Fund Managers' Report

June 2016



Economic & Capital Markets Review

Economic Review & Outlook

Pakistan's economy grew by 4.71% in FY16, the highest rate in the past eight years. This growth was mainly driven by industrial sector, including automobiles, fertilizers, chemicals, pharmaceuticals, rubber, and cement. Growth in the industrial and services sectors was able to compensate for agricultural sector's poor performance. Going forward, it is expected that output gap (the amount by which the actual output of an economy falls short of its potential output) will be under threat of widening as a result of stability in the FX market, which has been having an impact on export competitiveness. On the other hand, positive factors such as greater energy availability, CPEC projects and other development projects are expected to thrust the economy forward.

Inflation averaged 2.85% during FY16, as opposed to 4.56% in FY16, thanks to impact of low fuel costs on food and beverages and other products' prices. Going forward, slight uptrend in prices of energy based commodities combined with a low base effect are likely to result in slightly higher inflation by the end of this year and start of the next. Despite that the average inflation for FY17 is likely to fall within the range of 3.75% - 4.00% provided there are no upside shocks to international oil prices. The ministry of finance therefore seems to be in a good position to maintain a stable interest outlook during FY17 which will allow the MoF some room to mitigate any adverse movement in the exchange rate.

The economy's external position remained stable throughout the second half of this fiscal year, with the result that the exchange rate moved by only -0.02%. Low exports and slowing growth of remittances undermined the benefit from a dip in international crude oil. Going forward, threats to the external position emanate from (i) slowing down of official transfers, especially after conclusion of the IMF program in September, 2016, (ii) slowing growth rate of remittances, (iii) rise in oil prices, and (iv) dip in export proceeds.

Money Market Review & Outlook

Subdued inflation and the resultant reduction of the policy rate twice during FY16, first by 50bps in September 2015 and then by 25bps in May 2016, helped yields come off in the range of 100-250bps during the year. Greatest dip in yields was witnessed for 4 to 10 year instruments, and the market's focus remained on medium to long term bonds in order to benefit from the easing cycle. The SBP's borrowing requirements also remained relatively subdues compared to what it had been in the last couple of years so the focus of investment managers and banks remained on booking higher yields in order to support their fixed income portfolio.

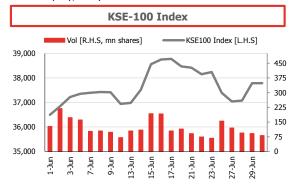
Given an outlook of subdued inflation in the short term and slightly higher CPI growth towards the end of 2016 and start of 2017, it is expected that the monetary policy rate will remain stable with a medium to low probability of rising by the mid of FY17. There are slim chances of a further rate cut in the short term, although international oil prices have slid further recently but the expected pressure on Pak Rupee against US Dollar given recent developments on international front e.g. Britain's exit from Euro zone is likely to force the decision makers to keep the Discount rate unchanged. Factors that can lead to a sooner than expected rate hike include (i) strengthening of oil prices as the world may likely approach narrowing in demand and supply gap, (ii) greater than expected rise in prices of other energy related commodities, and (iii) pressure on PKR due to both a worsening of Pakistan's external position and strengthening of USD against major currencies as the US Federal Reserve goes ahead with its rate hike plan.

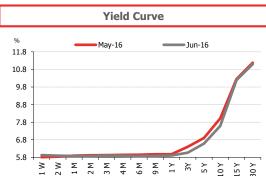
Equity Market Review & Outlook

The KSE-100 index rose by more than 1,700 points (4.8%) in June to bring the return for FY16 to 9.8%. The market trended downward through the first seven months of the year before turning around towards the end of February. Slipping of international crude oil prices to 12-year lows, weakness in global equities, continuous build-up of selling pressure by foreign investors, and broker investigations were some of the chief drivers of negative sentiments during the first seven to eight months of the year. The market finally turned around in February upon a recovery in crude oil prices. Anticipation of Pakistan's reclassification by MSCI as an Emerging Market (EM) further fueled local equities. The spirit was hurt towards the end of the year by the surprising vote by the British public to exit the European Union (Brexit).

Worsening of world economic outlook during the year brought crude oil prices crashing down to a 12-year low in January 2016, resulting in a tumbling of international as well as local equity markets. The outlook on crude oil prices was made even murkier by expectations that Iran would add a substantial amount of oil output to the present supply glut, with some reports estimating as high an addition as a million barrels of oil per day. However, oil prices staged a recovery as US's oil inventory continued to dip and major oil agencies, OPEC and IEA, started foreseeing easing of supply glut.

The rally in the last quarter of the year was mostly attributable to anticipation of Pakistan's reclassification as an emerging market by MSCI. With the exception of Feroze 1888 Mills, the top 15 drivers of the index were all stocks that were expected to be included in MSCI's Emerging Market Index (Large, Mid and Small-Cap). The top stocks during the last quarter by index points were Habib Bank, Oil and Gas Development Company, The Hub Power Company, Lucky Cement and United Bank.





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.

The market is expected to perform even better in FY17 than in FY16 due to (i) Pakistan's equities' reclassification into MSCI's emerging market index, and (ii) announcement of Federal Budget for FY18 that is expected to be friendly towards the business and agricultural sectors as the Government gears up for the final year of its term.

Equity Funds' Performance

The KSE-100 index mostly trended downwards in the first half of the year before turning around by the end of February to close the year with gains of over 3,300 points (9.8%). As mentioned previously, international crude oil prices were one of the biggest reasons for the decline as well as the later rise of the market. Anticipation of Pakistan's reclassification as an emerging market by MSCI also drove the market in the last quarter.

Alfalah GHP's equity funds outperformed their respective benchmarks in FY17 to emerge among the top performers within their respective categories. Outperformance was ensured during the year through superior stock selection and sector allocation.

Alfalah GHP Stock Fund emerged as the top performer among all conventional equity funds by providing a return of 14.88% in FY16 as opposed to its benchmark return of 9.84%. The outperformance was achieved by heavy-weighting the Fund towards Cement stocks in the beginning of the year and then switching to Oil and Gas stocks in a timely manner once international crude oil prices started rallying, while Banks were under-weighted throughout the year. Returns were also enhanced by superior within sector allocation effect. Moreover, holding of star performers in other sectors, like pharmaceuticals and refineries also added to the superior performance of the Fund.

Alfalah GHP Value Fund was the top performing conventional asset allocation fund by giving a return of 18.30% as opposed to its benchmark return of 8.19%. Superior performance was achieved through tilting the fund towards equities and keeping the allocation to bonds at a minimum, as equities far outperformed fixed income during the year. Within equities, alpha was generated by superior sector and stock selection, as mentioned above.

Alfalah GHP Islamic Stock Fund also outperformed its benchmark and beat its competition by providing a return of 20.33% in FY16. Effective stock selection and screening along with identification of timely entry and exit points helped the Fund outperform during the year.

| Fund | Category | FY16 Return | Benchmark Return | Peer Group Ranking |
|--------------------------------|------------------|-------------|------------------|--------------------|
| Alfalah GHP Islamic Stock Fund | Islamic Equity | 20.3% | 15.5% | 1 |
| Alfalah GHP Value Fund | Asset Allocation | 18.3% | 8.2% | 1 |
| Alfalah GHP Stock Fund | Equity | 14.9% | 9.8% | 1 |
| Alfalah GHP Alpha Fund | Equity | 14.1% | 9.8% | 3 |

Alfalah GHP Cash Fund

Fund Stability Rating: "AA (f)" by PACRA 31-Dec-15

AMC Rating: "AM2" by PACRA 8-June-16

Risk Profile: Low

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.

