



ASSET MANAGEMENT

ايسيت مينجمنت

AMC Rating : AM2- by JCR-VIS

FUND MANAGER'S REPORT (Conventional Funds)

February 2016

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Fund Manager's Commentary

29-Feb-16

For the Month under review Fund's return stood at 4.57% against the benchmark return of 5.30%. On Year-to-Date basis, the fund generated a return of 5.29%. In the asset mix, the fund shifted its exposure from Cash to T-bills. At the end of Month the Fund's exposure in T-bills was increased to 91.32% from 57.16% in Jan'16 whereas the Cash/Bank deposits exposure was reduced to 2.96% from 39.76% in Jan'16. The weighted average maturity of the Fund at the end of month stood at 79 days.

Investment Objective

The objective of the Fund is to seek high liquidity and comparative return for investors by investing in low risk securities of shorter duration and maturity

Investment Features

Hassle-free investment
Competitive returns
No front end or back end load

Fund Facts

| | |
|-----------------------------------|------------------------------------|
| Net Assets | Rs. 4.211 billion (29-February-16) |
| NAV | PKR 104.7227 |
| Launch Date | 12-Jul-10 |
| Management Fee | 1% p.a |
| Expense Ratio | 1.23% |
| Listing | Pakistan Stock Exchange |
| Trustee | Central Depository Co. of Pakistan |
| Auditor | KPMG Taseer Hadi & Co. |
| Benchmark | 50% 3M PKRV & 50% 3M Deposit |
| Type | Open End |
| Category | Money Market Scheme |
| Front end Load | Nil |
| Back end Load | Nil |
| AMC Rating | AM2- (by JCRVIS) |
| Dealing Days | Monday-Friday |
| Cut off time | 9:00 AM-3:00 PM (Mon-Fri) |
| Price Mechanism | Forward Pricing |
| Fund Stability Rating | AA(f) (JCR VIS) Credit Rating |
| | Company Limited |
| Leverage | Nil |
| Weighted Average time to Maturity | 79 Days |
| Investment Committee | |
| Rehan N. Shaikh, Amir Khan | |
| Naseer Ladhani, Fahad Aziz | |

Provision against WWF liability

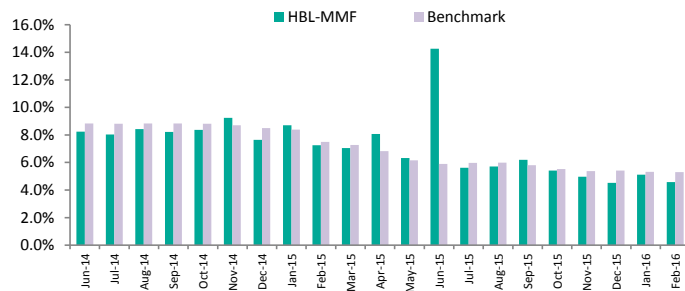
* The scheme has maintained provisions against Worker Welfare Fund's liability to the tune of PKR 64.74 mn if the same were not made, the NAV per unit/return would be higher by Rs. 1.61/1.54%.

Fund Returns (%)

| | HBL-MMF* | Benchmark |
|---|----------|-----------|
| Annualized Return Since Inception | 11.61% | 8.76% |
| Year to Date Annualized Return | 5.29% | 5.59% |
| Calendar Year to Date Annualized Return | 4.86% | 5.31% |
| 1 Month Annualized Return | 4.57% | 5.30% |
| 3 Month Annualized Return | 4.76% | 5.35% |
| 6 Month Annualized Return | 5.19% | 5.46% |
| 1 Year Annualized Return | 6.62% | 5.90% |
| Daily Average Return (Since Inception) | 0.03% | 0.02% |
| Standard Deviation (Since Inception) | 0.04% | 0.00% |
| Annualized Return FY-15 | 8.79% | 7.88% |
| Annualized Return FY-14 | 8.08% | 8.46% |
| Annualized Return FY-13 | 9.28% | 8.49% |
| Annualized Return FY-12 | 11.53% | 8.49% |
| Annualized Return FY-11 | n/a | n/a |

* Returns have been calculated as per MUFAP's formula

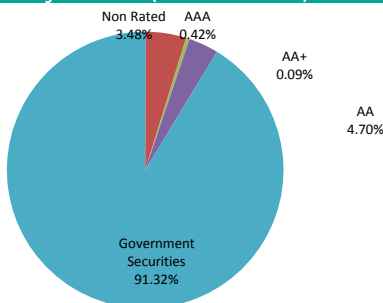
HBL Money Market Fund Vs Benchmark (MoM Returns)



