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# **FUND'S INFORMATION**

Management Company: GHP Investment Management Limited

8-B, 8th Floor, Executive Tower, Dolmen City, Block-4,

Clifton, Karachi.

**Board of Directors of the** 

Management Company: - Ms. Maheen Rahman

- Syed Ali Sultan

- Mr. Michael Hermann- Mr. Hanspeter Beier- Mr. Amin Dawood Saleh- Mr. Muhammad Asif Saad

- Mr. Abid Naqvi

**Head of Finance:** - Syed Hyder Raza Zaidi

Chief Operating Officer &

Company Secretary: - Noman Ahmed Soomro

Audit Committee: - Syed Ali Sultan

- Mr. Abid Naqvi

- Mr. Amin Dawood Saleh

HR Committee: - Syed Ali Sultan

- Mr. Michael Hermann - Ms. Maheen Rahman

Trustee: Central Depository Company of Pakistan Limited

CDC House, 99-B, Block 'B', SMCHS,

Main Shara-e-Faisal, Karachi

Fund Manager: Mr. Imran Altaf

Bankers to the Fund: Bank Alfalah Limited

Auditors: Ernst & Young Ford Rhodes Sidat Hyder

**Chartered Accountants** 

Progressive Plaza, Beaumont Road P.O.Box 15541, Karachi 75530

**Pakistan** 

**Legal Advisor:** Bawaney & Partners

Room No. 404, 4th Floor Beaumont Plaza, 6-cl-10 Beaumont Road, Civil Lines

Karachi.

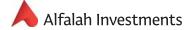
Registrar: Alfalah GHP Investment Management Limited

8-B, 8th Floor, Executive Tower, Dolmen City, Block-4,

Clifton, Karachi.

**Distributor:** Bank Alfalah Limited

Rating: 3 Star (short term) and 4 Star (long term) by PACRA



# **MISSION STATEMENT**

"To be the best money management company in Pakistan. We will hold our clients money in sacred trust that has to be actively protected and sustainably nurtured so as to achieve client objectives".

# **VISION STATEMENT**

"To be the leading wealth management firm by offering global investment advice, trust services, family estate planning etc for all Pakistani clients whether based in Pakistan or abroad".



# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY

# To our valued Unit Holders,

The Board of Directors of Alfalah GHP Investment Management Limited is pleased to present you the Annual Report of the Alfalah GHP Islamic Stock Fund (Formerly Alfalah GHP Islamic Fund) for the year ended June 30, 2015.

# FY15 Economic Review

Macroeconomic landscape improved drastically over FY15. As agreed with the IMF, Pakistan's reform program was prioritized as the government increased utility prices multiple times to combat circular debt and curtail resource subsidies. The government also successfully privatized (completely or partially) United Bank Limited, Habib Bank Limited, Allied Bank Limited and Pakistan Petroleum Limited - thereby elevating its foreign exchange reserves. Although the divestment of Oil & Gas Development Company fell through due to under-subscription, the government was able to offset this by an immensely successful conventional Eurobond issuance of USD 2.0 bn and Shariah compliant Eurobond issuance of USD 1.0 bn.

As a result of those well-timed privatization and Eurobond issuances, the federal government was able to increase foreign exchange reserves from USD 14.1bn to USD 18.2bn. The rise in reserves was also helped by a 63% drop in Arab light crude oil price (from a high of USD 112.98/bbl to low of USD 41.36/bbl), which had a trickledown effect on reserves via trade and current accounts. As a result of cheaper oil, total import bill fell by 1.5%, which in turn pushed trade deficit lower by 28%. Current account balance over 11MFY15 stood at USD 1.98bn as compared to USD 3.03bn in corresponding period last year - down by 34%. Better external accounts and rising foreign exchange reserves kept the currency in check as the PKR lost only 3% against the greenback over FY15 as opposed to historical depreciation of 5%.

Headline inflation clocked in at a decade low of 2.11% in Apr'15, and averaged 4.56% for the entire year. In addition to a high base effect, disinflation was primarily led by a fall in food and commodity prices. Curtailed inflation allowed the central bank to reduce the key policy rate by 300bps over FY15.

As a result of improvement of macroeconomic indicators, Moody's rating agency upgraded Pakistan's sovereign credit rating from Caa1 to B3 during the year. With the government focused aggressively on privatization, infrastructure spending, fiscal consolidation and its energy reform agenda, further macroeconomic improvement can be expected over FY16.

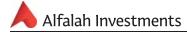
# **Equity Market:**

The benchmark index gained 16% in FY15 (13% in USD terms) compared to 42% in FY14. Although multiple sectors posted substantial price appreciation, the overall index could not keep up pace because of the sluggish performance put up by the index heavy-weight Oil & Gas and Banking sector.

Volumes of the KSE-100 index remained largely flat at 140.0mn per day over FY15. However, the value traded improved by a decent 26% to USD 90mn per day. Trading activity was more diversified this time around as substantial price appreciation was witnessed in second-tier and third-tier stocks. During the year, the KSE-All Share Index appreciated by 9%, while the KSE-100 index appreciated by 16%.

In terms of net investment at the bourse, mutual funds took the lead with net buying of USD 122.0mn, while Banks/DFIs were the biggest net sellers at USD138.0mn. Foreigners invested a net amount of mere USD 39.0mn over FY15, compared to net inflow of USD 262.0mn in FY14 and USD 553.0mn in FY13.

Sector wise analysis reveals that automobile manufacturers, cement players and electricity producers enjoyed the most success among heavy-weight sectors. The automobile sector appreciated by 94% due to margin growth and rise in sales. The cement sector observed 47% appreciation on the bourse on account of 3.5% rise in cement dispatches and prospects



of higher construction spending in the coming years. The electricity sector appreciated by 63% on account of attractive dividend yields in the midst of falling interest rate scenario. Other sectors that posted handsome returns include Chemicals (+41%), Food Producers (+14%), Pharmaceutical & Biotech (+31%), General Industrials (+34%) and Engineering (+75%). On the other hand, Oil & Gas sector lost 25% in value terms owing to fall in crude oil prices, while commercial banks lost 6% of value owing to falling net interest margins.

Despite rise in capital gain tax in budget FY16, the equity market is expected to remain upbeat on account of improving broader macroeconomic picture, successful negotiations with bilateral and multilateral partners and improving perception among foreign investors, healthy corporate earnings, higher aggregate demand and better business climate. Possible inclusion of Pakistan in MSCI Emerging Market Index and upgrade to B3 category by Moody's rating agency shall also highlight and elevate the bourse on the international platform over FY16. Most of the ingredients for a buoyant market remain in place with discount rate and inflation at a decade low and external account outlook stable. As alternate fixed income returns continue to drop, we see interest shifting towards equities.

# Money Market:

On account of record low inflation that touched a low of 2.11%, and averaged 4.56% for the year, the central bank reduced the discount rate by 300bps over four monetary policies. With inflation under control, the SBP aimed at boosting aggregate demand and demand for loanable funds. This easing cycle brought down bond yields by 430bps (3Y), 371bps (5Y) and 306bps (10Y). Yields, however, were quick to rebound marginally in Jun'15 on account of profit-taking, deposit mobilization by banks and prevalence of illiquidity.

The year was particularly generous to bond fund managers who maintained high duration PIB exposures. Yields slipped substantially on these longer-tenor instruments, generating multi-year high returns. The government increased its borrowing horizon considerably and funded the fiscal gap via longer-tenor PIBs as opposed to T-bills. Barring unforeseen circumstances, we expect the market to remain range bound over the next six months as interest rates are largely expected to stay flat over this period. The easing cycle appears to have bottomed out and it remains to be seen when exactly a reversal will kick in.

# Overall outlook

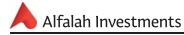
Political stability and a faster pace of economic reform will be key elements of the government's strategy to revive GDP growth over FY16. Significant issues remain unresolved and to a certain level unaddressed - in particular structural issues within the power sector, pace of tax collection and a general reluctance to widen the tax net will all filter into weaker economic growth and a miss in key budgetary targets. Positive developments on the external front need to be matched with stronger revenue generation on the internal side so that the economy may re-rate to an overall better level of growth.

# **FUND PERFORMANCE AND REVIEW**

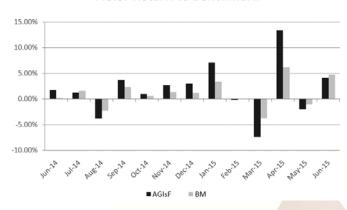
Alfalah GHP Islamic Stock Fund (formerly Alfalah GHP Islamic Fund):

# **Fund Operations and Performance**

During the year under review, the fund posted an appreciation of 23.79% (FY14: 18.42% p.a.) and completed the year with net assets amounting to PKR 580 million (FY14: PKR 332 million). The fund successfully beat the benchmark return (50% KMI 30 Index + 50% 6M deposit rates) of 14.77% by 902 basis points on the back of exposure to Automobiles, Construction & Material, Chemicals, Power and Banks. The fund also maintained selective exposure to Oil Marketing and Textiles to benefit from certain value stocks and growth stocks. The fund divested exposure to fixed income instruments towards the end of the year, before being converted into an Islamic Stock Fund. PACRA has assigned "4-Star" long term ranking and "3-Star" short term ranking to the fund.



# **AGISF Return vs Benchmark**



# **Key Financial Data**

(Rupees in Million)

| escription For the year ended June 30 ,2015 |         | For the year ended June 30 ,2014 |  |  |
|---|---------|----------------------------------|--|--|
|   |         |                                  |  |  |
| Net Assets                                  | 579.873 | 331.974                          |  |  |
| Gross income                                | 115.481 | 77.282                           |  |  |
| Total Comprehensive Income                  | 120.814 | 63.444                           |  |  |
| Net Assets Value per Unit (Rs.)             | 59.9615 | 54.3787                          |  |  |
| Issuance of units during the period         | 252.851 | 45.751                           |  |  |
| Redemption of units during the period       | 34.799  | 40.756                           |  |  |

# **Payout**

At the end of the year under review, the fund paid out cash dividend of Rs.7.3107 per unit.

# **Future Outlook**

Going forward, considering the change of scheme from asset allocation to stock, the fund plans to maintain its equity exposure in the range of 80-95%. Focus shall remain on active asset allocation with eyes on Cements, Fertilizers, Power and Automobiles. Oil & Gas sector will be monitored carefully in tandem with global crude prices to ascertain a bottom level, at which point the sector can be considered for investment in a bid to generate healthy alpha.



# Corporate Governance

The Management Company is committed to maintain the highest standards of Corporate Governance. Accordingly, the Board of Directors states that:

- a) Financial Statement represents fairly the state of affairs of funds under management of Alfalah GHP Investment Management Limited, the results of their operations, cash flow and the changes in Unit-holders funds.
- b) Proper books of accounts have been maintained.
- c) Appropriate accounting policies have been consistently applied in preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment.
- d) International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of the financial statements.
- e) The system of internal control is sound in design and has been effectively implemented and monitored.
- f) There are no significant doubts upon Funds under management of Alfalah GHP Investment Management Limited's ability to continue as a going concern.
- g) There has been no material departure from the best practices of corporate governance as detailed in the listing regulations.
- h) The summary of key financial data is given above in this Director Report.
- i) Details of meetings of the Board of Directors held and the attendance of each director for these meetings are given in note # (iv.) of supplementary non financial information of this annual report.
- j) The pattern of unit holding is given in note # (i.) of supplementary non financial information of this annual report.
- k) The number of units of the Fund held by the Chief Executive, directors, executives and their spouses as at June 30, 2015 as given in note # 18.2.
- Summary of units acquired/redeemed during the year by the Chief Executive, director, executives and their spouses during the year ended June 30, 2015 is given in note # 18.2.

# **Board of Directors**

| Name of Director      | Designation             | Meetings<br>Held | Meeting<br>Attended | Leave<br>Granted            |
|-----------------------|-------------------------|------------------|---------------------|-----------------------------|
|                       |                         | Ticia            | Attended            | Grantea                     |
| Syed Ali Sultan       | Chairman                | 6                | 5                   | 67th BOD                    |
| Mr. Amin Dawood Saleh | Director                | 6                | 4                   | 62nd & 67th BOD             |
| Mr. Michael Buchen    | Director                | 6                | 6                   | -                           |
| Mr .David Burlison    | Director                | -                | -                   | -                           |
| Mr. Hanspeter Beier   | Director                | 6                | 3                   | 64th, 65th & 67th BOD       |
| Ms. Maheen Rahman     | Chief Executive Officer | 6                | 6                   | -                           |
| Mr. Abid Naqvi        | Director                | 6                | 6                   | -                           |
| Mr. Asif Saad *       | Director                | 6                | 2                   | 64th, 65th, 66th & 67th BOD |

<sup>\*</sup> Subsequent to the year end, Mr. Asif Saad resigned from the Board of Directors of the Company with effect from July 9, 2015

# Change in Board Members during the period

| Name               | Designation | Appointed | Resigned |
|--------------------|-------------|-----------|----------|
| Mr. Michael Buchen | Director    | Appointed |          |
| Mr .David Burlison | Director    | -         | Resigned |

The Board places on record their thanks and appreciation to outgoing Directors for their valuable contributions in the progress of the Company.

# **Audit Committee Meetings**

Below are the detail of Audit Committee meetings held during the period and attendance of Audit Committee Members.

| Member                | Meetings Held | Meetings Attended |
|-----------------------|---------------|-------------------|
| Mr. Abid Naqvi        | 4             | 4                 |
| Syed Ali Sultan       | 4             | 4                 |
| Mr. Amin Dawood Saleh | 4             | 2                 |

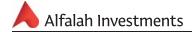
# Acknowledgement

The Directors express their gratitude to the Securities and Exchange Commission of Pakistan for its valuable support, assistance and guidance. The Board also thanks the employees of the Management Company and the Trustee for their dedication and hard work and the unit holders for their confidence in the Management.

For and on behalf of the Board

August 24, 2015 Karachi.

Maheen Rahman Chief Executive Officer



# REPORT OF THE FUND MANAGER

Type of Fund: Open-end Scheme

Category of Fund: Shariah compliant Islamic Equity Scheme (Previously Shariah Compliant Asset Allocation Scheme)

#### **Investment Objective**

The investment objective of Alfalah GHP Islamic Stock Fund (AGISF) is seeking long term capital appreciation and income from a diversified portfolio developed in consistence with the principles of Shariah.

# **Accomplishment of Objective**

The Fund has strived to achieve its objective as it provided the unit holders a competitive and attractive return as compared to peer funds via investments in Shariah Compliant avenues.

#### Review of the Market

The benchmark index gained 16% in FY15 (13% in USD terms) compared to 42% in FY14. Although multiple sectors posted substantial price appreciation, the overall index could not keep up pace because of the sluggish performance put up by the index heavy-weight Oil & Gas and Banking sector.

Volumes of the KSE-100 index remained largely flat at 140mn per day over FY15. However, the value traded improved by a decent 26% to USD 90mn per day. Trading activity was more diversified this time around as substantial price appreciation was witnessed in second-tier and third-tier stocks. During the year, the KSE-All Share Index appreciated by 9%, while the KSE-100 index appreciated by 16%.

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Sector wise analysis reveals that automobile manufacturers, cement players and electricity producers enjoyed the most success among heavy-weight sectors. The automobile sector appreciated by 94% due to margin growth and 29% rise in sales. The cement sector observed 47% appreciation on the bourse on account of 3.5% rise in cement dispatches and prospects of higher construction spending in the coming years. The electricity sector appreciated by 63% on account of attractive dividend yields in the midst of falling interest rate scenario. Other sectors that posted handsome returns include Chemicals (+41%), Food Producers (+14%), Pharmaceutical & Biotech (+31%), General Industrials (+34%) and Engineering (+75%). On the other hand, Oil & Gas sector lost 25% value owing to fall in crude oil prices, while commercial banks lost 6% value at the exchange owing to falling net interest margins.