Basic Information Category: Money Market Schen Management Fee: 1.00% **Fund Type: Open Ended** Benchmark: Avg. 3 Mth Dep. Rates of 3 "AA" Rated Banks Launch Date: March 12, 2010 Par Value: PKR 500 **Pricing: Forward Day** Sales Load: NA

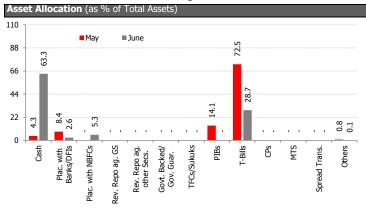
Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-**Trustee: MCB Financial Services Limited** Auditor: E&Y, Ford Rhodes Sidat Hyder Listing: Pakistan Stock Exchange Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm Leverage: Nil

Investment Committee Maheen Rahman

Noman Soomro Nabeel Malik Muddasir Ahmed Shaikh

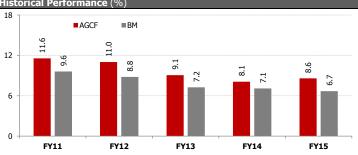
Shariq Mukhtar Hashmi **Imran Altaf, CFA Kashif Kasim**

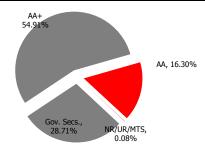
Chief Executive Officer Chief Operating Officer Chief Investment Officer Head of Investment Advisory/ Senior Portfolio Manager **Head of Risk & Compliance Portfolio Manager** Jr. Portfolio Manager



Fund Statistics Fund Size (PkR mn; as on June 30, 2016) 1.868 NAV (PkR): 495.60 Sharpe Ratio* -20.35 Standard Deviation* 0.07% Wtd. Average Maturity (months): 0.56 Since Inception** 8.96% **Fund Performance** AGCF

| YTD | | | | 4.75% | 5.17% |
|-----------|-------------------|---------------|----------|-------|-------|
| Month | (June, 2016): | | | 4.48% | 4.10% |
| Credit Q | uality (as % of T | Total Assets) | | | |
| Govt. Gua | ır. | 28.71% | Α | | 0.00% |
| AAA | | 0.00% | A- | | 0.00% |
| AA+ | | 54.91% | BBB+ | | 0.00% |
| AA | | 16.30% | BBB | | 0.00% |
| AA- | | 0.00% | Below IG | | 0.00% |
| A+ | | 0.00% | NR/UR | | 0.08% |





| Details of Non-Compliant Investments | | | | | | | | | | | | | |
|--------------------------------------|-----------------|----------------|----------------|----------------|------------------------------|----------------|-----------------------------|----------------|-----------------------------|----------------|-------------------|----------------|-----------------|
| Name | | | Туре | | Value before Provisioning | | Provisionin Held, if any | _ | Value after Provisioning | | % Gross Assets | | % Net Assets |
| | | | | | | | | | | | | | |
| 1 Voor - I | Rolling Retu | rnc | | | | | | | | | | | |
| I real - I | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGCF BM | 10.39% 5.18% | 5.55% 5.18% | 5.26% 5.18% | 6.11% 4.68% | 5.44% 4.68% | 4.66% 4.68% | 5.31% 4.68% | 5.26% 4.68% | 4.78% 4.68% | 4.61% 4.68% | 4.71% 4.68% | 4.89% 4.68% | 4.10% 4.48% |
| WWF Dis | claimer | | | | | | | | | | | | |

The Fund/Scheme has maintained provisions amounting to Rs. 17.795mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.4.7220 / 1.00%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

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^{*} Calculated on 12 month trailing data

^{**} Since Inception return is calculated on Compounded Annual Growth Rate (CAGR)

Alfalah GHP Money Market Fund (Formerly IGI Money Market Fund)

Fund Stability Rating: "AA (f)" by PACRA 31-Dec-15 AMC Rating: "AM2" by PACRA 8-June-16

Investment Objective

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.

Category: Money Market Schem Management Fee: 0.80% **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** Sales Load: 1.00% **Risk Profile: Low**

Asset Allocation (a

Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-**Trustee: CDC Pakistan Limited** Auditor: E&Y, Ford Rhodes Sidat Hyder Listing: Pakistan Stock Exchange Dealing Days: Monday - Friday Cut-off Time: 9:00 am - 4:00 pm

Shariq Mukhtar Hashmi Imran Altaf, CFA **Kashif Kasim**

Muddasir Ahmed Shaikh

Investment Committee

Maheen Rahman

Noman Soomro

Naheel Malik

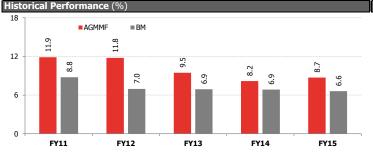
Chief Executive Officer **Chief Operating Officer Chief Investment Officer** Head of Investment Advisory/ Senior Portfolio Manager **Head of Risk & Compliance Portfolio Manager** Jr. Portfolio Manager

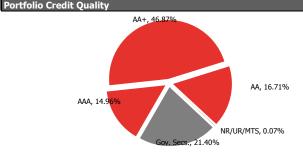
100 May ■ June 80 56.9 60 40 11.4 20 Others gS -Bills Banks/DFIs with NBFCs rFCs/Sukuks Govt. Backed/ Gov. Guar. Spread Trans. Repo ag.

Leverage: Nil

Fund Size (PkR mn; as on Jun 30, 2016): 3,850 98.2198 Sharpe Ratio* -17.7108 Standard Deviation* 0.06% Wtd. Average Maturity (months): 0.44 Since Inception Return** 9.24% **Fund Performance** AGMMF YTD 4.75% 5.37%

| Month (Jun'16 |): | 4.48% | 3.89% |
|--------------------|----------------------|----------|-------|
| Credit Quality (as | s % of Total Assets) | | |
| Govt. Guar. | 21.40% | A | 0.00% |
| AAA | 14.96% | A- | 0.00% |
| AA+ | 46.87% | BBB+ | 0.00% |
| AA | 16.71% | BBB | 0.00% |
| AA- | 0.00% | Below IG | 0.00% |
| A+ | 0.00% | NR/UR | 0.07% |
| | | | |





| Details of Non-Compliant Investments | | | | | | | | | | | | | |
|--------------------------------------|----------|--------|--|--------|--------|-----------------------------|--------|--------|--------|-----------------|--------|--------|--------|
| Name | ате Туре | | Value before Provisioning Provisioning Held, if any | | - | Value after Provisioning | | | | % Net Assets | | | |
| | | | | | | | | | | | | | |
| D. III' D. | | | | | | | | | | | | | |
| Rolling Re | turns | | | | | | | | | | | | |
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGMMF | 9.89% | 5.86% | 5.55% | 6.34% | 5.58% | 4.58% | 5.65% | 5.49% | 5.03% | 4.78% | 4.97% | 5.18% | 3.89% |
| ВМ | 5.18% | 5.18% | 5.18% | 4.68% | 4.68% | 4.68% | 4.68% | 4.68% | 4.68% | 4.68% | 4.68% | 4.68% | 4.48% |
| MANAGE D' | | | | | | | | | | | | | |

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.0.4344 / 0.47%. The sum provided in this regard stands at Rs. 5.613 had this provision not been made, the YTD return would be higher by Rs. 0.1432 / 0.15%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

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^{*} Calculated on 12 month trailing data

