

# **HBL** IncomeFund

**Annual Report 2015** 

# **TABLE OF CONTENTS**

## HBL INCOME FUND

Vision / Mission / Values	02
Corporate Information	03
Fund Information	04
Fund Manager Report	05-06
Performance Table	07
Trustee Report to the Unit Holders	08
Statement of Compliance with the code of Corporate Governance	09-10
Auditors' Review Report to the Unit Holders on Statement of	
Compliance with the Practices of the code of Corporate Governance	11-12
Independent Auditor's Report to the Unit Holders	13-14
Statement of Assets and Liabilities	15
Income Statement	16
Statement of Comprehensive Income	17
Distribution Statement	18
Statement of Movement in Unit Holders' Fund	19
Cash Flow Statement	20
Notes to the Financial Information	21-41

# **VISION / MISSION / VALUES**

## **OUR VISION**

Enabling people to advance with confidence and success.

## **OUR MISSION**

To make our Investor(s) prosper, our staff excel and create value for our stakeholders.

## **OUR VALUES**

Our values are based upon the fundamental principles that define our culture and are brought to life in our attitude and behavior. It is our values that make us unique and stem from five basic principles

### Excellence

The markets in which we operate are becoming increasingly competitive and our investors now have an abundance of choice. Only through being the very best - in terms of the service we offer, our product and premises - can we hope to be successful and grow.

## Integrity

We are an Asset Management Company in Pakistan and our success depends upon the performance of the Fund(s) which are under management and our investors and society in general expects us to possess an steadfastly adhere to high moral principle and professional standards.

## • Customer Focus

We need to understand fully the need of our investors and to adopt our product and services to meet these. We must strive always to put the satisfaction of our investors first.

## Meritocracy

We believe in giving opportunities and advantage to our employees on the basis of their ability. We believe in rewarding achievement and in providing first class career opportunities for all.

## Progressiveness

We believe in the advancement of society through the adoption of enlightened working practice, innovative new products and processes and a sprit of enterprise.

## **CORPORATE INFORMATION**

## **Management Company**

**HBL** Asset Management Limited.

**Board of Directors** 

Chairman Mr. Towfiq Habib Chinoy (Independent Non-Executive Director)

Directors Mr. Rehan N. Shaikh (Executive Director)
Mr. Rizwan Haider (Non-Executive Director)

Mr. Salahuddin Manzoor
Mr. Salim Amlani
(Non-Executive Director)
Ms. Sima Kamil
(Non-Executive Director)
(Non-Executive Director)

Ms. Sadia Khan (Independent Non-Executive Director)

**Audit Committee** 

 Chairman
 Mr. Salim Amlani
 (Non-Executive Director)

 Members
 Mr. Rizwan Haider
 (Non-Executive Director)

Mr. Salahhuddin Manzoor (Non-Executive Director)

**Human Resource Committee** 

 Chairperson
 Ms. Sima Kamil
 (Non-Executive Director)

 Members
 Mr. Salim Amlani
 (Non-Executive Director)

 Mr. Salahuddin Manzoor
 (Non-Executive Director)

Mr. Rehan N.Shaikh (Executive Director)

Risk Management Committee

ChairmanMr. Rizwan Haider(Non-Executive Director)MembersMr. Salim Amlani(Non-Executive Director)Mr. Salahuddin Manzoor(Non-Executive Director)

Mr. Rehan N.Shaikh (Executive Director)

Company Secretary &

Chief Financial Officer Mr. Noman Qurban

External Auditors KPMG Taseer Hadi & Co., Chartered Accountants,

Sheikh Sultan Trust Building No 02 Beaumont Road, Karachi-75530,Pakistan

Internal Auditors A.F.Ferguson & Co., Chartered Accountants,

 ${\it State Life Buliding No.1-C,I.I Chundrigar Road,}\\$ 

P.O.Box 4716, Karachi.

Trustee Central Depository Company of Pakistan Limtied (CDC)

CDC House,99- B, Block "B" ,S.M.C.H.S, Main Shahra-e-Faisal, Karachi

Legal Advisors Mandviwalla & Zafar, Advocates and Legal Consultants,

Mandviwalla Chambers, C-15, Block 2, Clifiton, Karachi.

Website www.hblasset.com

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

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

# **FUND INFORMATION**

NAME OF FUND HBL Income Fund

FUND MANAGER Ms. Fahad Aziz

**NAME OF AUDITORS** 

**External Auditors** KPMG Taseer Hadi & Co., Chartered Accountants.

Internal Auditors A.F. Ferguson & Co., Chartered Accountants.

NAME OF BANKERS Habib Bank Limited

**Bank Al-Habib Limited** 

**MCB Bank Limited** 

**Habib Metropolitan Bank Limited** 

Standard Chartered Bank (Pakistan) Limited

Bank Al Falah Limited Faysal Bank Limited Allied Bank Limited Soneri Bank Limited NIB Bank Limited

## **FUND MANAGER REPORT**

## **Type and Category of Fund**

Open end Income Fund

## Investment Objective and Accomplishment of Objective

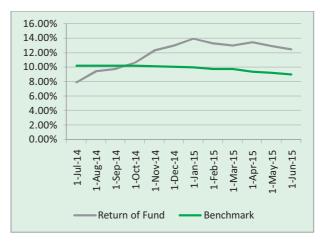
The investment objective of the Fund is to provide a stable stream of income with a moderate level of risk by investing in fixed income securities. The objective of the Fund has been achieved by developing portfolio of a wide range of fixed income securities. The diversification has been achieved by investing portfolio in various sectors, classes of securities and asset classes with varying maturities.

## Benchmark and Performance Comparison with Benchmark

The Fund's benchmark is average six month KIBOR Offer rate.

The comparison of the fund return with benchmark is given below:

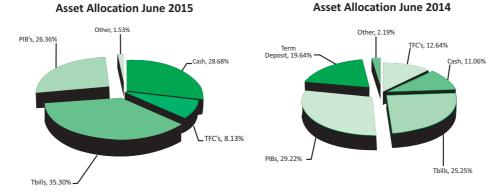
Month	Return of Fund	Benchmark
Jul-14	7.91%	10.17%
Aug-14	9.45%	10.17%
Sep-14	9.71%	10.18%
Oct-14	10.62%	10.18%
Nov-14	12.25%	10.12%
Dec-14	12.89%	10.05%
Jan-15	13.87%	9.93%
Feb-15	13.23%	9.75%
Mar-15	12.93%	9.75%
Apr-15	13.38%	9.40%
May-15	12.84%	9.19%
Jun-15	12.44%	9.00%



## Strategies and Policies employed during the Year

During the year under review, the exposure against TFCs decreased slightly from 12.64% as on June 30, 2014 to 8.13% as on June 30, 2015 mainly due to maturities. The Fund invested the matured amounts in Government Securities of various tenors. The Fund also continued its policy of holding quality TFCs in its portfolio. Further, bank deposits were maintained only with the high rated banks.

## **Asset Allocation**



## Significant Changes in Asset Allocation during the Year

During the year under review no significant changes in asset allocation were witnessed. The Fund's exposure in TFCs decreased due to maturities. The exposure in Pakistan Investment Bonds increased from 0% to around 30% due to changing market conditions and attractive yields. Exposure in T-Bills decreased during the year as there were better opportunities in Bank Deposits.

### **Fund Performance**

The total income and net income of the Fund was Rs. 350.59 million and Rs. 271.53 million respectively during the year ended June 30, 2015. The Net Asset Value (NAV) per unit of the Fund was Rs101.3388 per unit as on June30, 2014. The NAV of the Fund was Rs 104.9087 per unit as on June 30, 2015, (after accounting for dividend of Rs9.00 per unit); thereby giving an annualized return of 12.44%. During the same period the bench mark (6 Month KIBOR) return was 9.00%.

#### Review of Market invested in

Fiscal year 2015 was dominated by significantly low inflation figures as a result of sharp decline in international oil prices. In response, The State Bank of Pakistan reduced the discount rate by a total of 300 bps. In the first step the Discount rate was reduced in Nov'14 from 10.00% to 9.50%. In January 2015, the discount rate was further reduced by another 100 bps to 8.50%. In the Mar'15 policy, 8MFY14 inflation stood at 5.45% compelling the policy makers to reduce the Discount Rate further by another 50bps to 8.00%. The year ended with a final 100 bps reduction bringing the discount rate to 7.00 (300bps total decrease in FY14) whereas the policy rate stood even lower at 6.50%. The interest rate corridor also declined by a total of 300 bps and stood 5.00% (Floor) and 7.00% (ceiling). The full year inflation settled at 4.55% for FY14-15 as compared to 8.62% for FY13-14.

In response to the decline in Discount rate, significant reduction in market yields of treasury bills and PIBs was witnessed. During the year the T-bills auction cut off rates declined by a total of 302, 301 and 305 bps for 3,6 and 12 months. Cut off rates for the last auction stood at 6.9308%, 6.9513% and 6.9710% as compare to 9.9564%, 9.9791% and 9.9985%for 3, 6 and 12 month at the end of FY14 respectively. The impact on PIB yields was harder as the yields on 3,5 & 10 years PIBs declined by 410,280 & 300bps to 7.8800%, 9.7469% and 10.0093%.

#### Distribution

The Fund has distributed cash dividend at Rs. 9.00 per unitfor the year ended June 30, 2015.

Significant Changes in the State of Affairs

There were no significant changes in the state of affairs during the year under review.

Breakdown of Unit Holding by Size

From – To (Number of units)	Number of Unit Holders	Total Number of Units Held
1 - 100	149	6,337
101 - 500	127	24,263
501 - 1,000	39	24,459
1,001 - 10,000	325	1,296,931
10,001 - 100,000	192	4,669,203
100,001 - 500,000	30	6,112,589
500,001 - 1,000,000	2	1,060,794
1,000,001 - 5,000,000	4	5,999,215
5,000,001 and above	1	12,989,257
Total	869	32,183,049

Unit Splits

There were no unit splits during the year.

Circumstances materially affecting the Interest of Unit Holders

Investments are subject to market risk.

**Soft Commission** 

The Management Company from time to time receives research reports and presentations from brokerage houses.

# **HBL INCOME PERFORMANCE TABLE**

	For the year ended June					
NET ASSETS AND PRICES	30,2015	30,2014	30,2013	30,2012	30,2011	30,2010
Net assets at the period end(Rs'000)	3,376,281	2,768,352	1,947,464	1,968,874	1,512,897	1,600,410
Net asset value per unit at the period end/period end(Rs)	104.9087	101.3388	102.6114	103.3147	101.7643	100.9400
Selling price/repurchasing price	104.9087	101.3388		103.3147	101.7643	100.9400
Earning per unit(Rs) (note 3.10)						
Highest selling price per unit(Rs)	113.5884	104.8113	103.3155	104.0714	102.0700	101.0900
Lowest selling price per unit(Rs)	101.4359	100.6154	99.1319	98.7443	97.1300	93.9600
Highest repurchase price per unit(Rs)	113.5884	104.8113	103.3155	104.0714	102.0700	101.0900
Lowest repurchasing price per unit(Rs)	101.4359	100.6154	99.1319	98.7443	97.1300	93.9600
RETURN (%)						
Total return	12.44%	9.91%	7.70%	12.32%	13.49%	13.60%
Income distribution	9.20%	8.95%	7.00%	10.40%	11.80%	9.58%
Capital growth	3.24%	0.96%	0.70%	1.92%	1.69%	4.02%
DISTRIBUTION						
First Interin dividend distribution	-	1.75	1.75	2.00	2.25	2.25
Second Interin dividend distribution	-	1.75	1.50	2.50	3.00	1.50
Third Interin dividend distribution	-	2.00	1.75	2.50	3.00	1.75
Final dividend distributation	9.00	3.50	2.00	3.25	3.25	3.50
Total dividend distribution for the year/ period	9.00	9.00	7.00	10.25	11.50	9.00
AVERAGE RETURNS ( % )						
Average annual return 1 year	12.44%	9.91%	7.70%	12.32%	13.49%	13.60%
Average annual return 2 year	11.18%	8.81%	10.01%	12.91%	13.55%	8.82%
Average annual return 3 year	10.02%	9.98%	11.17%	13.14%	13.55%	8.97%
Average annual return 4 year	10.59%	10.86%	11.78%	10.86%	10.10%	8.97%
Average annual return 5 year	11.17%	11.40%	10.23%	10.54%	10.10%	8.97%
Average return since inception	15.15%	13.80%	13.12%	10.43%	10.05%	9.19%
Weighted average portfolio during (No. of days)	485	621	475	606	942	1,069

## Disclaimer:

Past performance is not necessarily indicative of future performance and unit prices and investment returns may go down, as well as up.

