#### October, 2014

# **Fund Managers' Report**

#### **Economic & Capital Markets Review**

#### **Economic Review & Outlook**

Headline inflation for October clocked in at 17-month low of 5.8% YoY. House rent index saw a rise of 1.4% MoM in October, but decline in Food and Transportation index limited the overall monthly gain to just 0.2%. With headline inflation receding below 6%, the case for policy rate cut in November has now strengthened. In fact, consumer inflation is anticipated to slide even further next month after accounting for the cut in prices of petroleum products. In this regard, unrelenting decline in international crude oil price has been a key influential factor and deserves continued scrutiny by the equity and commodity pundits.

After depicting weakness over July and August, the external account witnessed considerable improvement in September owing to rise in exports, decline in service deficit and higher remittance. Current account deficit for 1QFY15 now stands at USD1.33bn as opposed to USD1.27bn witnessed in the CPLY, mainly due to 36% jump in trade deficit.

In November, economists should see a marked improvement in Forex reserve position after OGDC's GDS offering and launch of Sukuk Bonds. A successful IMF review should also pave the way for sizeable financial tranche of USD1.1bn.

#### **Money Market Review & Outlook**

The Central Bank released new leaner PIB auction targets for 2QFY15 over the first week of October, pushing bond yields down across the board. After auction targets were revised from PKR 100bn to PKR 50bn per month, market participants scrambled to purchase securities from the secondary market at higher prices. Resultantly, PIB yields lost 9-18 bps over a matter of days before recovering to Sept-end levels.

Subsequently, the Central Bank observed participation of PKR 332bn in the PIB auction dated October 22, 2014. The State Bank of Pakistan adhered to its curtailed target and picked up only PKR 50bn. Cut-off yields in the auction clocked in at 12.48% for 3Y (-11bps), 12.98% for 5Y (-1bps) and 13.45% for 10Y (-1bps). Acceptance of only PKR 50bn caused bond yields to fall again, albeit by a much wider margin of 75 – 140 bps this time around.

In the wake of approximately 25% fall in price of international crude oil, inflation is now anticipated to remain subdued over 2HFY15 as well. With a CPI reading of 5.82% for October and 4MFY15 inflation of 7.09%, possibility of monetary easing has resurfaced. With monetary policy anticipated in the second week of November, bond fund managers will likely scrutinize the days leading up to the policy quite keenly.

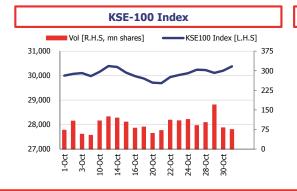
#### **Equity Market Review & Outlook**

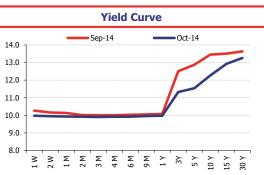
The equity market remained in positive territory in the early half of October but dipped slightly as the result season got underway. Quarterly results portrayed mixed trends as investors witnessed some results that were below expectation. Nevertheless, the bourse recovered towards the end of October with the KSE-100 posting a gain of +2.2% to close at 30,377 points.

Monthly gains were led by low-weight sectors including the likes of Automobile, Pharmaceuticals and Telecom. The heavy weight Oil & Gas sector, on the other hand, declined on account of falling crude oil prices.

After six months of consecutive net positive investments (USD 391mn), foreign investors divested USD 31mn in October owing to concerns on global economic outlook, weakened global commodity prices and end of quantitative easing. Local mutual funds (USD8.7mn) and NBFC (USD5.8mn) were the biggest buyers of local equities.

Going forward, the GDS offering of OGDC and international Sukuk offering remain crucial triggers for the bourse. Furthermore, PIB spreads, Coal prices and JPY/USD parity (along with off take) should prove pivotal for Banking sector, Cement sector and Automobile sector – three sectors with tremendous potential – over the coming months. Falling crude oil





## Alfalah GHP Cash Fund

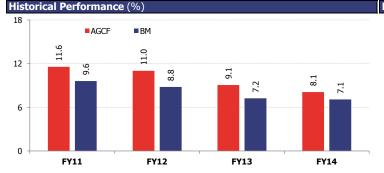
Rating: "AAA" by PACRA

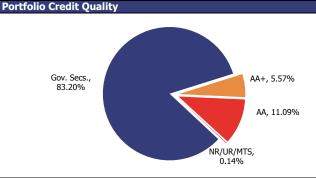


#### **Investment Objective**

The investment objective of Alfalah GHP Cash Fund (AGCF) is to provide regular stream of income at comparative rate of return while preserving capital to extent possible by investing in assets with low risk and high degree of liquidity from a portfolio constituted of mostly money market securities and placements.

**Investment Committee Basic Information** Category: Money Market Scheme Management Fee: 1.00% Maheen Rahman, Chief Executive Officer Fund Type: Open Ended Min. In. Inv.: PKR 25,000/- (G); PKR 100,000/-Ather H. Medina Head of Corporate Strategy Benchmark: Avg. 3 Mth Dep. Min. Subs. Inv.: PKR 5,000/- (G); PKR 50,000/-**Noman Soomro** Chief Operating Officer Rates of 3 "AA" Rated Banks Trustee: MCB Financial Services Limited Shariq Mukhtar Hashmi Head of Risk & Compliance Launch Date: March 12, 2010 Auditor: KPMG Taseer Hadi **Nabeel Malik** Head of Investments Head of Investment Advisory/ Par Value: PKR 500 Listing: Karachi Stock Exchange **Muddasir Ahmed Shaikh** Pricing: Forward Day Dealing Days: Monday - Friday Senior Portfolio Manager Cut-off Time: 9:00 am - 11:00 am Portfolio Manager Sales Load: NA **Imran Altaf, CFA Kashif Kasim** Jr. Portfolio Manager Risk Profile: Low Leverage: Nil Asset Allocation (as % of Total Assets) **Fund Statistics** Fund Size (PkR mn; as on Oct 31, 2014): 4,010 110 83. NAV (PkR): 516.6800 ■ Sep ■ Oct 88 68.0 Wtd. Average Maturity (months): 2.16 **Since Inception** 11.77% 66 **Fund Performance AGCF** YTD 7.61% 8.28% 44 Month (Oct '14): 7.45% 8.19% 22 Credit Quality (as % of Total Assets) 0.2 0.00% Govt. Guar. 83.20% Α AAA 0.00% 0.00% ġ. Backed/ **T-Bills** CPs A-Cash with PIBS TFCs/Sukuks with **NBFCs** AA+ 5.57% BBB+ 0.00% Sepo AA BBB 11.09% 0.00% Govt. Ł Gov. t AA-0.00% Below IG 0.00% 0.00% NR/UR A+ 0.14%





