

ALLAN GRAY STABLE FUND

Fact sheet at 31 March 2004



Sector: Domestic AA Prudential Low Equity
Inception Date: 1 July 2000
Fund Manager: Stephen Mildenhall
Qualification: B Com(Hons), CA(SA), CFA

The Fund aims to achieve superior after-tax returns to bank deposits and to provide a high level of capital stability. The Fund seeks to preserve capital over any two-year period and is ideal for risk-averse investors.

Fund Details

Price: 1397.58 cents
Size: R 1 928 895 640
Minimum lump sum: R 5 000
Minimum monthly: R 500
Subsequent lump sums: R 500

01/04/03-31/03/04 dividend (cpu): Total 96.31
Int 73.11, Div 10.12, S24J Acc 12.32, Prop Div 0.76

Annual Management Fee: The monthly charge rate is directly related to the rolling two-year return of the fund compared with that of its benchmark. The limits are 0.57-1.71% p.a. (incl. VAT). Should the Fund produce a return of 0% or worse over a 2-year rolling period, then the firm will forego all fees.

Commentary

The Fund's aim is to provide a high level of capital stability. As a result, the Fund has a low equity exposure. The Fund's share portfolio continues to have a high exposure in domestic industrial shares, which offer very attractive dividend yields. With the strength of the Rand, the current year's earnings should be under pressure, but these companies have very good long-term growth prospects. The Fund recently increased its exposure to selected banking shares, which also offer good long-term value.

Top 10 Share Holdings at 31 March 2004*

JSE Code	Company	% of portfolio
SOL	Sasol	3.15
GRY	Grayprop	2.75
TBS	Tigbrands	2.20
SBK	Stanbank	1.84
ASA	Absa	1.78
HAR	Harmony	1.51
AHH	Ahealth	1.41
PIK	Pick n Pay	1.30
RMH	RMBH	1.30
SHP	Shoprite	1.26

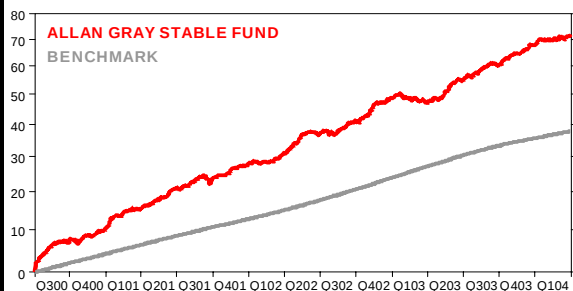
* As of 29 February 2004, the 'Top 10 Share Holdings' table will only be updated quarterly.

Asset Allocation

Asset Class	% of Fund
Shares	30.00
Property	4.79
Bonds	9.71
Money Market & Cash	55.50
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 (after-tax)	Stable Fund	Benchmark*
Since Inception (unannualised)	71.4	37.8
Latest 5 years (annualised)	-	-
Latest 3 years (annualised)	14.0	9.0
Latest 1 year	16.6	8.4
Risk Measures		
<i>(Since incep. month end prices)</i>		
Maximum drawdown**	-2.3	n/a
Annualised monthly volatility	3.8	0.4

*After tax return of call deposits plus two percentage points

** Maximum percentage decline over any period

Allan Gray Unit Trust Management Limited

JC de Lange, GW Fury, ED Loxton, WJC Mitchell (Chairman), ML Ronald*, ER Swanepoel* (*Non-Executive)

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