CENTRAL DEPOSITORY COMPANY OF PAKISTAN LIMITED

**Head Office** 

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## TRUSTEE REPORT TO THE UNIT HOLDERS

## HBL INCOME FUND

Report of the Trustee pursuant to Regulation 41(h) and Clause 9 of Schedule V of the Non-Banking Finance Companies and Notified Entities Regulations, 2008

We, Central Depository Company of Pakistan Limited, being the Trustee of HBL Income Fund (the Fund) are of the opinion that HBL Asset Management Limited being the Management Company of the Fund has in all material respects managed the Fund during the year ended June 30, 2015 in accordance with the provisions of the following:

- Limitations imposed on the investment powers of the Management Company under the constitutive documents of the Fund;
- (ii) The pricing, issuance and redemption of units are carried out in accordance with the requirements of the constitutive documents of the Fund; and
- (iii) The Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003, the Non-Banking Finance Companies and Notified Entities Regulations, 2008 and the constitutive documents of the Fund.

Myhammad Hanif Jakhura Chief Executive Officer

Central Depository Company of Pakistan Limited

Karachi, October 27, 2015



# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED JUNE 30, 2015.

This statement is being presented to comply with the Code of Corporate Governance contained in Chapter XI of Listing Regulations of the Lahore Stock Exchange for the purpose of establishing a framework of good Governance, whereby a listed Company is managed in compliance with the best practice of corporate governance.

HBL Asset Management Limited, the Management Company, is not listed and hence, the Code is not applicable to it. However, **HBL - Income Fund** (the Fund) being listed at the Lahore Stock Exchange comes under the ambit of the Code. The Fund, being a unit trust scheme, does not have its own Board. The Board of Directors of the Management Company manages the affairs of the Fund and has appointed the Chief Executive Officer (CEO), Chief Financial Officer (CFO) and the Company Secretary of the Management Company and other necessary personnel to manage its affairs.

HBL - Income Fund is an open ended mutual fund and was listed on Lahore Stock Exchange on March 26, 2007. The units of the Fund have been offered for public subscription on a continuous basis from March 15, 2007.

1. The Management Company encourages representation of independent non-executive directors. As on June 30, 2015 the Board includes following members:

Category	Names
Indones dent Disectors	1. Mr. Towfiq Habib Chinnoy
Independent Directors	2. Ms. Sadia Khan
Executive Directors	1. Mr. Rehan N. Shaikh
	1. Mr. Salim Amlani
Non- Executive Directors	2. Ms.Sima Kamil
Non-Executive Directors	3. Mr. Rizwan Haider
	4. Mr.Salahuddin Manzoor

The independent directors meet the criteria of independence under clause i (b) of CCG

- 2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Management Company (excluding the listed subsidiaries of listed holding companies where applicable).
- 3. All the resident directors of the Management Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. No casual vacancy occurred during the year.
- The Management Company has prepared a "Code of Conduct", and has ensured that appropriate steps have been taken to disseminate it throughout the Management Company along with its supporting policies and procedures. Further; it has also been placed on the Management Company's website.
- 6. The Board has developed a vision/mission statement, over all corporate strategy and significant policies of the Management Company. A complete record of the particulars along with the dates on which they were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive directors, have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the board for this purpose and Board met at least once in every quarter except the first quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings.
- 9. Two Directors have acquired the formal training certificates in earlier years. The Management Company, however, intends to facilitate further training for remaining directors in near future as defined in the Code of Corporate Governance.
- 10. The performance evaluation of the members of the Board including the chairman and chief executive was undertaken and the mechanism of questionnaire was prepared by the BOD and circulated among the members of Board of Directors and exercise is under progress.
- 11. The Board has approved the appointment of Chief Financial Officer and Company Secretary including his terms of remuneration of employment.
- 12. Directors Report for the year ended June 30, 2015 has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.

- 13. The financial statements of the Fund were duly endorsed by CEO and CFO before approval of the Board.
- 14. The Directors, CEO and Executives do not hold units of the Fund other than those disclosed in note 18 to the financial statements "Transactions with Connected Persons / related parties".
- 15. The Company has complied with the corporate and financial reporting requirements of the Code.
- 16. The Board has formed an Audit Committee. It comprises of three members, all of whom are non-executive directors. The Chairman of the Committee is also non-executive director. At present the Committee has no independent Director.
- 17. The meetings of the Audit Committee were held at least once every quarter except in the first quarter. The meetings of Audit Committee were held prior to approval of interim and final results of the Fund, as required by the CCG. The term of reference of the committee have been formed and advised to the committee for compliance.
- 18. The Board has formed an HR Committee. It comprises of four members, of whom three are non-executive directors and the Chairman of the HR committee is a non-executive Director.
- 19. The Company has outsourced its internal audit function to a reputable firm of Chartered Accountants who is considered suitably qualified and experienced for the purpose and is conversant with the policies and procedures of the Company. Further, the Company has designated Head of Internal Audit for the coordination between the firm and the Audit Committee of the Board. However, the individual does not meet the qualification criteria relating to head of Internal Audit.
- 20. The Statutory Auditors of the fund have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouse and minor children do not hold units of the Fund and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on Code of Ethics as adopted by the Institute of Chartered Accountants of Pakistan.
- 21. The Statutory Auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Listing Regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 22. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may martially affect the net asset value per unit of the Fund's units, was not determined and nor intimated to directors, employees and stock exchange(s).
- 23. Material / price sensitive information has been disseminated among all market participants at once through stock exchange.
- 24. We confirm that all other material principle enshrined in the CCG have been complied with while the Code of Corporate Governance requires that where any director, CEO or executive of a Fund or their spouses sell, buy or transact, whether directly or indirectly, in units of the Fund of which he is a director, CEO or executive, as the case may be, he shall immediately notify in writing to the Company Secretary of such transaction. During the year, no such transactions were notified to the Company Secretary in writing.

**Rehan N. Shaikh** Chief Executive Officer

Date: September 30, 2015

Place: Karachi



KPMG Taseer Hadi & Co. Chartered Accountants Sheikh Sultan Trust Building No. 2 Beaumont Road Karachi, 75530 Pakistan Telephone + 92 (21) 3568 5847 Fax + 92 (21) 3568 5095 Internet www.kpmg.com.pk

# Review Report to the Unit Holders on Statement of Compliance with Best Practices of Code of Corporate Governance

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance ("the Code") prepared by the Board of Directors of **HBL Asset**Management Limited ("the Management Company") for and on behalf of HBL Income Fund ("the Fund") for the year ended June 30, 2015, to comply with the Listing Regulation No. 35 (Chapter xi) of Lahore Stock Exchange (Guarantee) Limited where the Fund is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Management Company of the Fund. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Fund's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Management Company's personnel and review of various documents prepared by the Management Company to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls, or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Fund's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to the Fund for the year ended June 30, 2015.

Further, we highlight below instances of non-compliance with the requirements of the Code as reflected in the paragraph reference where these are stated in the Statement of Compliance:

S.No.	Paragraph reference	Description
1	8	Quarterly meetings of Board of Directors

KPMG Taseer Hadi & Co., a Partnership firm registered in Pakistan and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"). Swiss entity.



## KPMG Taseer Hadi & Co.

S.No.	Paragraph reference	Description
2	9	Directors' training program
3	10	Annual evaluation of the Board's own performance
4	16	Audit Committee composition
5	17	Quarterly meetings of Audit Committee
6	19	Qualification criteria of Head of Internal Audit
7	22	Intimation of close period prior to announcement of interim final results.
8	24	Notification of transactions in units to Company Secretary from related parties

Date: 30 September 2015

Karachi

KPMG Taseer Hadi & Co. Chartered Accountants



KPMG Taseer Hadi & Co. Chartered Accountants Sheikh Sultan Trust Building No. 2 Beaumont Road Karachi, 75530 Pakistan

Telephone + 92 (21) 3568 5847 Fax + 92 (21) 3568 5095 Internet www.kpmg.com.pk

## Independent Auditors' Report to the Unit Holders

Report on the Financial Statements

We have audited the accompanying financial statements of HBL Income Fund ("the Fund"), which comprise the statement of assets and liabilities as at June 30, 2015 and the related income statement, statement of comprehensive income, distribution statement, cash flow statement, statement of movement in Unit Holders' fund for the year then ended and a summary of significant accounting policies and other explanatory notes.

Management's responsibility for the financial statements

The Management Company of the Fund is responsible for the preparation and fair presentation of the financial statements in accordance with approved accounting standards as applicable in Pakistan, and for such internal control as the management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards as applicable in Pakistan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Fund's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Fund's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements give a true and fair view of the state of the Fund's affairs as at June 30, 2015 and of its financial performance, cash flows and transactions for the year then ended in accordance with approved accounting standards as applicable in Pakistan.

KPMG Taseer Hadi & Co., a Partnership firm registered in Pakista and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative



KPMG Taseer Hadi & Co.

Report on Other Legal and Regulatory Requirements

In our opinion, the financial statements have been prepared in accordance with the relevant provisions of the Non-Banking Finance Companies (Establishment and Regulation Rules, 2003) and Non-Banking Finance Companies and Notified Entities Regulations, 2008.

Date: 30 September 2015

Karachi

KPMG Taseer Hadi & Co. Chartered Accountants Syed Iftikhar Anjum

# HBL INCOME FUND Statement of Assets and Liabilities As at June 30, 2015

	Note	2015	2014
		(Rupees in '	000)
Assets			
Bank balances	4	1,099,072	659,789
Investments	5	2,674,837	2,080,010
Accrued mark-up	6	54,991	57,678
Advances, deposits and other receivables	7	3,607	3,607
Total assets	_	3,832,507	2,801,084
Liabilities			
Payable to HBL Asset Management Limited -	Г		
Management Company	8	5,895	4,001
Payable to Central Depository Company of			
Pakistan Limited - Trustee	9	342	263
Payable to Securities and Exchange Commission			
of Pakistan	10	2,496	1,441
Accrued expenses and other liabilities	11	447,493	27,027
Total liabilities		456,226	32,732
Net assets	<u> </u>	3,376,281	2,768,352
Unit holders' fund (as per statement attached)		3,376,281	2,768,352
	<del>-</del>	(Number of ι	ınits)
Number of units in issue		32,183,049	27,317,798
	_	(Rupees)	
Net assets value per unit	=	104.9087	101.3388
The annexed notes 1 to 28 form an integral part of these financial statemen	ts.		
For HBL Asset Mai (Managemen			
Chief Executive		Director	

