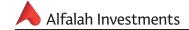


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## **FUND'S INFORMATION**

**Management Company:** Alfalah 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. Abid Naqvi

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

Chief Operating Officer & **Company Secretary:** 

- Noman Ahmed Soomro

**Audit Committee:** - Syed Ali Sultan

- Mr. Abid Nagvi

- Mr. Amin Dawood Saleh

**HR Committee:** - Syed Ali Sultan

- Mr. Michael Hermann - Ms. Maheen Rahman

Central Depository Company of Pakistan Limited CDC House, 99-B, Block 'B', SMCHS, Trustee:

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

Bawaney & Partners Legal Advisor:

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

Karachi.

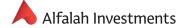
Registrar: Alfalah GHP Investment Management Limited

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

Clifton, Karachi.

Distributor: Bank Alfalah Limited

Stability Rating A+ (f) by PACRA Rating:

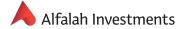


# **MISSION STATEMENT**

"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 FOR THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 2015

#### To our valued Unit Holders.

On behalf of the Board of Directors, I am pleased to present the Financial Statements of Alfalah GHP Income Fund (Formerly IGI Income Fund) (AGIF), for the three months ended 30 September, 2015. The Financial Statements of the Schemes prepared by the Management Company present true and fair view of the state of affairs of the Schemes and results of their operations, cash flows and movement in unit holders' funds.

#### **Economic Review**

Pakistan observed substantial economic progress over 1QFY16, with improvement seen across the majority of indicators. Much of this improvement is owed to the prevalent low commodity cycle, which mainly benefits trade deficit countries like Pakistan that import commodities.

Owing to low crude oil prices, headline inflation averaged 1.66% YoY over the quarter under review - a multi-decade low inflation level for Pakistan. Support was mainly seen in the import bill, which saw a decline of 17% YoY. Low oil prices not only improved the trade deficit by 25% YoY over 1QFY16, but also kept incremental circular debt in check. However, concrete and long-term efforts are required to keep the import bill lower as oil prices are still very volatile and continually fluctuating. Any material increase in commodity price might tilt the import bill again to previously higher levels. For now, the situation is very compatible as reflected in the low current account deficit coupled with foreign flows (from IMF and bilateral partners) and Eurobond issuance. This has pushed foreign exchange reserves to a historical high level of USD 20bn.

CPI also saw support emanating from low food prices on the back of depressed agro-economics. This does impact farm income however the effects may be balanced out via sectors using agricultural inputs. Lower CPI has also resulted in historically low levels of interest rates which should boost investment and consumption spend.

During the quarter, the State Bank of Pakistan revised the key policy rate down by 50bps to 6.5%, and reduced the overnight target rate to 6.0%. The move came in light of record-low inflation and more than comfortable real rate of return, and was aimed at lifting private credit off-take and providing impetus to economic growth.

While manufacturers welcomed the recent easing, commercial banks could face some pressure as in the absence of private sector credit off take this could result in shrinkage of interest spreads. Furthermore, the government's attempt to tax banking transactions at 0.6% to widen the tax net was met with heavy criticism during the quarter. A direct impact was also seen on bank deposits, wherein total banking deposits fell from PKR 9.14tn in June to PKR 9.02tn in August (down by PKR 120bn), before recovering to PKR 9.06tn owing to aggressive quarter-end deposit mobilization. The governments continued reliance on indirect taxation methods to boost tax revenue points to a more regressive tax regime for the year.

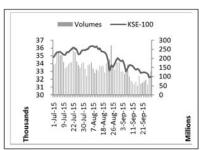
Going forward, Pakistan is likely to continue to observe improvement in macroeconomic indicators, especially current account, foreign exchange reserves and inflation. Areas that still need significant attention include fiscal deficit, tax-to-GDP ratio/tax targets and faster privatization of state-owned entities.



#### Capital Markets Review

#### **EQUITIES REVIEW**

The quarter under review saw significant selloffs in regional and global equity markets. The Benchmark KSE100 also exhibited a similar trend and ended 6.1% lower on the back of an anticipation of a US Federal Reserve rate hike, regional currency devaluation, ensuing global equity slump, foreign selling and economic slowdown in China. Adding to the issues were rumors of SECP and NAB crackdown on local brokers and overall tighter liquidity in the interbank



market. The benchmark KSE-100 index rose from 34,398 points to a high of 36,228 points during August, before succumbing to selling pressure, to settle lower at 32,287 points. Foreigners sold stocks worth USD 105mn over the period owing to the aforementioned factors.

