

## **FUND DETAILS AT 31 JULY 2009**

Sector: Domestic - Equity - General Inception date: 1 October 1998
Fund managers: Ian Liddle, Duncan Artus, Delphine Govender, Andrew Lapping, Simon Raubenheimer

#### Fund objective

The Fund aims to earn a higher total rate of return than that of the average of the South African equity market as represented by the FTSE/JSE All Share Index, including income, without assuming greater risk.

## Suitable for those investors who:

- Seek long-term wealth creation.
- Are comfortable with market fluctuation i.e. short-term volatility.
- Typically have an investment horizon of five years plus.
- Seek an equity 'building block' for a diversified multi-asset class portfolio.

Price: R 143.26

Size: R 17 734 m

Minimum lump sum per investor account: R 20 000

Minimum lump sum per fund: R 5 000

Additional lump sum per fund: R 5 000

No. of share holdings: 61

Income distribution: 01/07/08 - 30/06/09 (cents per unit) Total 1431.48

Distributes bi-annually. To the extent that the total expenses exceed the income earned in the form of dividends and interest, the Fund will not make a distribution.

Income distributions are higher than normal because the Fund was a shareholder of Remgro and Richemont when they unbundled in October 2008. For more information about this, please contact our Client Service Centre or refer to our website, details of which are below.

## Annual management fee:

The annual management fee rate is dependent on the return of the Fund relative to its benchmark, the FTSE/JSE All Share Index including income (adjusted for Fund expenses and cash flows), over a rolling two-year period. The fee hurdle (above which a fee greater than the minimum fee of 0% is charged) is performance equal to the benchmark minus 15%. For performance equal to the benchmark a fee of 1.5% (excl.VAT) per annum is payable. The manager's sharing rate is 10% of the underand outperformance of the benchmark over a rolling two-year period and a maximum fee of 3% (excl.VAT) applies.

## COMMENTARY

Deep-level South African mines and exporters are finding themselves in testing circumstances. Many commodity prices are much lower than a year ago. For example, the dollar price of the 'basket' of platinum group metals our platinum mines produce has more than halved from its peak last year. The recent strength of the rand will put further pressure on exporters' rand receipts. Against this backdrop of falling revenues, these companies are facing Eskom tariff hikes of 31% and above-inflation wage increases.

If current prices and exchange rates prevail, we estimate that some of South Africa's major deep-level mines will be loss-making, or break-even at best, on a cash-flow basis. The implications are important not only for the stock market, but also for the country's tax receipts (which are already under budget) and for the government's employment objectives.

However, we don't believe that South Africa's major mines will be loss-making in 'normal' circumstances - something will have to 'give' in order to provide a return on capital. What does surprise us is that the stock market seems to be taking a sanguine view on the matter. This may be attributable to the influence of foreigners on our market - after being net sellers of SA shares in the second half of 2008, foreigners are once again net buyers. (This may also be contributing to the strength of the rand).

The Fund is significantly underweight the Basic Materials sector when compared to the benchmark FTSE/JSE All Share Index. We believe that the Fund's holdings in Sasol and the gold miners currently offer the most attractive value in the sector. However, their profits will certainly be under pressure too in this environment.

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# **EQUITY FUND**

### TOP 10 SHARE HOLDINGS1

Company	% of portfolio
SABMiller	10.4
MTN Group	8.2
British American Tobacco	8.2
Anglogold Ashanti	7.9
Sasol	7.3
Remgro	5.9
Sanlam	5.1
Harmony Gold Mining Co	3.6
Compagnie Fin Richemont SA	3.6
Mondi	3.4

<sup>&</sup>lt;sup>1</sup>Top 10 Share Holdings at 30 June 2009. Updated quarterly.

### TOTAL EXPENSE RATIO FOR THE YEAR ENDED 30 JUNE 20092

	Included in TER			
Total expense ratio	Trading costs	Performance component	Fee at benchmark	Other expenses
3.01%	0.12%	1.17%	1.71%	0.01%

<sup>2</sup>A Total Expense Ratio (TER) is a measure of a portfolio's assets that are relinquished as operating expenses. The total operating expenses are expressed as a percentage of the average value of the portfolio, calculated for the year to the end of June 2009. Included in the TER is the proportion of costs that are incurred by the performance component, fee at benchmark, trading costs (including brokerage, VAT, STT, STRATE and insider trading levy) and other expenses. These are disclosed separately as percentages of the net asset value. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs. The information provided is applicable to class A units.

## **SECTOR ALLOCATION AT 30 JUNE 2009**<sup>3</sup>

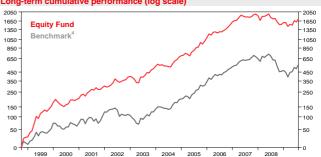
Sector	% of portfolio	ALSI
Oil & gas	7.3	5.7
Basic materials	23.2	38.5
Industrials	8.3	6.2
Consumer goods	25.1	11.4
Healthcare	2.5	1.6
Consumer services	5.9	7.7
Telecommunications	8.2	8.6
Financials	15.2	19.7
Technology	3.0	0.6
Fixed interest/Liquidity	1.3	
Other	0.1	-

<sup>&</sup>lt;sup>3</sup> The 'Sector Allocation' table is updated quarterly.

## **PERFORMANCE**

Fund performance shown net of all fees and expenses as per the TER disclosure.

Long-term cumulative performance (log scale)



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% Returns	Fund	Benchmark 4
Since inception (unannualised)	1 726.9	554.1
Latest 10 years (annualised)	23.3	16.4
Latest 5 years (annualised)	24.2	22.1
Latest 3 years (annualised)	10.3	8.2
Latest 1 year	-0.2	-9.4
Risk measures (Since inception month end prices)		
Maximum drawdown <sup>5</sup>	-31.3	-45.4
Percentage positive months	66.9	59.2
Annualised monthly volatility	18.5	20.2

<sup>&</sup>lt;sup>4</sup> FTSE/JSE All Share Index including income. Source: I-Net Bridge, performance as calculated by Allan Gray as at 31 July 2009.

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. 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 are made bi-annually. Purchase and redemption requests must be received by the manager by 14:00 each business day and fund valuations take place at approximately 16:00 each business day. Forward pricing is therefore used. Performance figures are from Allan Gray Limited (GIPS compliant) and are for lump sum investments with income distributions reinvested. Permissible deductions may include management fees, brokerage, STT, auditor's fees, bank charges, trustee fees and RSC levies. The Fund may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. A schedule of fees and 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. The fund may be closed to new investments at any time in order to be managed in accordance with its mandate. The manager is a member of the Association for Savings & Investment SA (ASISA). Total Expense Ratio (TER): When investing, costs are only a part of an investment decision. The investment objective of the Fund should be compared with the investor's objective and then the performance of the investment and whether it represents value for money should be evaluated as part of the financial planning process. All Allan Gray performance figures and values are quoted after the deduction of costs incurred within the Fund so the TER is not a new cost. The FTSE/JSE All Share Index values and constituent lists vests in FTSE and the JSE Limited ("JSE") in accordance with standard criteria. The FTSE/JSE Africa Series is the proprietary information of FTSE and the JSE. All copyright subsisting in the F

<sup>&</sup>lt;sup>5</sup> Maximum percentage decline over any period.