

# HBL

ASSET MANAGEMENT LTD.  
ایس ایٹ مینجمنٹ لمیٹڈ

AMC Rating : AM2 by JCR-VIS

## FUND MANAGER'S REPORT

October 2017



## ECONOMIC REVIEW

"Pakistan's economy continued its growth trajectory during Oct-17 with high LSM output, easing core inflation and sustained private sector credit levels. However, risks on external account front have persisted as import growth has outpaced exports.

CPI Inflation for Oct-17 clocked in at 3.8% YoY primarily driven by increase in prices of perishable goods, house rent and education costs. Trend of core inflation continued to ease in Oct-17 (dropped by 30 bps as compared to Jul-17). LSM growth momentum sustained clocking in at 8.5% YoY during Aug-17, taking 2MFY18 LSM growth to 11.3% YoY. LSM growth was mainly driven by Iron and Steel (+50%), Automobiles (+31%) and Non-metallic Mineral (+20%) sectors. Private sector credit off take remained at higher levels as latest Oct-17 numbers were up +19% YoY. Strong LSM and private sector credit growth further strengthens expectation of strong FY18 GDP growth.

1QFY18 current account deficit clocked in at USD3.6bn (4.2% of GDP) mainly due to higher trade deficit. Trade account has worsened as import growth (25%) has outpaced export growth (12%) significantly. Forex Reserves of the country inched up 0.4% MoM to USD19.8bn as Government secured commercial borrowing from international lenders. During Oct-17, Government took policy measures to restrict trade account deficit by imposing incremental regulatory duties (5-80%) on various consumption oriented imports which could potentially yield positive results. However, oil price increase (7% MoM) may limit the impact and thus require more stringent policy measures going forward.

We believe that economic growth momentum would sustain during FY18 and inflation would remain at manageable levels. However, external account risks may emerge as a barrier to exorbitant growth."

## MONEY MARKET REVIEW

"During the month of Oct-17, SBP conducted two T-bill auctions with a cumulative target of PKR 1,300bn against maturity of PKR 1486bn. Highest amount was accepted in the 3M tenor (PKR1,518bn) out of total accepted amount of PKR1,554bn (including noncompetitive bids). The cut-off yields largely unchanged due to expectations of no change in interest rates in the near term. SBP conducted a PIB auction on Oct 19, 2017 with a target of PKR100bn against maturity of PKR33bn. Cumulative participation of only PKR 25.2bn was received in 3Y, 5Y and 10Y tenors. However, all the bids were rejected and no amount was accepted. Limited participation in PIB auction and scrapped auction reflects market expectations of increasing interest rates in the medium term.

Money market remained liquid due to frequent OMO injections (last OMO of PKR 1,375bn @ 5.77% p.a.). During the month, short-term yields were flat while shorter tenor bond yields moved up with some increase (1 – 5 bps) in 2Y – 3Y tenors, whereas long term yields decreased due to corporate led buying. However, overall activity in the market is largely reduced due to expectation of rate hike, prevailing political uncertainty and external account risks mentioned in our Economic Review."

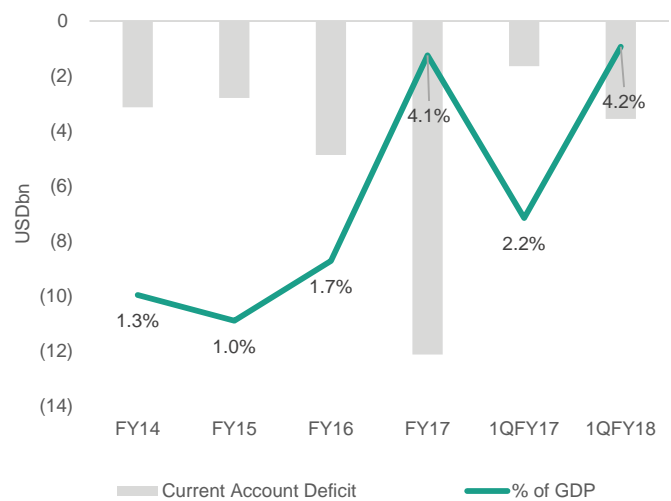
## EQUITY MARKET REVIEW

"Pakistan equities depicted volatile trend during Oct-17 due to prolonged political noise, continued foreign selling, rising international oil prices and mixed news flow pertaining to market. Two major events during the month included amendment in constitution for eligibility of political party leadership and meeting of stock market stakeholders with Government officials (after which there was a short-lived excitement for PKR20bn bail out package).

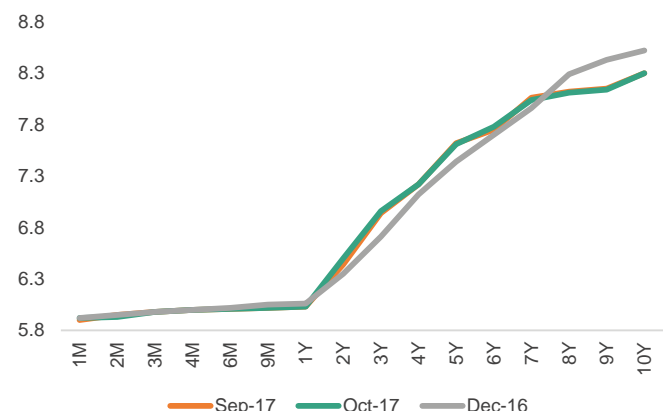
The benchmark KSE-100 index plummeted by 6.6% during Oct-17, closing below 40k, last witnessed in Sep-16. Month's losses were mainly skewed towards last week driven by hefty foreign selling of USD31.5mn. Aggressive foreign selling dragged stock prices across the board with highest losses witnessed in Commercial Banks (-8%), Cements (-12%), Fertilizers (-5%) and Power sector (-10%). Within power space, NEPRA (regulator) announced revised tariff for K-Electric which was below expectation and thus the stock posted hefty loss of 21%. Oil & gas (E&Ps) was the only sector which depicted resilience and yielded a positive return of 4% driven by 7% increase in international oil prices and a major discovery announcement by POL.

We believe that this uncertainty on the macros and liquidity flows have opened up valuations as trailing 12M P/E for broad market has come down to its 5-yr low of ~8.1x (Bloomberg estimate) while discount to both MSCI EM and MSCI FM has widened to 50% against historical average of 26% and 18% respectively."

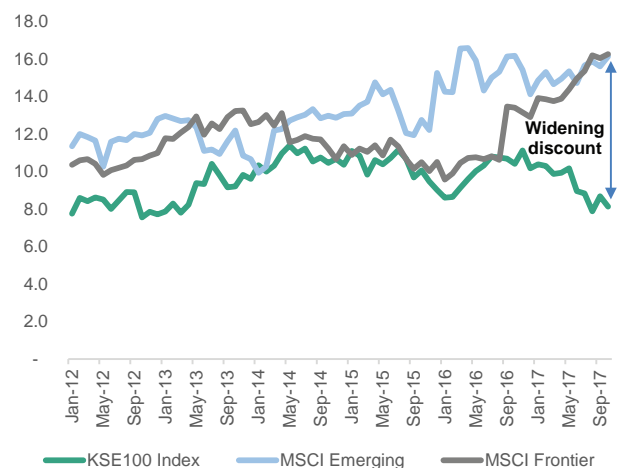
## Current Account Deficit Trend



## Yield Curve



## KSE-100 index P/E vs Emerging & Frontier Markets







# Conventional Funds

## 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.

## FUND MANAGER'S COMMENTS

The fund earned an annualized return of 5.00% against the benchmark return of 5.16%. During the month, the fund size increased to PKR 5,356mn compared to PKR 5,256mn in September'17. The fund increased its exposure in Treasury Bills to 35.50% due to maturity of high bank rates booked in September. On the other hand, bank deposits reduced to 48.15% of total assets compared to 90.44% last month. Due to changes in asset allocation, weighted average time to maturity of the fund increased to 35 days in September'17. Going forward, we expect returns to remain stable as we intend to increase exposure in placements and bank deposits.

## FUND INFORMATION

Net Assets	PKR 5,356 mn
Net Assets excluding Fund of Funds	PKR 5,356 mn
NAV	103.5136
Launch Date	12-Jul-10
Management Fee	1.00% p.a
Expense Ratio without Levies	0.41%
Expense Ratio with Levies	0.52%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	70% 3M PKRV & 30% 3M Deposits Rate of 3 AA and above rated Banks
Type	Open End
Category	Money Market Scheme
Front end Load	Nil
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Fund Stability Rating	AA(f) (JCR VIS) 5-Jan-17
Leverage	Nil
Risk	Low
Weighted Average Maturity (Days)	35

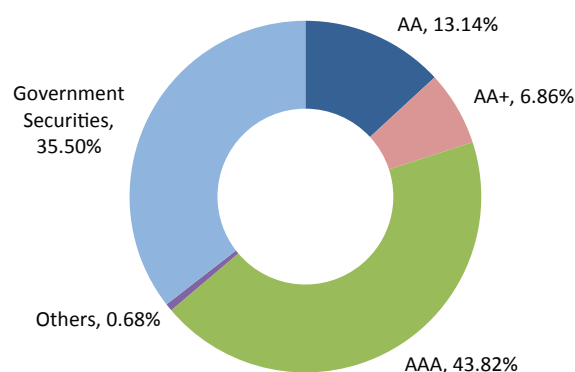
## ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	48.15%	90.44%
Placements with Banks & DFIs	13.83%	7.14%
T-Bills	35.50%	0.00%
Commercial Paper	1.84%	1.86%
PIBs	0.00%	0.00%
Others Including receivables	0.68%	0.56%
Total Including Fund of Fund	100.00%	100.00%
Total Excluding Fund of Fund	100.00%	

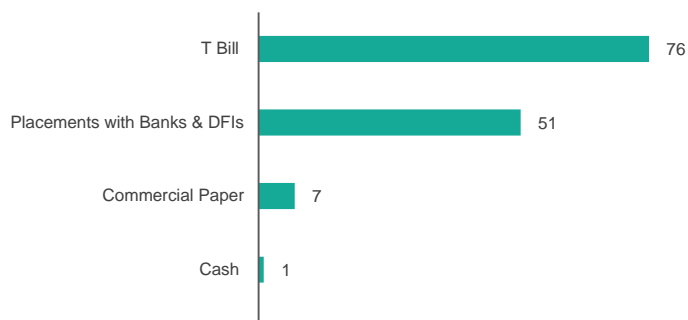
## FUNDS RETURNS (%)\*

	HBL MMF*	BENCHMARK
Annualized Return Since Inception	11.20%	7.63%
Year to Date Annualized Return	5.09%	5.17%
Calendar Year to Date Annualized Return	6.89%	5.23%
1 Month Annualized Return	5.00%	5.16%
3 Month Annualized Return	4.95%	5.17%
6 Month Annualized Return	5.71%	5.19%
1 Year Annualized Return	6.61%	5.23%
3 Years Annualized Return	6.82%	5.79%
5 Years Annualized Return	8.21%	6.79%

## ASSET QUALITY (% Total Assets)



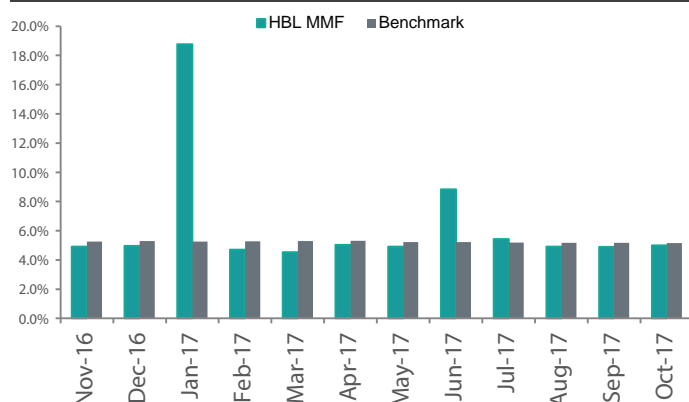
## WEIGHTED AVERAGE MATURITY (DAYS)



## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## HBL MONEY MARKET FUND vs BENCHMARK (MoM Returns)



## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

### INVESTMENT OBJECTIVE

The investment objective of the Fund is to provide competitive returns to its investors through active investments in low risk portfolio of short duration, while maintaining high liquidity. The Fund will aim to maximize returns through efficient utilization of investment and liquidity management tools.