^{**} Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

Alfalah GHP Sovereign Fund

Fund Stability Rating: "AA-(f)" by PACRA 31-Dec-2015

AMC Rating: "AM2" by PACRA 08-Jun-16

Risk Profile: Low

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: 70% 6M T-Bill + Launch Date: May 09, 2014 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/-30% 6M DR (3"AA-" or above I Trustee: CDC Pakistan Limited Auditor: E&Y, Ford Rhodes Sidat Hyder Listing: Pakistan Stock Exchange **Dealing Days: Monday - Friday**

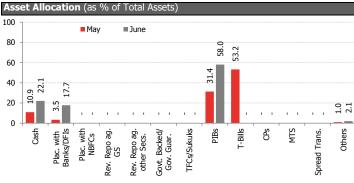
Cut-off Time: 9:00 am - 4:00 pm Leverage: Nil

Noman Soomro Nabeel Malik Muddasir Ahmed Shaikh Shariq Mukhtar Hashmi Imran Altaf, CFA **Kashif Kasim**

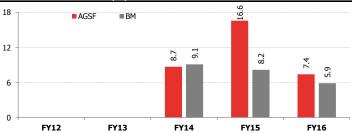
TFC/Sukuk Holdings (% of Total Assets)

Investment Committee Maheen Rahman

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



| | ruliu Statist | .ics | | | | |
|-----|-------------------------|--------------------------|---------------|----------|----|-----------------|
| | Fund Size NAV (PkR): | (PkR mn; as | on Jun 30, 20 | 16): | 10 | 2,987 5.7890 |
| | Wtd. Average | a Maturity / | months): | | 10 | |
| | _ | | 36.70 | | | |
| | Sharpe Rati | | 1.83 | | | |
| | Standard De | eviation* | | | | 0.69% |
| | Since Incep | tion Return [*] | * | | 1 | L 1.62 % |
| | Fund Perfor | mance | | ВМ | A | GSOF |
| 2.1 | YTD | | | 5.87% | 7. | 42% |
| | Month | (Jun-16): | | 5.46% | 10 | .53% |
| 5 | Credit Quali | ty (as % of T | otal Assets) | | | |
|) | Govt. Secs. | | 58.05% | Α | 0. | 00% |
| | AAA | | 0.00% | A- | 0. | 00% |
| | AA+ | | 5.48% | BBB+ | 0. | 00% |
| | AA | | 34.40% | BBB | 0. | 00% |
| | AA- | | 0.00% | Below IG | 0. | 00% |
| | A+ | | 0.00% | NR/UR | 2. | 07% |
| | | | | | | |



| | 112 | 1113 | 1114 | | 13 | 110 | | | | | | | |
|-------------------|-------------|-------------|---------------|--------|------------------------------|--------|------------------------------|--------|-----------------------------|--------|-------------------|--------|-----------------|
| Details of | Non-Comp | oliant Inve | estments | | | | | | | | | | |
| Name | _ | | Туре | | Value before Provisioning | - | Provisioning Held, if any | | Value after Provisioning | | % Gross Assets | | % Net Assets |
| Bank Alfala | h Ltd | | Single Entity | *** | 550,000,000 | | 0 | | 550,000,000 | | 17.73% | | 18.41% |
| | | | | | | | | | | | | | |
| 1 Year -Ro | olling Retu | rns | | | | | | | _ | | | | |
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGSOF | -3.99% | 7.82% | 7.94% | 8.98% | 9.32% | 2.14% | 5.84% | 10.08% | 6.92% | 5.12% | 1.95% | 9.61% | 10.53% |
| ВМ | 6.30% | 6.36% | 6.38% | 6.11% | 5.90% | 5.81% | 5.85% | 5.72% | 5.72% | 5.71% | 5.71% | 5.67% | 5.46% |

| The Fund/Scheme has maintained provisions amounting to Rs. 15.11mn against Workers' Welfare Fund liability, if the same were not made the NAV per |
|---|
| unit/return of the Scheme would be higher by Rs.0.5350 / 0.54%. For details, investors are advised to read the latest Financial Statements of the |
| Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015. |

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^{*} Calculated on 12-month trailing data.

^{**} Since Inception return is calculated on Compound Annual Growth Rate (CAGR).

^{***} Due to reduction in net assets of the fund.

Alfalah GHP Income Fund (Formerly IGI Income Fund)

Fund Stability Rating: "A+(f)" by PACRA 31-Dec-2015

AMC Rating: "AM2" by PACRA 08-Jun-2016

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

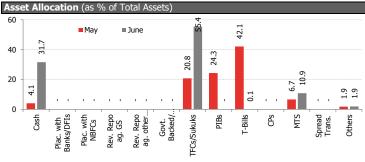
Management Fee: 1.25% Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-**Trustee: CDC Pakistan Limited** Auditor: E&Y, Ford Rhodes Sidat Hyder Listing: Pakistan Stock Exchange **Dealing Days: Monday - Friday** Cut-off Time: 9:00 am - 4:00 pm

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

Shariq Mukhtar Hashmi Imran Altaf, CFA **Kashif Kasim**

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

7.56%



| Histor | rical P | erforma | ance (%) | | | | | | | | |
|--------|-----------|---------|----------|------|---|------|----|------|-----|-----|-----|
| 18 | 2 | ■ AGIF | ■BM | 12.2 | | 13.4 | | 12.3 | | | |
| 12 | = | 6.6 | 9.6 | | | 0 | | | 0.6 | | |
| 6 - | 00 NO 100 | | | | | 8 | | | | 7.6 | 6.5 |
| 0 | FY | 712 | FY1 | .3 | , | FY14 | L, | FY1 | 5 | FY | L6 |

| Fund Statistics | | |
|--|----|----------|
| Fund Size (PkR mn; as on June 30th, 2016): | | 639 |
| NAV (PkR): | | 110.7178 |
| Sharpe Ratio* | | 2.39 |
| Standard Deviation* | | 0.75% |
| Wtd. Average Maturity (months): | | 24.27 |
| Since Inception Return** | | 9.72% |
| Fund Doufermanes | DM | ACTE |

6.53%

| Month (June '16): | | 6.11% | 7.72% |
|-------------------------|-----------------|-----------|--------|
| Credit Quality (as % of | f Total Assets) | | |
| Govt. Sec / Guar. | 0.15% | A | 0.00% |
| AAA | 0.03% | A- | 0.00% |
| AA+ | 5.22% | BBB+ | 0.00% |
| AA | 30.13% | BBB | 0.00% |
| AA- | 47.21% | Below IG | 0.00% |
| A+ | 4.46% | MTS/NR/UR | 12.79% |

| TFC/Sukuk Holdings (% of Total Assets) | |
|--|--------|
| Bank Alfalah Ltd. V - (20-Feb-13) | 9.72% |
| NIB Bank 19-06-2014 | 4.46% |
| Engro Fert Sukuk (09-07-2014) | 7.14% |
| Faysal Bank Ltd (27-Dec-10) | 5.08% |
| Bank Al Falah - (2-Dec-09)- Floating | 1.36% |
| Hascol Petroleum Ltd Sukuk (07-Jan-16) | 11.54% |
| Jahangir Siddiqui Company Ltd | 3.73% |
| Engro Fertilizer PP SUKUK | 12.37% |

| Details of | Details of Non-Compliant Investments | | | | | | | | | | | | |
|-------------------|--------------------------------------|--------|-------------------|--------|--------------|--------|--------------|--------|--------------|--------|---------|--------|--------|
| | | | | | Value before | | Provisioning | | Value after | | % Gross | | % Net |
| Name | | | Type | | Provisioning | | Held, if any | | Provisioning | | Assets | | Assets |
| Engro Ferti | ilizer | | Single Entity | *** | 130,930,300 | | 0 | | 130,930,300 | | 19.53% | | 20.51% |
| Bank Alfala | ah | | Single Entity | *** | 74,352,732 | | 0 | | 74,352,732 | | 11.08% | | 11.64% |
| HASCOL Pe | HASCOL Petroleum | | Single Entity *** | | 77,418,750 | | 0 | | 77,418,750 | | 11.54% | | 12.12% |
| | | Invest | in TFC & Suku | ık**** | 371,703,362 | | 0 | | 371,703,362 | | 55.40% | | 58.20% |
| Rolling Re | eturns | | | | | | | | | | | | |
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGIF | -4.07% | 9.49% | 11.52% | 6.06% | 8.04% | 2.67% | 6.38% | 10.86% | 8.11% | 6.20% | 2.15% | 8.42% | 7.72% |
| BM | 6.89% | 7.04% | 7.06% | 6.81% | 6.58% | 6.46% | 6.52% | 6.42% | 6.36% | 6.36% | 6.36% | 6.31% | 6.11% |

