

# Allan Gray Optimal Fund

ALLAN GRAY

**Fund manager:** Ruan Stander  
**Inception date:** 1 October 2002  
**Class:** A

## Fund description

The Fund invests mainly in selected shares and it uses exchange-traded derivative contracts on stock market indices to substantially reduce its net equity exposure to within a range of 0-20%. As a result, the Fund's return depends on the level of short-term interest rates (implicit in the pricing of the sold futures contracts) and the performance of the Fund's selected shares relative to the stock market index. The Fund's return is therefore unlikely to be correlated with equity market returns. In addition, a portion of the Fund is typically invested in cash and margin deposits.

**ASISA unit trust category:** South African - Multi Asset - Low Equity

## Fund objective and benchmark

The Fund aims to provide investors with long-term positive returns higher than those available in the money market sector, irrespective of stock market returns. The Fund's benchmark is the return on call deposits (for amounts in excess of R5m) with FirstRand Bank Limited.

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

The Fund invests in selected shares and seeks to substantially reduce stock market risk by selling exchange-traded equity index derivatives. The selected share portfolio is derived from our thorough research process, but the selection of equities in this Fund may differ from that in the other Allan Gray funds by more closely resembling the composition of the indices on which the derivatives contracts are based. The deviation of the Fund's selected share portfolio from the benchmark indices is restricted and closely monitored. This limits, but does not eliminate, the risk of loss should the selected equities underperform.

## Suitable for those investors who

- Seek steady absolute (i.e. positive) returns regardless of stock market trends
- Require a high degree of capital stability
- Wish to invest in a product that offers uncorrelated returns relative to shares or bonds as a 'building block' in a diversified multi-asset class portfolio

## 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

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.

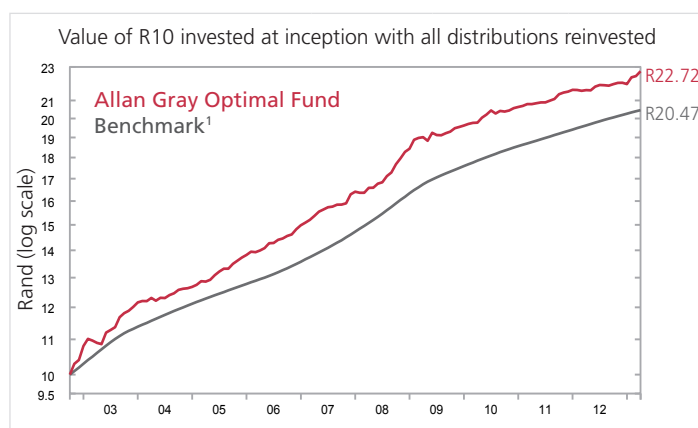
## Fund information on 31 March 2013

**Fund size:** R998m  
**Fund price:** R17.21  
**Number of share holdings:** 41

## Income distributions for the last 12 months

|                                                                                                                                                       |                    |                    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|--------------------|
| To the extent that income earned in the form of dividends and interest exceeds expenses in the Fund, the Fund will distribute any surplus biannually. | <b>30 Jun 2012</b> | <b>31 Dec 2012</b> |
| Cents per unit                                                                                                                                        | 22.7463            | 17.1315            |

## Performance net of all fees and expenses



| % Returns                                  | Fund  | Benchmark <sup>1</sup> | CPI inflation <sup>2</sup> |
|--------------------------------------------|-------|------------------------|----------------------------|
| <i>Unannualised:</i>                       |       |                        |                            |
| Since inception                            | 127.2 | 104.7                  | 72.9                       |
| <i>Annualised:</i>                         |       |                        |                            |
| Since inception                            | 8.1   | 7.1                    | 5.4                        |
| Latest 10 years                            | 7.6   | 6.8                    | 5.3                        |
| Latest 5 years                             | 6.5   | 6.3                    | 6.0                        |
| Latest 3 years                             | 4.7   | 4.7                    | 5.2                        |
| Latest 2 years                             | 4.5   | 4.4                    | 6.0                        |
| Latest 1 year                              | 5.2   | 4.2                    | 5.9                        |
| Year-to-date (unannualised)                | 3.5   | 1.0                    | 1.3                        |
| <b>Risk measures (since inception)</b>     |       |                        |                            |
| Maximum drawdown <sup>3</sup>              | -2.2  | n/a                    | n/a                        |
| Percentage positive months <sup>4</sup>    | 82.5  | 100.0                  | n/a                        |
| Annualised monthly volatility <sup>5</sup> | 2.7   | 0.7                    | n/a                        |

