# Fund Managers' Report

November 2017



# Alfalah

# **GHP Pension Schemes**



# Feel financially secure at anyage

Start saving for your retirement through the pension scheme that fits your needs. Choose Alfalah GHP Pension Fund or Alfalah GHP Islamic Pension Fund and enjoy a life of financial security.

Open for subscription\*

Alfalah GHP Investment Management Limited +92 (21) 111 090 090 alfalahghp.com investor.services@alfalahghp.com



**Disclaimer:** All investments in pension funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Documents to understand the investment policies and risks involved. Withdrawal before retirement are subject to tax under provisioning of the Income Tax Ordinance, 2001.

\*Investment may take up to a month to be deployed according to the allocation strategy

## **Economic & Capital Markets Review**

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

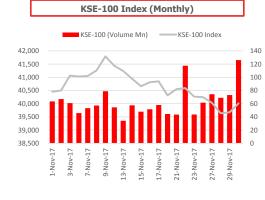
According to data released in November, the economy depicted growth during the 1Q FY18, with the Large Scale Manufacturing Index (LSM) up by 8.36% YoY. Biggest contributors to the growth were Automobiles. Iron and Steel, and Food and Beverages Sectors. Going forward. economic growth is expected to remain strong as greater energy availability is expected to give a boost to the textile sector, and consequently to exports. Energy availability has recently received a significant boost as Pakistan's second LNG terminal was inaugurated during the month of November, which has doubled the country's capacity for LNG imports to 1.2bcfd. Low borrowing cost and continued public sector expenditure on CPEC and PSDP projects are likely to further propel economic growth. Moreover, electricity tariff is expected to remain stable as the recent fuel shift from furnace oil to coal and LNG is likely to result in lower energy payments, which will more than make up for the greater capacity payments to be made to the new power producers. The external position received a significant boost towards the end of the month with the successful launch of Sukuk and Eurobonds, worth a combined USD 2.5b, in the international bond market. As the issue was oversubscribed (over USD 8b worth of bids received) and as the yields at which the Sukuk and Eurobond were priced were lower than market's expectations as well as the Government's guidance, there is hope that Pakistan will be able to return to the international bond market to ease pressure on the external front in the future. The success of the launch also creates the expectation that Pakistan may not be forced to return to the IMF, and its restrictive covenants, any time soon. Apart from the good news on the Financial Account front, there was some positivity on the Current Account front as well because exports continued to improve on a YoY basis, with exports for 4MFY18 up 11.3% YoY. The Current Account Deficit, however, worsened to USD 5b in the same period, compared to USD 2.3b in the corresponding period last year, due to a surge in imports. Inflation continued to remain subdued during the month of November, with CPI growth recorded at 3.97% YOY in November compared to 3.8% in October 2017. Upcoming triggers for inflationary pressure include possible PKR devaluation, which will lead to imported inflation, as well as economic growth and greater aggregate demand. On the other hand, stable crude oil prices due to a lack of triggers post OPEC's oil output pact extension, may keep inflation subdued in the coming months.

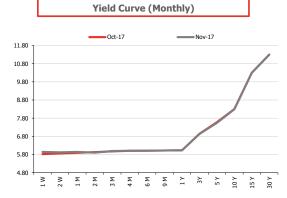
#### Money Market Review & Outlook

During the month of November, market participants remained largely on the sidelines with majority of the activity witnessed only in shorter tenures. In order to address the liquidity crunch, central bank conducted frequent OMO injections, in which participation stood at PKR 1.5trn with the avg. rate of 5.77%. The PIB auction conducted by the SBP on November 15th had to be scrapped due to lackluster interest as the market participants continue to invest in shorter duration government papers. Due to a higher demand for short term government bills, both the T-bills auction saw substantial amount of participation. This resulted in the auction being prorated at approximately 65% of the total bids received. Majority of the participation was witnessed in 3Months followed by 6months with little or no participation in 12M tbills. Yields for 3M and 6M were maintained at 5.99% and 6.01% respectively.

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

After a rout of 6.6% in October, the KSE-100 Index stabilized during the month of November to gain 393 points (1.0% MoM). This performance brought the return of the market in 5M FY18 to a negative 14%. The market was mostly mixed throughout the month as positive sentiments in the Oil and Gas Exploration and Production Sector were countered by jitters in the rest of the energy chain post the Government's decision to reduce reliance on furnace oil based power producers. Foreign selling ahead of MSCI EM Index's reconstitution scheduled for November 30th, also added to the negative sentiment. Net foreign portfolio investment outflow was recorded at USD 51.8m in November 2017, the highest monthly outflow since August 2017. Successful launch of new Sukuk and Eurobond of Pakistan, worth USD 2.5b, failed to have any significant positive impact on the equity market. Oil and Gas E&P stocks buoyed the index during November due to a rise in international crude oil prices ahead of OPEC's meeting to extend its oil output pact. Arab Light prices were up by 4.4% during the month, which led OGDC (+8.25%) and PPL (+5.2%) emerge as the two top leaders of the index by index points. Given that OPEC's pact has now been extended till the end of 2018 and that there are few other triggers in sight, crude oil prices are expected to remain stable in the near future, leading to stability in the prices of local E&P stocks. Contrary to E&P stocks, rest of the energy chain suffered due to the Government's abrupt decision to reduce the amount of electricity lifted from furnace oil based power plants. This decision led PSO (-8.92%) to emerge as one of the worst performers in the Index by index points, as its bottom line is expected to take a hit from lower furnace oil sale. Market prices of HUBC (-3.34%), NPL (-23.31%) and NCPL (-19.71%) too declined as they stand to lose out on fuel and O&M savings as a result of lower capacity utilization. Similarly, refinery stocks remained depressed because the Government's decision raised inventory levels of FO and disrupted their operations. Gas distribution companies too underperformed the index because of OGRA's proposal to change their tariff structure, for which public hearings are currently underway. Furthermore, the Banking sector underperformed the index as expectations of a rate hike were pushed further into the future due to the bond issue in the international market.





Disclaimer: 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.

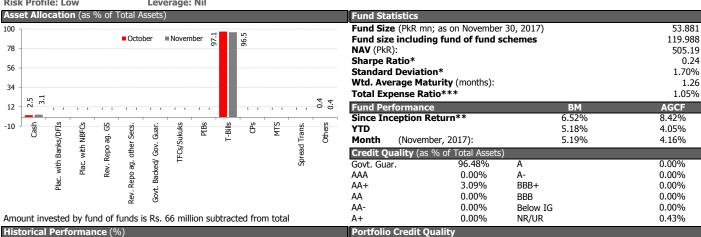
# Alfalah GHP Cash Fund

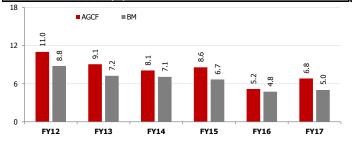
Fund Stability Rating: "AA+ (f)" by PACRA 12-Jul-17 AMC Rating: "AM2+" by PACRA 16-May-17

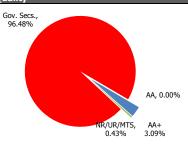
#### **Investment Objective**

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.

<b>Basic Information</b>		Investment Committee	
Category: Money Market Scher	n Management Fee: 1.00%	Maheen Rahman	Chief Executive Officer
Fund Type: Open Ended	Min. Initial Investment: PKR 5,000/-	Noman Soomro	Chief Operating Officer
Benchmark: 70% 3month PKRV rates +30% 3-months average deposit rates of 3 'AA' rated schedule banks as	Min. Subseq. Investment: PKR 1,000/-	Nabeel Malik	Chief Investment Officer
selected by MUFAP **** Launch Date: March 12, 2010	Trustee: MCB Financial Services Limited Auditor: A.F Ferguson & Co. Pakistan	Muddasir Ahmed Shaikh	Head of Investment Advisory/ Senior Portfolio Manager
Par Value: PKR 500	Listing: Pakistan Stock Exchange	Shariq Mukhtar Hashmi	Head of Compliance
Pricing: Forward Day Sales Load: NA Risk Profile: Low	Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm Leverage: Nil	Kashif Kasim	Jr. Portfolio Manager







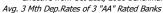
Details of	Non-Comp	liant Inves	tments		W. L. L. C.				W. L		0/ 0		0/ N. I
Name			Туре		Value before Provisioning		Provisionin Held, if an	_	Value after Provisioning		% Gross Assets		% Net Assets
1 Year - R	Rolling Retu	ırns											
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGCF	4.75%	4.85%	23.42%	4.30%	4.73%	4.44%	4.72%	6.89%	4.27%	3.26%	4.08%	4.37%	4.16%
BM	5.26%	5.29%	5.25%	5.27%	5.28%	5.30%	5.23%	5.21%	5.19%	5.17%	5.17%	5.16%	5.19%

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 2.226mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 9.3708 / 1.89%.

#### Disclaime

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

<sup>\*\*\*\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was :



Sindh Workers' Welfare Fund (SWWF)



<sup>\*</sup> Calculated on 12 month trailing data

<sup>\*\*</sup> Since Inception return is calculated on Compounded Annual Growth Rate (CAGR)

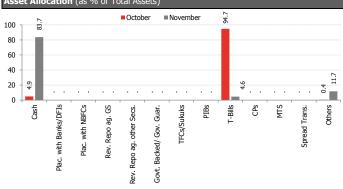
<sup>\*\*\*</sup>This include 0.141% representing government levy, Worker's Welfare Fund and SECP Fee

# Alfalah GHP Money Market Fund

Fund Stability Rating: "AA+ (f)" by PACRA 12-Jul-17 AMC Rating: "AM2+" by PACRA 16-May-17

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.