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.2.6985 or 2.62%. The sum provided in this regard stands at Rs. 4.62 mn had this provision not been made, the YTD return would have been higher by Rs. 0.8009 or 0.78%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015

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.



^{*} Calculated on 12-month trailing data.

^{**}Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

^{***} Due to reduction in net assets of the funds

^{****} Offering Document maximum limit is 50%

Alfalah GHP Income Multiplier Fund

Fund Stability Rating: "A+(f)" by PACRA 31-Dec-15

AMC Rating: "AM2" by PACRA 08-Jun-16

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.

YTD

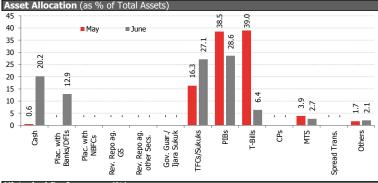
A+

Month (June '16):

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: Pakistan Stock Exchange **Dealing Days: Monday - Friday** Cut-off Time: 9:00 am - 4:00 pm

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 Risk & Compliance Imran Altaf, CFA **Portfolio Manager Kashif Kasim** Jr. Portfolio Manager



| | B P | Δ. | Rev. P | Gov | TF. | | | Sprea | |
|-------|-------------|--------|--------|-----|---------------|------|-----|-------|-----|
| Histo | rical Perfo | rmance | (%) | | | | | | |
| 18 | 12.8 | | უ | | 12.4 | 14.2 | | | |
| 12 | | | 9 | I | <u> </u> | I | 93 | 8.4 | 8.9 |
| 6 | 3.9 | | 11.2 | | - | | | | |
| 0 + | FY12 | | FY13 | , | FY14 ■AGIM | | Y15 | FY1 | .6 |

| Fund Statistics | | |
|--|----|---------|
| Fund Size (PkR mn; as on June 30th, 2016): | | 1,505 |
| NAV (PkR): | | 53.0087 |
| Sharpe Ratio* | | 2.77 |
| Standard Deviation* | | 0.94% |
| Wtd. Average Maturity (months): | | 47.82 |
| Since Inception Return** | | 6.11% |
| Fund Performance | ВМ | AGIMF |

6.42%

| Credit Quality (as % | % of Total Assets) | | |
|----------------------|--------------------|----------|------|
| Gov. Secs. | 35.0% | A | 0.0% |
| AAA | 0.0% | A- | 0.0% |
| AA+ | 1.8% | BBB+ | 0.0% |
| AA | 35.5% | BBB | 0.0% |
| AA- | 20.7% | Below IG | 0.0% |

NR/UR

2.3%

| TFC/Sukuk Holdings (% of Total Assets) | |
|--|-------|
| Engro Fertilizer - SUKUK | 4.94% |
| K-Electric - (19-Mar-14) | 2.57% |
| Askari Bank Ltd (30-Sep-14) | 3.29% |
| NIB Bank ltd II (19-06-2014) | 1.29% |
| Bank Alfalah Ltd (20-Feb-13) | 0.40% |
| Hascol Petroleum Ltd Sukuk (07-Jan-16) | 6.65% |
| TPL Trakker Limited - PP Sukuk | 0.97% |
| Jahangir Siddiqui Company Ltd | 1.61% |
| Engro Fertilizer - PP SUKUK | 5.42% |
| | |

| | | | | | | | _ | | | | | | |
|--------------------------------------|--------------|--------|---------------|--------|--------------|--------|--------------|--------|--------------|--------|---------|--------|--------|
| Details of Non-Compliant Investments | | | | | | | | | | | | | |
| | | | | | Value before | | Provisioning | | Value after | | % Gross | | % Net |
| Name | | | Type | | Provisioning | | Held, if any | | Provisioning | | Assets | | Assets |
| Bank Alfala | h Ltd | | Single Entity | *** | 200,000,000 | | 0 | | 200,000,000 | | 12.89% | | 13.29% |
| EFERT TFC | & Sukuk | | Single Entity | *** | 160,688,480 | | 0 | | 160,688,480 | | 10.36% | | 10.68% |
| | | | | | | | | | | | | | |
| 1- Year Ro | olling Retur | ns | | | | | | | | | | | |
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGIMF | -7.55% | 9.09% | 9.26% | 7.97% | 11.35% | 1.57% | 6.09% | 13.12% | 7.95% | 6.46% | 1.77% | 9.49% | 12.95% |
| BM | 7.26% | 7.37% | 7.35% | 7.11% | 6.87% | 6.76% | 6.81% | 6.70% | 6.66% | 6.65% | 6.66% | 6.62% | 6.42% |
| WWE Disc | laimor | | | | | | | | | | | | |

The Fund/Scheme has maintained provisions amounting to Rs. 11.569mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.4076 / 0.83%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015

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8.38%

12.95%

4.8%

^{*} Calculated on 12-month trailing data.

^{**} Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

^{***} Due to reduction in net assets of the fund.

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

Fund Stability Rating: "A+(f)" by PACRA 31-Dec-15 AMC Rating: "AM2" by PACRA 08-Jun-16

Investment Obiective

Sales Load: 1.00%

FY12

FY13

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.

Basic Information
Category: Islamic Income Scheme
Fund Type: Open Ended
Benchmark: Avg. 6 Mth Dep. Rates - 3
Islamic Banks
Launch Date: December 3, 2009
Par Value: 100
Pricing: Forward Day

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

Investment Committee
Maheen Rahman
Noman Soomro
Nabeel Malik

Muddasir Ahmed Shaikh

Shariq Mukhtar Hashmi Imran Altaf, CFA Kashif Kasim

Fund Statistics

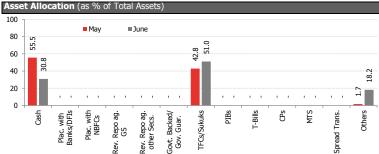
Chief Executive Officer
Chief Operating Officer
Chief Investment Officer
Head of Investment Advisory/
Senior Portfolio Manager
Head of Risk & Compliance
Portfolio Manager

100

30.88

100.6098

Jr. Portfolio Manager



Fund Size (PkR mn; as on Jun 30, 2016):
NAV (PkR):
Wtd. Average Maturity (months):
Since Inception Return*

 Fund Performance
 BM
 AGIIF

 YTD
 4.66%
 4.91%

 Month (June'16):
 4.33%
 8.28%

 Credit Quality (as % of Total Assets)

Govt. Guar. 0.00% 0.00% Α AAA 30.62% 0.00% A-BBB+ 0.00% 0.00% AA+ 16.25% BBB 0.00% AA 34.95% Below IG 0.00% AA-NR/UR 18.18% 0.00% A+