1. 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 31 March 2013.
2. This is based on the latest numbers published by I-Net Bridge as at 28 February 2013.
3. Maximum percentage decline over any period. The maximum drawdown occurred from 25 February 2003 to 27 March 2003. Drawdown is calculated on the total return of the Fund (i.e. including income).
4. The percentage of calendar months in which the Fund produced a positive monthly return since inception.
5. The standard deviation of the Fund's monthly return. This is a measure of how much an investment's return varies from its average over time.

## Total expense ratio (TER)

The TER for the year ending 31 December 2012 is 1.27% and included in this is a performance fee of 0.0% and trading costs of 0.11%. The annual management fee rate for the three months ending 31 March 2013 was 1.14% (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 March 2013

The previous commentary pointed out that the Optimal Fund had a disappointing year in 2012. This commentary does have some good news, with outperformance from our stock picking helping the Fund to return 3.5% for the quarter.

This outperformance came from a reversion of the previous year's contributors to underperformance, with British American Tobacco (BAT) and Sasol outperforming the benchmark by 17% and 10% respectively, and the retail indices underperforming by 12%.

The Fund prefers to keep its underweight retail positions, with significant downside risk in price-earnings ratios (PEs) that are in the high 20s and earnings from a weakening environment (a weaker exchange rate and consumer over-indebtedness coming home to roost).

BAT has re-rated and is now trading on a similar multiple to the rest of the JSE. The share is still attractive: 1) The quality of BAT's earnings is higher since they can convert 90% into free cash-flow versus 50% for the average company and 2) There is less downside risk to BAT's earnings as they do not depend on the commodity/interest rate cycle. Please refer to the Stable Fund commentary for a more detailed description of our investment case for BAT.

Sasol remains one of the most attractive commodity shares trading on 9x trailing earnings and offering a 4.5% dividend yield. Even after accounting for a lower, 'normal oil price', Sasol is still attractive on 12x 'normal earnings', an attractive multiple compared to the JSE on 16x high earnings. Even if the oil price falls from the current higher levels to what we would consider a more 'normal' price, Sasol would still be trading on a reasonable multiple (12x 'normal' earnings). This is attractive compared to the JSE on 16x high earnings.

## Top 10 share holdings on 31 March 2013 (updated quarterly)

| Company                  | % of portfolio |
|--------------------------|----------------|
| SABMiller                | 11.7           |
| BHP Billiton             | 10.1           |
| Sasol                    | 7.4            |
| Anglo American           | 5.8            |
| British American Tobacco | 5.4            |
| Compagnie Fin Richemont  | 5.2            |
| Naspers                  | 4.5            |
| Standard Bank            | 3.7            |
| MTN                      | 3.5            |
| Remgro                   | 3.1            |
| <b>Total</b>             | <b>60.6</b>    |

## Asset allocation on 31 March 2013

| Asset class                    | Total        |
|--------------------------------|--------------|
| Net SA Equities                | 3.9          |
| Hedged SA Equities             | 80.9         |
| Property                       | 0.5          |
| Money Market and Bank Deposits | 14.6         |
| <b>Total</b>                   | <b>100.0</b> |

Since inception, the Fund's month-end net equity exposure has varied as follows:

|         |                      |
|---------|----------------------|
| Minimum | 0.00% (August 2007)  |
| Average | 4.5%                 |
| Maximum | 15.4% (January 2003) |

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

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### Disclaimer

The Fund may be closed to new investments at any time in order to be managed in accordance with its mandate. 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. 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 (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.

### 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.