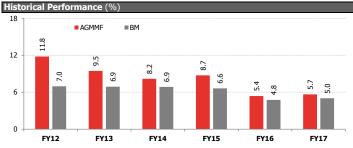
#### **Investment Committe** <sup>1</sup>Management Fee: 10% of the Gross Earnings subject to a Maheen Rahman **Chief Executive Officer** Category: Money Market minimum fee of 0.25% of average daily Net Assets and maximum fee of 1% of average Annual Net Assets Scheme Min. Initial Investment: PKR 5.000/-**Fund Type: Open Ended** Noman Soomro **Chief Operating Officer** Benchmark: 70% 3month PKRV rates Min. Subseq. Investment: PKR 1,000/-Nabeel Malik **Chief Investment Officer** +30% 3-months average deposit rates of 3 AA rated schedule banks as selected by MUFAP. \*\*\*\* **Trustee: CDC Pakistan Limited Muddasir Ahmed Shaikh** Head of Investment Advisory/ Launch Date: May 27, 2010 Auditor: A.F Ferguson & Co. Pakistan Senior Portfolio Manager Par Value: 100 Listing: Pakistan Stock Exchange Shariq Mukhtar Hashmi **Head of Compliance Pricing: Forward Day** Dealing Days: Monday - Friday **Kashif Kasim** Jr. Portfolio Manager Cut-off Time: 9:00 am - 4:00 pm Sales Load: 1.00% **Risk Profile: Low** Leverage: Nil Asset Allocation (as % of Total As **Fund Statistics**

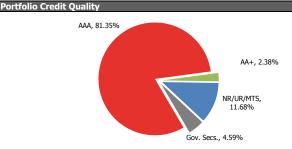


Amount invested by fund of funds is Rs. 405 million subtracted from total

Fund Size (PkR mn; as on Nov 30, 2017): 1.633.038 Fund size including fund of fund schemes 2,037,697 NAV (PkR): 99.5314 Sharpe Ratio\* -0.71 Standard Deviation\* 0.60% Wtd. Average Maturity (months): 0.15 Total Expense Ratio\*\*\* 0.45% **Fund Performance** AGMMF

Since Inception R	eturn	6.52%	8.53%
YTD		5.18%	5.18%
Month (Nov'17)	:	5.19%	5.13%
Credit Quality (as	% of Total Assets)		
Govt. Guar.	4.59%	A	0.00%
AAA	81.35%	A-	0.00%
AA+	2.38%	BBB+	0.00%
AA	0.00%	BBB	0.00%
AA-	0.00%	Below IG	0.00%
A+	0.00%	NR/UR	11.68%





<b>Details of</b>	Non-Comp	liant Inves	tments										
Name			Туре		Value before Provisioning		Provisionin Held, if any		Value after Provisioning		% Gross Assets		% Net Assets
Rolling Re	eturns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGMMF	4.82%	5.12%	11.59%	4.58%	4.71%	4.73%	4.49%	3.28%	5.35%	4.93%	5.06%	5.20%	5.13%
BM	5.26%	5.29%	5.25%	5.27%	5.28%	5.30%	5.23%	5.21%	5.19%	5.17%	5.17%	5.16%	5.19%
Sindh Wo	rkers' Welfa	are Fund (S	WWF)										

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 2.228mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.1088 / 0.11%.

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

. ment fee has been reviesed from July 1. 2017 through Fourth Supplemental Offering Document duly approved by SECP on June 6. 2017. <sup>1</sup>AGMMF Manage



<sup>\*</sup> Calculated on 12 month trailing data

<sup>\*\*</sup> Since Inception return is calculated on Compounded Annual Growth Rate (CAGR)

<sup>\*\*\*</sup>This include 0.116% representing government levy, Worker's Welfare Fund and SECP Fee

<sup>\*\*\*\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was : Avg. 3 Mth Dep. Rates of 3 "AA" Rated Banks

# Alfalah GHP Sovereign Fund

Fund Stability Rating: "AA-(f)" by PACRA 12-Jul-2017

AMC Rating: "AM2+" by PACRA 16-May-17

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** Category: Income Scheme Fund Type: Open Ended Benchmark: Six (6) months PKRV rates. \*\*\*\* Launch Date: May 09, 2014 Par Value: 100 **Pricing: Forward Day** Sales Load: 1.00% Risk Profile: Low

Management Fee: 1.00% Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-Trustee: CDC Pakistan Limited Auditor: A.F Ferguson & Co. Pakistan Listing: Pakistan Stock Exchange Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm Leverage: Nil

**Investment Committe** Maheen Rahman Noman Soomro Nabeel Malik **Muddasir Ahmed Shaikh** 

Shariq Mukhtar Hashmi

Habib Bank TFC (19-Feb-2016)

6.00%

6.00%

6.00%

6.01%

Kashif Kasim

Chief Operating Officer **Chief Investment Officer** Head of Investment Advisory/ Senior Portfolio Manager **Head of Compliance** Jr. Portfolio Manager

3.12%

6.01%

Chief Executive Officer

Asset Allocation (as 100 ■ November October 90 80 70 60 50 40 30 20 10 45.9 46.0 44.9 45.4 0.5 PIBs S

Others Backed/ . Guar. TFCs/Sukuks r-Bills Spread Trans.

Fund Statistics +Fund Size (PkR mn; as on Nov 30, 2017): 1,130.24 Fund Size including fund of fund schemes 1,145.07 NAV (PkR): 107.7650 Wtd. Average Maturity (months): 12.52 Sharpe Ratio\* -0.38 Standard Deviation\* 1.18% Total Expense Ratio\*\*\* 0.73% Fund Performan Since Inception Return\* 6.65% 9.04% 6.01% 4.53% Month Nov'17 6.01% 5.09% Credit Quality (as Govt. Secs. 45.38% 0.00% 4.84% ΔΔΔ 0.00% BBB+ AA+ 3.29% 0.00% 0.00% AA BBB 0.00% AA-45.87% 0.00% Below IG 0.00% NR/UR/MTS 0.63% TFC/Sukuk Holdings (% of Total Asse Standard Chartered Bank TFC (29-Jun-2012) 4.84%

+Amount invested by fund of funds is Rs15 million subtracted from total

Histo	rical Performar	nce (%)				
18		AGSF	■ BM	16.4		
12 -		8.7	9.1	8.2	7.4	
6 -					5.9	5.5.
0 -	FY13	FY	14	FY15	FY16	FY17

						,							
Details of No	on-Complian	t Investmei	nts										
					Value before		Provisioning		Value after		% Gross		% Net
Name			Type		Provisioning		Held, if any		Provisioning		Assets		Assets
1 Year -Rolli	ing Returns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGSOF	4.82%	4.67%	13.17%	5.79%	4.36%	4.80%	4.60%	3.97%	5.16%	3.60%	3.49%	5.05%	5.09%

5.93% Sindh Workers' Welfare Fund (SWWF)

5.98%

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 2.37mn. If the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.2227 / 0.21%

6.00%

5.99%

ВМ

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

5.91%

5.97%

5.98%



6.01%

<sup>\*</sup> Calculated on 12-month trailing data

<sup>\*\*</sup> Since Inception return is calculated on Compound Annual Growth Rate (CAGR).

<sup>\*\*\*</sup> This include 0.1318% representing government levy, Worker's Welfare Fund and SECP Fee.

<sup>\*\*\*\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was : 70% 6M T-Bill + 30% 6M DR (3"AA-" or above Banks)

# Alfalah GHP Income Fund

Fund Stability Rating: "A+(f)" by PACRA 12-Jul-2017 AMC Rating: "AM2+" by PACRA 16-May-2017

#### Investment Objective

The investment objective of Alfalah GHP Income Fund (AGIF) 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.

Basic Information
Category: Income Scheme
Fund Type: Open Ended
Benchmark: 6 Month KIBOR
Launch Date: April 14, 2007
Par Value: 100
Pricing: Forward Day
Sales Load: 1.00%
Risk Profile: Low
Leverage: Nil

Management Fee: 1.25%
Min. Initial Investment: PKR 5,000/Min. Subseq. Investment: PKR 1,000/Trustee: CDC Pakistan Limited
Auditor: A.F Ferguson & Co. Pakistan
Listing: Pakistan Stock Exchange
Dealing Days: Monday - Friday
Cut-off Time: 9:00 am - 4:00 pm

Maheen Rahman Noman Soomro Nabeel Malik Muddasir Ahmed Shaikh

Shariq Mukhtar Hashmi Kashif Kasim Chief Executive Officer
Chief Operating Officer
Chief Investment Officer
Head of Investment Advisory/
Senior Portfolio Manager
Head of Compliance
Jr. Portfolio Manager

621.57

782.08

0.77%

0.88%

9.08%

2.49%

0.21%

0.35%

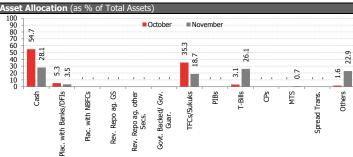
0.00%

0.78%

24.44

-1.12

114.0325



+Fund Size (PkR mn; as on November 31, 2017):
Fund Size including fund of funds
NAV (PkR):
Sharpe Ratio\*
Standard Deviation\*
Wtd. Average Maturity (months):
Total Expense Ratio\*\*\*

Fund Performance
Since Inception Return
10.09%

Δ.								
ested by fund	of fu	nds is	Rs161	millio	n subti	racted from	n total	
erformance	(%)							
			■AGIF		■BM			
12.2		13.4		12.3				!
	8.0				9:0	7.6	6.5	6.1
								ió

	110		0.10 /0	7.33 /0
	Month (November '17):		6.18%	4.81%
	Credit Quality (as % of	Fotal Assets)		
	Govt. Sec / Guar.	26.08%	A	0.00%
	AAA	2.50%	A-	0.00%
	AA+	2.78%	BBB+	0.00%
ı	AA	5.34%	BBB	0.00%
	AA-	35.83%	Below IG	0.00%
	A+	3.83%	MTS/NR/UR	23.65%
	TFC/Sukuk Holdings (%	of Total Assets	)	
	The bank of Punjab Ltd	- (23-Dec-201	6)	4.85%
	HBL TFC - (19-Feb-201	6)		2.41%
	BYCO Oil Pakistan Suku	ık (18-Jan-201	.7)	2.48%

0 +	FY13	FY14	FY15	FY16	FY17	Dawood Hercules International Bran	Corp Limited nds Ltd (28-Sept-2017)		1.32% 3.82%
Details of	Non-Compl	iant Investment	S						
	Name		Туре	Value be Provisio		Provisioning Held, if any	Value after Provisioning	% Gross Assets	% Net Assets

Engro Fert Sukuk - (09-07-2014)

Bank Alfalah Ltd. V - (20-Feb-13)

Faysal Bank Ltd. - (27-Dec-10)

Dubai Islamic Bank Sukuk - (14-Jul-2017)

MCB Bank TFC - (19-Jun-2014) (Formerly: NIB Bank Ltd)

Rolling Ret	Rolling Returns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIF	8.59%	5.37%	8.41%	5.84%	5.00%	4.97%	4.91%	2.91%	5.12%	2.68%	3.83%	5.30%	4.81%
BM	6.08%	6.14%	6.12%	6.13%	6.13%	6.16%	6.15%	6.16%	6.14%	6.15%	6.16%	6.17%	6.18%
Sindh Worl	Sindh Workers' Welfare Fund (SWWF)												

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs.1.635 mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs.0.2384/0.21%

#### Disclaimer

+Amount inve

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



<sup>\*</sup> Calculated on 12-month trailing data.

