annual Management Fee: The monthly charge rate is directly related to the rolling two-year return of the fund compared with that of its benchmark. The limits are 0.57-1.71% p.a. (incl. VAT).</p>	<p>Equity markets around the world continue to sell off with this trend intensifying during July. Due to more reasonable valuations the SA stockmarket initially proved more robust. That was until the leaked document around the mining charter caused a sharp sell off in mining shares. As we have pointed out in previous commentary we found the offshore listed resource stocks expensively priced. Our under exposure to these shares, the funds more fundamentally based share selection and neutral share exposure, limited the drawdown in the funds value. We exploited the sharp sell off in some shares, where we now found attractive values and increased exposure to these counters. We continue to find most western markets over valued despite their recent sell off. The SA stock market, on the other hand, now offers very attractive valuations. The Fund's recent quarterly report, which is available by e-mail or via the website, describes in more detail our investment outlook.</p>

Top 10 Holdings (including foreign)	Asset Allocation																																						
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Performance (net of fees, including income, assumes reinvestment of dividends, on a sell to sell basis)

Long-term cumulative performance (log-scale)	% Returns	Balanced Fund	Avg Prudential Fund
	<p>Since Inception (unannualised) 99.6 35.5 Latest 5 years (annualised) - - Latest 3 years (annualised) - - Latest 1 year 18.3 8.3</p>		
	<p>Risk Measures (Since incep. month end prices)</p>		
	<p>Maximum drawdown* -12.5 -19.2 Annualised monthly volatility 11.2 13.1</p>		
	* Maximum percentage decline over any period		

Allan Gray Unit Trust Management Limited

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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 trusts are traded at ruling prices. Different classes of units apply to this Fund and are subject to different fees and charges. A schedule of fees and charges and maximum commissions is available on request from the company/scheme. Commission and incentives may be paid and if so, would be included in the overall costs.