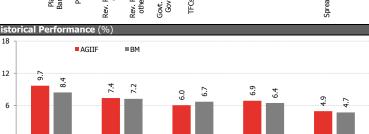
 TFC/Sukuk Holdings (% of Total Assets)

 K. Electric Sukuk - 3 year (19-March-2014)
 16.05%

 Engro Fertilizer Sukuk (09-July-2014)
 9.77%

 Hascol Petroleum Ltd Sukuk (07-Jan-2016)
 16.60%

 Engro Fertilizer PP Sukuk (25-May-2016)
 8.58%



FY14

FY15

| Details of Non-Compliant Investments | | | | | | | | | | | | | |
|--|----------------|------------|------------------|--------------|--------------------------|-------------------|---------|--------------|------------|--------|--------|--------|--------|
| - | | | Value before | | Provisioning Value after | | % Gross | | | % Net | | | |
| Name | Name Type | | | Provisioning | | Held, if any | | Provisioning | | Assets | | Assets | |
| EFERT Suk | uk (09-07-14) | | Single Entity 3 | * | 18,213,514 | | 0 | | 18,213,514 | | 9.77% | | 18.18% |
| K-Electric Sukuk (19-03-14) Single Entity ** | | 29,940,780 | | 0 | | 29,940,780 16.05% | | | 29.89% | | | | |
| HASCOL Pe | etroleum Sukuk | (07-01-16) | Single Entity 3 | * | 30,967,500 | | 0 | | 30,967,500 | | 16.60% | | 30.91% |
| EFERT PP S | Sukuk (25-05-1 | .6) | Single Entity 3 | * | 16,000,000 | | 0 | | 16,000,000 | | 8.58% | | 15.97% |
| | | Total | Invest in TFC/Su | ıkuk*** | 95,121,794 | | 0 | | 95,121,794 | | 51.00% | | 94.96% |
| 1 Year - R | Rolling Return | ıs | | | | | | | | | | | |
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGIIF | 4.40% | 4.48% | 4.37% | 4.09% | 4.93% | 1.34% | 4.46% | 6.47% | 5.65% | 7.34% | 1.83% | 4.41% | 8.28% |
| BM | 5.40% | 5.19% | 5.09% | 5.02% | 4.79% | 4.66% | 4.58% | 4.59% | 4.45% | 4.36% | 4.42% | 4.45% | 4.33% |
| WWF Disc | claimer | | | | | | | | | | | | |

FY16

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.2.2577 / 2.35%. The sum provided in this regard stands at Rs. 0.179mn had this provision not been made, the YTD return would have been higher by Rs. 0.1799 / 0.19%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015

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^{*} Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

^{**} Due to reduction in net assets of the fund

^{***} Offering Document maximum limit is 75%

Alfalah GHP Alpha Fund

AMC Rating: "AM2" by PACRA 8-Jun-16

Investment Objective

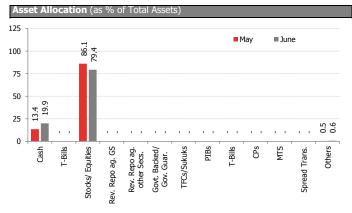
The investment objective of Alfalah GHP Alpha Fund (AGAF) is seeking long term capital appreciation from a portfolio that is substantially constituted of equity and equity related securities.

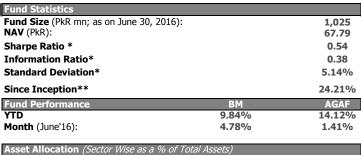
Basic Information
Category: Equity Scheme
Fund Type: Open Ended
Benchmark: KSE100
Launch Date: Sept 9, 2008
Par Value: PKR 50/Pricing: Forward Day
Sales Load: 3.00%
Risk Profile: High
Leverage: Nil

Management Fee: 1.75%
Min. Initial Investment: PKR 5,000/Min. Subseq. Investment: PKR 1,000/Trustee: CDC Pakistan Limited
Auditor: E&Y, Ford Rhodes Sidat Hyder
Listing: Pakistan Stock Exchange
Dealing Days: Monday - Friday
Cut-off Time: 9:00 am - 4:00 pm

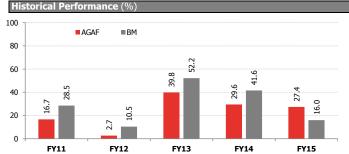
Investment Committee
Maheen Rahman
Noman Soomro
Nabeel Malik
Muddasir Ahmed Shaikh

Shariq Mukhtar Hashmi Imran Altaf, CFA Kashif Kasim Chief Executive Officer
Chief Operating Officer
Chief Invesment Officer
Head of Investment Advisory/
Senior Portfolio Manager
Head of Risk & Compliance
Portfolio Manager
Jr. Portfolio Manager





| Total | 79.4% |
|---|--------|
| Others | 25.75% |
| Refinery | 5.15% |
| Fertilizers | 7.33% |
| Power Generation & Distribution | 10.90% |
| Cements | 13.84% |
| Oil & Gas Exploration Companies | 16.45% |
| Asset Allocation (Sector Wise as a % of Total Assets) | |



| Top 10 Holdings (% of Total Assets) | |
|-------------------------------------|-------|
| Hub Power Company | 7.96% |
| Oil & Gas Development Co. Ltd. | 6.38% |
| Engro Corporation | 4.57% |
| Packages Limited | 4.56% |
| Kohat Cement | 4.48% |
| Pioneer Cement | 4.29% |
| Pakistan Petroleum Limited | 3.63% |
| National Refinery Limited | 3.55% |
| Pakistan Oilfields Limited | 3.49% |
| Lucky Cement | 3.33% |

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

| 1 - Year R | 1 - Year Rolling Returns | | | | | | | | | | | | |
|------------|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGAF | 4.68% | 4.51% | 0.68% | -6.93% | 5.66% | -3.75% | 5.50% | -1.38% | -3.42% | 5.46% | 3.79% | 2.73% | 1.41% |
| BM | 4.06% | 3.90% | -2.84% | -7.02% | 6.11% | -5.86% | 1.74% | -4.62% | 0.23% | 5.64% | 4.77% | 3.87% | 4.78% |

WWF Disclaime

The Fund/Scheme has maintained provisions amounting to Rs. 7.289mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.4818 / 0.81%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

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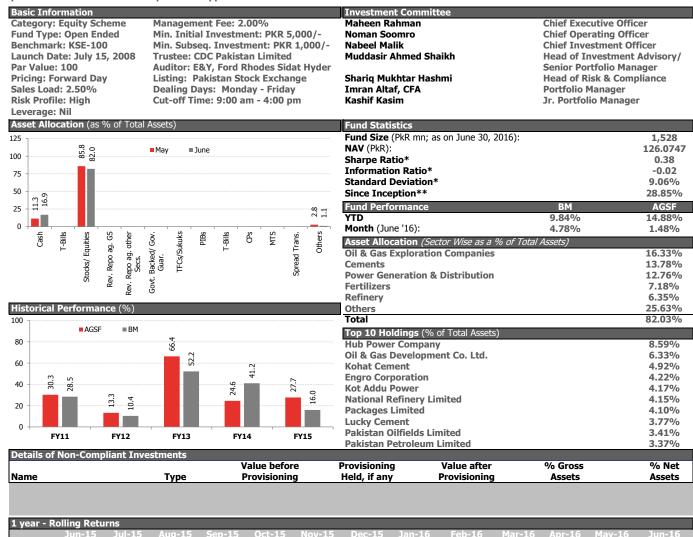
^{*} Calculated on 12-month trailing data.