# **Income Statement**

Remuneration of Entire Immers   Remuneration of Hell Asset Management Limited - Marksup on deposits with banks   12   40,032   27,302   20,303   307,778		Note	2015	2014
Mark-up on deposits with banks			(Rupees in '0	00)
Capital gain / (loss) on sale of investments net         97,778         (307)           Mark-up / return on investments         13         287,233         176,345           (Provision) / reversal of provision against non-performing         Term Finance Certificates and Sukuks         5.5         (3,802)         25,064           Expenses         Remuneration of HBL Asset Management Limited - Management Company         66,592         38,853           Remuneration of Central Depository Company of Pakistan Limited - Trustee         3,607         2,487           Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee         91         425           Auditors' remuneration         14         469         504           Other expenses         91         425           Auditors' remuneration         14         469         504           Other expenses         373,408         44,279           Net income from operating activities         347,833         184,125           Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed         (70,654)         19,781           Provision for Workers' Welfare Fund         15         (5,653)         (3,992)           Net income for the year after taxation         271,526         199,914	Income			
Mark-up / return on investments         13         287,233         176,345           (Provision) / reversal of provision against non-performing         Term Finance Certificates and Sukuks         5.5         (3,802)         25,064           Expenses         Expenses           Remuneration of HBL Asset Management Limited -         Management Company         66,592         3,863           Remuneration of Central Depository Company of Pakistan Limited - Trustee         3,607         2,487           Annual fee to Securities and Exchange Commission of Pakistan         2,496         1,445           Settlement and bank charges         91         425           Auditors' remuneration         14         469         504           Other expenses         73,408         44,279           Net income from operating activities         347,833         184,125           Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed         (70,654)         19,781           Provision for Workers' Welfare Fund         15         (5,653)         (3,992)           Net income for the year before taxation         271,526         199,914           The annexed notes 1 to 28 form an integral part of these financial statements.         For HBL Asset Management Limi	Mark-up on deposits with banks	12	40,032	27,302
(Provision) / reversal of provision against non-performing Term Finance Certificates and Sukuks  5.5  (3,802)  25,064  421,241  228,404  Expenses  Remuneration of HBL Asset Management Limited - Management Company Remuneration of Central Depository Company of Pakistan Limited - Trustee Auditor's remuneration Other expenses  14  466,592  38,853  847,833  184,125  Element and bank charges 14  469  504  40ther expenses 73,408  44,279  Net income from operating activities Incided in prices of units issued less those in units redeemed 15  (70,654) 19,781  Taxation 16  7 - Net income for the year after taxation  For HBL Asset Management Limited (Management Limited	Capital gain / (loss) on sale of investments - net		97,778	(307)
Provision   reversal of provision against non-performing	Mark-up / return on investments	13	287,233	176,345
Expenses			425,043	203,340
Expenses	(Provision) / reversal of provision against non-performing			
Expenses  Remuneration of HBL Asset Management Limited - Management Company  Remuneration of Central Depository Company of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Pakistan Limi		5.5	(3,802)	25,064
Remuneration of HBL Asset Management Limited - Management Company Remuneration of Central Depository Company of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Settlement and bank charges Pakistan 14 469 504 Auditors' remuneration 14 469 504 Cher expenses 153 565 73,408 44,279 Net income from operating activities Tredeemed (70,654) 19,781 Provision for Workers' Welfare Fund 15 (5,653) 199,914  Taxation 16 - Net income for the year after taxation  For HBL Asset Management Limited (Management Limited (Management Company)			421,241	228,404
Remuneration of HBL Asset Management Limited - Management Company Remuneration of Central Depository Company of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Settlement and bank charges Pakistan 14 469 504 Auditors' remuneration 14 469 504 Cher expenses 153 565 73,408 44,279 Net income from operating activities Tredeemed (70,654) 19,781 Provision for Workers' Welfare Fund 15 (5,653) 199,914  Taxation 16 - Net income for the year after taxation  For HBL Asset Management Limited (Management Limited (Management Company)	_			
Management Company Remuneration of Central Depository Company of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Pakis				
Remuneration of Central Depository Company of Pakistan Limited - Trustee 3,607 2,487 Annual fee to Securities and Exchange Commission of Pakistan 2,496 1,445 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5			66.503	20.052
Pakistan Limited - Trustee Annual fee to Securities and Exchange Commission of Pakistan Settlement and bank charges Settlement and bank charges 91 425 Auditors' remuneration 14 469 504 Other expenses 73,408 44,279 Net income from operating activities 15 (5,653) 16,125 Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed 15 (5,653) Net income for Workers' Welfare Fund 15 (5,653) Net income for the year before taxation 16 - Net income for the year after taxation 171,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Limited (Management Company)			66,592	38,853
Annual fee to Securities and Exchange Commission of Pakistan 2,496 Settlement and bank charges 91 425 Auditors' remuneration 14 469 504 Other expenses 153 555 73,408 44,279 Net income from operating activities 73,408 44,279 Settlement of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed 15 (70,654) 19,781 Provision for Workers' Welfare Fund 15 (5,653) (3,992) Net income for the year before taxation 16 Net income for the year after taxation 16 Settlement of the year after taxation 16 Settlement of the year after taxation 16 Net income for the year after taxation 16 Net income for the year after taxation 16			2 607	2.497
Pakistan  Settlement and bank charges Auditors' remuneration Other expenses  14 469 504 Other expenses 153 565 73,408 44,279 Net income from operating activities  Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed  (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) Net income for the year before taxation 16 -  Net income for the year after taxation  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)			3,607	2,467
Settlement and bank charges Auditors' remuneration Other expenses	-		2 406	1 445
Auditors' remuneration 14 469 504   Cher expenses 153 565   T3,408 44,279   Net income from operating activities 347,833 184,125   Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed (70,654) 19,781   Provision for Workers' Welfare Fund 15 (5,653) (3,992)   Net income for the year before taxation 16				
Other expenses 153 565 73,408 44,279  Net income from operating activities 347,833 184,125  Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 16  Net income for the year after taxation 16  Net income for the year after taxation 271,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	-	1/1		
Net income from operating activities 347,833 184,125  Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 16  Net income for the year after taxation 271,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)		14		
Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 16  Net income for the year after taxation 271,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	Other expenses			
Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 16 Net income for the year after taxation 271,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	Net income from operating activities			
included in prices of units issued less those in units redeemed (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 271,526 199,914  Taxation 16  Net income for the year after taxation 271,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	•		, , , , , , , , , , , , , , , , , , , ,	,
redeemed (70,654) 19,781  Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 271,526 199,914  Taxation 16	Element of income / (loss) and capital gains / (losses)			
Provision for Workers' Welfare Fund 15 (5,653) (3,992)  Net income for the year before taxation 271,526 199,914  Taxation 16  Net income for the year after taxation 271,526 199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	included in prices of units issued less those in units			
Net income for the year before taxation  16  Net income for the year after taxation  16  271,526  199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	redeemed		(70,654)	19,781
Taxation 16	Provision for Workers' Welfare Fund	15	(5,653)	(3,992)
Net income for the year after taxation  271,526  199,914  The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	Net income for the year before taxation		271,526	199,914
The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)	Taxation	16	-	-
The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limited (Management Company)				
For HBL Asset Management Limited (Management Company)	Net income for the year after taxation		271,526	199,914
For HBL Asset Management Limited (Management Company)				
(Management Company)	The annexed notes 1 to 28 form an integral part of these financial state $\frac{1}{2}$	ments.		
Chief Everything				
Chief Everytive				
Cities Executive	Chief Executive		Director	

# **Statement of Comprehensive Income**

	2015	2014
	(Rupe	es in '000)
Net income for the year	271,526	199,914
Other comprehensive income for the year		
Items to be reclassified to income statement in subsequent periods:		
Net unrealised gain on re-measurement of investments		
classified as available for sale	38,412	2,437
Total comprehensive income for year	309,938	202,351
The annexed notes $1\ \text{to}\ 28\ \text{form}$ an integral part of these financial statements.		
For HBL Asset Management Limited		
(Management Company)		
Chief Executive	Director	

# HBL INCOME FUND Distribution Statement

	2015	2014
	(Rupees in	(000)
Undistributed income brought forward - realised	11,287	41,431
Net income for the year	271,526	199,914
Element of income / (loss) and capital gains / (losses) included		
in the prices of units issued less those in units redeemed - amount		
representing income / (loss) that form part of unit holders' fund	2,010	2,499
Final distribution for the year ended June 30, 2014: Rs. Nil per unit		1
[(Year ended June 30, 2013: Rs. 2.00 per unit)		
(Date of distribution: July 8, 2013)]		
- Nil bonus units (Year ended June 30, 2013: 377,274 bonus units)	-	(37,958)
First interim distribution: Year ended June 30, 2015: Rs. 9.00 per unit		
(Date of distribution: June 26, 2015) [(Year ended June 30, 2014: Rs.		
1.75 per unit) (Date of distribution: October 30, 2013)]		
- Cash distribution	(214,265)	_
- Nil bonus units (Year ended June 30, 2014: 287,530 bonus units)	-	(29,140)
Second interim distribution:		
Year ended June 30, 2014: Rs. 1.75 per unit		
(Date of distribution: February 14, 2014)		
- 292,936 bonus units	-	(29,887)
Third interim distribution:		
Year ended June 30, 2014: Rs. 2.00 per unit		
(Date of distribution: April 28, 2014)		
- 420,341 bonus units	-	(43,216)
Fourth interim distribution:		
Year ended June 30, 2014: Rs. 3.5 per unit		
(Date of distribution: June 27, 2014)		
- 912,402 bonus units	-	(92,356)
Total distributions	(214,265)	(232,557)
Undistributed income carried forward - realised	70,558	11,287
The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Limit	ed.	
(Management Company)	<del></del>	
Chief Executive	Directo	r

# Statement of Movement in Unit Holders' Fund

	2015	2014
	(Rupees in	000)
Net assets at beginning of the year	2,768,352	1,947,464
[Rs. 101.3388 per unit (2014: Rs. 102.6114 per unit)]		
Issue of 52,667,222 units (2014: 13,685,736 units)	5,740,396	1,418,767
Redemption of 47,801,971 units (2014: 7,637,445 units)	(5,298,794)	(780,449)
Issue of nil bonus units (2014: 2,290,483 bonus units)	-	232,557
Element of (income) / loss and capital (gains) / losses included in prices	441,602	870,875
of units issued less those in units redeemed - transferred to income statement - net	70,654	(19,781)
	274 506	100.011
Net income for the year	271,526	199,914
Net unrealised gain on re-measurement of investments classified as available for sale	38,412	2,437
Total comprehensive income for the year	309,938	202,351
Final distribution for the course and all long 20, 2014, Dr. Nillians unit		
Final distribution for the year ended June 30, 2014: Rs. Nil per unit		
[(Year ended June 30, 2013: Rs. 2.00 per unit) (Date of distribution: July 8, 2013)]		
- Nil bonus units (Year ended June 30, 2013: 377,274 bonus units)	_	(37,958)
First interim distribution: Year ended June 30, 2015: Rs. 9.00 per unit		
(Date of distribution: June 26, 2015) [(Year ended June 30, 2014: Rs.		
1.75 per unit) (Date of distribution: October 30, 2013)]		
- Cash distribution	(214,265)	-
- Nil bonus units (Year ended June 30, 2014: 287,530 bonus units)	-	(29,140)
Second interim distribution:		
Year ended June 30, 2014: Rs. 1.75 per unit		
(Date of distribution: February 14, 2014)		
- 292,936 bonus units	-	(29,887)
Third interim distribution:		
Year ended June 30, 2014: Rs. 2.00 per unit		
(Date of distribution: April 28, 2014)		
- 420,341 bonus units	-	(43,216)
Fourth interim distribution:		
Year ended June 30, 2014: Rs. 3.5 per unit		
(Date of distribution: June 27, 2014) - 912,402 bonus units		(92,356)
- 512,402 bolius utilis		(32,330)
Total distributions	(214,265)	(232,557)
Net assets at end of the year	3,376,281	2,768,352
[Rs. 104.9087 per unit (2014: Rs. 101.3388 per unit)]		
The annexed notes 1 to 28 form an integral part of these financial statements.		
For HBL Asset Management Limited (Management Company)		
Chief Executive	Director	

# **Cash Flow Statement**

	Note	2015 (Rupees in	2014
CASH FLOW FROM OPERATING ACTIVITIES		(Nupces III	000,
Net income for the year		271,526	199,914
Adjustments			
Provision / (reversal of provision) against non-performing Term Finance			
Certificates and Sukuks	5.5	3,802	(25,064)
Element of (income) / loss and capital (gains) / losses included			
in prices of units issued less those in units redeemed - net		70,654	(19,781)
		345,982	155,069
(Increase) / decrease in assets			
Investments - net		(560,217)	(479,025)
Accrued mark-up		2,687	(39,299)
		(557,530)	(518,324)
Increase / (decrease) in liabilities			
Payable to HBL Asset Management Limited - Management Company		1,894	1,069
Payable to Central Depository Company of Pakistan Limited - Trustee		79	36
Payable to Securities and Exchange Commission of Pakistan		1,055	(32)
Accrued expenses and other liabilities		420,466	7,858
		423,494	8,931
Net cash flows generated from / (used in) operating activities		211,946	(354,324)
CASH FLOW FROM FINANCING ACTIVITIES			
Amount received on issue of units		5,740,396	1,418,767
Payment against redemption of units		(5,298,794)	(780,449)
Cash dividend paid		(214,265)	-
Net cash generated from financing activities		227,337	638,318
Net increase in cash and cash equivalents		439,283	283,994
Cash and cash equivalents at beginning of the year		659,789	375,795
Cash and cash equivalents at end of the year	4	1,099,072	659,789
The annexed notes 1 to 28 form an integral part of these financial statements.  For HBL Asset Management Com			
Chief Executive		Director	

## **Notes To The Financial Statements**

For the year ended June 30, 2015

#### 1. LEGAL STATUS AND NATURE OF BUSINESS

HBL Income Fund (the Fund) was established under a Trust Deed, dated September 06, 2006, executed between HBL Asset Management Limited as the Management Company and Central Depository Company of Pakistan Limited (CDC) as the Trustee. The Fund was authorised by the Securities and Exchange Commission of Pakistan (SECP) as a unit trust scheme on July 25, 2006.

The Management Company of the Fund has been licensed to act as an Asset Management Company under the NBFC Rules through a certificate of registration issued by SECP. The registered office of the Management Company is situated at 24-C, Khayaban-e-Hafiz, Phase-VI, D.H.A, Karachi, Pakistan.

The Fund is an open ended mutual fund and offers units for public subscription on a continuous basis. The units are transferable and can also be redeemed by surrendering to the Fund. The Fund is listed on the Lahore Stock Exchange. The units of the Fund were initially offered for public subscription at par from March 15, 2007 to March 17, 2007.

The principal activity of the Fund is to make investments in fixed income securities. Other avenues of investments include ready future arbitrage in listed securities and transactions under Continuous Funding System.

JCR-VIS Credit Rating Agency has assigned an asset manager rating of 'AM2-' to the Management Company and fund stability rating of A(f) to the Fund.

Title to the assets of the Fund are held in the name of Central Depository Company of Pakistan Limited as trustee of the Fund.

## 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, the Non- Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the NBFC Rules), the Non-Banking Finance Companies and Notified Entities Regulations, 2008 (the NBFC Regulations) and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements of NBFC Rules, the NBFC Regulations or directives issued by the SECP differ with the requirements of IFRS, the requirements of the NBFC Rules, the NBFC Regulations or the directives issued by the SECP shall prevail.

