

ALLAN GRAY OPTIMAL FUND

Fact sheet at 30 September 2003



Sector: Domestic AA Targeted Absolute Return
 Inception Date: 1 October 2002
 Fund Manager: Stephen Mildenhall
 Qualification: B Com(Hons), CA(SA), CFA

This is a long-term absolute return fund for the investor who wishes to avoid the volatility generally associated with stock and bond markets, but still wants exposure to specialist stock picking skills and to enjoy a positive rate of return which is higher than that of cash. Low risk Fund.

Fund Details

Price: 1141.07 cents
Size: R 958 879 663
Minimum lump sum: R 25 000
Minimum monthly: R 2 500
Subsequent lump sums: R 2 500
No. of share holdings: 69

01/10/02-30/06/03 dividend (cpu): Total 37.44
 Interest 22.26, Dividend 15.18

Annual Management Fee: Fixed fee of 1% (excl. VAT) per annum. Performance-fee of 20% of the daily outperformance of the benchmark. In times of underperformance, no performance fees are charged until the underperformance is recovered.

Commentary

The Fund invests in a portfolio of equities and substantially reduces stockmarket risk by using equity derivatives. As a result, the Fund's return should not be correlated with equity markets but is rather dependent on the ability of the Fund's equity portfolio to outperform its underlying benchmark equity index. The equity portfolio continues to be overweight in South African industrial consumer and gold shares. The Fund has also continued to increase its exposure to selected non-gold resource shares. The Fund remains underweight in financial shares as there is considered to be better value elsewhere in the market.

Top 10 Share Holdings

JSE Code	Company	% of portfolio
AGL	Anglo	11.72
BIL	Billiton	6.61
SOL	Sasol	5.71
SAB	SAB - Brews	3.72
ANG	Anggold	3.64
RCH	Richemont	3.64
MTN	MTN - Group	3.42
GFI	Gfields	3.32
HAR	Harmony	2.94
AMS	Angloplat	2.09

Asset Allocation

Asset Class	% of Fund
Equities	77.16
Derivatives	-68.68
Net Equity Exposure	8.48
Derivative - Contract Value	68.68
Money Market and Cash	22.84
Total	100.00

Performance (net of fees, including income, assumes reinvestment of dividends, on a NAV to NAV basis)

% Returns	Optimal Fund B'mark*	
Since Inception (unannualised)**	18.1	11.9
Latest 5 years (annualised)	-	-
Latest 3 years (annualised)	-	-
Latest 1 year	18.1	11.9
Risk Measures		
<i>(Since incep. month end prices)</i>		
Maximum drawdown***	-2.2	n/a
Annualised monthly volatility	5.3	0.3

* The daily call rate of First Rand Bank Limited

** For internal use only as this does not comply with the code of practice for advertising of unit trusts

*** Maximum percentage decline over any period

The Optimal Fund will:

- seek absolute (i.e. positive) returns regardless of stockmarket trends;
- have relatively low distributions;
- manage the risk of loss by using equity derivatives;
- have little or no correlation to the stock and bond market;
- seek to provide lower volatility than the typical equity fund.

Allan Gray Unit Trust Management Limited

J C de Lange, M Herdman, E D Loxton, W J C Mitchell (Chairman), M L Ronald * (NonExecutive)

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