

## **HBL** MultiAssetFund

**Annual Report 2016** 

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## HBL MULTI ASSET FUND

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## **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.

## **FUND AND CORPORATE INFORMATION**

#### **Management Company**

**HBL Asset Management Limited.** 

Board of Directors (As of August 26, 2016)

Mr. Towfiq Habib Chinoy (Independent Non-Executive Director) Directors Mr. Rehan N. Shaikh (Executive Director & CEO)

Mr. Rizwan Haider (Non-Executive Director) Mr. Salahuddin Manzoor (Non-Executive Director) Ms. Sima Kamil (Non-Executive Director)

Mr. Nadeem Abdullah (Independent Non-Executive Director) Ms. Ava Ardeshir Cowasiee (Independent Non-Executive Director)

Audit Committee (As of August 26, 2016)

Chairman Mr. Nadeem Abdullah (Independent Non-Executive Director) Members

Mr. Rizwan Haider (Non-Executive Director)

(Independent Non-Executive Director) Mr. Ava A. Cowasjee

**Human Resource Committee** 

Chairperson Mr.. Towfiq Habib Chinoy (Non-Executive Director) Members Ms. Sima Kamil (Non-Executive Director)

Mr. Rehan N. Shaikh (Executive Director & CEO)

**Risk Management Committee** 

Mr. Rizwan Haider (Non-Executive Director) Members Mr. Salahuddin Manzoor (Non-Executive Director)

Mr. Rehan N. Shaikh (Executive Director & CEO)

Company Secretary &

Chief Financial Officer Mr. Noman Ourban

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

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

Internal Auditors Ernst Young Rhodes Sidat Hyder

Progressive Plaza, Beamont Road, 75530,

Karachi, Pakistan.

Trustee Central Depository Company of Pakistan Limtied (CDC)

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

Bankers Habib Bank Limited

MCB Bank Limited Bank Al Falah Limited Allied Bank Limited NIB Bank limited Askari Bank Limited

Mandviwalla & Zafar, Advocates and Legal Consultants, Legal Advisors

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.

## **DIRECTORS REPORT**

The Board of Directors of HBL Asset Management Limited is pleased to present its report together with Financial Statements of HBL Multi Asset Fund for the year ended June 30, 2016.

#### **Money Market Review**

During the year State Bank Pakistan reduced the Discount Rate twice, from 7.00% to 6.50% in September 2015 and then 6.25% in May 2016 on the back of lower inflationary pressure and strong external accounts position. Due to the decrease in Discount Rate, the T-bills secondary market yields decreased by a total of 105, 107 and 107 bps for 3,6 and 12 months respectively. Further out on the yield curve, the secondary market yields of 3, 5 and 10 year PIBs fell by 187, 233, and 238 bps respectively. Thus, money market saw a flattening of the yield curve during the year.

Pakistan's economy continued to maintain its growth momentum for the 3rd year in a row with real GDP growing at 4.71% in FY16 which is the highest in eight years. CPI inflation for FY16 clocked in at 2.86% compared to 4.53% in the previous year, driven by lower oil and food prices. The current account deficit reduced by 6.8%, while as a % of GDP, the current account deficit stood at 0.9% of GDP in FY16 vs. 1.0% in the previous fiscal year. The country's foreign exchange reserves increased by 23% to USD 23 billion, driven by sizable inflows from the IMF and other lenders, combined with savings via low international oil prices. The surge in foreign exchange reserves resulted in relative stability in the exchange rate with PKR depreciating by a mere 2.8% against USD in the interbank market.

#### Stock Market Review

The KSE100 Index continued its upward journey in FY16, notching up a 9.8% return for the year, outperforming MSCI Frontier Market return of -15.3%. The majority of the annual gains for the KSE100 Index were realized in the 4th quarter of the year, when the market gained 14%, driven by the announcement that Pakistan would be upgraded from Frontier Market to Emerging Market status with effect from May 2017; for 9MFY16, the market had posted an FYTD loss of 3.7%. Nine stocks listed on the PSX would be included in the MSCI Emerging Markets Index, and Pakistan's total weight in the Index would be ~0.19%. In terms of sector performance, the best performing sectors were Pharmaceuticals (+37%), followed by Tobacco (+38%) and Cement (+24%). Rising disposable income of the Pakistani consumer has boosted the popularity of consumer stocks among local and foreign investors, while the announcement of the China-Pak Economic Corridor (CPEC) project and several private sector construction projects propelled cement stocks higher. On the flip side, Multi-utilities (-13%), Oil & Gas (-7%) and Commercial Banks (-3%) were relative laggards due to the sharp decline in oil prices and decade-low interest rates, which would curb spreads in the banking sector.

#### **FUND'S PERFORMANCE**

The total and net income of the Fund was Rs 70.78 million and Rs 47.53 million respectively for the year ended June 30, 2016. The Net Asset Value (NAV) per Unit of the Fund was Rs 94.9833 per Unit as on June 30, 2015. The NAV of the fund increased and was Rs 98.0474 per Unit as on June 30, 2016 (after incorporating interim dividends of Rs. 2.50 per unit); thereby giving a return of 5.89% for the year ended June 30, 2016. During the same year the benchmark return (50% KSE - 100 index and 50% 6 Month KIBOR) was 8.18%. The size of the Fund slightly decreased from Rs 767 million as on June 30, 2015 to Rs 766 million as on June 30, 2016 showing a minor decline.

## INCOME DISTRIBUTION

During the year under review the Fund has distributed a Cash dividend of Rs. 2.50 per unit on June 28, 2016.

#### **RATING UPDATE**

The JCR-VIS Credit Rating Company Limited (JCR-VIS) has harmonised asset manager rating at "AM2" to the Management Company and has assigned one year performance ranking of MFR-1 Star, three years performance ranking of MFR-1 Star and five years performance ranking of MFR-2 Star to the Fund.

#### **AUDITORS**

The existing Auditors M/s KPMG Taseer Hadi & Co., Chartered Accountants retired. The Board of Directors, on the recommendation of the Audit Committee, has appointed M/s Deloitte Yousaf Adil., Chartered Accountants as Auditors of Fund for the next term.

#### **PATTERN OF UNIT-HOLDERS**

The pattern of Unit-holding as on June 30, 2016 is given in respective notes to the financial statements.

#### DIRECTORS' STATEMENT IN COMPLIANCE WITH CODE OF CORPORATE GOVERNANCE

This part of the Directors' report to unit-holders is given as required under section 236 of the Companies Ordinance 1984:

1. The financial statements, prepared by the management company of the Funds, present fairly the state of affairs of the Funds, the result of its operations, cash flows and statement of movement in unit holders' funds.

- 2. Proper books of account of Funds have been maintained.
- Appropriate accounting policies have been consistently applied in preparation of financial statements. Accounting estimates are based on reasonable and prudent judgment.
- 4. International Accounting Standards, as applicable in Pakistan, have been followed in preparation of the financial statements.

  5. The system of internal control is sound in design and has been effectively implemented and monitored.

- There are no significant doubts upon the Funds' ability to continue as a going concern.
   There has been no material departure from the best practices of Corporate Governance, as detailed in the listing regulations.
- 8. A summary of key financial data/performance table for up to six years of operations, wherever applicable is annexed.

