

ALLAN GRAY BALANCED FUND

Fact sheet at 31 Jan 2003



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: 1878.94 cents
Size: R 2 089 924 193
Minimum lump sum: R 5 000
Minimum monthly: R 500
Subsequent lump sums: R 500
No. of share holdings: 85
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

The widely expected stockmarket strength over December/ January (the January effect) failed to materialise and most stockmarkets declined over this period. The SA market was down 5% in January. Adjusting for the Fund's relatively large distribution in January, the Allan Gray Balanced Fund was only down 2%. This illustrates the downside protection an investor gets from the Fund's asset class diversification and the Fund's shares' underlying fundamental value. Although the short-term gyrations of the stockmarket will impact on the Fund's shares, we believe the Fund's assets offer sound fundamental value and are likely to produce acceptable returns over the longer term.

Top 10 Holdings (including foreign)

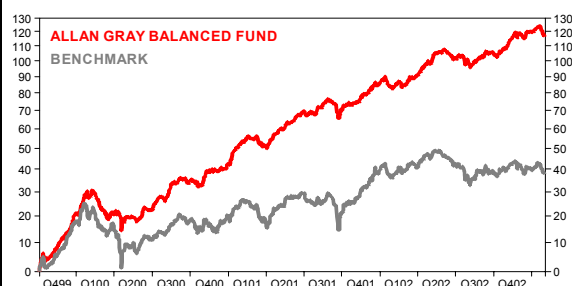
JSE Code	Company	% of portfolio
AOD	African Rainbow	Figures are only available at quarter end
AGL	Anglo	
NPK	Nampak	
NPN	Naspers - N	
NCL	Nuclicks	
Foreign	Orbis Global Equity	
SOL	Sasol	
SBK	Stanbic	
TBS	Tigbrands	
WAR	Wes-Areas	

Asset Allocation

Sector	% of Fund
Shares (net exposure)	65.94
Property	0.46
Bonds	23.65
Money Market & Cash	7.60
Foreign	2.35
Total	100.00

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)	116.0	37.9
Latest 5 years (annualised)	-	-
Latest 3 years (annualised)	19.0	5.1
Latest 1 year	18.5	1.0

Risk Measures

(Since incep. month end prices)

Maximum drawdown*	-12.5	-19.2
Annualised monthly volatility	10.7	12.3

* 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.