### FUND MANAGER'S COMMENTS

The Fund earned an annualized return of 5.40% against the benchmark return of 5.16%. During the month, the fund size increased to PKR 11,101mn from PKR 9,300mn, showing an increase of 19.36% for the month. The fund increased its exposure in T-Bills to 53.31% while reducing exposure in bank deposits as banks reduced deposit rates post quarter end. Weighted average time to maturity of the fund increased to 43 days from 5 days. Going forward, we will look out for opportunities to deploy surplus funds towards placements and bank deposits.

### FUND INFORMATION

Net Assets	PKR 11,101 mn
Net Assets excluding Fund of Funds	PKR 10,810 mn
NAV	PKR 102.3037
Launch Date	14-Dec-10
Management Fee	7.5% of gross return subject to a floor of 0.50% and a cap of 1% of average annual net assets
Expense Ratio without Levies	0.24%
Expense Ratio with Levies	0.33%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Delloite Yousuf Adil Pakistan
Benchmark	70% 3M PKRV+30% 3M Avg. Deposit Rate of 3 AA rated Banks as per Mufap
Type	Open End
Category	Money Market Scheme
Front end Load	Up to 1%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Backward Pricing
Fund Stability Rating	AA(f) (JCR VIS) 05-Jan-17
Leverage	Nil
Risk	Low
Weighted Average Maturity (Days)	43

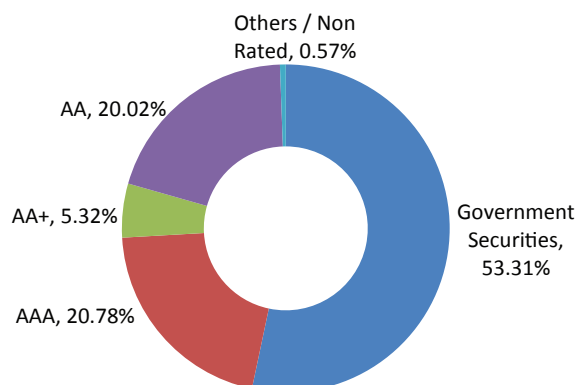
### ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	35.15%	89.88%
T-Bills	53.31%	0.00%
Commercial Paper	0.90%	1.06%
Placements with Banks & DFIs	10.06%	8.47%
Others Including Receivables	0.57%	0.59%
Total including Fund of Fund	100.00%	100.00%
Total excluding Fund of Fund	97.37%	

### FUND RETURNS\*

	HBL CF	BENCHMARK
Annualized Return Since Inception	11.51%	6.96%
Year to Date Annualized Return	5.36%	5.17%
Calendar Year to Date Annualized Return	7.52%	5.23%
1 Month Annualized Return	5.40%	5.16%
3 Month Annualized Return	5.37%	5.17%
6 Month Annualized Return	8.29%	5.19%
1 Year Annualized Return	7.22%	5.23%
3 Years Annualized Return	8.05%	5.23%
5 Years Annualized Return	9.19%	6.01%

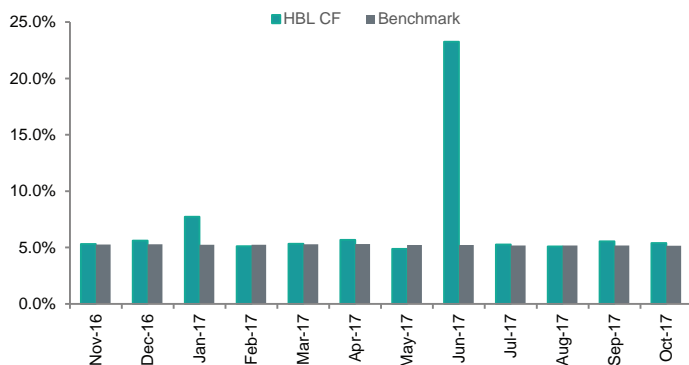
### ASSET QUALITY (% Total Assets)



### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

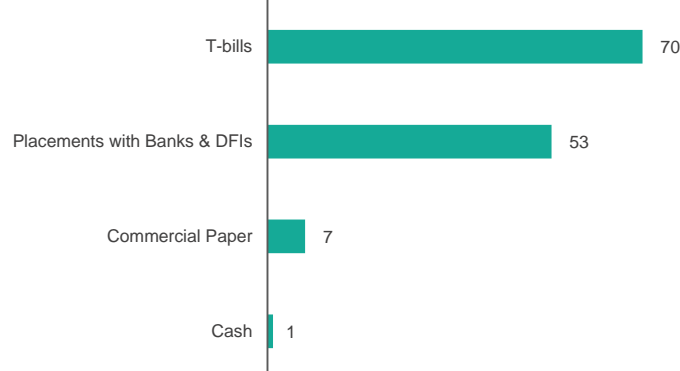
### HBL CASH FUND vs BENCHMARK (MoM Returns)



### NON-COMPLIANT INVESTMENTS

NIL

### WEIGHTED AVERAGE MATURITY



\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

## 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.

## FUND MANAGER'S COMMENTS

The fund posted an annualized return of 5.07% against the benchmark return of 6.17% while fund size increased to PKR 4,201 mn from PKR 4,107mn in September'17. During the month, fund returns improved by 105 bps MoM due to gains linked to TFCs. Exposure in TFCs was reduced to 26.69% of total assets compared to 30.47% in September in order to create liquidity for upcoming non-banking TFCs. Due to trimmed exposure in TFCs, weighted average time to maturity of the fund reduced to 653 days against 791 days September'17. Going forward, we expect return will improve as we are planning to increase exposure in high rated TFCs and Sukuks.

## FUND INFORMATION

Net Assets	PKR 4,201 mn
Net Assets excluding Fund of Funds	PKR 4,045 mn
NAV	PKR 107.5373
Launch Date	15-Mar-07
Management Fee	1.5% p.a
Expense Ratio without Levies	0.62%
Expense Ratio with Levies	0.75%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	6 Month KIBOR
Type	Open End
Category	Income Scheme
Front end Load	upto 1.5%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 12/30/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Fund Stability Rating	A(f) (JCR VIS) 1/11/2017
Leverage	Nil
Weighted Average Maturity (Days)	653
Risk	Moderate

## ASSET ALLOCATION (% of Total Assets)

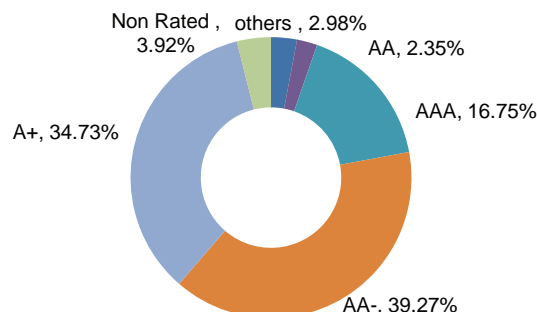
	Oct-17	Sep-17
Cash	41.87%	35.24%
Placement with Banks & DFI	22.19%	22.69%
TFCs	26.69%	30.47%
PIBs	0.00%	0.00%
T-Bills	0.00%	0.00%
Spread Transaction	3.92%	5.41%
Commercial Paper	2.35%	3.34%
Others Including receivables	2.98%	2.84%
Total Including Fund of Fund	100.00%	100.00%
Total Excluding Fund of Fund	96.28%	

## FUND RETURNS\*

## HBL IF\* BENCHMARK

Annualized Return Since Inception	14.50%	10.28%
Year to Date Annualized Return	4.26%	6.16%
Calendar Year to Date Annualized Return	4.93%	6.15%
1 Month Annualized Return	5.07%	6.17%
3 Month Annualized Return	3.99%	6.16%
6 Month Annualized Return	4.64%	6.15%
1 Year Annualized Return	4.91%	6.14%
3 Years Annualized Return	7.43%	6.76%
5 Years Annualized Return	9.16%	7.96%

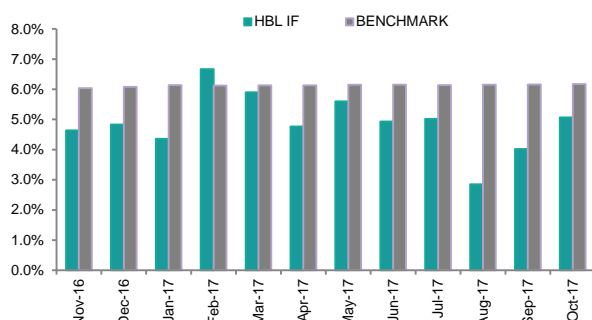
## ASSET QUALITY (% Total Assets)



## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr.Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## HBL INCOME FUND vs BENCHMARK (MoM Returns)



## NON-COMPLIANT INVESTMENTS

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

The scheme holds certain non-compliant investments. Before making any investment decision, investors should review this document and latest financial statements.

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

## TOP TEN HOLDINGS TFCs (% of Total Assets)

The Bank of Punjab	5.65%
JS Bank Ltd	5.48%
Habib Bank Ltd	4.86%
WAPDA	4.11%
MCB Bank Ltd	3.98%
Ghani Gases Ltd	2.61%

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

### INVESTMENT OBJECTIVE

The investment objective of the Fund is to provide consistent returns to its investors through active investments in a blend of short, medium and long term securities issued and / or guaranteed by Government of Pakistan. The Fund will aim to provide superior risk adjusted returns through active duration and liquidity management tools.

### FUND MANAGER'S COMMENTS

The fund earned an annualized return of 4.48% against the benchmark return of 6.01%. During the month, the Fund size decreased to PKR 695mn from PKR 1,027mn in September'17. The fund maintained its exposure in bank deposits which were offering better profit rates. The overall weighted average time to maturity of the portfolio reduced to 15 days compared to 50 days in last month. Going forward, we intend to look out for investment opportunities to augment the fund returns.

### FUND INFORMATION

Net Assets	PKR 695 mn
Net Assets excluding Fund of Funds	PKR 695 mn
NAV	PKR 106.985
Launch Date	24-Jul-10
Management Fee	1.25%p.a.
Expense Ratio without Levies	0.59%
Expense Ratio with Levies	0.71%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	6 Month PKRV Rates
Type	Open End
Category	Sovereign Income Scheme
Front end Load	Up to 2%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Fund Stability Rating	A(f) (JCR VIS) 05-Jan-17
Leverage	Nil
Risk	Moderate
Weighted Average Maturity (Days)	15

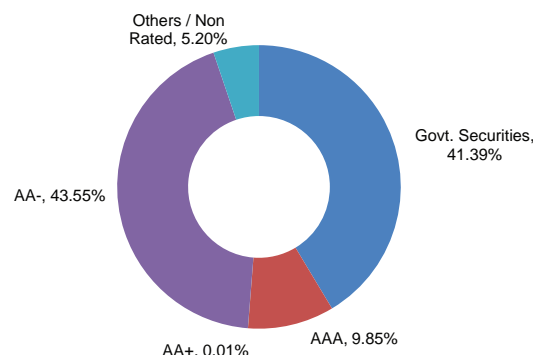
### ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	34.74%	42.59%
Placement with Banks & DFI	18.67%	12.52%
TFCs	0.00%	0.00%
PIBs	0.00%	0.00%
T-Bills	41.39%	41.48%
MTS / Spread Transactions	4.34%	3.00%
Others Including receivables	0.86%	0.42%
Total including Fund of Fund	100.00%	100.00%
Total excluding Fund of Fund	100.00%	