<sup>\*\*</sup>Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

<sup>\*\*\*</sup>This include 0.1462% representing government levy, Worker's Welfare Fund and SECP Fee.

# Alfalah GHP Income Multiplier Fund

Fund Stability Rating: "A+(f)" by PACRA 12-Jul-17 AMC Rating: "AM2+" by PACRA 16-May-17

## Investment Objective

The primary investment objective of the fund is to aim to generate stable and consistent returns while seeking capital growth through a diversified portfolio of high quality debt securities and liquid money market instruments and placements.

Fund Statistics

+Fund Size (PkR mn; as on November 30, 2017):

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: A.F Ferguson & Co. Pakistan Listing: Pakistan Stock Exchange Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm

**Investment Committee** Maheen Rahman Chief Executive Officer **Noman Soomro Chief Operating Officer** Nabeel Malik Chief Investment Officer **Muddasir Ahmed Shaikh** Head of Investment Advisory/ Senior Portfolio Manager Shariq Mukhtar Hashmi **Head of Compliance Kashif Kasim** Jr. Portfolio Manager

1,452.29

54.2893

0.99%

25.27

0.83%

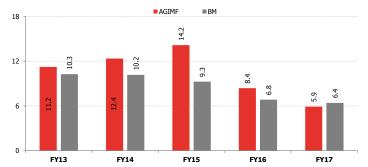
-0.38

## 100 October 90 80 70 51.5 60 50 40 30 20 10 Plac. with Banks/DFIs Guar./ Ijara Sukuk Repo ag. GS Cash

## Fund Size inluding fund of fund schemes 1,829.40 NAV (PkR): Sharpe Ratio\* Standard Deviation\* Wtd. Average Maturity (months): Total Expense Ratio\*\*\*

## +Amount invested by fund of funds is Rs. 377 million subtracted from total Historical Performance (%)

Fund Performance		ВМ	AGIMF
Since Inception	•	10.98%	6.03%
YTD		6.47%	4.66%
Month (November ':	17):	6.47%	5.11%
Credit Quality (as	% of Total Assets)		
Gov. Secs.	7.3%	A	4.4%
AAA	4.9%	A-	0.0%
AA+	5.8%	BBB+	0.0%
AA	7.5%	BBB	0.0%
AA-	43.2%	Below IG	0.0%
A+	6.3%	NR/UR/MTS	20.7%



Top Ten TFC/Sukuk Holdings (% of Total Assets)	
The bank of Punjab (23-Dec-2016)	5.30%
International Brands- PP sukuk	5.11%
Habib Bank TFC (19-Feb-2016)	3.24%
BYCO Oil Pakistan (18-Jan-2017)	2.68%
Dawood Hercules Corp	2.37%
Engro Fertilizer - SUKUK (09-July-2014)	2.35%
Standard Chartered Bank TFC (29-Jun-2012)	2.27%
Jahangir Siddiqui Company Ltd (24-June-2016)	2.09%
Askari Bank Ltd (30-Sep-14)	1.42%
JS Bank Ltd TFC (14-Dec-2016)	1.35%
Dubai Islamic Bank Sukuk - (14-Jul-2017)	0.83%

<b>Details of Non-Complian</b>	nt Investments					
		Value before	Provisioning	Value after	% Gross	% Net
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets
1- Year Rolling Returns						

1- Year Rol	ling Returns												
		Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIMF	6.59%	5.05%	8.61%	5.89%	5.36%	5.16%	4.81%	7.07%	5.08%	2.78%	4.73%	5.41%	5.11%
BM	6.37%	6.43%	6.41%	6.40%	6.41%	6.47%	6.45%	6.46%	6.46%	6.46%	6.47%	6.47%	6.47%
Sindh Work	ers' Welfare	Fund (SWV	VF)										

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 3.730mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs.0.1107 / 0.21%

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



<sup>\*</sup> Calculated on 12-month trailing data.

<sup>\*\*</sup> Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

<sup>\*\*\*</sup> This include 0.1498% representing government levy, Worker's Welfare Fund and SECP Fee.

# Alfalah GHP Islamic Income Fund

Fund Stability Rating: "A+(f)" by PACRA 12-Jul-17 AMC Rating: "AM2+" by PACRA 16-May-17

#### Investment Objective

**Risk Profile: Low** 

The investment objective of Alfalah GHP Islamic Income Fund (AGIIF) 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.

Since Inception Return<sup>\*</sup>

Category: Islamic Income Scheme **Fund Type: Open Ended** \*\*\*Benchmark: Avg. 6 Mth Dep. Rates - 3 Islamic Banks provided by MUFAP Launch Date: December 3, 2009 Par Value: 100 **Pricing: Forward Day** Sales Load: 1.00%

Management Fee: 1.00% Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-

Trustee: CDC Pakistan Limited Auditor: A.F Ferguson & Co. Pakistan Listing: Pakistan Stock Exchange **Dealing Days: Monday - Friday** Cut-off Time: 9:00 am - 4:00 pm

**Investment Committee** Maheen Rahman **Chief Executive Officer Noman Soomro Chief Operating Officer Nabeel Malik Chief Investment Officer** 

Muddasir Ahmed Shaikh Head of Investment Advisory/ Senior Portfolio Manager Shariq Mukhtar Hashmi **Head of Compliance Kashif Kasim** Jr. Portfolio Manager

Leverage: Nil

#### Asset Allocation (as % of Total Assets) 100 74.2 90 80 October ■ November 70 60 50 40 30 23.4 0.6 Rev. Repo ag. other Secs. Backed/ . Guar. Others PIBs CPs MTS Trans. Spread

+Amount invested by fund of funds is Rs. 4488 million subtracted from total



Fund Statistics		
<b>+Fund Size</b> (PkR mn; as on Nov 30, 2017):		2,771.44
Fund size including fund of fund schemes		7,259.19
NAV (PkR):		102.8979
Wtd. Average Maturity (months):		19.12
Total Expense Ratio**		0.64%
Fund Performance	RM	AGIIF

6.35%

2.42%

7.15%

3.92%

Month (November '17	):	2.579	<b>/</b> o 4.62%
Credit Quality (as %	of Total Assets)		
Govt. Guar.	0.00%	Α	0.00%
AAA	1.15%	A-	0.00%
AA+	1.42%	BBB+	0.00%
AA	10.76%	BBB	0.00%
AA-	25.02%	Below IG	0.00%
A+	61.00%	NR/UR	0.65%

TFC/Sukuk Holdings (% of Total Assets)	
Meezan Bank Tier II Modaraba Sukuk (22-Sept-2016)	5.67%
International Brands - (15-Nov-2017)	5.29%
Dubai Islamic Bank Sukuk - (14-Jul-2017)	4.33%
Dawood Hercules - Sukook (16-Nov-2017)	3.22%
Hascol Petroleum Ltd Sukuk (07-Jan-2016)	2.26%
Fatima Fertilizer Company Ltd - Sukuk	2.08%
K. Electric Sukuk - 7 year (17-June-2015)	1.36%
BYCO Petroleum Pakistan (18-Jan-2017)	1.11%
Engro Fertilizer Sukuk (09-July-2014)	0.19%

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

1 Year - Ro	olling Returns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIIF	8.13%	5.04%	4.25%	5.21%	5.90%	4.51%	3.47%	7.43%	2.98%	2.92%	4.63%	4.38%	4.62%
BM	2.82%	2.80%	2.82%	2.75%	2.84%	2.83%	2.40%	2.37%	2.39%	2.31%	2.34%	2.51%	2.57%

Sindh Workers' Welfare Fund (SWWF)

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs.3.800 mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs.0.0539/0.05%

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



<sup>\*</sup> Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

<sup>\*\*</sup> This include 0.1261% representing government levy, Worker's Welfare Fund and SECP Fee.