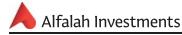
Despite rise in capital gain tax in budget FY16, the equity market is expected to remain upbeat on account of improving broader macroeconomic picture, successful negotiations with bilateral and multilateral partners and improving perception among foreign investors, healthy corporate earnings, higher aggregate demand and better business climate. Possible Inclusion of Pakistan in MSCI Emerging Market Index and upgrade to B3 category by Moody's rating agency shall also highlight and elevate the bourse on the international platform over FY16. Most of the ingredients for a buoyant market remain in place with discount rate and inflation at a decade low and external account outlook stable. As alternate fixed income returns continue to drop, we see interest shifting towards equities.

# **Fund Performance**

During the year under review, the fund posted an appreciation of 23.79% (FY14: 18.42% p.a.) and completed the year with net assets amounting to PKR 580 million (FY14: PKR 332 million). The fund successfully beat the benchmark return of 14.77% by 902 basis points on the back of exposure to Automobiles, Construction & Material, Chemicals, Power and Banks. The fund also maintained selective exposure to Oil Marketing and Textiles to benefit from certain value stocks and growth stocks. The fund divested exposure to fixed income instruments towards the end of the year, before being converted into an Islamic Stock Fund. PACRA has assigned "3-Star" long term ranking and short term ranking to the fund.

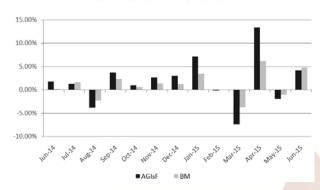
# Benchmark

The Fund's benchmark is KMI 30 (Previously 50% KMI-30 index and 50% Avg. 6 month Islamic Deposit Rate)

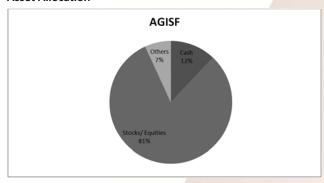


# Performance comparison with Benchmark

# **AGISF Return vs Benchmark**



# **Asset Allocation**



# Future Outlook

Going forward, considering the change of scheme from asset allocation to stock, the fund plans to maintain its equity exposure in the range of 80-95%. Focus shall remain on active asset allocation with eyes on Cements, Fertilizers, Power and Automobiles. Oil & Gas sector will be monitored carefully in tandem with global crude prices to ascertain a bottom level, at which point the sector can be considered for investment in a bid to generate healthy alpha.

# Key Financial Data (Rupees in Million)

| Description                           | For the year ended June 30 ,2015 | For the year ended June 30 ,2014 |
|---------------------------------------|----------------------------------|----------------------------------|
|                                       |                                  |                                  |
| Net Assets                            | 579.873                          | 331.974                          |
| Gross income                          | 115.481                          | 77.282                           |
| Total Comprehensive Income            | 120.814                          | 63.444                           |
| Net Assets Value per Unit (Rs.)       | 59.9615                          | 54.3787                          |
| Issuance of units during the period   | 252.851                          | 45.751                           |
| Redemption of units during the period | 34.799                           | 40.756                           |

# Payout

At the end of the year under review, the fund paid out cash dividend of Rs.7.3107 per unit

|        | Fund Manag | er |
|--------|------------|----|
| Annual | Report 20  | 15 |



# CENTRAL DEPOSITORY COMPANY OF PAKISTAN LIMITED

#### **Head Office**

CDC House, 99-B, Block 'B' S.M.C.H.S. Main Shahra-e-Faisal Karachi - 74400. Pakistan. Tel: (92-21) 111-111-500 Fax: (92-21) 34326020 - 23 URL: www.cdcpakistan.com Email: info@cdcpak.com







# TRUSTEE REPORT TO THE UNIT HOLDERS

# ALFALAH GHP ISLAMIC STOCK FUND (FORMERLY ALFALAH GHP ISLAMIC FUND)

Report of the Trustee pursuant to Regulation 41(h) and clause 9 of Schedule V of the Non-Banking Finance Companies and Notified Entities Regulations, 2008

We Central Depository Company of Pakistan Limited, being the Trustee of Alfalah GHP Islamic Stock Fund (the Fund) are of the opinion that Alfalah GHP Investment Management Limited being the Management Company of the Fund has in all material respects managed the Fund during the year ended June 30, 2015 in accordance with the provisions of the following:

- Limitations imposed on the investment powers of the Management Company under the constitutive documents of the Fund;
- (ii) The pricing, issuance and redemption of units are carried out in accordance with the requirements of the constitutive documents of the Fund; and
- (iii) The Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003, the Non-Banking Finance Companies and Notified Entities Regulations, 2008 and the constitutive documents of the Fund.

Muhammad Hanif Jakhura

Chief Executive Officer

Central Depository Company of Pakistan Limited

Karachi: October 12, 2015











# REPORT OF THE SHARIAH ADVISOR ALFALAH GHP ISLAMIC STOCK FUND

We, the Shariah Advisers of the Alfalah GHP Islamic Stock Fund ('AGISF') (formerly Alfalah GHP Islamic Fund) managed by Alfalah GHP Investment Management Limited, are issuing this report in accordance with the Trust deed and Offering Document of the said Fund. The scope of the report is to express an opinion on the Shariah Compliance of the Fund's activities. The SECP has approved Second Supplemental Trust Deed, under the NBFC Regulations, restate the previous Trust Deed to effectuate renaming of the Fund to Alfalah GHP Islamic Stock Fund (formerly Alfalah GHP Islamic Fund) and change of Category from Shariah Compliant Islamic Asset Allocation Fund to Shariah Compliant Islamic Sock Fund.

It is the responsibility of the Management Company of the said Fund to establish and maintain a system of internal controls to ensure compliance with issued Shariah guidelines. As a Shariah Advisors our responsibility is to express an opinion, based on our review of the representations made by the management, to the extent where such compliance can be objectively verified.

In the capacity of Shariah Advisors, we have checked following avenues presented to us by the Management in which AGISF made investment during the period under review.

| Investment Head | Investment Avenue   |
|-----------------|---|
| Equities        | Equity Investments with following screening criteria:  Nature of Business of the Investee Company, Interest bearing debt in relation to the total assets, Illiquid assets in relation to the total assets, and Investment in Shariah Non-Compliant activities to total assets and income from non-compliant investments to gross revenues |
| Sukuk           | Government of Pakistan Ijarah Sukuk, Sukuk Certificates of WAPDA, Engro Fertilizer and K-Electric with following screening criteria:  • Mode of Investment in accordance with shariah guidelines and perspective.   |

We hereby certify that all the above mentioned investments and all the provisions of the scheme made by the Fund are in compliance with the Shariah principles.

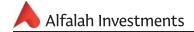
The Fund have earned a part of their income from non-compliant sources (e.g. interest income) through Investment, in such cases, the management company has been directed to set aside as charity such proportion of the income from Investee companies in order to purify the earnings of the Fund. Outstanding balance of charity account amounts to Rupees 406,573/-.

May Allah bless us with Tawfeeq to accomplish these cherished tasks, make us successful in this world and in the Hereafter, and forgive our mistakes.

For and on behalf of Shariah Advisory Board

Mufti Javed Ahmad

Resident Shariah Board Member BankIslami Pakistan Limited





Ernst & Young Ford Rhodes Sidat Hyde Chartered Accountants Progressive Plaza, Beaumont Road P.O. Box 15541, Karachi 75530 Pakistan Tel: +9221 3565 0007-1 Fax: +9221 3568 1965 eyfrsh.khi@pk.ey.com

# Independent assurance report to the unit holders of the Fund in respect of the Fund's compliance with the Shariah rules and principles

We have performed an independent assurance engagement of Alfalah GHP Islamic Stock Fund (the Fund) to ensure that the Fund has complied with the Shariah rules and principles prescribed by the Shariah Advisor of the Fund during the year ended 30 June 2015.

# 2. Management's responsibility for Shariah compliance

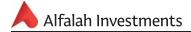
It is the responsibility of the management of the Fund to ensure that the financial arrangements, contracts, products and transactions entered into by the Fund are, in substance and in their legal form, in compliance with the requirements of Shariah rules and principles as determined by the Shariah Advisor. The management is also responsible for design, implementation and maintenance of appropriate internal control procedures with respect to such compliance and maintenance of relevant accounting records.

# Our responsibility

- 3.1. Our responsibility is to express an opinion, based on the procedures performed on the Fund's financial arrangements, contracts and transactions having Shariah implications, on a test basis whether such financial arrangements, contracts and transactions, having Shariah implications, are in line with the Shariah rules and principles as prescribed by Shariah Advisor of the Fund.
- 3.2. The "Assurance Procedures" selected by us for the engagement were dependent on our judgment, including the assessment of the risks of material non-compliance with the Shariah rules and principles. In making those risk assessments, we considered internal controls relevant to the Fund's compliance with the Shariah rules and principles in order to design procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Fund's internal controls.
- **3.3.** We believe that the evidence we have obtained through performing our procedures on a sample basis were sufficient and appropriate to provide a basis for our opinion.

# 4. Framework

4.1. We have planned and performed our evidence gathering procedures to obtain a basis for our conclusion in accordance with International Standard for Assurance Engagements 3000 (ISAE 3000) "Assurance Engagements other than Audits or Reviews of Historical Financial information". This Standard requires that we comply with ethical





-: 2 :-

requirements and plan and perform the engagement to obtain reasonable assurance regarding the subject-matter i.e. the Fund's compliance with the Shariah rules and principles as determined by the Shariah Advisor.

# 5. Our opinion

In our opinion, the Fund was, in all material respects, in compliance with the Shariah rules and principles as determined by Shariah Advisor of the Fund during the year ended 30 June 2015.

Chartered Accountants

Karachi

Date: August 24, 2015



# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED JUNE 30, 2015

This statement is being presented to comply with the Code of Corporate Governance (the "Code") contained in Regulation No.5.19.23 of the Rule Book of the Karachi Stock Exchange for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of Corporate Governance.

The Management Company has applied the principles contained in the CCG in the following manner:

1. The Management Company encourages representation of independent, executive and non-executive directors. At June 30, 2015 the Board includes:

| Category                | Names   |
|-------------------------|---|
| Executive Director      | Ms. Maheen Rahman (deemed director u/s 200 of |
|                         | Companies Ordinance, 1984)                    |
| Independent Directors   | Mr. Abid Naqvi                                |
|                         | Mr. Asif Saad                                 |
| Non-Executive Directors | Mr. Syed Ali Sultan                           |
|                         | Mr. Michael Buchen                            |
|                         | Mr. Hanspeter Beier                           |
|                         | Mr. Amin Dawood Saleh                         |

The Independent Director meets the criteria of independence under clause 5.19.1. (b) of the CCG.

- 2. The Directors have confirmed that none of them is serving as a director on more than seven listed companies, including the Management Company (excluding the listed subsidiaries of listed holding companies).
- 3. All the resident Directors of the Management Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. During the year, one casual vacancy occurred on the Boardwhich was filled within a period of 90 days.
- 5. The Management Company has prepared a 'Code of Conduct' and has ensured that appropriate steps have been taken to disseminate it throughout the Management Companyalong with its supporting policies and procedures.
- The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Management Company. A complete record of particulars of significant policies along with the dates on which these were approvedor amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the Chief Executive Officer (CEO), Company Secretary, other executive and non-executive directors have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before such meetings. The minutes of the meetings were appropriately recorded and circulated.
- Three directors have obtained certification under the 'Directors' training program' conducted by Institute of Corporate Governance. During the year two directors enrolled for Directors' training program and the certification was completed subsequent to the year end.

- 10. During the year, a new Company Secretary of the Management Company was appointed by the Board. The remuneration and terms and conditions of employment of the Company Secretary and any change thereto have been approved by the Board. No new appointment of the CFO and Head of Internal Audit was made during the year.
- 11. The Directors' Report of the Fund for the year ended June 30, 2015 has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12. The financial statements of the Fund were duly endorsed by the CEO, COO and Head of Finance of the Management Company before approval of the Board.
- 13. The directors, CEO and executives do not hold any interest in the units of the Fund other than those disclosed in the Directors' Report, pattern of unit holding and notes to the financial statements.
- 14. The Management Company and Funds under its Management have complied with all the applicable corporate and financial reporting requirements of the Code.
- 15. The Board has formed an Audit Committee. It comprises of three members, all of whom are non-executive directors of the Management Company, including the Chairman of the Committee who is an independent director.
- 16. The meetings of the Audit Committee were held once in every quarter and prior to the approval of interim and final results of the Fund as required by the Code. The terms of reference of the Audit Committee have been approved in the meeting of the Board and the Committee has been advised to ensure compliance with those terms of reference.
- 17. The Board has formed Human Resource and Remuneration Committee. It comprises three members, of whom two are non-executive directors and the chairman of the Committee is a non-executive director.
- 18. The board has outsourced the internal audit function to M. YousufAdilSaleem& Co., Chartered Accountants (a member firm of Deloitte Touché Tohmatsu International), who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Management Company.
- 19. The statutory auditors of the Fund have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP), that they or any of the partner of the firm, their spouse and minor children do not hold units of the Fund and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by ICAP.
- 20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the net assets value of the Fund, was determined and intimated to directors, employees and stock exchanges.
- 22. Material/price sensitive information has been disseminated among all market participants at once through the Exchanges.
- 23. We confirm that all other material principles contained in the Code have been complied with, except the requirement to put in place a mechanism for undertaking annual evaluation of the performance of the Board.

For and on behalf of the Board

Maheen Rahman Chief Executive Officer





Ernst & Young Ford Rhodes Sidat Hyder Chartered Accountants Progressive Plaza, Beaumont Road P.O. Box 15541, Karachi 75530 Tel: +9221 3565 0007-1 Fax: +9221 3568 1965 eyfrsh.khi@pk.ey.com ey.com/pk

# REVIEW REPORT TO THE UNIT HOLDERS ON THE STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES OF THE CODE OF CORPORATE GOVERNANCE

We have reviewed the enclosed Statement of Compliance with the best practices (the Statement) contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors (the Board) of Alfalah GHP Investment Management Limited (the Management Company) of Alfalah GHP Islamic Stock Fund (formerly Alfalah GHP Islamic Fund) (the Fund) for the year ended 30 June 2015 to comply with the requirements of Regulation No. 5.19.23 of Rule Book of Karachi Stock Exchange Limited where the Fund is listed.

The responsibility for compliance with the Code is that of the Board of the Management Company of the Fund. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement reflects the status of the Management Company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Management Company to comply with the Code.

As part of our audit of financial statements, we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board's statement on internal control covers all risks and controls, or to form an opinion on the effectiveness of such internal controls, the Management Company's corporate governance procedures and risks.

The Code requires the Management Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board for their review and approval the Fund's related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement does not appropriately reflect the Management Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Fund for the year ended 30 June 2015

Further, we highlight below instances of non-compliance with the requirements of the Code as reflected in the paragraph references where these are stated in the Statement:

| Paragraph Reference | Description |
|---------------------|-------------|
|---------------------|-------------|

Two directors enrolled in a directors' training program during the year and the certification was completed subsequent to the year

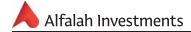
> The Board has yet to finalise and implement a mechanism for annual evaluation of the Board's performance.

Enot a Young to Put Sioh Heye

Karachi

Date: 24 August 2015

A member firm of Ernst & Young Global Limited



# INDEPENDENT AUDITORS' REPORT TO THE UNIT HOLDERS

# **REPORT ON THE FINANCIAL STATEMENTS**

We have audited the accompanying financial statements of **Alfalah GHP Islamic Stock** (Formerly Alfalah GHP Islamic Fund) (the Fund), which comprise the statement of assets and liabilities as at **30 June 2015** and the related statements of income, comprehensive income, distribution, cash flows and movement in unit holders' fund for the year then ended, and a summary of significant accounting policies and other explanatory notes.