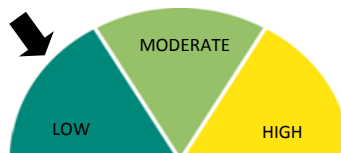
Asset Allocation (% of Total Assets)

| | Feb'16 | Jan'16 |
|---------------------------------|--------|--------|
| Cash | 2.96% | 39.76% |
| T-Bills | 91.32% | 57.16% |
| Term Deposit Receipts | 0.00% | 0.00% |
| Others Including receivables | 3.48% | 0.43% |
| Investment in Reverse Repo | 0.00% | 0.00% |
| Certificate of Investment (COI) | 2.24% | 2.65% |

Asset Quality Portfolio (As at 29-Feb-16)



Risk Level (Low)



MUFAP's Recommended Format

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Fund Manager's Commentary

29-Feb-16

During the month of Feb'16, HBL Income Fund generated an annualized return of 5.94% against the benchmark return of 6.36%. On year to date basis, the fund generated a return of 6.66% meeting the benchmark return. At the end of Month the Fund reduced its exposure in Cash and T-bills to 3.49% and 61.49% respectively. During the month the exposure in TFCs was increased from 4.14% to 5.60% whereas the exposure in PIBs was increased from 13.50% to 27.96%. The weighted average maturity of the fund at the end of Feb'16 stood at 0.90 years.

Investment Objective

The objective of the Fund is to provide a stable stream of income with moderate level of risk by investing in fixed income securities

Investment Features

Easy encashability
Optimum returns
No exit load

Fund Facts

| | |
|-----------------------------------|------------------------------------|
| Net Assets | Rs. 7.667 billion (29-February-16) |
| NAV | PKR 109.5754* |
| Launch Date | 15-Mar-07 |
| Management Fee | 1.5% p.a |
| Expense Ratio | 1.73% |
| Listing | Pakistan Stock Exchange |
| Trustee | Central Depository Co. of Pakistan |
| Auditor | KPMG Taseer Hadi & Co. |
| Benchmark | 6 Month KIBOR |
| Type | Open End |
| Category | Income Scheme |
| Front end Load | 1.5% p.a |
| Back end Load | Nil |
| AMC Rating | AM2- (by JCRVIS) |
| Dealing Days | Monday-Friday |
| Cut off time | 9:00 AM-3:00 PM (Mon-Fri) |
| Price Mechanism | Forward Pricing |
| Fund Stability Rating | A(f) (JCR VIS Credit Rating) |
| | Company Limited) |
| Leverage | Nil |
| Weighted Average time to Maturity | 0.90 Years |

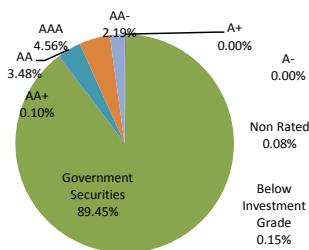
Investment Committee

Rehan N. Shaikh, Amir Khan
Naseer Ladhani, Fahad Aziz

Provision against WWF liability

* The scheme has maintained provisions against Worker Welfare Fund's liability to the tune of PKR 28.170 mn if the same were not made, the NAV per unit and return would be higher by Rs. 0.40 and 0.37% respectively.

Asset Quality Portfolio (As at 29-Feb-16)

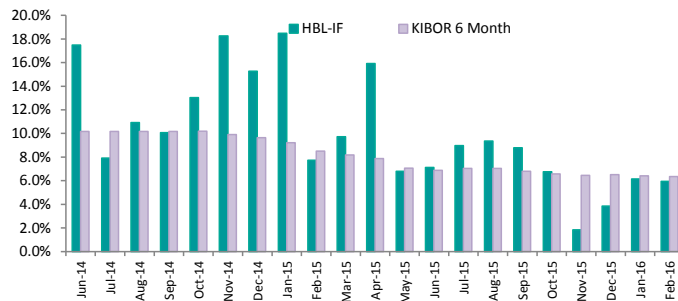


Fund Returns (%)

| | HBL-IF* | Benchmark |
|---|---------|-----------|
| Annualized Return Since Inception | 15.14% | 10.62% |
| Year to Date Annualized Return | 6.66% | 6.66% |
| Calendar Year to Date Annualized Return | 6.06% | 6.39% |
| 1 Month Annualized Return | 5.94% | 6.36% |
| 3 Month Annualized Return | 5.32% | 6.43% |
| 6 Month Annualized Return | 5.61% | 6.52% |
| 1 Year Annualized Return | 7.92% | 6.94% |
| Daily Average Return (Since Inception) | 0.03% | 0.03% |
| Standard Deviation (Since Inception) | 0.20% | n/a |
| Annualized Return FY-15 | 12.44% | 9.00% |
| Annualized Return FY-14 | 9.91% | 9.82% |
| Annualized Return FY-13 | 7.70% | 9.92% |
| Annualized Return FY-12 | 12.34% | 12.37% |
| Annualized Return FY-11 | 13.44% | 13.18% |