Details of Non-Compli	iant Investments					
		Value before	Provisioning	Value after	% Gross	% Net
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets

1 Year - Rolling Returns													
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
AGCF	8.01%	6.79%	8.01%	8.27%	8.07%	8.25%	8.37%	8.31%	8.32%	8.17%	8.25%	8.15%	8.19%
BM	6.75%	6.85%	7.45%	7.41%	7.40%	7.63%	7.38%	7.38%	7.38%	7.67%	7.67%	7.67%	7.45%
WWE Dies	daimar												

The Fund/Scheme has maintained provisions amounting to Rs. 18.293mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.2.3570 / 0.47%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaimer

# **IGI Money Market Fund**

Rating: "AA+ (f)" by PACRA



#### **Investment Objective**

Sales Load: 1.00%

Risk Profile: Low

An open-ended Money Market Scheme which shall seek to generate competitive returns consistent with low risk from a portfolio constituted of short term instruments including cash deposits, money market placements and government securities. The Fund will maintain a high degree of liquidity, with time to maturity of single asset not exceeding six months and with weighted average time to maturity of Net Assets not exceeding 90 days.

Basic Information
Category: Money Market Scheme
Fund Type: Open Ended
Benchmark: Avg. 3 Mth Dep.
Rates of 3 "AA" Rated Banks
Launch Date: May 27, 2010
Par Value: 100
Pricing: Forward Day

Management Fee: 0.80%
Min. Initial Investment: PKR 5,000/Min. Subseq. Investment: PKR 1,000/Trustee: CDC Pakistan Limited
Auditor: E&Y, Ford Rhodes Sidat Hyder
Listing: Lahore Stock Exchange
Dealing Days: Monday - Friday
Cut-off Time: 9:00 am - 3:00 pm
Leverage: Nil

Investment Committee Maheen Rahman, Ather H. Medina Noman Soomro Shariq Mukhtar Hashmi

Nabeel Malik Muddasir Ahmed Shaikh

Imran Altaf, CFA Kashif Kasim Chief Executive Officer
Head of Corporate Strategy
Chief Operating Officer
Head of Risk & Compliance
Head of Investments
Head of Investment Advisory/
Senior Portfolio Manager
Portfolio Manager
Jr. Portfolio Manager

Ass	et Alle	ocatio	on (as	% of	Total	Asset	s)						
100	Ī		■ Sep		• Oct				9.5				
80 -			_ эср		OCC				64.5				
60 -		3.9											
40 -	3.6	— 4. ω											
20 -	1.0	13	1 1		1 1	1 1	1 1	1 1		1 1	1 1	1 1	0.7
U -	Cash	Plac. with Banks/DFIs	Plac. with NBFCs	Rev. Repo ag. GS	Rev. Repo ag. other Secs.	Govt. Backed/ Gov. Guar.	TFCs/Sukuks	PIBS	T-Bills	GS	MTS	Spread Trans.	Others

 Fund Statistics

 Fund Size (PkR mn; as on Oct 31, 2014):
 3,301

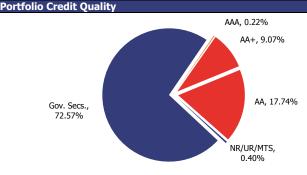
 NAV (PkR):
 103.8240

 Wtd. Average Maturity (months):
 2,47

Fullu Periorillance			DIVI	IGIMMF
YTD			7.55%	8.55%
Month (Oct '14):			7.45%	8.66%
Credit Quality (as %	% of Total Assets	5)		
Govt. Guar.	72.57%	Α		0.00%

u	realt Quality (as % of	Total Assets)		
Go	ovt. Guar.	72.57%	A	0.00%
AA	<b>∖</b> A	0.22%	A-	0.00%
AA	<b>\</b> +	9.07%	BBB+	0.00%
AA	4	17.74%	BBB	0.00%
AA	<b>\-</b>	0.00%	Below IG	0.00%
A	+	0.00%	NR/UR	0.40%

# Historical Performance (%) 18 IGIMMF BBM 6:11 8:8 6 0 FY11 FY12 FY13 FY14



Name Type Provis	e before Provisioning	Value after	% Gross	% Net
Type Floris	isioning Held, if any	Provisioning	Assets	Assets

<b>Rolling Re</b>	turns												
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
<b>IGIMMF</b>	7.71%	7.05%	8.02%	8.35%	8.24%	8.40%	8.56%	8.36%	8.44%	8.42%	8.41%	8.33%	8.66%
ВМ	6.50%	6.50%	7.47%	7.18%	7.38%	7.38%	7.38%	7.38%	7.38%	7.67%	7.67%	7.43%	7.45%

The Board of Directors of the Management Company in their meeting held in July 2013 have decided to start prospective provisioning against WWF effective from July 1, 2013. The Fund/Scheme has not made provisions amounting to Rs. 17.028mn upto June 30, 2013 against Workers' Welfare Fund liability, if the same were made the NAV per unit/return of the Scheme would be lower by Rs.0.5355 / 0.53%. The sum provided in this regard stands at Rs. 6,249,742 had this provision not been made, the YTD return would be higher by Rs. 0.1965 / 0.19%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaime

# **IGI Income Fund**

Rating: "A+(f)" by PACRA



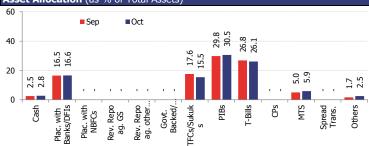
#### **Investment Objective**

The investment objective of IGI Income Fund (IGIIF) is to minimize risk, construct a liquid portfolio of fixed income instruments and provide competitive returns to the Unit Holders. The management team shall ensure the active implementation of prudent investment practices, the highest professional standards and compliance with applicable laws.