# Management's responsibility for the financial statements

The Management Company of the Fund is responsible for the preparation and fair presentation of these financial statements in accordance with the requirements of approved accounting standards as applicable in Pakistan, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

# Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards as applicable in Pakistan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# Opinion

In our opinion, the financial statements give a true and fair view of the state of the Fund's affairs as at **30 June 2015** and of its financial performance, cash flows and transactions for the year then ended in accordance with approved accounting standards as applicable in Pakistan.

# REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

In our opinion, the financial statements have been prepared in accordance with the relevant provisions of Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 and Non-Banking Finance Companies and Notified Entities Regulations, 2008.

Chartered Accountants
Audit Engagement Partner: Shabbir Yunus

August 24, 2015 Karachi



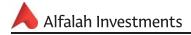
# STATEMENT OF ASSETS AND LIABILITIES AS AT JUNE 30, 2015

|   | Note | June 30,<br>2015<br>(Rupe | June 30,<br>2014<br>ees) |
|---|------|---------------------------|--------------------------|
| Assets  |      |                           |                          |
| Bank balances                                   | 4    | 77,305,388                | 77,746,619               |
| Investments                                     | 5    | 520,271,528               | 300,815,593              |
| Security deposits                               | 6    | 2,600,000                 | 2,600,000                |
| Dividend and other receivable                   | 7    | 10,059,279                | 3,727,602                |
| Receivable against sale of investments          |      | 31,433,535                | 43,227,731               |
| Total assets                                    |      | 641,669,730               | 428,117,545              |
| Liabilities                                     |      |                           |                          |
| Payable to the Management Company               | 8    | 4,576,163                 | 2,269,614                |
| Payable to the Trustee                          | 9    | 93,526                    | 131,010                  |
| Annual fee payable to the Securities and        |      |                           |                          |
| Exchange Commission of Pakistan (SECP)          | 10   | 412,550                   | 357,647                  |
| Provision for Workers' Welfare Fund (WWF)       | 11   | 10,801,934                | 8,336,338                |
| Accrued and other liabilities                   | 12   | 5,044,414                 | 1,242,403                |
| Distribution payable                            |      | 40,867,871                | 83,806,778               |
| Total liabilities                               |      | 61,796,458                | 96,143,790               |
|   |      |                           |                          |
| Net assets attributable to unit holders         |      | 579,873,272               | 331,973,755              |
| Unit holders' funds (as per statement attached) |      | 579,873,272               | 331,973,755              |
| (   |      |                           |                          |
| Contingencies and Commitments                   | 13   |                           |                          |
|   |      | (Number o                 | of units)                |
|   |      |                           |                          |
| Number of units in issue                        |      | 9,670,766                 | 6,104,848                |
|   |      |                           |                          |
|   |      | (Rupees)                  |                          |
|   |      | 4                         |                          |
| Net asset value per unit                        |      | 59.9615                   | 54.3787                  |

The annexed notes from 1 to 23 form an integral part of these financial statements.

# Alfalah GHP Investment Management Limited (Management Company)

Chief Executive Officer Director



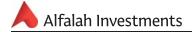
# **INCOME STATEMENT**FOR THE YEAR ENDED JUNE 30, 2015

|  |       | June 30,<br>2015 | June 30,<br>2014 |
|--|-------|------------------|------------------|
| Income   | Note  | (Rup             | ees)             |
| Profit on deposit accounts with banks  |       |                  |                  |
| 'At fair value through profit or loss' - held-for-trading                      |       | 3,927,976        | 8,928,521        |
| - Net gain on sale of investments  |       |                  |                  |
| - Net unrealised appreciation in the value of investments                      |       | 7,575,914        | 23,229,292       |
| - Dividend income from equity securities                                       | 5.4   | 79,924,680       | 29,060,278       |
| - Income from sukuk certificates   |       | 17,199,607       | 14,010,634       |
|  |       | 6,852,833        | 2,053,045        |
|  |       | 111,553,034      | 68,353,249       |
| Total income   |       |                  |                  |
|  |       | 115,481,010      | 77,281,770       |
| Expenses  Demonstration of the Management Company                              |       |                  |                  |
| Remuneration of the Management Company   |       |                  |                  |
| Sales tax on management fee  |       | 8,684,426        | 7,529,104        |
| Federal excise duty on management fee  |       | 1,511,252        | 1,204,706        |
| Remuneration of the Trustee  | 14    | 1,389,508        | 1,397,410        |
| Annual fee to SECP   |       | 871,914          | 752,837          |
| Bank and settlement charges  |       | 412,551          | 357,646          |
| Auditors' remuneration   |       | 344,554          | 289,237          |
| Brokerage expense and capital value tax  | 15    | 666,007          | 528,525          |
| Provision for Workers' Welfare Fund  |       | 1,475,732        | 1,701,625        |
| Fees and subscriptions   | 11    | 2,465,596        | 1,294,813        |
| Printing and related cost  |       | 167,612          | 130,000          |
| Charity  |       | 149,391          | 221,650          |
| Total expenses   | 12.1  | 670,313          | 371,346          |
|  |       | 18,808,856       | 15,778,899       |
| Net income from operating activities   |       |                  |                  |
|  |       | 96,672,154       | 61,502,871       |
| Element of income and capital gains included in                                |       | (Rupe            | es)              |
| prices of units sold less those in units redeemed - net                        |       |                  |                  |
|  |       | 24,142,037       | 1,941,552        |
| Net income for the year before taxation  |       |                  |                  |
| T  |       | 120,814,191      | 63,444,423       |
| Taxation   |       |                  |                  |
| Not income for the year often toyeting   | 16    | -                | -                |
| Net income for the year after taxation   |       |                  |                  |
|  |       | 120,814,191      | 63,444,423       |
|  |       |                  |                  |
| The approved notes from 1 to 22 form an integral part of those financial state | monte |                  |                  |

The annexed notes from 1 to 23 form an integral part of these financial statements.

# Alfalah GHP Investment Management Limited (Management Company)

| Chief Executive Officer | Director |
|-------------------------|----------|
|                         |          |



# STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2015

June 30, June 30, 2015 2014 ----- (Rupees) ------63,444,423

Net income for the year after taxation

120,814,191

Other comprehensive income for the year Total comprehensive income for the year

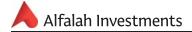
120,814,191

63,444,423

The annexed notes from 1 to 23 form an integral part of these financial statements.

**Alfalah GHP Investment Management Limited** (Management Company)

**Chief Executive Officer** Director



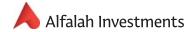
# **DISTRIBUTION STATEMENT**FOR THE YEAR ENDED JUNE 30, 2015

|  | June 30,<br>2015<br>(Rup | June 30,<br>2014<br>ees) |
|--|--------------------------|--------------------------|
| Undistributed income brought forward<br>Realised losses  | (4,060,312)              | (18,394,877)             |
| Unrealised gains   | 29,060,278               | 69,786,826               |
|  | 24,999,966               | 51,391,949               |
| Net income for the year before taxation  |                          |                          |
| Net income for the year before taxation  | 120,814,191              | 63,444,423               |
| Interim distribution for the year ended June 30, 2015: - Cash distribution of Rs.7.3107 per unit (2014: Rs.14.9910 per unit) |                          |                          |
| approved on June 26, 2015  | (66,824,768)             | (83,806,778)             |
| - Issue of Nil bonus units (2014: 112,240 units)   | -                        | (6,029,628)              |
|  | 53,989,423               | (26,391,983)             |
|  | 78,989,389               | 24,999,966               |
| Undistributed income carried forward   |                          |                          |
| Realised losses  | (935,291)                | (4,060,312)              |
| Unrealised gains   | 79,924,680               | 29,060,278               |
|  | 78,989,389               | 24,999,966               |

The annexed notes from 1 to 23 form an integral part of these financial statements.

Alfalah GHP Investment Management Limited (Management Company)

Chief Executive Officer Director



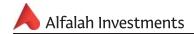
# STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUNDS FOR THE YEAR ENDED JUNE 30, 2015

|   | June 30,<br>2015        | June 30,<br>2014         |
|---|-------------------------|--------------------------|
| Net assets at the beginning of the year   | (Rup<br>331,973,755     | 349.282.794              |
| receases at the seguining of the year   | 332,373,733             | 3 13,232,73 1            |
| Issue of 4,128,078 units (2014: 697,514 units)  | 252,851,490             | 45,750,838               |
| Redemption of 562,160 units (2014: 653,341 units)   | (34,799,359)            | (40,755,969)             |
|   | 218,052,131             | 4,994,869                |
| Element of income and capital gains included in prices of units sold less those in units redeemed - net | (24,142,037)            | (1,941,552)              |
| prices of units solu less those in units redeemed - net   | (24,142,037)            | (1,541,552)              |
| Interim distribution of Nil bonus units for the year ended  |                         |                          |
| June 30, 2015 (2014: 112,240 units)   | -                       | 6,029,628                |
| Conital gain on cale of investments   | 7 575 014               | 22 220 202               |
| Capital gain on sale of investments Unrealised appreciation in the value of investments                 | 7,575,914<br>79,924,680 | 23,229,292<br>29,060,278 |
| Other net income for the year   | 33,313,597              | 11,154,853               |
| other net meonic for the year   | 33,313,337              | 11,154,055               |
| Interim distribution for the year ended June 30, 2015:  |                         |                          |
| - Cash distribution of Rs.7.3107 per unit (2014: Rs.14.9910 per unit)                                   |                         |                          |
| approved on June 26, 2015   | (66,824,768)            | (83,806,778)             |
| - Issue of Nil bonus units (2014: 112,240 units)  | -                       | (6,029,628)              |
| Net income for the year less distribution   | 53,989,423              | (26,391,983)             |
| Net assets at the end of the year   | 579,873,272             | 331,973,755              |
|   | A                       |                          |
| Net asset value per unit at the beginning of the year   | 54.3787                 | 58.7200                  |
| Net asset value per unit at the end of the year   | 59.9615                 | 54.3787                  |

The annexed notes from 1 to 23 form an integral part of these financial statements.

# **Alfalah GHP Investment Management Limited** (Management Company)

**Chief Executive Officer** Director



# **STATEMENT OF CASH FLOWS** FOR THE YEAR ENDED JUNE 30, 2015

|   | June 30,<br>2015 | June 30,<br>2014 |
|---|------------------|------------------|
| CACH FLOWIC FROM ORFRATING ACTIVITIES   | (Rup             | ees)             |
| CASH FLOWS FROM OPERATING ACTIVITIES  Net income for the year before taxation | 120,814,191      | 63,444,423       |
| Adjustments for:  | 120,814,191      | 03,444,423       |
| Net gain on sale of investments classified as 'at fair value                  |                  |                  |
| through profit or loss' - held-for-trading                                    | (7,575,914)      | (23,229,292)     |
| Net unrealised appreciation on investments classified                         | (7,373,314)      | (23,223,232)     |
| as 'at fair value through profit or loss' - held-for-trading                  | (79,924,680)     | (29,060,278)     |
| Dividend income from equity securities  | (17,199,607)     | (14,010,634)     |
| Profit on deposit accounts with banks   | (3,927,976)      | (8,928,521)      |
| Income from sukuk certificates  | (6,852,833)      | (2,053,045)      |
| Provision for Workers' Welfare Fund   | 2,465,596        | 1,294,813        |
| Element of income and capital gains included in                               |                  |                  |
| prices of units sold less those in units redeemed - net                       | (24,142,037)     | (1,941,552)      |
|   | (16,343,260)     | (14,484,086)     |
| Increase in assets  |                  |                  |
| Investments   | (131,955,340)    | 33,998,333       |
| Dividend and other receivable   | (8,350,000)      | (682,162)        |
| Receivable against sale of investments  | 11,794,196       | (43,227,731)     |
|   | (128,511,144)    | (9,911,560)      |
| Increase in liabilities   |                  |                  |
| Payable to the Management Company   | 2,306,549        | 1,254,282        |
| Payable to the Trustee  | (37,484)         | 64,167           |
| Annual fee payable to SECP  | 54,903           | 26,879           |
| Accrued and other liabilities   | 3,802,011        | 622,999          |
|   | 6,125,979        | 1,968,327        |
| Dividend and profit received  | 29,998,739       | 22,792,075       |
| Net cash flow (used in) / generated from operating activities                 | (108,729,686)    | 364,755          |
| CASH FLOWS FROM FINANCING ACTIVITIES  | (200), 20,000)   | 301,733          |
| Amount received on issue of units   | 252,851,490      | 45,750,838       |
| Payment against redemption of units   | (34,799,359)     | (40,755,969)     |
| Cash dividend paid  | (109,763,676)    | (44,552,915)     |
| Net cash flow generated from / (used in) financing activities                 | 108,288,455      | (39,558,046)     |
| Net decrease in cash and cash equivalents during the year                     | (441,231)        | (39,193,291)     |
| Cash and cash equivalents at beginning of the year                            | 77,746,619       | 116,939,910      |
| Cash and cash equivalents at end of the year                                  | 77,305,388       | 77,746,619       |
|   |                  |                  |

The annexed notes from 1 to 23 form an integral part of these financial statements.

# **Alfalah GHP Investment Management Limited** (Management Company)

| Chief Executive Officer | Director |
|-------------------------|----------|
|                         |          |



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2015

# 1. LEGAL STATUS AND NATURE OF BUSINESS

1.1 Alfalah GHP Islamic Fund is an open-end collective investment scheme (the Fund) established through a Trust Deed under the Trust Act, 1882, executed between Alfalah GHP Investment Management Limited, (the Management Company) and Central Depository Company of Pakistan Limited, (the Trustee). The Trust Deed was executed on April 11, 2007 and was approved by the Securities and Exchange Commission of Pakistan (SECP) in accordance with the NBFC (Establishment and Regulation) Rules 2003 (NBFC Rules), on March 29, 2007.

The Management Company of the Fund has been licensed by SECP to act as an Asset Management Company under NBFC Rules. The registered office of the Management Company is situated at 8th Floor, Executive Tower, Dolmen Mall, Block-5, Clifton, Karachi.

Alfalah GHP Islamic Fund is listed on the Karachi Stock Exchange. The Units of the Fund are offered to public on a continuous basis. The units are transferable and can be redeemed by surrendering them to the Fund.

The SECP has approved Second Supplemental Trust Deed, under the NBFC Regulations, restate the previous Trust Deed to effectuate renaming of the Fund to Alfalah GHP Islamic Stock Fund (formerly Alfalah GHP Islamic Fund).

The Fund is categorized as an open ended shariah compliant asset allocation scheme. The primary objective of the Fund is to seek long term capital appreciation and income from a diversified portfolio developed in accordance with the principles of Shariah. The investments of the Fund are diversified both in terms of securities within an asset class as well as across asset classes. All activities of the Fund are undertaken in accordance with the Islamic Shariah as per the guidelines given by the Shariah Advisory Board of the Fund.

The Fund has three classes of units. Class A (restricted / core) units were issued to core investors with no sales load. These units cannot be redeemed for a period of two years from the date of initial public offer and shall be charged no sales load. Class B units were offered and issued during the private placement and initial period of offer and shall be charged no sales load. Class C units were offered and issued after the initial period of offer and shall be issued with or without sales load.

The Pakistan Credit Rating Agency Limited (PACRA) has assigned 'AM2-' (Outlook: Stable) to the Management Company in its rating report dated April 15, 2015 and 3-Star (short-term) and 4-Star (long-term) to the Fund in its rating report dated August 13, 2015.

The 'Title' to the assets of the Fund are held in the name of Central Depository Company of Pakistan Limited as the Trustee of the Fund.

# 2. BASIS OF PRESENTATION

The transactions undertaken by the Fund are in accordance with the process prescribed under the Shariah guidelines issued by the Shariah Advisory Board of the Fund.