* Returns have been calculated as per MUFAP's formula

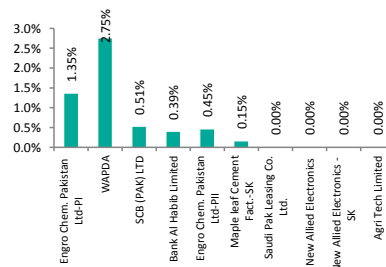
HBL Income Fund Vs KIBOR 6 Month (MoM Returns)



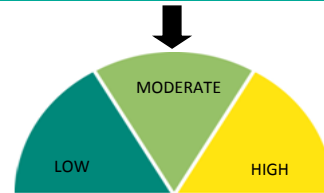
Asset Allocation (% of Total Assets)

| | Feb'16 | Jan'16 |
|------------------------------|--------|--------|
| Cash | 3.59% | 7.76% |
| Term Deposit Receipts | 0.00% | 0.00% |
| TFCs | 5.60% | 4.14% |
| PIBs | 27.96% | 13.50% |
| T-Bills | 61.49% | 71.47% |
| COI | 1.28% | 1.37% |
| Others Including receivables | 0.08% | 1.75% |

Top Ten TFC Holding (% of Total Assets)



Risk Level (Moderate)



MUFAP's Recommended Format

Total percentage of top 10 TFCs is 5.60%

| Name of Non-Compliant Investment (In Millions PKR) | Type of Investment | Value before provision | Provision Held | Value of Investment after Provision | % of Net Assets | % of Gross Assets |
|--|--------------------|------------------------|----------------|-------------------------------------|-----------------|-------------------|
| New Allied Electronics | TFC | 19.02 | 19.02 | 1 | - | - |
| New Allied Electronics | Sukuk | 44.15 | 44.15 | 1 | - | - |
| Agri Tech Limited | TFC | 9.99 | 9.99 | - | - | - |
| Saudi Pak Leasing Company Ltd. | TFC | 5.55 | 5.55 | - | - | - |
| Worldcall Telecom Limited | TFC | 47.77 | 47.77 | - | - | - |

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Fund Manager's Commentary

29-Feb-16

HBL Multi Asset Fund: During the month, the fund posted a return of -2.65% vs. benchmark return of 0.27%. The underperformance was due to fund's underweight position in select heavy-weight E&P stocks which rallied during the period under review. Broadly speaking, the fund reduced its overall exposure and was invested 53.25% in equities towards the end of the month. Exposure in Fertilizer sector was reduced on account of limited pricing power of local players which could jeopardize the margins going forward. Exposure in Cements was increased as off-take remains healthy and is expected to increase further as CPEC projects materialize and margins to hold steady. The Fund is aiming to re-align the portfolio in order to gain/maintain solid exposure to the beneficiaries of major upcoming triggers i.e. CPEC projects (Cements, Engineering & Electricity) and re-classification of PSX as an emerging market (Banks & Conglomerates).

Investment Objective
The objective of the Fund is to provide long-term capital growth and income by investing in multiple asset classes such as equity, equity related instruments, fixed income securities, Continuous Funding System, Derivatives and money market instruments etc

Investment Features
Easy encashability
Diversified Balanced Portfolio
No minimum holding period

Fund Facts

| | |
|-----------------------|------------------------------------|
| Net Assets | Rs. 690 million (29-Feb-16) |
| NAV | 89.66 |
| Launch Date | 14-Dec-07 |
| Management Fee | 2% p.a |
| Expense Ratio | 2.48% |
| Listing | Lahore Stock Exchange |
| Trustee | Central Depository Co. of Pakistan |
| Auditor | KPMG Taseer Hadi & Co. |
| Benchmark | 50% KSE100 & 50% 6Month KIBOR |
| Type | Open End |
| Category | Balanced Scheme |
| Front end Load | 2.0% |
| Back end Load | Nil |
| AMC Rating | AM2- (by JCRVIS) |
| Dealing Days | Monday-Friday |
| Cut off time | 9:00 AM-3:00 PM (Mon-Fri) |
| Price Mechanism | Forward Pricing |
| Fund Stability Rating | A(f) (JCR VIS Credit Rating) |
| | Company Limited |
| Leverage | Nil |

Investment Committee
Rehan N. Shaikh, Amir Khan, Samia Aslam, CFA
Naseer Ladhani

Provision against WWF liability
* The scheme has maintained provisions against Worker Welfare Fund's liability to the tune of PKR 9.496 mn if the same were not made, the NAV per unit and return would be higher by Rs. 1.23 and 1.38% respectively.