## 2.2 Standards, interpretations and amendments to approved accounting standards, that are not yet effective

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after July 01, 2015:

- Amendments to IAS 38 Intangible Assets and IAS 16 Property, Plant and Equipment (effective for annual periods beginning on or after January 01, 2016) introduce severe restrictions on the use of revenue-based amortization for intangible assets and explicitly state that revenue-based methods of depreciation cannot be used for property, plant and equipment. The rebuttable presumption that the use of revenue-based amortisation methods for intangible assets is inappropriate can be overcome only when revenue and the consumption of the economic benefits of the intangible asset are 'highly correlated', or when the intangible asset is expressed as a measure of revenue. The amendments are not likely to have an impact on Fund's financial statements.
- IFRS 10 'Consolidated Financial Statements' (effective for annual periods beginning on or after January 01, 2015) replaces the part of IAS 27 'Consolidated and Separate Financial Statements'. IFRS 10 introduces a new approach to determining which investees should be consolidated. The single model to be applied in the control analysis requires that an investor controls an investee when the investor is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. IFRS 10 has made consequential changes to IAS 27 which is now called 'Separate Financial Statements' and will deal with only separate financial statements. Certain further amendments have been made to IFRS 10, IFRS 12 and IAS 28 clarifying the requirements relating to accounting for investment entities and would be effective for annual periods beginning on or after January 01, 2016. The adoption of this standard is not likely to have an impact on Fund's financial statements.
- IFRS 11 'Joint Arrangements' (effective for annual periods beginning on or after January 01, 2015) replaces IAS 31 'Interests in Joint Ventures'. Firstly, it carves out, from IAS 31 jointly controlled entities, those cases in which although there is a separate vehicle, that separation is ineffective in certain ways. These arrangements are treated similarly to jointly controlled assets/operations under IAS 31 and are now called joint operations. Secondly, the remainder of IAS 31 jointly controlled entities, now called joint ventures, are stripped of the free choice of using the equity method or proportionate consolidation; they must now always use the equity method. IFRS 11 has also made consequential changes in IAS 28 which has now been named 'Investment in Associates and Joint Ventures'. The amendments requiring business combination accounting to be applied to acquisitions of interests in a joint operation that constitutes a business are effective for annual periods beginning on or after January 01, 2016. The adoption of this standard is not likely to have an impact on Fund's financial statements.
- IFRS 12 'Disclosure of Interests in Other Entities' (effective for annual periods beginning on or after January 01, 2015) combines the disclosure requirements for entities that have interests in subsidiaries, joint arrangements (i.e. joint operations or joint ventures), associates and/or unconsolidated structured entities, into one place. The adoption of this standard is not likely to have an impact on Fund's financial statements.
- IFRS 13 'Fair Value Measurement' effective for annual periods beginning on or after January 01, 2015) defines fair value, establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements. IFRS 13 explains how to measure fair value when it is required by other IFRSs. It does not introduce new fair value measurements, nor does it eliminate the practicability exceptions to fair value measurements that currently exist in certain standards. The adoption of this standard is not likely to have an impact on Fund's financial statements.

## **Notes To The Financial Statements**

For the year ended June 30, 2015

- Amendments to IAS 27 'Separate Financial Statements' (effective for annual periods beginning on or after January 01, 2016). The amendments to IAS 27 will allow entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. The adoption of the amended standard is not likely to have an impact on Fund's financial statements.
- Agriculture: Bearer Plants [Amendments to IAS 16 and IAS 41] (effective for annual periods beginning on or after January 01, 2016). Beare plants are now in the scope of IAS 16 Property, Plant and Equipment for measurement and disclosure purposes. Therefore, a company can elect to measure bearer plants at cost. However, the produce growing on bearer plants will continue to be measured at fair value less costs to sell under IAS 41 Agriculture. A bearer plant is a plant that: is used in the supply of agricultural produce; is expected to bear produce for more than one period; and has a remote likelihood of being sold as agricultural produce. Before maturity, bearer plants are accounted for in the same way as self-constructed items of property, plant and equipment during construction. The amendments are not likely to have an impact on Fund's financial statements.
- Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to IFRS 10 and IAS 28) [effective for annual periods beginning on or after January 01, 2016]. The main consequence of the amendments is that a full gain or loss is recognised when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognised when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary. The amendments are not likely to have an impact on Fund's financial statements.
- Annual Improvements 2012-2014 cycles (amendments are effective for annual tperiods beginning on or after January 01, 2016). The new cycle of improvements contain amendments to the following standards:
  - IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. IFRS 5 is amended to clarify that if an entity changes the method of disposal of an asset (or disposal group) i.e. reclassifies an asset from held for distribution to owners to held for sale or vice versa without any time lag, then such change in classification is considered as continuation of the original plan of disposal and if an entity determines that an asset (or disposal group) no longer meets the criteria to be classified as held for distribution, then it ceases held for distribution accounting in the same way as it would cease held for sale accounting. The amendment is not likely to have an impact on Fund's financial statements.
  - IFRS 7 'Financial Instruments- Disclosures'. IFRS 7 is amended to clarify when servicing arrangements are in the scope of its disclosure requirements on continuing involvement in transferred financial assets in cases when they are derecognized in their entirety. IFRS 7 is also amended to clarify that additional disclosures required by 'Disclosures: Offsetting Financial Assets and Financial Liabilities (Amendments to IFRS7)' are not specifically required for inclusion in condensed interim financial statements for all interim periods. The amendment is not likely to have an impact on Fund's financial statements.
  - IAS 19 'Employee Benefits'. IAS 19 is amended to clarify that high quality corporate bonds or government bonds used in determining the discount rate should be issued in the same currency in which the benefits are to be paid. The amendment is not likely to have an impact on Fund's financial statements.
  - IAS 34 'Interim Financial Reporting'. IAS 34 is amended to clarify that certain disclosures, if they are not included in the notes to interim financial statements and disclosed elsewhere should be cross referred. The amendment is not likely to have an impact on Fund's financial statements.

## 2.3 Critical accounting estimates and judgments

The preparation of financial statements in conformity with the approved accounting standards requires the use of certain critical accounting estimates. It also requires the management to exercise their judgment in the process of applying the Fund's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas where various assumptions and estimates are significant to the Fund's financial statements or where judgment was exercised in application of accounting policies principally relate to classification and valuation of investments and impairment there against and provision for taxation (note 3.2, note 5 and note 16).

## 2.4 Accounting convention

These financial statements have been prepared under the historical cost convention except for certain investments which are carried at fair value.

## 2.5 Functional and presentation currency

These financial statements are presented in Pak Rupees, which is the Fund's functional and presentation currency.

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied unless otherwise stated.

## 3.1 Cash and cash equivalents

Cash and cash equivalents include bank balances, demand deposits with banks and other short term highly liquid investments with original maturities of three months or less and bank overdrafts.

## 3.2 Financial assets

The Fund classifies its financial assets in the following categories:

## 3.2.1 Classification

The management determines the appropriate classification of its financial assets in accordance with the requirements of International Accounting

## **Notes To The Financial Statements**

For the year ended June 30, 2015

Standards (IAS) 39: 'Financial Instruments: Recognition and Measurement', at the time of initial recognition.

The Fund classifies its financial assets in the following categories:

## a) Financial assets at fair value through profit or loss

Financial assets that are acquired principally for the purpose of generating profit from short - term fluctuations in prices are classified as held for trading in the 'Financial assets at fair value through profit or loss' category.

#### b) Loans and receivables

These are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

#### c) Available for sale

Available for sale financial assets are those non-derivative financial assets that are designated as available for sale or are not classified as (a) loans and receivables, (b) held to maturity investments or (c) financial assets at fair value through profit or loss.

#### 3.2.2 Regular way contracts

All purchases and sales of securities that require delivery within the time frame established by regulation or market convention are recognised at the trade date. Trade date is the date on which the Fund commits to purchase or sell assets.

#### 3.2.3 Initial recognition and measurement

Financial assets are initially recognised at fair value plus transaction costs except for financial assets carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed in the income statement.

#### 3.2.4 Subsequent measurement

Subsequent to initial recognition, financial assets designated by the management as 'at fair value through profit or loss' and 'available for sale' are valued as follows:

## a) Basis of valuation of Debt Securities (other than government)

The debt securities are valued on the basis of rates determined by the Mutual Funds Association of Pakistan (MUFAP) in accordance with the methodology prescribed by SECP for valuation of debt securities vide its Circular No. 33 of 2012 dated October 24, 2012. In the determination of the rates, MUFAP takes into account the holding pattern of these securities and categorise them as traded, thinly traded and non-traded securities. The circular also specifies the valuation process to be followed for each category as well as the criteria for the provisioning of non-performing debt securities.

## b) Basis of valuation of Government Securities

The government securities are valued on the basis of rates announced by the Financial Markets Association of Pakistan.

Net gains and losses arising from changes in fair value of available for sale financial assets are taken to the 'statement of comprehensive income' until these are derecognised or impaired. At this time, the cumulative gain or loss previously recognised directly in the 'statement of comprehensive income' is transferred to the 'income statement'.

Net gains and losses arising from changes in the fair value of financial assets carried at fair value through profit or loss are taken to the income statement. Subsequent to initial recognition, financial assets classified as 'loans and receivables' are carried at amortised cost using the effective interest method.

## 3.2.5 Impairment of financial assets

The carrying value of the Fund's assets are reviewed at each reporting date to determine whether there is any indication of impairment. If such an indication exists, the recoverable amount of such asset is estimated. An impairment loss is recognised whenever the carrying amount of an asset exceeds its recoverable amount. Impairment losses are recognised in the income statement.

Provision for non-performing debt securities and other exposures is made in accordance with the criteria specified in Circular No. 33 dated October 24, 2012 issued by SECP. The provisioning policy has been duly formulated and approved by the Board of Directors of Management Company.

## 3.2.6 Derecognition

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and where the Fund has transferred substantially all risks and rewards of ownership.

## 3.2.7 Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the Statement of Assets and Liabilities when there is a legally

## **Notes To The Financial Statements**

For the year ended June 30, 2015

enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the assets and settle the liabilities simultaneously.

#### 3.3 Financial liabilities

All financial liabilities are recognised at the time when the Fund becomes a party to the contractual provisions of the instrument. They are initially recognised at fair value and subsequently stated at amortised cost.

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expired.

#### 3.4 Preliminary expenses and floatation costs

Preliminary expenses and floatation costs represent expenditure incurred prior to the commencement of operations of the Fund and include underwriting commission, commission to the bankers to the issue, brokerage paid to the members of the stock exchanges and other expenses. These costs are amortised over a period of five years starting from the end of the initial offering period as per the requirements set out in the Trust Deed of the Fund and NBFC regulations.

#### 3.5 Provisions

Provisions are recognised when the Fund has a present, legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of obligation can be made. Provisions are regularly reviewed and adjusted to reflect the current best estimate.

#### 3.6 Taxation

The income of the Fund is exempt from income tax as per clause 99 of Part I of the Second Schedule to the Income Tax Ordinance, 2001 subject to the condition that not less than 90 percent of the accounting income for the year as reduced by capital gains whether realised or unrealised is distributed amongst the unit holders. Provided that for the purpose of determining distribution of at least 90% of accounting income, the income distributed through bonus shares, units or certificates as the case may be, shall not be taken into account.

The Fund is also exempt from the provisions of section 113 (minimum tax) under clause 11A of Part IV of the Second Schedule to the Income Tax Ordinance, 2001.

The Fund provides for deferred taxation using the balance sheet liability method on all major temporary differences between the amounts used for financial reporting purposes and amounts used for taxation purposes. However, the Fund has not recognised any amount in respect of deferred tax in these financial statements as the Fund intends to continue availing the tax exemption in future years by distributing at least ninety percent of its accounting income for the year as reduced by capital gains, whether realised or unrealised, to its unit holders every year in the form of cash.

## 3.7 Issue and redemption of units

Units issued are recorded at the offer price, determined by the Management Company for the applications received by the distributors / Management Company during business hours on the date on which the funds are actually realized against application. The offer price represents the net asset value per unit as of the close of the business day plus the allowable sales load, provision for transaction costs and any provision for duties and charges, if applicable. The sales load is payable to the investment facilitators, distributors and the Management Company.

Units redeemed are recorded at the redemption price, applicable to units for which the distributors / Management company receive redemption requests during business hours of that day. The redemption price represents the net asset value per unit as of the close of the business day less any back-end load, any duties, taxes, charges on redemption and any provision for transaction costs, if applicable.

## 3.8 Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed

An equalisation account called the 'element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed' is created, in order to prevent the dilution of per unit income and distribution of income already paid out on redemption.