# 2.1 Statement of compliance

These financial statements have been prepared in accordance with the requirements of approved accounting standards as applicable in Pakistan, the Trust Deed, the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the NBFC Rules), the Non-Banking Finance Companies and Notified Entities Regulations,



2008 (the NBFC Regulations) and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984. Wherever the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or directives issued by SECP differ with the requirements of IFRSs, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by SECP shall prevail.

#### 2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention except for investments held at 'fair value through profit or loss' category which are measured at fair value.

# 2.3 Functional and presentation currency

These financial statements are presented in Pak Rupees which is the functional and presentation currency of the Fund.

# 2.4 Accounting estimates and judgments

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the result of which form the basis of making judgments about carrying values of assets and liabilities. The estimates and underlying assumptions are reviewed on an ongoing basis.

Judgments made by management in the application of accounting policies that have significant effect on the financial statements and estimates with a significant risk of material adjustment are explained in notes 3.2 and 3.3 respectively.

# 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

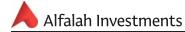
The accounting policies adopted in the preparation of these financial statements are consistent with those of the previous financial year except as described below.

# 3.1 New Standards, Interpretations and Amendments

The Fund has adopted the following accounting standard and the amendments and interpretation of IFRSs which became effective for the current year:

- IAS 19 Employee Benefits (Amendment) Defined Benefit Plans: Employee Contributions
- IAS 32 Financial Instruments: Presentation (Amendment)
  - Offsetting Financial Assets and Financial Liabilities
- IAS 36 Impairment of Assets (Amendment)
  - Recoverable Amount Disclosures for Non-Financial Assets
- IAS 39 Financial Instruments: Recognition and Measurement (Amendment)
  - Novation of Derivatives and Continuation of Hedge Accounting

IFRIC 21 – Levies



# Improvements to Accounting Standards Issued by the IASB

IFRS 2 Share-based Payment - Definitions of vesting conditions

IFRS 3 Business Combinations – Accounting for contingent consideration in a business combination

Scope exceptions for joint ventures

IFRS 8 Operating Segments – Aggregation of operating segments

– Reconciliation of the total of the reportable segments'

assets to the entity's assets

IFRS 13 Fair Value Measurement - Scope of paragraph 52 (portfolio exception)

IAS16 Property, Plant and Equipment and IAS 38 Intangible Assets – Revaluation method – proportionate restatement of accumulated depreciation / amortisation

IAS 24 Related Party Disclosures - Key management personnel

IAS 40 Investment Property - Interrelationship between IFRS 3 and IAS 40 (ancillary services)

The adoption of the above amendments, improvements to accounting standards and interpretations did not have any effect on the financial statements.

# 3.2 Financial instruments

The Fund classifies its financial instruments and derivatives in the following categories:

# a) Financial instruments at fair value through profit or loss

An instrument is classified 'at fair value through profit or loss' if it is 'held-for-trading' or is designated as such upon initial recognition. Financial instruments are designated 'at fair value through profit or loss' if the Fund manages such investments and makes purchase and sale decisions based on their fair value in accordance with the Fund's documented risk management or investment strategy. Financial assets which are acquired principally for the purpose of generating profit from short term price fluctuation or are part of the portfolio in which there is recent actual pattern of short term profit taking are classified as 'held-for-trading' or derivatives.

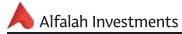
Upon initial recognition attributable transaction costs are recognised in Income Statement when incurred. Financial instruments 'at fair value through profit or loss' are measured at fair value, and changes therein are recognised in the Income Statement.

# b) Available-for-sale

Investments intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in market prices, are classified as 'available-for-sale'.

# c) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those classified by the Fund as 'fair value through profit or loss' or 'available-forsale'. This includes receivable against sale of investments and other receivables and are carried at amortized cost using the effective yield method, less impairment losses, if any.



# d) Financial liabilities

Financial liabilities, other than those at 'fair value through profit or loss', are measured at amortised cost using the effective yield method.

# Recognition

The Fund recognises financial assets and financial liabilities on the date when it becomes a party to the contractual provisions of the instrument.

A regular way purchase of financial assets is recognised using trade date accounting. From this date, any gains and losses arising from changes in fair value of the financial assets or financial liabilities are recorded.

Financial liabilities are not recognised unless one of the parties has performed its part of the contract or the contract is a derivative contract.

#### Measurement

Financial instruments are measured initially at fair value (transaction price) plus, in case of a 'financial instrument not at fair value through profit or loss', transaction costs that are directly attributable to the acquisition or issue of the financial instruments. Transaction costs on financial instruments 'at fair value through profit or loss' are expensed out immediately.

Subsequent to initial recognition, financial instruments classified as 'at fair value through profit or loss' and 'available-for- sale' are measured at fair value. Gains or losses arising, from changes in the fair value of the financial assets 'at fair value through profit or loss' are recognised in the Income Statement. Changes in the fair value of financial instruments classified as 'available-for-sale' are recognised in Unit Holders' Fund until derecognised or impaired, then the accumulated fair value adjustments recognised in Unit Holders' Fund are included in the Income Statement.

# Fair value measurement principles

# **Basis of valuation of Quoted Equity Securities**

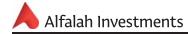
The fair value of quoted equity securities is based on their price quoted on the Karachi Stock Exchange at the balance sheet date without any deduction for estimated future selling costs.

# Basis of valuation of Sukuk Certificates

- Investment in sukuk certificates have been valued on the basis of period end rates quoted by the Mutual Funds Association of Pakistan.
- Provision against non performing debt securities is made in accordance with the provisioning criteria prescribed by the Securities Exchange Commission of Pakistan and the Fund's provisioning criteria. These are elaborated in note 3.3 to these financial Statements.

# 3.3 Impairment

Financial assets not carried at fair value through profit or loss are reviewed at each balance sheet date to determine whether there is objective evidence of impairment. If any such indication exists, the recoverable amount of such asset is estimated. An impairment loss is recognised whenever the carrying amount of asset exceeds its recoverable amount. Impairment losses are recognised in income statement.



Impairment of debt securities held by the Fund is determined on the basis of repayment passed due from its contractual maturity. Such provisions are made as per criteria specified in Circular 33 of 2012 issued by SECP. Accelerated provisions are made if circumstances warrant, as per the provisioning policy approved by the Board of the Management Company.

However, the decrease in impairment loss on debt securities classified as available-for-sale is recognised in income statement. The reversal of impairment of debt security reclassified as performing by MUFAP in terms of Circular No. 33 of 2012 issued by SECP is made to the extent of increased price difference between amount recorded in books prior to reclassification as performing and price announced by MUFAP on reclassification.

In case of investments classified as available-for-sale, a significant and prolonged decline in the fair value of security below its cost is considered an indicator that the securities are impaired. If such indication exists for available-for-sale financial assets, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on financial asset previously recognised is removed from unit holders' fund and recognised in income statement. Decrease in impairment loss on available-for-sale equity securities is recognised in unit holders' fund.

# 3.4 Derecognition

The Fund derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire or it transfers the financial asset and the transfer qualifies for derecognition in accordance with International Accounting Standard 39: Financial Instruments; Recognition and Measurement.

A financial liability is derecognised when the obligation specified in the contract is discharged, cancelled or expired.

# 3.5 Unit holders' fund

Unit holders' fund representing the units issued by the Fund, is carried at the redemption amount representing the investors' right to a residual profit in the Fund's assets.

# 3.6 Issue and redemption of units

Units issued are recorded at the offer price, determined by the Management Company for the applications received by the distributors during business hours on that date. The offer price represents the net asset value per unit as of the close of the business day plus the allowable sales load and any provision for duties and charges, if applicable. The sales load is payable to investment facilitators, distributors and the Management Company.

Units redeemed are recorded at the redemption price, applicable to units for which the distributors receive redemption applications during business hours of that day. The redemption price represents the net asset value per unit as of the close of the business day less any back-end load, any duties, taxes, and charges on redemption, if applicable.

# 3.7 Element of income / (loss) and capital gains / (losses) included in prices of units sold less those in units redeemed

An equalisation account called the 'element of income / (loss) and capital gains / (losses) included in prices of units sold less those in units repurchased' is created, in order to prevent the dilution of per unit income and distribution of income already paid out on redemption.

The Fund records the net element of accrued income / (loss) and realised capital gains / (losses) relating to units issued and redeemed during an accounting period in the Income Statement while the portion of the element of income / (loss) and capital gains / (losses) that relates to unrealised gains / (losses) held by the Fund is recorded in a separate reserve account and any amount remaining in this reserve account at the end of an accounting period (whether gain or loss) is included in the amount available for distribution to the unit holders.



# Alfalah Investments

The net "element of income / loss and capital gains / losses in prices of units issued less those in units redeemed" during an accounting period is reported to the income statement. The Element is arrived at by comparing the unit prices with opening Ex–NAV at the beginning of the year.

# 3.8 Provisions

A provision is recognised in the balance sheet when the Fund has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made.

# 3.9 Net asset value per unit

The net asset value per unit as disclosed on the Statement of Assets and Liabilities is calculated by dividing the net assets of the Fund by the number of units in issue.

# 3.10 Earnings per unit

Earnings per unit (EPU) has not been disclosed as in the opinion of the management's determination of weighted average units for calculating EPU is not practicable.

#### 3.11 Taxation

Clause 99 of Part I of the Second Schedule to the Income Tax Ordinance, 2001 provides exemption from tax to any income derived by a Mutual Fund, if not less than ninety percent of its accounting income of a year as reduced by capital gains whether realize or unrealized is distributed among the unit holders.

# 3.12 Offsetting of financial instruments

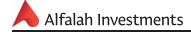
Financial assets and liabilities are offset and the net amount is reported in the Statement of Assets and Liabilities when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the assets and settle the liabilities simultaneously.

# 3.13 Revenue recognition

- Gains / (losses) arising on sale of investments are included in the Income Statement on the date at which the transaction takes place.
- Unrealised gains / (losses) arising on revaluation of securities classified as 'fair value through profit or loss' are included in the Income Statement in the period in which they arise.
- Income on sukuk certificates, bank deposits and placements is recognized on a time proportionate basis using effective yield method.
- Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed is included in the Income Statement on the date of issue and redemption of units.
- Dividend Income is recognised when the right to receive the dividend is established.

# 3.14 Expenses

All expenses including Management Fee and Trustee Fee are recognised in the Income Statement on an accrual basis.



# 3.15 Cash and cash equivalents

Cash and cash equivalent comprises deposits maintained with banks. Cash and cash equivalents are short term highly liquid investments that are readily convertible to known amounts of cash, are subject to an insignificant risk of changes in value, and are held for the purpose of meeting short-term cash commitments rather than for investments and other purposes.

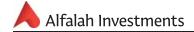
# 3.16 Dividend distribution and appropriations

Dividend distributions and appropriations are recorded in the period in which the distributions and appropriations are approved.

# 3.17 Standards, interpretations and amendments to approved accounting standards that are not yet effective

The following revised standards, interpretations and amendments with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standards, interpretations and amendments:

| Standard or Interpretation  | Effective date (annual periods beginning on or after) |
|---|---|
| IFRS 10 – Consolidated Financial Statements   | January 01, 2015                                      |
| IFRS 10 Consolidated Financial Statements, IFRS 12 Disclosure of Interests in Other Entities and IAS 27 Separate Financial Statements – Investment Entities (Amendment)                                       | January 01, 2015                                      |
| IFRS 10 Consolidated Financial Statements, IFRS 12 Disclosure of Interests in Other Entities and IAS 27 Separate Financial Statements – Investment Entities: Applying the Consolidation Exception (Amendment) | January 01, 2016                                      |
| IFRS 10 Consolidated Financial Statements and IAS 28 Investment in Associates and Joint Ventures - Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendment)          | January 01, 2016                                      |
| IFRS 11 – Joint Arrangements  | January 01, 2015                                      |
| IFRS 11 Joint Arrangements - Accounting for Acquisition of Interest in Joint Operation (Amendment)  | January 01, 2016                                      |
| IFRS 12 – Disclosure of Interests in Other Entities   | January 01, 2015                                      |
| IFRS 13 – Fair Value Measurement  | January 01, 2015                                      |
| IAS 1 – Presentation of Financial Statements - Disclosure Initiative (Amendment)  | January 01, 2016                                      |
| IAS 16 Property, Plant and Equipment and IAS 38 intangible assets - Clarification of Acceptable Method of Depreciation and Amortization (Amendment)   | January 01, 2016                                      |



# **Standard or Interpretation**

Effective date (annual periods beginning on or after)

IAS 16 Property, Plant and Equipment IAS 41 Agriculture - Agriculture: Bearer Plants (Amendment)

January 01, 2016

IAS 27 – Separate Financial Statements – Equity Method in Separate Financial Statements (Amendment)

January 01, 2016

The Fund expects that the adoption of the above amendments and interpretation of the standards will not affect the Fund's financial statements in the period of initial application.

In addition to the above standards and interpretations, amendments to various accounting standards have also been issued by the IASB. Such improvements are generally effective for accounting periods beginning on or after July 01, 2014. The Fund expects that such improvements to the standards will not have any impact on the Fund's financial statements in the period of initial application.

Further, the following new standards have been issued by IASB which are yet to be notified by the SECP for the purpose of applicability in Pakistan.

# Standard

| IFRS 9 – Financial Instruments: Classification and Measurement |        | January 01,              | 2018                 |  |  |
|--|--------|--------------------------|----------------------|--|--|
| IFRS 14 – Regulatory Deferral Accounts                         |        | January 01, 2016         |                      |  |  |
| IFRS 15 – Revenue from Contracts with Customers                |        | January 01,              | 2018                 |  |  |
|  | 20     | e 30,<br>015<br>(Rupees) | June 30,<br>2014<br> |  |  |
| BANK BALANCES  |        |                          |                      |  |  |
| Deposit accounts 4   | .1 47, | 904,326                  | 77,726,164           |  |  |

**4.1** This represents saving deposit accounts maintained with various Islamic banks or Islamic banking division of conventional banks carrying profit rate of 5% to 6.45% (June 30, 2014: 7% to 9.80%) per annum.

# 5. INVESTMENTS

Current accounts

4.

