

Allan Gray Bond Fund

ALLAN GRAY

Fund managers: Sandy McGregor, Andrew Lapping
Inception date: 1 October 2004
Class: A

Fund description

The Fund invests in South African interest bearing securities. Securities include national government, parastatal, municipal, corporate bonds and money market instruments. The Fund price is sensitive to interest rate movements because of the long-term nature of the Fund's investments. The duration of the Fund may differ materially from the benchmark. The Fund is managed to comply with investment limits governing retirement funds.

ASISA unit trust category: South African - Interest Bearing - Variable Term

Fund objective and benchmark

The Fund aims to provide investors with a real return over the long-term and outperform the BEASSA All Bond Index at no greater risk.

How we aim to achieve the Fund's objective

We formulate a view of the long-term inflation rate. This forecast together with an estimate of a reasonable real return requirement for bond investors is used to determine a fair value for the various bonds in the South African market. The assets in the fund are then optimised to give investors the highest returns based on the managers' fair value estimates.

Suitable for those investors who

- Seek a bond 'building block' for a diversified multi-asset class portfolio
- Are looking for returns in excess of those provided by money market or cash investments
- Are prepared to accept more risk of capital depreciation than in a money market or cash investment

Minimum investment amounts

Minimum lump sum per investor account: R20 000
 Additional lump sum: R500
 Minimum debit order*: R500

*Only available to South African residents.

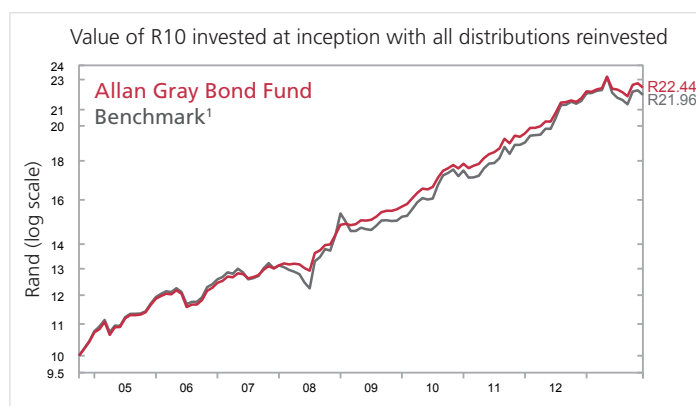
Fund information on 30 November 2013

Fund size: R685m
Fund price: R11.09
Number of holdings: 55
Fund duration (years): 5.2
Gross yield (before fees): 8.1%

Income distributions for the last 12 months

Actual payout, the Fund distributes quarterly	31 Dec 2012	31 Mar 2013	30 Jun 2013	30 Sept 2013
Cents per unit	20.4677	19.2730	20.2218	20.3667

Performance net of all fees and expenses



% Returns	Fund	Benchmark ¹	CPI inflation ²
<i>Unannualised:</i>			
Since inception	124.4	119.6	70.5
<i>Annualised:</i>			
Since inception	9.2	9.0	6.0
Latest 5 years	9.3	8.9	5.3
Latest 3 years	8.5	8.5	5.7
Latest 2 years	7.7	7.8	5.6
Latest 1 year	3.2	1.8	5.5
Year-to-date (unannualised)	1.1	-0.5	5.0
Risk measures (since inception)			
Maximum drawdown ³	-7.3	-10.1	n/a
Percentage positive months ⁴	73.6	70.9	n/a
Annualised monthly volatility ⁵	5.0	6.8	n/a

1. All Bond Index (source: I-Net Bridge), performance as calculated by Allan Gray as at 30 November 2013.

2. This is based on the latest numbers published by I-Net Bridge as at 31 October 2013.

3. Maximum percentage decline over any period. The maximum drawdown occurred from 9 May 2013 to 22 August 2013 and maximum benchmark drawdown occurred from 9 May 2013 to 22 August 2013. Drawdown is calculated on the total return of the Fund/benchmark (i.e. including income).

4. The percentage of calendar months in which the Fund produced a positive monthly return since inception.

5. The standard deviation of the Fund's monthly return. This is a measure of how much an investment's return varies from its average over time.

Annual management fee and total expense ratio (TER)

The fee rate is calculated daily by comparing the Fund's total performance over the last year, to that of the benchmark adjusted for Fund expenses and cash flows.

Minimum fee: 0.25% p.a. excl. VAT

If the Fund outperforms its benchmark, for each percentage of performance above the benchmark we add 0.25% to the minimum fee to a maximum fee of 0.75% p.a. excl. VAT. The fee rate is applied to the daily value of the Fund.

The annual management fee is included in the TER. The TER is a measure of the actual expenses incurred by the Fund over a 12 month period.

Since Fund returns are quoted after deduction of these expenses, the TER should not be deducted from the published returns (refer to page 2 for further information).

TER breakdown for the year ending 30 September 2013	%
Fee for benchmark performance	0.25
Performance fees	0.12
Other costs including trading costs	0.02
VAT	0.05
Total expense ratio	0.44

Fund manager quarterly commentary as at 30 September 2013

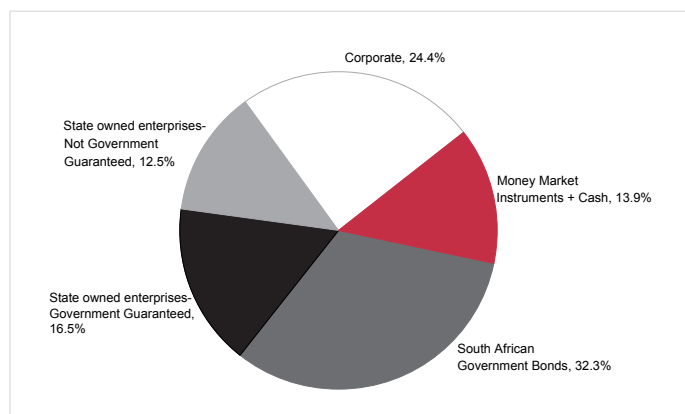
Global bond markets seem to be stabilising, following a major sell-off between May and August, triggered by concerns that the US Federal Reserve's programme of quantitative easing would be phased out over the next year. While postponed for the moment, this issue of tapering, as it has come to be called, remains a serious concern for investors.