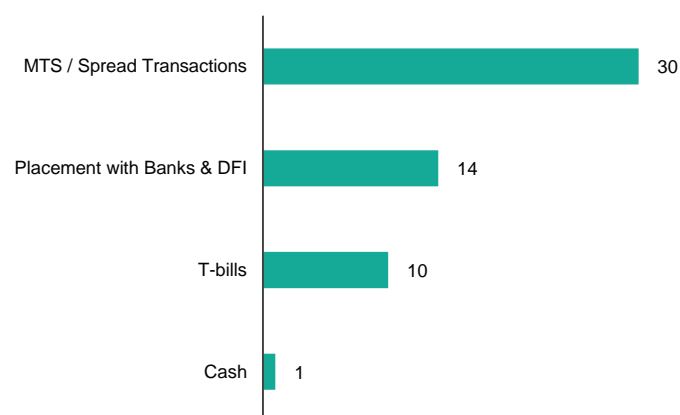
### FUND RETURNS \* HBL GSF BENCHMARK

Annualized Return Since Inception	12.49%	9.17%
Year to Date Annualized Return	4.39%	6.00%
Calendar Year to Date Annualized Return	5.55%	5.97%
1 Month Annualized Return	4.48%	6.01%
3 Month Annualized Return	4.45%	6.01%
6 Month Annualized Return	4.75%	6.01%
1 Year Annualized Return	5.51%	5.95%
3 Years Annualized Return	8.04%	6.53%
5 Years Annualized Return	9.59%	7.73%

### ASSET QUALITY (% Total Assets)



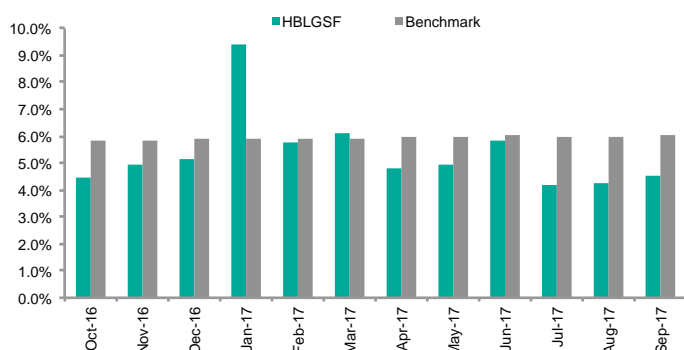
### WEIGHTED AVERAGE MATURITY (DAYS)



### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

### HBL GOVT. SECURITIES FUND vs. BENCHMARK (MoM Returns)



### NON-COMPLIANT INVESTMENTS

Name of Non-Compliant Investment	Exposure Limit	Exposure (% of Total Assets)	Exposure (% of Net Assets)	Excess Exposure (% of Total Assets)	Excess Exposure (% of Net Assets)
Zarai Taraqiati Bank	10.00%	9.63%	16.55%	N.A.	6.55%
JS Bank Limited	10.00%	9.04%	15.54%	N.A.	5.54%

The scheme holds certain non-compliant investments. Before making any investment decision, investors should review this document and latest financial statements.

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

### FUND MANAGER'S REPORT

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.



## 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, money market instruments, etc.

## FUND MANAGER'S COMMENTS

In the month of October'17 the fund posted a negative return of 3.56% vs. benchmark return of -3.60%, an outperformance of 4bps. Volatility yet again was the highlight of the month as KSE-100 shed 2791 pts. i.e. -6.6% MoM. Index was mainly supported by the index heavy weight Oil & Gas exploration, while banking and cement sector contributed on the negative side. During the month, allocation was largely maintained, major change was the increase in exposure in banking, Oil & Gas exploration and fertilizer sector, while exposure in cements and Oil & Gas Marketing sector was reduced. The fund was invested in equities up to 56.67%.

## FUND INFORMATION

Net Assets (mln)	PKR 881.83
NAV	PKR 98.8391
Launch Date	14-Dec-07
Management Fee	2.0% p.a.
Expense Ratio without Levies	0.84%
Expense Ratio with Levies	0.96%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	Weighted average daily return of KSE100 and 6M average PKRV rates based on the actual proportion of investment in Equity and Fixed Income/Money Market component
Type	Open End
Category	Balanced Scheme
Front end Load	Upto 2.00%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut-off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	Moderate to High

## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Jawad Naeem	Fund Manager - Equity
Adeel Abdul Wahab	Fund Manager - Equity
Faizan Saleem	Sr.Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## TOP TEN HOLDINGS (TFCs/Sukuks)

JS Bank	3.93%
Bank Of Punjab	3.36%

## HBL MULTI ASSET FUND vs. BENCHMARK (12M Rolling Returns)



## NON-COMPLIANT INVESTMENTS

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

The scheme holds certain non-compliant investments. Before making any investment decision, investors should review this document and latest financial statements.

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data.

## ASSET ALLOCATION (% of Total Assets)

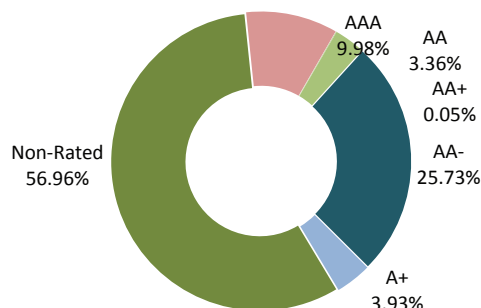
	Oct-17	Sep-17
Cash	26.70%	25.24%
Placement with Banks & DFIs	9.04%	8.74%
TFCs	7.29%	7.06%
PIBs	0.00%	0.00%
T-Bills	0.00%	0.00%
Stock/Equities	56.67%	57.86%
Others Including Receivables	0.31%	1.10%

## FUND RETURNS \*

## HBL MAF\* BENCHMARK

Cumulative Return Since Inception	177.32%	140.14%
Calendar Year to Date Return (Cumulative)	-9.66%	-9.14%
Year to Date Return (Cumulative)	-11.82%	-8.52%
1 Month Cumulative Return	-3.56%	-3.60%
3 Month Cumulative Return	-10.70%	-8.05%
6 Month Cumulative Return	-14.63%	-11.54%
1 Year Cumulative Return	3.21%	3.03%
3 Year Cumulative Return	14.87%	24.04%
5 Year Cumulative Return	79.50%	83.76%
Standard Deviation**	16.06%	14.15%

## ASSET QUALITY (% Total Assets)



## SECTOR ALLOCATION (EQUITIES) - % of Total Assets

	Oct-17	Sep-17
Oil & Gas Exploration Companies	13.12%	11.94%
Commercial Banks	11.02%	9.92%
Cement	5.75%	6.49%
Fertilizers	4.97%	4.50%
Oil & Gas Marketing Companies	4.85%	5.52%
Others	16.97%	19.51%

## TOP TEN HOLDINGS (Equities)

Hub Power Company Ltd	4.05%
Pakistan Petroleum Ltd	3.61%
Engro Corporation Ltd	3.58%
Oil & Gas Development Co Ltd	3.50%
United Bank Limited	3.28%
Mari Petroleum Company Ltd	3.19%
Pakistan Oilfields Ltd	2.82%
MCB Bank Ltd	2.71%
Habib Bank Ltd	2.70%
Lucky Cement Ltd	2.64%



## 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.

## FUND MANAGER'S COMMENTS

In the month of October'17 the fund posted a negative return of 5.62% vs. benchmark return of -6.20%, an outperformance of 58bps. Volatility yet again was the highlight of the month as KSE-100 shed 2791 pts. i.e. -6.6% MoM. Index was mainly supported by the index heavy weight Oil & Gas exploration, while banking and cement sector contributed on the negative side. During the month, allocation was largely maintained, major change was the increase in exposure in banking, Oil & Gas exploration and fertilizer sector, while exposure in cements and Oil & Gas Marketing sector was reduced. The fund was invested in equities up to 83.59%.

## FUND INFORMATION

Net Assets (mln)	PKR 5,215.78
Net Assets excluding Fund of Funds (mln)	PKR 5,108.39
NAV	PKR 100.5320
Launch Date	29-Aug-07
Management Fee	2.0% p.a.
Expense Ratio with Levies	0.83%
Expense Ratio without Levies	0.71%
Selling & Marketing expense	0.00%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KSE30 (Total Return) Index
Type	Open End
Category	Equity Scheme
Front end Load	Upto 2.50%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut-off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	High

## ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	13.97%	13.94%
Stock / Equities	83.59%	84.38%
T-Bills	0.00%	0.00%
Others Including Receivables	2.44%	1.68%
Total Including Fund of Funds	100.00%	100.00%
Total Excluding Fund of Funds	97.94%	

## SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Exploration Companies	17.59%	16.75%
Commercial Banks	15.76%	13.95%
Cement	9.41%	10.48%
Oil & Gas Marketing Companies	7.24%	7.77%
Fertilizer	7.14%	5.44%
Others	26.45%	29.98%

## FUND RETURNS \*

## HBL SF

## BENCHMARK

Cumulative Return Since Inception	188.95%	222.28%
Calendar Year to Date Return (Cumulative)	-16.67%	-18.92%
Year to Date Return (Cumulative)	-17.22%	-15.56%
1 Month Cumulative Return	-5.62%	-6.20%
3 Month Cumulative Return	-15.25%	-14.09%
6 Month Cumulative Return	-20.92%	-20.58%
1 Year Cumulative Return	-1.60%	-3.12%
3 Year Cumulative Return	13.11%	26.87%
5 Year Cumulative Return	90.93%	142.22%
Standard Deviation**	21.68%	23.47%

## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager - Equity
Adeel Abdul Wahab	Fund Manager - Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## HBL STOCK FUND VS. BENCHMARK (12M ROLLING RETURNS)



## TOP TEN HOLDINGS (% of Total Assets)

Hub Power Company Ltd	5.22%
Engro Corporation Ltd	5.21%
Pakistan Petroleum Ltd	5.05%
Oil & Gas Development Co Ltd	4.82%
United Bank Limited	4.79%
Habib Bank Ltd	4.16%
Pakistan Oilfields Ltd	3.94%
Mari Petroleum Company Ltd	3.78%
MCB Bank Ltd	3.77%
Lucky Cement Ltd	3.75%

## NON-COMPLIANT INVESTMENTS

Name of Non-Compliant Investment	Dewan Cement Limited
Type of Investment	TFC
Value before provision	25.00
Provision Held	25.00
% of Net Assets	0.00

The equity scheme holds certain non-compliant investments. Before making any investment decision, investors should review this document and latest financial statements.

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

## FUND MANAGER'S REPORT

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

## INVESTMENT OBJECTIVE

The objective is to invest in securities defined in the energy sector to provide investors access to high quality blue chip stocks in the Energy sector.

## FUND MANAGER'S COMMENTS

The fund posted a return of -2.54% during the month outperforming the benchmark by 3.66%. The benchmark KSE-30 (Total Return) Index decreased by 6.20% M/M during Oct'17 (vs. an increase of 3.63% M/M during Sep'17) in spite of support from the Oil & Gas exploration sector on the back of rising international oil prices as continued political noise, worsening balance of payments position, and continued foreign selling kept investor sentiment in check. During the month, we increased exposure in Oil and Gas Exploration companies while reducing exposure to Power Generation and Distribution companies. At the end of the month your fund was 82.23% invested in equities.

