

ALLAN GRAY

FUND DETAILS AT 30 NOVEMBER 2010

Sector: Domestic AA - Targeted Absolute Return
Inception date: 1 October 2002
Fund manager: Delphine Govender
Fund objective:
 The Fund aims to exceed the return of the Daily Call Rate of FirstRand Bank

Suitable for those investors who:

- Seek absolute (i.e. positive) returns regardless of stock market trends
- Are risk-averse and require a high degree of capital stability
- Are retired or nearing retirement
- Seek the diversification benefits of uncorrelated returns relative to shares or bonds
- Wish to diversify a portfolio of shares or bonds
- Wish to add a product with an alternative investment strategy to their overall portfolio

Price: R 16.39
Size: R 3 012 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: 59

Income distribution: 01/10/09 - 30/09/10 (cents per unit) Total 21.43
 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 benchmark is the return on call deposits with FirstRand Bank Limited (for amounts in excess of R5m). The fee hurdle (above which a fee greater than the minimum fee of 1% is charged) is performance equal to the benchmark. The manager's sharing rate is 20% of the outperformance of the benchmark. The fee is uncapped, however a high watermark principle applies which means that should the Fund underperform it would first be required to recover the underperformance before any further performance fees are payable.

COMMENTARY

The Fund invests in a portfolio of equities and substantially reduces stock market risk and exposure by selling equity derivatives against the equity portfolio. As a result, the Fund's return should not be correlated with equity markets, but it is dependent rather on the level of short-term interest rates and the ability of the Fund's equity portfolio to outperform the underlying benchmark equity index. In essence, the Fund's return comprises of two components: (1) the cash return implicit in the pricing of the sold futures contracts ± (2) the out/underperformance of the equity portfolio versus the index (i.e. the alpha).

The ALSI consolidated its positive returns of September and October, ending 0.5% lower for the month of November. The performance of our local equity markets remains very tied to the performance of global markets and in particular global emerging markets, which also ended lower in November. A particular feature this year has been the noticeable presence of foreign investors in the South African stock market. In several instances it has become evident that foreign investors are valuing South African shares within a global context and have consequently been prepared to pay considerably higher multiples than would typically/historically be attributed to several of these companies through business cycles. As such the price performance of our market as a whole has in our opinion outpaced the underlying fundamentals. The signals emanating from South African companies in terms of overall earnings visibility remains mixed as a result of an equivocal economic recovery. Even though ALSI earnings as a whole are now close to trend line levels and are expected to rise in the near term, we remain less optimistic on the continued and sustainable growth of overall company profits from already above-normal levels. Accordingly, we believe consensus expectations for earnings growth that is being discounted into current equity prices is too optimistic on the whole. We are cautious on the current level of equity markets as prices now contain hardly any buffer for any disappointment in actual earnings delivery.

In the short term the Fund has slightly underperformed the corresponding benchmark due to the low net equity exposure and the more defensive share selection which has underperformed the ALSI 40 (being the index against which the Fund is hedged). With an explicit mandate to minimise volatility, preserve capital (i.e. limit loss) and deliver uncorrelated returns versus equity markets, we feel the Optimal Fund is appropriately positioned to meet its objectives over the long term.

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ALLAN GRAY OPTIMAL FUND

TOP 10 SHARE HOLDINGS¹

Company	% of portfolio
BHP Billiton	11.6
SABMiller	10.3
Anglo American	8.8
Sasol	7.2
AngloGold Ashanti	5.6
MTN	4.9
Compagnie Fin Richemont SA	3.6
Standard Bank	3.2
Sanlam	2.8
Impala Platinum	2.7

¹ The Top 10 share holdings at 30 September 2010. Updated quarterly.

TOTAL EXPENSE RATIO FOR THE YEAR ENDED 30 SEPTEMBER 2010²

Total expense ratio	Included in TER			
	Trading costs	Performance component	Fee at benchmark	Other expenses
1.28%	0.13%	0.00%	1.14%	0.01%

² 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.

ASSET ALLOCATION AS AT 30 NOVEMBER 2010

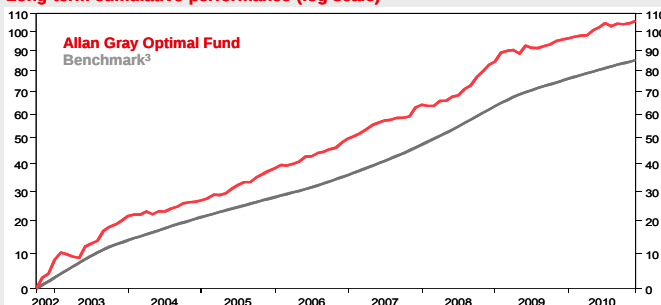
Asset class	% of portfolio
Net SA Equities	3.4
Foreign Inward Listing on the JSE	0.4
Hedged SA Equities	80.8
Property	0.3
Money Market and Bank Deposits	15.1
Total	100.0

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

PERFORMANCE

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

Long-term cumulative performance (log scale)



% Returns	Fund	Benchmark ³
Since inception (unannualised)	105.6	85.0
Latest 5 years (annualised)	8.4	7.8
Latest 3 years (annualised)	8.1	8.2
Latest 1 year	5.2	5.7
Risk measures (Since inception month end prices)		
Maximum drawdown ⁴	-2.2	n/a
Percentage positive months	84.7	100.0
Annualised monthly volatility	2.9	0.7

³ The return on call deposits with FirstRand Bank Limited (for amounts in excess of R5m).

Source: FirstRand Bank, performance as calculated by Allan Gray as at 30 November 2010.

⁴ Maximum percentage decline over any period.

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 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. Declarations 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.