<sup>\*\*\*</sup>Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was : Avg. 6 Mth Dep. Rates - by atleast 3 Islamic Banks with a minimum rating of "A"

# Alfalah GHP Alpha Fund

AMC Rating: "AM2+" by PACRA 16-May-17

## **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.

# Basic Information Category: Equity Scheme Fund Type: Open Ended Benchmark: KSE100 Launch Date: Sept 9, 2008 Par Value: PKR 50/Pricing: Forward Day Sales Load: 3.00%

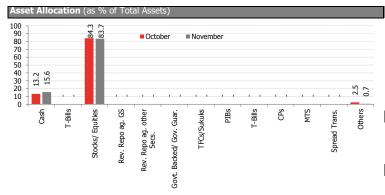
Risk Profile: High

Leverage: Nil

Management Fee: 1.75%
Min. Initial Investment: PKR 5,000/Min. Subseq. Investment: PKR 1,000/Trustee: CDC Pakistan Limited
Auditor: A.F Ferguson & Co. Pakistan
Listing: Pakistan Stock Exchange
Dealing Days: Monday - Friday
Cut-off Time: 9:00 am - 4:00 pm

Maheen Rahman Noman Soomro Nabeel Malik Muddasir Ahmed Shaikh

Shariq Mukhtar Hashmi Kashif Kasim Chief Executive Officer
Chief Operating Officer
Chief Invesment Officer
Head of Investment Advisory/
Senior Portfolio Manager
Head of Compliance
Jr. Portfolio Manager



 Fund Statistics

 +Fund Size (PkR mn; as on November 30, 2017):
 1,371.31

 Fund size including fund of fund schemes
 1,607.47

 NAV (PkR):
 70.76

 Sharpe Ratio \*
 -0.42

 Information Ratio\*
 0.22

 Standard Deviation\*
 19.39%

 Total Expense Ratio\*\*\*
 1.34%

Fund Performance	BM	AGAF
Since Inception**	17.15%	21.15%
YTD	-14.08%	-16.26%
Month (November '17):	0.99%	0.58%

Total	83 67%
Others	23.28%
Automobile Assembler	5.75%
Oil & Gas Marketing Companies	8.34%
Fertilizer	9.77%
Commercial Banks	17.03%
Oil & Gas Exploration Companies	19.50%
Asset Allocation (Sector Wise as a % of Total Assets)	





<b>Top 10 Holdings</b> (% of Total Assets)	
Oil & Gas Dev.Co	5.81%
Pakistan Oilfields Ltd.	5.40%
Engro Corporation Limited	4.77%
Pakistan State Oil Co. Ltd.	4.47%
Pak Petroleum Ltd.	4.18%
Mari Petroleum Company Limited	4.10%
United Bank Ltd.	3.95%
Habib Bank Ltd	3.72%
Nishat Mills Ltd.	3.67%
Hub Power Company Limited	3.59%

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

1 - Year Ro	1 - Year Rolling Returns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGAF	6.92%	11.17%	3.58%	-0.01%	-0.15%	3.57%	4.50%	-8.08%	-2.19%	-10.30%	0.26%	-5.35%	0.58%
BM	6.84%	12.16%	1.99%	-0.46%	-0.78%	2.38%	2.62%	-7.96%	-1.19%	-10.44%	2.92%	-6.58%	0.99%

#### Sindh Workers' Welfare Fund (SWWF

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 11.039mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs.0.4844 / 0.57%

#### Disclaimer

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

Alfalah Investments

<sup>\*</sup> Calculated on 12-month trailing data.

<sup>\*\*</sup> Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

<sup>\*\*\*</sup> This include 0.1626% representing government levy, Worker's Welfare Fund and SECP Fee.

# Alfalah GHP Stock Fund

AMC Rating: "AM2+" by PACRA 16-May-17

## Investment Objective

The investment objective of Alfalah GHP Stock Fund (AGSF) 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.

Basic Information
Category: Equity Scheme
Fund Type: Open Ended
Benchmark: KSE-100
Launch Date: July 15, 2008
Par Value: 100
Pricing: Forward Day
Sales Load: 2.50%
Risk Profile: High
Leverage: Nil

Management Fee: 2.00%
Min. Initial Investment: PKR 5,000/Min. Subseq. Investment: PKR 1,000/Trustee: CDC Pakistan Limited
Auditor: A.F Ferguson & Co. Pakistan
Listing: Pakistan Stock Exchange
Dealing Days: Monday - Friday
Cut-off Time: 9:00 am - 4:00 pm

Investment Committee
Maheen Rahman
Noman Soomro
Nabeel Malik
Muddasir Ahmed Shaikh
Shariq Mukhtar Hashmi

**Kashif Kasim** 

**YTD** 

Chief Executive Officer
Chief Operating Officer
Chief Investment Officer
Head of Investment Advisory/
Senior Portfolio Manager
Head of Compliance
Jr. Portfolio Manager

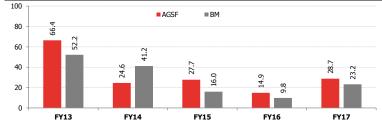
-16.83%

Asset Allo	cation (	as % c	of Lotal	Assets,	)							
100 90 80 70		85.5			October							
0 40 0 10 13.2 15.6 15.6												4 1
Gash	T-Bills	Stocks/ Equities	Rev. Repo ag. GS	Rev. Repo ag. other Secs.	Govt. Backed/ Gov. Guar.	TFCs/Sukuks	PIBS	T-Bills	CPs	MTS	Spread Trans.	Others

+Fund Size (PkR mn; as on November 30, 2017): 2,172,32 Fund Size including fund of fund schemes 2,441.17 NAV (PkR): 130.48 Sharpe Ratio\* -0.47Information Ratio\* 0.15 Standard Deviation\* 19.10% Total Expense Ratio\*\*\* 1.42% Fund Performance
Since Inception\*\* 14.80% 24.90%

-14.08%

Total	•	83 300%
Others		23.12%
Automobile Assembler		5.84%
Oil & Gas Marketing Companies		8.28%
Fertilizer		9.65%
Commercial Banks		17.14%
Oil & Gas Exploration Companies	_	19.28%
Asset Allocation (Sector Wise as a % of Tot	al Assets)	
Month (November '17):	0.99%	0.63%



+Amount invested by fund of funds is Rs. 269 million subtracted from total

Top 10 Holdings (% of Total Assets)	
Oil & Gas Dev.Co	5.75%
Pakistan Oilfields Ltd.	5.37%
Engro Corporation Limited	4.75%
Shell Pakistan Limited	4.42%
Mari Petroleum Company Limited	4.09%
Pak Petroleum Ltd.	4.07%
United Bank Ltd.	3.87%
Habib Bank Ltd	3.71%
Nishat Mills Ltd.	3.68%
Hub Power Company Limited	3.58%

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

1 year - Ro	olling Returns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGSF	7.27%	11.23%	3.57%	-0.03%	-0.11%	3.37%	4.47%	-8.08%	-2.30%	-10.49%	-0.02%	-5.48%	0.63%
BM	6.84%	12.16%	1.99%	-0.46%	-0.78%	2.38%	2.62%	-7.96%	-1.19%	-10.44%	2.92%	-6.58%	0.99%

Sindh Workers' Welfare Fund (SWWF)

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs.17.625 mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs.0.9421/0.60%

#### Disclaimer

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

- \* Calculated on 12-month trailing data.
- \*\* Since Inception return is calculated on Compound Annual Growth Rate (CAGR)
- \*\*\* This include 0.1761% representing government levy, Worker's Welfare Fund and SECP Fee.

Selling & marketing expense - for the period ended November, 2017, PKR Mn 4.621



# Alfalah GHP Islamic Stock Fund

AMC Rating: "AM2+" by PACRA 16-May-17

## Investment Objective

Alfalah GHP Islamic Stock Fund (AGISF) is an Open Ended Shariah Compliant Islamic Equity Fund; The investment objective of the Fund is to achieve long term capital growth by investing primarily in shariah compliant equity securities.

Investment Committee

Category: Is Fund Type: O Benchmark: Performance Launch Date Par Value: Pl Pricing: Forv Sales Load: S Risk Profile:	Open Ended KMI 30 Ind : : Septembe KR 50/- vard Day 3.00%	lex	Managemen Min. Initial I Min. Subseq Trustee: CDG Auditor: A.F Listing: Paki Dealing Day: Cut-off Time Leverage: Ni	nvestment: Investmen Pakistan L Ferguson & stan Stock I S: Monday -	PKR 5,000 t: PKR 1,00 mited Co. Pakista ixchange Friday	0/-	Maheen Rahman Noman Soomro Nabeel Malik Muddasir Ahmed Shaikh Shariq Mukhtar Hashmi Kashif Kasim				Chief Executive Officer Chief Operating Officer Chief Investment Officer Head of Investment Advisory/ Senior Portfolio Manager Head of Compliance Jr. Portfolio Manager		
90 80 70 60 50 40	tion (as % 0		o) itober ■Noven	nber				(PkR mn; as cluding fun  o* eviation* Ratio*	on November <b>d of fund sch</b>		4,25 5,18 61. 19.		
20	T-Bills Stocks/ Equities	Rev. Repo ag. GS - Rev. Repo ag. other - Secs.	Govt. Backed/ Gov. Guar.  TFCs/Sukuks	PIBs -	MTS M	Spread Trans	Fund Perfor Since Incep YTD Month (Nove Asset Alloca Oil & Gas Ex Fertilizer Oil & Gas Ma Cement	tion** ember '17): tion <i>(Sector</i> ploration C	-	of Total Asset.	BM 8.38% -13.36% 1.19%		AGISF 10.47% -15.93% 0.64% 23.20% 11.99% 9.03% 6.07%
+Amount inve		(%)	s. 936 million s		m total		Power General Others Total Top 10 Hold Oil & Gas De Pakistan Oil Engro Corpo	ings (% of i ev.Co fields Ltd. oration Limi	Fotal Assets)				5.35% 24.98% 80.61% 7.47% 6.20% 5.61%
40 98 98 99 PY	213	<b>EX17</b>	FY15	FY10	15	FY17	Hub Power Pak Petrole Pak Petrole Pakistan Stan Engro Fertil Nishat Mills Mari Petrole Sui Norther	um Ltd. Ite Oil Co. I Izer Limited Ltd. Ium Compa	.td.				5.35% 5.10% 4.80% 4.57% 4.43% 4.43% 3.84%
Name			Туре		/alue befor Provisionin		Provisioning Held, if any		Value after Provisioning		% Gross Assets		% Net Assets
1 - Year Roll  AGISF BM	Nov-16 9.01% 7.18%	Dec-16 11.42% 14.51%	Jan-17 2.16% 2.47%	Feb-17 0.04% -0.29%	Mar-17 0.10% -2.09%	Apr-17 3.28% 3.23%	May-17 5.57% 3.53%	Jun-17 -9.12% -10.12%	Jul-17 -0.80% 0.72%	Aug-17 -11.04% -11.94%	Sep-17 -0.21% 2.49%	Oct-17 -5.15% -5.80%	Nov-17 0.64% 1.19%
Sindh Worke The scheme		ined provisi				Fund's liabi	lity to the tun	e of Rs. 45	.637 mn. If t	he same wer	e not made	the NAV per	unit/last

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

## Disclosure

The fund has been reclassified from Islamic Asset Allocation Fund (Risk profile Moderate to High) to Islamic Stock Fund (Risk profile High) with effect from May 04, 2015. In this connection, the fund has been renamed as Alfalah GHP Islamic Stock Fund and its benchmark has been changed to the KMI-30 Index. The past period returns are of Alfalah GHP Islamic Fund. The YTD benchmark calculation and the MTB benchmark calculation are based entirely on the new

- \* Calculated on 12-month trailing data.
- \*\* Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

one year return of scheme would be higher by Rs.0.5387/0.74%

\*\*\* This include 0.1671% representing government levy, Worker's Welfare Fund and SECP Fee.