The downward trend in the index was led by the Oil and Gas sector (-26.9%) and the Banking sector (-6.3%). While lower commodity prices hurt commodity producers, they impacted importoriented sectors positively as multiyear low raw material prices propped up gross margins and lifted bottom-line of material intensive companies. In this connection, Pharmaceutical sector (+9.3%), Industrial Metals (+2.9%), Engineering sector (+1.0%), Food Producers (+1.8%) among others outperformed the broader index during the period. Notable appreciation was witnessed in the Software and Computer Services sector, which appreciated by an impressive 26% on the back of rapidly developing global clientele of locally listed sector constituents and frequent orders from such clients.

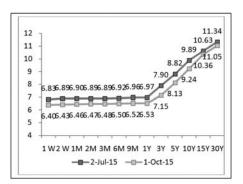
While the KSE100 Index has dropped over the quarter we maintain that Pakistan is a net beneficiary of global events in the commodities and inflation space. Further CPEC projects are now seen to be materializing actively on the ground. This combined with a far more stable current and fiscal account will yield benefits overall. As a result, we remain optimistic about the equity market over the remaining fiscal year and expect the market to leverage improving economic indicators.

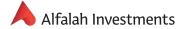
Pakistan's re-entry into the emerging market (from frontier market) remains an eagerly anticipated trigger as the reclassification by MSCI could open avenues from which considerable foreign inflow could be realized. Primary risks to our view stem from further Chinese devaluation in the Yuan which could trigger further currency pressures regionally and force equities to correct thereby negatively impact both the PKR and the stock market.

Going forward, we expect the market to be driven by (i) implementation of government's economic reform agenda (ii) corporate earnings growth for selected sectors and (iii) categorization of the Index within emerging markets.

### MONEY MARKET REVIEW

On the account of low inflation averaging at 1.66% YoY, SBP curtailed its discount rate at 6.5% and policy rate to 6.0% in the month of September. During the first quarter, yield curve shifted downwards by approximately 70bp across medium to longer tenors. Dryer liquidity was also witnessed in the interbank market due to a deposit outflow of approximately PKR 80bn during the quarter Overall CPI appears benign but heavily dependent on the future movement of oil prices.

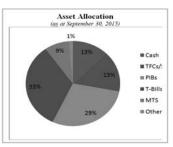




#### Alfalah GHP Income Fund (Formerly IGI Income Fund)

During the period under review, AGIF earned a return of 9.12% while the fund's benchmark returned 6.97%.

AGIF maintained an optimum mix of government and corporate securities during the period under review. The stability of returns prevailed through most part of the period under review; however sharp movements in the



government bond revaluation prices added to the bottom line.

Going forward, AGIF will maintain the current investment mix with a view to further strengthen government bond portfolio. The fund will also identify bank placements to capture higher yields to bolster the return.

#### **Key Financial Data**

Rs. In million

Description	Three month period ended 30 September 2015	Three month period ended 30 September 2014		
Net Assets at end of the period	1,438.848	1,741.440		
Gross income earned	29.710	56.494		
Net comprehensive income	32.335	41.685		
Net Assets Value per Unit (Rs.)	107.7683	102.8835		
Issuance of units during the period	546.948	308.509		
Redemption of units during the period	-243.086	-568.580		

## **Future Outlook**

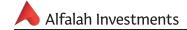
Going forward, we believe the market shall continue to perform well on the back of strong overall corporate results. Although there is a strong correlation between turmoil in the international markets and the KSE100, the downside was still muted as compared to international markets. We believe Pakistan has its own set of advantages in the current global climate and a bottom up bottom-up investment philosophy on stock picking will yield good Opportunities. Interest rate easing cycle will make medium to long term bond more attractive than short term instruments hence the focus is to maintain a medium term portfolio of securities.