  9. The Directors, CEO, Executives and their spouses have made no transactions in the Fund's units during the year except as disclosed in respective notes to the financial statements of the Fund.
- 10. The Board of Directors of HBL Asset Management Limited held five meetings during the current financial year. The attendance of all directors is given in the following table:

| Sr. No. | Name of Director       | Number of meetings |          |  |
|---------|------------------------|--------------------|----------|--|
| 31. NO. | Name of Director       | Held               | Attended |  |
| 1       | Mr. Towfiq H. Chinoy   | 5                  | 4        |  |
| 2       | Mr. Rehan N. Shaikh    | 5                  | 5        |  |
| 3       | Mr. Rizwan Haider      | 5                  | 4        |  |
| 4       | Mr. Salahuddin Manzoor | 5                  | 3        |  |
| 5       | Mr. Salim Amlani       |                    | 2        |  |
| 6       | 6 Ms. Sadia Khan       |                    | 1        |  |
| 7       | Ms. Sima Kamil         | 5                  | 3        |  |
| 8       | Mr. Ayaz Ahmed         | 3                  | 3        |  |

11. The Board of Directors of HBL Asset Management Limited held the following board committee meetings during the current financial year with the attendances given in the following table:

#### a) Audit Committee

|         | Name of Director       | Number of meetings |          |  |
|---------|------------------------|--------------------|----------|--|
| Sr. No. | Name of Director       | Held               | Attended |  |
| 1       | Mr. Salim Amlani       | 2                  | 2        |  |
| 2       | Mr. Rizwan Haider      | 4                  | 3        |  |
| 3       | Mr. Salahuddin Manzoor | 4                  | 3        |  |
| 4       | Mr. Ayaz Ahmed         | 1                  | 1        |  |

#### b) Risk Management Committee

|         |                        |      | ber of meetings |
|---------|------------------------|------|-----------------|
| Sr. No. | Name of Director       | Held | Attended        |
| 1       | Mr. Rizwan Haider      | 1    | 1               |
| 2       | Mr. Salahuddin Manzoor | 1    | 1               |
| 3       | Mr. Rehan N. Shaikh    | 1    | 1               |

#### c) Human Resource Committee

|         |                        | Number of meetings |          |  |
|---------|------------------------|--------------------|----------|--|
| Sr. No. | Name of Director       | Held               | Attended |  |
| 1       | Ms. Sima Kamil         | 1                  | 1        |  |
| 2       | Mr. Rehan N. Shaikh    | 1                  | 1        |  |
| 3       | Mr. Salahuddin Manzoor | 1                  | 1        |  |
| 4       | Ms. Sadia Khan         | 1                  | 1        |  |

#### **BOARD OF DIRECTORS**

During the year Mr. Salim Amlani resigned from the Board of Directors of the company on November 03, 2015. The Board in its meeting held on February 09, 2016 co-opted Mr. Ayaz Ahmed as Director on the Board to fill the casual vacancy arising on resignation of Mr. Salim Amlani. The appointment of Mr. Ayaz Ahmed has been approved by SECP as required under NBFC Regulations, 2008.

The Board places on record their thanks and appreciation to Mr. Salim Amlani for his valuable contributions in the progress of the Company.

#### Acknowledgement

The Board takes this opportunity to thank its valued unit-holders for their confidence and patronage. It would like to place on record its appreciation for the help and guidance provided by Securities & Exchange Commission of Pakistan, Central Depository Company of Pakistan as Trustee, the Lahore Stock Exchange and State Bank of Pakistan.

The Board also wishes to place on record its appreciation for the hard work and dedication shown by the staff.

For and on behalf of the Board of HBL Asset Management Limited

**Rehan N. Shaikh** Chief Executive Officer

Date: August 26, 2016 Place: Karachi

# ا كى بايل ملى ايسيك فند دايتر يكشرزر بورك :

# منجمنك تمينی کے ڈائر مکٹرز کی رپورٹ:

چ بی ایل ایسیٹ منجمنٹ لمیٹڈ کا بورڈ 30 جون 2016 و کوختم ہے والے سال کے لئے ایج بی ایل ملٹی ایٹ فنڈ کی رپورٹ مع اسکے مالیاتی گوشوارے پیش کرتے ہوئے خوشی محسوس کرتا ہے۔

# ماركيث كاجائزه:

سال کے دوران اسٹیٹ بینک پاکستان نے افراط زر کے کم ہوتے ہوئے دباؤاور مستحکم بیرونی کھاتوں کی صورتحال کو مذظر کھتے ہوئے شرح سود دوبار کم کی ہیں، تتبر 2015ء میں %7 ہے %6.6 اور 20 اور 20 ماہ ملی الترتیب کے لئے کل 107،105 اور 107 بی پی ایس کی کی حاصل کی ۔خطیافت/ آمدن پرمزید باہر 5,3 اور 10 سال کی سیکنڈری مارکیٹ کی یافت/ آمدنی پی آئی بیز (PIBs) علی الترتیب 187 , 233 اور 238 بی پی ایس کر گئی۔ لہٰذا سال کے دوران بازار ذرنے ایک بکساں و مہوار خطیافت ملاحظ کی سے مطاحظ کیا ہے۔

پاکتانی معیشت نے اپنی پیداواری رفتار سلسل تیسر سے سال میں بھی برقر اررکھتے ہوئے مال سال 2016 میں حقیقی مجموعی مکی پیداوار 4.71% تک برقر اررہی جو کہ گذشتہ 8 سالوں میں سب سے زیادہ ہے۔ مالی سال 2016 کے لئے کنزیومر پرائس انڈیکس افراطزر پیچھلے سال کے 4.53% محموق ملکی ہید والی سال 20.86 کے مقابلے میں 82.86 پر گھوم گیا جس کی وجہتیل اور اجناس/ غذائی اشیاء کی قیتوں میں کمی ہے۔ کرنٹ اکاؤنٹ ڈیفیسٹ (جاری کھاتے میں کمی )88.6 کی شرح سے کم ہو جنگہ مجموع ملکی پیداوار کے فیصد کے مطابق پیچھلے مالی سال 2016 میں کرنٹ اکاؤنٹ ڈیفیسٹ مجموع ملکی پیداوار کا 80.0 ہے۔ ملکی زرمباولہ کے ذکار تو کو خائر 20 ارب امر کی ڈالر 23% زیادہ رہے جسکی وجہ آئی ایم ایف کے طرف سے ضاصی رقم اورد گیر قرضے دینے والوں کی طرف سے رقم کی فراہمی مع عالمی سطح پیل کی گئی تیتوں میں کمی کے ذریعہ ہونے والی بچت ہے۔ زرمباولہ کے ذکائر میں اضافے کا فتیجہ انٹر بینک مارکیٹ میں ڈالر کے مقابلے میں پاکتائی روپے کے شرح مبادلے میں صرف 82.8% کمی دیکھی گئی۔