Alfalah Investments

Selling & marketing expenses - for the period ended November, 2017, PKR Mn 12.204

# Alfalah GHP Value Fund

AMC Rating: "AM2+" by PACRA 16-May-17

## 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.

**Basic Information** Category: Asset Alloc. Scheme Fund Type: Open Ended Benchmark: Weighted average of KSE-100 Index and 6-months PKRV rate based on actual allocation of the fund\*\*\*\* Launch Date: October 29, 2005 Par Value: PKR 50/-**Pricing: Forward Day** Sales Load: 3.00%

Risk Profile: Moderate to High

Management Fee: 2.00% Min. Initial Investment: PKR 5,000/-Min. Subsquent Investment: PKR 1,000/-

Auditor: A.F Ferguson & Co. Pakistan

**Trustee: CDC Pakistan Limited** Listing: Pakistan Stock Exchange Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm Leverage: Nil

**Investment Committe** Maheen Rahman Chief Executive Officer **Noman Soomro Chief Operating Officer** Nabeel Malik **Chief Investment Officer** 

**Muddasir Ahmed Shaikh** Head of Investment Advisory/ Senior Portfolio Manager

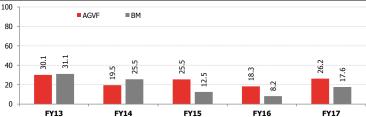
Shariq Mukhtar Hashmi **Head of Compliance** Kashif Kasim Jr. Portfolio Manager

KISI	K FIOII	ic. Pioc	iciau	e to m	911	LCV	ci age.	1411					
Ass	et Allo	cation	(as %	of Tot	al Asse	ts)							
100 - 90 - 80 - 70 -			68.2 70.0			October	■ No	vember					
60 - 50 - 40 - 30 - 20 - 10 -	22.3				2.3								
0 -	Cash	T-Bills	Stocks/ Equities	Rev. Repo ag. GS	Rev. Repo ag. other Secs.	Govt. Backed/ Gov. Guar.	TFCs/Sukuks	PIBs	Z-Bills	CPs	MTS	Spread Trans.	Others

**Fund Statistics** Fund Size (PkR mn; as on November 30, 2017): 2,327.87 NAV (PkR): 60.5627 Sharpe Ratio\* -0.54 Information Ratio -0.27Standard Deviation\* 16.52% Total Expense Ratio\*\*\* 1.38%

Fund Performance	ВМ	AGVF
Since Inception**	11.36%	10.82%
YTD	-10.34%	-14.05%
Month (November '17):	0.86%	0.50%
Asset Allocation (Sector Wise as a % of	Total Assets)	
Oil & Gas Exploration Companies		15.86%
Commercial Banks		13.71%
Fertilizer		8.23%
Oil & Gas Marketing Companies		6.81%
Automobile Assembler		5.55%
Others		19.89%
Total		70 05%

Amount invested by fund of funds is Rs. 0 million subtracted from total **Historical Performance** (%) 100



Total	70.03 /0
<b>Top 10 Holdings</b> (% of Total Assets)	
Oil & Gas Dev.Co	4.72%
Pakistan Oilfields Ltd.	4.37%
Engro Corporation Limited	3.84%
Pakistan State Oil Co. Ltd.	3.66%
Pak Petroleum Ltd.	3.39%
Mari Petroleum Company Limited	3.37%
Nishat Mills Ltd.	3.01%
Hub Power Company Limited	3.00%
United Bank Ltd.	2.98%
Habib Bank Ltd	2.98%

<b>Details of Non-Compliant</b>													
		Value before	Provisioning	Value after	% Gross	% Net							
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets							
Agritech Limited	Term Finance Cert.	5,705,000	-5,705,000	0	0.0%	0.0%							

1- Year Rol	ling Returns												
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGVF	6.32%	9.69%	2.22%	-0.65%	0.24%	2.93%	3.86%	-6.83%	-2.11%	-8.94%	0.27%	-4.32%	0.50%
BM	5.70%	10.08%	1.70%	-0.32%	0.24%	2.20%	2.11%	-5.52%	-0.95%	-7.93%	2.19%	-4.61%	0.86%

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 12.04mn. If the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.3133 / 0.44%.

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

Alfalah Investments

<sup>\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was: 50% KSE100 Index + 50% 6-month KIBOR

<sup>\*</sup> Calculated on 12-month trailing data.

<sup>\*\*</sup> Since Inception return is calculated on Compound Annual Growth Rate (CAGR).

<sup>\*\*\*</sup> This include 0.1720% representing government levy, Worker's Welfare Fund and SECP Fee.

# Alfalah GHP Prosperity Planning Fund

**Fund: Not Yet Rated** 

AMC: "AM2+" by PACRA 16-May-17

Alfalah GHP Prosperity Planning Fund is an Open-ended Fund of Funds Scheme that aims to generate returns on investment as per the respective Allocation Plan by investing in Collective Investment Scheme in line with the risk tolerance of the investor.

Basic Information			Investment Committee		
Category: Fund of Fu	inds Scheme	Risk Profile: Plan Specific	Maheen Rahman	Chie	ef Executive Officer
Fund Type: Open End	led	Management Fee: 1%*	Noman Soomro		of Operating Officer
Benchmark:		Min. Initial Investment: PKR 10,000/-	Nabeel Malik	Chie	of Investment Officer
	rage return of KSE 100 and	N' Charter Tarrell BKB 4 000/	Martin de Alemant Charles		1.67
6 months PKRV on the bas		Min. Subseq. Investment: PKR 1,000/-	Muddasir Ahmed Shaikh		d of Investment Advisory/
in underlying schemes. **	***	Trustee: CDC Pakistan Limited		Sen	ior Portfolio Manager
AGHP MAP: Weighted ave		Launch Date: Sep 11, 2015	Shariq Mukhtar Hashmi	Hea	d of Compliance
and 6 months KIBOR on the		, , , , ,	•		•
investments in underlying	scnemes. ****	Par Value: 100	Kashif Kasim	Jr. F	Portfolio Manager
AGHP AAP: Weighted aver		Auditor: A.F Ferguson & Co. Pakistan			
index and 6 month KIBOR		Dealing Days: Monday - Friday			
investments in underlying	schemes.*****	Listing: Pakistan Stock Exchange			
Pricing: Forward Day	1	Leverage: Nil			
		Cut-off Time: 9:00 am - 4:00 pm			
' AGPPF-Active Front 6	end load: 2%	AGPPF-Active Back end load: 0%			
AGPPF-Moderate Fro	nt end load: 1.5%	AGPPF-Moderate Back end load: 0%			
AGPPF-Conservative		AGPPF-Conservative back end load: 0%			
Alfalah GHP Active A	Ilocation Plan (Holding	s as % of Total Assets)	Alfalah GHP Active Allocation Plan		
	Holdi		Fund Size (PkR mn; as on Nov 30, 2017):		513.28
	October	November	NAV (PkR):		104.7625
Cash	1.01%	0.34%	Total Expense Ratio**		0.15%
Equity	57.63%	57.73%			
Income	25.75%	16.24%	<u>Performance</u>	ВМ	AGAAP
Money Market	15.55%	25.63%	Since Inception Return******	8.28%	5.30%
Others	0.06%	0.05%	YTD	-8.29%	-10.78%
Total	100.00%	100.00%	Month	0.83%	0.50%
Alfalah GHP Moderat	e Allocation Plan (Hol	dings as % of Total Assets)	Alfalah GHP Moderate Allocation Plan		
	Holdi		Fund Size (PkR mn; as on Nov 30, 2017):		654.0794
	October	November	NAV (PkR):		101.828
Cash	0.97%	0.25%	Total Expense Ratio***		0.15%
Equity	29.50%	31.13%	•		
Income	58.98%	50.40%	Performance	вм	AGMAP
Money Market	10.45%	18.11%	Since Inception Return******	7.92%	6.41%
	0.10%	0.11%	VTD	-2 03%	-4 70%

Fioricy Flanket	10.1570	10.1170	Since Theeption Return	7.5270	0.1170	
Others	0.10%	0.11%	YTD	-2.93%	-4.79%	
Total	100.00%	100.00%	Month	0.70%	0.44%	
Alfalah GHP Conserva	ative Allocation Plan	(Holdings as % of Total Assets)	Alfalah GHP Conservative Allocation	Plan		
	Holdi		Fund Size (PkR mn; as on Nov 30, 2017		421.7719	
	October	November	NAV (PkR):		108.323	
Cash	0.53%	0.43%	Total Expense Ratio******		0.22%	
Equity	15.95%	15.08%	•			
Income	38.14%	32.26%	<u>Performance</u>	BM	AGCAP	
Money Market	44.90%	51.75%	Since Inception Return******	7.18%	5.56%	
Others	0.48%	0.47%	YTD	-0.17%	-1.47%	
Total	100.00%	100.00%	Month	0.59%	0.41%	

