## **ALLAN GRAY OPTIMAL FUND**

#### Fact sheet at 30 June 2006

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 stockpicking skills and to enjoy a positive rate of return which is higher than that of cash. This is a low risk fund.

#### **Fund Details**

## Commentary

 Price:
 1 304.41 cents

 Size:
 R 859 310 282

 Minimum lump sum:
 R 25 000

 Minimum monthly:
 R 2 500

 Subsequent lump sums:
 R 2 500

 No. of share holdings:
 38

Income Distribution: Bi-annually 01/07/05-30/06/06 dividend (cpu): 21.01

Interest 4.66, Dividend 16.35

**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.

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 it is rather dependent on the level of short-term interest rates and the ability of the Fund's equity portfolio to outperform the underlying benchmark equity index. Since inception the Fund has returned 42.8% comfortably outperforming the benchmark by 11.5%. For the past 12 months, the Fund returned 8.1% compared to the benchmark return of 5.4%. While the overall stockmarket is off its all-time high recorded in early May 2006, it is still trading at a high absolute level. In this environment of considerably increased volatility and an increasing risk of capital loss from equity markets, we believe that the Optimal Fund's potential to deliver long-term absolute returns, uncorrelated with overall equity markets, is a particularly attractive one.

## Top 10 Share Holdings at 30 June 2006\*

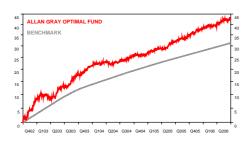
# Asset Allocation

| JSE Code   | Company   | % of portfolio |  |  |
|--|-----------|----------------|--|--|
| AGL  | Anglo     | 12.84          |  |  |
| BIL  | Billiton  | 9.63           |  |  |
| SAB  | SAB       | 6.15           |  |  |
| SOL  | Sasol     | 6.02           |  |  |
| IMP  | Impala    | 4.81           |  |  |
| MTN  | MTN Group | 4.36           |  |  |
| SBK  | Stanbank  | 4.21           |  |  |
| RCH  | Richemont | 4.01           |  |  |
| GFI  | Gfields   | 3.88           |  |  |
| REM  | Remgro    | 3.71           |  |  |
| * The ITee 40 Chans Heldingel table is an dated accordance |           |                |  |  |

| Asset Class                 | % of Fund |
|-----------------------------|-----------|
| Equities                    | 89.15     |
| Derivatives                 | -84.87    |
| Net Equity Exposure         | 4.28      |
| Derivative - Contract Value | 84.87     |
| Fixed Interest/Liquidity    | 10.85     |
| Total                       | 100.00    |
| _                           |           |

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

Long-term cumulative performance (log-scale)



| % Returns                     | Optimal Fund Benchmark* |      |  |
|-------------------------------|-------------------------|------|--|
| Since Inception (unannualise  | d) 42.8                 | 31.3 |  |
| Latest 5 years (annualised)   | -                       | -    |  |
| Latest 3 years (annualised)   | 8.2                     | 6.3  |  |
| Latest 1 year                 | 8.1                     | 5.4  |  |
|                               |                         |      |  |
| Risk Measures                 |                         |      |  |
| (Since incep. month end price | es)                     |      |  |
| Maximum drawdown**            | -2.2                    | n/a  |  |
| Annualised monthly volatility | 3.3                     | 0.7  |  |

<sup>\*</sup> The daily call rate of FirstRand Bank Limited

#### **Allan Gray Unit Trust Management Limited**

JC de Lange, RW Dower, GW Fury, ED Loxton, WJC Mitchell (Chairman), ER Swanepoel (Non-Executive) Tel 0860 000 654, Fax 0860 000 655, info@allangray.co.za, www.allangray.co.za

Collective Investment Schemes in Securities (unit trusts) are generally medium- to long-term investments. The value of participatory interests (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 value of all assets in the portfolio including any income accrual and less any permissible deductions from the portfolio. 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 Allan Gray Unit Trust Management Limited. Commission and incompletives may be paid and if so, would be included in the overall costs. Forward pricing is used. All of the unit trusts may be capped at any time in order for them to be managed in accordance with their mandates. Member of the ACI.

<sup>\*</sup> The 'Top 10 Share Holdings' table is updated quarterly.

<sup>\*\*</sup> Maximum percentage decline over any period