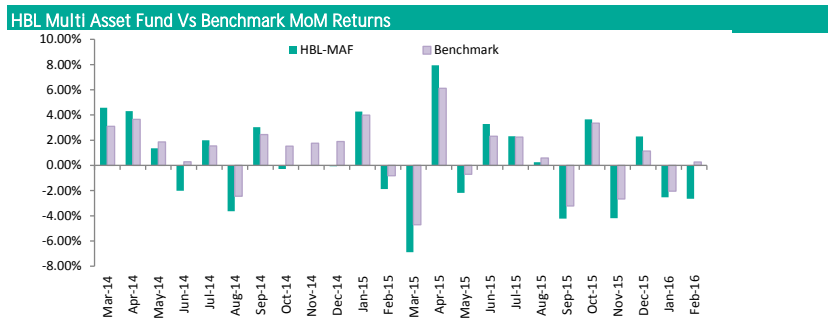
Sector Allocation (% of Total Assets)

| | Feb'16 |
|---------------------------------|--------|
| Cement | 13.91% |
| Power Generation & Distribution | 6.64% |
| Engineering | 6.06% |
| Commercial Banks | 5.14% |
| Pharmaceuticals | 4.69% |
| Oil & Gas Marketing | 4.17% |
| Fertilizers | 2.60% |
| Non Life Insurance | 2.37% |
| Others | 54.43% |

Fund Returns (%)

| | HBL-MAF* | Benchmark |
|---|----------|-----------|
| Year to Date Return (Cumulative) | -5.58% | -2.28% |
| Calendar Year to Date Return (Cumulative) | -5.12% | -1.77% |
| 1 Month Cumulative Return | -2.65% | 0.27% |
| 3 Month Cumulative Return | -2.94% | -0.67% |
| 6 Month Cumulative Return | -8.41% | -3.28% |
| 1 Year Cumulative Return | -3.85% | 0.07% |
| Daily Average Return (Since Inception) | 0.02% | 0.04% |
| Standard Deviation (Since Inception) | 0.94% | 0.59% |
| Return FY-15 | 4.83% | 12.50% |
| Return FY-14 | 23.75% | 25.49% |
| Return FY-13 | 37.60% | 31.06% |
| Return FY-12 | 12.67% | 11.41% |
| Return FY-11 | 23.55% | 20.86% |

* Returns have been calculated as per MUFAP's formula

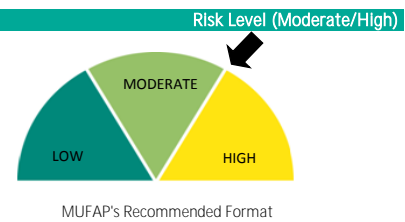


Asset Allocation (% of Total Assets)

| | Feb'16 | Jan'16 |
|--------------------|--------|--------|
| Cash | 9.18% | 5.25% |
| TFCs | 2.13% | 4.35% |
| Stock/Equities | 53.25% | 59.11% |
| T-Bills | 16.64% | 11.93% |
| Others | 0.85% | 1.84% |
| Investment in PIBs | 12.71% | 12.43% |
| Commercial Paper | 5.24% | 5.09% |

Top Ten Holding (% of Total Assets) (29-Feb-16)

| | |
|--------------------|-------|
| Lucky Cement | 4.03% |
| DG Khan Cement | 3.33% |
| Habib Bank | 3.28% |
| Crescent Steel | 2.85% |
| Pakistan State Oil | 2.79% |
| Pioneer Cement | 2.78% |
| Hub Power Co. | 2.64% |
| Engro Corporation | 2.60% |
| Glaxo Smith Kelin | 2.38% |
| Adamjee Insurance | 2.37% |



| Name of Non-Compliant Investment (In Millions PKR) | Type of Investment | Value before provision | Provision Held | Value of Investment after Provision | % of Net Assets | % of Gross Assets |
|--|--------------------|------------------------|----------------|-------------------------------------|-----------------|-------------------|
| Saudi Pak Leasing Company Ltd. | TFC | 15.20 | 15.20 | 1 | 0.00% | 0.00% |
| Dewan Cement | TFC | 25.00 | 25.00 | 0 | 0.00% | 0.00% |

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Fund Manager's Commentary

29-Feb-16

During the month, the fund posted a return of -3.65% vs. KSE100 index return of 0.01%. The underperformance was due to fund's underweight position in select heavy-weight E&P stocks which rallied during the period under review. Broadly speaking, the fund reduced its overall exposure and was invested 82.42% in equities towards the end of the month. Exposure in Fertilizer sector was reduced on account of limited pricing power of local players which could jeopardize the margins going forward. Exposure in Cements was increased as off-take remains healthy and is expected to increase further as CPEC projects materialize and margins to hold steady. The Fund is aiming to re-align the portfolio in order to gain/maintain solid exposure to the beneficiaries of major upcoming triggers i.e. CPEC projects (Cements, Engineering & Electricity) and re-classification of PSX as an emerging market (Banks & Conglomerates).