Details of N	lon-Complian	t Investments											
					Value before	Prov	visioning	ı	Value after		% Gross		% Net
<b>Fund Name</b>		Тур	e		Provisioning	Held, if any		Provisioning		Assets		Assets	
Alfalah GHP	Active Alloca	ation Plan (1 Year	-Rolling Returns										
AGAAP	5.10%	6.15%	2.00%	-0.06%	0.04%	2.56% · 3	3.25%	-5.90%	-2.16%	-6.56%	0.16%	-3.05%	0.50%
BM	4.49%	6.82%	1.61%	-0.19%	-0.27%	2.00% · 1	L.99%	-5.56%	-1.21%	-6.34%	1.99%	-3.62%	0.83%
Alfalah GHP	P Moderate Al	location Plan (1 Y	ear -Rolling Ret	urns)									
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17 M	1ay-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGMAP	2.74%	4.14%	1.24%	0.24%	0.11%	1.41% 1	L.84%	-2.83%	-0.51%	-3.56%	0.22%	-1.43%	0.44%
BM	2.79%	4.57%	1.06%	0.14%	0.06%	1.24% · 1	L.33%	-2.52%	0.00%	-3.25%	1.33%	-1.67%	0.70%

Alfalah GH	Nfalah GHP Conservative Allocation Plan (1 Year -Rolling Returns)												
													Nov-17
AGCAP	1.57%	2.21%	1.16%	0.28%	0.27%	0.80% 1	1.07%	-1.17%	-0.03%	-1.58%	0.28%	-0.55%	0.41%
BM	1.64%	2.48%	0.82%	0.30%	0.30%	0.83% (	0.90%	-0.95%	0.27%	-1.32%	0.90%	-0.61%	0.59%

AG-AAP The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 1.307mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.2668 / 0.23%.

AG-MAP The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 2.509mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.3905 / 0.37%.

AG-CAP The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.915mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.2350 / 0.21%.

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/profit lock in thereon are dependent on forces and factors affecting the capital markets. Past performance is not necessarily indicative of future results. Capital Preservation only applies to the unit holders who hold their investments until maturity date. All returns are calculated assuming reinvested dividends. Please read the Offering Document to understand the investment policies and risks involved. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



<sup>\*</sup> Not Applicable, if invested in funds managed by AGIML

<sup>\*\*</sup>AGAAP: This include 0.0383% representing government levy, Worker's Welfare Fund and SECP Fee

<sup>\*\*\*\*</sup>AGMAP: This include 0.0376% representing government levy, Worker's Welfare Fund and SECP Fee

<sup>\*\*\*\*\*\*</sup>AGCAP: This include 0.0389% representing government levy, Worker's Welfare Fund and SECP Fee

<sup>\*\*\*\*\*\*\*</sup> Since Inception return is calculated on Compounded Annual Growth Rate (CAGR)

<sup>\*\*\*\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no; 27 of 2016; Previous benchmark was ; 20% KSE 100 & 80% 6 Months Kibor

<sup>\*\*\*\*\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was : 40% KSE 100 & 60% 6 Months Kibor

<sup>\*\*\*\*\*\*</sup> Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was : Weighted average daily return of KSE 100 index and 6 month KIBOR, based on actual proportion of investment in equity and fixed income / money market component made by the allocation plan.

# Alfalah GHP Islamic Prosperity Planning Fund

**Fund: Not Yet Rated** 

AMC: "AM2+" by PACRA 16-May-17

Investment Objective

Alfalah GHP Islamic Prosperity Planning Fund is an Open-ended Shariah Complaint Fund of Funds Scheme that aims to generate returns on investment as per the

Basic Information		Investment Committee	
Category: Shariah Fund of Funds Scheme	Risk Profile: Plan Specific	Maheen Rahman	Chief Executive Officer
Fund Type: Open Ended	Management Fee: 1.25%*	Noman Soomro	Chief Operating Officer
Benchmark:	Min. Initial Investment: PKR 10,000/-	Nabeel Malik	Chief Investment Officer
AGIPPF-BAP: Weighted Avg. of KMI30 index and	Min. Subseq. Investment: PKR 1,000/-	Muddasir Ahmed Shaikh	Head of Investment Advisory
avg. return on 6M deposit rate of 3 (three) A or	Trustee: CDC Pakistan Limited		Senior Portfolio Manager
above rated islamic bank as selected by MUFAP.	Launch Date: June 09, 2016	Shariq Mukhtar Hashmi	Head of Compliance
On the basis of actual investments in underlying schemes. *******	AAP2 Launch Date: Nov 01, 2016	Kashif Kasim	Jr. Portfolio Manager
	AP3 Launch Date: June 21, 2017		
GIPPF-AAP, AAP2 & AAP3: Weighted Avg.	Par Value: 100		
of KMI30 index and avg. return on 6M deposit rate of 3 (three) A or above rated	Auditor: A.F Ferguson & Co. Pakistan		
islamic bank as selected by MUFAP. based	Dealing Days: Monday - Friday		
on actual proportion of investment in equity	Listing: Pakistan Stock Exchange		
and income/ money market component	Cut-off Time: 9:00 am - 4:00 pm		
made by the allocation plan.	Leverage: Nil		
Pricing: Forward Day	AGIPPF-BAP Back-end Load: 0%		
AGIPPF-BAP Front-end Load: 1.25%	AGIPPF-AAP Back-end Load *****		
AGIPPF-AAP Front-end Load: 2.5%	AGIPPF-AAP 2 Back-end Load*****		
AGIPPF-AAP 2 Front-end Load: 2.5%	AGIPPF-AAP 3 Back-end Load*****		
AGIPPF-AAP 3 Front-end Load: 2.5%			

<b>AGIPPF-A</b>	AP Front-end	Load: 2.5%	AGIPPF-AA	P 2 Back-	end Load*	*****							
AGIPPF-A	AP 2 Front-ei	nd Load: 2.5%	AGIPPF-AA	P 3 Back-	end Load*	****							
AGIPPF-A	AP 3 Front-ei	nd Load: 2.5%											
Alfalah GI	HP Islamic Ba	lanced Allocati	<b>on Plan</b> (Holdi	ngs as % of	f Total Asset	ts)	Alfalah G	<b>HP Islamic</b>	Balanced Alloca	ation Plan			
		Holdin	gs				Fund Size	(PkR mn; a	s on Nov 30, 201	7):		2,438.38	
		October	November				NAV (PkR)	): <sup>`</sup>				103.2474	
Cash		5.40%	3.32%				Total Exp	ense Ratio	**			0.16%	
Equity		14.64%	14.90%				Performa	nce		вм		AGIBAP	
Income		79.55%	81.52%				Since Inc	eption Ret	urn*******	3.79%		4.17%	
Others		0.42%	0.25%				YTD	-,		-1.12%		-1.57%	
Total	_	100.00%	100.00%				Month			0.38%		0.20%	
Alfalah GI	HP Islamic Ac	tive Allocation	<b>Plan</b> (Holdings	as % of To	ntal Assets)		Alfalah G	HP Islamic	Active Allocation	n Plan			
		Holdin		45 70 01 10	, (a. 7.550co)		Fund Size	(PkR mn; a	s on Nov 30, 201			1,417.46	
		October	November				NAV (PkR)	):				96.4055	
Cash		5.47%	0.95%				Total Exp	ense Ratio	***			0.22%	
Equity		41.66%	43.86%				Performa	nce		BM		AGIAAP	
Income		52.71%	55.08%				Since Inc	eption Ret	urn*******	2.04%		1.99%	
Others		0.15%	0.10%				YTD	-		-7.66%		-9.49%	
Total		100.00%	100.00%	•			Month			0.57%		0.51%	
Alfalah GI	HP Islamic Ac	tive Allocation	<b>Plan 2</b> (Holdin	gs as % of	Total Assets	5)	Alfalah G	HP Islamic	Active Allocation	on Plan 2			
		Holdin					Fund Size	(PkR mn; a	s on Nov 30, 201	7):		1,870.32	
		October	November				NAV (PkR)		•	,		91.3405	
Cash		5.76%	5.50%				Total Exp	ense Ratio	****			0.16%	
Equity		41.70%	41.91%				Performa			вм		AGIAAP2	
Income		52.43%	52.54%						urn*******	-3.58%		-2.61%	
Others		0.11%	0.05%				YTD	eption net		-7.51%		-9.42%	
Total	_	100.00%	100.00%				Month			0.66%		0.48%	
												******	
Alfalah Gl	HP Islamic Ac	tive Allocation Holdin		gs as % of	Total Assets	5)			Active Allocations on Nov 30, 201			1.034.42	
		October	November				NAV (PkR)		15 OII NOV 30, 201	<i>,</i> ).		94.2996	
Cash		5.47%	5.18%					ense Ratio	****			0.18%	
Equity		24.44%	24.58%				Performa			вм		AGIAAP3	
Income		70.06%	70.22%					nce eption Ret		-4.65%		-5.63%	
								ерион кес	urn				
Others		0.02% 100.00%	0.02%	•			YTD			-4.42%		-5.41%	
Total			100.00%				Month			0.49%		0.44%	
Details of	Non-Complia	nt Investment	5	,	/alue befor		Provisionin		Value after		% Gross		% Net
Name	Fund Name		Туре		Provisionin		Held, if an		Provisioning		Assets		Assets
						_		•					
Alfalah G	HP Tslamic Ra	lanced Allocati	on Plan (1 Ve	ar -Rolling	Returns)								
Arraian G	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIBAP	1.87%	2.16%	0.54%	0.30%	0.42%	0.78%	1.06%	-0.94%	0.07%	-1.62%	0.26%	-0.48%	0.20%
BM	1.42%	2.56%	0.70%	0.13%	-0.17%	0.75%	0.77%	-1.47%	0.32%	-1.76%	0.58%	-0.62%	0.38%
Alfalah GI		tive Allocation	Plan (1 Year -	Rolling Re	eturns)								
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIAAP	6.07%	6.49%	1.22%	0.10%	0.19%	2.34%	3.89%	-12.33%	-0.74%	-7.08%	0.04%	-2.41%	0.51%
ВМ	4.79%	8.12%	1.67%	-0.12%	-1.37%	2.44%	2.60%	-7.27%	0.49%	-7.38%	1.48%	-2.77%	0.57%
Alfalah GI		tive Allocation	Plan 2 (1 Yea	r -Rolling	Returns)								
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17		Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIAAP2	1.11%	4.80%	1.24%	0.14%	0.18%	2.33%		-11.89%	-0.73%	-6.99%	0.03%	-2.39%	0.48%
RM	0.500%	6 03%	1 500%	-0 120/2	-1 350/2	2 200%	2 600%	-7 150/2	0.470/2	-7 330/2	1 400%	-2 770/2	0.66%