# اسٹاك ماركيث كاجائزه:

مالی سال 2016ء میں کے ایس ای 100 انڈیکس (KSE 100) نے بلندی کی طرف اپناسٹر جاری رکھا ، سال کے لئے %8.8 منافع کے حصول کے ساتھ %5.15 - کے ایم الیس کی آئی فرنیٹیئر مارکیٹ منافع سے بازی لے گیا۔ کے ایس ای 100 انڈیکس کے لئے سالا ندمنافع کی اکثریت سال کی چقتی سہا ہی میں وقوع پذریہ ہوئی مئی 7010 ہوڈی باستان کی فرنٹیئر مارکیٹ سے ایمر جنگ مارکیٹ سے ایمر جنگ مارکیٹ سے ایمر جنگ مارکیٹ سے ایمر جنگ مارکیٹ نے تاحال مالی سال (FYTD) کا 87.6 نقصان ظاہر کیا ۔ اپنی سائی اسٹاک ایم بھی ٹی لے خوال سے دولیات کے اعلان سے کا مؤرف کا کردگی کے لواضل کے اور باستان کا انڈیکس میں گل وزن لگ بھگ ہوگی ۔ فرنا ملک ہو اسٹاک انٹریکس میں گل وزن لگ بھگ ہوگی ۔ مقامی اور غیر ملکی سرما بیکا رول میں کنزیوم سازی (شہرہ) اسٹکے بعد تمباکو (شہرہ) اور سمیٹ (شہر کے بارکیٹ کے بیان اقتصادی را ہداری (CPEC) منصوبے کے اعلان اور ٹبی شعیر اتی منصوبوں نے سمینٹ اسٹاک کو بلندی کی مقبولیت میں اضافہ کیا ہے ۔ جب کہ پاک چین اقتصادی را ہداری (CPEC) منصوبے کے اعلان اور ٹبی شعیر اتی منصوبوں نے سمینٹ اسٹاک کو والے شاکس (اشیاء صرف کے صوف کا کی اور و حاتی میں سب سے کم سود کی شرحیں تھی ہوئی تا ہیں تیزی سے ہونے والی کی اور و حاتی میں سب سے کم سود کی شرحیں تھی ہوئی تیکوں (شعبہ پھیلور) وقابو میس رکھا۔

# فنڈ کی کا کردگی :

فنزگی مجموعی آمدنی اورخالص آمدنی 30 جون 2016ء کو تم ہونے والے سال کے دوران 70.78 ملین روپے اور 47.53 ملین روپے علی التر تیب تھیں۔ 30 جون 2016ء کو تم ہونے والے سال کے دوران 70.78 ملین روپے اور 47.53 ملین روپے غلی التر تیب تھیں۔ 30 جون 2016ء کو تم ہوئی اس طرح 30 مالیت 98.0474 ہوں 30 جون 30

# تقسيم آمدني

زېرجائزه سال كردوران فنڭر نے 28 جون <u>201</u>6ء پر 2.50روپے في يونث كا نقد منافع تقسيم كيا\_

# تازه ترین درجه بندی .

جی آر۔وی آئی ایس کریٹڈریٹنگ مپنی کمیٹڈ (JCR-VIS) نے مخبت ممپنی کواےا یم 2(AM2) کی ایسیٹ مینجر ریٹنگ سے هم آهنگ کیا ہے۔اورا یک سال کی کارکردگی کے لئے فنڈ کو MFR-2 Star دیا ہے۔

MFR-2 Star کی کے لئے فنڈ کو MFR-2 Star دیا ہے۔

# آؤيرز:

موجودہ آ ڈیٹرزمیسرز کے پیا ہم جی تا ثیر ہادی اینڈ کمپنی چارٹررڈا کا وَنگینس فارغ ہورہ ہیں۔ آ ڈٹ کمپیٹی کی فظ رشات پر بورڈ آف ڈائز کیٹرزنے آئندہ مدت کے لئیے فنڈ کے آ ڈیٹرز کے طور پرمیسرز ڈیلوٹیٹ یوسف عادل، چارٹرڈا کا وَنگنٹس کومقرر کیا ہے۔

# بونث مولدرز كاسلوب:

30 جون 2016ء ئے مطابق یونٹ رکھنے کے اسلوب مالیاتی گوشواروں کے متعلقہ ملاحظات یعنی یا داشت میں دیے گئے ہیں۔

## اداره جاتی نظم کے ضا بطے سے ہم آھنگ ڈائر یکٹران کابیان:

- 1۔ فنڈ کی انتظام کارکمپنی کی جانب سے تیار کردہ مالیاتی گوشوار ہے فنڈ زے اُمور کی حالت ،اسکی کارگز اری کا نتیجہ، نقذ کا بہاؤاور فنڈ کے بینٹ ہولڈرز میں نقلی وحرکت کے تذکرے کومنصفانہ طور پرپیش کرتے میں۔
  - 2۔ فنڈ زے اکا وَنٹس کی ٹیس مناسب طور برقائم رکھی گئی ہیں۔
  - 3۔ مالیاتی گوشواروں کی تیاری میں مناسب اکاؤنٹنگ پالیسیر کوسلسل استعال میں لایا گیاہے۔ اکاؤٹٹگ تخمینہ جات معقول اورمختاط فیصلوں پرمپنی میں
    - 4۔ انٹیشنل اکاؤنٹنگ اٹھیڈ رڈ زجیسا کہ پاکستان میں لا گوہیں، مالیاتی گوشواروہ کی تیاری میں اٹکی پیروی کی جاتی ہے۔
      - 5۔ انٹرال کنٹرول کا نظام بالحاظ ڈیز ائن منتکم ہے اور اُسے موڑ طور پر ناقذ کیا جاتا ہے اور اسکی تکرانی کی جاتی ہے۔
      - 6۔ فنڈ کو جاری ساری رکھے جانے کی صلاحیت جیسا کہ حالیہ تشویش ہے برکوئی قابل ذکر شک وشیہ موجود نہیں ہے۔
    - 7۔ ادارہ جاتی نظم ونسق کی بہترین طور طریقوں ریکوئی اصولی انحراف، جیسا کہ درج ضوابط میں مفصل موجود ہے نہیں ہے۔
    - 8۔ کارگزاریوں کے 6 سالوں تک کے لئے ، جہاں بھی اسکااطلاق ہے، کلیدی مالیاتی ڈیٹا/ کارکرد گی جدول کا خلاصہ نسلک ہے۔
- 9۔ ڈائر کیٹرزی ای او،اورائکےزوج سال کےدوران فنڈ کے یغٹس میں سوائے اسکے کہوہ فنڈ مالیاتی گوشواروں کے متعلقہ ملاحظات (یغٹس) میں نہ کور ہیں،ان میں کوئی لین دین نہیں کر چکے ہیں۔
  - 10۔ ان کی بیال ایسید منجمنٹ کمیٹ کمیٹ کے بورڈ آف ڈائر کیٹرزنے رواں مالی سال کے دوران پانچ اجلاس منعقد کئے ہیں۔ تمام ڈائر کیٹرز کی حاضری درج ذیل جدول میں دی گئی ہے:

| ) تعداد   | اجلاس کی     | ڈائز یکٹر کانام                          | نمبرشار |
|---|--------------|--|---------|
| حاضري   | منعقده       |  |         |
| 4   | 5            | جناب <b>تو</b> فيش اﷺ چنائی              | 1       |
| 5   | 5            | جنابر يحان اين شيخ                       | 2       |
| 4   | 5            | جناب رضوان حبيدر                         | 3       |
| 3   | 5            | جناب صلاح الدين منظور                    |         |
| 2   | 2            | جناب سليم عالماني                        | 5       |
| 1   | 5            | جنابه سعير بيخان                         |         |
| 3   | 5            | جنا به سیما کامل                         | 7       |
| 3   | 3            | جناب ايازاحمه                            | 8       |
|   |              |  |         |
| ن درج ذیل بورڈ نمیٹی اجلاس منعقد کئے ، حاضری درج ذیل جدول میں درج ہے: | مال کےدوراا  |  | _11     |
|   |              | آ ۋے كىيىتى                              | (الف)   |
| نداو  | اجلاس کی تع  | ڈائز یکٹر کانام                          | نمبرشار |
| حاضري   | منعقده       |  |         |
| 2   | 2            | جناب سليم عالماني                        | 1       |
| 3   | 4            | جناب رضوان حبيرر                         | 2       |
| 3   | 4            | جناب صلاح الدين منظور                    | 3       |
| 1   | 1            | جناب ايازاحمه                            | 4       |
|   |              | بر هنچ کمارو در برانال کمارو             |         |
|   |              | رسک منجنٹ کمیٹی (خطرات کی نظم کار کمیٹی) | (ب)     |
| راو   | اجلاس کی تعد | ڈائز یکٹر کا نام                         | تمبرشار |
| حاضري   | منعقده       |  |         |
| 1   | 1            | جناب رضوان حبيرر                         | 1       |
| 1   | 1            | جناب صلاح الدين منظور                    | 2       |
| 1   | 1            | جنابر يحان اين- شخ                       | 3       |