#### 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 behalf of the Board

Chief Executive Officer Date: October 29, 2015



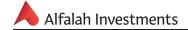
# CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES (UN-AUDITED) AS AT 30 SEPTEMBER 2015

	Note	September 2015 (Unaudited) (Rupe	June 2015 Audited <b>ees)</b> -
Assets			
Bank balances	5	181,915,422	331,313,079
Investments	6	1,130,825,666	972,862,892
Security deposits		4,669,324	2,850,000
Prepayments and other receivables		13,608,727	25,602,069
Receivable Against Margin Trading System (MTS)		124,818,462	25,069,146
Advance against Pre IPO Investment		-	-
Total assets		1,455,837,601	1,357,697,186
Liabilities			
Remuneration payable to the Management Company		10,564,627	9,025,448
Remuneration payable to the Trustee		178,666	147,653
Annual fee payable to Securities and			
Exchange Commission of Pakistan		204,237	1,105,383
Payable on redemption to unit holders			222,715,835
Provision for Workers' Welfare Fund		4,620,944	4,620,944
Accrued and other liabilities		1,421,286	8,686,817
Total liabilities		16,989,760	246,302,080
Contingency	8		
Net assets attributable to unitholders		1,438,847,841	1,111,395,106
Unit holders' funds (as per statement attached)		1,438,847,841	1,111,395,106
		(Number	of units)
Number of units in issue		13,351,307	10,549,898
		(Rup	ees)
Net assets value per unit		107.7683	105.3465

The annexed notes from 1 to 12 are an integral part of these financial statements.

For Alfalah GHP Investment Management Limited (Management Company)

Chief Executive Officer Director



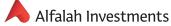
# CONDENSED INTERIM INCOME STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED 30 SEPTEMBER 2015

		For the qu	uarter ended	
		September 30, 2015	September 30, 2014	
	Note	(Ru	ipees)	
Income				
Finance Income		24,240,033	51,143,373	
Net gain on investments classified as 'at fair value through				
profit or loss' - held-for-trading				
- Net capital gain on sale of investments		(17,204)	3,772,419	
- Net unrealised gain on revaluation of investments		5,487,189	1,578,213	
Total Income	-	29,710,018	56,494,005	
Expenses				
Remuneration to the Management Company	Γ	3,403,954	5,933,992	
Sales tax on management fee		552,868	1,032,517	
Federal Excise duty on management fee		544,636	949,434	
Remuneration to the Trustee		503,943	617,777	
Annual fee to the Securities and Exchange	1		,	
Commission of Pakistan		204,237	356,035	
Brokerage expense		5,583	64,721	
Bank and settlement charges		9,633	28,880	
Auditors' remuneration		179,429	127,910	
National Clearing Company of Pakistan				
Limited charges		527,755	554,396	
CDS transaction fee		49,001	32,321	
Annual listing fee		10,082	10,082	
Printing charges		54,897	50,410	
Rating fee		73,807	67,068	
WWF		- 1)	850,710	
Total expenses	-	6,119,825	10,676,255	
Net income from operating activities		23,590,193	45,817,750	
Element of income and capital gains included in prices				
of units sold less those in units redeemed - net	-	8,744,451	(4,132,957)	
Net income for the period before taxation		32,334,644	41,684,793	
Taxation	10	-	-	
Net income for the period	-	32,334,644	41,684,793	
·	=			

The annexed notes from 1 to 12 are an integral part of these financial statements.

# For Alfalah GHP Investment Management Limited (Management Company)

Chief Executive Officer		Director
	1	Quarterly Report 2015



# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE QUARTER ENDED 30 SEPTEMBER 2015

For the quarter ended

September 30, 2015 September 30, 2014

----(Rupees)-----

Net income for the period 32,334,644 41,684,793

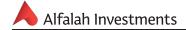
Other comprehensive income:

32,334,644 41,684,793 Total comprehensive income for the period

The annexed notes from 1 to 12 are an integral part of these financial statements.

For Alfalah GHP Investment Management Limited (Management Company)