**Fund Statistics** 

**Basic Information** Category: Income Scheme Management Fee: 1.25% Fund Type: Open Ended Min. Initial Investment: PKR 5,000/-Benchmark: 6 Month KIBOR Min. Subseq. Investment: PKR 1,000/-Launch Date: April 14, 2007 Trustee: CDC Pakistan Limited Par Value: 100 Auditor: E&Y, Ford Rhodes Sidat Hyder Pricing: Forward Day Listing: Lahore Stock Exchange Sales Load: 1.00% Dealing Days: Monday - Friday Risk Profile: Low Cut-off Time: 9:00 am - 3:00 pm Leverage: Nil Asset Allocation (as % of Total Assets)

**Investment Committee** Maheen Rahman, Chief Executive Officer Ather H. Medina Head of Corporate Strategy Noman Soomro Chief Operating Officer Shariq Mukhtar Hashmi Head of Risk & Compliance **Nabeel Malik** Head of Investments **Muddasir Ahmed Shaikh** Head of Investment Advisory/ Senior Portfolio Manager Portfolio Manager Imran Altaf, CFA **Kashif Kasim** Jr. Portfolio Manager



Fund Size (PkR mn; as on Oct 31, 2014):		1,729
NAV (PkR):		104.1607
Wtd. Average Maturity (months):		18.45
Fund Performance	ВМ	IGIIF
YTD	10.18%	11.05%
Month (Oct '14):	10.19%	14.62%

	,			
	Credit Quality (as %	of Total Assets	)	
	Govt. Sec / Guar.	56.69%	A	0.00%
	AAA	0.59%	A-	0.00%
	AA+	10.90%	BBB+	0.00%
	AA	2.22%	BBB	0.00%
	AA-	10.24%	Below IG	0.00%
I	A+	10.96%	MTS/NR/UR	8.41%
-				

Histo	orical Per	tormance	(%)							
18 -		■IGIIF	■BM			2	2.2	m	13.4	
12 -	8.0	8.6	6.6	6.6		11.	H	 Ħ H		
6 -										
0 -	FY1	11	FY1	12	ı	FY1	13	FY:	14	

7(1)	rii 5/ Nig Oix	0.1170
TFC/Sukuk Holdings (% of Total As	sets)	
Bank Alfalah Ltd (20-Feb-13)		4.54%
NIB Bank		1.72%
E. Fert Sukuk		2.87%
Faysal Bank Ltd (27-Dec-10)		2.73%
Engro Fertilizer Ltd (30-Nov-07)		0.63%
Pak Mobile Communication - (18-Apr-1	2)	1.44%
Bank Al Falah - (2-Dec-09)- Floating		0.54%
Faysal Bank Ltd (12-Nov-07)		0.14%
Askari Bank Limited (18-Nov-09)		0.85%

Details of Non-Compliant Investments											
		Value before	Provisioning	Value after	% Gross	% Net					
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets					

Rolling Re	Rolling Returns												
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
IGIIF	7.91%	6.42%	8.37%	10.25%	7.52%	9.61%	6.42%	7.39%	7.81%	9.29%	9.75%	9.86%	14.62%
ВМ	9.55%	9.78%	9.78%	10.15%	10.15%	10.11%	10.18%	10.17%	10.17%	10.17%	10.18%	10.18%	10.19%
WATE Dies	laimar.												

The Board of Directors of the Management Company in their meeting held in July 2013 have decided to start prospective provisioning against WWF effective from July 1, 2013. However, the Fund/Scheme has not made provisions amounting to Rs. 15.570mn upto June 30, 2013 against Workers' Welfare Fund liability, if the same were made the NAV per unit/return of the Scheme would be lower by Rs.100.4208 or 0.93%. The sum provided in this regard stands at Rs. 3,979,688 had this provision not been made, the YTD return would have been higher by Rs. 0.2397 or 0.24%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaimer

# **IGI Aggressive Income Fund**

Rating: "A-(f)" by PACRA



#### **Investment Objective**

The investment objective of the Scheme is to provide an investment medium whereby investors can participate in a portfolio that will seek to generate competitive income.

#### **Basic Information Investment Committee** Category: Aggressive Income Sche Management Fee: 1.00% Maheen Rahman, Chief Executive Officer Head of Corporate Strategy Fund Type: Open Ended Min. Initial Investment: PKR 5,000/-Ather H. Medina Benchmark: 6 Month KIBOR Min. Subseq. Investment: PKR 1,000/-**Noman Soomro** Chief Operating Officer Launch Date: October 25, 2007 Trustee: CDC Pakistan Limited Shariq Mukhtar Hashmi Head of Risk & Compliance **Nabeel Malik** Acquisition Date: August 6, 2010 Auditor: E&Y, Ford Rhodes Sidat Hyder Head of Investments **Muddasir Ahmed Shaikh** Head of Investment Advisory/ Par Value: 50 Listing: Karachi Stock Exchange Pricing: Forward Day Dealing Days: Monday - Friday Senior Portfolio Manager Sales Load: 1.00% Cut-off Time: 9:00 am - 3:00 pm Imran Altaf, CFA Portfolio Manager Risk Profile: Moderate **Kashif Kasim** Jr. Portfolio Manager Leverage: Nil Asset Allocation (as % of Total Assets) **Fund Statistics** Fund Size (PkR mn; as on Oct 31, 2014): 85 NAV (PkR): ■ Sep ■ Oct 43.1417 Wtd. Average Maturity (months): 0.14 60 **Since Acquisition Return** 7.42% 40 **Fund Performance IGIAIF** BM 10.24% 10.5 YTD 1.69% 8.8 20 10.50% -3.80% Month (Oct '14): Credit Quality (as 0.00% Govt. Guar. 0.00% Govt. Backed/ Gov. Guar. Fixed Assets AFS Rev. Repo ag. other Secs. Shares/Equitie Spread Trans. Others 0.00% AAA 0.00% Δ-AA+ 0.00% BBB+ 0.00% AA 4.18% BBB 0.00% Below IG 0.00% AA-0.00% NR/UR 95.82% **Historical Performance (%)** A+ 0.00% TFC/Sukuk Holdings (% of Total Assets) 9.8 12 6 0 FY11 FY12 FY13 FY14