Investment Objective

The objective of the Fund is to provide long-term capital growth by investing primarily in a diversified pool of equities and equity related instruments.

Investment Features

- Easy encashability
- Diversified Equity Portfolio
- No exit load

Fund Facts

| | |
|--|------------------------------------|
| Net Assets | Rs. 3.944 billion (29-Feb-16) |
| NAV | PKR 91.8803* |
| Launch Date | 27-Aug-07 |
| Management Fee | 2% p.a |
| Expense Ratio | 2.30% |
| Listing | Pakistan Stock Exchange |
| Trustee | Central Depository Co. of Pakistan |
| Auditor | KPMG Taseer Hadi & Co. |
| Benchmark | KSE 100 Index |
| Type | Open End |
| Category | Equity Scheme |
| Front end Load | 2.5% |
| Back end Load | Nil |
| AMC Rating | AM2- (by JCRVIS) |
| Dealing Days | Monday-Friday |
| Cut off time | 9:00 AM-3:00 PM (Mon-Fri) |
| Price Mechanism | Forward Pricing |
| Leverage | Nil |
| Investment Committee | |
| Rehan N. Shaikh, Amir Khan, Samia Aslam, CFA | |
| Naseer Ladhani | |

Provision against WWF liability

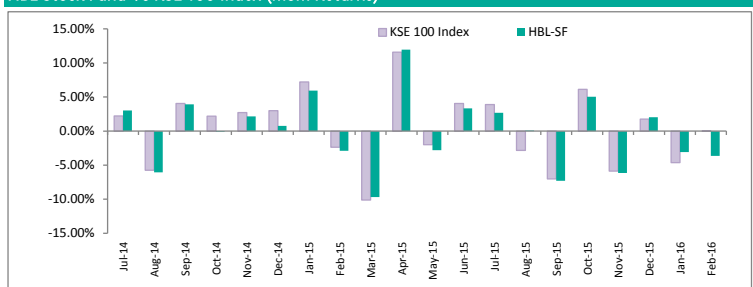
* The scheme has maintained provisions against Worker Welfare Fund's liability to the tune of PKR 56.825 mn if the same were not made, the NAV per unit would be higher by Rs. 1.32/1.4%.

Fund Returns (%)

| | HBL-SF | Benchmark |
|---|---------|-----------|
| Cumulative Return Since Inception | 99.88% | 156.28% |
| Year to Date Return (Cumulative) | -10.52% | -9.00% |
| Calendar Year to Date Return (Cumulative) | -6.61% | -4.61% |
| 1 Month Cumulative Return | -3.65% | 0.01% |
| 3 Month Cumulative Return | -4.72% | -2.95% |
| 6 Month Cumulative Return | -12.92% | -9.86% |
| 1 Year Cumulative Return | -8.11% | -6.92% |
| Daily Average Return (Since Inception) | 0.02% | 0.05% |
| Standard Deviation (Since Inception) | 1.21% | 1.18% |
| Since Inception (CAGR) | 8.48% | 11.70% |
| Return FY-15 | 8.04% | 16.01% |
| Return FY-14 | 27.40% | 41.16% |
| Return FY-13 | 44.42% | 52.20% |
| Return FY-12 | 11.00% | 10.45% |
| Return FY-11 | 28.19% | 28.53% |

* Returns have been calculated as per MUFAP's formula

HBL Stock Fund Vs KSE 100 Index (MoM Returns)



Asset Allocation (% of Total Assets)

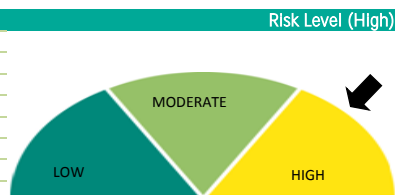
| | Feb'16 | Jan'16 |
|------------------------------|--------|--------|
| Cash | 5.96% | 13.27% |
| Stock/Equities | 82.42% | 86.56% |
| T-Bills | 9.72% | - |
| Others including receivables | 1.90% | 0.17% |

Sector Allocation (% of Total Assets)

| | Feb'16 | Jan'16 |
|--------------------------|--------|--------|
| Oil & Gas Marketing Co. | 10.1% | 9.93% |
| Commercial Banks | 7.9% | 8.80% |
| Fertilizers | 3.1% | 6.74% |
| Power Generation & Dist. | 10.4% | 9.53% |
| Other Equities | 16.4% | 22.29% |
| Engineering | 9.9% | 8.71% |
| Cement | 20.5% | 15.89% |
| Automobile Assembler | 4.2% | 4.66% |