^{**} Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

Alfalah GHP Stock Fund (Formerly IGI Stock Fund)

AMC Rating: "AM2" by PACRA 8-Jun-16

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.



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. 4.780mn 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.0.3944 / 0.36%. The YTD sum provided in this regard stands at Rs.7.28mn, had this provision not been made, the YTD return would have been higher by Rs.0.6008 / 0.55%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

BM

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5.28%

4.06%

3.90%

-6.57%

-7.02%

6.11%



^{*} Calculated on 12-month trailing data.

^{**} Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

Alfalah GHP Islamic Stock Fund

(Formerly Alfalah GHP Islamic Fund)

AMC Rating: "AM2" by PACRA 8-Jun-16

Alfalah GHP Islamic Stock Fund (AGISF) (formerly Alfalah GHP Islamic Fund) 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.

Basic Information Category: Islamic Equity Scheme Fund Type: Open Ended Benchmark: KMI 30 Index Performance Launch Date: September 4, 2007 Par Value: PKR 50/-**Pricing: Forward Day** Sales Load: 3.00% Risk Profile: High Asset Allocation (as % of Total Assets

al Performance (%)

Management Fee: 2.00% Min. Initial Investment: PKR 5.000/-Min. Subseq. Investment: PKR 1.000/-**Trustee: CDC Pakistan Limited** Auditor: E&Y, Ford Rhodes Sidat Hyder 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 Imran Altaf, CFA **Kashif Kasim**

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

78.5 90 ■ May III lune 80 70 60 50 40 30 20 10 21.0 14.3 0.5 Repo ag. GS ev. Repo ag. other Secs. Backed/ . Guar. PIBS CPs Spread Trans. Cash Equities

| Fund Statistics | | |
|--|--------|---------|
| Fund Size (PkR mn; as on June 30, 2016): | | 1,987 |
| NAV (PkR): | | 63.8525 |
| Sharpe Ratio* | | 0.40 |
| Standard Deviation* | | 18.47% |
| Information Ratio* | | 0.18 |
| Since Inception** | | 17.03% |
| Fund Performance | ВМ | AGIsF |
| YTD | 15.53% | 20.33% |
| Month (June'16): | 4.58% | 2.71% |



100 ■ AGIsF ■BM 80 60 40 25.6 23.8 18.4 17.1 14.8 10.6 10.2 12.1 20

Top 10 Holdings (% of Total Assets Oil & Gas Development Co. Ltd. 7.51% 6.98% **Hub Power Company** 5.70% **Engro Corportation Lucky Cement** 4.26% Pakistan Oilfields Limited 4.03% **Mari Gas Company Limited** 3.98% Kot Addu Power 3.87% **Pakistan Petroleum Limited** 3.48% **National Refinery Limited** 3.43% Nishat Mills Limited 3.24%

| Details of Non-Complia | nt Investments | | | | | |
|-------------------------------|----------------|--------------|--------------|--------------|---------|--------|
| | | Value before | Provisioning | Value after | % Gross | % Net |
| Name | Type | Provisioning | Held, if any | Provisioning | Assets | Assets |

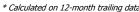
| 1 - Year R | olling Retur | ns | | | | | | | | | | | |
|------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGIsF | 4.14% | 4.31% | 0.30% | -5.99% | 5.85% | -3.27% | 6.66% | 0.02% | -3.12% | 5.82% | 3.49% | 2.78% | 2.71% |
| BM | 4.76% | 2.24% | -1.23% | -6.48% | 6.06% | -6.76% | 3.97% | -3.18% | -0.15% | 8.30% | 3.98% | 4.51% | 4.58% |

WWF Disclaimer

The Fund/Scheme has maintained provisions amounting to Rs. 10.802mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.3471 / 0.65%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

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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 benchmark



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



Alfalah GHP Value Fund

AMC Rating: "AM2" by PACRA 8-Jun-16

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 Investment Committee Category: Asset Alloc. Scheme Management Fee: 2.00% Maheen Rahman **Chief Executive Officer Fund Type: Open Ended** Min. Initial Investment: PKR 5,000/-**Noman Soomro Chief Operating Officer** Benchmark: 50% KSE100 Min. Subseq. Investment: PKR 1,000/-Nabeel Malik **Chief Investment Officer** Index Perfor. + 50% 6M KIBOR Trustee: CDC Pakistan Limited **Muddasir Ahmed Shaikh Head of Investment Advisory/** Launch Date: October 29, 2005 Auditor: E&Y, Ford Rhodes Sidat Hyder **Senior Portfolio Manager** Par Value: PKR 50/-**Listing: Pakistan Stock Exchange** Shariq Mukhtar Hashmi **Head of Risk & Compliance Pricing: Forward Day** Dealing Days: Monday - Friday Imran Altaf, CFA **Portfolio Manager** Cut-off Time: 9:00 am - 4:00 pm **Kashif Kasim** Jr. Portfolio Manager Sales Load: 3.00% **Risk Profile: Moderate to High** Leverage: Nil **Asset Allocation** (as % of Total Assets) **Fund Statistics** Fund Size (PkR mn; as on June 30, 2016): 656 90 78.2 NAV (PkR): 63.3712 80 Mav ■ June Sharpe Ratio* 0.21 70 **Information Ratio** -0.09 60 Standard Deviation* 18.16% 50 Since Inception** 11.50% 40 13.8 15.2 **Fund Performance** AGVF 30 ВМ YTD 8.19% 18.30% 20 2.6 Month (June '16): 2.64% 2.60% 0.0 10 Asset Allocation (Sector Wise as a % of Total Assets) T-Bills . Backed/ /. Guar. MTS Others Oil & Gas Exploration Companies 17.16% Rev. Repo ag. GS TFCs/Sukuks T-Bills CPs Spread Trans. Cash Stocks/ Equities PIBs 13.44% **Power Generation & Distribution** Govt. E Gov. C **Cements** 11.92% **Commercial Banks** 5.92% Paper & Board 4.35% 23.88% **Others** Total 76.68% Historical Performance 100 **Top 10 Holdings** (% of Total Assets) AGVF ■ BM **Hub Power Company** 8.51% 80 Oil & Gas Development Company Limited 7.28% **Kot Addu Power** 4.94% 60 **Mari Gas Company Limited** 4.51% **Packages Limited** 31. 4.35% 40 20.1 **Pakistan Oilfields Limited** 3.79% **Kohat Cement** 3.16% 20 **Lucky Cement** 2.61% 0 **Pioneer Cement** 2.51% FY11 FY12 FY13 FY14 FY15 **Engro Corporation** 2.44%

| Details of Non-Compliant Investments | | | | | | | | | | |
|--------------------------------------|--------------------|--------------|--------------|--------------|---------|--------|--|--|--|--|
| | | 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 Ro | olling Retur | ns | | | | | | | | | | | |
|------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGVF | 3.41% | 4.65% | 0.32% | -5.44% | 5.47% | -3.65% | 5.11% | -0.36% | -2.83% | 5.21% | 4.10% | 4.10% | 2.60% |
| BM | 2.31% | 2.25% | -1.12% | -3.23% | 3.33% | -2.65% | 1.15% | -2.06% | 0.38% | 3.09% | 2.63% | 2.63% | 2.64% |

The Fund/Scheme has maintained provisions amounting to Rs. 13.38mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.1.2927 / 2.41%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

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^{*} Calculated on 12-month trailing data.

^{**} Since Inception return is calculated on Compound Annual Growth Rate (CAGR).