Chief Executive Officer Director



# CONDENSED INTERIM DISTRIBUTION STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED 30 SEPTEMBER 2015

September 30, 2015   September 30, 2014		For the qu	arter ended
Undistributed income brought forward         - Realized gain / income       35,814,934 (1,849,265)       9,032,721 (1,849,265)       (1,849,265)       7,183,456         Net income for the period       32,334,644 41,684,795       41,684,795         Undistributed income carried forward       91,482,323 48,868,251         Undistributed income carried forward at end of the period       85,995,134 47,290,038       47,290,038         - Unrealized gain / income       5,487,189 1,578,213       1,578,213			
- Realized gain / income - Unrealized loss - Unrealized loss - Unrealized loss - Realized gain / income - Realized gain / income carried forward - Undistributed income carried forward at end of the period - Realized gain / income - Unrealized gain / income - Realized gain / income - Realized gain / income - Unrealized gain / income		(Ru	oees)
- Unrealized loss 23,32,745 (1,849,265) 59,147,679 7,183,456  Net income for the period 32,334,644 41,684,795  Undistributed income carried forward 91,482,323 48,868,251  Undistributed income carried forward at end of the period  - Realized gain / income 85,995,134 47,290,038 - Unrealized gain/income 5,487,189 1,578,213	Undistributed income brought forward		
Second	- Realized gain / income	35,814,934	9,032,721
Net income for the period       32,334,644       41,684,795         Undistributed income carried forward       91,482,323       48,868,251         Undistributed income carried forward at end of the period       - Realized gain / income       85,995,134       47,290,038         - Unrealized gain/income       5,487,189       1,578,213	- Unrealized loss	23,332,745	(1,849,265)
Undistributed income carried forward  91,482,323  48,868,251  Undistributed income carried forward at end of the period  - Realized gain / income - Unrealized gain/income - Unrealized gain/income - 1,578,213		59,147,679	7,183,456
Undistributed income carried forward at end of the period  - Realized gain / income 85,995,134 47,290,038 - Unrealized gain/income 5,487,189 1,578,213	Net income for the period	32,334,644	41,684,795
the period       85,995,134       47,290,038         - Realized gain / income       5,487,189       1,578,213	Undistributed income carried forward	91,482,323	48,868,251
- Unrealized gain/income <b>5,487,189</b> 1,578,213			
<u> </u>	- Realized gain / income	85,995,134	47,290,038
<b>91,482,323</b> 48,868,251	- Unrealized gain/income	5,487,189	1,578,213
		91,482,323	48,868,251

The annexed notes from 1 to 12 are an integral part of these financial statements.

For Alfalah GHP Investment Management Limited (Management Company)

Chief Executive Officer Director



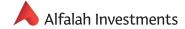
# **CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUND (UN-AUDITED)**

	For the quar	ter ended
	September 30, 2015	September 30, 2014
	(Rupe	es)
Net assets at beginning of the period	1,111,395,106	1,955,694,25
Amount realized on issuance of 5,091,522 units (30 September 2014 : 3,039,611 units)	546,948,381	308,508,58
units (50 September 2014 : 5,055,011 units)	340,340,301	300,300,30
Issuance of NIL bonus units in respect of final and interim distributions (30 September 2014 : NIL units)	-	
Amount paid / payable on redemption of 4,404,243		
units (30 September 2014 : 5,588,273 units)	(243,085,839)	(568,580,253
Element of income and capital gains included in prices	1,415,257,648	1,695,622,59
of units sold less those in units redeemed - net	(8,744,451)	4,132,95
Total comprehensive income for the period		
before capital gains- realised and unrealised		
and provision for impairment	26,864,659	36,334,16
Capital gain on sale of term finance		
certificates and treasury bills	(17,204)	3,772,41
Net unrealised appreciation in fair value of investments classified as 'at fair value through profit or		
loss - held for trading'	5,487,189	1,578,21
Provision for impairment against non performing term finance certificate classified as held for trading and interest accrued thereon		
and interest accrued thereon		
Total comprihensive income for the period - net	32,334,644	41,684,79
Distributions made during the period		
Final distribution of bonus units	-	
Final distribution of cash dividend	-	
Interim distribution of bonus units	-	
Interim distribution of cash dividend		
Net income less distributions for the period	32,334,644	41,684,79
Net assets at end of the period	1,438,847,841	1,741,440,34
Net asset value per unit at the beginning of the period	105.3465	100.420
Net asset value per unit at the end of the period	107.7683	102.883
The annexed notes from 1 to 12 are an integral part of these financia	al statements.	
For Alfalah GHP Investment Management I (Management Company)	Limited	
Chief Executive Officer	_	Director
1	Quarterly	Report 201



# CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

	For the qua	rter ended
	September 30, 2015	September 30, 2014
	(Rup	ees)
CASH FLOWS FROM OPERATING ACTIVITIES		
Net income for the period	32,334,644	41,684,793
Adjustments for: Net Capital gain on sale of investments classified as 'at fair value		
through profit or loss- held for trading'  Net unrealised appreciation in fair value of investments classified	17,204	(3,772,419)
as 'at fair value through profit or loss - held for trading' Provision for impairment against non performing term finance certifi	(5,487,189) cate	(1,578,213)
classified as held for trading and interest accrued thereon	-	-
Provision for Workers' Welfare Fund	-	850,710
Element of income and capital gains included in prices of units sold less those in units redeemed - net	(8,744,451)	4,132,957
	18,120,208	41,317,828
Increase) / decrease in assets		
nvestments - net Security deposits	(1,819,324)	193,676,974 (1,819,324)
Receivable Against Margin Trading System (MTS)	(99,749,316)	15,925,915
Prepayments and others receivable	11,993,342 140,364,514	10,255,779 218,039,344
ncrease / (decrease) in liabilities		
Payable to the Management Company	1,539,179	1,045,709
demuneration payable to the Trustee	31,013	(1,609)
Annual fee to the Securities & Exchange Commission of Pakistan	(901,146) (229,981,366)	(1,002,954) 182,670
accided and other habilities	(229,312,320)	223,816
let cash used in operating activities	(70,827,598)	259,580,988
ASH FLOWS FROM FINANCING ACTIVITIES		
Distribution paid	-	-
Amounts received against issuance of units Payment against redemption of units	546,948,381	308,508,589
let cash generated from financing activities	(243,085,839) 303,862,542	(568,580,253)
let decrease in cash and cash equivalents during the period	233,034,944	(490,676
Cash and cash equivalents at beginning of the period	430,632,072	807,751,241
Cash and cash equivalents at end of the period	663,667,016	807,260,565
he annexed notes from 1 to 12 are an integral part of these financia	l statements.	
For Alfalah GHP Investment Management (Management Company)	Limited	
Chief Executive Officer	_	Director
1	Quarterly	Report 201



# CONDENSED INTERIM NOTES TO THE FINANCIAL STATEMENTS (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2015

#### 1 LEGAL STATUS AND NATURE OF BUSINESS

Alfalah GHP Income Fund (formerly IGI Income Fund) (the Fund) has been established under the Non-Banking Finance Companies (Establishment and Regulation), Rules 2003 (the NBFC Rules) and has been authorised as a unit trust scheme by the Securities and Exchange Commission of Pakistan (SECP) on December 07, 2006. It has been constituted under a Trust Deed, dated December 18, 2006 between IGI Funds Limited (Former Management Company), a company incorporated under the Companies Ordinance, 1984 and Central Depository Company of Pakistan Limited (CDC) as the Trustee, also incorporated under the Companies Ordinance, 1984.

On October 15, 2013, the management rights of the Fund were transferred from IGI Funds Limited (Former Management Company) to Alfalah GHP Investment Management Limited (the Management Company) by means of Securities and Exchange Commission of Pakistan sanctioned order No. SCD/NBFC-II/IGIFL & AFGHP/742/2013. The registered address of the Management Company is situated at 8th Floor, Executive Tower, Dolmen Mall, Block-5, Clifton, Karachi.

The Fund is an open ended income scheme and offers units for public subscription on a continuous basis. The units are transferable and can also be redeemed by surrendering to the Fund. The units are listed on the Lahore Stock Exchange Limited (LSE). The Fund was launched on April 14, 2007.

The Fund invests primarily in fixed-rate securities and other avenues of investment, which include corporate debt securities, certificates of investment, certificates of musharaka, commercial papers, term deposit receipts, spread transactions and reverse repurchase agreements.

The SECP has approved Second Supplemental Trust Deed, under the NBFC Regulations, vide its letter No. SCD/AMCW/AD-ZI/AGIF/241/2015 dated February 03, 2015 to modify and restate the previous Trust Deed to effectuate renaming of the Fund to Alfalah GHP Income Fund (formerly IGI Income Fund)

Title to the assets of the Fund is held in the name of CDC as Trustee of the Fund.

The Pakistan Credit Rating Agency Limited (PACRA) has assigned a AM2- rating to the Management Company as of April 15, 2015.

PACRA has assigned a rating of A+(f) to the scheme as of March 19, 2015.

### 2 BASIS OF PRESENTATION

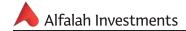
### 2.1 Statement of compliance

These condensed interim financial information have been prepared in accordance with the approved accounting standards as applicable in Pakistan for interim financial reporting. The disclosures in the condensed interim financial information do not include the information reported for full annual financial statements and should therefore be read in conjunction with the financial statements for the year ended 30 June 2015.

2.2 These condensed interim financial information comprise of condensed interim statement of assets and liabilities as at 30 September 2015 and the related condensed interim income statement, condensed interim statement of comprehensive income, condensed interim cash flow statement, condensed interim distribution statement, condensed interim statement of movement in unit holders' fund, and notes thereto, for the quarter ended 30 September 2015.