Financial assets classified as 'at fair value through profit or loss' - held-for-trading

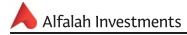
| Equity securities - quoted | 5.1 | 514,739,454 | 193,434,793 |
|----------------------------|-----|-------------|-------------|
| Quoted units               | 5.2 | 5,532,074   | -           |
| Sukuk certificates         | 5.3 |             | 107,380,800 |
|                            |     | 520,271,528 | 300,815,593 |

20,455

77,746,619

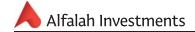
29,401,062

77,305,388



# 5.1 Quoted equity securities - 'at fair value through profit or loss' - held-for-trading

| Name of the investee company  | As at<br>July 01,<br>2014 | Purchased<br>during the<br>year | Bonus /<br>rights Issue<br>during | Sold<br>during the<br>year | As at<br>30 June<br>2015 | Cost<br>as at<br>30 June | Market<br>value as at<br>30 June |              | et value as a<br>entage of: | Investee<br>company<br>paid-up |
|---|---------------------------|---------------------------------|-----------------------------------|----------------------------|--------------------------|--------------------------|----------------------------------|--------------|-----------------------------|--------------------------------|
|   | 2014                      | year                            | the year                          | yeai                       | 2013                     | 2015                     | 2015                             | Net<br>asset | Total<br>investments        | capital                        |
|   |                           | (Nur                            | mber of share                     | es)                        |                          | (Ru <sub>l</sub>         | oees)                            |              |                             |                                |
| Shares of listed companies - fully paid ordinary shares of Rs.10 each unless stated otherwise |                           |                                 |                                   |                            |                          |                          |                                  |              |                             |                                |
| Chemicals   |                           |                                 |                                   |                            |                          |                          |                                  |              |                             |                                |
| Fauji Fertilizer Bin Qasim Limited  | 80,000                    | -                               | -                                 | 80,000                     | -                        | -                        | -                                | -            | -                           | -                              |
| Fauji Fertilizer Company Limited  | 210,500                   | 241,000                         | -                                 | 131,000                    | 320,500                  | 43,384,531               | 47,889,110                       | 8.26%        | 9.20%                       | 0.03%                          |
| Fatima Fertilizer Company Limited   | 167,500                   | 379,500                         | -                                 | 374,500                    | 172,500                  | 6,974,416                | 6,739,575                        | 1.16%        | 1.30%                       | 0.01%                          |
| I.C.I. Pakistan Limited   | -                         | 3,000                           |                                   | 3,000                      | -                        | -                        | -                                | -            | -                           | -                              |
| Engro Fertilizers Limited   | -                         | 299,500                         | /-                                | -                          | 299,500                  | 25,518,640               | 26,562,655                       | 4.58%        | 5.11%                       | 0.02%                          |
| Engro Corporation Limited   | -                         | 152,500                         | -                                 | 30,500                     | 122,000                  | 32,525,215               | 36,209,600                       | 6.23%        | 6.96%                       | 0.02%                          |
| - '   |                           |                                 |                                   |                            |                          | 108,402,802              | 117,400,940                      | 20.24%       | 22.57%                      | 0.08%                          |
| Cement  |                           |                                 |                                   |                            |                          |                          |                                  |              |                             |                                |
| D.G. Khan Cement Company Limited  | 80,000                    | 98,500                          | -                                 | 29,000                     | 149,500                  | 15,184,740               | 21,344,115                       | 3.68%        | 4.10%                       | 0.03%                          |
| Fauji Cement Company Limited  | 159,500                   | 369,500                         |                                   | 189,000                    | 340,000                  | 9,051,484                | 11,855,800                       | 2.04%        | 2.28%                       | 0.03%                          |
| Kohat Cement Limited  | 20,000                    | 102,900                         |                                   | 32,000                     | 90,900                   | 17,607,689               | 18,166,365                       | 3.13%        | 3.49%                       | 0.06%                          |
| Maple Leaf Cement Factory Limited   | 59,500                    | 589,500                         | -                                 | 231,500                    | 417,500                  | 20,538,708               | 32,798,800                       | 5.66%        | 6.30%                       | 0.08%                          |
| Lafarge Pakistan Cement Limited   | 150,000                   | 363,000                         |                                   | 513,000                    |                          |                          |                                  | -            |                             |                                |
| Cherat Cement Company Limited   | -                         | 23,500                          |                                   | 23,500                     |                          |                          |                                  | -            |                             | -                              |
| Attock Cement (Pakistan) Limited  | . /                       | 47,100                          |                                   | 47,100                     |                          |                          |                                  | -            |                             | -                              |
| Lucky Cement Limited  | 44,900                    | 92,600                          |                                   | 69,650                     | 67,850                   | 30,404,855               | 35,256,217                       | 6.07%        | 6.78%                       | 0.02%                          |
| Fecto Cement Limited  | 1.,500                    | 71,000                          |                                   | -                          | 71,000                   | 5,005,000                | 4,936,630                        | 0.85%        | 0.95%                       | 0.14%                          |
| r data dament zimiteu   |                           | , 1,000                         |                                   |                            | , _,,                    |                          | 124,357,927                      |              | 23.90%                      | 0.36%                          |
| Power generation and distribution   |                           |                                 |                                   |                            |                          | 31,132,410               | 124,557,527                      | 2214470      | 23.30/0                     | 0.3070                         |
| Hub Power Company Limited   | 275,000                   | 473,500                         | 1100                              | 200,000                    | 548,500                  | 41,739,670               | 51,323,145                       | 8.85%        | 9.86%                       | 0.05%                          |
| Kot Addu Power Company Limited  | 273,000                   | 739,000                         |                                   | 210,000                    | 529.000                  | 39,062,656               | 45,515,160                       | 7.85%        | 8.75%                       | 0.06%                          |
| Rot Adda Tower Company Emitted  |                           | 755,000                         |                                   | 210,000                    | 323,000                  | 80,802,326               | 96,838,305                       |              | 18.61%                      | 0.11%                          |
| Oil and gas marketing companies   |                           |                                 |                                   |                            |                          | 00,002,320               | 30,030,303                       | 10.7070      | 10.01/0                     | 0.11/0                         |
| Pakistan Petroleum Limited  | 98,220                    | 42,500                          |                                   | 140,720                    |                          |                          |                                  | _            | -                           | -                              |
| Pakistan State Oil Company Limited  | 41,298                    | 31,500                          | 1                                 | 41,298                     | 31,500                   | 11,760,726               | 12,152,385                       | 2.10%        | 2.34%                       | 0.01%                          |
| Oil and Gas Development Company Limited   | 99,100                    | 37,500                          |                                   | 136,600                    | -                        |                          | ,,                               |              | -                           | -                              |
| Attock Petroleum Limited  | 9,600                     | 28,000                          |                                   | 9,600                      | 28,000                   | 5,937,725                | 6,396,600                        | 1.10%        | 1.23%                       | 0.03%                          |
| Shell Pakistan Limited  | 8,000                     | -                               | . "                               | 8,000                      | -                        | -                        | -                                |              | -                           | -                              |
| Pakistan Oilfields Limited  | 29,700                    | 72,300                          | _                                 | 102,000                    |                          |                          |                                  | / .          |                             |                                |
| Hascol Petroleum Limited  | 23,700                    | 211,000                         | 15,840                            | 102,000                    | 226,840                  | 21,902,400               | 25,975,448                       | 4.48%        | 4.99%                       | 0.23%                          |
| National Refinery Limited   | _                         | 52,500                          | -                                 |                            | 52,500                   | 12,052,971               | 12,183,150                       | 2.10%        | 2.34%                       | 0.07%                          |
| National Rennery Elimited   |                           | 32,300                          |                                   |                            | 32,300                   | 51,653,822               | 56,707,583                       | 9.78%        | 10.90%                      | 0.34%                          |
| Automobile assembler  |                           |                                 |                                   |                            |                          |                          |                                  |              |                             |                                |
| Pak Suzuki Motor Company Limited  | 39,900                    | 106,900                         |                                   | 79,700                     | 67,100                   | 24,473,551               | 29,249,561                       | 5.04%        | 5.62%                       | 0.08%                          |
| Indus Motor Company Limited   | -                         | 32,200                          | -                                 | 32,200                     | -                        | -                        | -,,                              | -            |                             | -                              |
| Millat Tractors Limited   | -                         | 14,000                          | -                                 | 14,000                     | -                        | -                        | -                                |              | -                           | -                              |
| Al-Ghazi Tractors Limited (Face value of Rs.5 e   | ach) -                    | 16,500                          | _                                 | 16,500                     |                          |                          |                                  |              |                             | -                              |
| Honda Atlas Cars (Pakistan) Limited   | -                         | 84,500                          | _                                 | 84,500                     |                          |                          |                                  |              |                             | -                              |
| Ghandara Nissan Limited   | _                         | 71,500                          | _                                 | 71,500                     |                          |                          |                                  | -            |                             |                                |
|   |                           | -,                              |                                   | -,                         |                          | 24,473,551               | 29,249,561                       | 5.04%        | 5.62%                       | 0.08%                          |



| Name of the investee company  | As at<br>July 01,<br>2014 | Purchased<br>during the<br>year | Bonus /<br>rights Issue<br>during | Sold<br>during the<br>year | As at<br>30 June<br>2015 | Cost<br>as at<br>30 June | Market<br>value as at<br>30 June |        | et value as a<br>centage of:<br>Total | Investee<br>company<br>paid-up |
|---|---------------------------|---------------------------------|-----------------------------------|----------------------------|--------------------------|--------------------------|----------------------------------|--------|---------------------------------------|--------------------------------|
|   |                           |                                 | the year                          |                            |                          | 2015                     | 2015                             | asset  | investments                           | capital                        |
|   |                           | (Nur                            | mber of share                     | es)                        |                          | (Ru                      | pees)                            |        |                                       |                                |
| Shares of listed companies - fully paid ordinary shares of Rs.10 each unless stated otherwise |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |
| Technology and communication  |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |
| Pakistan Telecommunication Company Limited  | -                         | 567,500                         | -                                 | 567,500                    | -                        | -                        |                                  | -      | -                                     | -                              |
| Systems Limited   | -                         | 62,000                          | -                                 | -                          | 62,000                   | 2,858,295                | 2,856,340                        | 0.49%  | 0.55%                                 | 0.06%                          |
|   |                           |                                 |                                   |                            |                          | 2,858,295                | 2,856,340                        | 0.49%  | 0.55%                                 | 0.06%                          |
| Paper and board   |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |
| Packages Limited  | 10,600                    | -                               |                                   | -                          | 10,600                   | 5,316,642                | 6,297,248                        | 1.09%  | 1.21%                                 | 0.01%                          |
|   |                           |                                 |                                   |                            |                          | 5,316,642                | 6,297,248                        | 1.09%  | 1.21%                                 | 0.01%                          |
| Textile composite   |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |
| Nishat Mills Limited  | 78,700                    | 129,300                         | -                                 | 71,000                     | 137,000                  |                          | 15,649,510                       | 2.70%  | 3.01%                                 | 0.04%                          |
| Kohinoor Textile Mills Limited  | -                         | 202,000                         | -                                 | -                          | 202,000                  | 7,366,120                | 13,121,920                       | 2.26%  | 2.52%                                 | 0.08%                          |
| -1  |                           |                                 |                                   |                            |                          | 23,320,846               | 28,771,430                       | 4.96%  | 5.53%                                 | 0.12%                          |
| Pharmaceuticals   |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |
| Ferozsons Laboratories Limited  | -                         | 6,400                           | -                                 | 6,400                      |                          | -                        | -                                | -      | •                                     | -                              |
|   |                           |                                 |                                   |                            |                          | -                        | -                                | -      | •                                     | -                              |
| Cable and electrical goods Pak Elektron Limited   |                           | 552,000                         |                                   |                            | 552.000                  | 34,308,360               | 45,672,480                       | 7.88%  | 8.78%                                 | 0.14%                          |
| Tarig Glass Industries Limited  | -                         | 79,000                          | -                                 | 79,000                     | 332,000                  | 34,300,300               | 43,072,400                       | 7.00/0 | 0.70%                                 | 0.14/0                         |
| rang Glass industries Limited   |                           | 75,000                          | N                                 | 75,000                     | -                        | 34,308,360               | 45,672,480                       | 7.88%  | 8.78%                                 | 0.14%                          |
| Food and personal care products   |                           |                                 |                                   |                            |                          | 34,300,300               | 73,012,400                       | 7.00/0 | 0.70/0                                | J.14/0                         |
| Engro Foods Limited   | /-                        | 72,500                          | 72                                | 29,000                     | 43.500                   | 5.890.680                | 6.587.640                        | 1.14%  | 1.27%                                 | 0.01%                          |
| 21.6.0 1 0000 2   |                           | , 2,500                         |                                   | 25,000                     | .5,500                   | =                        | 0,001,040                        | 7/0    |                                       |                                |
| Total listed equity securities as at June 30, 2015  | 1.662.018                 | 6.517.200                       | 15.840                            | 3,653,268                  | 4.541.790                | 434,819,800              | 514.739.454                      |        |                                       |                                |
| ,,  |                           | , , , ,                         |                                   | , , , , , ,                | , , , , , ,              | , , , , , ,              |                                  |        |                                       |                                |
| Total listed equity securities as at June 30, 2014  | 3,627,400                 | 6,133,600                       | 44,638                            | 8,143,620                  | 1,662,018                | 163,246,701              | 193,434,793                      |        |                                       |                                |
|   |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |
|   |                           |                                 |                                   |                            |                          |                          |                                  |        |                                       |                                |

# **5.1.1** Following shares were pledged with National Clearing Company of Pakistan Limited (NCCPL) as collateral against margin:

| June 30,   | June 30, |
|------------|----------|
| 2015       | 2014     |
| (Number of | shares)  |
| -          | 35,000   |
| 30,000     | -        |
| -          | 50,000   |
| 30,000     | 85,000   |

# 5.2 Quoted units - 'at fair value through profit or loss' - held-for-trading

Oil and Gas Development Company Limited

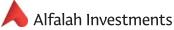
Lucky Cement Limited
Pakistan Petroleum Limited

| Name of the investee company                | As at<br>July 01,           | Purchased during the | rights Issue during the 3 |      | uring the 30 June |                 | Market value as at |              | et value as a<br>entage of: | Investee company   |
|---|-----------------------------|----------------------|---------------------------|------|-------------------|-----------------|--------------------|--------------|-----------------------------|--------------------|
|   | 2014                        | year                 | during<br>the year        | year | 2015              | 30 June<br>2015 | 30 June<br>2015    | Net<br>asset | Total investments           | paid-up<br>capital |
| Real estate investment and services         | (Number of shares) (Rupees) |                      |                           |      |                   |                 |                    |              |                             |                    |
| Dolmen City REIT (Face value of Rs.10 each) | -                           | 502,459              | -                         | -    | 502,459           | 5,527,048       | 5,532,074          | 0.95%        | 1.06%                       | 0.02%              |
|   | -                           | 502,459              | -                         | •    | 502,459           | 5,527,048       | 5,532,074          |              |                             |                    |

# 5.3 Sukuk certificates - 'at fair value through profit or loss' - held-for-trading

| Name of the investee company | Maturity        | Profit /<br>Mark-up<br>Percentage | As at<br>July 01,<br>2014 | Purchased<br>during the<br>year | Sold<br>during<br>the year | Redemption<br>during<br>the year | As at<br>30 June<br>2014 | Cost<br>as at<br>30 June<br>2014 | Market<br>value as at<br>30 June<br>2014 |   | et value as a<br>centage of:<br>Total<br>investments | issuea aept |
|------------------------------|-----------------|-----------------------------------|---------------------------|---------------------------------|----------------------------|----------------------------------|--------------------------|----------------------------------|--|---|--|-------------|
|                              |                 |                                   |                           | (Number                         | of Sukuk k                 | onds)                            |                          | (Ru                              | ıpees)                                   |   |  | capital     |
| GOP Ijara sukuk - I)         | C December 2014 | 9.98%                             | 3,000                     | -                               | -                          | 3,000                            | -                        | -                                | -  | - | -  | -           |
| GOP Ijara sukuk - X          | March 2015      | 9.98%                             | 600                       | -                               | -                          | 600                              | -                        | -                                | -  | - | -  |             |
| WAPDA Sukuk - III            | October 2021    | 6M KIBOR +1%                      | 11,000                    | -                               | 11,000                     | -                                | -                        | -                                | -  | - | -  | -           |
| K-Electric Sukuk - II        | March 2017      | 3M KIBOR +2.25%                   | 6,000                     | -                               |                            | 6,000                            | -                        | -                                | -  | - | -  | -           |
| Engro Fertilizer             | July 2017       | 6M KIBOR +1.75%                   | -                         | 6,000                           |                            | 6,000                            |                          | -                                | -  |   |  | -           |
|                              |                 |                                   |                           |                                 |                            |                                  |                          | -                                | -  |   | -  |             |

| 5.4     | Net unrealised appreciation in the value of investments classified as 'at fair value through profit or loss'  | Note | June 30,<br>2015<br>(Rupe                                     | June 30,<br>2014<br>es)                        |
|---------|---|------|---|--|
|         | Market value of investments Less: Cost of investments   |      | 520,271,528<br>(440,346,848)<br>79,924,680                    | 300,815,593<br>(269,495,701)<br>31,319,892     |
|         | Net unrealised appreciation in the value of investment at the beginning of the year Realised on disposal during the year  |      | (31,319,892)<br>31,319,892                                    | (70,704,503)<br>68,444,889<br>(2,259,614)      |
|         | Net unrealised appreciation in the value of investment for the year   |      | 79,924,680  | 29,060,278                                     |
| 6.      | SECURITY DEPOSITS   |      |   |  |
| 7.      | Security deposits with: - Central Depository Company of Pakistan Limited - National Clearing Company of Pakistan Limited (NCCPL)  DIVIDEND AND OTHER RECEIVABLE |      | 100,000<br>2,500,000<br>2,600,000                             | 100,000<br>2,500,000<br>2,600,000              |
| <i></i> | Dividend receivable Profit receivable on deposit accounts with banks Income receivable on sukuk certificates Security margin with NCCPL Conversion of units     |      | 746,037<br>281,080<br>-<br>682,162<br>8,350,000<br>10,059,279 | 249,923<br>492,942<br>2,302,575<br>682,162<br> |
| 8.      | PAYABLE TO THE MANAGEMENT COMPANY   |      |   |  |
|         | Remuneration payable Sales tax on management fee  | 8.1  | 998,006<br>553,876  | 645,691<br>112,942                             |
|         | Federal excise duty on management fee<br>Sales load payable   | 14   | 2,658,024<br>366,257<br>4,576,163                             | 1,460,469<br>50,512<br>2,269,614               |