Alfolob CII	ID Tolomio De	نامه ما المام ما	on Dian (1 Vo	au Dallina	Datuma)								
Airaian Gh	Nov-16	alanced Allocati Dec-16	on Plan (1 Ye Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGIBAP	1.87%	2.16%	0.54%	0.30%	0.42%	0.78%	1.06%	-0.94%	0.07%	-1.62%	0.26%	-0.48%	0.20%
ВМ	1.42%	2.56%	0.70%	0.13%	-0.17%	0.75%	0.77%	-1.47%	0.32%	-1.76%	0.58%	-0.62%	0.38%
Alfalah GH	IP Islamic Ad	ctive Allocation	Plan (1 Year	-Rolling Re	eturns)								
AGIAAP	6.07%	6.49%	1.22%	0.10%	0.19%	2.34%	3.89%	-12.33%	-0.74%	-7.08%	0.04%	-2.41%	0.51%
ВМ	4.79%	8.12%	1.67%	-0.12%	-1.37%	2.44%	2.60%	-7.27%	0.49%	-7.38%	1.48%	-2.77%	0.57%
Alfalah GH	IP Islamic Ac	ctive Allocation	Plan 2 (1 Yea	ır -Rolling I	Returns)								
AGIAAP2	1.11%	4.80%	1.24%	0.14%	0.18%	2.33%	3.91%	-11.89%	-0.73%	-6.99%	0.03%	-2.39%	0.48%
BM	0.59%	6.03%	1.50%	-0.12%	-1.35%	2.29%	2.60%	-7.15%	0.47%	-7.33%	1.49%	-2.77%	0.66%
lfalah GH	IP Islamic Ad	ctive Allocation	Plan 3 (1 Yea	r -Rolling	Returns)								
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-1

## Sindh Workers' Welfare Fund (SWWF)

AGIBAP The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 5.129mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.2172 / 0.21%.

0.00%

0.00%

-0.31%

-0.25%

-0.07%

0.41%

-4.59%

-4.63%

0.20%

1.02%

-1.42%

-1.68%

0.49%

AGIAAP The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 4.737mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.3222 / 0.30%.

AGIAAP2 The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 3.002mn. If the same were not made the NAV

per unit/last one year return of scheme would be higher by Rs. 0.1466 / 0.15%

AGIAAP3 The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.000mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.0000 / 0.00%.

AGIAAP3

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/profit lock in thereon are dependent on forces and factors affecting the capital markets. Past performance is not necessarily indicative of future results. Capital Preservation only applies to the unit holders who hold their investments until maturity date. All returns are calculated assuming reinvested dividends. Please read the Offering Document to understand the investment policies and risks involved. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



<sup>\*</sup> Not Applicable, if invested in funds managed by AGIML

<sup>\*\*\*\*</sup>AAP 2: This include 0.0405% representing government levy, Worker's Welfare Fund and SECP Fee

<sup>\*\*\*\*\*</sup>AAP 3: This include 0.0427% representing government levy, Worker's Welfare Fund and SECP Fee
\*\*\*\*\*\*\*\* Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was : 20% KMI 30 & 80% 6-Month deposit rate of 3 A+ or above rate Islamic Banks.

<sup>\*\*\*\*\*\*\*</sup> For the first year 2.5%, for second year 1.5% \*\*\*\*\*\*\* For the first year 2.5%, for second year 1.5% \*\*\*\*\*\*\*\* Since Inception return is calculated on Comp

## Alfalah GHP Islamic Pension Fund

**Fund: Not Yet Rated** 

AMC: "AM2+" by PACRA 16-May-17

Investment Objective

The objective of introducing Alfalah GHP Islamic Pension Fund is to provide individuals with a portable, individualized, Shariah Compliant, funded (based on defined contribution) and flexible pension scheme which is managed by professional investment manager to assist them to plan and provide for their retirement. The design of the scheme empowers the participants to decide how much to invest in their pensions, and how to invest it, as well as to continue investing in their pension accounts even if they change jobs.

Maheen Rahman Chief Executive Officer Par Value: 100 Category: Voluntary Islamic Pension Fund Scheme Fund Type: Open Ended Launch Date: January 02, 2017 Min. Initial Investment: PKR 1,000/-Pricing Mechanism: Forward Noman Soomro Nabeel Malik Chief Operating Office Frontend load: 3% **Chief Investment Officer** Head of Investment Advisory/ Backend load: Nil Muddasir Ahmed Shaikh Trustee: CDC Pakistan Limited Senior Portfolio Manager Management Fee: 1.5% Auditor: A.F Ferguson & Co. Pakistan Cut-off Time: 9:00 am - 4:00 pm Head of Compliance Jr. Portfolio Manager Shariq Mukhtar Hashmi Kashif Kasim Dealing Days: Monday - Friday Alfalah GHP Islamic Equity Sub Fu Top Ten Holdings (as a % of total assets) Oil & Gas Dev.Co. Sector Allocation (as a % of total assets) 7.93% Asset Allocation (as a % of total assets) 6.84% 5.79% Pakistan Oilfields Ltd. Oil & Gas Exploration Companies 24.75% Engro Corporation Limited Fertilizer 12.87% 1.86% Engro Fertilizer Limited 5.32% Oil & Gas Marketing Companies 9.37% Hub Power Company Limited 5.30% 7.62%

Pak Petroleum Ltd. 5.13% Nishat Mills Ltd. 4.97% Others Pakistan State Oil Co. Ltd. Mari Petroleum Company Limited 4.84% Sui Northern Gas Ltd 4.53%

Fund Size (PKR Mn.) 33.0173 NAV 82.2023 Year To Date Return -15.47% Since Inception Return -17.80%

Power Generation & Distribution

7.72% 90.42% ■ Bank Balance ■ Equity Investment ■ Others

Asset Allocation (as a %	% of total assets)	
	■ October	■ Novemb
90.50% -		
60.50% -	57.87%	

Alfalah GHP Islamic Debt Sub Fund





Asset Allocation (as a % of total assets) ■ October November 90.05% 50.22% 60.05% 48.44% 48.38% 1.33% 1.54%

Fund Size (PKR Mn.)	30.9975
NAV	102.5295
Year To Date Return	2.61%
Since Inception Return	2.78%

7.19%

28.62%

Altalan GMP Equity Sub Fund - De	etails of Non-Compliant Inv	estments				
		Value before	Provisioning	Value after	% Gross	% Net
Name	Type	Provisioning	Held, if anv	Provisioning	Assets	Assets
Name	туре	FIOVISIONING	riciu, ii arry	riovisioning	AJJCG	AJJCG

Alfalah GHP Debt Sub Fund	d - Details of Non-Compliant Inves	tments				
		Value before	Provisioning	Value after	% Gross	% Net
Name	Туре	Provisioning	Held, if any	Provisioning	Assets	Assets

Name		ket Sub Fund - I	Туре		Value before Provisioning		Provisioning		Value after Provisioning		% Gross Assets		% Net Assets
			.,,,,,								7.00000		7.0000
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGESF	-		-0.79%	0.18%	-0.08%	3.73%	4.24%	-9.44%	-0.01%	-10.68%	0.05%	-5.95%	0.58%
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGDSF	-		3.42%	3.04%	2.71%	2.89%	. 2.24%	7.01%	-1.51%	1.16%	2.36%	2.53%	2.65%
	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
AGMMSF			3.46%	3.15%	2.82%	2.93%	2.28%	2.71%	3.11%	2.76%	1.80%	2.53%	2.77%

AG-ESF The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.000mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.0000 / 0.00%

AG-DSF The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.015mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.0448 / 0.04%

AG-MMSF The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.016mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.0514 / 0.05%.

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/profit lock in thereon are dependent on forces and factors affecting the capital markets. Past performance is not necessarily indicative of future results. Capital Preservation only applies to the unit holders who hold their investments until maturity date. All returns are calculated assuming reinvested dividends. Please read the Offering Document to understand the investment policies and risks involved. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



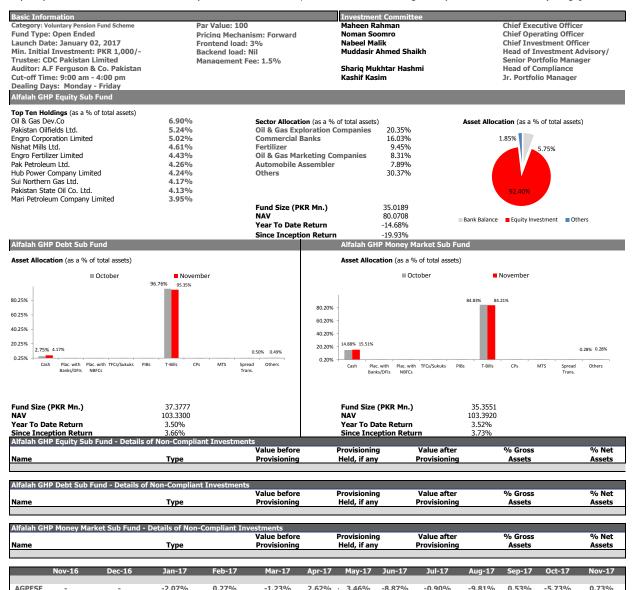
## Alfalah GHP Pension Fund

**Fund: Not Yet Rated** 

AMC: "AM2+" by PACRA 16-May-17

nent Objective

The objective of introducing Alfalah GHP Pension Fund is to provide individuals with a portable, individualized, funded (based on defined contribution) and flexible pension scheme which is managed by professional investment manager to assist them to plan and provide for their retirement. The design of the scheme empowers the participants to participants to decide how much to invest in their pensions and how to invest it, as well as to continue investing in their pension accounts even if they change jobs.