## 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation which have been used in the preparation of this condensed interim financial information are the same as those applied in preparation of the financial statements for the preceding year ended 30 June 2015.



#### 4 ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of this condensed interim financial information in conformity with approved accounting standards requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgments and estimates made by the management in the preparation of this condensed interim financial information are the same as those that were applied to the financial statements as at and for the year ended 30 June 2015.

The Fund's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended 30 June 2015.

September June
2015 2015
Unaudited Audited
Note -----(Rupees)-----

#### 5 BANK BALANCES - local currency

Bank balances - local currency

**181,915,422** 331,313,079

This represents balance in deposit accounts with banks and carry profit rates ranging from 6.25% to 7.00% (2015: 7.00% to 9.25%).

## 6 INVESTMENTS

# Financial asset at fair value through profit and loss- Held for trading

Sukuk certificates	6.1	49,210,000	50,517,187
Term finance certificates	6.2	176,208,240	182,145,653
Treasury Bills	6.3	481,751,594	395,702,652
Pakistan Investment Bonds	6.4	423,655,832	344,497,400
		1 130 825 666	972 862 892

#### Held to maturity

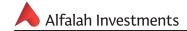
Certificates of investment Term deposit receipt

-	-
-	-
-	-
-	-
1 130 825 666	972 862 892

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

Name of the investee company				Matured / Sold during the year		Carrying value as at September 30, 2015		Net assets on the basis of market value	investment	Investment as % of issue size
				(No. c	of certificates	5)				(%)
Engro Fertilizer Limited - I	8.78%	10,000	-	-	10,000	47,500,000	49,210,000	3.42%	4.35%	1.54%
					-	47 500 000	40.040.000	-		

47,500,000 49,210,000



#### 6.2 Term Finance Certificates (TFCs) - 'at fair value through profit or loss' - held-for-trading

Name of the investee company		01, 2015	Purchases during the year	the year	30, 2015	September 30, 2015	Market value as at September 30, 2015	Net assets on the basis of market value	Total investment on the basis of market value	Investment as % of issue size
			(No. of o	ertificates)		(Rup	ees)	(%)		
Quoted investments										
Pakistan Mobile					[					
Communications Limited - VII	9.00%	450			450	13,887,000	13,582,296	0.94%	1.20%	0.68%
Faysal Bank Limited										
(December 27, 2010)	9.23%	9,000			9,000	45,368,730	45,782,208	3.18%	4.05%	1.53%
						59,255,730	59,364,504			
Unquoted investments										
Bank Alfalah Limited - IV - (Floating)					[					
(a related party)	9.26%	1,800			1,800	9,249,876	9,190,346	0.64%	0.81%	0.18%
Bank Alfalah Limited - V										
(a related party)	8.31%	15,800			15,800	79,183,395	78,464,900	5.45%	6.94%	1.57%
NIB Bank Limited (Floating)	8.08%	6,000			6,000	29,988,000	29,188,490	2.03%	2.58%	0.73%
						118,421,271	116,843,736			
					A .					
					A.	225,177,001	225,418,240			

6.2.1 Investment includes 5,000 Term Finance Certificates of Engro Fertilizer Limited - I which have been pledged with National Clearing Company of Pakistan Limited (NCCPL) as collateral against margin.

#### 6.3 Treasury Bills

Issue date  Treasury bills - having face val	Note ue	As at July 01, 2015	Purchased during the period	Sold / matured during the period	Balance as at 30 September 2015	Carrying value as at 30 September 2015	Market value as at 30 September 2015	Unrealised gain / (loss) on revaluation	% of net assets on the basis of market value	% of total investment on the basis of market value
		(1	lo.of Certificate:	s)		(Rupees)			(%aį	ge)
Maturity upto 3 months	6.3.1	1,000,000	5,500,000	1,650,000	4,850,000	481,668,466	481,751,594	83,128	33.48%	42.60%
Maturity upto 6 months		3,000,000	-	3,000,000		-	-	1	-	-
		4,000,000	5,500,000	4,650,000	4,850,000	481,668,466	481,751,594	83,128		

**6.3.1** These represent treasury bills having face value of Rs.4.85 million (June 30, 2015: Rs.1 million) and carrying purchase yield of 7% (June 30, 2015: 7%) per annum. These treasury bills will mature on December 10, 2015 (June 30, 2015: August 20, 2015).

