ALLAN GRAY BALANCED FUND

Fact sheet at 31 October 2003

ALLAN GRAY
LONG TERM INVESTMENT MANAGEMENT

Sector:	Domestic AA Prudential Medium Equity
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. Risk will be higher than the Stable Fund but less than the Equity Fund.

Fund Details

Price:	2157.32 cents
Size:	R 3 254 878 516
Minimum lump sum:	R 5 000
Minimum monthly:	R 500
Subsequent lump sums:	R 500
No. of share holdings:	82

01/07/02-30/06/03 dividend (cpu): Total 86.24

Interest 17.55, Dividend 33.32,
S24J Accrual 35.37

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

Improving prospects for world economic growth are having a beneficial impact on equity prices around the globe. Sharp declines in domestic interest rates are further supporting domestic equity prices. Domestic equities have now appreciated by 33% since their April lows and the average PE ratio has improved to 12, slightly ahead of the long-term average. With approximately 65% of the Fund exposed to local equities, the Fund benefited from this appreciation in prices. We continue to favour domestic equities, given that the yield on long dated government bonds and cash, and the competing asset classes, has reduced to 9% and 8% respectively. We continue to find numerous shares that offer more competitive long-term returns.

Top 10 Holdings (including foreign)

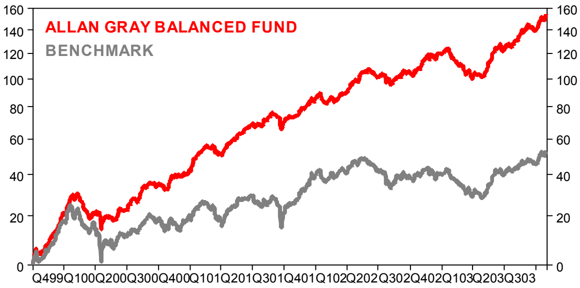
JSE Code	Company	% of portfolio
AGL	Anglo	Figures are only available at quarter end
ECO	Edcon	
MTN	MTN - Group	
NCL	Nuclicks	
NPK	Nampak	
NPN	Naspers - N	
SBK	Stanbank	
SOL	Sasol	
TBS	Tigbrands	
WHL	Woolies	

Asset Allocation

Sector	% of Fund
Shares	65.81
Property	1.21
Bonds	26.34
Money Market & Cash	5.08
Foreign	1.56
Total	100.00

Performance (net of fees, including income, assumes reinvestment of dividends, on a NAV to NAV basis)

Long-term cumulative performance (log-scale)



% Returns	Balanced Fund	Avg Prudential Fund
Since Inception (unannualised)	154.5	52.9
Latest 5 years (annualised)	-	-
Latest 3 years (annualised)	23.8	9.8
Latest 1 year	22.4	10.1
Risk Measures		
(Since incep. month end prices)		
Maximum drawdown*	-12.5	-19.2
Annualised monthly volatility	11.5	12.3

* Maximum percentage decline over any period

Allan Gray Unit Trust Management Limited

J C de Lange, M Herdman, E D Loxton, W J C Mitchell (Chairman), M L Ronald *(Non-Executive)

Tel: 0860 000 654, Fax 0860 000 655, info@allangray.co.za, www.allangray.co.za