

## Key Information

Total Assets*	£531.2m
Gearing**	27%
No. of Shares <sup>†</sup> (Ordinary 25p)	102,103,936
Net Asset Value <sup>†</sup>	405.2p
Net Asset Value (debt at Market Value) <sup>†</sup>	378.8p
Discount to NAV <sup>†</sup>	5.3%
Premium to NAV (debt at Market Value) <sup>†</sup>	1.3%
Share price*	383.7p
Gross yield <sup>††</sup>	4.7%
Year end	31st January

\* Source: Datastream as at 31.01.05

<sup>†</sup> Source: Allianz Global Investors as at 28.01.05

Investment trusts are quoted companies listed on the London Stock Exchange. Their share price is determined by factors including demand, or lack of, which means that the shares may trade below (at a discount to) or above (at a premium to) the underlying net asset value.

In line with industry best practice, Net Asset Values (NAVs) are now shown that take into account the 'fair value' of debt. NAVs – namely available shareholders' funds divided by the number of shares in issue, with shareholders' funds calculated as the net value of all the company's assets having deducted liabilities – are now calculated after allowing for the valuation of debt at fair value or current market price, rather than at final repayment value. Most professional advisers and institutional investors already allow for fair value of debt when assessing NAV and discount information, so this change provides private investors with information which takes into account a more realistic impact of the cost of debt and thus a more realistic discount.

\*\*Source: Datastream as at 31.01.05

Please refer to Trust Aim and Characteristics.

<sup>††</sup>Source: Close WINS as at 31.01.05

INCOME GROWTH 

## Investment Scheme Availability

ISA SS PEP 

## Fund Manager



Nigel Lanning

## The Merchants Trust PLC

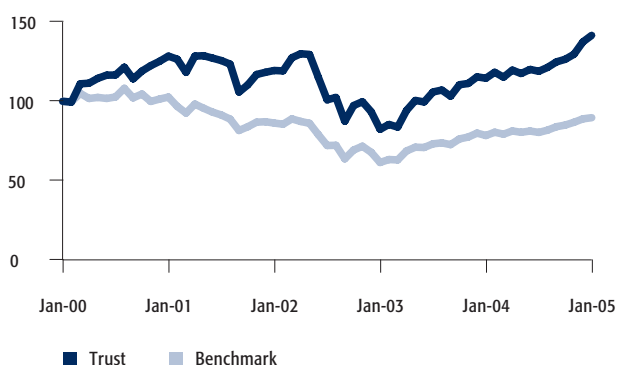
## Fund Manager's Review

After a good end to 2004, the UK equity market made a solid start to 2005, rising by about 1% in January. This is broadly in line with most major world markets with little change in evidence regarding the overall economic background. In a broad sense the revival of take-over activity has been supportive and this is expected to continue. The Trust's performance has been supported by the revival in the housebuilding sector as well as having no exposure to food retailing which had a disappointing month. In contrast the weakness in beverages was unhelpful for the Trust's holdings in Allied Domecq and Diageo. The forthcoming results season is likely to include positive news for company balance sheets and dividend payments. This is expected to give rise to a number of good investment opportunities, including some already in place such as Lloyds TSB and Shell.

There are now 56 holdings in the portfolio<sup>†</sup>.

## Fund Performance

31.01.00 to 31.01.05



Source: Russell/Mellon/Allianz Global Investors. 31st January 00 to 31st January 05, Total Return, net income reinvested, calculation indexed, UK Sterling. Please remember that past performance is not necessarily a guide to future performance. The value of an investment and the income from it can fall as well as rise as a result of market or currency fluctuations and you may not get back the amount originally invested. This investment trust charges 65% of its annual management fee to the capital account. This could lead to a higher level of income but a lower capital return.

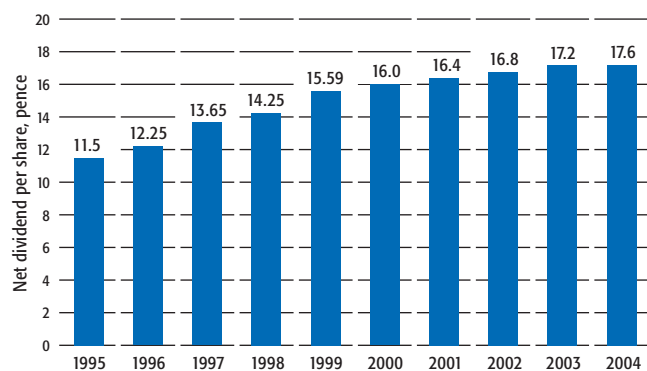
## Standardised Past Performance

From to	01/01/00 31/12/00	01/01/01 31/12/01	01/01/02 31/12/02	01/01/03 31/12/03	01/01/04 31/12/04
Share Price	5.85%	2.00%	-22.33%	18.93%	20.18%

Source: Allianz Global Investors/Standard & Poor's. Discrete years, mid to mid, basic rate tax, based in UK sterling. These performance figures are produced for the purposes of these fact sheets and are intended for existing and potential investors. This performance table differs in its presentation from Fund Performance. It complies with the Financial Services Authority's regulations to enable investors to compare different products from different providers.

## 10 year Net Dividend Record

to year ended 31st January 2004



Source: Allianz Global Investors.

## Top 10 Holdings

	%
BP	7.75
HSBC	5.92
GlaxoSmithKline	5.77
Shell Transport & Trading	5.56
Royal Bank of Scotland	4.60
Barclays	4.38
HBOS	4.19
Lloyds TSB	4.16
BT	3.18
Vodafone	2.76
<b>TOTAL</b>	<b>48.27</b>

Source: Allianz Global Investors as at 31.01.05

## Trust Aim & Characteristics

To provide an above average level of income and income growth together with long term growth of capital through a policy of investing mainly in higher yielding UK FTSE 100 companies.

\*\*Merchants seeks to enhance returns for its shareholders through gearing, in the form of bank borrowings, to buy more investments. Gearing can boost the Trust's returns when investments perform well, though losses can be magnified when investments do badly. You should be aware that this Trust may be subject to sudden and large falls in value and you could suffer substantial capital loss.

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## AITC Sector

UK Income Growth.

## Share Buyback

0.23m shares have been repurchased for cancellation to enhance shareholder value.

## History

The Merchants Trust PLC was incorporated in February 1889, making it the oldest of the investment trusts in the Allianz Global Investors stable. Initially it invested mostly in the fixed interest securities of railway companies in the USA, Canada and South America; with the remainder held in Government securities and companies such as Castlemain Brewery in New South Wales. The Trust now concentrates primarily upon major UK companies with an above average rate of dividend yield.

Launch Date: February 1889.

Wind-up Date: None.

## Price Information

Financial Times and The Daily Telegraph  
[www.allianzglobalinvestors.co.uk](http://www.allianzglobalinvestors.co.uk)

## Trust Codes

ISIN – GB0005800072

Sedol – 0580007

RIC – MRCH

## Shareholder Communications

Report and Accounts – Final posted in April, and  
 Interim posted in September.

Annual General Meeting – May.

Dividends – February, May, August and  
 November.

## Board of Directors

Hugh Stevenson (Chairman), Sir John Banham, Dick Barfield,  
 Sir Bob Reid, Joe Scott Plummer.

## Contacts

Investor Services **020 7065 1407**  
 Brochure Line **0800 317 573**  
 Web Address **[www.allianzglobalinvestors.co.uk](http://www.allianzglobalinvestors.co.uk)**

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