Top Ten Holding (29-Feb-16)

| | % |
|-------------------------------|-------|
| D.G.K. Cement Limited | 6.21% |
| Lucky Cement Limited | 5.42% |
| Pakistan State Oil | 4.73% |
| Habib Bank Ltd. | 4.09% |
| Hub Power Company Limited | 3.98% |
| Pioneer Cement Ltd. | 3.71% |
| Crescent Steel & Allied Prod. | 3.55% |
| Kohat Cement | 3.37% |
| MCB Bank Limited | 3.32% |
| K Electric Co. | 3.30% |



MUFAP's Recommended Format

| Name of Non-Compliant Investment (in Millions PKR) | Type of Investment | Value before provision | Provision Held | Value of Investment after | % of Net Assets | % of Gross Assets |
|--|--------------------|------------------------|----------------|---------------------------|-----------------|-------------------|
| Dewan Cement Limited | TFC | 25.00 | 25.00 | 0 | 0.00% | 0.00% |

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29-Feb-16

Fund Manager's Commentary

In the month of Feb'16, the Fund posted a return of 0.12% while the benchmark return was almost unchanged. Fund decreased its equity exposure by 2.00% during the month. In the month of Feb'16, we remained cautious in equity market mainly due to continuous selling by the foreigners (USD 39 million) which took the net outflow to USD 330 million in the last eight months as well as the result season failed to bring the excitement in the equity market and KSE 100 Index just moved up by 0.23%. The liquidity slightly improved with average daily volume increased by 5 million shares to 134 million shares. In Equity Portfolio, Fund has heavy exposure on cement sector on the back of CPEC projects.

Investment Objective

The primary objective of HBL - MSF 1 is to protect the Initial Investment Value of investors at maturity with secondary objective of providing growth over the period

Investment Features

100% Capital preservation if held till maturity
Competitive/Stable Returns

Fund Facts

Net Assets Rs. 1.929 Billion (29-Feb-16)

NAV PKR 103.0718

Launch Date 27-Mar-15

Management Fee 1.50% p.a

Expense Ratio 1.78%

Listing Lahore Stock Exchange

Trustee Central Depository Co. of Pakistan

Auditor KPMG Taseer Hadi & Co.

Benchmark MSF 1*

Type Open End

Category Capital Protected Scheme

Front end Load 2.0%

Back end Load 3.0%

AMC Rating AM2- (by JCRVIS)

Dealing Days Monday-Friday

Cut off time 9:00 AM-3:00 PM (Mon-Fri)

Price Mechanism Forward Pricing

Fund Stability Rating N/A

Leverage Nil

Investment Committee

Rehan N. Shaikh, Amir Khan

Naseer Ladhani, Emmad Hashmi

Provision against WWF Liability

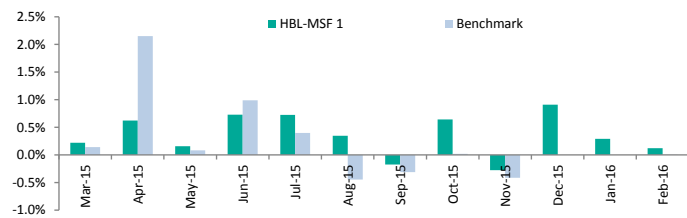
* The scheme has maintained provisions against Worker Welfare Fund's liability to the tune of PKR 0.605 mn if the same were not made, the NAV per unit/return would be higher by Rs. 0.03/0.03%.

Fund Returns (%)

| | HBL-MSF 1 | Benchmark |
|--|-----------|-----------|
| Cumulative Return Since Inception | 4.39% | 1.26% |
| Year to Date Return (Cumulative) | 2.68% | -0.15% |
| Calendar Year to Date Return (Cumulative) | 0.41% | -0.35% |
| 1 Month Cumulative Return | 0.12% | 0.00% |
| 3 Month Cumulative Return | 1.31% | -0.20% |
| 6 Month Cumulative Return | 1.52% | -0.75% |
| 1 Year Cumulative Return | NA | NA |
| Daily Average Return (Since Inception) | 0.01% | 0.01% |
| Standard Deviation (Since Inception) | 0.31% | 0.06% |
| Return FY-14 | n/a | n/a |
| Return FY-13 | n/a | n/a |
| Return FY-12 | n/a | n/a |
| Return FY-11 | n/a | n/a |
| Return FY-10 | n/a | n/a |
| YTD & MTD return as of Since inception of fund | | |

* Returns have been calculated as per MUFAP's formula

HBL Mustahakum Sarmaya Fund Vs benchmark (MoM Returns)