Name		Туре			before ioning		ioning if any	Value Provisi			% Gross Assets	% Net Assets	
Agritech Lin			7,070	70,157 -5,575,327 1,494,830		,830		3.93%	1.76%				
Fixed Assets - Avail. for Sale		Sale	Fixed Asset	S	100,000,000 -29,124,750 70,875,250			61.53%	83.38%				
Rolling Re	turns												
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
IGIAIF	8.25%	5.80%	9.50%	11.00%	6.62%	9.83%	7.79%	4.86%	10.71%	1.33%	4.40%	4.36%	-3.80%
ВМ	9.55%	9.78%	9.78%	10.15%	10.15%	10.11%	10.18%	10.17%	10.17%	10.17%	10.18%	10.18%	10.50%

The Fund/Scheme has maintained provisions amounting to Rs. 5.32mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.2.6869 / 6.26%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaimer

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IGIAIF

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# **Alfalah GHP Income Multiplier Fund**

Rating: "A-(f)" by PACRA



#### **Investment Objective**

The investment objective of Alfalah GHP Income Multiplier Fund (AGIMF) is to generate stable and consistent returns while seeking capital preservation through a diversified portfolio of high quality debt securities and liquid money market instruments and placements.

#### **Basic Information**

Category: Aggressive Income Fund Type: Open Ended Benchmark: 12 Month KIBOR Launch Date: June 15, 2007 Par Value: PKR 50/-Pricing: Forward Day Sales Load: 3.00% Risk Profile: High Leverage: Nil Management Fee: 1.25%
Min. Initial Investment: PKR 5,000/Min. Subseq. Investment: PKR 1,000/Trustee: CDC Pakistan Limited
Auditor: E&Y, Ford Rhodes Sidat Hyder
Listing: Karachi Stock Exchange
Dealing Days: Monday - Friday
Cut-off Time: 9:00 am - 5:00 pm

#### Investment Committee Maheen Rahman,

Ather H. Medina Noman Soomro Shariq Mukhtar Hashmi

Nabeel Malik Muddasir Ahmed Shaikh

Imran Altaf, CFA Kashif Kasim

**YTD** 

Chief Executive Officer
Head of Corporate Strategy
Chief Operating Officer
Head of Risk & Compliance
Head of Investments
Head of Investment Advisory/
Senior Portfolio Manager
Portfolio Manager

12.00%

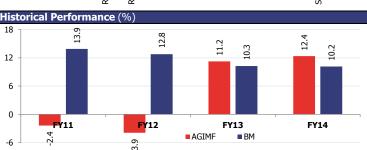
Jr. Portfolio Manager

10.50%

#### Asset Allocation (as % of Total Assets) 60 46.8 ■ Sep ■ Oct 33. 40 21.2 Guar./ Sukuk T-Bills Others CPs with rFCs/Sukuks Spread Trans. Cash Gov. ( Ijara 5

Fund Statistics		
Fund Size (PkR mn; as on Oct 31, 2014):		1,975
NAV (PkR):		50.0189
Wtd. Average Maturity (months):		17.51
Since Inception Return		5.92%
Fund Performance	BM	AGIMF

Month (Oct '14):			10.50%	19.36%
Credit Quality (as % of	Total Assets)			
Govt. Guar.	62.6%	Α		0.0%
AAA	0.0%	A-		0.0%
AA+	8.5%	BBB+		0.0%
AA	6.6%	BBB		2.1%
AA-	0.3%	Below IG		0.0%
A+	16.2%	NR/UR		3.7%



TFC/Sukuk Holdings (% o	of Total Ass	sets)	
Engro Fertilizer - SUKUK			2.49%
Maple Leaf Cement - (3-Dec	-07)		2.10%
Engro Fertilizer - (30-Nov-07	<b>'</b> )		1.50%
K-Electric - (19-Mar-14)			1.27%
Bank Alfalah Ltd (20-Feb-	13)		0.31%
Security Leasing - (28-Mar-0	6)		0.05%
NIB Bank Ltd II (19-06-2014	ł)		0.99%

<b>Details of Non-Comp</b>	oliant Investments					
		Value before	Provisioning	Value after	% Gross	% Net
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets

1- Year Ro	1- Year Rolling Returns												
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
AGIMF	6.80%	14.90%	13.07%	10.53%	10.57%	13.18%	8.15%	9.36%	31.56%	8.91%	9.29%	9.65%	19.36%
ВМ	10.02%	10.17%	10.45%	10.45%	10.45%	10.41%	10.46%	10.44%	10.45%	10.45%	10.48%	10.50%	10.50%

#### **WWF Disclaimer**

The Fund/Scheme has maintained provisions amounting to Rs. 8.364mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.2117 / 0.44%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### **Disclaimer**

# **IGI Islamic Income Fund**

Rating: "A+(f)" by PACRA



#### **Investment Objective**

The investment objective of IGI Islamic Income Fund (IGIIIF) is to minimize risk, construct a liquid portfolio of shariah approved fixed income investments and provide competitive returns to the Unit Holders. The management team shall ensure the active implementation of prudent investment practices, the highest professional standards and compliance with applicable laws.