# (ج) ميومن ريبورس كميني (انساني وسائل كميني)

| نمبرشار | ڈائر یکٹرکانام           | اجلاس کی تع | نداد  |
|---------|--------------------------|-------------|-------|
|         |                          | منعقده      | حاضري |
| 1       | جنا به سیما کامل         | 1           | 1     |
| 2       | جنابر يحان اين <u>شخ</u> | 1           | 1     |
| 3       | جناب صلاح الدين منظور    | 1           | 1     |
| 4       | جنا به سعد بدخان         | 1           | 1     |

# بورد آف ڈائر یکٹرز:

رواں سال کے دوران مورخہ 3 نومبر 2015ء جناب سلیم عالمانی سمپنی کے بورڈ آف ڈائر یکٹرز سے استعفاٰ دے دیا۔ بورڈ نے اپنے اجلاس منعقدہ 9 فروری 2016ء جناب ایا زاحمد کو بطورڈ ائر یکٹر تقرری کی سے منظور کردی تاکہ جناب سلیم عالمانی کے استعفاسے فالی ہونے والی عارضی نشست پُر کر دی جائے۔ جناب ایا زاحمہ کی تقرری این بی ایف می ریگویشنز 2008ء کے تھسے درکار کے مطابق ایس ای می پی سے منظور کرائی گئی ہے۔

بورڈنے جناب سلیم عالمانی ہے اٹکی کمپنی کی ترتی و کا مرانی کے لئے گراں قد رخد مات پراظہار تشکر واعتراف ریکارڈ کرایا ہے۔

## اعتراف:

۔ بورڈاس موقع کوغنیمت جانتے ہوئے قابل قدریونٹ ہولڈرز سےا تکےاعقا داور سرپرتی کے لئے اظہارتشکر کرتا ہے۔ بورڈسکیو رشیز اینڈ ایجینچ کمیشن آف پاکستان ہنٹرل ڈپارٹری سمپنی آف پاکستان بطور ٹرٹی لا ہور شاک ایجیجنج اوراسٹیٹ بینک آف پاکستان کی جوانب سے فراہم کردہ معاونت اور رہنمائی کا بھی دل کی گہرائی سےاعتراف کرتا ہے۔ بورڈ عملے (اسٹاف) کی جانب سے جانفتانی اورکگن کا قدر داں ہے ۔

برائے و منجانب ای بی ایل ایسید منجمند لمیشد

**ریحان این شخ** ننتظم اعلی مورونه 26 اگست <u>201</u>6ء بمقام کراری \_

## **FUND MANAGER REPORT**

#### Type and Category of Fund

Open end Balanced Fund

#### Investment Objective and Accomplishment of Objective

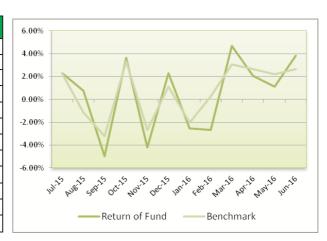
The investment objective of the Fund is to provide long-term capital growth and income by investing in multiple asset classes such as Equity, Equity related instruments and Fixed Income Securities. The objective of the Fund has been achieved.

#### **Benchmark and Performance Comparison with Benchmark**

The Fund's benchmark is 50% KSE 100-Index + 50% 6 Month KIBOR.

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

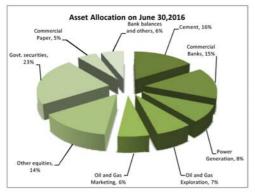
| Month  | Return of Fund | Benchmark |
|--------|----------------|-----------|
| Jul-15 | 2.31%          | 2.25%     |
| Aug-15 | 0.75%          | (1.13%)   |
| Sep-15 | (4.98%)        | (3.22%)   |
| Oct-15 | 3.65%          | 3.35%     |
| Nov-15 | (4.19%)        | (2.66%)   |
| Dec-15 | 2.30%          | 1.14%     |
| Jan-16 | (2.54%)        | (2.04%)   |
| Feb-16 | (2.65%)        | 0.27%     |
| Mar-16 | 4.69%          | 3.08%     |
| Apr-16 | 2.05%          | 2.65%     |
| May-16 | 1.10%          | 2.20%     |
| Jun-16 | 3.83%          | 2.64%     |

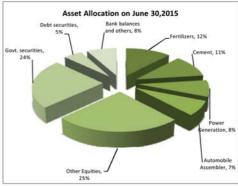


## Strategies and Policies employed during the Year

During the year under review the Fund has increased its exposure in equity securities from 63.37% as at June 30, 2015 to 66.46% as on June 30, 2016. The Fund gradually reduced its exposure in debt securities from 5.14% to eventually zero in same period. However, the Fund was invested more in government securities and commercial loans as safe heavens.

#### **Asset Allocation**





#### Significant Changes in Asset Allocation during the Year

Following table shows comparison of sector wise allocation of equity investments of Fund as on June 30, 2016 and June 30, 2015:

| Sr. No. | Name of Sector             | Sector Allo   | cation as on  |
|---------|----------------------------|---------------|---------------|
| St. NO. | Name of Sector             | June 30, 2016 | June 30, 2015 |
| 1       | Cement                     | 16%           | 11%           |
| 2       | Commercial Banks           | 15%           | 5%            |
| 3       | Power Generation           | 8%            | 8%            |
| 4       | Oil and Gas Exploration    | 7%            | 2%            |
| 5       | Oil and Gas Marketing      | 6%            | 4%            |
| 6       | Pharmaceuticals            | 5%            | -             |
| 7       | Fertilizers                | 5%            | 12%           |
| 8       | Cable and Electrical Goods | 2%            | 3%            |
| 9       | Paper and Board            | 2%            | -             |
| 10      | Engineering                | -             | 1%            |
| 11      | Automobile Assembler       | -             | 7%            |
| 12      | Technology                 | -             | 3%            |
| 13      | Miscellaneous              | -             | 4%            |
| 14      | Food and Personal Care     | -             | 3%            |
|         |                            | 66%           | 63%           |

#### **Fund Performance**

The total and net income of the Fund was Rs 70.78 million and Rs 47.53 million respectively for the year ended June 30, 2016. The Net Asset Value (NAV) per Unit of the Fund was Rs 94.9833 per Unit as on June 30, 2015. The NAV of the fund increased and was Rs 98.0474 per Unit as on June 30, 2016 (after incorporating interim dividends of Rs. 2.50 per unit); thereby giving a return of 5.89% for the year ended June 30, 2016. During the same year the benchmark return (50% KSE - 100 index and 50% 6 Month KIBOR) was 8.18%. The size of the Fund slightly decreased from Rs 767 million as on June 30, 2015 to Rs 766 million as on June 30, 2016 showing a minor decline.

