

ALLAN GRAY BALANCED FUND
Fact sheet at 30 November 2006

Sector: Domestic AA Prudential Medium Equity
 Inception Date: 1 October 1999
 Fund Managers: Stephen Mildenhall, Arjen Lugtenberg, Duncan Artus, Ian Liddle, Delphine Govender, Orbis Investment Management Limited

The Fund's investment strategy is to earn a higher rate of return than the market value-weighted average of the domestic medium equity 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: 4 430.10 cents
Size: R 17 595 691 257
Minimum lump sum: R 5 000
Minimum monthly: R 500
Subsequent lump sums: R 500
No. of share holdings: 50

Income Distribution: Bi-annually
01/07/05-30/06/06 dividend (cpu): 80.30
 Interest 42.44, Dividend 37.85,
 Foreign Interest 0.01

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

At the date of writing it appears that the Fund will deliver another outstanding return to investors for the 2006 calendar year. Returns over the latest 1, 3 and 5-year periods are all over 25% p.a. This compares to current inflation measures around 5% p.a. Long-term investors in the Fund are understandably overjoyed by these historic returns. However, we caution investors not to extrapolate returns of this magnitude for the next 1, 3 or 5-year periods. There are a number of risks to future returns from South African assets:

- Global investors are attaching historically low risk premiums to emerging market investments.
- South African companies are trading on P/E multiples that are high in relation to their own long-term history.
- The earnings of the South African All Share Index are above trend-line.
- Price to book value multiples on South African companies are amongst the highest in the world (South African companies are currently extraordinarily profitable).
- South Africa continues to run a significant current account deficit.

The Fund is invested with these risks in mind, and we remain confident of the Fund's potential to outperform its benchmark over the long run.

Top 10 Share Holdings at 30 September 2006*

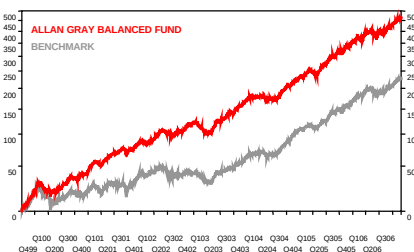
JSE Code	Company	% of portfolio
MTN	MTN Group	6.14
REM	Remgro	5.57
AMS	Angloplat	4.82
SOL	Sasol	3.52
SLM	Sanlam	3.35
IMP	Impala	2.98
SBK	Stanbank	2.97
HAR	Harmony	2.64
SAB	SAB	2.35
ASA	ABSA	2.25

* The 'Top 10 Share Holdings' table is updated quarterly.

Asset Allocation

Asset Class	% of Fund
Shares (excluding Property)	62.86
Property	1.7
Derivatives	-1.34
Net Equity Exposure	63.22
Derivative - Contract Value	1.34
Bonds	8.42
Money Market & Cash	12.48
Foreign	14.54
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	Benchmark*
Since Inception (unannualised)	467.1	227.9
Latest 5 years (annualised)	25.8	19.8
Latest 3 years (annualised)	29.8	28.4
Latest 1 year	30.9	29.5
Risk Measures		
<i>(Since incep. month end prices)</i>		
Maximum drawdown**	-12.5	-19.2
Annualised monthly volatility	10.4	10.8

* Average Prudential Fund

** Maximum percentage decline over any period.

Performance as calculated by Allan Gray.

Allan Gray Unit Trust Management Limited

JC de Lange, RW Dower, GW Fury, ED Loxton, WJC Mitchell (Chairman), ER Swanepoel (*Non-Executive*)

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Collective Investment Schemes in Securities (unit trusts) are generally medium- to long-term investments. The value of participatory interests (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 value of all assets in the portfolio including any income accrual and less any permissible deductions from the portfolio. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. A schedule of fees and charges and maximum commissions is available on request from Allan Gray Unit Trust Management Limited. Commission and incentives may be paid and if so, would be included in the overall costs. Forward pricing is used. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. All of the unit trusts may be capped at any time in order for them to be managed in accordance with their mandates. Member of the ACI.