

**Fund manager:** Andrew Lapping  
**Inception date:** 1 July 2001  
**Class:** A

## Fund information on 28 February 2013

**Fund size:** R7 467m  
**Fund price:** R1.00  
**Monthly yield at month end:** 0.38%  
**Fund duration (days):** 49.1  
**Fund weighted average maturity (days):** 119.6

## Fund description

The Fund invests in South African money market instruments with a term shorter than one year. These instruments can be issued by government, parastatals, corporates and banks. The Fund is managed to comply with regulations governing retirement funds.

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

**ASISA unit trust category:** South African - Interest Bearing - Money Market

## Fund objective and benchmark

The Fund aims to preserve capital, maintain liquidity and generate a sound level of income. The Fund's benchmark is the Alexander Forbes Short Term Fixed Interest (STeFI) Composite Index.

## How we aim to achieve the Fund's objective

The Fund invests in selected money market instruments providing an income yield and a high degree of capital stability. We formulate an interest rate outlook, which is influenced by our inflation outlook and expectations of the resulting Reserve Bank policy response. Based on this analysis, we select investments for the Fund. These assets are typically held to maturity. We take a conservative approach to credit risk.

## Suitable for those investors who

- Require monthly income distributions
- Are highly risk-averse but seek returns higher than bank deposits
- Need a short-term investment account

## 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.

## Annual management fee

Fixed fee of 0.25% (excl. VAT) per annum

## Income distributions for the last 12 months

Actual payout (cents per unit), the Fund distributes monthly

Mar 2012	Apr 2012	May 2012	Jun 2012
0.46	0.45	0.46	0.45
Jul 2012	Aug 2012	Sept 2012	Oct 2012
0.46	0.45	0.43	0.43
Nov 2012	Dec 2012	Jan 2013	Feb 2013
0.41	0.42	0.42	0.38

## Performance net of all fees and expenses

% Returns	Fund	Benchmark <sup>1</sup>	CPI inflation <sup>2</sup>
<i>Unannualised:</i>			
Since inception	160.6	159.4	90.7
<i>Annualised:</i>			
Since inception	8.6	8.5	5.7
Latest 10 years	8.2	8.0	5.2
Latest 5 years	7.7	7.6	5.9
Latest 3 years	5.9	5.9	5.1
Latest 2 years	5.5	5.5	5.8
Latest 1 year	5.4	5.4	5.4
Year-to-date (unannualised)	0.8	0.8	0.3

1. The current benchmark is the Alexander Forbes Short Term Fixed Interest (STeFI) Composite Index. Since inception to 31 March 2003, the benchmark was the Alexander Forbes 3-Month Deposit Index. From 1 April 2003 to 31 October 2011 the benchmark was the Domestic Fixed Interest Money Market Collective Investment Scheme sector excluding the Allan Gray Money Market Fund, performance as calculated by Allan Gray as at 28 February 2013.

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

## Total expense ratio (TER)

The TER for the year ending 31 December 2012 is 0.30% and included in this is a performance fee of 0.0% and trading costs of 0.0%. The annual management fee rate for the three months ending 28 February 2013 was 0.29% (annualised). These figures are inclusive of VAT, where applicable. Fund returns are quoted after deduction of costs incurred within the Fund so the TER should not be deducted from Fund returns (refer to page 2 for further information).

## Fund manager quarterly commentary as at 31 December 2012

The period of remarkably stable interest rates continues. The only interest rate change of the past two years was the 50 basis point cut in July 2012. Our view is unchanged in that we think the medium-term risk to interest rates is to the upside. This does not rule out rate cuts in the near term.

In the short term a slowdown in domestic consumption could lead the Monetary Policy Committee (MPC) to cut rates. A domestic slowdown could be precipitated by a reduction in unsecured credit growth. The micro loan sector is not interest rate sensitive, but the volume of new advances looks to be getting out of hand, with unsecured advances growing R61 billion over the past year. Total household consumption expenditure was R1 743 billion in 2011, so the growth in unsecured lending is not immaterial in this context. A slowdown in consumption expenditure would reduce the current account deficit, the size of which poses a threat to the stability of the rand and inflation. In this situation the MPC could argue for rate cuts, however lower interest rates could undermine the rand, which is supported by investors who wish to benefit from relatively high South African interest rates.

Foreigners invested R86 billion in the South African bond market in 2012. This went some way to financing the current account deficit, which was R144bn for the first nine months of the year. Bonds have been a great asset class for investors; this historical performance has encouraged record flows into global bond funds and more specifically emerging market bonds with higher yields. These flows have helped stabilise the rand. Our concern is that if the bond flows slow down the rand may weaken leading to increased inflation and possibly higher interest rates.

The Fund is positioned to benefit from a flat or rising rate environment through its investment in floating rate notes.

## Exposure by issuer on 28 February 2013

RSA	14.7
Denel	0.8
<b>Government and parastatals</b>	<b>15.5</b>
Sanlam	3.0
Mercedes	2.7
Bidvest	1.3
MTN	1.2
Scania Finance	1.0
Vodacom	0.9
Barlow World	0.8
Growthpoint	0.7
Netcare	0.7
Toyota	0.6
<b>Corporates</b>	<b>12.9</b>
Standard Bank	15.9
Nedbank	15.6
ABSA	14.3
FirstRand Bank	13.2
Investec	10.4
Standard Chartered	2.0
Deutsche Bank	0.3
<b>Banks<sup>3</sup></b>	<b>71.7</b>
<b>Total</b>	<b>100.0</b>

Note: There may be slight discrepancies in the totals due to rounding.

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

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### Disclaimer

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.

### 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.

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.

### 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).

### 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

\*TERs are shown for class A units only

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.