The element of income and capital gains included in the prices of units issued less those in unit redeemed to the extent that it is represented by distributable income earned during the year is recognised in the income statement and the element of income and capital gains represented by distributable income carried forward from prior periods is included in the distribution statement.

## 3.9 Net Assets Value per unit

The Net Assets Value (NAV) per unit, as disclosed on the Statement of Assets and Liabilities, is calculated by dividing the net assets of the Fund by the number of units in circulation at the year end.

## 3.10 Earnings per unit (EPU)

Earnings Per Unit (EPU) has not been disclosed as in the opinion of the management, determination of weighted average units for calculating EPU is not practicable.

## 3.11 Revenue recognition

- Realised capital gains / (losses) arising on sale of investments are included in the Income Statement on the date at which the transaction takes place.

- Unrealised gains / (losses) arising on marking to market of investments classified as 'Financial assets at fair value through profit or loss ' are included in the Income Statement in the year in which they arise.
- Dividend income is recognised when the right to receive dividend is established i.e. on the date of book closure of the investee company / institution declaring the dividend.
- Mark-up on deposits with banks and mark-up / return on investments are recognised using effective yield method.

## 3.12 Proposed distribution

5.

Distributions declared subsequent to the balance sheet date are considered as non-adjusting events and are recognised in the financial statements in the period in which such distributions are declared.

4.	BANK BALANCES	Note	2015 (Rupees in	2014 '000)
	Current accounts		48,950	-
	Savings accounts	4.1	1,050,122	309,789
	Term deposit receipts (TDRs)		-	350,000
			1,099,072	659,789

4.1 This represents bank accounts held in different banks. Mark-up rates on these accounts range between 5.69% - 8.22% (2014: 7.05% - 9%) per annum.

. INVESTMENTS	Note	2015	2014
Available for sale		(Rupees i	n '000)
- Term Finance Certificates - Listed	5.1.1	-	22,852
- Term Finance Certificates and Sukuk bonds - Unlisted	5.1.2	311,511	331,344
- Government Securities	5.2	2,363,326	1,525,814
Loans and receivables		2,674,837	1,880,010
- Placements	5.3	-	200,000
		2.674.837	2.080.010

## 5.1 Available for sale investments

All Term Finance Certificates and Sukuk bonds have a face value of Rs. 5,000 each unless stated otherwise.

## 5.1.1 Term Finance Certificates - Listed

			Market value /	Market value as a percentage o			
Name of the Investee Company	As at July 1, 2014	Purchases	-	As at June 30, 2015	Carrying value* as at June 30, 2015	Total Investments	Net Assets
Financial Services Saudi Pak Leasing Company			year		(Rupees in '000)		
Limited - note 5.1.3	2,000	-	-	2,000	<u>-</u>	<u>-</u>	<u>-</u>
Commercial Banks				2,000			
Faysal Bank Limited	12,758 12,758	-	12,758 12,758	-	-	-	-
Fixed Line Telecommunication Worldcall Telecom Limited -							
note 5.1.4	23,750	-	-	23,750	-	<u>-</u>	<u>-</u>
Total	38,508	-	12,758	25,750	-	-	-
Cost of investments at June 30, 2015	<u>-</u>				53,317		

<sup>\*</sup>In case of debt securities against which a provision has been made, these are carried at amortised cost less provision. For non-performing securities market value / valuation by MUFAP is not available.

## 5.1.2 Term Finance Certificates and Sukuk bonds - Unlisted

Name of the Investee Company	Number of certificates			Market value/	iviarket value as a	Market value as a percentage of		
		Purchases during the year	Sales / Matured during the year	As at June 30, 2015	Carrying value* as at June 30, 2015  (Rupees in '000)	Total Investments	Net Assets	
Commercial Banks								
Bank Al Habib Limited	6,000	-	-	6,000	33,674	1.26%	1.00%	
Standard Chartered Bank								
(Pakistan) Limited	8,000	-	-	8,000	39,550	1.48%	1.17%	
	14,000	-	-	14,000	73,224	2.74%	2.179	
Chemicals								
Engro Fertilizer Limited								
- Perpetual I	21,000	-	-	21,000	106,838	3.99%	3.16%	
Engro Fertilizer Limited								
- Perpetual II	7,000	-	-	7,000	32,235	1.21%	0.95%	
Agritech Limited - note 5.1.5	2,000	-	-	2,000	-	-	-	
	30,000	-	-	30,000	139,073	5.20%	4.11%	
Construction and Materials								
Maple Leaf Cement Factory								
Limited - Sukuk	7,000	-	-	7,000	12,619	0.47%	0.37%	
	7,000	-	-	7,000	12,619	0.47%	0.37%	
Multiutlities								
WAPDA Sukuk	19,000	-	-	19,000	86,595	3.24%	2.56%	
	19,000	-	-	19,000	86,595	3.24%	2.56%	
Others								
New Allied Electronics Industries								
(Pvt) Limited - note 5.1.5	9,000	-	-	9,000	-	-	-	
New Allied Electronics Industries								
(Pvt) Limited - Sukuk - note 5.1.5	9,000	-	-	9,000		<u>-</u>	-	
	18,000	-	-	18,000	-	-	-	

Cost of investments at June 30, 2015

384,353

<sup>\*</sup> In case of debt securities against which a provision has been made, these are carried at amortised cost less provision. For non-performing securities market value / valuation by MUFAP is not available.

**5.1.3** Saudi Pak Leasing Company Limited defaulted towards payment falling due in September 2010. Accordingly, the exposure was classified as non-performing and provision was recognised in accordance with the SECP's provisioning guidelines.

Subsequently, on the request of the Issuer, TFC holders approved the restructuring of the facility by extending repayment period from 5 years to 9 years and by reducing mark-up rate to 6% for 24 months from restructuring date and 8% for next 24 months and thereafter fixing the mark-up rate at 1 month KIBOR. Further, half of the accrued mark-up is to be paid in cash and the balance is being deferred.

The Issuer defaulted again in the payment of principal and mark-up due on September 13, 2011. In accordance with the requirements of Circular No. 33 of 2012 dated October 24, 2012 issued by the Securities Exchange Commission of Pakistan (SECP), the exposure has been classified as non-performing and no further mark-up is being accrued after classification as non performing exposure. A provision of Rs. 5.550 million equivalent to 100% of the amount outstanding has been made.

- 5.1.4 Worldcall Telecom Limited TFC's were classified by MUFAP as non-performing on November 8, 2012 after default of instalment due on October 7, 2012 (earlier default on April 7, 2012) for the second time. A restructuring agreement was signed on December 26, 2012. The restructuring included the extension of repayment period by 2 years, deferral of principal instalments till October 7, 2014 and payment of regular mark-up during the restructuring period. During the year, payment amounting to Rs. 3.09 million was received. In accordance with Circular No. 33 of 2012 dated October 24, 2012, a provision of Rs. 47.767 million equivalent to 100% of the amount outstanding has been made.
- **5.1.5** These represent investments in privately placed Term Finance Certificates and Sukuk bonds of the investee company. These investments have been fully provided.
- **5.1.6** The Term Finance Certificates and Sukuk bonds held by the Fund are generally secured against hypothecation of stocks and receivables and mortgage / pledge of fixed assets of the issuer.
- 5.1.7 Instalments amounting to Rs. 2.004 million became due for payment of the following TFCs / sukuks and are reflected in note 7.

	2015	2014	
	(Rupees in '000)		
Bank Al Habib Limited	6	6	
Agritech Limited	1,998	1,998	
	2,004	2,004	

5.1.8 Significant terms and conditions of Term Finance Certificates and Sukuk bonds outstanding as at June 30, 2015 are as follows:

Name of security	Remaining principal (per TFC)	Mark-up rate (per annum)	Issue date	Maturity date
Term Finance Certificates - Listed				
Saudi Pak Leasing Company Limited	2,775	6% Fixed Rate	13-Mar-08	13-Mar-17
World Call Telecom Limited	2,011	6 Month KIBOR + 1.60%	7-Oct-08	7-Oct-15
Term Finance Certificates and Sukuk bonds - Unliste	ed			
New Allied Electronics Industries (Pvt) Limited - Suku	ık 4,905	6 Month KIBOR + 2.50%	15-May-07	15-May-11
Agritech Limited	3,997	6 Month KIBOR + 1.75%	30-Nov-07	30-Nov-14
Maple Leaf Cement Factory Limited -Sukuk	2,146	3 Month KIBOR + 1.00%	3-Dec-07	3-Dec-18
New Allied Electronics Industries (Pvt) Limited	2,114	6 Month KIBOR + 2.20%	3-Dec-07	3-Dec-12
Engro Fertilizer Limited - Perpetual I	5,000	6 Month KIBOR + 1.70%	18-Mar-08	18-Mar-18
Engro Fertilizer Limited - Perpetual II	5,000	6 Month KIBOR + 1.25%	18-Mar-08	18-Mar-18
Bank Al Habib Limited	4,992	15% Fixed Rate	30-Jun-11	30-Jun-21
Standard Chartered Bank (Pakistan) Limited	5,000	6 Month KIBOR + 0.75%	29-Jun-12	29-Jun-22
WAPDA - Sukuk	4,643	6 Month KIBOR + 1%	14-Oct-13	14-Oct-21

## 5.2 Investment in Government Securities - Available for sale

Issue Date	Tenor	Face value				Market Value as	Market Value as a percentage of	
		As at July 1, 2014	Purchases during the	Sales / Matured	As at June 30, 2015	at June 30, 2015	Total	Net Assets
			year	during the year			Investments	
Treasury bill			(F	tupees in '000)				
March 20, 2014	6 months	210,000	-	210,000	-	-		-
March 20, 2014	1 year	-	350,000	350,000	-	-	-	-
April 17, 2014	3 months	12,000	-	12,000	-	-	-	-

Issue Date Tenor			Face value			Market Value as	Market Value as a percentage of	
		As at July 1,	Purchases	Sales /		at June 30, 2015		
		2014	during the	Matured	2015		Total	Net Assets
			year	during the			Investments	
				year -(Rupees in '000	n			
Treasury bill				-(Kupees III Ool	,,			
April 17, 2014	6 months	150,000	215,000	365,000				
May 15, 2014	3 months	250,000	213,000	250,000				
May 15, 2014	6 months	100,000		100,000				
June 12, 2014	3 months	100,000	20,000	20,000			_	
June 26, 2014	3 months	_	15,000	15,000				
July 24, 2014	3 months	_	565,000	565,000				_
August 7, 2014	3 months	_	400,000	400,000	_	_	_	_
August 21, 2014	6 months	_	97,000	97,000	_	_	_	_
September 4, 2014	3 months	_	80,000	80,000	_	_	_	_
September 30, 2014	3 months	_	200,000	200,000	_	_	_	_
October 2, 2014	3 months				_	_	_	_
		-	100,000	100,000				
October 30, 2014	3 months	-	400,000	400,000	-	-	-	-
November 13, 2014	6 months	-	400,000	400,000	-	-	-	-
November 27, 2014	3 months	-	500,000	500,000	-	-	-	-
November 27, 2014	6 months	-	575,000	575,000	-	-	-	-
November 28, 2014	3 months	-	100,000	100,000	-	-	-	-
January 8, 2015	6 months	-	250,000	250,000			-	-
January 8, 2015	1 year	-	555,000	-	555,000	535,643	20.03%	15.869
January 22, 2015	6 months	-	500,000	500,000	-	-	2.500/	2.05/
January 22, 2015	1 year	-	250,000	150,000	100,000	96,267	3.60%	2.859
February 6, 2015	6 months	-	100,000	100,000	-	-	-	-
February 19, 2015	3 months	-	250,000	250,000	400.000	202.000	-	- 44 22
March 5, 2015	1 year	-	400,000	-	400,000	382,090	14.28%	11.329
March 19, 2015	1 year	-	100,000	925,000	100,000	95,284	3.56%	2.829
March 19, 2015	3 months	-	925,000	250,000	-	-	-	-
April 30, 2015	3 months	-	250,000 250,000	250,000	-	-		-
April 30, 2015 April 30, 2015	1 year 6 months	-	250,000	250,000	-	-	-	-
May 14, 2015	3 months	_	250,000	250,000	-	-	•	-
May 14, 2015	6 months		250,000	230,000	250,000	243,782	9.11%	7.229
May 14, 2015	1 year	_	250,000	250,000	230,000	243,762	5.11/0	7.22,
Way 14, 2015	1 year		250,000	250,000				
		722,000	8,847,000	8,164,000	1,405,000	1,353,066	50.58%	40.079
Pakistan Investment Bonds								
July 19, 2012	10 years	160,000	_	160,000	_	_	-	_
July 18, 2013	3 years	675,000	775,000	1,050,000	400,000	416,923	15.59%	12.359
July 17, 2014	3 years	-		1,383,000	485,000	522,269	19.52%	15.479
	•	-	1,868,000		465,000	322,209	19.52%	15.477
March 26, 2015	10 years	-	70,000	70,000			-	-
March 26, 2015	5 years	-	70,000	-	70,000	71,068	2.66%	2.109
		835,000	2,783,000	2,663,000	955,000	1,010,260	37.77%	29.929
Grand total		1,557,000	11,630,000	10,827,000	2,360,000	2,363,326	88.35%	69.999
Cost of investments at June 30, 2015						2,324,978		
Loans and receivables - Placem	ents							
Name of Bank			As at July	Placements	Matured	As at June 30,	Percentage of	Percentage of
•		_	01, 2014	made during the year	during the year	2015	total value of investments	Net Assets
		-		(Nuper				
			200,000		200,000			