Asset Allocation (% of Total Assets)

| | Feb'16 | Jan'16 |
|------------------------------|--------|--------|
| Cash | 2.79% | 0.62% |
| Term Deposit Receipts | 85.67% | 87.55% |
| Others Including receivables | 7.09% | 5.37% |
| Investment in Equities | 4.45% | 6.46% |

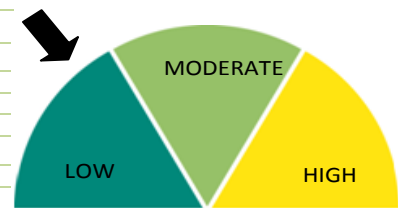
MSF1* = Weighted Average Daily Return of KSE-100 Index and Three (3) Months Deposit Rate of Double A minus (AA-) or above rated Banks based on the Fund's actual Proportion in the Equity & Money Market Component.

Sector Allocation (% of Total Assets)

| | Feb'16 | Jan'16 |
|---------------------------------|--------|--------|
| Fertilizers | 0.6% | 0.86% |
| Others Equities | 1.4% | 2.3% |
| Construction and materials | 1.8% | 2.3% |
| Power Generation & Distribution | 0.5% | 0.6% |
| Automobile | 0.1% | 0.4% |

Top Ten Holding (29-Feb-16)

| | % |
|------------------------------|------|
| Fecto Cement | 0.6% |
| Engro Corporation | 0.6% |
| Pioneer Cement | 0.4% |
| Mari Petroleum Company | 0.4% |
| D.G.K.Cement Company Limited | 0.3% |
| K-Electric | 0.3% |
| GlaxoSmithKline | 0.3% |
| Pakistan Shipping Corp. | 0.3% |
| Hub Power Co. | 0.2% |
| Cheerat Cement Co. | 0.2% |



MUFAP's Recommended Format

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Fund Manager's Commentary

DF: The Fund maintained its allocation in PIBs. At month end, total investment in government Securities stood at 91.91% of the fund size. The Fund's return for the month of Feb'16 stood at 11.54% mainly due to MTM gains on PIBs holding.

MMF: The Fund's Monthly return stood at 3.79% p.a. at month end, total investment in government Securities stood at 94.23% of the fund size. The Fund's return for the month of Feb'16 stood at 3.89%, total investment in government Securities stood at 94.94% of the fund size.

ESF: The fund posted return of -4.46% in the month of Feb'16. The Fund's decline in performance was due to underweight position in oil & Gas sector which contributed positively in KSE 100 Index during the month. Equity Exposure at the end of month was 86.93% while sector wise fund has heavy exposure on cement and power generation. In the month of Feb'16, foreign selling of \$39 million was witnessed which took the total outflow to \$330 million for last eight months.

Investment Objective

To provide a secure source of savings and regular income after retirement to the Participants

Investment Features

- Hassle-free investment
- Competitive returns
- Flexible allocation schemes

Fund Facts

| | |
|--|------------------------------------|
| Launch Date | 16-Dec-11 |
| Management Fee | 1.5% p.a |
| Trustee | Central Depository Co. of Pakistan |
| Auditor | KPMG Taseer Hadi & Co. |
| Type | Open End |
| Category | Pensions Scheme |
| Front end Load | Max 3% |
| Back end Load | Nil |
| AMC Rating | AM2- (by JCRVIS) |
| Dealing Days | Monday-Friday |
| Cut off Time | 9:00 AM-3:00 PM (Mon-Fri) |
| Price Mechanism | Forward Pricing |
| Investment Committee | |
| Rehan N. Shaikh, Amir Khan, Emmad Hashmi | |
| Naseer Ladhani | |

Fund Size (million) as at 31-Jan-2016

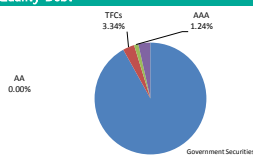
| Money Market | Debt | Equity |
|--------------|--------|--------|
| 138.23 | 150.18 | 122.76 |
| NAV (PKR) | | |
| 133.40 | 144.29 | 281.46 |
| Leverage | Nil | |

Fund Returns (%)