## FUND INFORMATION

Net Assets (mln)	PKR 835.64
NAV	PKR 14.5540
Launch Date ***	25-Jun-13
Management Fee	2% p.a
Expense Ratio with Levies	0.98%
Expense Ratio without Levies	0.85%
Selling & Marketing expense	-
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KSE 30 (Total Return)
Type	Open End
Category	Equity Scheme
Front end Load	Up to 2.00%
Back end Load	Nil
AMC Rating	AM2 (JCRVIS) 30-Dec-2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	High

## ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	15.45%	14.97%
Stock / Equities	82.23%	84.07%
Others Including Receivables	2.32%	0.96%

## SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Exploration Companies	40.94%	37.39%
Oil & Gas Marketing Companies	30.05%	30.67%
Power Generation & Distribution	8.28%	12.40%
Refinery	2.97%	3.61%

## FUND RETURNS\*

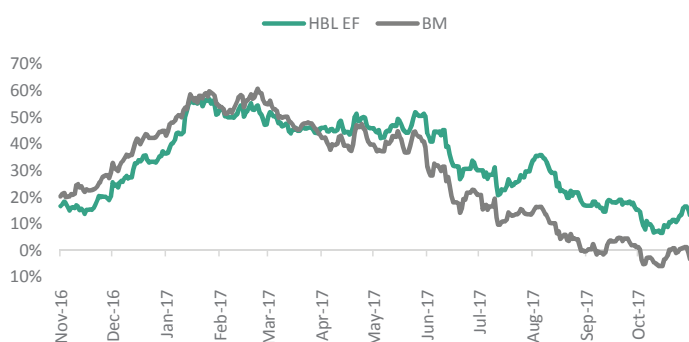
## HBL EF BENCHMARK

Cumulative Return Since Inception	64.93%	82.55%
Calendar Year to Date Return (Cumulative)	-3.43%	-18.92%
Year to Date Return (Cumulative)	-3.20%	-15.56%
1 Month Cumulative Return	-2.54%	-6.20%
3 Month Cumulative Return	-8.02%	-14.09%
6 Month Cumulative Return	-9.12%	-20.58%
1 Year Cumulative Return	13.25%	-3.12%
3 Year Cumulative Return	34.34%	26.87%
Standard Deviation**	22.15%	23.47%

## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## HBL Energy Fund vs. Benchmark (12M Rolling Returns)



## TOP TEN HOLDINGS

Pakistan Petroleum Ltd	11.44%
Sui Northern Gas Pipeline Ltd	10.97%
Pakistan Oilfields Ltd	10.92%
Oil & Gas Development Co Ltd	9.53%
Mari Petroleum Company Ltd	9.04%
Pakistan State Oil Company Ltd	8.40%
Hub Power Company Ltd	8.28%
Attock Petroleum Ltd	4.47%
Shell Pakistan Ltd	3.51%
Attock Refinery Ltd	1.98%

## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

\*\*\*Conversion from Closed-end to open end fund

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

FUND MANAGER'S REPORT

### INVESTMENT OBJECTIVE

The fund objective is to provide its investors maximum risk adjusted returns over longer investment horizon by investing in a diversified equity portfolio that offers both capital gains and dividend income.

### FUND MANAGER'S COMMENTS

In the month of October'17 the fund posted a negative return of 6.00% vs. benchmark return of -6.58%, an outperformance of 58bps. Volatility yet again was the highlight of the month as KSE-100 shed 2791 pts. i.e. -6.6% MoM. Index was mainly supported by the index heavy weight Oil & Gas exploration, while banking and cement sector contributed on the negative side. During the month, allocation was largely maintained. The fund was invested in equities up to 77.47%.

### FUND INFORMATION

Net Assets (mln)	PKR 289.29
Net Assets excluding Fund of Funds (mln)	PKR 289.29
NAV	PKR 102.8074
Launch Date	27-Sep-11
Management Fee	2% p.a
Expense Ratio with Levies	1.03%
Expense Ratio without Levies	0.89%
Selling & Marketing expense	0.00%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KSE 100 Index
Type	Open End
Category	Equity Scheme
Front end Load	Upto 2.00%
Back end Load	Nil
AMC Rating	AM2 (JCRVIS) 30/12/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	High

### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

### HBL Equity Fund vs. Benchmark (12M Rolling Returns)



### NON-COMPLIANT INVESTMENTS

NIL

### ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	16.87%	11.48%
Stock / Equities	77.47%	85.01%
Others Including Receivables	5.65%	3.52%
Total Including Fund of Funds	100.00%	100.00%
Total Excluding Fund of Funds	100.00%	

### SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Exploration Companies	18.23%	18.80%
Commercial Banks	14.49%	14.89%
Cement	7.78%	8.85%
Oil & Gas Marketing Companies	7.48%	7.87%
Fertilizer	6.53%	6.29%
Others	22.96%	28.31%

### FUND RETURNS \*

	HBL EF	BENCHMARK
Cumulative Return Since Inception	196.89%	243.56%
Calendar Year to Date Return (Cumulative)	-15.30%	-17.13%
Year to Date Return (Cumulative)	-17.52%	-14.92%
1 Month Cumulative Return	-6.00%	-6.58%
3 Month Cumulative Return	-15.54%	-13.90%
6 Month Cumulative Return	-20.24%	-19.64%
1 Year Cumulative Return	0.60%	-0.69%
3 Year Cumulative Return	21.11%	30.42%
5 Year Cumulative Return	138.51%	149.01%
Standard Deviation**	21.80%	21.84%

### TOP TEN HOLDINGS

Hub Power Company Ltd	5.79%
Oil & Gas Development Co Ltd	5.05%
Pakistan Petroleum Ltd	4.87%
Engro Corporation Ltd	4.70%
Mari Petroleum Company Ltd	4.58%
United Bank Limited	4.33%
Pakistan Oilfields Ltd	3.72%
Habib Bank Ltd	3.58%
MCB Bank Ltd	3.54%
Lucky Cement Ltd	3.36%

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

## INVESTMENT OBJECTIVE

To maximize the wealth of the certificate holders for which investments would be made in the best available opportunities, while considering acceptable risk parameters and applicable rules and regulations.

## FUND MANAGER'S COMMENTS

The fund posted a return of -5.83% during the month outperforming the benchmark by 0.75%. On an ex-frozen basis however, the fund posted a return of -1.23% outperforming the benchmark by 5.36%. The benchmark KSE-100 Index decreased by 6.58% M/M during Oct'17 (vs. an increase of 2.92% M/M during Sep'17) inspite of support from the Oil & Gas exploration sector on the back of rising international oil prices as continued political noise, worsening balance of payments position, and continued foreign selling kept investor sentiment in check. Going forward, we expect the market to consolidate around current levels as long term outlook remains positive. At the end of the month your fund was 85.69% invested in equities.

## FUND INFORMATION

Net Assets (mn)	PKR 12,826.14
NAV	PKR 45.24
Launch Date	01-Jul-04
Management Fee	2% per annum
Expense Ratio with Levies	0.88%
Expense Ratio without Levies	0.76%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KSE 100 Index
Type	Closed-end
Category	Equity Scheme
AMC Rating	AM2 (JCRVIS) 30-Dec-2016
Dealing Days	Monday-Friday
Leverage	Nil
Risk	High

## ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	11.66%	10.21%
Stock / Equities	85.69%	89.31%
Others Including Receivables	2.66%	0.48%

## SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Marketing Companies	54.60%	56.55%
Commercial Banks	6.79%	6.34%
Oil & Gas Exploration Companies	5.97%	5.46%
Cement	3.38%	3.99%
Fertilizer	3.24%	3.27%
Others	11.71%	13.70%

## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

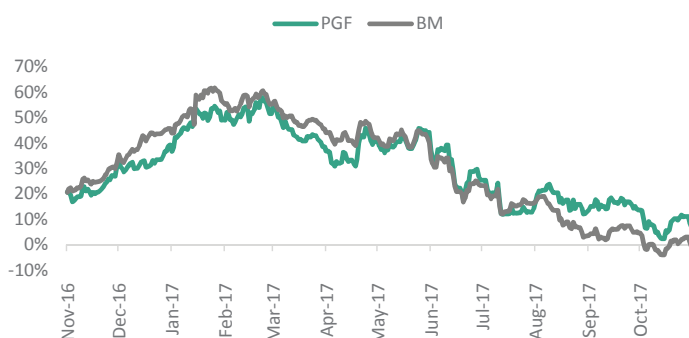
## FUND RETURNS \*

	PGF Total	PGF Frozen	PGF Ex Frozen	BENCHMARK
Calendar Year to Date Return (Cumulative)	-6.86%	-1.18%	-12.49%	-17.13%
Year to Date Return (Cumulative)	-7.15%	-0.22%	-13.99%	-14.92%
1 Month Cumulative Return	-5.83%	-8.76%	-1.23%	-6.58%
3 Month Cumulative Return	-6.36%	-2.31%	-10.33%	-13.90%
6 Month Cumulative Return	-13.28%	-10.00%	-16.44%	-19.64%
1 Year Cumulative Return	7.07%	8.22%	6.53%	-0.69%
3 Year Cumulative Return	25.55%	32.13%	19.21%	30.42%
5 Year Cumulative Return	136.52%	177.69%	109.80%	149.01%
Standard Deviation**	20.28%	25.85%	21.00%	21.85%

## TOP TEN HOLDINGS

United Bank Limited
Sui Northern Gas Pipeline Ltd
Pakistan State Oil Company Ltd
Pakistan Petroleum Ltd
Oil & Gas Development Co Ltd
MCB Bank Ltd
Lucky Cement Ltd
Hub Power Company Ltd
Habib Bank Ltd
Engro Corporation Ltd

## PGF vs BENCHMARK (12M Rolling Returns)



## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.



## INVESTMENT OBJECTIVE

To maximize the wealth of the certificate holders for which investments would be made in the best available opportunities, while considering acceptable risk parameters and applicable rules and regulations.

## FUND MANAGER'S COMMENTS

The fund posted a return of -5.47% during the month outperforming the benchmark by 1.11%. On an ex-frozen basis however, the fund posted a return of -2.35% outperforming the benchmark by 4.23%. The benchmark KSE-100 Index decreased by 6.58% M/M during Oct'17 (vs. an increase of 2.92% M/M during Sep'17) in spite of support from the Oil & Gas exploration sector on the back of rising international oil prices as continued political noise, worsening balance of payments position, and continued foreign selling kept investor sentiment in check. Going forward, we expect the market to consolidate around current levels as long term outlook remains positive. At the end of the month your fund was 83.17% invested in equities.

## FUND INFORMATION

Net Assets (mn)	PKR 5,455.48
NAV	PKR 19.20
Launch Date	01-Apr-04
Management Fee	2% per annum
Expense Ratio with Levies	0.90%
Expense Ratio without Levies	0.77%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KSE 100 Index
Type	Closed-end
Category	Equity Scheme
AMC Rating	AM2 (JCRVIS) 30-Dec-2016
Dealing Days	Monday-Friday
Leverage	Nil
Risk	High

## ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	14.31%	12.31%
Stock / Equities	83.17%	87.16%
Others Including Receivables	2.53%	0.53%

## SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Marketing Companies	45.02%	46.61%
Commercial Banks	8.30%	7.78%
Oil & Gas Exploration Companies	7.13%	6.53%
Fertilizer	4.17%	4.17%
Cement	3.98%	4.69%
Others	14.58%	17.39%

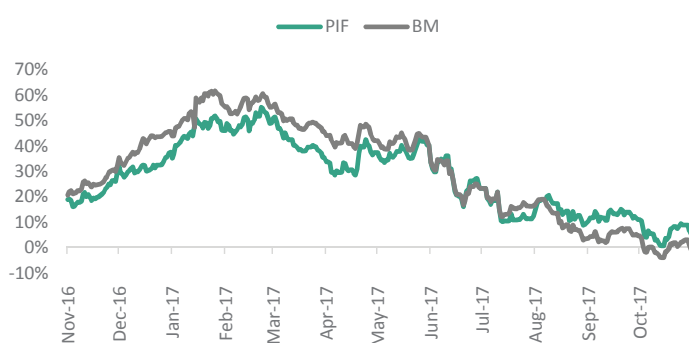
## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## FUND RETURNS \*

	PIF Total	PIF Frozen	PIF Ex Frozen	BENCHMARK
Calendar Year to Date Return (Cumulative)	-9.31%	-2.67%	-13.90%	-17.13%
Year to Date Return (Cumulative)	-8.21%	1.34%	-14.68%	-14.92%
1 Month Cumulative Return	-5.47%	-8.44%	-2.35%	-6.58%
3 Month Cumulative Return	-6.87%	-0.67%	-11.17%	-13.90%
6 Month Cumulative Return	-14.07%	-8.93%	-17.63%	-19.64%
1 Year Cumulative Return	5.20%	5.90%	5.18%	-0.69%
3 Year Cumulative Return	21.13%	27.10%	17.16%	30.42%
5 Year Cumulative Return	125.43%	170.73%	105.26%	149.01%
Standard Deviation**	19.78%	25.48%	21.39%	21.85%

## PIF vs BENCHMARK (12M Rolling Returns)



## TOP TEN HOLDINGS

United Bank Limited
Sui Northern Gas Pipeline Ltd
Pakistan State Oil Company Ltd
Pakistan Petroleum Ltd
Oil & Gas Development Co Ltd
MCB Bank Ltd
Lucky Cement Ltd
Hub Power Company Ltd
Habib Bank Ltd
Engro Corporation Ltd

## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

## FUND MANAGER'S REPORT

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

## INVESTMENT OBJECTIVE

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

## FUND MANAGER'S COMMENTS

**DEBT SUB FUND :** The Fund's return for the month of Oct'17 stood at 4.44% p.a., fund decreased its exposure in bank deposits while increasing exposure in T.Bills. Weighted average maturity of the fund stood at 669 days.