 $\textbf{5.3.1} \quad \text{The placement carries mark-up at the rate of } 10.25\% \text{ per annum and matured on November 20, 2014}.$ 

5.3

5.4	Net unrealised gain / (loss) on re-measurement of investments classified as available for sale	Note	2015 (Rupees i	2014 n ' <b>000)</b>
	Market value of investments	5.1.1, 5.1.2 & 5.2	2,674,837	1,880,010
	Cost of investments Provision against non-performing TFCs and	5.1.1, 5.1.2 & 5.2	2,762,648	2,002,433
	Sukuks	5.5	(124,484) 2,638,164	(120,684) 1,881,749
			36,673	(1,739)
5.5	Movement in provision against investments		30,073	(1,733)
	Opening balance		122,682	147,746
	Add: Charge for the year		6,896	13,563
	Less: Reversals / write-offs		3,094	38,627
	Net charge		3,802	(25,064)
	Closing balance		126,484	122,682
	Classified and an impostance and		124 404	120.004
	Classified under investments Classified under other receivables		124,484 1,998	120,684 1,998
	classified under other receivables		126,482	122,682
6.	ACCRUED MARK-UP		120,402	122,062
	Mark-up accrued on savings accounts		658	2,312
	Mark-up accrued on term deposit receipts		-	590
	Mark-up / return accrued on Term Finance			
	Certificates and Sukuk bonds		7,688	9,723
	Mark-up / return accrued on Government Securities		46,645	42,694
	Mark-up accrued on placements			2,359
			54,991	57,678
7.	ADVANCES, DEPOSITS AND OTHER RECEIVABLES			
	Security deposit with National Clearing Company			
	of Pakistan Limited		3,500	3,500
	Security deposit with Central Depository Company			
	of Pakistan Limited		100	100
	Receivable against investments of Term Finance Certificates and Sukuk bonds		2.004	2.004
	Others		2,004 1	2,004 1
			5,605	1 5,605
	Less: Provision against overdue instalments of Term Finance Certificates and Sukuk bonds			
	rerm Finance Certificates and Sukuk bonds	5.5	1,998 3,607	1,998 3,607
			3,007	3,007

8.	PAYABLE TO HBL ASSET MANAGEMENT	Note	2015	2014
	LIMITED - MANAGEMENT COMPANY		(Rupe	es in '000)
	Management fee	8.1	5,057	3,374
	Sindh Sales Tax	8.2 _	838	627
			5,895	4,001

- **8.1** Under the provisions of the Non-Banking Finance Companies & Notified Entities Regulations 2008, the Management Company of the Fund is entitled to a remuneration during the first five years of the Fund, of an amount not exceeding three percent of the average annual net assets of the Fund and thereafter of an amount equal to two percent of such assets of the Fund. The Management Company has charged its remuneration at the rate of one and a half percent per annum for the current year (2014: one and a half percent per annum).
- **8.2** The Sindh Government has levied Sindh Sales Tax at the rate of 15% on the remuneration of the Management Company through Finance Act, 2015 effective from July 1, 2014.

9.	PAYABLE TO CENTRAL DEPOSITORY COMPANY	Note	2015	2014
	OF PAKISTAN LIMITED - TRUSTEE		(Rupees i	n '000)
	Trustee's remuneration	9.1	342	263

**9.1** The Trustee is entitled to a monthly remuneration for services rendered to the Fund under the provisions of the Trust Deed as per the tariff specified there in, based on the daily Net Asset Value (NAV) of the Fund.

Based on the Trust Deed, the tariff structure applicable to the Fund as at June 30, 2015 is as follows:

# Amount of Funds Under Management (Average NAV)

Tariff per annum

Up to Rs. 1,000 million

Rs. 0.6 million or 0.17% per annum of (NAV), whichever is higher

Exceeding Rs. 1,000 million upto Rs. 5,000 million

Rs. 1.7 million plus 0.085% per annum of (NAV), exceeding Rs. 1,000 million

Exceeding Rs. 5,000 million

Rs. 5.1 million plus 0.07% per annum of (NAV), exceeding Rs. 5,000 million

The remuneration is paid to the trustee monthly in arrears.

# 10. PAYABLE TO SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN

Note **2015** 

015 2014 (Rupees in '000)

Annual fee

10.1

2,496

10.1 Under the provisions of the Non Banking Finance Companies & Notified Entities Regulations, 2008, a collective investment scheme categorised as income scheme is required to pay as annual fee to the SECP, an amount equal to 0.075% (2014: 0.075%) of the average annual net assets of the scheme. HBL Income Fund has been categorised as an income scheme by the Management Company.

11.	ACCRUED EXPENSES AND OTHER LIABILITIES	Note	2015	2014
			(Rupe	es in '000)
	Auditors' remuneration		315	300
	Brokerage payable		510	29
	Federal Excise Duty payable	11.1	12,078	4,090
	Advance against units to be issued		900	-
	Other payables		140	89
	Payable to HBL Money Market Fund against			
	conversion of units		167,585	-
	Payable to HBL Money Market Fund	11.2	218,000	-
	Capital gain tax payable		4,128	-
	Dividend payable to unit holders		456	-
	Withholding tax payable		8,598	-
	Payable to unit holders against redemption of units		6,613	1
	Provision for Workers' Welfare Fund	15	28,170	22,518
			447,493	27,027

- 11.1 As per the requirement of Finance Act, 2013, Federal Excise Duty (FED) at the rate of 16% on the remuneration of the Management Company has been applied effective June 13, 2013. The Management Company is of the view that since the remuneration is already subject to provincial sales tax, further levy of FED may result in double taxation, which does not appear to be the spirit of the law. In 2014, the Honourable High Court of Sindh in a Constitutional petition relating to levy of FED on Mutual Funds has granted a stay order for the recovery of FED. As a matter of abundant caution, the Management Company has made a provision with effect from June 13, 2013, aggregating to Rs. 12.078 million out of which Rs. 1.1534 million have been paid to the Management Company. Had the provision not been made, the Net Asset Value (NAV) per unit of the fund as at June 30, 2015 would have been higher by Rs. 0.3753 per unit.
- 11.2 This represents amount payable to HBL Money Market Fund in respect of funds received against issuance of units of HBL Money Market Fund, which were wrongly credited by bank in HBL Income Fund account. The said amount has been subsequently paid on September 18, 2015.

12.	MARK-UP ON DEPOSITS WITH BANKS	2015	2014
		(Rupees in	'000)
	Mark-up on savings accounts	34,944	19,538
	Mark-up on term deposit receipts	5,088	7,764
		40,032	27,302
13.	MARK-UP / RETURN ON INVESTMENTS		
	Term Finance Certificates - Listed	6,240	14,794
	Term Finance Certificates and Sukuks - Unlisted	36,769	40,057
	Government Securities	236,192	119,135
	Placements	8,032	2,359
		287,233	176,345
14.	AUDITORS' REMUNERATION		
	Statutory audit fee	280	280
	Half yearly review fee	55	150
	Reporting on compliance with the Code of Corporate Governance	5	25
	Out of pocket expenses	129	49
		469	504

## 15. PROVISION FOR WORKERS' WELFARE FUND

The Finance Act 2008 introduced an amendment to the Workers' Welfare Fund Ordinance, 1971 (WWF Ordinance). As a result of this amendment it may be construed that all Collective Investment Schemes / mutual funds (CISs) whose income exceeds Rs. 0.5 million in a tax year, have been brought within the scope of the WWF Ordinance, thus rendering them liable to pay contribution to WWF at the rate of two percent of their accounting or taxable income, whichever is higher. In this regard, a constitutional petition has been filed by certain CISs through their trustees in the Honourable High Court of Sindh (the Court), challenging the applicability of WWF to the CISs, which is pending adjudication. However, without prejudice to the above, the Management Company made a provision for WWF contribution in the annual financial statements for the year ended June 30, 2010.

During 2010, a clarification was issued by the Ministry of Labour and Manpower (the Ministry) which stated that mutual funds are not liable to contribute to WWF on the basis of their income. This clarification was forwarded by Federal Board of Revenue (FBR) (being the collecting agency of WWF on behalf of the Ministry) to its members for necessary action. Based on this clarification, the FBR also withdrew notice of demand which it had earlier issued to one of the mutual funds for collection of WWF. Notices of demand have also been issued to several other mutual funds and the matter has been taken up by the respective mutual funds with the FBR for their withdrawal on the basis of the above referred clarification of the Ministry.

Furthermore, in 2011, the Honourable Lahore High Court (LHC) in a Constitutional Petition relating to the amendments brought in the WWF Ordinance, 1971 through the Finance Act, 2006, and the Finance Act, 2008, has declared the said amendments as unlawful and unconstitutional. In March 2013, a larger bench of SHC in various Constitutional Petitions declared that amendments brought in the WWF Ordinance, 1971 through the Finance Act, 2006 and the Finance Act, 2008 do not suffer from any constitutional or legal infirmity. The Management Company is hopeful that the decision of the LHC, will lend further support to the Constitutional Petition which is pending in the SHC.

However, pending the decision of the said constitutional petition, the Management Company, as a matter of abundant caution, has decided to continue to maintain the provision for WWF amounting to Rs. 28.170 million (including Rs. 5.653 million for the current year). Had the provision not been made, the Net Asset Value (NAV) per unit of the fund as at June 30, 2015 would have been higher by Rs. 0.8753 per unit. During the year, the tax authorities passed order in respect of recovery of WWF amounting to Rs. 15.6 million for tax year 2009, 2010, 2011 and 2012. The Fund has filed appeal beforeComissioner Inland Revenue (Appeals) where hearing is pending.

## 16. TAXATION

The Fund's income is exempt from Income Tax as per clause (99) of part I of the Second Schedule to the Income Tax Ordinance, 2001 subject to

the condition that not less than 90% of the accounting income for the year as reduced by capital gains whether realised or unrealised is distributed amongst the unit holders. Provided that for the purpose of determining distribution of at least 90% of accounting income, the income distributed through bonus shares, units or certificates as the as the case may be, shall not be taken into account. Furthermore, as per regulation 63 of the Non-Banking Finance Companies and Notified Entities Regulations, 2008, the Fund is required to distribute 90% of the net accounting income on-the than capital gains / loss to the unit holders. The Fund has not recorded any tax liability in respect of income relating to the current period as the Management Company has distributed at least 90 percent of the Fund's accounting income for the year ending June 30, 2015 as reduced by capital gains (whether realised or unrealised) to its unit holders in the form of cash.

The tax department has issued show cause notice to the Fund for tax year 2008. In the notice, the tax department has alleged that the return filed by the Fund in respect of above tax year is found erroneous in so far as prejudicial to the interest of the revenue and requires amendment under section 122 (5A) of the Income Tax Ordinance, 2001. They have further stated that as the Fund has distributed income in the form of bonus shares which has not resulted in increase in capital, therefore such distribution / payment tantamount to dividend as per section 2 (29) of the Ordinance and the Fund has not made withholding under section 150 of the Ordinance, therefore does not qualify for exemption in terms of Clause (99) of Part I of the Second Schedule to the Ordinance.

The Fund has filed a reply to show cause notice stating that the assessment cannot be reopened as a period of five years has already lapsed. The contention that bonus units do not result in increase in the capital is not correct and the distribution was in accordance with Clause 99 Part I of the Second Schedule. The Clause 99 of Part I of the Second Schedule has only been amended vide Finance Act 2014 and therefore is applicable for tax year 2015.

The Fund considers that application of amended Clause 99 to tax year 2008 is void and is confident that the proceedings would be dropped.