## Review of Market invested in

#### **Money Market Review**

During the year State Bank Pakistan reduced the Discount Rate twice, from 7.00% to 6.50% in September 2015 and then 6.25% in May 2016 on the back of lower inflationary pressure and strong external accounts position. Due to the decrease in Discount Rate, the T-bills secondary market yields decreased by a total of 105, 107 and 107 bps for 3,6 and 12 months respectively. Further out on the yield curve, the secondary market yields of 3, 5 and 10 year PIBs fell by 187, 233, and 238 bps respectively. Thus, money market saw a flattening of the yield curve during the year.

Pakistan's economy continued to maintain its growth momentum for the 3rd year in a row with real GDP growing at 4.71% in FY16 which is the highest in eight years. CPI inflation for FY16 clocked in at 2.86% compared to 4.53% in the previous year, driven by lower oil and food prices. The current account deficit reduced by 6.8%, while as a % of GDP, the current account deficit stood at 0.9% of GDP in FY16 vs. 1.0% in the previous fiscal year. The country's foreign exchange reserves increased by 23% to USD 23 billion, driven by sizable inflows from the IMF and other lenders, combined with savings via low international oil prices. The surge in foreign exchange reserves resulted in relative stability in the exchange rate with PKR depreciating by a mere 2.8% against USD in the interbank market.

#### **Stock Market Review**

The KSE100 Index continued its upward journey in FY16, notching up a 9.8% return for the year, outperforming MSCI Frontier Market return of -15.3%. The majority of the annual gains for the KSE100 Index were realized in the 4th quarter of the year, when the market gained 14%, driven by the announcement that Pakistan would be upgraded from Frontier Market to Emerging Market status with effect from May 2017; for 9MFY16, the market had posted an FYTD loss of 3.7%. Nine stocks listed on the PSX would be included in the MSCI Emerging Markets Index, and Pakistan's total weight in the Index would be ~0.19%. In terms of sector performance, the best performing sectors were Pharmaceuticals (+37%), followed by Tobacco (+38%) and Cement (+24%). Rising disposable income of the Pakistani consumer has boosted the popularity of consumer stocks among local and foreign investors, while the announcement of the China-Pak Economic Corridor (CPEC) project and several private sector construction projects propelled cement stocks higher. On the flip side, Multi-utilities (-13%), Oil & Gas (-7%) and Commercial Banks (-3%) were relative laggards due to the sharp decline in oil prices and decade-low interest rates, which would curb spreads in the banking sector.

## Distribution

The Fund has distributed cash dividend at Rs. 2.50 per units for the year ended June 30, 2016.

## 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<br>(Number of units) | Number of Unit<br>Holders | Total Number of Units<br>Held |
|--------------------------------|---------------------------|-------------------------------|
| 1 - 100                        | 10                        | 384                           |
| 101 - 500                      | 33                        | 6,369                         |
| 501 - 1,000                    | 10                        | 6,594                         |
| 1,001 - 10,000                 | 35                        | 131,460                       |
| 10,001 - 100,000               | 24                        | 486,250                       |
| 1,000,001 - 5,000,000          | 2                         | 420,600                       |
| 500,001 - 1,000,000            | -                         | -                             |
| 1,000,001 - 5,000,000          | -                         | -                             |
| 5,000,001 and above            | 1                         | 6,755,856                     |
| Total                          | 115                       | 7,807,513                     |

## **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 MULTI ASSET FUND PERFORMANCE TABLE**

| NET ASSETS AND PRICES  | For the period<br>ended June<br>30,2016 | For the period<br>ended June<br>30,2015 | For the period<br>ended June<br>30,2014 | For the period<br>ended June<br>30,2013 | For the period<br>ended June<br>30,2012 | For the period<br>ended June<br>30,2011 |
|--|---|---|---|---|---|---|
| Net assets at the period end(Rs'000)   | 7,807,513                               | 767,249                                 | 743,692                                 | 571,607                                 | 376,495                                 | 333,339                                 |
| Net asset value per unit at the period end/period end(Rs   | , ,                                     | 94.9833                                 | 95.4504                                 | 116.7121                                | 94.8236                                 | 99.4110                                 |
| Selling price/repurchasing price   | 100.6406                                | 97.5175                                 | 98.7349                                 | 119.8531                                | 96.7202                                 | 101.3992                                |
| Earning per unit(Rs) (note 3.10)   |   |   |   |   |   |   |
| Highest selling price per unit(Rs)   | 105.6329                                | 103.4804                                | 131.3042                                | 124.0914                                | 100.0799                                | 102.9004                                |
| Lowest selling price per unit(Rs)  | 90.7024                                 | 91.2704                                 | 97.4165                                 | 88.7903                                 | 82.6058                                 | 82.0900                                 |
| Highest repurchase price per unit(Rs)  | 102.9111                                | 100.7913                                | 127.8631                                | 121.6582                                | 98.1175                                 | 100.8827                                |
| Lowest repurchasing price per unit(Rs)   | 88.3653                                 | 88.8986                                 | 94.8635                                 | 87.0493                                 | 80.9861                                 | 80.4800                                 |
| RETURN (%)  Total return Income distribution Capital growth  | 5.89%<br>2.71%<br>3.18%                 | 4.83%<br>7.40%<br>-2.57%                | 10.24%<br>28.56%<br>-18.32%             | 37.60%<br>17.87%<br>19.73%              | 12.67%<br>11.61%<br>1.06%               | 23.55%<br>18.51%<br>5.04%               |
| DISTRIBUTION   |   |   |   |   |   |   |
| First Interin dividend distribution<br>Second Interin dividend distribution<br>Third Interin dividend distribution |   | -<br>-<br>-                             | -<br>-<br>-                             | -<br>-<br>-                             | -<br>-<br>-                             | -<br>-<br>-                             |
| Final dividend distributation  | 2.50                                    | 5.10                                    | 29.80                                   | 15.50                                   | 10.00                                   | 15.25                                   |
| Total dividend distribution for the year/ period   | 2.50                                    | 5.10                                    | 29.80                                   | 15.50                                   | 10.00                                   | 15.25                                   |
| AVERAGE RETURNS ( % )  |   |   |   |   |   |   |
| Average annual return  | 5.89%                                   | 4.83%                                   | 10.24%                                  | 37.60%                                  | 12.67%                                  | 23.55                                   |
| Average return since inception   | 12.43%                                  | 13.25%                                  | 12.13%                                  | 12.45%                                  | 7.42%                                   | 6.11                                    |

## Disclaimer:

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

# **Voting Disclosure**

Summary of Actual Proxy voted by CIS

(g)

| MAF     | Meetings | Resolutions | For  | Against | Abstain* |
|---------|----------|-------------|------|---------|----------|
| Number  | 3        | 10          | 10   | -       | -        |
| (%ages) |          | 100%        | 100% | -       | -        |

<sup>\*</sup>Reasons for abstaining shall be disclosed.