#### **Basic Information Investment Committee** Maheen Rahman, Category: Islamic Income Scheme Management Fee: 1.00% Chief Executive Officer Fund Type: Open Ended Min. Initial Investment: PKR 5,000/-Ather H. Medina Head of Corporate Strategy Benchmark: Avg. 6 Mth Dep. Min. Subseq. Investment: PKR 1,000/-**Noman Soomro** Chief Operating Officer Rates - 3 Islamic Banks Trustee: CDC Pakistan Limited Shariq Mukhtar Hashmi Head of Risk & Compliance Launch Date: December 3, 2009 Auditor: E&Y, Ford Rhodes Sidat Hyder **Nabeel Malik** Head of Investments Par Value: 100 Listing: Lahore Stock Exchange **Muddasir Ahmed Shaikh** Head of Investment Advisory/ Pricing: Forward Day Dealing Days: Monday - Friday Senior Portfolio Manager Cut-off Time: 9:00 am - 3:00 pm **Imran Altaf, CFA** Sales Load: 1.00% Portfolio Manager Risk Profile: Low Leverage: Nil **Kashif Kasim** Jr. Portfolio Manager **Asset Allocation** (as % of Total Assets) **Fund Statistics** Fund Size (PkR mn; as on Oct 31, 2014): 107 100 68.8 ■ Sep Oct NAV (PkR): 102.8364 80 Wtd. Average Maturity (months): 12.10 57 **Since Inception Return** 9.65% 60 28.1 **Fund Performance IGIIIF** 40 YTD 6.70% 5.53% 12.0 Month (Oct '14): 6.73% 6.10% 20 2.5 Credit Quality (as % of Total Assets) Plac. with NBFCs 0.00% Repo ag. er Secs. Others Govt. Guar. 0.00% Α Repo ag. GS CPs FFCs/Sukuks Spread Trans. Cash Sovt. Backed/ Guar. AAA 68.85% 0.00% A-AA+ 0.00% BBB+ 0.00% 90. AA 0.00% BBB 0.00% AA-0.00% Below IG 0.00% NR/UR **Historical Performance** 27.87% 3.28% A+TFC/Sukuk Holdings (% of Total Assets) ■ IGIIIF ■ BM K. Electric Sukuk - 3 year 14 07% Engro Fertilizer Sukuk 13.80% 12 9.7 3.4 6.7

<b>Details of Non-Compli</b>	ant Investments					
		Value before	Provisioning	Value after	% Gross	% Net
Name	Туре	<b>Provisioning</b>	Held, if any	Provisioning	Assets	Assets

FY14

1 Year - R	1 Year - Rolling Returns												
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
IGIIIF	5.08%	6.47%	5.46%	8.05%	6.88%	5.92%	3.82%	9.85%	3.30%	-1.31%	6.96%	9.42%	6.10%
BM	6.69%	6.71%	6.76%	6.69%	6.71%	6.69%	6.67%	6.67%	6.67%	6.70%	6.69%	6.70%	6.73%

#### **WWF Disclaime**

FY11

FY12

FY13

6

The Board of Directors of the Management Company in their meeting held in July 2013 have decided to start prospective provisioning against WWF effective from July 1, 2013. The Fund/Scheme has not made provisions amounting to Rs. 2.248mn upto June 30, 2013 against Workers' Welfare Fund liability, if the same were made the NAV per unit/return of the Scheme would be lower by Rs.2.1596 / 2.14%. The sum provided in this regard stands at Rs. 161,631 had this provision not been made, the YTD return would have been higher by Rs. 0.1553 / 0.15%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaimer

# Alfalah GHP Sovereign Fund

Rating: "AA-(f)" by PACRA



#### **Investment Objective**

The investment objective of the Scheme is to provide an investment medium whereby investors can participate in a portfolio that will seek to generate competitive income.

#### **Basic Information Investment Committee** Category: Income Scheme Maheen Rahman, Management Fee: 1.00% Chief Executive Officer Fund Type: Open Ended Min. Initial Investment: PKR 5,000/-Ather H. Medina Head of Corporate Strategy Benchmark: 70% 6M T-Bill + Min. Subseq. Investment: PKR 1,000/-Noman Soomro Chief Operating Officer 30% 6M DR (3"AA-" or above Bank Trustee: CDC Pakistan Limited Shariq Mukhtar Hashmi Head of Risk & Compliance Launch Date: May 09, 2014 Auditor: E&Y, Ford Rhodes Sidat Hyder **Nabeel Malik** Head of Investments Par Value: 100 Listing: Lahore Stock Exchange **Muddasir Ahmed Shaikh** Head of Investment Advisory/ Pricing: Forward Day Dealing Days: Monday - Friday Senior Portfolio Manager **Imran Altaf, CFA** Portfolio Manager Sales Load: 1.00% Cut-off Time: 9:00 am - 3:00 pm Risk Profile: Low Leverage: Nil **Kashif Kasim** Jr. Portfolio Manager Asset Allocation (as % of Total Assets) **Fund Statistics** 100 Fund Size (PkR mn; as on Oct 31, 2014): 1,316 ■ Sep ■ Oct NAV (PkR): 105.3030 8.09 80 Wtd. Average Maturity (months): 23.39 46. **Since Inception Return** 13.62% 60 **Fund Performance** ВМ **AGSOF** 40 **YTD** 9.18% 15.50% 9.9 Month (Oct '14): 9.22% 28.38% 20 Credit Quality (as % of Total Assets) 0.00% 94.12% Others Govt. Secs. Α Rev. Repo ag. other Secs. CPs Backed/ PIBs Cash Spread Trans. AAA 0.00% A-0.00% BBB+ AA+ 0.00% 0.00% AA 4.65% BBB 0.00% AA-0.00% 0.00% Below IG 1.22% Historical Performance 0.00% NR/UR A+ TFC/Sukuk Holdings (% of Total Assets) AGSF 12 9.1 6 0 FY11 FY12 FY13 FY14