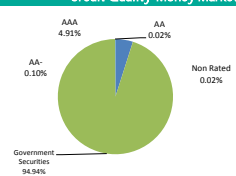
| | Debt p.a | **Equity | MM p.a |
|--|----------|----------|--------|
| Return Since Inception | 10.41% | 181.46% | 7.85% |
| Year to Date Return | 9.09% | -4.32% | 4.35% |
| Calendar Year to Date Return | 10.90% | -6.22% | 4.01% |
| 1 Month Return | 11.54% | -4.46% | 3.89% |
| 3 Month Return | 9.57% | -2.83% | 4.05% |
| 6 Month Return | 8.19% | -7.69% | 4.31% |
| 1 Year Return | 8.47% | 0.33% | 4.82% |
| Daily Average Return (Since Inception) | 0.03% | 0.10% | 0.03% |
| Standard Deviation (Since Inception) | 0.10% | 0.98% | 0.08% |
| Return FY-15 | 11.01% | 31.58% | 6.88% |
| Return FY-14 | 7.44% | 25.56% | 7.13% |
| Return FY-13 | 8.91% | 45.43% | 7.92% |
| Return FY-12 | n/a | n/a | n/a |
| Return FY-11 | n/a | n/a | n/a |

* Returns have been calculated as per MUFAP's formula
 ** Equity fund returns are cumulative

Credit Quality-Debt



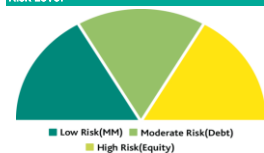
Credit Quality-Money Market



Provision against WWF liability

* The ESF, DSF and MSF of scheme has maintained provisions against Worker Welfare Fund's liability to the tune of PKR 1.124mn, PKR 0.533 mn, and PKR 0.470 mn respectively. If the same were not made, the NAV per unit/return of ESF, DSF, and MSF would be higher by Rs. 2.58/2.11%, Rs. 0.51/0.34% and Rs. 0.45/0.33% respectively.

Risk Level



Sector Allocation Equity

| Sector Allocation Equity | % | Top 10 Equities | % |
|--------------------------|--------|--|-------|
| Cement | 17.82% | Hub Power Company | 9.59% |
| Power Generation | 11.50% | Pakistan State Oil | 6.11% |
| Pharmaceuticals | 7.83% | DG Khan Cement | 5.89% |
| Fertilizers | 6.52% | Lucky Cement | 4.96% |
| Engineering | 6.43% | Engro Corporaion | 4.67% |
| Oil & Gas Marketing | 6.11% | Fauji Cement | 4.32% |
| Transport | 4.04% | Glaxo Smith Kelin | 4.17% |
| Non Life Insurance | 3.96% | Pakistan National Shipping Corporation | 4.04% |
| Electricity | 3.83% | Adamjee Insurance | 3.96% |
| Others | 31.96% | K-Electric | 3.83% |

Asset Allocation

| | HBL Money Market | | HBL Debt | | HBL-Equity | |
|------------------|------------------|-----------|-----------|-----------|------------|-----------|
| | 29-Feb-16 | 31-Jan-16 | 29-Feb-16 | 31-Jan-16 | 29-Feb-16 | 31-Jan-16 |
| Govt. Securities | 94.94% | 93.74% | 91.91% | 89.58% | 86.93% | 85.36% |
| Others | 0.02% | 0.04% | 0.00% | 0.00% | 0.19% | 3.11% |
| Cash | 5.04% | 6.22% | 3.51% | 3.72% | 12.88% | 11.53% |
| TDR's | 0.00% | 0.00% | 3.34% | 3.03% | | |
| | | | 1.24% | 3.67% | | |

| Returns (%)** | Apr-15 | May-15 | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 |
|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| HBL-PF MMF* | 7.05% | 5.66% | 3.66% | 4.36% | 4.42% | 5.80% | 4.57% | 3.79% | 4.10% | 4.11% | 3.89% |
| HBL-PF Debt* | 22.59% | 3.02% | -6.17% | 9.61% | 12.86% | 8.58% | 16.72% | -5.01% | 6.88% | 10.21% | 11.54% |
| HBL-PF Equity** | 14.42% | -3.91% | 5.22% | 3.12% | 0.52% | -6.00% | 5.94% | -4.59% | 3.61% | -1.83% | -4.46% |

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MUFAP's Recommended Format

HOW TO INVEST?

Invest as low as Rs. 5,000/= in our Conventional funds
Rs. 500/= in our Pension funds

Three Simple Steps to Invest:

1. Make payment through cheque / demand draft in favor of "CDC-Trustee HBL (Name of fund)"
E.g: CDC-Trustee HBL Money Market Fund
2. Attach the documents as specified in the Account Opening Form
3. Submit the required documents along with payment at our Karachi office, Lahore Office or Islamabad Office

Karachi Head Office Address

24-C, Khayaban-e-Hafiz, Phase VI,
D.H.A, Karachi

Tel: (92-21) 111-425-262

Fax: (92-21) 35240634

Lahore Office Address

102-103, Upper Mall,
Lahore

Tel: (92-42) 36281610

Fax: (92-42) 36281686

Islamabad Office Address

HBL Corporate Center, HBL
Building, Jinnah Avenue, Islamabad

Tel: (92-51) 2821183

Fax: (92-51) 2822206