8.1 Under the provisions of NBFC Regulations 2008, the Management Company of the Fund is entitled to a remuneration during the first five years of the Fund, of an amount not exceeding three percent of the average annual net assets of the Fund and thereafter of an amount equal to two percent of such assets of the Fund. The Management Company has charged its remuneration at the rate of 2% per annum for the current year.

| 9. | PAYABLE TO THE TRUSTEE             | Note | June 30,<br>2015<br>(Rupe | June 30,<br>2014<br>es) |
|----|------------------------------------|------|---------------------------|-------------------------|
|    | Trustee fee<br>CDS charges payable | 9.1  | 93,526                    | 130,230<br>780          |
|    | CD3 CHarges payable                |      | 93,526                    | 131,010                 |

9.1 The Trustee is entitled to a monthly remuneration for services rendered to the Fund under the provisions of the Trust Deed as per the tariff specified therein, based on the daily NAV of the Fund. The remuneration is payable to the Trustee according to the following tariff structure:

| Average net asset value | Tariff per annum  |
|-------------------------|---|
| Up to Rs.1 billion      | Rs.0.7 million or 0.20% p.a. of NAV whichever is higher.          |
| Over Rs.1 billion       | Rs.2.0 million plus 0.10% p.a. of NAV exceeding Rs.1,000 million. |

# 10. ANNUAL FEE PAYABLE TO THE SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN (SECP)

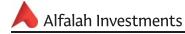
Under the provisions of NBFC Regulations 2008, an open ended asset allocation scheme is required to pay an annual fee to the SECP, an amount equal to 0.095% of the average annual net assets of the Fund.

# 11. PROVISION FOR WORKERS' WELFARE FUND (WWF)

The Finance Act, 2008 introduced an amendment to the Workers' Welfare Fund Ordinance, 1971 (WWF Ordinance). As a result of this amendment it may be construed that all Collective Investment Schemes / mutual funds (CISs) whose income exceeds Rs.0.5 million in a tax year, have been brought within the scope of the WWF Ordinance, thus rendering them liable to pay contribution to WWF at the rate of two percent of their accounting or taxable income, whichever is higher. In this regard, a constitutional petition has been filed by certain CISs through their trustees in the Honourable High Court of Sindh (SHC), challenging the applicability of WWF to the CISs, which is pending adjudication.

In August 2011, the Lahore High Court (LHC) issued a judgment in response to a petition in similar case whereby the amendments introduced in WWF Ordinance through Finance Acts 2006 and 2008 have been declared unconstitutional and therefore struck down. In March 2013, the SHC larger bench issued a judgment in response to various petitions in similar cases whereby the amendments introduced in the Workers' Welfare Fund Ordinance, 1971 through Finance Acts, 2006 and 2008 respectively (Money Bills) have been declared constitutional and overruled a single-member Lahore High Court (LHC) bench judgment issued in August 2011.

Further, in May 2014, the Honourable Peshawar High Court (PHC) held that the impugned levy of contribution introduced in the Ordinance through Finance Acts, 1996 and 2009 lacks the essential mandate to be introduced



and passed through a Money Bill under the constitution and, hence, the amendments made through the Finance Acts are declared as 'Ultra Vires'.

As per the legal counsel handling the case, the constitutional petition filed by the CIS to challenge the WWF contribution has not been affected by SHC judgment.

In view of the uncertainty on the applicability of WWF to mutual funds, the Management Company as a matter of prudence, has decided to retain the provision for WWF amounting to Rs.10.801 million (June 30, 2014: Rs.8.336 million) up to June 30, 2015. Had the provision not been made, the NAV per unit would have been higher by Rs.1.12 (1.86%) per unit (June 30, 2014: Rs.1.37 (2.51%) per unit).

The Finance Act, 2015 has excluded Mutual Funds and Collective Investment Schemes from the definition of 'industrial establishment' subject to WWF under WWF Ordinance, 1971. Accordingly, no provision for WWF is made from July 01, 2015 onwards. However, provision made till June 30, 2015 has not been reversed as the above lawsuit is pending in the SHC.

|                               |                                   |      | June 30,<br>2015   | June 30,<br>2014   |
|-------------------------------|-----------------------------------|------|--|--|
| 12. ACCRUE                    | ED AND OTHER LIABILITIES          | Note | (Rupe  | es)  |
| Brokera<br>Settlem<br>Charity | ding tax on dividend distribution | 12.1 | 555,314<br>505,260<br>23,303<br>406,573<br>3,225,595<br>328,369<br>5,044,414 | 530,226<br>205,487<br>22,115<br>371,346<br>-<br>113,229<br>1,242,403 |

**12.1** According to the instructions of the Shariah Advisory Board, any income earned by the Fund from investments a portion of which has been made in non-shariah compliant avenues, such portion of the income of the Fund from that investee should be donated for charitable purposes directly by the Fund.

#### 13. CONTINGENCIES AND COMMITMENTS

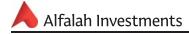
There are no contingencies and commitments as at June 30, 2015.

#### 14. Federal Excise Duty on management fee

As per the requirements of the Finance Act 2013, Federal Excise Duty (FED) at the rate of 16% on the services of the Management Company has been applied effective June 13, 2013. The Management Company is of the view that since the remuneration is already subject to provincial sales tax, further levy of FED results in double taxation, does not appear to be the spirit of the law. The matter has been collectively taken up by the Management Company jointly with other Asset Management Companies and Central Depository Company of Pakistan Limited on behalf of schemes through a constitutional petition filed in the Honourable Sindh High Court (SHC) during September 2013 which is pending adjudication. However, the SHC has issued a stay order against the recovery of FED. The Fund, as a matter of abundant caution, has charged FED and sales tax thereon in its financial statements with effect from June 13, 2013.

666.007

528.525



| AUDITORS' REMUNERATION            | June 30,<br>2015<br>(Rupe | June 30,<br>2014<br>ees) |
|-----------------------------------|---------------------------|--------------------------|
| Audit fee                         | 323,675                   | 302,500                  |
| Other certifications and services | 252,467                   | 205,700                  |
|                                   | 576,142                   | 508,200                  |
| Sales tax                         | 28,807                    | 20,325                   |
| Out of pocket expenses            | 61,058_                   |                          |

#### 16. TAXATION

15.

The income of the Fund is exempt from income tax under Clause (99) of Part 1 of the Second Schedule to the Income Tax Ordinance, 2001 (Clause 99) subject to the condition that not less than 90 percent of the accounting income for the year, as reduced by capital gains, whether realized or unrealized, is distributed in cash amongst the unit holders. The Management Company has distributed in cash not less than 90 percent of its annual accounting income to avail the tax exemption. Accordingly, no provision for current and deferred tax has been made in these financial statements.

#### 17. REMUNERATION TO THE SHARIAH ADVISORY BOARD

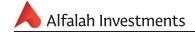
The Management Company has appointed Mufti Khalil Ahmed Aazami and Dr. Ejaz Ahmed Samadani as its Shariah Advisers. As per the Shariah Advisory agreement, the remuneration to the Shariah Advisory Board shall be paid by the Management Company.

#### 18. TRANSACTIONS AND BALANCES WITH RELATED PARTIES / CONNECTED PERSONS

Connected persons / related parties include Alfalah GHP Investment Management Limited being the Management Company, GHP Arbitrium AG, Bank Alfalah Limited and MAB Investment Incorporated being associated companies of Management Company, directors and key management personnel of Alfalah GHP Investment Management Limited and Central Depository Company of Pakistan Limited (CDC) being the trustee of the Fund, and other associated companies and connected persons. The transactions with connected persons are in the normal course of business and at contractual rates.

Remuneration payable to the Management Company and the Trustee are determined in accordance with the provisions of Non-Banking Finance Companies and Notified Entities Regulations, 2008, and the Trust Deed respectively.

**18.1** Details of transactions and balances at year end with related parties / connected persons, other than those which have been disclosed elsewhere in these financial statements, are as follows:



|   |                           |  |        |   |           |                           | June 3<br>2015   | ,             | 2   | ne 30,<br>1014                               |
|---|---------------------------|--|--------|---|-----------|---------------------------|--|---------------|---|--|
| Alfalah CUD lawantan ant Masa                                       |                           |  |        | 6   |           |                           |  | - (Ku         | pees)   |  |
| Alfalah GHP Investment Manage<br>Balance at beginning of the year   | ment Lin                  | nited - ivian  | iageme | ent Comp  | any       |                           | 2,269  | ,614          | 1,  | 015,332                                      |
| Remuneration of the Manageme  | nt Compa                  | any  |        |   |           |                           | 8,684  | ,426          | 7.  | 529,104                                      |
| Federal excise duty on management                                   |                           | ,  |        |   |           |                           | 1,389  | -             | 1 1 '   | 397,410                                      |
| Front end load  |                           |  |        |   |           |                           | 366  | ,257          |   | 56,459                                       |
| Sales tax on management fee   |                           |  |        |   |           |                           | 1,511  | ,252          | 1   | 204,706                                      |
|   |                           |  |        |   |           |                           | 11,951   | ,443          | 10,   | 187,679                                      |
|   |                           |  |        |   |           |                           | 10.644   | 004\          | 10  | 000 007\                                     |
| Amount paid during the year   |                           |  |        |   |           |                           | (9,644   |               |   | 933,397)                                     |
| Balance at the end of the year                                      |                           |  |        |   |           |                           | 4,576  | ,103          | =   | 269,614                                      |
| Central Depository Company of I<br>Balance at beginning of the year | Pakistan                  | Limited  |        |   |           |                           | 131  | ,010          |   | 66,843                                       |
| ,                             |                           |  |        |   |           |                           |  | ,             |   |  |
| Remuneration of the Trustee   |                           |  |        |   |           |                           | 871  | ,914          |   | 752,837                                      |
| CDS Charges for the year  |                           |  |        |   |           |                           |  | ,919          |   | 46,234                                       |
|   |                           |  |        |   |           |                           | 924  | ,833          |   | 799,071                                      |
| A   |                           |  |        |   |           |                           | 1000   | 247\          |   | 724.004\                                     |
| Amount paid during the year<br>Balance at the end of the year       |                           |  |        |   |           |                           |  | ,317)<br>,526 |   | 734,904)<br>131,010                          |
| balance at the end of the year                                      |                           |  |        |   |           |                           |  | ,320          | -   | 131,010                                      |
| Security deposit  |                           |  |        |   |           |                           | 100  | ,000          | = ====  | 100,000                                      |
| Bank Alfalah Limited - Islamic Ba                                   | nking Di                  | vision   |        |   |           |                           |  |               |   |  |
| Deposits at the end of the year                                     |                           |  |        |   |           |                           | 33,292   | ,628          | 1   | 128,075                                      |
| Profit on deposit accounts for the                                  | year                      |  |        |   |           |                           |  | ,325          | 7   | 299,881                                      |
| Bank charges for the year   |                           |  |        |   |           |                           | 6  | ,760          |   | 3,851  |
| Alfalah GHP Income Multiplier F (common management)                 | und                       |  |        |   |           |                           |  |               |   |  |
| Term finance certificates - sold                                    |                           |  |        |   |           |                           | 60,993   | ,900          |   | -  |
|   |                           |  |        |   |           |                           |  |               |   |  |
| 18.2 Unit Holder's Fund   |                           |  |        |   | June 3    | 30, 2015                  |  |               |   |  |
| Name of the investee company  | As at<br>July 01,<br>2014 | Issued<br>for cash /<br>conversion<br>in / transfer in | Bonus  | Redeemed /<br>conversion<br>out /<br>transfer out | As at     | As at<br>July 01,<br>2014 | Issued<br>for cash /<br>conversion<br>in / transfer in | Bonus         | Redeemed /<br>conversion<br>out /<br>transfer out | Net asset<br>value as<br>at June<br>30, 2015 |
|   |                           | /116   | nits)  |   |           |                           | /D   | upees) -      |   |  |
| Other Related Parties   |                           | (0)  |        | ,   |           |                           | (K   | nhees)        |   |  |
| Bank Alfalah Limited - Islamic Banking Division*                    | 5,590,077                 | -  | -      | -   | 5,590,077 | 303,981,184               |  | -             |   | 335,189,201                                  |
| Key Management Descensel  |                           |  |        |   |           |                           |  |               |   |  |
| Key Management Personnel Head of Corporate Strategy                 | 7,638                     | 15,971   |        | 7,904   | 15,705    | 415,338                   | 941,289  | -             | 500,000   | 941,693                                      |
| Chief Investment Officer  | -                         | 3,034  | -      | 3,034   |           | -                         | 180,000  | -             | 201,406   | =,555  |
| Unit holder holding 10% or more Units<br>Syeda Henna Babar Ali      | -                         | 2,006,839  | -      | -   | 2,006,839 | -                         | 121,592,764  | -             | -   | 120,332,991                                  |



|   | June 30, 2014             |  |       |   |                          |                           |  |           |   |  |
|---|---------------------------|--|-------|---|--------------------------|---------------------------|--|-----------|---|--|
|   | As at<br>July 01,<br>2013 | Issued<br>for cash /<br>conversion<br>in / transfer in | Bonus | Redeemed /<br>conversion<br>out /<br>transfer out | As at<br>30 June<br>2014 | As at<br>July 01,<br>2013 | Issued<br>for cash /<br>conversion<br>in / transfer in | Bonus     | Redeemed /<br>conversion<br>out /<br>transfer out | Net asset<br>value as<br>at June<br>30, 2014 |
|   |                           | (Ur  | nits) |   |                          |                           | (F   | Rupees) - |   |  |
| Other Related Parties Bank Alfalah Limited - Islamic Banking Division * | 5,590,077                 | -  | -     | -   | 5,590,077                | 328,249,334               | -  | -         | -   | 303,988,399                                  |
| <b>Key Management Personnel</b><br>Head of Corporate Strategy           | -                         | 5,973  | 1,665 | -   | 7,638                    | -                         | 399,967  | 89,539    | -   | 415,347                                      |

<sup>\*</sup> Bank Alfalah Limited - Islamic Banking Division also hold more than 10% units in the Fund.

#### 19. FINANCIAL RISK MANAGEMENT

The Fund's objective in managing risk is creation and protection of unit holder(s) value. Risk is inherent in Fund's activities therefore the Fund's risk management policies are established to manage risk on integrated basis to identify and analyze all risks faced by the Fund and to set appropriate risk limits and controls, and to monitor risks and adherence to limits. The Fund has exposure to markets risk (which includes profit rate risk, currency risk and other price risk), credit risk, liquidity risk and operational risk arising from the financial instruments it holds. The Fund's risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Fund's activities.