Alfalah GHP Capital Preservation Fund

Fund Rating: "CP2" by PACRA 18-Feb-2016 AMC: "AM2" by PACRA 08-Jun-2016

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 Load:5.00%, 3.00% (Cont & Backend Listing: Pakistan Stock Exchange Cut-off Time: 9:00 am - 4:00 pm

Management Fee: 1.25%* Min. Initial Investment: PKR 5,000/-Min. Subseq. Investment: PKR 1,000/-Trustee: MCBFSL Launch Date: Sep 18, 2014

Par Value: 100 Auditor: E&Y, Ford Rhodes Sidat Hyder Dealing Days: Monday - Friday Leverage: Nil

Cash

Maheen Rahman Noman Soomro Nabeel Malik **Muddasir Ahmed Shaikh** Shariq Mukhtar Hashmi Imran Altaf. CFA **Kashif Kasim**

Investment Committee

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

May ■ June 45 40.5 40 34.9 33.9 35 31.1 30 25 20 15 10 0.0 0.0 0.0 0.1

Sovereign /

Income Funds

Others

| Fund Size (PkR mn; as on June 30th, 2016): NAV (PkR): | | 1,804 105.8441 |
|---|----------------|---------------------|
| Multiplier Range Since Inception Return** | | 3.32-4.08 11.25% |
| Fund Performance | ВМ | AGCPF |
| | | |
| YTD | 7.69% | 8.68% |
| YTD Month (June '16): | 7.69% 2.33% | 8.68% 0.87% |

| ВМ | AGCPF |
|--------|---|
| 7.69% | 8.68% |
| 2.33% | 0.87% |
| May | June |
| 40.51% | 34.90% |
| 28.69% | 33.93% |
| 30.74% | 31.11% |
| 0.00% | 0.01% |
| 0.05% | 0.04% |
| 0.00% | 0.00% |
| | 7.69% 2.33% May 40.51% 28.69% 30.74% 0.00% 0.05% |

| Details of Non-Compliant In | vestments | | | | | |
|------------------------------------|-----------|---------------|----------------|----------------|---------|--------|
| | | Value before | Provisioning | Value after | % Gross | % Net |
| Name | Туре | Provisioning | Held, if any | Provisioning | Assets | Assets |
| Tumo | .,,,, | . revisiening | ricia, ii airy | 11011310111119 | ABBEES | |

Leverage

| 1 Year -Roll | ing Returns | | | | | | | | | | | | |
|--------------|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 | Mar-16 | Apr-16 | May-16 | Jun-16 |
| AGCPF | 2.22% | 1.72% | 0.52% | -2.01% | 1.95% | -1.45% | 2.28% | 0.02% | -0.97% | 2.33% | 1.83% | 1.40% | 0.87% |
| BM | 1.81% | 1.71% | -0.84% | -2.08% | 1.98% | -2.10% | 0.92% | -1.34% | 0.50% | 2.47% | 2.26% | 0.00% | 2.33% |

The Fund/Scheme has maintained provisions amounting to Rs. 3.37mn against Workers' Welfare Fund liability, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs.0.1977 / 0.20%. For details, investors are advised to read the latest Financial Statements of the Scheme. Effective from July 1, 2015 no provision is being made as mutual funds have been excluded from levy of WWF vide Finance Act 2015.

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Money Market

Funds



^{*} Not Applicable, if invested in funds managed by AGIML

^{**}Since Inception return is calculated on Compound Annual Growth Rate (CAGR)

Alfalah GHP Prosperity Planning Fund

Fund: Not Yet Rated

AMC: "AM2" by PACRA 8-June-16

Investment Objective

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 | |
|----------------------------|------|
| Category: Fund of Funds Sc | heme |
| Fund Type: Open Ended | |

Benchmark: AGHP CAP: 20% KSE 100 & 80% 6M Kibor AGHP MAP: 40% KSE 100 & 60% 6M Kibor

AGHP AAP: Weighted Avg. daily return of KSE100 & 6M Kibor, based on actual proportion of investment in equity and FI/MM component made by the plan

Pricing: Forward Day Front-end Load: Plan Specific Back-end Load:Nil

Cut-off Time: 9:00 am - 4:00 pm

Risk Profile: Plan Specific
Management Fee: 1%*

Leverage: Nil

Min. Initial Investment: PKR 10,000/-Min. Subseq. Investment: PKR 1,000/-Trustee: CDC Pakistan Limited Launch Date: Sep 11, 2015

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

Maheen Rahman Noman Soomro Nabeel Malik Muddasir Ahmed Shaikh

Shariq Mukhtar Hashmi Imran Altaf, CFA Kashif Kasim Chief Executive Officer
Chief Operating Officer
Chief Investment Officer
Head of Investment Advisory/
Senior Portfolio Manager
Head of Risk & Compliance
Portfolio Manager
Jr. Portfolio Manager

| Alfalah GHP Active | Allocation Plan (H | oldings as % of Total Assets) | Alfalah GHP Active Allocation Plan | Alfalah GHP Active Allocation Plan | | | | |
|--------------------|--------------------|-------------------------------|--|------------------------------------|----------|--|--|--|
| | Holdir | ngs | Fund Size (PkR mn; as on Jun 30, 2016) | : | 220.02 | | | |
| | May | June | NAV (PkR): | | 107.5354 | | | |
| Cash | 0.31% | 0.30% | Since Inception Return | | 7.78% | | | |
| Equity | 63.78% | 39.31% | Since Inception Benchmark | | 12.24% | | | |
| Income | 35.82% | 23.58% | <u>Performance</u> | ВМ | AGAAP | | | |
| Money Market | 0.00% | 0.00% | YTD | 12.24% | 7.78% | | | |
| Others | 0.09% | 36.81% | Month | 5.04% | 0.06% | | | |
| Total | 100.00% | 100.00% | | | | | | |

| Alfalah GHP Modera | Alfalah GHP Moderate Allocation Plan (Holdings as % of Total Assets) | | Alfalah GHP Moderate Allocation Plan | | | | |
|--------------------|--|---------|--------------------------------------|--------------|----------|--|--|
| • | Holdin | igs . | Fund Size (PkR mn; as on Jun | n 30, 2016): | 295.707 | | |
| | May | June | NAV (PkR): | | 104.8369 | | |
| Cash | 4.16% | 9.69% | Since Inception Return | | 7.60% | | |
| Equity | 37.25% | 32.93% | Since Inception Benchmark | 8.15% | | | |
| Income | 55.22% | 45.21% | Performance Performance | ВМ | AGMAP | | |
| Money Market | 2.99% | 11.72% | YTD | 8.15% | 7.60% | | |
| Others | 0.37% | 0.45% | Month | 2.22% | 0.87% | | |
| Total | 100.00% | 100.00% | | | | | |

| Alfalah GHP Conserv | vative Allocation P | Plan (Holdings as % of Total Assets) | Alfalah GHP Conservative Allocation Plan | | | | |
|---------------------|---------------------|--------------------------------------|--|------------|----------|--|--|
| • | Holdin | igs | Fund Size (PkR mn; as on Jun | 30, 2016): | 114.551 | | |
| | May | June | NAV (PkR): | | 105.5315 | | |
| Cash | 3.30% | 16.35% | Since Inception Return | | 5.53% | | |
| Equity | 17.23% | 11.59% | Since Inception Benchmark | | 6.73% | | |
| Income | 36.75% | 32.29% | <u>Performance</u> | ВМ | AGCAP | | |
| Money Market | 41.57% | 37.26% | YTD | 6.73% | 5.53% | | |
| Others | 1.16% | 2.51% | Month | 1.36% | 0.44% | | |
| Total | 100.00% | 100.00% | | | | | |