Along with other emerging market currencies, the rand depreciated against the dollar by about 10% during the recent market turmoil. The combination of above-inflation wage increases and a weak rand is having an adverse impact on South African inflation, which reached 6.4% in August. Simultaneously, economic growth remains anaemic, creating conditions of stagflation, which pose a serious dilemma for the SA Reserve Bank. Inflation is approaching a level which would normally require an increase in interest rates, but business conditions are very weak which, at very least, would support leaving rates unchanged. However, the statement issued after the Monetary Policy Committee's September meeting suggests that should inflation remain persistently above the 6% target, the SARB will increase rates.

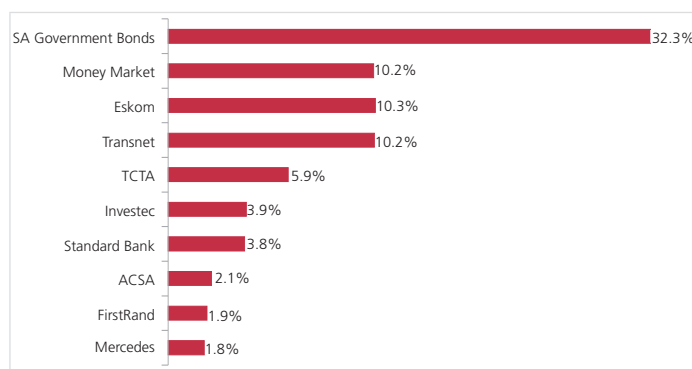
The Fund holds a significant investment in longer-dated government and parastatal bonds because long bond yields are already pricing in a pessimistic forecast of future South African inflation. However, a large current account deficit makes the rand vulnerable. Further rand depreciation would aggravate inflation and put upward pressure on interest rates. Accordingly, we still favour a cautious investment stance and the Fund's duration remains below that of its All Bond Index benchmark.

Commentary contributed by Sandy McGregor

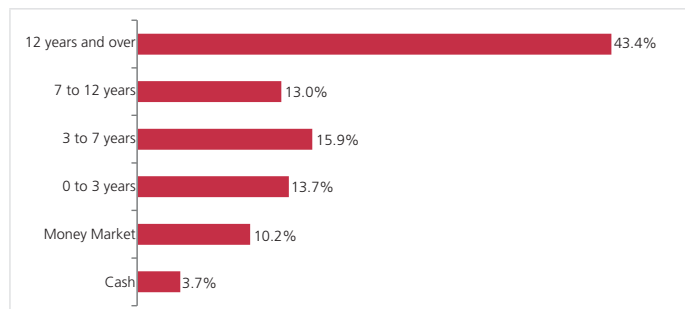
Fund allocation on 30 November 2013



Top 10 credit exposure on 30 November 2013



Maturity profile on 30 November 2013



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Disclaimer

The Fund may be closed to new investments at any time in order to be managed in accordance with its mandate. Permissible deductions may include management fees, brokerage, STT, auditor's fees, bank charges and trustee fees. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. Allan Gray Unit Trust Management (RF) Proprietary Limited ("the Company") is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Proprietary Limited, an authorised financial services provider, is the appointed investment manager of the Company. The Company is incorporated and registered under the laws of South Africa and is supervised by the Financial Services Board. The Company has been approved by the Regulatory Authority of Botswana to market its unit trusts in Botswana, however it is not supervised or licensed in Botswana.

Compliance with Regulation 28

The Fund is managed to comply with Regulation 28 of the Pension Funds Act. Exposures in excess of the limits will be corrected immediately, except where due to a change in the fair value or characteristic of an asset, e.g market value fluctuations, in which case they will be corrected within a reasonable time period. Allan Gray Unit Trust Management (RF) Proprietary Limited does not monitor compliance by retirement funds with section 19(4) of the Pension Funds Act (item 6 of Table 1 to Regulation 28).

Unit price

Unit trust prices are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any permissible deductions from the portfolio divided by the number of units in issue. Forward pricing is used and Fund valuations take place at approximately 16:00 each business day. Purchase and redemption requests must be received by the manager by 14:00 each business day to receive that day's price.

Fees

A schedule of fees, charges and maximum commissions is available on request from the manager. Commission and incentives may be paid and if so, would be included in the overall costs.

TER

The total expense ratio (TER) is the percentage of the Fund's average assets under management that has been used to pay the Fund's operating expenses over the past year. The TER includes the annual management fees that have been charged (both the fee at benchmark and any performance component charged), trading costs (including brokerage, STT, STRATE and insider trading levy), VAT and other expenses. Since unit trust expenses vary, the current TER cannot be used as an indication of future TERs. All Allan Gray performance figures are quoted after the deduction of costs incurred within the Fund so the TER is not a new cost. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. Instead, when investing, the investment objective of the Fund should be aligned with the investor's objective and compared against the performance of the Fund. TERs should then be used to evaluate whether the Fund performance offers value for money.

Performance

Collective Investment Schemes in Securities (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. Performance figures are from Allan Gray Proprietary Limited and are for lump sum investments with income distributions reinvested.