**MONEY MARKET SUB FUND :** The Fund's Monthly return stood at 4.18% p.a. During the month the Fund increased the exposure in T.Bills and decreased the exposure in bank deposit. Weighted average maturity of the fund stood at 35 days.

**EQUITY SUB FUND :** The Fund posted a return of -5.34% during the month vs KSE-100 Index return of -6.58% M/M during Oct'17. The equity exposure at the end of month stood at 83.62%.

## FUND INFORMATION

Launch Date	16-Dec-11
Management Fee	1.5% p.a
Trustee	Central Depository Co. of Pakistan
Auditor	KPMG Taseer Hadi & Co.
Category	Pensions Scheme
Front end Load	Upto 3%
Back end Load	Nil
AMC Rating	AM2 (JCRVIS) 30/12/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Risk Profile	Investor Dependent

	MMSF	DSF	ESF
AUM Million	159,680	185,464	210,126
NAV(PKR)	143.2504	155.2778	339.1528
WAM (Days)	35	669	
Leverage		Nil	

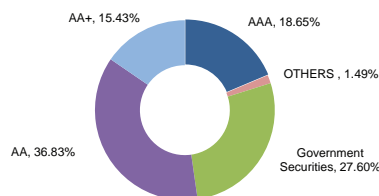
## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Faizan Saleem	Sr. Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

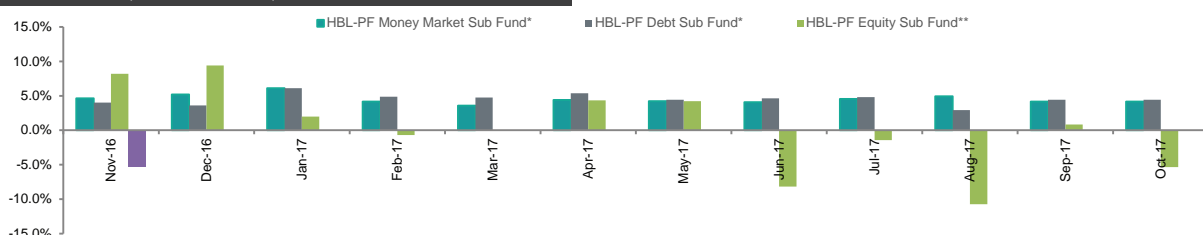
## FUND RETURNS \*

	MMSF	DSF	ESF
Return Since Inception	7.35%	9.40%	239.15%
Calendar Year to Date Return(Cumulative)	4.55%	4.51%	-16.02%
Year to Date Return (Cumulative)	4.56%	3.61%	-16.90%
1 Month Cumulative Return	4.18%	4.44%	-5.34%
3 Month Cumulative Return	4.44%	3.71%	-14.80%
6 Month Cumulative Return	4.45%	3.94%	-20.47%
1 Year Cumulative Return	4.64%	4.42%	-0.59%
3 Year Cumulative Return	5.11%	7.28%	37.45%
5 Year Cumulative Return	6.49%	8.28%	148.57%
Standard Deviation**	0.66%	0.99%	21.26%

## CREDIT QUALITY - HBL MONEY MARKET SUB FUND



## HBL PENSION FUND (MoM Returns)



## ASSET ALLOCATION (% of Total Assets)

Money Market Sub Fund	Oct-17	Sep-17
Tbill	27.60%	8.90%
Cash	20.73%	37.33%
Placement With Banks and DFI	50.19%	52.60%
Sukuk	0.00%	0.00%
Others & receivables	1.49%	1.17%

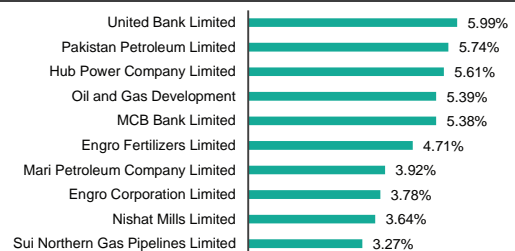
Debt Sub Fund	Oct-17	Sep-17
Placement With Banks and DFI	30.94%	26.88%
Tbill	31.68%	28.29%
PIB	0.03%	0.03%
TFCs	26.55%	26.50%
Cash	5.42%	14.51%
Commercial Paper	2.02%	2.15%
Others & receivables	3.37%	1.65%

Equity Sub Fund	Oct-17	Sep-17
Stock / Equities	83.62%	91.98%
Cash	13.64%	7.67%
Others & receivables	2.74%	0.35%

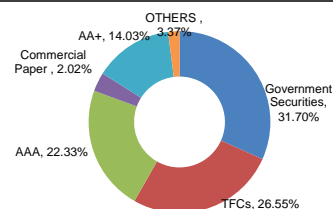
## SECTOR ALLOCATION EQUITY Oct-17 Sep-17

Oil & Gas Exploration Companies	17.46%	17.39%
Commercial Banks	13.32%	13.98%
Fertilizer	10.45%	10.39%
Oil & Gas Marketing Companies	8.08%	9.21%
Cement	7.39%	8.21%
Others	26.93%	32.79%

## TOP TEN EQUITIES (% OF TOTAL ASSETS)



## CREDIT QUALITY - HBL DEBT SUB FUND



\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved risk disclosure for special feature.

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

## FUND MANAGER'S REPORT

### INVESTMENT OBJECTIVE

To generate returns on Investment as per the respective Allocation Plan by investing in Mutual Funds in line with the risk tolerance of the Investor.

### FUND MANAGER'S COMMENTS

**CONSERVATIVE ALLOCATION PLAN:** The fund posted a return of -0.02% during the month under review against the benchmark return of -0.24%.

**ACTIVE ALLOCATION PLAN:** The fund posted a return of 0.10% during the month under review against the benchmark return of -0.10%.

**STRATEGIC ALLOCATION PLAN:** The fund posted a return of 0.07% during the month under review against the benchmark return of -0.06%.

### FUND INFORMATION

Launch Date	11-Oct-17
Management Fee	NIL (1.0% p.a. Management Fee will be charged if investment is made in funds other than HBL Asset Management)
Listing	Pakistan Stock Exchange
Trustee	MCB Financial Services Limited (MCB FSL)
Auditor	Delloite Yousuf Adil Pakistan
Benchmark	Weighted Avg Return of KSE-100 Index and 6M KIBOR
Type	Open End
Category	Fund of Funds Scheme
Front end Load	Up-to 2%
Back end Load	SAP:(1% for 1 Year and 0.5% thereon)
AMC Rating	AM2 (JCRVIS) 30/12/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Risk	Investor Dependent (low to High)
Leverage	NIL
Expense Ratio without Levies (CAP)	0.16%
Expense Ratio without Levies (AAP)	0.16%
Expense Ratio without Levies (SAP)	0.23%
Expense Ratio with Levies (CAP)	0.19%
Expense Ratio with Levies (AAP)	0.21%
Expense Ratio with Levies (SAP)	0.28%

FUND SIZE	CAP	AAP	SAP
AUM Million	177.9505	183.4025	203.4193
NAV(PKR)	99.9752	100.1014	100.0724
Leverage		Nil	

### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager- Fixed Income
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

### FUND RETURNS \*

	FPF AAP	BENCHMARK
Return Since Inception	0.10%	-0.10%
Year to Date	0.10%	-0.10%
Calendar Year to Date	0.10%	-0.10%
1 Month Return	N.A.	N.A.
3 Months Return	N.A.	N.A.
6 Months Return	N.A.	N.A.
1 Year Return	N.A.	N.A.

### NON-COMPLIANT INVESTMENTS

Nil

### ASSET ALLOCATION (% of Total Assets)

Conservative Allocation Plan (CAP)	Oct-17	Sep-17
Equity Funds	19.14%	
Income Funds	76.53%	
Cash	3.68%	
Others including receivables	0.64%	

Active Allocation Plan (AAP)	Oct-17	Sep-17
Equity Funds	19.20%	
Income Funds	77.66%	
Cash	1.98%	
Others including receivables	1.16%	

Strategic Allocation Plan (SAP)	Oct-17	Sep-17
Equity Funds	18.22%	
Income Funds	80.90%	
Cash	0.25%	
Others including receivables	0.64%	

### FUND RETURNS \*

	FPF CAP	BENCHMARK
Return Since Inception	-0.02%	-0.24%
Year to Date	-0.02%	-0.24%
Calendar Year to Date	-0.02%	-0.24%
1 Month Return	N.A.	N.A.
3 Months Return	N.A.	N.A.
6 Months Return	N.A.	N.A.
1 Year Return	N.A.	N.A.

### FUND RETURNS \*

	FPF SAP	BENCHMARK
Return Since Inception	0.07%	-0.06%
Year to Date	0.07%	-0.06%
Calendar Year to Date	0.07%	-0.06%
1 Month Return	N.A.	N.A.
3 Months Return	N.A.	N.A.
6 Months Return	N.A.	N.A.
1 Year Return	N.A.	N.A.

Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

**FUND MANAGER'S REPORT**





# Islamic Funds



## INVESTMENT OBJECTIVE

The objective of HBL Islamic Money Market Fund is to seek high liquidity, competitive return and maximum possible preservation of capital for investors by investment in low risk Shariah Compliant securities

## FUND MANAGER'S COMMENTS

The fund earned an annualized return of 3.80% against the benchmark return of 2.59%. On YTD basis, HBL IMMF yielded an annualized return of 3.93%, showing an outperformance of 136 bps over the benchmark performance. During the month, fund size stood at 798 million compared to PKR 776mn in September'17. The fund maintained exposure of 91.84% as cash in Daily Product Accounts with Islamic Banks and remaining 7.21% was placed in TDRs. Going forward, we expect returns to remain stable while looking out for better rates offered by Islamic banks and Islamic windows of Conventional Banks.

## FUND INFORMATION

Net Assets	PKR.798 million
Net Assets excluding Fund of Funds	PKR.798 million
NAV	PKR. 101.9614
Launch Date	10-May-11
Management Fee	1% p.a
Expense Ratio without Levies	0.46%
Expense Ratio with Levies	0.56%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	Three months average deposit rates of three (3) AA rated Islamic Banks or Islamic windows of Conventional Banks as selected by MUFAP.
Type	Open End
Category	Islamic Money Market Scheme
Front end Load	Nil
Back end Load	Nil
AMC Rating	AM2 ( JCR VIS) 30/12/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Fund Stability Rating	AA(f) (JCR VIS) 01/05/2017
Leverage	Nil
Risk	Low
Weighted Average Maturity (Days)	3

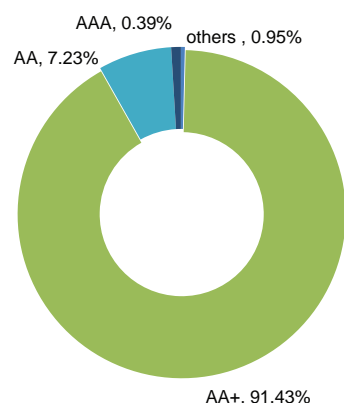
## ASSET ALLOCATION(% OF TOTAL ASSETS)

	Oct-17	Sep-17
Cash	91.84%	91.80%
Placement With Banks and DFIs	7.21%	7.42%
GoP Ijara Sukuks	0.00%	0.00%
Others Including receivables	0.95%	0.78%
Total Including Fund of Fund	100.00%	100.00%
Total Excluding Fund of Fund	100.00%	

## FUND RETURNS (%)\*

	HBL IMMF*	Benchmark
Annualized Return Since Inception	8.09%	5.93%
Year to Date Annualized Return	3.93%	2.57%
Calendar YTD Annualized Return	4.07%	2.57%
1 Month Annualized Return	3.80%	2.59%
3 Month Annualized Return	3.91%	2.57%
6 Month Annualized Return	3.83%	2.56%
12 Month Annualized Return	4.08%	2.60%
3 Years Annualized Return	4.84%	4.63%
5 Years Annualized Return	6.40%	5.46%