#### 17. FINANCIAL INSTRUMENTS BY CATEGORY

	2015			
	Loans and receivables	Assets at fair value through profit or loss	Available for sale	Total
Financial assets		(.tapees	555,	
Bank balances	1,099,072	-	-	1,099,072
Investments	· -	-	2,674,837	2,674,837
Accrued mark-up	54,991	-	-	54,991
Advances, deposits and other receivables	3,607			3,607
	1,157,670	·	2,674,837	3,832,507
			2015	
		Liabilities at	Other	
		fair value	financial	Total
		through profit	liabilities	
		or loss		
		(	Rupees in '000)	
Financial liabilities				
Payable to HBL Asset Management Limited - Management		-	5,895	5,895
Payable to Central Depository Company of Pakistan Limited		-	342	342
Payable to Securities and Exchange Commission of Pakistan Accrued expenses and other liabilities		-	2,496 407,245	2,496
Accrued expenses and other habilities		<del></del>	415,978	407,245 415,978
			413,378	413,378
		20	014	
		Assets at fair		
	Loans and	value through	Available for	Total
	receivables	profit or loss	sale	
Financial assets		(Rupees	in '000)	
Filialicial assets				
Bank halances	659 789	_	_	659 789
Bank balances Investments	659,789 200.000	-	- 1.880.010	659,789 2.080.010
Bank balances Investments Accrued mark-up	200,000	-	- 1,880,010 -	2,080,010
Investments		- - -	- 1,880,010 - -	
Investments Accrued mark-up	200,000 57,678	- - - -	- 1,880,010 - - - 1,880,010	2,080,010 57,678
Investments Accrued mark-up	200,000 57,678 3,607		1,880,010	2,080,010 57,678 3,607
Investments Accrued mark-up	200,000 57,678 3,607			2,080,010 57,678 3,607
Investments Accrued mark-up	200,000 57,678 3,607	Liabilities at fair	1,880,010	2,080,010 57,678 3,607 2,801,084
Investments Accrued mark-up	200,000 57,678 3,607	value through	1,880,010 2014 Other financial	2,080,010 57,678 3,607
Investments Accrued mark-up	200,000 57,678 3,607	value through profit or loss	1,880,010  2014  Other financial liabilities	2,080,010 57,678 3,607 2,801,084
Investments Accrued mark-up Advances, deposits and other receivables	200,000 57,678 3,607	value through profit or loss	1,880,010 2014 Other financial	2,080,010 57,678 3,607 2,801,084
Investments Accrued mark-up Advances, deposits and other receivables  Financial liabilities	200,000 57,678 3,607 921,074	value through profit or loss	1,880,010  2014  Other financial liabilities (Rupees in '000)	2,080,010 57,678 3,607 2,801,084 Total
Investments Accrued mark-up Advances, deposits and other receivables  Financial liabilities Payable to HBL Asset Management Limited - Management	200,000 57,678 3,607 921,074	value through profit or loss	1,880,010  2014  Other financial liabilities	2,080,010 57,678 3,607 2,801,084
Investments Accrued mark-up Advances, deposits and other receivables  Financial liabilities	200,000 57,678 3,607 921,074 Company	value through profit or loss	1,880,010  2014  Other financial liabilities (Rupees in '000)	2,080,010 57,678 3,607 2,801,084 Total
Investments Accrued mark-up Advances, deposits and other receivables  Financial liabilities Payable to HBL Asset Management Limited - Management Payable to Central Depository Company of Pakistan Limited	200,000 57,678 3,607 921,074 Company	value through profit or loss	1,880,010  2014  Other financial liabilities (Rupees in '000) 4,001 263	2,080,010 57,678 3,607 2,801,084 Total 4,001 263
Investments Accrued mark-up Advances, deposits and other receivables  Financial liabilities Payable to HBL Asset Management Limited - Management Payable to Central Depository Company of Pakistan Limited Payable to Securities and Exchange Commission of Pakistan	200,000 57,678 3,607 921,074 Company	value through profit or loss	1,880,010 2014 Other financial liabilities (Rupees in '000) 4,001 263 1,441	2,080,010 57,678 3,607 2,801,084 Total 4,001 263 1,441

## 18. TRANSACTIONS WITH CONNECTED PERSONS / RELATED PARTIES

Connected persons include HBL Asset Management Limited being the Management Company, Habib Bank Limited being the Sponsor, Central Depository Company of Pakistan Limited, being the Trustee of the Fund, other collective investment schemes managed by the Management Company, directors and officers of the Management Company and directors of connected persons.

Transactions with connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates

Remuneration payable to Management Company and Trustee is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed respectively.

Details of the transactions with connected persons and balances with them, if not disclosed elsewhere in these financial statements are as follows:

		2015	2014
18.1	Transactions during the year	(Rupees	in '000)
	HBL Asset Management Limited - Management Company	<b>,</b>	,
	Management fee	66,592	38,853
	Issue of 4,756,105 units (2014: 1,063,455 units)	531,416	110,000
	Issue of Nil bonus units (2014: 115,324 bonus units)	-	11,712
	Redemption of 5,896,972 units (2014: 1,049,215 units)	662,210	106,522
	Profit earned on units redeemed	20,794	6,522
	Habib Bank Limited - Sponsor		
	Issue of 1,011,803 units (2014: Nil units)	105,823	-
	Issue of Nil bonus units (2014: 1,193,872 bonus units)	-	121,238
	Bank charges paid	78	30
	Mark-up earned during the year	6,770	3,954
	Mark-up received during the year	6,958	3,909
	Jubilee General Insurance Company - Associated company		
	Issue of 5,736,810 units (2014: 1,920,894 units)	600,000	200,000
	Issue of Nil bonus units (2014: 105,076 bonus units)	-	10,696
	Redemption of 4,902,534 units (2014: Nil units)	540,133	-
	Profit earned on units redeemed	40,133	-
	Directors and Executives of the Management Company and their relatives		
	Directors		
	Mr. Salim Amlani		
	Issue of 2,724 units (2014: Nil units)	285	-
	Issue of Nil bonus units (2014: 3,920 bonus units)	-	398
	Redemption of Nil units (2014: 9,635)	-	1,000
	Profit earned on units redeemed	-	341
	Relatives of Directors		
	Issue of Nil bonus units (2014: 2,347 bonus units)	-	238
	Executives and their relatives		
	Issue of 164,336 units (2014: Nil units)	17,989	-
	Redemption of 162,911 units (2014: Nil units)	18,000	-
	Profit earned on units redeemed	160	-

		Note	2015 (Rupees ir	2014 n ' <b>000)</b>
	Central Depository Company of Pakistan Limited - Trustee Remuneration		2 607	2 497
	Central Depository system charges		3,607 6	2,487 6
	Central Depository system charges		Ū	O
	Directors of connected persons			
	Issue of 30,939 units (2014: 482,724 units)		3,236	50,000
	Issue of Nil bonus units (2014: 183,078 bonus units)		-	18,590
	Redemption of 4,955 units (2014: 175,546 units )		549	18,175
	Profit earned on units redeemed		133	458
	Persons holding 10% or more units - other than above			
	Issue of 906,683 units (2014: 2,948 units)		100,000	305,561
	Issue of Nil bonus units (2014: 131 bonus units)		· -	13,295
	Redemption of 3,985,638 units (2014: Nil units )		421,962	-
	Profit earned on units redeemed		16,400	-
18.2	Balances outstanding as at year end			
	HBL Asset Management Limited - Management Company			
	Investment held by the management company in the Fund: Nil units			
	(2014: 1,140,867 units)		-	115,614
	Management fee payable		5,057	3,374
	Sindh Sales tax		838	627
	Habib Bank Limited - Sponsor			
	Investment held in the Fund: 12,769,902 units (2014:			
	11,758,098 units)		1,339,674	1,191,552
	Bank balances		124,151	68,263
	Mark-up receivable on deposits with bank		-	188
	HBL Money Market Fund - Associate			
	Payable to HBL Money Market Fund against			
	conversion of units		167,585	-
	Payable to HBL Money Market Fund	11.2	218,000	-
	Jubilee General Insurance Company - Associated company			
	Investment held in the Fund: 2,860,246 units (2014: 2,025,970			
	units)		300,065	205,309
			300,003	203,303
	Directors and Executives of the Management Company and their relatives			
	Directors and their relatives			
	Investment held in the Fund: 37,900 units (2014: 58,293 units)		3,976	5,907
	Evenutives and their veletives			
	Executives and their relatives		1 004	1 675
	Investment held in the Fund: 17,954 units (2014: 16,529 units)		1,884	1,675
	Central Depository Company of Pakistan Limited - Trustee			
	Remuneration payable		342	263
	Security deposit		100	100
	Directors of connected persons			
	Investment held in the Fund: 430,433 units (2014 : 1,995,412)		45,156	202,213
			,	, ,
	Persons holding 10% or more units - other than above			242.245
	Investment held in the Fund: Nil units (2014 : 3,078,955 )		-	312,018

## 19. PARTICULARS OF INVESTMENT COMMITTEE AND FUND MANAGER

Details of members of the investment committee of the Fund are as follow:

Name Designation		Designation	Qualification	Experience in years
1	Mr. Rehan N.Shaikh	Chief Executive Officer	B.Com	20
2	Mr. Amir Khan	Head of Research and Business Development	MBA	22
3	Mr. Naseer Ladhani	Head of Risk & Compliance	MBA	30
4	Mr. Fahad Aziz	Fund Manager	MBA	10

**19.1** Mr. Fahad Aziz is the Fund Manager of HBL Income Fund. He has obtained a Masters Degree in Business Administration. He is also the Fund Manager of HBL Money Market Fund and HBL Islamic Money Market Fund.

## 20 TOP BROKERS / DEALERS BY PERCENTAGE OF COMMISSION PAID

## Top brokers during the year ended June 30, 2015

- 1 Arif Habib Limited
- 2 BMA Capital Management Limited
- 3 Elixir Securities Pakistan (Private) Limited
- 4 Global Securities Pakistan Limited
- 5 Invest and Finance Securities (Private) Limited
- 6 JS Global Capital Limited
- 7 Next Capital Limited
- 8 Optimus Capital Management (Private) Limited
- 9 Pearl Securities Limited

The Fund has entered into transactions with less than ten brokers during the year ended June 30, 2015.

Top brokers during the year ended June 30, 2014

- 1 BMA Capital Management Limited
- 2 Global Securities Pakistan Limited
- 3 Invest and Finance Securities (Private) Limited
- 4 JS Global Capital Limited
- 5 KASB Securities Limited
- 6 Optimus Capital Management (Private) Limited
- 7 Pearl Securities Limited

The Fund has entered into transactions with less than ten brokers during the year ended June 30, 2014.

#### PATTERN OF UNIT HOLDING 21 2015 Number of unit Investment Percentage holders amount investment (Rupees in '000) 1,100,274 Individuals 844 32.58% Associated companies 1,639,738 48.57% 2 Directors 1 3,976 0.12% 111,339 Retirement funds 8 3.30% **Public limited companies** 1 20,000 0.59% Others 500,954 14.84% 18 874 3,376,281 100.00%

		2014			
	Number of unit holders	Investment amount (Rupees in '000)	Percentage investment		
Individuals	382	546,570	19.74%		
Associated companies	3	1,512,475	54.63%		
Directors	1	3,564	0.13%		
Retirement funds	5	32,554	1.18%		
Public limited companies	3	406,766	14.70%		
Others	8	266,423	9.62%		
	402	2 768 352	100.00%		

### ATTENDANCE AT MEETINGS OF BOARD OF DIRECTORS

The 47th, 48th, 49th, 50th and 51st board meetings were held on October 30, 2014, December 05, 2014, January 19, 2015, February 27, 2015 and April 28, 2015. respectively. Information in respect of attendance by Directors in the meetings is as follows:

		Num	ber of meetin	gs	
Name of Director		Held	Attended	Leave granted	Meeting not attended
1	Mr. Towfiq Habib Chinoy	5	5	_	
2	Mr. Rehan N. Shaikh	5	4	1	50th meeting
3	Mr. Rizwan Haider	5	5	-	
4	Mr. Salahuddin Manzoor	5	3	2	50th meeting & 51st meeting
5	Mr. Salim Amlani	5	5	-	
6	Ms. Sadia Khan	5	4	1	49th meeting
7	Ms. Sima Kamil	5	3	2	50th meeting & 51st meeting

## 23. FINANCIAL RISK MANAGEMENT

The Fund primarily invests in a portfolio of money market investments such as investment-grade debt securities, government securities, spread transactions, margin financing and in other money market instruments. These activities are exposed to a variety of financial risks: market risk, credit risk and liquidity risk.

## 23.1 Market risk

This is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

The Management Company manages market risk by monitoring exposure on marketable securities by following the internal risk management policies and investment guidelines approved by the Investment Committee and regulations laid down by the Securities and Exchange Commission of Pakistan. Market risk comprises of three types of risk; currency risk, interest rate risk and other price risk.

## 23.1.1Currency risk

This is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Fund, at present is not exposed to currency risk as its operations are geographically restricted to Pakistan and all transactions are carried out in Pak Rupees.

## 23.1.2Interest rate risk

This is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

## Sensitivity analysis for variable rate instruments

As at June 30, 2015, the Fund holds KIBOR based interest bearing term finance certificates that expose the Fund to cash flow interest and fair value interest rate risk. In case of 100 basis points increase in KIBOR on June 30, 2015, with all other variables held constant, the net assets of the Fund would have been lower by Rs. 5,980,346 (2014: Rs. 9,768,838) and net income of the Fund would have been higher by Rs. 864,072 (2014: Rs. 841,886). In case of 100 basis points decrease in KIBOR on June 30, 2015, with all other variables held constant, the net assets of the Fund would have been higher by Rs. 7,353,750 (2014: Rs. 12,459,795) and net income for the year would have been lower by Rs. 864,072 (2014: Rs. 841,886).