<b>Details of Non-Compl</b>	Details of Non-Compliant Investments										
		Value before	Provisioning	Value after	% Gross	% Net					
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets					

1 Year -Rolling Returns													
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
AGSOF	-	-	-	-	-	-	-	8.03%	9.11%	11.85%	9.41%	11.28%	28.38%
BM	-	-	-	-	-	-	-	9.12%	9.10%	9.11%	9.20%	9.24%	9.22%

#### **WWF Disclaimer**

The Fund/Scheme has maintained provisions amounting to Rs. 1.44mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.1156 / 0.12%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### **Disclaimer**

# **Alfalah GHP Islamic Fund**

Rating: "3 Star" by PACRA



#### **Investment Objective**

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

<b>Basic Information</b>			Investment Committee						
Category: Islam. Asset Allo.	Management Fee: 2.0	00%	Maheen Rahman,		Chief Executiv	ve Officer			
Fund Type: Open Ended	Min. Initial Investmen	nt: PKR 5,000/-	Ather H. Medina			orate Strategy			
Benchmark: 50% KMI30 Index	Min. Subseq. Investm		Noman Soomro		Chief Operatir				
Perfor. + 50% 6 Month Dep. Rate			Shariq Mukhtar Has	shmi	Head of Risk				
Launch Date: September 4, 2007	Auditor: E&Y, Ford R		Nabeel Malik		Head of Inves				
Par Value: PKR 50/-	Listing: Karachi Stock		Muddasir Ahmed S	haikh		stment Advisory/			
Pricing: Forward Day	Dealing Days: Monda	y - Friday			Senior Portfol				
Sales Load: 5.00%	Cut-off Time: 9:00 ar	n - 5:00 pm	Imran Altaf, CFA		Portfolio Mana				
Risk Profile: Moderate to High	Leverage: Nil		Kashif Kasim		Jr. Portfolio M	lanager			
Asset Allocation (as % of Total A	Assets)		Fund Statistics						
			Fund Size (PkR mn;	as on Oct 31, 2014):		346			
	■ Sept ■ Oct		NAV (PkR):			55.4730			
60 +			Since Inception			174.49%			
			<b>Fund Performance</b>		ВМ	AGIF			
40 - 80 00 01	Ο, &		YTD		2.23%	2.01%			
20.5	18.0		Month (Oct '14):		0.62%	0.99%			
	5.7	- - - - - 2.5	Asset Allocation (Se	ector Wise as a % of Total	l Assets)				
	0		Oil & Gas			19.17%			
. 9. 9.	ar. kuks PIBs -	GPs MTS ans.	Autos			12.88%			
Cash T-Bills Stocks/ Equities Rev. Repo ag. GS Rev. Repo ag. Other Sec.s.	Govt. Backed/ Gov. Guar. TFCs/Sukuks PIBs T-Bills	CPs MTS Spread Trans.	Construction and Mate	erials		11.87%			
. አሟ ፞፞፞፞ቚ	. Ba G .s/S	_ pe	Electricity			8.78%			
Rev. othe	F 60 4	pre	Chemicals			5.50%			
		0)	Engineering			4.33%			
Historical Performance (%)			Total	·		62.53%			
100 ■AGIF ■BM			Top 10 Holdings (%			0.400/			
80			KEL Sukuk (19-Mar-14	4)		8.48%			
			ENGRO Sukuk Pakistan Petroleum Li			8.32% 6.22%			
60			Oil & Gas Developmen			6.11%			
. 10	36.3 30.5		Indus Motors Co. Lim			5.60%			
40	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	18.4	Hub Power Co. Limite			5.23%			
20 - 10.2	10.6	18.4	Lucky Cement	:u		4.98%			
20	-		Pakistan Oil Fields			3.99%			
0			Fauji Fertilizers limited	1		3.90%			
FY11 FY12	2 FY13	FY14	Pak Suzuki Motor Con			3.82%			
<b>Details of Non-Compliant Inves</b>	stments			· <i>/</i>					
		Value before	Provisioning	Value after	% Gross	% Net			
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets			
1 - Year Rolling Returns									
1 - Year Rolling Returns Oct-13 Nov-13	Dec-13 Jan-14	Feb-14 Mar-14	Apr-14 May-14	Jun-14 Jul-14	Aug-14	Sep-14 Oct-14			
Oct-13 Nov-13	<b>Dec-13 Jan-14</b> 3.61% 2.56%		Apr-14 May-14 2,30% 0,46%			Sep-14 Oct-14 3.68% 0.99%			
	<b>Dec-13 Jan-14</b> 3.61% 2.56% 2.44% 2.34%	Feb-14 Mar-14 -1.64% 1.70% -1.20% 2.29%	Apr-14 May-14 2.30% 0.46% 1.94% 1.24%	Jun-14 Jul-14 1.74% 1.29% 0.18% 1.63%	-3.81%	Sep-14         Oct-14           3.68%         0.99%           2.29%         0.62%			

#### WWF Disclaimer

The Fund/Scheme has maintained provisions amounting to Rs. 8.471mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.1.3591 / 2.50%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaime

# **Alfalah GHP Value Fund**

Rating: "3 Star" by PACRA



#### **Investment Objective**

The investment objective of Alfalah GHP Value Fund (AGVF) is to generate stable and consistent returns from a well diversified portfolio consisting of high quality equity and debt securities.