AMC did not participate in shareholders' meetings

| Scrip                          | Meeting Dt | Meeting Type | Name of CIS |
|--------------------------------|------------|--------------|-------------|
| akistan Petroleum Ltd          | 30-Sep-15  | AGM          | MAF         |
| akistan Oilfields Ltd          | 18-Sep-15  | AGM          | MAF         |
| Attock Petroleum Ltd           | 18-Sep-15  | AGM          | MAF         |
| ndus Motors Co. Ltd            | 6-Oct-15   | AGM          | MAF         |
| Kohat Cement Ltd               | 15-Oct-15  | AGM          | MAF         |
| Kot Addu Power Company Ltd     | 22-Oct-15  | AGM          | MAF         |
| Pakistan State Oil Company Ltd | 14-Oct-15  | AGM          | MAF         |
| Mughal Iron & Steel Ind. Ltd.  | 31-Oct-15  | AGM          | MAF         |
| Maple Leaf Cement Factory Ltd  | 31-Oct-15  | AGM          | MAF         |
| Lucky Cement Ltd               | 31-Oct-15  | AGM          | MAF         |
| Hum Network Ltd                | 28-Oct-15  | AGM          | MAF         |
| D.G. Khan Company Ltd          | 29-Oct-15  | AGM          | MAF         |
| Nishat Mills Limited           | 30-Nov-15  | AGM          | MAF         |
| GlaxoSmithKline Pakistan Ltd.  | 30-Nov-15  | EOGM         | MAF         |
| Pakages Limited                | 21-Jan-16  | EOGM         | MAF         |
| Habib Bank Ltd                 | 29-Mar-16  | AGM          | MAF         |
| Adamjee Insurance Co. Ltd.     | 11-Apr-16  | AGM          | MAF         |
| Engro Corporation Ltd          | 15-Apr-16  | AGM          | MAF         |
| Packages Limited               | 25-Apr-16  | AGM          | MAF         |
| GlaxoSmithKline Pakistan Ltd   | 27-Apr-16  | AGM          | MAF         |
| Mari Petroleum Ltd             | 23-Jun-16  | EOGM         | MAF         |

# CENTRAL DEPOSITORY COMPANY OF PAKISTAN LIMITED

#### Head Office:

CDC House, 99-B, Block 'B', S.M.C.H.S. Main Shahra-e-Faisal, Karachi - 74400, Pakistan. Tel: (92-21) 111-111-500 Fax: (92-21) 34326020 - 23 URL: www.cdcpakistan.com Email: info@cdcpak.com







## TRUSTEE REPORT TO THE UNIT HOLDERS

#### HBL MULTI ASSET 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 Multi Asset 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, 2016 in accordance with the provisions of the following:

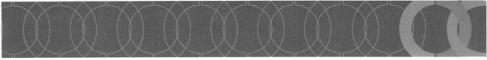
- Limitations imposed on the investment powers of the Management Company under the constitutive documents of the Fund;
- (ii) The pricing, issuance and redemption of units are carried out in accordance with the requirements of the constitutive documents of the Fund; and
- (iii) The Non-Banking Finance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

Muhammad Hanif Jakhura Chief Executive Officer

Central/Depository Company of Pakistan Limited

Karachi, September 29, 2016





# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED JUNE 30, 2016.

This statement is being presented to comply with the Code of Corporate Governance contained in Regulation No 5.19 of Listing Regulations of the Pakistan 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 - Multi Asset Fund** (the Fund) being listed at the Pakistan 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 - Multi Asset Fund is an open ended mutual fund and was listed on Lahore Stock Exchange (now Pakistan Stock Exchange) on September 07, 2007. The units of the Fund have been offered for public subscription on a continuous basis from August 29, 2007.

1. The Management Company encourages representation of independent non-executive directors. As on June 30, 2016 the Board include following members:

| Category                | Names                              |
|-------------------------|------------------------------------|
|                         | 1. Mr. Nadeem Abdullah             |
| Independent Directors   | 2. Ms. Ava Ardeshir Cowasjee       |
|                         |                                    |
| Executive Director      | 1. Mr. Rehan N. Shaikh             |
| Nam Francisco Dinastrus | 1. Mr. Towfiq Habib Chinoy         |
| Non-Executive Directors | 2. Ms. Sima Kamil                  |
|                         | 3. Mr. Rizwan Haider               |
|                         | 4. Mr. Muhammad Salahuddin Manzoor |

The independent directors meet the criteria of independence under clause 5.19.1.(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. A casual vacancy occurred on the Board on November 03, 2015 which was filled up by the directors within 90 days thereof.
- 5. 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, overall 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. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. Five Directors have acquired formal training under "Directors' Training Program" duly approved by SECP during the year ended June 30, 2016. Two Directors had acquired the formal training in previous years.
- 10. The performance evaluation of the members of the Board including the chairman and chief executive was undertaken. A questionnaire for this purpose was approved by the BOD and circulated among the members of Board of Directors to complete.
- 11. Directors Report for the year ended June 30, 2016 has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12. The financial statements of the Fund were duly endorsed by CEO and CFO before approval of the Board.
- 13. The Directors, CEO and Executives do not hold units of the Fund other than those disclosed in note 17 to the financial statements "Transactions with Connected Persons / related parties".
- 14. The Company has complied with all the corporate and financial reporting requirements of the Code.

- 15. The Board has formed an Audit Committee which comprises of three members (however due to casual vacancy at the Board a meeting held on February 08, 2016 was attended by only two 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.
- 16. The meetings of the Audit Committee were held at least once every quarter. The meeting of Audit Committee was 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.
- 17. The Board has formed an HR Committee. It comprises of three members, of whom 2 are non-executive directors and the Chairman of the HR committee is a non-executive Director.
- 18. 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. The Company still has to designate Head of Internal Audit for coordination between the firm and the Audit Committee of the Board.
- 19. 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.
- 20. 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.
- 21. 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 determined and intimated to directors, employees and stock exchange.
- 22. Material / price sensitive information has been disseminated among all market participants at once through stock exchange.
- 23. We confirm that all other material principles 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:

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 Multi Asset
Fund ("the Fund") for the year ended June 30, 2016, to comply with the Listing Regulation No.
5.19 (Chapter 5) of Pakistan Stock Exchange 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, 2016.

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      | 15                  | Audit Committee composition |

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## KPMG Taseer Hadi & Co.

| S. No. | Paragraph reference | Description   |
|--------|---------------------|---|
| 2      | 18                  | Appointment of Head of Internal Audit   |
| 3      | 23                  | Notification of transactions in units to Company Secretary from related parties |

Date: 26 August 2016

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 Multi Asset Fund** ("the Fund"), which comprise the statement of assets and liabilities as at June 30, 2016 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, 2016 and of its financial performance, cash flows and transactions for the year then ended in accordance with approved accounting standards as applicable in Pakistan.

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#### 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: 26 August 2016

Karachi

KPMG Taseer Hadi & Co.