## b) Sensitivity analysis for fixed rate instruments

As at June 30, 2015, the Fund holds Treasury bills, Pakistan Investment Bonds and term finance certificates which are classified as available for sale, exposing the Fund to fair value interest rate risk. In case of 100 basis points increase in KIBOR and rates announced by the Financial Market Association on June 30, 2015, with all other variables held constant, the net assets would have been lower by Rs. 24,688,310 (2014: Rs. 19,080,247). In case of 100 basis points decrease in KIBOR and rates announced by the Financial Market Association on June 30, 2015, with all other variables held constant, the net assets would have been lower by Rs. 25,522,119 (2014: Rs. 22,924,864).

The composition of the Fund's investment portfolio, KIBOR rates and rates announced by Financial Market Association is expected to change over time. Therefore, the sensitivity analysis prepared as of June 30, 2015 is not necessarily indicative of the effect on the Fund's net assets and net income due to future movements in interest rates.

Yield / Interest rate sensitivity position for on balance sheet financial instruments is based on the earlier of contractual repricing or maturity date and for off-balance sheet instruments is based on the settlement date.

	2015					
			Exposed to	Yield / Interest	rate risk	
	Yield / Interest rate (%)	Total	Upto three months	More than three months and upto one	More than one year	Not exposed to Yield / Interest rate risk
On-balance sheet financial instruments			(R	year upees in '000)		
Financial assets			,	upccs 000,		
Bank balances	5.69 - 8.22	1,099,072	1,099,072	-	-	-
Investments	7.74 - 15	2,674,837	-	1,374,048	1,300,789	-
Accrued mark-up		54,991	-	-	-	54,991
Advances, deposits and other receivables		3,607	-	-	-	3,607
Financial liabilities Payable to HBL Asset Management Limited -		3,832,507	1,099,072	1,374,048	1,300,789	58,598
Management Company Payable to Central Depository Company of		5,895	-	-	-	5,895
Pakistan Limited - Trustee Payable to Securities and Exchange Commission		342	-	-	-	342
of Pakistan		2,496	-	-	-	2,496
Accrued expenses and other liabilities		407,245	-	-	-	407,245
On-balance sheet gap	•	415,978 3,416,529	1,099,072	1,374,048	1,300,789	415,978 (357,380)
Off-balance sheet financial instruments		3,410,323		1,374,040	1,300,703	(337,380)
Off-balance sheet gap	•					
On-balance sheet gap	•					
				014 to Yield / Interest	rate risk	
	Yield / Interest	•		More than		Not exposed to
	rate	Total	Upto three	three months	More than	Yield / Interest
	(%)		months	and upto one year	one year	rate risk
On-balance sheet financial instruments			(F	Rupees in '000)		
Financial assets						
Bank balances Investments	7.05 - 10.50 9.84 - 15	659,789	659,789 622,193		- 818,552	- 6,896
Accrued mark-up	9.64 - 15	2,080,010 57,678	622,195	632,369	616,552	57,678
Advances, deposits and other receivables		3,607	_	_	_	3,607
,	•	2,801,084	1,281,982	632,369	818,552	68,181
Financial liabilities						
Payable to HBL Asset Management Limited -	ı	4 004	Ī	I	1	4.004
Management Company Payable to Central Depository Company of		4,001	-	-	-	4,001
Pakistan Limited - Trustee		263	_	_	_	263
Payable to Securities and Exchange Commission		200				200
of Pakistan		1,441	-	-	-	1,441
Accrued expenses and other liabilities		419	-	-	-	419
		6,124	-	-	-	6,124
On-balance sheet gap	•	2,794,960	1,281,982	632,369	818,552	62,057
Off-balance sheet financial instruments		-	-	-	-	-
Off-balance sheet gap	•	-	-	-	-	

## 23.1.3 Price Risk

This is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instruments or its issuer, or factors affecting all similar financial instruments traded in the market. The Fund is not exposed to any price risk as on June 30, 2015.

## 23.2 Credit risk

The Fund is exposed to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when they fall due. Credit risk arises from the inability of the counter party to fulfil their obligations. There is a possibility of default by participants or failure of the financial markets / stock exchanges, the depositories, the settlements or clearing system, etc.

The Fund's credit risk is primarily attributable to its investment in debt securities and government securities, balances with banks and advances, deposits and other receivables. The credit risk of the Fund is limited as the investments are made and balances are maintained with counter parties that are financial institutions with reasonably high credit ratings. Risk attributable to investment in government securities is limited as these are guaranteed by the Federal Government.

The Fund's policy is to enter into financial contracts in accordance with the internal risk management policies and investment guidelines approved by the Investment Committee. In addition, the risk is managed through the assignment of credit limits and by following strict credit evaluation criteria laid down by the Management Company.

The analysis below summarises the credit quality of the Fund's financial assets as at June 30, 2015 and June 30, 2014:

	2015	2014
Bank balances by rating category	(Rupees in '000)	
A1+ (PACRA)	1,098,904	602,591
A-1+ (JCR-VIS)	168	57,198
	1,099,072	659,789
Term finance certificates by rating category		
AAA	126,144	140,684
A+	139,073	-
A	33,675	135,468
AA	-	33,544
AA-	-	15,956
BBB	12,619	21,648
Non-performing accounts	-	6,896
	311,511	354,196
Investment in Government Securities	2,363,326	1,525,814
Short term investment		200,000
Accrued mark-up	54,991	57,678
Advances, deposits and other receivables	3,607	3,607

The maximum exposure to credit risk before any credit enhancement as at June 30, 2015 is the carrying amount of the financial assets.

Ageing analysis of impaired accounts that are not fully provided is as follows:

		2015		014
	Carrying	Provision held	Carrying	Provision held
	Amount		Amount	
	(Rupees in '000)		(Rupees in '000)	
Past due more than 1 year	-	-	50,862	43,966

## Concentration of credit risk

Concentration of credit risk exists when changes in economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is significant in relation to the Fund's total credit exposure. The Fund's portfolio of financial instruments is broadly diversified and transactions are entered into with diverse credit-worthy counterparties thereby mitigating any significant concentrations of credit risk.

## 23.3 Liquidity risk

Liquidity risk is the risk that the Fund may not be able to generate sufficient cash resources to settle its obligation in full as they fall due or can only do so on terms that are materially disadvantageous.

The Fund is exposed to daily cash redemptions of units. The Management Company manages the liquidity risk by monitoring maturities of financial assets and financial liabilities and investing a major portion of the Fund's assets in highly liquid financial assets.

In order to manage the Fund's overall liquidity, the Fund may also withhold daily redemption requests in excess of ten percent of the units in issue and such requests would be treated as redemption request qualifying for being processed on the next business day. Such procedure would continue until the outstanding redemption requests come down to a level below ten percent of the units then in issue. The Fund did not withhold any redemptions during the year.

The table below analyses the Fund's financial liabilities into relevant maturity groupings based on the remaining period at the balance sheet date to the contractual maturity date. The amounts in the table are the contractual undiscounted cash flows.

2015

	Total	Upto three months	Over three months and upto one year	Over one year
Financial liabilities		(Rupees i	n '000)	
(excluding unit holder's fund)				
Payable to HBL Asset Management				
Limited - Management Company	5,895	5,895	-	-
Payable to Central Depository Company of Pakistan Limited - Trustee	342	342		
Payable to Securities and Exchange	342	342	-	-
Commission of Pakistan	2,496	2,496	_	_
Accrued expenses and other liabilities	407,245	407,245	_	_
Accided expenses and other habilities	415,978	415,978	-	-
Unit holders' fund	3,376,281	3,376,281	-	_
	Total	Upto three months	Over three months and upto one year	Over one year
Financial liabilities		(Rupees i	n '000)	
(excluding unit holder's fund) Payable to HBL Asset Management	4.004	4.004		
Limited - Management Company Payable to Central Depository Company	4,001	4,001	-	-
of Pakistan Limited - Trustee	263	263		
Payable to Securities and Exchange	203	203	-	-
Commission of Pakistan	1,441	1,441	_	_
Accrued expenses and other liabilities	419	419	-	_
·	6,124	6,124	-	-
Unit holders' fund	2,768,352	2,768,352	-	

#### 24. UNITS HOLDERS' FUND RISK MANAGEMENT

The units holders' fund is represented by redeemable units. These units are entitled to distributions and to payment of a proportionate share, based on the Fund's net asset value per unit on the redemption date. The relevant movements are shown on the statement of movement in unit holders' fund.

The Fund has no restrictions on the subscription and redemption of units. There is no specific capital requirement which is applicable on the Fund.

The Fund's objectives when managing unit holders' funds are to safeguard its ability to continue as a going concern so that it can continue to provide returns to unit holders and to maintain a strong base of assets under management.

In accordance with the risk management policies stated in note 23, the Fund endeavours to invest the subscriptions received in appropriate investments while maintaining sufficient liquidity to meet redemption, such liquidity being augmented by short term borrowing arrangements (which can be entered if necessary) or disposal of investments where necessary.

### 25. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the amount for which an asset could be exchanged, or liability settled, between knowledgeable willing parties in an arm's length transaction. Consequently, differences can arise between carrying values and fair value estimates.

Underlying the definition of fair value is the presumption that the Fund is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

The fair value of financial assets and liabilities traded in active markets are based on the quoted market prices at the close of trading on the year end date. The Fund does not hold any securities that are based on quoted market prices.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

The fair value of financial assets (e.g. Treasury bills, Terms finance certificates and Sukuks) that are not traded in an active market is determined with reference to the rates quoted by Financial Market Association of Pakistan and MUFAP. The fair value quoted by MUFAP is calculated in accordance with valuation methodology prescribed by Circular No. 33 of 2012 dated October 24, 2012 issued by the Securities and Exchange Commission of Pakistan (SECP).

If a security is not quoted by MUFAP due to it being 'non-performing status', its value is determined by making provisions in accordance with Circular No. 33 of 2012 issued by the SECP.

The estimated fair value of other financial assets and liabilities is considered not significantly different from carrying values as the items are either short term in nature or periodically repriced.

IFRS 7, 'Financial instruments: Disclosures' requires the Fund to classify fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- Quoted prices (unadjusted) in active markets for identical assets or Liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

		2015		
	Level 1	Level 2	Level 3	Total
		(Rupees in	'000)	
Assets				
Financial assets available for sale				
- Debt securities		311,511	-	311,511
<ul> <li>Government treasury bills</li> </ul>	<u> </u>	2,363,326	-	2,363,326

		203	14	
	Level 1	Level 2	Level 3	Total
		(Rupees in	'000)	
Assets				
Financial assets available for sale				
- Debt securities		347,300	6,896	354,196
- Government treasury bills		1,525,814	-	1,525,814

The following table shows a reconciliation from the opening balances to the closing balances for fair value measurements in Level 3 of the fair value hierarchy.

	Debt securities (Rupees in '000)
Balance as at July 1, 2014	20,495
Provision during the year	(13,599)
Balance as at June 30, 2014	6,896
Provision during the year	(3,802)
Recovery made during the year	(3,094)
Balance as at June 30, 2015	<u> </u>

# 26. DISCLOURE UNDER CIRCULAR 16 OF 2010 ISSUED BY THE SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN - CATEGORISATION OF OPEN

The Securities and Exchange Commission of Pakistan vide Circular 7 of 2009 dated March 6, 2009 required all Asset Management Companies to classify funds under their management on the basis of categorisation criteria laid down in the circular. HBL Asset Management Limited (Management Company) classified HBL Income Fund (the Fund) as 'Income Scheme' in accordance with the said circular. As at June 30, 2014, the Fund is compliant with all the requirements of the said circular except for clause 9 (v) which requires that the rating of any security in the portfolio shall not be lower than the investment grade.

Name of Non-Complaint Investment	Type of Investment	Value of Investment before Provision	Provision held (if any)	Value of Investment after Provision	% of Net Assets	% of Gross Assets
		(F	Rupees in '000)			
New Allied Electronics Industries (Private) Limited New Allied Electronics	TFC	19,025	19,025	-	-	-
Industries (Private) Limited	Sukuk	44,149	44,149	_	-	_
Agritech Limited	TFC	9,992	9,992	_	-	_
Saudi Pak Leasing Company						
Limited	TFC	5,550	5,550	_	-	_
Worldcall Telecom Limited	TFC	47,768	47,768	-	-	-

## 27. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue by the Board of Directors of the Management Company in their meeting held on September 30, 2015.

## 28. GENERAL

Figures have been rounded off to the nearest thousand rupees.

For HBL Asset Management Limited (Management Company)

Chief Executive	 Director
Chief executive	Director

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**HBL Asset Management Limited** 









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