### 6.4 Pakistan Investment Bonds

Name of the Security	Note	As at July 01, 2015	Purchased during the period	Sold / matured during the period	Balance as at 30 September 2015	Carrying value as at 30 September 2015	Market value as at 30 September 2015	on	% of net assets on the basis of market value	% of total investment on the basis of market value
		(N	o.of Certificate:	5)		(Rup	ees)		(%aį	ge)
Maturity upto - 3 years	6.4.1	500,000	350,000	-	850,000	85,861,812	88,154,175	2,292,363	6.13%	7.80%
Maturity upto - 5 years	6.4.2	1,650,000	350,000	-	2,000,000	200,105,365	220,680,458	20,575,093	15.34%	19.51%
Maturity upto - 10 years	6.4.3	1,000,000	-	-	1,000,000	107,854,611	114,821,200	6,966,589	7.98%	10.15%
		3.150.000	700.000		3.850.000	393.821.788	423.655.833	29.834.045		

- 6.4.1 These represent Pakistan Investment Bonds having face value of Rs.200 million (June 30, 2015: Rs.50 million) carrying purchase yield ranging between 9.25% to of 12.95% (June 30, 2015: 11.99%) per annum. These Pakistan Investment Bonds will mature on March 26, 2018 (June 30, 2015: 11.99%).
- 6.4.2 These represent Pakistan Investment Bonds having face value of Rs.85 million (June 30, 2015: Rs.165 million) carrying purchase yield ranging between 9.25% to 11.55% (June 30, 2015: 12.20% to 12.95%) per annum. These Pakistan Investment Bonds will mature upto March 26, 2020 (June 30, 2015: July 17, 2018).
- 6.4.3 These represent Pakistan Investment Bonds having face value of Rs.100 million (June 30, 2015: 100) carrying purchase yield ranging 12.00% per annum (June 30, 2015: 9.40% to 10.31%). These Pakistan Investment Bonds will mature on July 19, 2022 (June 30, 2015: July 19, 2022).



7

		September 2015 Unaudited	September 2014 Unaudited
		(Rup	ees)
CASH AND CASH EQUIVALENTS			
		181,915,422	43,290,536
Bank balances		481,751,594	470,947,487
Treasury Bill with maturity within 3 months		-	100,822,192
Letter of placement maturing within 3 months		-	192,200,350
Certificate of investments maturing within 3 months	Rupees	663,667,016	807,260,565

#### 8 CONTINGENCY - WORKERS' WELFARE FUND

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 mutual funds / Collective Investment Schemes (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 a similar case whereby the amendments introduced in the Workers' Welfare Fund Ordinance, 1971 through Finance Acts 2006 and 2008 have been declared unconstitutional and therefore struck down. However, during March 2013, the larger bench of the Honourable High Court of Sindh 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 the judgement passed by a singlemember Lahore High Court bench issued in August 2011.

Further, in May 2014, the Honourable Peshawar High Court (PHC) held that the impugned levy of contribution introduced in the WWF 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'.

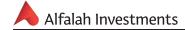
As per the legal counsel handing the case, the constitutional petition filed by the CIS to challenge the WWF contribution has not been affected by SHC judgment.

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.

#### 9 TRANSACTIONS AND BALANCES WITH RELATED PARTIES

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.

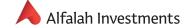


# 9.1 Unit Holder's Fund

		For the quarter ended 30 September 2015									
		As at 01 July 2015	Issued for cash	Bonus	Redeemed	As at 30 September 2015	As at July 01, 2015	Issued for cash	Bonus	Redeemed	NAV as at 30 September 2015
Associated Companies / Uno	lortakings			(Units) -					(Rupees)		
CDC-Trustee Alfalah Ghp Con	•	an -	417,361			417,361		45,000,000			44,978,256
CDC-Trustee Alfalah Ghp Mo	derate Allocation Plan		231,867	-		231,867		25,000,000		-	24,987,920
CDC-Trustee Alfalah Ghp Acti	ive Allocation Plan	-	463,734		-	463,734	-	50,000,000	-	-	49,975,840
Management Company Alfalah GHP Investment Man Employees	agement Ltd	664,968	186,053	-		851,021	70,051,934	20,000,000		-	- 91,713,056
Key Management Personnel	-										
Head of Marketing			-	•	_	•	-		-	-	•
Unit holder holding 10% or more units						·					
Babar Ali Foundation		1,709,695	-	7/1		1,709,695	1,709,695	180,110,003	-	-	184,250,884
Gul Ahmed Energy Limited		759,449	2,531,512	/-		3,290,961	3,290,961	271,874,309	•	-	354,661,308