#### 19.1 Market risk

Market risk is the risk that changes in market prices, such as profit rate or equity prices will affect the Fund's income or the fair value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within the investment parameters as defined in the Fund's constitutive and investment policy documents, while optimizing the return. The Fund is categorized as Shariah Compliant Islamic Equity Scheme. The objective of the Fund is to provide a competitive rate of return from a diversified portfolio developed in accordance with the principles of Shariah. Investments of the Fund are diversified both in terms of securities within an asset class as well as across asset classes. The Management Company manages risk by monitoring exposure on marketable securities by following the internal risk management policies and investment guidelines approved by the Investment Committee and regulations laid down by the Securities and Exchange Commission of Pakistan.

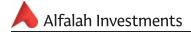
Market risk comprises of three types of risk: Profit rate risk, Currency risk and other price risk.

#### 19.1.1 Profit rate risk

Profit rate risk is the risk that the fair value or future cash flows of financial instruments will fluctuate because of changes in market profit rates.

The majority of Fund's profit rate risk exposure arises on Fund's investment on Sukuks. Cash and cash equivalents are not subject to fair value profit rate risk.

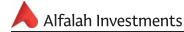
The Fund manages profit rate risk by keeping a major portion of funds into short terms investments in the rising profit rate environment. Profit rate risk in debt securities are mitigated by investing mostly in instrument carrying floating rate coupons which are linked to market profit rates, and are re-priced on quarterly / semi-annual basis.



A summary of the Fund's profit rate gap position, categorized by maturity date, is as follows:

|  |                                 |                      |   | June 30, 2015      |   |                          |
|--|---------------------------------|----------------------|---|--------------------|---|--------------------------|
|  | Effective                       | Exposed              | to yield / profit r                               | ate risk           |   |                          |
|  | rate of<br>mark-up/<br>return % | Upto three months    | More than<br>three months<br>and upto<br>one year | More than one year | Not<br>exposed to<br>yield /profit<br>rate risk | Total                    |
| On balance sheet financial instruments             |                                 |                      |   | (Rupees)           |   |                          |
| Financial assets                                   |                                 |                      |   |                    |   |                          |
| Bank balances                                      | 5% to 6.45%                     | 47,904,326           | -   | -                  | 29,401,062                                      | 77,305,388               |
| Investments<br>Dividend and                        |                                 | -                    | -   | -                  | 520,271,528                                     | 520,271,528              |
| other receivable                                   |                                 | -                    | -   | -                  | 10,059,279                                      | 10,059,279               |
| Security deposits                                  |                                 | -                    | -   |                    | 2,600,000                                       | 2,600,000                |
| Financial liabilities                              |                                 | 47,904,326           | -   | -                  | 562,331,869                                     | 610,236,195              |
| Payable to the                                     |                                 |                      |   |                    |   |                          |
| Management Company                                 |                                 | -                    | -   | -                  | 4,576,163                                       | 4,576,163                |
| Payable to the Trustee                             |                                 | -                    | -   | -                  | 93,526  | 93,526                   |
| Accrued and other liabilities Distribution payable |                                 | -                    | -   | -                  | 1,818,819                                       | 1,818,819                |
| Distribution payable                               |                                 |                      |   |                    | 40,867,871                                      | 40,867,871<br>47,356,379 |
| On balance sheet gap                               |                                 | 47,904,326           | -   | -                  | 514,975,490                                     | 562,879,816              |
|  | Effective                       |                      | l to yield / profit ı                             |                    |   |                          |
|  | rate of<br>mark-up/<br>return % | Upto three<br>months | More than<br>three months<br>and upto<br>one year | More than one year | Not<br>exposed to<br>yield /profit<br>rate risk | Total                    |
| On balance sheet                                   |                                 |                      |   | (Rupees)           |   |                          |
| financial instruments                              |                                 |                      |   |                    |   |                          |
| Financial assets                                   |                                 |                      |   |                    |   |                          |
| Bank balances                                      | 7% to 9.8%                      | 77,706,619           |   | -                  | 40,000  | 77,746,619               |
| Investments  | 3 months                        | 107,380,800          |   | -                  | 193,434,793                                     | 300,815,593              |
|  | KIBOR + 2.25                    |                      |   |                    |   |                          |
|  | to 6 months<br>KIBOR + 1.0      |                      |   |                    |   |                          |
| Dividend and                                       | KIBOK + 1.0                     |                      |   |                    |   |                          |
| other receivable                                   |                                 | -                    | -   |                    | 3,727,602                                       | 3,727,602                |
| Security deposits                                  |                                 | -                    |   | _                  | 2,600,000                                       | 2,600,000                |
| Financial liabilities                              |                                 | 185,087,419          |   |                    | 199,802,395                                     | 384,889,814              |
| Payable to the                                     |                                 |                      |   |                    |   |                          |
| Management Company                                 |                                 | -                    | -   | -                  | 2,269,614                                       | 2,269,614                |
| Payable to the Trustee                             |                                 | -                    | -   | -                  | 131,010   | 131,010                  |
| Accrued and other liabilities                      |                                 | -                    | -   | -                  | 1,242,403                                       | 1,242,403                |
| Distribution payable                               |                                 |                      | -   | -                  | 83,806,778<br>87,449,805                        | 83,806,778<br>87,449,805 |
| On balance sheet gap                               |                                 | 185,087,419          |   |                    | 112,352,590                                     | 297,440,009              |

The above table shows Fund's yield / profit rate sensitivity position for on balance sheet financial instruments based on the earlier of contractual repricing or maturity risk.



#### 19.1.2 Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Fund, at present is not exposed to currency risk as all transactions are carried out in Pak Rupees.

#### 19.1.3 Other Price Risk

Other price risk is the risk that the fair value of the financial instrument will fluctuate as a result of changes in market prices (other than those arising from profit rate risk or currency risk), whether caused by factor specific to an individual investment, its issuer or factors affecting all instrument traded in the market.

The Fund has exposure to equity price risk arising from the Fund investments in equity securities. The Fund manages its price risk arising from investment in the equity securities by diversifying its portfolio within the eligible limits prescribed in the Fund's Constitutive Documents, NBFC Regulations and circulars issued by SECP from time to time.

The table below summarizes the sensitivity of the Fund's net assets attributable to unit holders to the equity price movements as at June 30, 2015. The analysis is based on the assumption that KSE-100 index increase by 5% (June 30, 2014: 5%) and decreases by 5% (June 30, 2014: 5%), with all other variables held constant and that the fair value of the Fund's portfolio of equity securities moved according to their historical correlation with index this represents managements' best estimate of a reasonable possible shift in the KSE-100 index, having regards to the historical volatility of index of past three years.

At June 30, 2015, the fair value of equity securities exposed to price risk was disclosed in note 5.1.

|  | June 30,   | June 30,  |
|--|------------|-----------|
|  | 2015       | 2014      |
|  | (Rup       | ees)      |
| Effect due to increase / decrease in KSE 100 index |            |           |
| Investment and net assets                          | 25,736,973 | 9,671,740 |
| Income statement                                   | 25,736,973 | 9,671,740 |

#### 19.2 Credit risk

Credit risk is the risk that the counterparty to a financial instrument will fail to discharge an obligation or commitment that it has entered into with the Fund, resulting in a financial loss to the Fund. The credit risk of the Fund principally arises from its investment in debt securities. The Fund is also exposed to counterparty credit risk on cash and cash equivalents, deposits and other receivable balances.

Credit risk on dividend receivable is minimal due to statutory protection. All transactions in listed securities are settled / paid for upon delivery using the National Clearing Company of Pakistan Limited. The risk of default is considered minimal due to inherent systematic measures taken therein.

Credit risk on debt securities is mitigated by investing primarily investment grade securities both listed and unlisted. The Fund's cash and cash equivalents are held mainly with Bank Alfalah Limited, which is rated AA by PACRA (June 30, 2014: AA by PACRA).

The Management Company follows Circular 33 of 2012 issued by SECP containing criteria for provisioning of non-performing debt securities issued by SECP for the purpose of making provision against non-performing debt securities. Further, Management Company has devised provisioning policy duly approved by its Board of Directors.



Management Company has policies of reviewing the credit worthiness of its counterparties by analysing sector performance, financial ratios, making Issuing Entity's Assessment, assessment of collateral/security structure, credit ratings.

#### Concentration of Credit Risk

Concentration of credit risk exists when changes in economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is significant in relation to the Fund's total credit exposure. The Fund's portfolio of financial instruments is broadly exposed to transactions entered into with diverse creditworthy counterparties thereby mitigating any significant concentration of credit risk.

All deposits with Banks and Central Depository Company of Pakistan Limited - CDC are highly rated and risk of default is considered minimal.

The Fund manager reviews credit concentration of debt securities held by counterparties and sectors.

|              |   | June 30,<br>2015<br>(Rup | June 30,<br>2014<br>ees) |
|--------------|---|--------------------------|--------------------------|
| Financial as | sets  |                          |                          |
| Bank balanc  | es  | 77,305,388               | 77,746,619               |
| Investments  | in sukuk certificates   | -                        | 107,380,800              |
| Dividend an  | d other receivables   | 10,059,279               | 3,727,602                |
| Security dep | posits  | 2,600,000                | 2,600,000                |
|              |   | 89,964,667               | 191,455,021              |
|              |   |                          |                          |
| Secured      |   | 2,600,000                | 107,380,800              |
| Unsecured    |   | 87,364,667               | 84,074,221               |
|              |   | 89,964,667               | 191,455,021              |
| The analysis | below summarizes the credit quality of the Company's bank balance | es as at June 30,        | 2015 and June            |

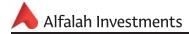
30, 2014:

| Bank balances by category wise |                   |            |
|--------------------------------|-------------------|------------|
| A1+/ AA                        | 33,302,628        | 1,139,425  |
| AA-                            |                   | 10,000     |
| A1+/ AAA                       | 43,859,345        | -          |
| A1/ A                          | 10,919            | 10,455     |
| A2/ A-                         | 132,496           | 76,586,739 |
|                                | <u>77,305,388</u> | 77,746,619 |

#### 19.3 Liquidity risk

Liquidity risk is the risk that the Fund will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Fund is exposed to daily cash redemptions, if any. The Management Company manages the liquidity risk by maintaining maturities of financial assets and financial liabilities and investing a major portion of the Fund's assets in highly liquid financial assets.

The Fund has the ability to borrow, with prior approval of trustee, for meeting redemption. No such borrowings have arisen during the year. The maximum amount available to the Fund from borrowings is limited to the extent of 15% of net assets at the time of borrowing with repayment within 90 days of such borrowings.



In order to manage the Fund's overall liquidity, the Fund also has the ability to withhold daily redemption request in excess of ten percent of the units in issue and such requests would be treated as redemption request qualifying for being processed on the next business day. Such procedure would continue until the outstanding redemption requests come down to a level below ten percent of the units then in issue.

The table below analyse the Fund's financial liabilities into relevant maturity groupings based on the remaining period from the statement of assets and liabilities date to the contractual maturity date. The amounts in the table are the contractual undiscounted cash flows.

The maturity profile of the Fund's liabilities based on contractual maturities is given below:

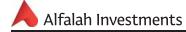
|   |                   | June 3            | 0, 2015  |  |
|---|-------------------|-------------------|--|--|
|   | Carrying value    | Upto one<br>month | More than<br>one month and<br>upto three<br>months | More than<br>three month<br>and upto one<br>year |
| On balance sheet financial<br>liabilities and others<br>Liabilities |                   | (Rupee            | s)   | •  |
| Payable to the Management Company                                   | 1,364,263         | 1,364,263         | _  | _  |
| Payable to the Trustee  | 93,526            | 93,526            | _  | _  |
| Accrued and other liabilities                                       | 1,818,819         | 1,263,505         | 555,314  | -  |
| Distribution payable  | 40,867,871        | 40,867,871        | -  | -  |
|   | 44,144,479        | 43,589,165        | 555,314  | -  |
|   | - <u>1</u> 2      | June 3            | 0, 2014  |  |
|   | Carrying<br>value | Upto one<br>month | More than one month and upto three months          | More than<br>three month<br>and upto one<br>year |
| On balance sheet financial  |                   |                   |  | •  |
| liabilities and others  |                   | (Rupee            | es)  |  |
| Liabilities   |                   |                   |  |  |
| Payable to the Management Company                                   | 696,203           | 696,203           | /-   | -  |
| Payable to the Trustee  | 131,010           | 131,010           | / -  | -  |
| Accrued and other liabilities                                       | 1,242,403         | 712,177           | 530,226  | -  |
| Distribution payable  | 83,806,778        | 83,806,778        |  |  |
|   | 85.876.394        | 85.346.168        | 530,226  | _  |

Units of the Fund are redeemable on demand at the holder's option. However, holders of these instruments typically retain them from medium to long-term.

#### 19.4 Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the processes, technology and infrastructure supporting the Fund's operations either internally within the Fund or externally at the Fund's service providers, and from external factors other than credit, market and liquidity risk such as those arising from legal and regulatory requirements and generally accepted standards of investment management behaviour. Operational risk arise from all of the Fund's activities.

The Fund's objective is to manage operational risk so as to balance limiting of financial losses and damage to its reputation with achieving its investment objective of generating returns for investors.



The primary responsibility for the development and implementation of controls over operational risk rests with the board of directors.

This responsibility encompasses the controls in the following areas:

- requirements for appropriate segregation of duties between various functions, roles and responsibilities;
- requirements for the reconciliation and monitoring of transactions;
- compliance with regulatory and other legal requirements;
- documentation of controls and procedures;
- requirements for the periodic assessment of operational risk faced, and the adequacy of controls and procedures to address the risk identified;
- ethical and business standards;
- risk mitigation, including insurance where this is effective.

#### 19.5 Unit Holders' Fund risk management

The Fund's objective when managing unit holders' funds is to safeguard the Fund's ability to continue as a going concern so that it can continue to provide optimum returns to its unit holders and to ensure reasonable safety of Unit Holders' Fund

The Fund manages its investment portfolio and other assets by monitoring return on net assets and makes adjustments to it in the light of changes in market conditions. The capital structure depends on the issuance and redemption of units.

Alfalah GHP Islamic Stock Fund (formerly Alfalah GHP Islamic Fund) is an open-end collective investment scheme. The capital of the open end schemes is represented by the net assets attributable to unit holders.

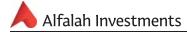
In accordance with the NBFC Regulations, the Fund is required to distribute at least ninety percent of its income from sources other than capital gain whether realised or unrealised as reduced by such expenses as are chargeable to the Fund.

Capital risk in case of open end scheme is the risk that the amount of net assets attributable to unit holders can change significantly on a daily basis as the Fund is subject to daily issuance and redemption of Units at the discretion of unit holders and occurrence of unexpected losses in investment portfolio which may cause adverse effects on the Fund's continuation as going concern.

The objective of Management Company when managing capital of the Fund is to maintain the Fund's ability to continue as a going concern in order to provide returns to unit holders on their investments.

In order to maintain or adjust the capital structure, the Fund's policy is to perform the following:

- Monitors the level of daily issuance and redemptions relative to liquid assets;
- Redeem and issue unit in accordance with the constitutive documents of the Fund, which include the ability to restrict redemptions as allowed under rules and regulations; and
- Monitor portfolio allocations and return on net assets and where required make necessary adjustments in portfolio allocations in light of changes in market conditions.



The Fund Manager / Investment Committee members and the Chief Executive of the company critically monitor capital of the Fund on the basis of the value of net assets attributable to the unit holders and track the movement of 'Assets under Management' as well returns earned on the net assets to maintain investors confidence and achieve future growth in business. Further the Board of Directors is updated about the Fund yield and movement of NAV and total fund size at the end of each quarter.