## Sindh Workers' Welfare Fund (SWWF)

Nov-16

Nov-16

Dec-16

Jan-17

4.47%

Jan-17

4.51%

Feb-17

5.93%

6.07%

AG-ESF The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.000mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.0000 / 0.00%.

3.33%

3.43% ·

Apr-17 May-17 Jun-17

3.01%

Mav-17

3.14%

2.73%

Jun-17

2.87%

Jul-17

3.45%

Jul-17

3.52%

AG-DSF The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.022mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs. 0.0615 / 0.06%.

AG-MMSF The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.021mn. If the same were not made the NAV per ear return of scheme w ould be higher by Rs. 0.0625 / 0.06%

Mar-17

3.04%

3.14%

AGPDSF

AGPMMSF

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/profit lock in thereon are dependent on forces and factors affecting the capital markets. Past performance is not necessarily indicative of future results. Capital Preservation only applies to the unit holders who hold their investments until maturity date. All returns are calculated assuming reinvested dividends. Please read the Offering Document to understand the investment policies and risks involved. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.



Aug-17 Sep-17 Oct-17

3.58%

Sep-17

3.60%

3.56%

3.46%

3.44%

Aug-17

3.51%

Nov-17

3.39%

Nov-17

3.42%

# Alfalah GHP Islamic Dedicated Equity Fund

Management Fee: 1.25%

Trustee: CDC Pakistan Limited

Min. Initial Investment: PKR 10.000/-

Min. Subseq. Investment: PKR 1,000/-

AMC Rating: "AM2+" by PACRA 16-May-17

## Investment Objective

Fund Type: Open Ended

Launch Date: May 23, 2017

Benchmark: KMI-30

Category: Islamic Equity Scheme

Alfalah GHP Islamic Dedicated Equity Fund (AGIDEF) is an Open-end Shariah Compliant Islamic Equity Fund. The objective of AGIDEF is to provide other 'Fund of Funds' Schemes an avenue for investing in Shariah Compliant Equities.

**Investment Committee** 

**Muddasir Ahmed Shaikh** 

Maheen Rahman

Noman Soomro

Nabeel Malik

Senior Portfolio Manager Par Value: 100 Auditor: A.F Ferguson & Co. Pakistan Shariq Mukhtar Hashmi Pricing: Forward Dav Listing: Pakistan Stock Exchange **Head of Compliance** Sales Load\*: 1.50% Dealing Days: Monday - Friday **Kashif Kasim** Jr. Portfolio Manager Risk Profile: Moderate to High Cut-off Time: 9:00 am - 4:00 pm Leverage: Nil Asset Allocation (as % of Total A Fund Size (PkR mn; as on November, 2017): 0.0 100 84.1 80.7 Octobe ■ November Fund Size including fund of funds 1156 90 80 NAV (PkR): 82,2888 70 60 50 40 30 Sharpe Ratio\*\* N/M Information Ratio\*\* N/M Standard Deviation\*\* 2.59% 14.3 17.6 Total Expense Ratio\*\*\*\* 2.69% 20 10 Fund Performance
Since Inception\* 1.6 AGIDEF -23.59% -17.71% -13.36% -15.06% **YTD r-Bills** Cash Rev. Repo ag. GS rFCs/Sukuks CPs Stocks/ Equities Spread Trans. Repo ag. other Secs. Backed/ Gov. Guar Month (November '17): 1.19% 0.71% Asset Allocation (Sector Wise as a % of Total As Oil & Gas Exploration Companies 23.74% Fertilizer 12.13% Oil & Gas Marketing Companies 9.30% 5.96% Cement **Power Generation & Distribution** 5.55% 23.99% Amount invested by fund of funds is Rs. 1156 million subtracted from total 80.67% Historical Performance (%) Top 10 Holdings (% of Total Assets) Oil & Gas Dev.Co 7.67% Pakistan Oilfields Ltd. 6.52% **Engro Corporation Limited** 5.83% -3.1 -5 **Hub Power Company Limited** 5.55% Pak Petroleum Ltd. 5.19% Pakistan State Oil Co. Ltd. 4.89% -10 Nishat Mills Ltd. 4.55% **Engro Fertilizer Limited** 4.48% -15 AGIDEF **Mari Petroleum Company Limited** 4.35% Sui Northern Gas Ltd. 4.03% **Details of Non-Compliant Investments** Value before Provisioning Value after % Gross % Net Name **Provisioning** Held, if any **Provisioning** Type Assets **Assets** 1 year - Rolling Return AGIDEF -11.09% -0.12% -0.03% -3.10% 0.09% -5.11% 0.71%

Sindh Workers' Welfare Fund (SWWF)

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs.0.000 mn. If the same were not made the NAV per unit/last one year return of scheme would be higher by Rs.0.0000/0.00%

-1.87%

-10.12%

0.72%

-11.94%

2.49%

## Disclaimer

BM

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load etc.

- \* Management Company may waive the Front-end Load fully or partially at its own discretion to any investor
- \*\* Calculated from since inception data.
- \*\*\* Since Inception return is calculated on Compound Annual Growth Rate (CAGR)
- \*\*\*\* This include 0.3300% representing government levy, Worker's Welfare Fund and SECP Fee.

Alfalah Investments

-5.80%

1.19%

**Chief Executive Officer** 

Chief Operating Officer

**Chief Investment Officer** 

Head of Investment Advisory/

Selling & Marketing Expenses - for the period ended November, 2017 PKR Mn 1.274

# Alfalah GHP Islamic Value Fund

AMC Rating: "AM2+" by PACRA 16-May-17

Alfalah GHP Islamic Value Fund (AGIVF) is an Open-end Shariah Compliant Islamic Asset Allocation Fund. The objective of AGIVF is to earn a potentially high return through allocation of assets between Shari'ah Compliant Equity Instruments, Shari'ah Compliant Fixed Income Instruments and any other Shari'ah Compliant instrument as permitted by the SECP and Shari'ah

Basic Information Category: Shariah Comp. Asset Alloc. Scheme Fund Type: Open Ended Benchmark: KMI 30 Index and Six (6) months average deposit rates of three (3) A rated Scheduled Islamic Banks or Islamic Banking windows of Conventional Banks as selected by MUFAP on the basis of actual proportion held by the scheme. Launch Date: October 12, 2017

Par Value: PKR 100/-Pricing: Forward Day Sales Load: 3.00% **Risk Profile: Moderately High**  Management Fee: 2.00% Min. Initial Investment: PKR 10,000 Min. Subsquent Investment: PKR 1,000/-

Auditor: A.F Ferguson & Co. Pakistan

Trustee: CDC Pakistan Limited Listing: Pakistan Stock Exchange Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm

Leverage: Nil

Investment Comn Maheen Rahman **Chief Executive Officer Noman Soomro Chief Operating Officer** Nabeel Malik **Chief Investment Officer** 

Head of Investment Advisory/ Muddasir Ahmed Shaikh Senior Portfolio Manager Head of Compliance Shariq Mukhtar Hashmi Kashif Kasim Jr. Portfolio Manager

Asset Allocation (as % of Total Assets) 100 ■ November 90 80 70 60 50 40 30 7.3 20 10 Cash T-Bills Stocks/ Equities FFCs/Sukuks CPs Spread Trans. ĝ. Repo ag. Backed/ Guar.

**Fund Statistics** +Fund Size (PkR mn; as on November 30, 2017): 342.63 Fund Size including fund of fund schemes: 342.63 NAV (PkR): 100.33 Sharpe Ratio\* N/M Information Ratio N/M Standard Deviation\* N/M Total Expense Ratio\*\*\* 0.41% AGVF

**Fund Performance** Since Inception\* 0.35% 0.33% YTD 0.35% 0.33% Month (November '17): 0.21% 0.23%

+ Amount invested by fund of funds is Rs. 0 million subtracted from total

Total	0.00%
Top 10 Holdings (% of Total Assets)	
Dubai Islamic Bank Ltd - Sukuk (14-Jul-17)	5.85%
International Brands Limited-Sukuk (28-Sep-17)	5.75%

	· ·				Value before		Provisioning		Value after		% Gross		% Net
Name			Туре		Provisioning		Held, if any		Provisioning		Assets		Assets
1- Year Ro	lling Returns	_	_	_		_		_	_	_	_	_	_
1- Year Ro	lling Returns Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17
1- Year Ro		Dec-16	Jan-17	Feb-17	Mar-17 -	Apr-17	May-17	Jun-17	Jul-17 -	Aug-17	Sep-17	Oct-17 0.10%	Nov-17 0.23%

The scheme has maintained provisions against Sindh Workers' Welfare Fund's liability to the tune of Rs. 0.0203mn. If the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.0059 / 0.0059%

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. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved. All returns are calculated assuming reinvested dividends. Performance data does not include the cost incurred directly by an investor in the form of sales load

- \* Effective from Oct 21st, 2016 Benchmark changed as per SECP direction no: 27 of 2016; Previous benchmark was: 50% KSE100 Index + 50% 6-month KIBOR
- \* Calculated on 12-month trailing data.
- \*\* Since Inception return is calculated on Compound Annual Growth Rate (CAGR).
- \*\*\* This include 0.0597% representing government levy, Worker's Welfare Fund and SECP Fee.

Alfalah Investments

Selling & marketing expenses - for the period ended November, 2017, PKR Mn 0.000



Alfalah GHP Investment Management Limited. 8-B, 8<sup>th</sup> Floor, Executive Tower Dolmen City Block-4 Clifton Karachi, Pakistan UAN: +92 (21) 111 090 090 Fax: +92 (21) 35306752 www.alfalahghp.com