<b>Basic Info</b>	ormation						Investment	Commit	tee					
Category: A	Asset Alloc. :	Scheme	Managem	ent Fee: 2.0	0%		Maheen Rah	nman,			Chief Execu	itive Officer		
Fund Type:	: Open Ende	ed	Min. Initia	al Investmen	t: PKR 5,000/	-						Head of Corporate Strategy		
	: 50% KSE1				ent: PKR 1,00	0/-						ating Officer		
Perfor. + 5	60% 6 Month	n KIBOR		CDC Pakistar								Head of Risk & Compliance		
	te: October	29, 2005			odes Sidat Hy	yder 💮	Nabeel Malik Muddasir Ahmed Shaikh				Head of Investments Head of Investment Advisory/			
Par Value:				(arachi Stock										
Pricing: For	•			ays: Monda							Senior Portfolio Manager			
Sales Load:				me: 9:00 am	1 - 5:00 pm		Imran Altaf				Portfolio Ma			
	: Moderate	3	Leverage:	: Nil			Kashif Kasir				Jr. Portfolio	Manager		
Asset Allo	cation (as	% of Total	Assets)				Fund Statist							
80	63.7							kR mn; a	s on Oct 31, 201	4):			471	
	9		■ Sept	■ Oct			NAV (PkR):						56.5684	
60							Since Incep						121%	
40							Fund Perfor	mance			BM		AGVF	
.0				- 10 13 10			YTD	4.41			2.94%		2.78%	
20 - 8.0.5				10.4 10.5 15.5 10.5			Month (Oct '	-		_	1.53%		1.91%	
						2.3			ctor Wise as a %	of Total A	ssets)			
0		· · · · ·		, , , , , , , , ,			Commercial E	Banks					20.18%	
Cash	T-Bills Stocks/ Equities	kev. Repo ag. GS kev. Repo ag. other Secs.	ovt. Backed/ Gov. Guar. TFCs/Sukuks	PIBs T-Bills	CPs	Trans. Others	Oil & Gas						13.77%	
Ö	E. 26 E.	Sec Sec	Govt. Backed/ Gov. Guar. TFCs/Sukuks	4 1	ے ک	Spread Trans. Others	Automobile	I NA-1	1-1				13.28%	
		% o % =	CS/ SY.		•	ead	Charriage	and Mater	aı				8.81%	
		Rev. oth	§ŏ ⊭			Spr	Chemicals Electricity						5.52% 5.24%	
Historical	Performar	ıce (%)					Total						66.81%	
100 7	remonina	ICC (70)						lings (%	of Total Assets)				00.01 /0	
100	■ AGVF	■ BM					Oil & Gas Dev						6.04%	
80							Indus Motors						5.49%	
							Lucky Cemen	. ,	Ltd.				4.24%	
60							United Bank I						4.17%	
40				30.1		ιū	Nishat Mills L						3.77%	
40 7	20.1		ъ	<u></u> т	19.5	25.5	Pakistan Petro		ited				3.72%	
20		5.8	11.5				Habib Bank L						3.65%	
	2.7	.5					Askari bank L						3.53%	
0					,		Honda Atlas (	Cars					3.29%	
	FY11	FY1	12	FY13	FY	/14	Hub Power Li	mited					3.16%	
<b>Details of</b>	Non-Comp	oliant Inve	estments											
					Value befor		Provisioning		Value after		% Gross		% Net	
Name			Туре		Provisioning	g	Held, if any		Provisioning		Assets		Assets	
Agritech Lir	mited	Te	rm Finance	Cert.	5,705,000		-5,705,000		0		0.0%		0.0%	
1 Von B	olline Detu													
1- Year Ro	olling Retu Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	
AGVF	1.97%	3.80%	4.29%	2,92%	-1.68%	-2.32%	3,20%	0.79%	1.49%	1.33%	-4.84%	4.60%	1.91%	
D.4	2.57.70	2.750/	2.400/	2.450/	1.400/	2.400/	2.550	4.0404	0.270/	1.5576	2.400/	2.4207	4.520/	

The Fund/Scheme has maintained provisions amounting to Rs. 11.14mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.1.3382 / 2.43%. For details, investors are advised to read the latest Financial Statements of the Scheme.

3.65%

1.84%

0.27%

1.51%

-2.49%

-3.10%

### Disclaimer

BM

**WWF** Disclaimer

2.59%

3.75%

2.40%

3.45%

-1.48%

This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. The NAV based prices of units and any dividends/returns thereon are dependant on forces and factors affecting the capital markets. These may go up or down based on market conditions. Past performance is not necessarily indicative of future results.

2.42%

1.53%

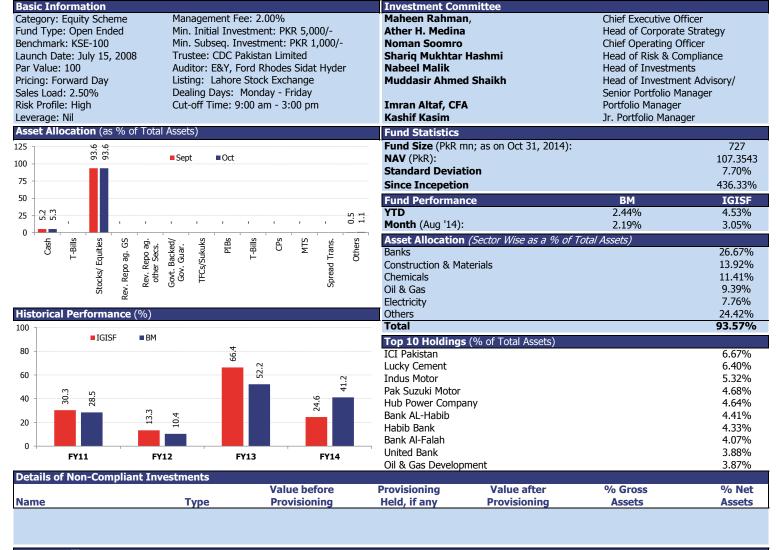
# **IGI Stock Fund**

Rating: "5 Star" by PACRA



#### **Investment Objective**

The investment objective of IGI Stock Fund (IGI SF) is to seek long-term capital growth by investing primarily in a diversified pool of equities and equity related instruments, management team shall ensure the active implementation of prudent investment practices, the highest professional standards and compliance of applicable laws.