In accordance with the NBFC Regulations, the Fund is required to maintain minimum net assets of one hundred million rupees at all times during the life of the scheme.

#### 20. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Financial assets which are tradable in an open market are revalued at the market prices prevailing on the statement of assets and liabilities date. The estimated fair value of all other financial assets and liabilities is considered not significantly different from book value.

The following table shows financial instruments recognised at fair value, analysed between those whose fair value is based on:

- Level 1: Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.
- **Level 2:** Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- **Level 3:** Fair value measurements using inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

The table below analyse financial instruments measured at the end of the reporting period by the level in the fair value hierarchy into which the fair value measurement is categorised:

|   |             | June 30          | , 2015  |             |
|---|-------------|------------------|---------|-------------|
|   | Level 1     | Level 2          | Level 3 | Total       |
|   |             | (Rupe            | ees)    |             |
| Financial assets classified as 'at fair value   |             |                  |         |             |
| through profit or loss' - held-for-trading  |             |                  |         |             |
| - Equity securities - quoted  | 514,739,454 |                  | -       | 514,739,454 |
| - Quoted units  | 5,532,074   | -                | -       | 5,532,074   |
|   | 520,271,528 |                  |         | 520,271,528 |
|   |             |                  |         |             |
|   |             |                  |         |             |
|   |             | June 30          | 2014    |             |
|   |             | Julic Ju         | , 2017  |             |
|   | Level 1     | Level 2          | Level 3 | Total       |
|   |             |                  | Level 3 |             |
| Financial assets classified as 'at fair value   |             | Level 2          | Level 3 |             |
|   |             | Level 2          | Level 3 |             |
| Financial assets classified as 'at fair value through profit or loss' - held-for-trading - Equity securities - quoted |             | Level 2          | Level 3 |             |
| through profit or loss' - held-for-trading  |             | Level 2          | Level 3 |             |
| through profit or loss' - held-for-trading<br>- Equity securities - quoted  |             | Level 2<br>(Rupe | Level 3 | 193,434,793 |

During the year ended June 30, 2015, there were no transfers between level 1 and level 2 fair value measurements, and no transfers into and out of level 3 fair value measurements.

#### 21. SUPPLEMENTARY NON FINANCIAL INFORMATION

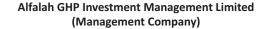
The information regarding unit holding pattern of the Fund, top ten brokers of the Fund, members of the Investment Committee, fund manager, meetings of the Board of Directors, credit rating of the Fund and the Management Company of the Fund as required under Schedule V of the NBFC Regulations has been disclosed in Annexure I to the financial statements.

#### 22. DATE OF AUTHORISATION FOR ISSUE

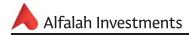
These financial statements were authorised for issue by Board of Directors of the Management Company on August 24, 2015.

#### 23. GENERAL

Figures are rounded off to the nearest rupee.



Chief Executive Officer Director



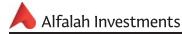
# SUPPLEMENTARY NON FINANCIAL INFORMATION AS REQUIRED UNDER SECTION 6(D), (F), (G), (H), (I), AND (J) OF THE FIFTH SCHEDULE TO THE NON BANKING FINANCE COMPANIES AND NOTIFIED ENTITIES REGULATIONS, 2008

#### (i) UNIT HOLDING PATTERN OF THE FUND

|                           | As at 30 June 2015        |                         |             |            |  |  |
|---------------------------|---------------------------|-------------------------|-------------|------------|--|--|
| Category                  | Number of<br>unit holders | Number of<br>units held | (Rupees)    | % of total |  |  |
| Individuals               | 42                        | 2,411,662               | 144,606,740 | 25%        |  |  |
| Associated Co./ Directors | 1                         | 5,590,077               | 335,189,148 | 58%        |  |  |
| Retirement & Other Funds  | 5                         | 163,889                 | 9,827,031   | 2%         |  |  |
| Others                    | 3                         | 1,505,138               | 90,250,353  | 16%        |  |  |
|                           | 51                        | 9,670,766               | 579,873,272 | 100%       |  |  |
|                           |                           | As at 30 J              | lune 2014   |            |  |  |
| Category                  | Number of unit holders    | Number of units held    | (Rupees)    | % of total |  |  |
| Individuals               | 34                        | 129,900                 | 7,063,805   | 2%         |  |  |
| Associated Co./ Directors | 1                         | 5,590,077               | 303,981,196 | 92%        |  |  |
| Retirement & Other Funds  | 1                         | 9,374                   | 509,765     | 0%         |  |  |
| Others                    | 2                         | 375,496                 | 20,418,989  | 6%         |  |  |
|                           | 38                        | 6,104,848               | 331,973,755 | 100%       |  |  |

| (ii) | TOP TEN BROKERS BY PERCENTAGE OF COMMISSION PAID                 | 30 June<br>2015<br>% |
|------|--|----------------------|
|      | Elixir Securities Pakistan (Pvt) Ltd.                            | 11                   |
|      | Optimus Capital Management (Pvt.) Ltd. Taurus Securities Limited | 8                    |
|      | Topline Securities (Pvt) Limited                                 | 8                    |
|      | Al Habib Capital Markets Limited                                 | 8                    |
|      | IGI Finex Securities Limited                                     | 7                    |
|      | Arif Habib Limited   | 7                    |
|      | Global Securities Limited  | /                    |
|      | Ismail Iqbal Securities (Pvt.) Ltd.<br>AKD Securities Ltd.       | 7                    |
|      |  | 30 June<br>2014<br>% |

|   | %  |
|---|----|
| TOPLINE SECURITIES LIMITES              | 10 |
| OPTIMUS CAPITAL MANAGEMENT PVT LIMITES  | 9  |
| FOUNDATION SECURITIES LIMITED           | 9  |
| IGI FINEX SECURITIES LIMITED            | 8  |
| ALHABIB CAPITAL MARKETS                 | 6  |
| CEDAR CAPITAL (PVT.) LIMITED            | 6  |
| GLOBAL SECURITIES PAKSITAN LIMITED      | 5  |
| SHAHJAR CAPITAL PAKISTAN (PVT.) LIMITED | 5  |
| TAURUS SECURITIES LIMITED               | 5  |
| INVEST & FINANCE SECURITIES LIMITED     | 4  |
|   |    |



#### (iii) PARTICULARS OF MEMBERS OF THE INVESTMENT COMMITTEE

Following are the members of the Investment Committee of the Fund:

Maheen Rahman Ather Husain Medina Noman Soomro Shariq Mukhtar Hashmi Muddasir Ahmed Shaikh Nabeel Malik Imran Altaf Kashif Kasim

#### Maheen Rahman - CEO

Maheen Rahman has over ten years of experience in the financial services industry. Prior to joining Alfalah GHP Investment Management Limited she was Head of Business Development at IGI Securities the brokerage arm of IGI Financial Services. She has also served as Head of Research for BMA Capital Management where she spearheaded the research effort to provide sound and in depth investment advice across all capital markets to a wide range of corporate and institutional clients. Ms Rahman has also worked with Merrill Lynch in their Investment Banking Group and was a key team member for several high profile international transactions that spanned the Asia Pacific region and North America. She has also worked with ABN Amro Bank in Corporate Finance and M&A Advisory and was involved in a series of equity raising and IPO activity across south-east Asia.

#### **Ather Husain Medina**

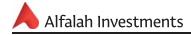
Mr. Medina, a qualified professional with extensive work experience of over 20 years in the financial sector is serving Alfalah GHP Investment Management Ltd. as Chief Investment Officer. Prior to joining the company he was associated with Invest Capital Investment Bank Ltd. as Head of Business Development and Atlas Asset Management as Chief Investment Officer. He has also worked with some other leading organizations which include National Investment Trust where he was heading the Research team, and SG Securities (HK) Holdings Ltd. and Indosuez W.I Carr Securities Pakistan in the Investment Research area. His expertise includes the banking sector of Pakistan as well, in which he worked at two leading commercial banks, Habib Bank Ltd. and MCB Bank Ltd. By qualification Mr. Medina is an MBA from the Institute of Business Administration (IBA), Karachi and holds a Computer Science degree from National University of Computer and Emerging Sciences (FAST-NU), Karachi.

#### **Noman Soomro**

Mr. Soomro is a qualified Chartered Accountant from the Institute of Chartered Accountant of Pakistan (ICAP). Prior to joining Alfalah GHP Investment Management Limited, he was Chief Financial Officer & Company Secretary of HBL Asset Management Limited for seven years. During his tenor as CFO, he was responsible for all financial and fiscal management aspects of Company operations and Mutual Funds/Pension Schemes under management of the Company. The job also included providing leadership and coordination in the administrative, business planning, strategy, accounting, taxation and budgeting efforts of the Company. Before HBL Asset Management Limited, he was working at A F Ferguson Chartered Accountants; a member firm of PricewaterhouseCoopers (PwC). During his five years at A.F Ferguson with the Assurance and Business Advisory Services of the firm, he conducted audits of major financial institutions of Pakistan including local and foreign commercial banks, mutual funds, modarbas, housing finance company and leasing companies. He was also a key member of the team which conducted preacquisition Financial and Taxation Due Diligence Review of a commercial bank in Pakistan. Mr. Soomro has also conducted Internal Audit reviews of a large commercial bank and a foreign bank, where the responsibilities included reporting on effectiveness and efficiency of internal audit department, and independent reporting on internal control weaknesses.

#### Shariq Mukhtar Hashmi

Mr. Hashmi holds a diversified experience of over 11 years with various private sector enterprises of repute. He joined IGI Funds Limited (which subsequently merged into Alfalah GHP Investment Management Limited



in Oct. 2013) in 2010 to lead the back office function as Head of Operations & Settlements. His association has continued, post-merger, as Head of Compliance & Risk Management. He has previously served National Asset Management Company as Head of Internal Audit and Feroze Sharif Tariq & Co Chartered Accountants in various capacities. He has also headed the Internal Audit Department of the Company.Mr. Hashmi is a qualified Accountant from the Association of Chartered Certified Accountants, UK and holds MBA degree in Finance from SZABIST University. He is also enrolled for Financial Risk Manager Certification of Global Association of Risk Professionals;

#### Muddasir Ahmed Shaikh

Mr. Muddasir has more than 10 years of experience in Investment Management & Equity Research. During his career, he has served a number of public and private institutions of repute. Prior to joining IGI Funds Limited, he has been associated with Atlas Asset Management Limited, National Investment Trust Limited, and JS Investments Limited (Formerly JS Abamco Ltd.). Mr. Muddasir holds a Masters degree in Business Administration from Institute of Business Administration, Karachi.

#### **Nabeel Malik**

Mr. Nabeel Malik brings with him a rich and diversified experience in the field of fund management and fixed income trading/facilitation. Before becoming a part of IGI Funds' team, he was associated with Pak-Oman Asset Management Co, heading its Fixed Income Fund Management Dept. where he proficiently handled money market trading, liquidity and funds management contributing positively towards bottom line profitability. His diverse experience in the field of finance includes names like Pak-Kuwait Investment Co, Orix Investment Bank, KASB Securities, and Mobilink GSM.

#### **Imran Altaf**

Mr. Altaf has over six years of experience in Investment Valuation, Financial Research and Portfolio Management. Before joining Alfalah GHP Investment Management as a portfolio manager, he was associated with Faysal Asset Management as a fixed income portfolio manager over 2012 to 2014. He was previously affiliated with Faysal Bank Limited and its Equity Capital Market (ECM) division from 2010 to 2012 in the capacity of an investment analyst. Mr. Altaf is a CFA Charter holder and has an MBA Degree from SZABIST University.

#### **Kashif Kasim**

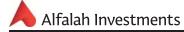
Mr. Kasim is part of the Alfalah GHP's Investment team since 2013 and has continuously added value to the Investment Management function since then. As an acknowledgement of his efforts and quick learning skills he was promoted to the role of Junior Portfolio Manager. Mr. Kasim is pursuing his MBA from Pakistain Air Force Karachi Institute of Economics & Technology (PAF KIET) and is also a Level II candidate of Chartered Financial Analyst (CFA) exam.

#### (iv) ATTENDANCE AT MEETINGS OF BOARD OF DIRECTORS

The 62nd, 63rd, 64th, 65th, 66th & 67th Board Meetings were held on 27 Aug 2014, 27 Oct 2014, 02 Feb 2015, 23 Apr 2015, 13 May 2015 and 26 June 2015 respectively.

|                       | Number of Meetings |          |               |                      |  |
|-----------------------|--------------------|----------|---------------|----------------------|--|
| Name of Director      | Held               | Attended | Leave granted | Meeting not attended |  |
| Syed Ali Sultan       | 6                  | 5        | 1             | 1                    |  |
| Mr. Amin Dawood Saleh | 6                  | 4        | 2             | 2                    |  |
| Mr. Michael Buchen    | 6                  | 6        | -             | -                    |  |
| Mr .David Burlison    | -                  | -        | -             | -                    |  |
| Mr. Hanspeter Beier   | 6                  | 3        | 3             | 3                    |  |
| Ms. Maheen Rahman     | 6                  | 6        | -             | -                    |  |
| Mr. Abid Naqvi        | 6                  | 6        | -             | -                    |  |
| Mr. Asif Saad         | 6                  | 2        | 4             | 4                    |  |

<sup>·</sup> Subsequent to the year end, Mr. Asif Saad resigned from the Board of Directors of the Company with effect from July 9, 2015



| PERFORMANCE TABLE AGAF              |                   |           |           |           |           |  |  |
|-------------------------------------|-------------------|-----------|-----------|-----------|-----------|--|--|
|                                     | 30 June           | 30 June   | 30 June   | 30 June   | 30 June   |  |  |
|                                     | 2015              | 2014      | 2013      | 2012      | 2011      |  |  |
|                                     | ( Rupees in '000) |           |           |           |           |  |  |
| Net Assets                          | 579,873           | 331,974   | 349,282   | 324,602   | 327,397   |  |  |
| NAV per unit                        | 59.9615           | 54.3800   | 58.7200   | 53.8900   | 56.7300   |  |  |
| Selling price per unit              | 63.9609           | 58.0387   | 61.6600   | 56.5800   | 59.5700   |  |  |
| Redemption price per unit           | 59.9615           | 54.3800   | 58.7200   | 53.8900   | 56.7300   |  |  |
| Highest selling price per unit      | 73.1806           | 73.7277   | 71.7400   | 64.2300   | 62.6700   |  |  |
| Highest redemption price per unit   | 68.6047           | 69.0800   | 68.3200   | 61.1700   | 59.6900   |  |  |
| Lowest selling price per unit       | 55.7200           | 58.0387   | 56.1700   | 54.0200   | 56.6600   |  |  |
| Lowest redemption price per unit    | 52.2100           | 54.3800   | 53.5000   | 51.4500   | 53.9600   |  |  |
| Total interim distribution per unit | 7.3107            | 14.991    | 13.47     | 5.75      | 4         |  |  |
| Interim distribution date           | 30-Jun-15         | 30-Jun-14 | 27-Dec-12 | 27-Jun-12 | 21-Oct-10 |  |  |
|                                     | N/A               | N/A       | 27-Jun-13 | N/A       | 30-Dec-10 |  |  |
| Final distribution per unit         | Nil               | Nil       | Nil       | Nil       | 3.5       |  |  |
| Final distribution date             | N/A               | N/A       | N/A       | N/A       | 7-Jul-11  |  |  |
| Annualized returns                  | 23.79%            | 18.42%    | 36.27%    | 12.11%    | 11.08%    |  |  |
| Income distribution                 | 13.44%            | 25.53%    | 25.00%    | 10.80%    | 13.70%    |  |  |
| Weighted avg. portfolio duration    | N/A               | N/A       | N/A       | N/A       | N/A       |  |  |

#### Return since inception is 16.62%

The past performance is not necessarily indicative of future performance and that units prices and investment returns may go down, as well as up.





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