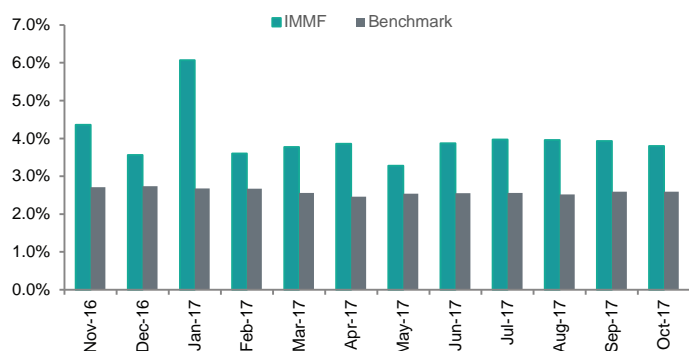
## ASSET QUALITY (% Total Assets)



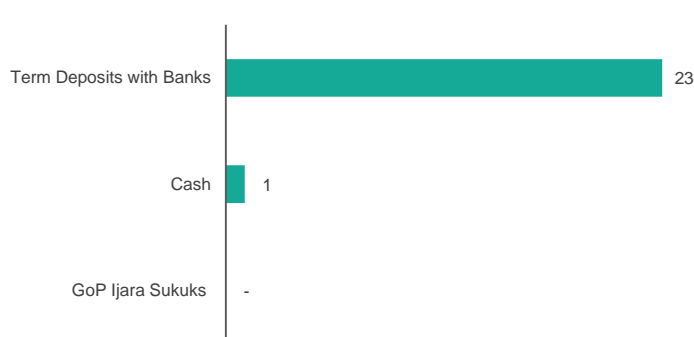
## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## HBL ISLAMIC MMF vs BENCHMARK (MoM Returns)



## WEIGHTED AVERAGE MATURITY (DAYS)



## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

### INVESTMENT OBJECTIVE

The Investment Objective of the Fund is to provide competitive risk adjusted returns to its investors by investing in a diversified portfolio of long, medium and short term Shariah compliant debt instruments while taking in to account liquidity considerations.

### FUND MANAGER'S COMMENTS

The fund earned an annualized return of 6.37% against the benchmark of 2.51%. During the month, the fund size slightly increased to PKR 4,099mn from PKR 4,056mn in September'17. The fund increase its exposure in Corporate Sukuks to 11.02% from 10% while keeping major portion in bank deposits. The weighted average time to maturity of the portfolio increased to 337 days against 310 days in September'17. Going forward, the fund intends to increase exposure in high rated Corporate Sukuks to augment the returns.

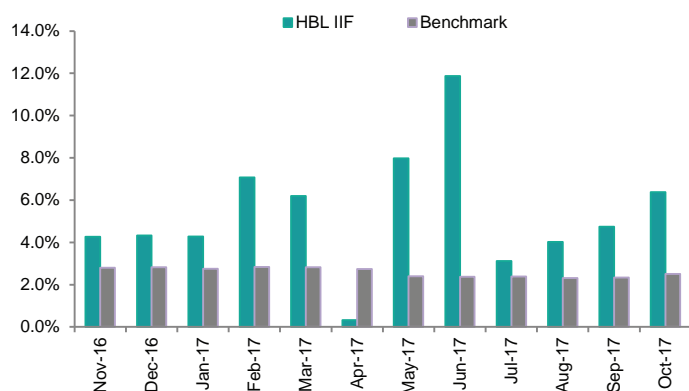
### FUND INFORMATION

Net Assets	PKR 4,099 mn
Net Assets excluding Fund of Funds	PKR 1,163 mn
NAV	PKR 102.6312
Launch Date	29-May-14
Management Fee	10% of gross earnings subject to a minimum fee of 0.50% and a maximum fee of 1.50% of average daily net assets
Expense Ratio without Levies	0.29%
Expense Ratio with Levies	0.38%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	6M average deposit rates of 3 A rated Islamic Banks or Islamic Widows of Conventional Banks as per MUFAP
Type	Open End
Category	Shariah Compliant Income Scheme
Front end Load	Up to 2%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Fund Stability Rating	A+(f) (JCR VIS) 05-Jan-17
Leverage	Nil
Risk	Low
Weighted Average Maturity (Days)	337

### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Jawad Naeem	Fund Manager - Equity
Adeel Abdul Wahab	Fund Manager - Equity
Faizan Saleem	Sr. Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

### HBL ISLAMIC INCOME FUND VS BENCHMARK (MOM RETURNS)



### NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

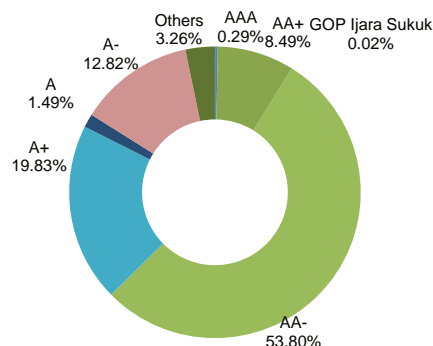
### ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	63.21%	66.24%
Placement with Banks & Modarabas	22.49%	23.13%
TFCs / Corporate Sukuks	11.02%	10.00%
GOP Ijara Sukuk	0.02%	0.02%
Others Including receivables	3.26%	0.60%
Total including Fund of Fund	100.00%	100.00%
Total excluding Fund of Fund	28.38%	

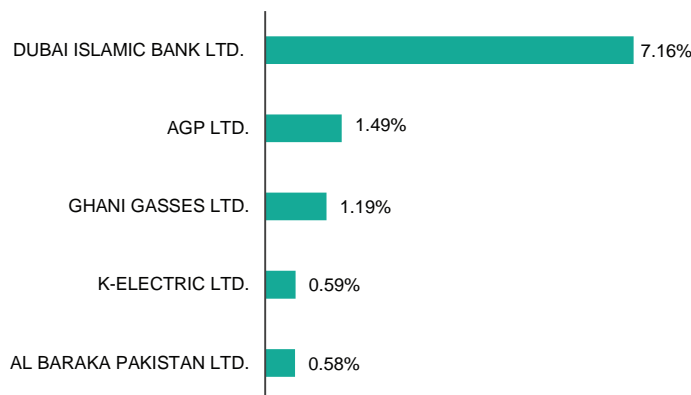
### FUND RETURNS \* HBL IIF BENCHMARK

Annualized Return Since Inception	6.63%	4.86%
Year to Date Annualized Return	4.59%	2.39%
Calendar Year to Date Annualized Return	5.75%	2.55%
1 Month Annualized Return	6.37%	2.51%
3 Month Annualized Return	5.07%	2.39%
6 Month Annualized Return	6.43%	2.39%
1 Year Annualized Return	5.54%	2.59%
3 Years Annualized Return	6.18%	4.59%
5 Years Annualized Return	N.A.	N.A.

### ASSET QUALITY (% of Total Assets)



### TOP TEN HOLDINGS (% of Total Asset)



### FUND MANAGER'S REPORT

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

## INVESTMENT OBJECTIVE

The objective of the Fund is to provide superior returns through investments in Shariah Compliant equity securities and Shariah Compliant income /money market instruments.

## FUND MANAGER'S COMMENTS

In the month of October'17 the fund posted a negative return of 1.22% vs. benchmark return of 1.17%, an underperformance of 5bps. Volatility yet again was the highlight of the month as KMI-30 declined -5.80% MoM. Index was mainly supported by the index heavy weight Oil & Gas exploration, while cement sector contributed on the negative side. During the month, allocation was largely maintained, major change was the increase in exposure in Oil & Gas exploration, Oil & Gas Marketing Companies and Power generation & distribution. The fund was invested in equities up to 23.31%.

## FUND INFORMATION

Net Assets (mln)	PKR 2,435.79
NAV	PKR 101.4912
Launch Date	11-Jan-16
Management Fee	1.5% p.a.
Expense Ratio without Levies	0.58%
Expense Ratio with Levies	0.70%
Selling & Marketing expense	0.00%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	Weighted average daily return of KMI30 and 6M deposit rate of A rated (and above) Islamic Banks or Islamic Banking windows of scheduled commercial banks, based on the actual proportion held by the scheme
Type	Open End
Category	Islamic Asset Allocation Scheme
Front end Load	Up to 2.00%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut-off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	Moderate to High

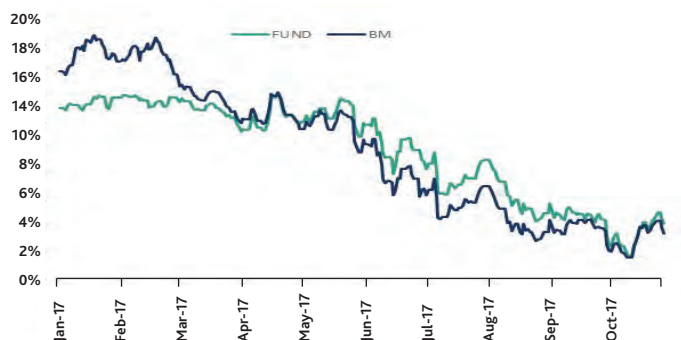
## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Jawad Naeem	Fund Manager - Equity
Adeel Abdul Wahab	Fund Manager - Equity
Faizan Saleem	Sr.Fund Manager Fixed Income
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## TOP TEN HOLDINGS (Sukuks)

Dubai Islamic Bank Limited	7.21%
Fatima Fert Sukuk	1.82%

## HBL IAAF vs. BENCHMARK (12M Rolling Returns)



## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data.

## ASSET ALLOCATION (% OF TOTAL ASSETS)

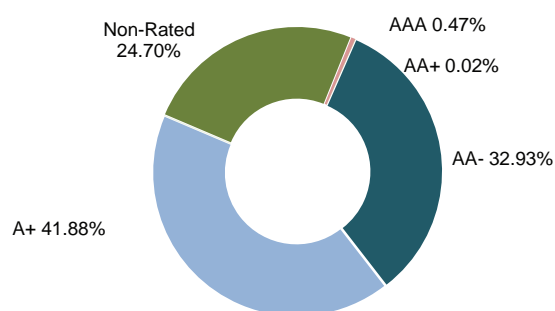
	Oct-17	Sep-17
Cash	66.27%	62.82%
Government of Pakistan Ijarah Sukuk	0.00%	0.00%
Sukuks	9.03%	12.36%
Stock/Equities	23.31%	24.39%
Others Including Receivables	1.39%	0.44%

## FUND RETURNS \*

HBL IAAF\* BENCHMARK

Cumulative Return Since Inception	9.09%	11.48%
Calendar Year to Date Return (Cumulative)	-2.55%	-2.95%
Year to Date Return (Cumulative)	-3.89%	-2.93%
1 Month Cumulative Return	-1.22%	-1.17%
3 Month Cumulative Return	-3.89%	-3.36%
6 Month Cumulative Return	-4.86%	-4.24%
1 Year Cumulative Return	4.18%	3.43%
Standard Deviation**	6.93%	6.74%

## ASSET QUALITY (% Total Assets)



## SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Exploration Companies	6.35%	5.84%
Cement	3.18%	3.72%
Fertilizer	2.69%	2.72%
Oil & Gas Marketing Companies	2.36%	2.49%
Power Generation & Distribution	2.22%	2.12%
Others	6.50%	7.50%

## TOP TEN HOLDINGS (Equities)

Hub Power Company Ltd	2.22%
Pakistan Petroleum Ltd	1.83%
Oil & Gas Development Co. Ltd	1.76%
Engro Corporation Ltd	1.72%
Pakistan Oilfields Ltd	1.48%
Mari Petroleum Company Ltd	1.28%
Lucky Cement Ltd	1.20%
Nishat Mills Ltd	1.14%
Sui Northern Gas Pipelines Ltd	1.02%
Engro Fertilizers Ltd	0.97%

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

### INVESTMENT OBJECTIVE

The objective of the Fund is to achieve long-term capital growth by investing mainly in Shariah Compliant equity securities.