| Details of Non-Compliant Investments | | | | | | |
|---|------------------|--------------|--------------|--------------|---------|--------|
| | | Value before | Provisioning | Value after | % Gross | % Net |
| Name | Type | Provisioning | Held, if any | Provisioning | Assets | Assets |
| **Alfalah GHP Moderate Allocation Plan | Income Scheme | 135,000,000 | 0 | 135,000,000 | 45.21% | 45.65% |

| Alfalah GHP | Alfalah GHP Active Allocation Plan (1 Year -Rolling Returns) | | | | | | | | | | | | |
|-------------|--|---|---|---|---|---|---|--------|--------|-------|-------|-------|-------|
| | | | | | | | | | | | | | |
| AGAAP | - | - | - | - | - | - | - | -0.27% | -1.65% | 3.35% | 2.37% | 1.82% | 0.06% |
| BM | - | - | - | - | - | - | - | -2.48% | 0.42% | 3.49% | 3.20% | 2.47% | 5.04% |

| Alfalah G | HP Moderate | Allocation Plan | (1 Year -Roll | ing Returns) | | | | | | | | | |
|-----------|-------------|-----------------|---------------|--------------|---|---|---|--------|--------|-------|-------|-------|--------|
| | | | | | | | | | | | | | Jun-16 |
| AGMAP | - | - | - | - | - | - | - | 0.12% | -0.61% | 2.08% | 1.52% | 1.51% | 0.87% |
| BM | - | - | - | - | - | - | - | -1.56% | 0.44% | 2.56% | 2.20% | 1.88% | 2.22% |

| Alfalah G | HP Conservat | ive Allocation P | lan (1 Year - | Rolling Retu | rns) | | | | | | | | |
|-----------|--------------|------------------|---------------|--------------|------|---|---|--------|--------|-------|-------|-------|-------|
| | | | | | | | | | | | | | |
| AGCAP | - | - | - | - | - | - | - | 0.26% | -0.13% | 1.25% | 0.88% | 0.94% | 0.44% |
| RM | | _ | | - | | | - | -0 53% | 0.49% | 1 55% | 1 35% | 1 22% | 1.36% |

Disclaime

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^{*} Not Applicable, if invested in funds managed by AGIML

^{**} Non compliance due to decrease in net assets

Alfalah GHP Islamic Prosperity Planning Fund

Fund: Not Yet Rated

AMC: "AM2" by PACRA 8-June-16

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 respective Allocation Plan by investing in Shariah complaint Mutual funds in line with the risk tolerance of the investor.

| Basic Information |
|------------------------------------|
| Category: Fund of Funds Scheme |
| Fund Type: Open Ended |
| Benchmark: |
| AGI-BAP: 20% KMI 30 & 80% 6-Moi |
| deposit rate of 3 A+ or above rate |

Islamic Banks. AGI-AAP: Weighted average return of KMI-30 index and 6-month deposit rate of 3 A+ or above Islamic bank, based on actual proportion of investment in equity & Fixed income component

Pricing: Forward Day Front-end Load: Plan Specific **Back-end Load: Plan Specific** Cut-off Time: 9:00 am - 4:00 pm

Risk Profile: Plan Specific Management Fee: 1.25% Min. Initial Investment: PKR 10,000/nth Min. Subseq. Investment: PKR 1,000/-

Trustee: CDC Pakistan Limited Launch Date: June 09, 2016 Par Value: 100

Auditor: E&Y, Ford Rhodes Sidat Hyder

Dealing Days: Monday - Friday Listing: Pakistan Stock Exchange

Leverage: Nil

Investment Committee Maheen Rahman **Noman Soomro**

Nabeel Malik **Muddasir Ahmed Shaikh**

Shariq Mukhtar Hashmi Imran Altaf, CFA **Kashif Kasim**

Chief Executive Officer **Chief Operating Officer Chief Investment Officer** Head of Investment Advisory/

Senior Portfolio Manager **Head of Risk & Compliance Portfolio Manager** Jr. Portfolio Manager

| Alfalah GHP Islam | nic Balanced Allocat | ion Plan (Holdings as % of Total A | Assets) Alfalah GHP Islamic Balance | Alfalah GHP Islamic Balanced Allocation Plan | | | | | | |
|-------------------|----------------------|------------------------------------|-------------------------------------|--|----------|--|--|--|--|--|
| | Holdi | ngs | Fund Size (PkR mn; as on Jun 1 | 30, 2016): | 2,123.11 | | | | | |
| | May | June | NAV (PkR): | | 100.0297 | | | | | |
| Cash | 0.00% | 4.42% | Since Inception Return | | 0.10% | | | | | |
| Equity | 0.00% | 3.01% | Since Inception Benchmark | | 0.69% | | | | | |
| Income | 0.00% | 0.00% | <u>Performance</u> | BM | AGIBAP | | | | | |
| Others | 0.00% | 92.57% | YTD | 0.69% | 0.10% | | | | | |
| Total | 0.00% | 100.00% | Month | 0.69% | 0.10% | | | | | |

| Alfalah GHP Islam | nic Active Allocation I | Plan (Holdings as | 6 of Total Assets) Alfalah GHP Islamic | Alfalah GHP Islamic Active Allocation Plan | | | | | | |
|-------------------|-------------------------|--------------------------|--|--|----------|--|--|--|--|--|
| | Holdin | gs | Fund Size (PkR mn; as | s on Jun 30, 2016): | 1,543.04 | | | | | |
| | May | June | NAV (PkR): | | 99.1445 | | | | | |
| Cash | 0.00% | 95.15% | Since Inception Retu | Since Inception Return | | | | | | |
| Equity | 0.00% | 4.46% | Since Inception Bend | chmark | 0.71% | | | | | |
| Income | 0.00% | 0.00% | <u>Performance</u> | ВМ | AGIAAP | | | | | |
| Others | 0.00% | 0.40% | YTD | 0.71% | -0.86% | | | | | |
| Total | 0.00% | 100.00% | Month | 0.71% | -0.86% | | | | | |

| Alfalah GHP Islamic Balanced Allocation Plan - Details of Non-Compliant Investments | | | | | | | | | | | |
|---|------|--------------|--------------|--------------|---------|--------|--|--|--|--|--|
| | | Value before | Provisioning | Value after | % Gross | % Net | | | | | |
| Name | Туре | Provisioning | Held, if any | Provisioning | Assets | Assets | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |

| Alfalah GHP Islamic Active Allocation Plan - Details of Non-Compliant Investments | | | | | | | | | | | |
|---|------|--------------|--------------|--------------|---------|--------|--|--|--|--|--|
| | | Value before | Provisioning | Value after | % Gross | % Net | | | | | |
| Name | Туре | Provisioning | Held, if any | Provisioning | Assets | Assets | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |

| Alfalah Gh | Ifalah GHP Islamic Balanced Allocation Plan (1 Year -Rolling Returns) | | | | | | | | | | | | |
|------------|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| | | | | | | | | | | | | | Jun-16 |
| AGIBAP | - | - | - | - | - | - | - | - | - | - | - | - | 0.10% |
| BM | - | - | - | - | - | - | - | - | - | - | - | - | 0.69% |

| Alfalah GI | HP Islamic Ac | tive Allocation I | Plan (1 Year - | Rolling Re | turns) | | | | | | | | |
|------------|----------------------|-------------------|----------------|------------|--------|---|---|---|---|---|---|---|--------|
| | | | | | | | | | | | | | |
| AGIAAP | - | - | - | - | - | - | - | - | - | - | - | - | -0.86% |
| BM | - | - | - | - | - | - | - | - | - | - | - | - | 0.71% |

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^{*} Not Applicable, if invested in funds managed by AGIML



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