Chartered Accountants Syed Iftikhar Anjum

# HBL MULTI ASSET FUND Statement of Assets and Liabilities As at June 30, 2016

|  | Note             | 2016<br>(Rupees i                               | 2015<br>n ' <b>000)</b>                        |
|--|------------------|---|--|
| Assets   |                  |   |  |
| Bank balances Investments Dividend receivable and accrued mark-up Advances, deposits and other receivables Total assets          | 4<br>5<br>6<br>7 | 21,075<br>741,283<br>5,677<br>18,257<br>786,292 | 54,885<br>770,006<br>4,549<br>3,239<br>832,679 |
| Liabilities  |                  |   |  |
| Payable to HBL Asset Management Limited - Management Company Payable to Central Depository Company of Pakistan Limited - Trustee | 8                | 1,527   | 1,522  |
| Payable to Securities and Exchange Commission of Pakistan Accrued expenses and other liabilities Total liabilities               | 10<br>11         | 629<br>18,484<br>20,786                         | 646<br>63,136<br>65,430                        |
| Net assets   | -                | 765,506   | 767,249  |
| Unit holders' fund (as per statement attached)   | =                | 765,506   | 767,249  |
|  |                  | (Number o                                       | of units)                                      |
| Number of units in issue   | =                | 7,807,513                                       | 8,077,725                                      |
|  |                  | (Rupe   | es)  |
| Net assets value per unit  | =                | 98.0474   | 94.9833  |
| The annexed notes 1 to 27 form an integral part of these financial statements.   |                  |   |  |
|  |                  |   |  |
|  |                  |   |  |
|  |                  |   |  |
|  |                  |   |  |
|  |                  |   |  |
|  |                  |   |  |
| For HBL Asset Management Limited (Management Company)  |                  |   |  |
| Chief Executive  |                  | Director  | _  |

## HBL MULTI ASSET FUND Income Statement As at June 30, 2016

|  | Note     | 2016            | 2015            |
|--|----------|-----------------|-----------------|
|  |          | (Rupees in      | '000)           |
| Income Mark up / voture on investments                                     | 12       | 10.049          | 17 470          |
| Mark-up / return on investments  Mark-up on deposits with banks            | 12<br>13 | 19,048<br>2,159 | 17,479<br>6,831 |
| Dividend income  | 13       | 2,159           | 20,765          |
| Capital gain on sale of investments - net                                  |          | 32,732          | 46,476          |
| Other income   |          | 32,732          | 20              |
| one mesme  | _        | 74,497          | 91,571          |
| Impairment loss on investments   |          | (3,177)         | (19,490)        |
|  |          | 71,320          | 72,081          |
|  |          |                 |                 |
| Expenses Remuneration of HBL Asset Management Limited - Management         | Г        |                 |                 |
| Company  |          | 19,544          | 20,278          |
| Remuneration of Central Depository Company of Pakistan Limited -           |          | 13,344          | 20,270          |
| Trustee  |          | 1,686           | 1,520           |
| Annual fee of Securities and Exchange Commission of Pakistan               |          | 629             | 646             |
| Allocation of expenses related to registrar services, accounting,          |          |                 |                 |
| operation and valuation services   | 14       | 436             | -               |
| Securities transaction costs   |          | 213             | 559             |
| Auditors' remuneration   | 15       | 422             | 428             |
| Settlement and bank charges  |          | 139             | 198             |
| Other expenses   |          | 183             | 230             |
|  | _        | 23,252          | 23,859          |
|  |          | 48,068          | 48,222          |
| Element of income / (loss) and capital gains / (losses) included in prices |          |                 |                 |
| of units issued less those in units redeemed - net                         |          | (539)           | (89)            |
| Provision for Workers' Welfare Fund  | 11.2     | -               | (961)           |
| Net income for the year before taxation                                    | _        | 47,529          | 47,172          |
| Taxation   | 16       | -               | -               |
| Net income for the year after taxation                                     | _        | 47,529          | 47,172          |
|  | _        |                 |                 |

The annexed notes 1 to 27 form an integral part of these financial statements.

|                 | (Management Company) |          |
|-----------------|----------------------|----------|
| Chief Executive |                      | Director |

For HBL Asset Management Limited

# HBL MULTI ASSET FUND Statement of Comprehensive Income As at June 30, 2016

|   | 2016<br>(Rupees in | 2015<br><b>'000)</b> |
|---|--------------------|----------------------|
| Net income for the year   | 47,529             | 47,172               |
| Other comprehensive income for the year   |                    |                      |
| Items to be reclassified to income statement in subsequent periods:                   |                    |                      |
| Net unrealised loss on re-measurement of investments classified as available for sale | (4,172)            | (10,772)             |
| Total comprehensive income for the year   | 43,357             | 36,400               |
| The annexed notes 1 to 27 form an integral part of these financial statements.        |                    |                      |
| For HBL Asset Management Limited<br>(Management Company)                              |                    |                      |
| Chief Executive   | Director           | -                    |

# HBL MULTI ASSET FUND Distribution Statement As at June 30, 2016

|   | 2016<br>(Rupees i         | 2015<br>n ' <b>000)</b>       |
|---|---------------------------|-------------------------------|
| Accumulated loss brought forward - realised   | (128,856)                 | (131,996)                     |
| Net income for the year   | 47,529                    | 47,172                        |
| 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  | 4,310                     | (4,851)                       |
| Interim distribution for the year ended June 30, 2016: Rs. 2.50 per unit cash distribution (Date of distribution: June 27, 2016) [(Year ended June 30, 2015: Rs. 0.10 per unit cash distribution and Rs. 5.00 per unit in the form of bonus units) (Date of distribution: June 30, 2015)] |                           |                               |
| - Cash distribution<br>- Bonus units - Nil (2015: 387,831 bonus units)  | (19,033)<br>-<br>(19,033) | (769)<br>(38,412)<br>(39,181) |
| Accumulated loss carried forward - realised   | (96,050)                  | (128,856)                     |
| The annexed notes 1 to 27 form an integral part of these financial statements.  |                           |                               |
| For HBL Asset Management Limited (Management Company)   |                           |                               |
| Chief Executive   | Director                  | _                             |

# HBL MULTI ASSET FUND Statement of Movement in Unit Holders' Fund As at June 30, 2016

|   | 2016<br>(Rupees ii                  | 2015<br>n ' <b>000)</b>                |
|---|-------------------------------------|--|
| Net assets at beginning of the year [Rs. 94.9833 per unit (2015: Rs. 95.4504 per unit)]   | 767,249                             | 743,692                                |
| Issue of 238,904 units (2015: 384,914 units) Redemption of 509,116 units (2015: 486,419 units) Issue of bonus units - Nil (2015: 387,831 bonus units)   | 23,059<br>(49,665)<br>-<br>(26,606) | 37,111<br>(47,353)<br>36,491<br>26,249 |
| Element of (income) / loss and capital (gains) / losses included in prices of units issued less those in units redeemed - transferred to income statement - net   | 539                                 | 89                                     |
| Net income for the year   | 47,529                              | 47,172                                 |
| Net unrealised loss on re-measurement of investments classified as available for sale   | (4,172)                             | (10,772)                               |
| Total comprehensive income for the year   | 43,357                              | 36,400                                 |
| Interim distribution for the year ended June 30, 2016: Rs. 2.50 per unit cash distribution (Date of distribution: June 27, 2016) [(Year ended June 30, 2015: Rs. 0.10 per unit cash distribution and Rs. 5.00 per unit in the form of bonus units) (Date of distribution: June 30, 2015)]  - Cash distribution  - Bonus units - Nil (2015: 387,831 bonus units) | (19,033)<br>-<br>(19,033)           | (769)<br>(38,412)<br>(39,181)          |
| Net assets at end of the year   | 765,506                             | 767,249                                |
| [Rs. 98.0474 per unit (2015: Rs. 94.9833 per unit)]   |                                     |  |
| The annexed notes 1 to 27 form an integral part of these financial statements.  |                                     |  |
| For HBL Asset Management Limited (Management Company)   |                                     |  |
| Chief Executive   | Director                            | _                                      |