### FUND MANAGER'S COMMENTS

In the month of October'17 the fund posted a negative return of 5.28% vs. benchmark return of -5.80%, an outperformance of 52bps. Volatility yet again was the highlight of the month as KMI-30 declined -5.80% MoM. Index was mainly supported by the index heavy weight Oil & Gas exploration, while cement sector contributed on the negative side. During the month, allocation was largely maintained, major change was the increase in exposure in Oil & Gas exploration, Oil & Gas Marketing Companies and fertilizer sector. The fund was invested in equities up to 79.76%.

### FUND INFORMATION

Net Assets (mln)	PKR 1,259.60
Net Assets excluding Fund of Funds (mln)	PKR 902.37
NAV	PKR 107.1333
Launch Date	10-May-11
Management Fee	2.0% p.a.
Expense Ratio with Levies	0.98%
Expense Ratio without Levies	0.85%
Selling & Marketing expense	0.00%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KMI30 Index
Type	Open End
Category	Islamic Equity Scheme
Front end Load	Upto 2.00%
Back end Load	Nil
AMC Rating	AM2 (JCR VIS) 30-Dec-16
Dealing Days	Monday-Friday
Cut-off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	High

### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager - Equity
Adeel Abdul Wahab	Fund Manager - Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

### HBL ISLAMIC STOCK FUND VS BENCHMARK (12 ROLLING RETURNS)



### NON-COMPLIANT INVESTMENTS

NIL

### ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	18.43%	18.79%
Stock / Equities	79.76%	80.05%
Others Including Receivables	1.81%	1.16%
Total Including Fund of FVunds	100.00%	100.00%
Total Excluding Fund of Funds	71.64%	

### SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Exploration Companies	21.66%	19.60%
Cement	12.83%	13.11%
Oil & Gas Marketing Companies	8.69%	7.90%
Fertilizer	8.39%	6.58%
Power Generation & Distribution	6.77%	6.71%
Others	21.43%	26.15%

### FUND RETURNS \*

### HBL ISF BENCHMARK

Cumulative Return Since Inception	161.92%	232.07%
Calendar Year to Date Return (Cumulative)	-18.11%	-17.73%
Year to Date Return (Cumulative)	-17.60%	-14.38%
1 Month Cumulative Return	-5.28%	-5.80%
3 Month Cumulative Return	-16.23%	-14.99%
6 Month Cumulative Return	-22.07%	-20.33%
1 Year Cumulative Return	-0.98%	0.98%
3 Year Cumulative Return	14.87%	38.19%
5 Year Cumulative Return	94.75%	141.89%
Standard Deviation**	23.42%	25.15%

### TOP TEN HOLDINGS (% of Total Asset)

Hub Power Company Ltd	6.77%
Pakistan Petroleum Ltd	6.47%
Oil & Gas Development Co Ltd	5.72%
Engro Corporation Ltd	5.31%
Pakistan Oilfields Ltd	5.00%
Mari Petroleum Company Ltd	4.47%
Lucky Cement Ltd	4.34%
Sui Northern Gas Pipeline Ltd	3.93%
D G Khan Cement Co.Ltd.	3.79%
Nishat Mills Ltd	3.76%

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

(MUFAP) Recommended Format

### FUND MANAGER'S REPORT

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.



## INVESTMENT OBJECTIVE

The objective of the Fund is to provide the maximum total return to the unit holders from investment in shariah compliant equity investments for the given level of risk.

## FUND MANAGER'S COMMENTS

In the month of October'17 the fund posted a negative return of 4.84% vs. benchmark return of -5.80%, an outperformance of 96bps. Volatility yet again was the highlight of the month as KMI-30 declined -5.80% MoM. Index was mainly supported by the index heavy weight Oil & Gas exploration, while cement sector contributed on the negative side. During the month, allocation was largely maintained, major change was the increase in exposure in Oil & Gas exploration, Oil & Gas Marketing Companies and Power generation & distribution. The fund was invested in equities up to 82.07%.

## FUND INFORMATION

Net Assets (mln)	PKR 1,156.16
Net Assets excluding Fund of Funds (mln)	PKR 175.10
NAV	PKR 88.6515
Launch Date	29-May-14
Management Fee	2% p.a
Expense Ratio with Levies	1.08%
Expense Ratio without Levies	0.93%
Selling & Marketing expense	0.01%
Listing	Pakistan Stock Exchange
Trustee	Central Depository Co. of Pakistan
Auditor	Deloitte Yousuf Adil Pakistan
Benchmark	KMI-30 Index
Type	Open End
Category	Islamic Equity Scheme
Front end Load	Upto 2.00%
Back end Load	Nil
AMC Rating	AM2 (JCRVIS) 30/12/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Leverage	Nil
Risk	High

## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

## ASSET ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Cash	16.47%	17.17%
Stock / Equities	82.07%	81.85%
Others Including Receivables	1.46%	0.98%
Total Including Fund of Funds	100.00%	100.00%
Total Excluding Fund of Funds	15.15%	

## SECTOR ALLOCATION (% of Total Assets)

	Oct-17	Sep-17
Oil & Gas Exploration Companies	22.15%	20.09%
Cement	12.98%	13.19%
Oil & Gas Marketing Companies	9.08%	7.76%
Fertilizers	8.63%	8.34%
Power Generation & Distribution	7.19%	5.94%
Others	22.03%	26.53%

## FUND RETURNS \*

	HBL IEF	BENCHMARK
Cumulative Return Since Inception	45.74%	44.03%
Calendar Year to Date Return (Cumulative)	-16.26%	-17.73%
Year to Date Return (Cumulative)	-15.95%	-14.38%
1 Month Cumulative Return	-4.84%	-5.80%
3 Month Cumulative Return	-15.15%	-14.99%
6 Month Cumulative Return	-20.04%	-20.33%
1 Year Cumulative Return	-0.55%	0.98%
3 Year Cumulative Return	34.50%	38.19%
Standard Deviation**	21.83%	25.15%

## TOP TEN HOLDINGS

Hub Power Company Ltd	7.19%
Oil & Gas Development Co Ltd	6.31%
Pakistan Petroleum Ltd	6.29%
Engro Corporation Ltd	5.50%
Pakistan Oilfields Ltd	5.11%
Lucky Cement Ltd	5.07%
Mari Petroleum Company Ltd	4.44%
Nishat Mills Ltd	4.22%
Sui Northern Gas Pipeline Ltd	4.05%
D G Khan Cement Co.Ltd.	3.93%

## HBL IEF vs. BENCHMARK (12M Rolling Returns)



## NON-COMPLIANT INVESTMENTS

NIL

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

### INVESTMENT OBJECTIVE

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

### FUND MANAGER'S COMMENTS

**MONEY MARKET SUB FUND:** The fund posted a return of 3.08%. Majority of the AUMs were kept in deposits as the risk adjusted returns on alternate asset classes were on the lower side. **DEBT SUB FUND:** The fund posted a return of 2.73%. The fund manager is looking out for opportunities to trim exposure in GOP Ijarah Sukuks and increase exposure in Corporate Sukuks to increase the fund returns.

**EQUITY SUB FUND:** The fund posted a return of -4.88% vs KMI-30 Index return of -5.80% M/M during Oct'17. The equity exposure at the end of the month stood at 83.38%.

### FUND INFORMATION

Launch Date	16-Dec-11
Management Fee	1.5% p.a
Trustee	Central Depository Co. of Pakistan
Auditor	KPMG Taseer Hadi & Co.
Category	Shariah Compliant Pension scheme
Front end Load	Upto 3%
Back end Load	Nil
AMC Rating	AM2 (JCRVIS) 30/12/2016
Dealing Days	Monday-Friday
Cut off time	9:00 AM-4:00 PM
Price Mechanism	Forward Pricing
Risk	Investor Dependent

### FUND SIZE

	MMSF	DSF	ESF
AUM Million	69.8004	91.5624	151.3236
NAV(PKR)	136.3142	138.9412	367.0953
WAM (Days)	57	359	
Leverage		Nil	

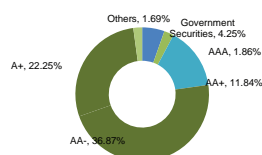
### INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager- Fixed Income
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

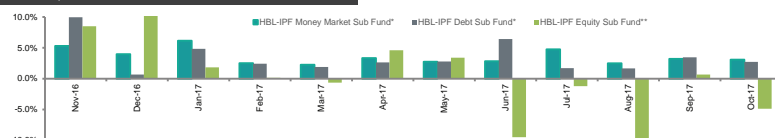
### FUND RETURNS\*

	MMSF	DSF	ESF
Return Since Inception	6.17%	6.62%	267.10%
Calendar Year to Date Return (Cumulative)	3.39%	3.09%	-17.49%
Year to Date Return (Cumulative)	3.40%	2.39%	-16.82%
1 Month Cumulative Return	3.08%	2.73%	-4.88%
3 Month Cumulative Return	2.94%	2.61%	-15.80%
6 Month Cumulative Return	3.21%	3.12%	-22.16%
1 Year Cumulative Return	3.62%	3.47%	-0.07%
3 Year Cumulative Return	4.23%	4.48%	32.81%
5 Year Cumulative Return	4.89%	5.23%	162.05%
Standard Deviation**	1.24%	2.57%	23.48%

### CREDITY QUALITY- HBL MONEY MARKET SUB FUNDS



### HBL PENSION FUND (MoM Returns)



### NON-COMPLIANT INVESTMENTS - IPF MMSF

Non-Compliant Investment	Exposure Limit	Exposure (% of Total Assets)	Exposure (% of Net Assets)	Excess Exposure (% of Total Assets)	Excess Exposure (% of Net Assets)
Faysal Bank Limited	20.00%	21.25%	21.49%	1.25%	1.49%

The scheme holds certain non-compliant investments. Before making any investment decision, investors should review this document and latest financial statements.

\*Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

\*\*Calculated on 12Month trailing data

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

### FUND MANAGER'S REPORT

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved risk disclosure for special feature.

### ASSET ALLOCATION (% of Total Assets)

Money Market Sub Fund (MMSF)	Oct-17	Sep-17
GoP Ijarah Sukuk	4.25%	4.24%
Cash	55.82%	32.41%
Placement With Banks and DFI	38.24%	59.43%
Corporate Sukuk	0.00%	0.00%
Others including receivables	1.69%	3.92%

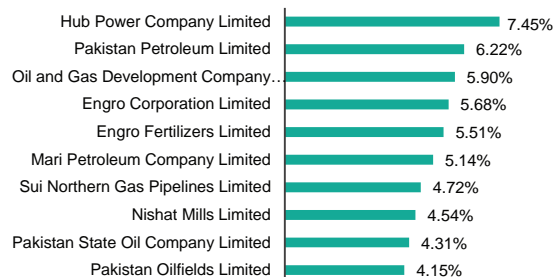
Debt Sub Fund (DSF)	Oct-17	Sep-17
GoP Ijarah Sukuk	29.57%	26.39%
Cash	17.16%	25.74%
Placement With Banks and DFI	38.83%	34.66%
Corporate Sukuk	12.67%	9.60%
Others including receivables	1.77%	3.60%

Equity Sub Fund	Oct-17	Sep-17
Stock / Equities	83.38%	92.10%
Cash	13.26%	7.39%
Others including receivables	3.35%	0.51%

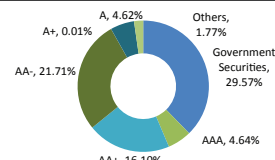
### SECTOR ALLOCATION EQUITY

	Oct-17	Sep-17
Oil & Gas Exploration Companies	21.41%	20.89%
Fertilizer	13.23%	13.25%
Oil & Gas Marketing Companies	10.14%	12.94%
Cement	8.00%	8.09%
Power Generation & Distribution	7.45%	7.62%
Others	23.15%	29.31%

### TOP TEN EQUITIES (% OF TOTAL ASSETS)



### CREDIT QUALITY- HBL DEBT SUB FUNDS



## INVESTMENT OBJECTIVE

To generate returns on Investment as per the respective Allocation Plan by investing in Shariah Compliant Mutual Funds in line with the risk tolerance of the Investor.