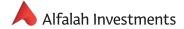
## 9.2 Unit Holder's Fund

		For the quarter ended 30 September 2014								
	As at 01 July 2014	Issued for cash	Bonus	Redeemed	As at 30 September 2014	As at July 01, 2014	Issued for cash	Bonus	Redeemed	NAV as at 30 September 2014
Key Management Personnel - Management Company	7		(Units) -				/-	(Rupees)		
Alfalah GHP Investment Management Ltd	706,385		-		706,385	70,935,747			-	72,675,361
Employees		689	•	488	201		70,000	1	50,000	20,680
Unit holder holding 10% or more units										
Gul Ahmed Energy Limited	2,021,421	-			2,021,421	202,992,754				207,970,909
Attock Cement Pakistan Limited	-	1,958,819	-		1,958,819		100,000,000	-/	-	201,530,185
Pahar Ali Foundation	1 91/1 620			109 210	1 706 /110	192 226 406			11 000 000	175 561 433



# 9.3 Other transactions

9.3	Other transactions		
		For the quarter	For the quarter
		ending 30	ending 30
	Associated Companies / Undertakings	September 2015	September 2014
	Associated companies / Ondertakings	(Rup	ees)
	AlFalah GHP Investment Management Limited - Management		,
	Remuneration of the Management fee	3,403,954	5,933,992
	Sales tax on management fee	552,868	1,032,517
	Federal excise duty on management fee	544,636	949,434
	Sales Load	809,861	-
	Bank Alfalah Limited		
	Proift on deposit account	867,784	755,032
	Bank Charges	7,728	12,038
	Purchase market treasury bills	118,236,000	117,403,550
	Sales market treasury bills	298,352,400	_
	Purchases of PIBs	37,557,589	-
	Alfalah GHP Income Multiplier Fund		
	Sale market treasury bills	59,695,320	96,634,300
	Purchase market treasury bills	9,918,790	9,964,440
	AIC     GUD G     5		
	Alfalah GHP Cash Fund		
	Salas market transum hills	20 774 260	
	Sales market treasury bills	39,774,360	
	Alfalah GHP Money Market Fund (Formerly IGI Money Market	Fund)	
	Sale market treasury bills	-	39,890,400
	Sale market treasury bins		33,030,400
	Alfalah GHP Sovereign Fund		
	Sales market treasury bills	14,861,535	_
	Other Related Parties		
	Tourston for	F02 042	C17 777
	Trustee fee CDS Charges	<u>503,943</u> 32,321	<u>617,777</u> 32,321
	CD3 Charges	32,321	52,521
9.4	Other balances	September	June
	Associated Community (Undertailing	2015	2015
	Associated Companies / Undertakings	Unaudited	Audited
		(Rup	ees)
	AlFalah GHP Investment Management Limited - Management	Company	
	Remuneration payable to the Management Company	1 201 070	1 196 //10
	Remuneration payable to the Management Company Sales tax payable on management fee	<u>1,291,879</u> 1,180,547	<u>1,186,412</u> 206,436
	Federal excise duty payable on management fee	7,282,340	7,632,600
	Sales load payable to Management Company	809,861	7,032,000
	Sales load payable to Management Company		
	Bank Alfalah Limited		
	Bank Balance	129,454,053	123,656,982
	Mark-up receivable on bank deposit	195.776	389.687
		====,,,,	
	Other Related Parties		
	Control Donositom, Common, of Boliston Limits		
	Central Depository Company of Pakistan Limited	470 000	147.053
	Trustee fee	<u>178,666</u> 100,000	147,653
	Security deposit	100,000	100,000
	1	Quartorly	Report 2015
	1	Quarterry	Report 2015



### 10 TAXATION

The Fund's income is exempt from Income Tax as per clause (99) of part I of the Second Schedule of the Income Tax Ordinance, 2001 subject to the condition that not less than 90% of the accounting income for the year as reduced by capital gains whether realised or unrealised is distributed amongst the unit holders. Further the management has intention to distribute at least 90% of the accounting income during the year ending 30 June 2015. Accordingly, no tax provision has been made in this condensed interim financial information for the quarter ended 30 September 2015.

### 11 GENERAL

Figures have been rounded off to the nearest rupee.

## 12 DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue by Board of Directors of the Management Company on October 29, 2015.



For Alfalah GHP Investment Management Limited (Management Company)

\_\_\_\_\_Chief Executive Officer \_\_\_\_\_\_Director





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