1 year - Ro	1 year - Rolling Returns												
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14
IGISF	2.92%	5.83%	4.74%	4.63%	-2.70%	3.22%	5.27%	1.93%	1.00%	2.87%	-6.78%	5.78%	3.05%
BM	4.32%	6.70%	3.95%	6.03%	-3.74%	5.34%	6.45%	2.85%	-0.29%	2.23%	-5.76%	4.06%	2.19%
_													

#### **WWF Disclaimer**

The Board of Directors of the Management Company in their meeting held in July 2013 have decided to start prospective provisioning against WWF effective from July 1, 2013. However, the Fund/Scheme has not made provisions amounting to Rs. 8.730mn upto June 30, 2013 against Workers' Welfare Fund liability, if the same were made the NAV per unit/return of the Scheme would be lower by Rs.1.2883 / 1.25%. The YTD sum provided in this regard stands at Rs.2.29mn, had this provision not been made, the YTD return would have been higher by Rs.0.3385 / 0.33%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaime

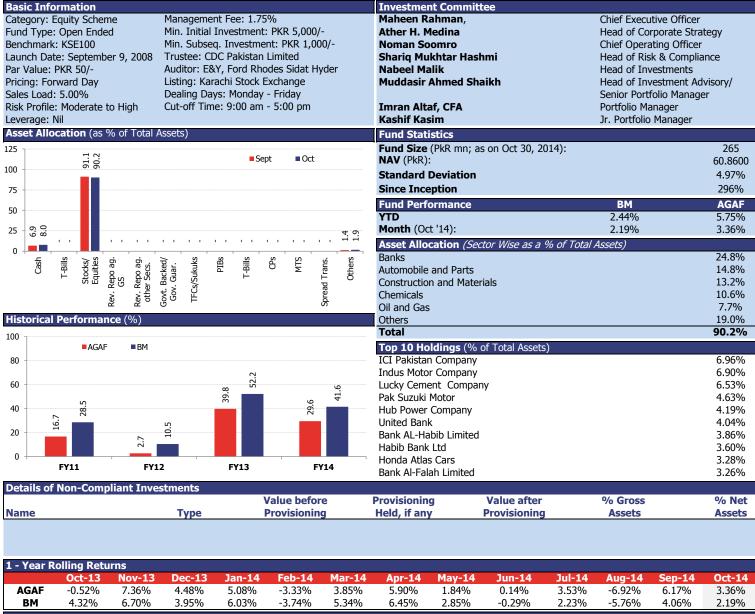
# **Alfalah GHP Alpha Fund**

Rating: "1 Star" by PACRA



#### **Investment Objective**

The investment objective of Alfalah GHP Alpha Fund (AGAF) is seeking long term capital appreciation from a portfolio that is substantially constituted of equity and equity related securities.



#### **WWF Disclaime**

The Fund/Scheme has maintained provisions amounting to Rs. 3.994mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.9155 / 1.59%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaime

# **Alfalah GHP Capital Preservation Fund**

Not Vet Rated



#### **Investment Objective**

The objective of the Fund is to earn a potentially high return through dynamic asset allocation between Equities and Sovereign Income/Money Market based Collective Investment Schemes in order to provide capital preservation of the Initial Investment Value at completion of the Duration of Fund

Basic Information
Category: Fund of Funds Scheme
Fund Type: Open Ended
Benchmark: W.A daily return of
KSE100 & 6M D.Rate of 'AA-' &
Above Banks, based on actual
participation in equity & debt
component
Pricing: Forward Day

component Pricing: Forward Day Load:5.00% (Front & Backend) Cut-off Time: 9:00 am - 5:00 pm Management Fee: 1.25%\* Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-Trustee: CDC Pakistan Limited Launch Date: Sep 18, 2014

Par Value: 100 Auditor: E&Y, Ford Rhodes Sidat Hyder Dealing Days: Monday - Friday Listing: Lahore Stock Exchange

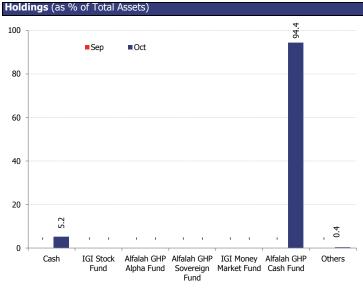
Leverage: Nil

# Investment Committee Maheen Rahman,

Ather H. Medina Noman Soomro Shariq Mukhtar Hashmi Nabeel Malik Muddasir Ahmed Shaikh

Imran Altaf, CFA Kashif Kasim Chief Executive Officer
Head of Corporate Strategy
Chief Operating Officer
Head of Risk & Compliance
Head of Investments
Head of Investment Advisory/

Senior Portfolio Manager Portfolio Manager Jr. Portfolio Manager



# Fund Statistics Fund Size (PkR mn; as on Oct 31, 2014): 1,629 NAV (PkR): 100.4433 Since Inception Return 0.01% Fund Performance BM AGCPF YTD 0.44% 0.90%

Month (Oct '14):	0.06%	0.01%
<b>Asset Allocation</b> (as % of Total Assets)		
Equity Funds		0.00%
Money Market Funds		94.37%
Income Funds		0.00%
Others		0.39%
Cash		5.24%
Leverage		0.00%
Credit Ouality (as % of Total Assets)		

Credit Quality (as % of Total Assets)	
AAA (f)	94.37%
AA+	0.00%
AA	5.24%
AA-	0.00%
A+	0.00%
A	0.00%
A-	0.00%
NR/UR	0.39%

Details of Non-Complia	ant Investments					
		Value before	Provisioning	Value after	% Gross	% Net
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets

1 Year -Ro	1 Year -Rolling Returns													
	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	
AGCPF	-	-	-	-	-	-	-	-	-	-	-	-	0.01%	
ВМ	-	-	-	-	-	-	-	-	-	-	-	-	0.06%	

#### **WWF Disclaimer**

The Fund/Scheme has maintained provisions amounting to Rs. 0.15mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.0090 / 0.01%. For details, investors are advised to read the latest Financial Statements of the Scheme.

#### Disclaimer