## FUND MANAGER'S COMMENTS

**CONSERVATIVE ALLOCATION PLAN:** The fund posted a return of -0.42% for the month under review against the benchmark return of -0.97%.

**ACTIVE ALLOCATION PLAN:** The fund posted a return of 0.35% for the month under review against the benchmark return of 0.60 %.

**STRATEGIC ALLOCATION PLAN:** The fund posted a return of -0.37% for the month under review against the benchmark return of -1.11%.

## FUND INFORMATION

Launch Date	B16:B40B16:B39B1B16:B41	19-Jun-17
Management Fee	NIL (1.0% p.a. Management Fee will be charged if investment is made in funds other than HBL Asset Management)	
Listing	Pakistan Stock Exchange	
Trustee	MCB Financial Services Limited (MCB FSL)	
Auditor	Delloitte Yousuf Adil Pakistan	
Benchmark	Weighted Avg Return of KMI-30 Index and 6M Avg. Deposit Rate of 3 Islamic Banks	
Type	Open End	
Category	Shariah Compliant Fund of Funds Scheme	
Front end Load	Up-to 2%	
Back end Load	SAP:(1% for 1 Year and 0.5% thereon)	
AMC Rating	AM2 (JCRVIS) 30/12/2016	
Dealing Days	Monday-Friday	
Cut off time	9:00 AM-4:00 PM	
Price Mechanism	Forward Pricing	
Risk	Investor Dependent (low to High)	
Leverage	NIL	
Expense Ratio without Levies (CAP)	0.11%	
Expense Ratio without Levies (AAP)	0.11%	
Expense Ratio without Levies (SAP)	0.09%	
Expense Ratio with Levies (CAP)	0.16%	
Expense Ratio with Levies (AAP)	0.16%	
Expense Ratio with Levies (SAP)	0.12%	

FUND SIZE	CAP	AAP	SAP
AUM Million	78.0058	263.5704	4,182.1010
NAV(PKR)	98.2339	97.7450	98.9622
Leverage	Nil		

## INVESTMENT COMMITTEE

Farid Ahmed Khan, CFA	Chief Executive Officer
Muhammad Imran	Chief Investment Officer
Tauqir Shamshad	Head of Fixed Income
Faizan Saleem	Sr. Fund Manager- Fixed Income
Jawad Naeem	Fund Manager- Equity
Adeel Abdul Wahab	Fund Manager- Equity
Noman Ameer	Manager Risk
Sateesh Balani, CFA	Head of Research

FUND RETURNS *	IFPF AAP	BENCHMARK
Return Since Inception	-2.34%	-1.28%
Year to Date	-2.51%	-1.35%
Calendar Year to Date	N.A.	N.A.
1 Month Return	-0.89%	0.60%
3 Months Return	-2.51%	-1.35%
6 Months Return	N.A.	N.A.
1 Year Return	N.A.	N.A.

## ASSET ALLOCATION (% of Total Assets)

Conservative Allocation Plan (CAP)	Oct-17	Sep-17
Equity Funds	19.01%	18.06%
Income Funds	71.58%	67.53%
Cash	9.25%	4.48%
Others including receivables	0.16%	9.93%

Active Allocation Plan (AAP)	Oct-17	Sep-17
Equity Funds	28.71%	19.00%
Income Funds	65.69%	71.10%
Cash	5.40%	8.52%
Others including receivables	0.20%	1.38%

Strategic Allocation Plan (SAP)	Oct-17	Sep-17
Equity Funds	29.81%	19.65%
Income Funds	64.64%	74.61%
Cash	5.11%	5.31%
Others including receivables	0.44%	0.43%

FUND RETURNS *	IFPF CAP	BENCHMARK
Return Since Inception	-1.45%	-2.51%
Year to Date	-1.78%	-2.33%
Calendar Year to Date	-1.45%	-2.51%
1 Month Return	-0.42%	-0.97%
3 Months Return	-1.89%	-2.62%
6 Months Return	N.A.	N.A.
1 Year Return	N.A.	N.A.

FUND RETURNS *	IFPF SAP	BENCHMARK
Return Since Inception	-0.41%	-1.30%
Year to Date	-0.91%	-1.50%
Calendar Year to Date	-0.41%	-1.30%
1 Month Return	-0.37%	-1.11%
3 Months Return	-0.97%	-1.68%
6 Months Return	N.A.	N.A.
1 Year Return	N.A.	N.A.

## NON-COMPLIANT INVESTMENTS

Nil

Funds returns computed on NAV to NAV with the dividend reinvestment (excluding sales load)

Mutual Fund Association of Pakistan (MUFAP) Recommended Format

**Risk Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and risks involved including risk disclosure for special feature.

### LAST FIVE YEAR PERFORMANCE

FUND NAME	FY-17	FY-16	FY-15	FY-14	FY-13
HBL Income Fund	4.64%	6.12%	12.45%	9.91%	7.69%
Benchmark	6.10%	6.52%	9.01%	9.82%	9.93%
HBL Money Market Fund	6.45%	5.09%	8.80%	8.11%	9.28%
Benchmark	5.26%	5.58%	7.87%	8.46%	8.35%
"HBL Government Securities Fund (Formerly PICIC Income Fund)"	5.54%	7.85%	11.75%	8.78%	9.52%
Benchmark	5.88%	6.27%	8.76%	9.57%	9.68%
"HBL Cash Fund (Formerly PICIC Cash Fund)"	7.18%	6.07%	10.51%	8.37%	9.07%
Benchmark	5.00%	4.71%	6.83%	7.16%	7.59%
HBL Islamic Money Market Fund	4.19%	4.29%	6.73%	6.86%	8.45%
Benchmark	3.22%	5.40%	6.75%	6.62%	6.89%
"HBL Islamic Income Fund (Formerly PICIC Islamic Income Fund)"	5.52%	4.82%	8.37%	8.95%*	
Benchmark	3.37%	5.20%	6.57%	6.49%	
HBL Stock Fund	23.89%	2.59%	8.13%	27.68%	44.42%
Benchmark	20.79%	9.84%	16.01%	41.16%	52.20%
HBL Islamic Stock Fund	24.51%	1.00%	11.82%	30.62%	44.92%
Benchmark	18.80%	15.53%	20.10%	29.89%	54.41%
HBL Equity Fund (Formerly PICIC Stock Fund)	27.67%	6.71%	11.15%	41.93%	48.18%
Benchmark	23.24%	9.84%	16.01%	41.16%	52.20%
"HBL Islamic Equity Fund (Formerly PICIC Islamic Stock Fund)"	24.42%	10.96%	24.49%	0.88%*	
Benchmark	18.80%	15.53%	20.10%	2.06%	
HBL Multi Asset Fund	18.40%	5.90%	4.90%	24.09%	37.59%
Benchmark	16.21%	7.41%	11.21%	23.06%	27.71%
HBL Islamic Asset Allocation Fund	9.83%	3.34%*			
Benchmark	7.63%	6.71%			
HBL Pension Fund - Equity Sub Fund	27.33%	8.96%	31.58%	25.58%	45.41%
HBL Pension Fund - Debt Sub Fund	4.37%	8.06%	11.01%	7.44%	8.91%
HBL Pension Fund - Money Market Fund	4.50%	4.16%	6.88%	7.13%	7.92%
HBL Islamic Pension Fund - Equity Sub Fund	27.56%	5.56%	25.92%	44.41%	50.30%
HBL Islamic Pension Fund - Debt Sub Fund	5.06%	3.23%	4.97%	7.04%	8.67%
HBL Islamic Pension Fund - Money Market Fund	4.15%	2.83%	5.28%	6.08%	7.70%
HBL Energy Fund (Formerly PICIC Energy Fund)	30.12%	-2.86%	8.18%	23.92%	0.55%**
Benchmark	20.79%	9.84%	16.01%	41.16%	-0.50%
PICIC Growth Fund - Total	25.36%	3.39%	-0.72%	35.41%	58.55%
PICIC Growth Fund - Frozen	20.69%	-1.07%	-0.14%	32.66%	91.68%
PICIC Growth Fund - Ex-Frozen	30.99%	9.00%	-1.69%	35.15%	39.32%
Benchmark	23.24%	9.84%	16.01%	41.16%	52.20%
PICIC Investment Fund - Total	23.18%	4.11%	-1.12%	35.39%	54.85%
PICIC Investment Fund - Frozen	15.15%	-1.58%	-0.35%	32.93%	92.92%
PICIC Investment Fund - Ex-Frozen	29.84%	9.08%	-1.96%	34.82%	39.18%
Benchmark	23.24%	9.84%	16.01%	41.16%	52.20%
HBL Islamic Financial Planning Fund (Conservative Allocation Plan)	0.34% *				
Benchmark	-0.19%				
HBL Islamic Financial Planning Fund (Active Allocation Plan)	0.17%*				
Benchmark	0.01%				
HBL Islamic Financial Planning Fund (Strategic Allocation Plan)	0.51% *				
Benchmark	0.20%				

\* Since inception

\*\* Since conversion from closed end to open end

### SINCE INCEPTION PERFORMANCE

Jun-17	Jun-16	Jun-15	Jun-14	Jun-13	Jun-12
14.63%	15.01%	15.15%	13.80%	13.12%	13.14%
10.40%	10.88%	11.40%	11.73%	12.03%	12.43%
11.30%	11.38%	12.03%	11.81%	12.07%	12.35%
7.79%	8.22%	8.70%	8.89%	9.02%	9.36%
12.69%	13.16%	13.20%	12.14%	12.21%	12.41%
9.32%	9.90%	10.63%	11.11%	11.64%	12.64%
11.61%	11.58%	12.06%	11.31%	11.50%	12.00%
7.05%	7.42%	8.01%	8.36%	8.80%	9.57%
8.21%	8.62%	9.28%	9.46%	9.99%	10.45%
6.12%	6.68%	6.98%	7.06%	7.26%	7.58%
6.74%	6.95%	8.48%	8.95%		
5.12%	5.93%	6.56%	6.49%		
249.08%	181.76%	174.63%	153.98%	98.92%	37.74%
281.65%	215.97%	187.66%	147.97%	75.66%	15.41%
217.880%	155.32%	152.79%	126.08%	73.08%	19.43%
287.840%	226.48%	182.60%	135.31%	81.16%	17.32%
259.95%	181.94%	164.22%	137.71%	67.49%	13.03%
303.82%	227.66%	198.31%	157.15%	82.16%	19.69%
73.400%	39.36%	25.59%	0.88%*		
68.220%	41.60%	22.57%	2.06%		
214.50%	165.63%	150.82%	139.09%	92.69%	40.04%
162.52%	125.90%	110.32%	89.11%	53.68%	20.33%
13.50%	3.34%*				
14.84%	6.71%				
308.12%	220.52%	194.17%	123.57%	78.04%	22.44%
9.64%	10.35%	10.18%	8.87%	9.13%	8.74%
7.41%	7.71%	8.37%	8.38%	8.58%	9.09%
341.33%	245.96%	227.76%	160.29%	80.25%	19.93%
6.83%	6.87%	7.65%	8.29%	8.51%	7.55%
6.27%	6.47%	7.30%	7.69%	8.24%	8.59%
70.39%	30.95%	34.80%	24.60%	0.55%**	
116.19%	78.98%	62.95%	40.46%	-0.50%	
0.34%					
-0.19%					
0.17%					
0.01%					
0.51%					
0.20%					



# HBL

## ASSET MANAGEMENT LTD.

## ایس ایٹ مینجمنٹ لمیٹڈ

**Head Office Karachi:**  
7th Floor, Emerald Tower, Clifton,  
Karachi.  
UAN: 111 HBL AMC (111-425-262)  
Fax: 021-35168455  
info@hblasstet.com

**Lahore:**  
102-103, Upper Mall, Lahore  
Tel: 042-36281600  
042-36281640-3  
042-36281610  
Fax: 042-36281686

**Islamabad:**  
HBL Corporate Center,  
HBL building, Jinnah Avenue,  
Islamabad  
Tel: 051-2821183  
Fax: 051-2822206