

ALLAN GRAY BALANCED FUND Fact sheet at 30 Sept 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

Price: 1813.77 cents
Size: R 1 615 388 500
Minimum lump sum: R 5 000
Minimum monthly: R 500
Subsequent lump sums: R 500
No. of share holdings: 83
Compulsory charges: 0.65%
Initial Fee: NIL - 3.38% (incl. VAT)

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).

Commentary

During September the South African market continued to consolidate after its sharp sell off in recent months. The market now appears attractively valued and we have increased the funds exposure to shares. Domestic industrials shares continue to offer a very attractive investment opportunity, trading on cheap ratings on depressed levels of earnings. The excellent profit announcements we have seen in the last month from these companies, especially the retailers, vindicate our view that they have entered a period of earnings recovery that should continue for some time. The resource shares, especially the Anglo's group, are now also more fairly valued. The Fund also increased its exposure to these types of shares. The Fund's recent quarterly report, which is available by e-mail or via the website, describes in more detail our investment outlook.

Top 10 Holdings (including foreign)

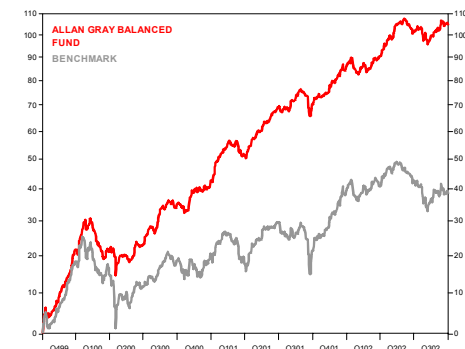
JSE Code	Company	% of portfolio
SOL	Sasol	6.42
Foreign	Orbis Global Equity	3.66
TBS	Tigbrands	3.57
AGL	Anglo	3.05
NPK	Nampak	2.81
SBK	Stanbic	2.23
AMS	Angloplat	2.11
WHL	Woolies	2.05
NPN	Naspers - N	1.88
NHM	Northam	1.86

Asset Allocation

Sector	% of Fund
Shares (net exposure)	65.6
Property	0.5
Bonds	23.3
Money Market & Cash	6.9
Foreign	3.7
Total	100.0

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
Since Inception (unannualised)	104.5	38.3
Latest 5 years (annualised)	-	-
Latest 3 years (annualised)	26.7	11.4
Latest 1 year	19.9	14.1
Risk Measures		
<i>(Since incep. month end prices)</i>		
Maximum drawdown*	-12.5	-19.2
Annualised monthly volatility	10.9	12.8

* 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.