

ALLAN GRAY STABLE FUND

Fact sheet at 30 September 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: 1457.05 cents
Size: R 2 706 365 414
Minimum lump sum: R 5 000
Minimum monthly: R 500
Subsequent lump sums: R 500

01/10/03-30/09/04 dividend (cpu): Total 76.09
Int 52.41, Div 10.85, S24J Acc 12.08, 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 has however marginally increased its equity exposure over the last six months, as attractive opportunities have arisen. The Fund has a reasonable exposure to selected banking shares that are now offering good long-term value and attractive dividend yields. The trend towards lower dividend covers amongst South Africa's typically undergeared companies is also positive for the share component of the Fund. As indicated previously, following Reserve Bank approval, we took a portion of the assets offshore at what we believed was an attractive exchange rate.

Top 10 Share Holdings at 30 September 2004*

JSE Code	Company	% of portfolio
SOL	Sasol	3.31
GRY	Grayprop	3.24
TBS	Tigbrands	2.35
HAR	Harmony	2.33
ASA	Absa	2.20
SBK	Stanbank	2.18
AMSP	AngloPlattCC	2.03
MTN	MTN - Group	1.93
NPK	Nampak	1.35
KGM	KGMedia	1.35

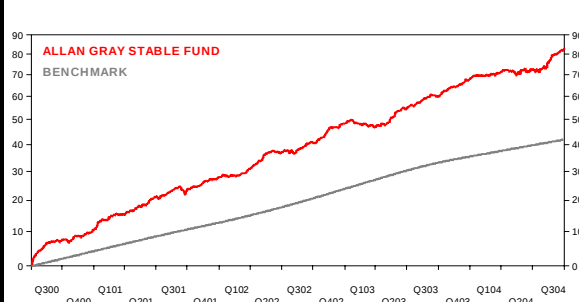
* As of 29 February 2004, the 'Top 10 Share Holdings' table will only be updated quarterly.

Asset Allocation

Asset Class	% of Fund
Shares	33.78
Property	5.28
Bonds	6.92
Foreign	9.58
Money Market & Cash	44.44
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)	83.2	42.1
Latest 5 years (annualised)	-	-
Latest 3 years (annualised)	13.9	8.7
Latest 1 year	14.4	6.6

Risk Measures

(Since incep. month end prices)

Maximum drawdown**	-2.3	n/a
Annualised monthly volatility	3.9	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)

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 incentives may be paid and if so, would be included in the overall costs. Forward pricing is used. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. 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.