

ALLAN GRAY

FUND DETAILS AT 30 JUNE 2011

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 outperform 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: R191.90
Size: R26 215 m
Minimum lump sum per investor account: R20 000
Minimum lump sum per fund: R5 000
Minimum debit order per fund: R 500*
Additional lump sum per fund: R 500
No. of share holdings: 89
Income distribution: 01/07/10 - 30/06/11 (cents per unit) Total 226.84
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.

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 out- and underperformance of the benchmark over a rolling two-year period and a maximum fee of 3% (excl.VAT) applies.

COMMENTARY

There is widespread optimism on the continuing growth of the South African consumer. A minority share in Massmart is now trading close to the premium price Walmart recently paid for control of the dominant South African mass merchandiser (equivalent to 26 times earnings). But what about the South African producer? South Africans' consumption binge can continue for as long as creditors (especially foreign creditors) are willing to fund private sector credit extension and public sector deficits. But in the long run, consumption will need to be funded by production. Not all, but many of the companies which harness the efforts of South Africans to produce goods and services to trade with other countries are presently struggling with many challenges including rapidly rising electricity and labour costs, an inflexible labour regime and a strong rand. These challenges are well known so this is a natural place to look for value that the market is missing, and we have added to our positions in a few selected mining companies. If these challenges prove to harm the long-term productive potential of South African companies and their employees, then they will most probably harm their long-term potential to consume too. The Fund continues to be significantly underweight South African retail shares.

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* Only available to South African residents.

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 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 the company/scheme. Commission and incentives may be paid and if so, would be included in the overall costs. 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. Declaration of 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 and trustee fees. 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. 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 is calculated by FTSE International Limited ('FTSE') in conjunction with 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 FTSE/JSE All Share Index values and constituent lists vests in FTSE and the JSE jointly. All their rights are reserved. Allan Gray Unit Trust Management Limited is a member of the Association for Savings & Investment SA (ASISA). Allan Gray Limited, an authorised financial services provider, is the appointed investment manager of Allan Gray Unit Trust Management Limited. Allan Gray Unit Trust Management Limited has been approved by the Regulatory Authority of Botswana to market its unit trusts in Botswana, however the Company is not supervised or licensed in Botswana. It is incorporated and registered under the laws of South Africa and is supervised by the Financial Services Board.

ALLAN GRAY EQUITY FUND

TOP 10 SHARE HOLDINGS¹

Company	% of portfolio
British American Tobacco ²	10.9
Sasol	10.4
SABMiller	10.3
Remgro	7.5
AngloGold Ashanti	4.6
Sanlam	4.6
Standard Bank	4.2
MTN	4.1
Mondi	3.7
Impala Platinum	2.9

1. Top 10 share holdings at 30 June 2011. Updated quarterly.
2. In December 2010, National Treasury announced, along with the increase in foreign exposure allowance, that the holding of foreign inward listed shares, such as British American Tobacco, are to form part of an institutional investor's overall foreign allowance.

TOTAL EXPENSE RATIO FOR THE YEAR ENDED 31 MARCH 2011³

Total expense ratio	Included in TER			
	Investment management fee ⁴ 1.99%		Trading costs	Other expenses
	Performance component	Fee at benchmark		
2.10%	0.28%	1.71%	0.10%	0.01%

3. A Total Expense Ratio (TER) is a measure of a unit trust's assets that are relinquished as operating expenses. The total operating expenses are expressed as a percentage of the average value of the unit trust, calculated for the year to the end of March 2011. Included in the TER is the proportion of costs that are incurred by the performance component, fee at benchmark, trading costs (including brokerage, STT, STRATE and insider trading levy), VAT 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.
4. The investment management fee rate for the three months ending 30 June 2011 was 1.76% (annualised).

SECTOR ALLOCATION AT 30 JUNE 2011⁵

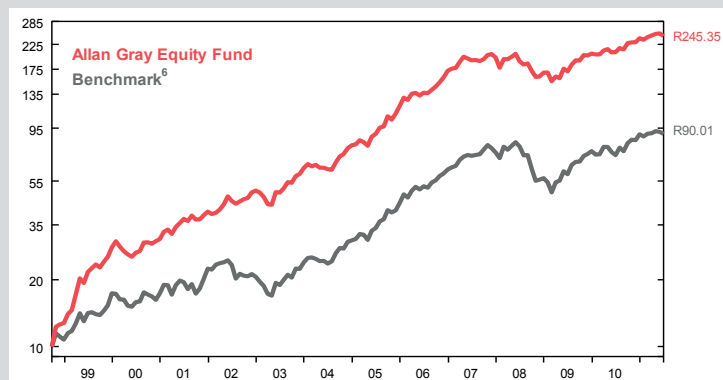
Sector	% of portfolio	ALSI
Oil & gas	10.6	5.1
Basic materials	21.2	36.8
Industrials	11.5	5.7
Consumer goods	26.0	14.5
Healthcare	2.2	1.9
Consumer services	2.6	9.1
Telecommunications	5.6	7.4
Financials	15.2	19.2
Technology	1.2	0.3
Other	2.0	-
Fixed interest/Liquidity	2.0	-

5. The 'Sector Allocation' table is updated quarterly.

PERFORMANCE

Fund performance shown net of all fees and expenses.

Value of R10 invested at inception with all distributions reinvested



% Returns	Fund	Benchmark ⁶
Since inception (unannualised)	2 353.4	801.8
Latest 10 years (annualised)	20.7	16.6
Latest 5 years (annualised)	12.4	11.4
Latest 3 years (annualised)	9.1	4.5
Latest 1 year	18.0	24.6
Risk measures (Since inception month end prices)		
Maximum drawdown ⁷	-31.3	-45.4
Percentage positive months	66.7	59.5
Annualised monthly volatility	17.4	19.4

6. FTSE/JSE All Share Index including income (Source: I-Net Bridge), performance as calculated by Allan Gray as at 30 June 2011.
7. Maximum percentage decline over any period.