

ALLAN GRAY

FUND DETAILS AT 30 NOVEMBER 2010

Sector: Domestic - Fixed Interest - Money Market
Inception date: 1 July 2001
Fund manager: Andrew Lapping

Fund objective:

The Fund aims to preserve capital, maintain liquidity and generate a high level of income. The benchmark of the Fund is the Domestic Fixed Interest Money Market sector excluding the Allan Gray Money Market Fund.

While capital losses are unlikely, they can occur if, for example, one of the issuers of the assets underlying the fund defaults. In this event, losses will be borne by the Fund and its investors.

Suitable for those investors who:

- Require monthly income distributions
- Want to find a short-term safe haven for funds during times of market volatility
- Are highly risk-averse
- Have retired and have invested in a living annuity product. Underlying growth in the Fund and distributions are not taxed in a living annuity

Price: R 1.00
Size: R 8 233 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
Monthly yield at month end: 0.52%
Annual management fee: Fixed fee of 0.25% (excl. VAT) per annum

COMMENTARY

The Fund was not correctly positioned for the Reserve Bank's November interest rate cut as we had already begun to reduce the duration. The reason for the lower duration is that we believed the interest rate cutting cycle had probably come to an end and the risk return equation favoured a shorter duration. Post the November cut we believe even more strongly that the cycle has bottomed.

The market consensus believes interest rates will remain unchanged for at least nine to 12 months. If this is correct it favours buying the longer-dated assets like the 12 month NCDs, which yield about 25 basis points more than three-month assets. In our experience interest rates often remain stable for far shorter periods than people expect. Taking this, together with other factors, into account we have continued to shorten the duration of the Fund and buy short-dated assets as the additional 25 points of the long-dated assets does not compensate one for the additional interest rate risk.

The duration of the Fund at the end of November was 64 days.

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ALLAN GRAY MONEY MARKET FUND

DISTRIBUTIONS

ACTUAL PAYOUT (cents per unit)

Dec 2009	Jan 2010	Feb 2010	Mar 2010	Apr 2010	May 2010
0.63	0.63	0.57	0.63	0.60	0.60

June 2010	July 2010	Aug 2010	Sept 2010	Oct 2010	Nov 2010
0.57	0.57	0.58	0.55	0.55	0.52

TOTAL EXPENSE RATIO FOR THE YEAR ENDED 30 SEPTEMBER 2010¹

Total expense ratio	Included in TER			
	Trading costs	Performance component	Fee at benchmark	Other expenses
0.30%	0.00%	0.00%	0.29%	0.01%

¹ 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 September 2010. 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.

EXPOSURE BY ISSUER AT 30 NOVEMBER 2010

Government and Parastatals	
RSA	19.7
Denel	2.8
Transnet	1.1
Total	23.6
Corporates	
Sanlam	2.7
Toyota	0.9
Goldfields	0.4
MTN	0.3
Total	4.3
Banks ²	
FirstRand Bank	16.5
Nedbank	17.8
Standard Bank	16.6
ABSA	12.8
Investec	9.0
Inkotha Call Bond	0.2
Total	72.9
Total	100.0

² Banks include negotiable certificates of deposit (NCDs), fixed deposits and call deposits.

PERFORMANCE

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

% Returns	Fund	Benchmark ³
Since inception (unannualised)	130.8	129.9
Latest 5 years (annualised)	9.1	8.9
Latest 3 years (annualised)	9.6	9.4
Latest 1 year	7.3	7.0

³ Since inception to 31 March 2003, the benchmark was the Alexander Forbes 3-Month Deposit Index. The current benchmark is the Domestic Fixed Interest Money Market Collective Investment Scheme sector excluding the Allan Gray Money Market Fund. Source: Morningstar, performance as calculated by Allan Gray as at 30 November 2010.

Collective Investment Schemes in Securities (unit trusts) are generally medium- to long-term investments. Past performance is not necessarily a guide to the future. Unit trust prices are calculated on a net asset value basis, which, for money market funds, is the total book value of all assets in the portfolio divided by the number of units in issue. The Fund aims to maintain a constant price of 100 cents per unit. The total return to the investor is primarily made up of interest received but may also include any gain or loss made on any particular instrument held. In most cases this will have the effect of increasing or decreasing the daily yield, but in some cases, for example in the event of a default on the part of an issuer of any instrument held by the fund, it can have the effect of a capital loss. Such losses will be borne by the Fund and its investors and in order to maintain a constant price of 100 cents per unit, investors' unit holdings will be reduced to the extent of such losses. Declaration of income accruals are made daily and paid out monthly. Purchase and repurchase 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. No commissions or incentives are paid. 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. Compliance with Prudential Investment Guidelines for retirement funds: The Portfolio 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 market value fluctuations or capital withdrawals in which case they will be corrected within a reasonable time period. Allan Gray Unit Trust Management Limited does not monitor compliance by retirement funds with section 19(4) of the Pension Funds Act (item 9 of Annexure A to Regulation 28). 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.