## HBL MULTI ASSET FUND Cash Flow Statement As at June 30, 2016

|  | Note | 2016             | 2015      |
|--|------|------------------|-----------|
|  |      | (Rupees in '000) |           |
| CASH FLOW FROM OPERATING ACTIVITIES  |      | 47 530           | 47 172    |
| Net income for the year  |      | 47,529           | 47,172    |
| Adjustments  |      |                  |           |
| Impairment loss on investments   |      | 3,177            | 19,490    |
| Element of (income) / loss and capital (gains) / losses included               |      |                  |           |
| in prices of units issued less those in units redeemed - net                   | -    | 539              | 89        |
|  |      | 51,245           | 66,751    |
| (Increase) / decrease in assets  |      |                  |           |
| Investments - net  |      | 21,374           | (258,694) |
| Dividend receivable and accrued mark-up  |      | (1,128)          | (1,380)   |
| Advances, deposits and other receivables                                       | L    | (15,018)         | 107,250   |
|  |      | 5,228            | (152,824) |
| Increase / (decrease) in liabilities   |      |                  |           |
| Payable to HBL Asset Management Limited - Management Company                   | [    | 5                | (781)     |
| Payable to Central Depository Company of Pakistan Limited - Trustee            |      | 20               | 5         |
| Payable to Securities and Exchange Commission of Pakistan                      |      | (17)             | 101       |
| Accrued expenses and other liabilities   | Ĺ    | (44,652)         | 49,894    |
|  | -    | (44,644)         | 49,219    |
| Net cash generated from / (used in) operating activities                       |      | 11,829           | (36,854)  |
| CASH FLOW FROM FINANCING ACTIVITIES  |      |                  |           |
| Amount received on issue of units  |      | 23,059           | 37,111    |
| Payment against redemption of units  |      | (49,665)         | (47,353)  |
| Cash dividend paid   | L    | (19,033)         | (769)     |
| Net cash used in financing activities  |      | (45,639)         | (11,011)  |
| Net decrease in cash and cash equivalents                                      | -    | (33,810)         | (47,865)  |
| Cash and cash equivalents at beginning of the year                             |      | 54,885           | 102,750   |
| Cash and cash equivalents at end of the year                                   | 4    | 21,075           | 54,885    |
|  | · ·  |                  | 3 1,000   |
|  |      |                  |           |
| The annexed notes 1 to 27 form an integral part of these financial statements. |      |                  |           |
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|  |      |                  |           |

# HBL MULTI ASSET FUND Notes to the Financial Statements As at June 30, 2016

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

HBL Multi Asset Fund (the Fund) was established under a Trust Deed, dated October 08, 2007, executed between HBL Asset Management Limited as the Management Company and Central Depository Company of Pakistan Limited as the Trustee. The Fund was authorised by the Securities and Exchange Commission of Pakistan (SECP) as a unit trust scheme on September 28, 2007.

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 the 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 Pakistan Stock Exchange.

The objective of the Fund is to provide long-term capital growth and income by investing in multiple asset classes, such as equity securities, government securities, fixed income securities, continuous funding system, derivatives, money market instruments and other asset classes / securities / instruments.

JCR-VIS Credit Rating Agency (JCR-VIS) has assigned management quality rating of "AM2" to the Management Company and 1 year Fund Performance Ranking at MFR 1-Star to the Fund and five year Fund Performance Ranking at MFR 2-Star.

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 the NBFC Rules, theNBFC Regulations or directives issued by the SECP differ with the requirements of IFRS, 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, 2016:

- 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 amortization 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.
- Investment Entities: Applying the Consolidation Exception (Amendments toIFRS 10 Consolidated Financial Statements and IAS 28 Investments in Associates and Joint Ventures) [effective for annual periods beginning on or after January 01, 2016] clarifies (a) which subsidiaries statements is available to a parent entity that is a subsidiary of an investment entity; and (c) how an entity that is not an investment entity should apply the equity method of accounting for its investment in an associate or joint venture that is an investment entity. The amendments are not likely to have an impact on Fund's financial statements.
- Accounting for Acquisitions of Interests in Joint Operations Amendments to IFRS 11 'Joint Arrangements' (effective for annual periods beginning on or after January 01, 2016) clarify the accounting for the acquisition of an interest in a joint operation where the activities of the operation constitute a business. They require an investor to apply the principles of business combination accounting when it acquires an interest in a joint operation that constitutes a business. The amendments are not likely to have an impact on Fund's financial statements.
- Amendment to IAS 27 'Separate Financial Statements' (effective for annual periods beginning on or after January 01, 2016) allows entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. The amendment is not likely to have an impact on Fund's financial statements.
- Agriculture: Bearer Plants [Amendment to IAS 16 and IAS 41] (effective for annual periods beginning on or after January 01, 2016). Bearer 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.

- Amendments to IAS 12 'Income Taxes' are effective for annual periods beginning on or after January 01, 2017. The amendments clarify that the existence of a deductible temporary differencedepends solely on a comparison of the carrying amount of an asset and its tax base at the end of the reporting period, and is not affected by possible future changes in the carrying amount or expected manner of recovery of the asset. The amendments are not likely to have an impact on Fund's financial statements.
- Amendments to IAS 7 'Statement of Cash Flows' are part of IASB's broader disclosure initiative and are effective for annual periods beginning on or after January 01, 2017. The amendments require disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flow and non-cash changes. Cash flow and non-cash changes. The amendments are not likely to have an impact on Fund's financial statements.
- Amendments to IFRS 2 Share-based Payment clarify the accounting for certain types of arrangements and are effective for annual periods beginning on or after January 01, 2018. The amendments cover three accounting areas (a) measurement of cash-settled share-based payments; (b) classification of share-based payments settled net of tax withholdings; and (c) accounting for a modification of a share-based payment from cash-settled to equity-settled. The new requirements could affect the classification and/or measurement of these arrangements and potentially the timing and amount of expense recognised for new and outstanding awards. The amendments are not likely to have an impact on Fund's financial statements.
- Annual Improvements 2012-2014 cycles (amendments are effective for annual periods 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.
  - IFRS 7 'Financial Instruments- Disclosures'. IFRS 7 is amended to clarify when servicing arrangements on continuing involvement in transferred financial assets in cases when they are derecognized in their entirety are in the scope of its disclosure requirements. 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.
  - 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.
  - 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 above amendments are 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 except for following:

IFRS 10 'Consolidated Financial Statements', IFRS 11 'Joint Arrangements', IFRS 12 'Disclosure of Interests in Other Entities' and IFRS 13 'Fair Value Measurements'. These standards became applicable from January 01, 2015, as per the adoption status of IFRS in Pakistan.

The application of IFRS 10, IFRS 11 and IFRS 12 did not have any impact on the financial statements of the Fund.

IFRS 13 Fair Value Measurement, consolidates the guidance on how to measure fair value, which was spread across various IFRS, into one comprehensive standard. It introduces the use of an exit price, as well as extensive disclosure requirements, particularly the inclusion of non-financial instruments into the fair value hierarchy. The application of IFRS 13 did not have an impact on the financial statements of the Fund, except certain additional disclosures.

Securities and Exchange Commission of Pakistan (SECP) has issued Circular 14 of 2016 requiring certain additional discloures in respect to Islamic Share Index Screening. These additional disclosures have been made in these financial statements.

#### 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

#### 3.2.1 Classification

The management determines the appropriate classification of its financial assets in accordance with the requirements of International Accounting Standard (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 or (b) 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 categorises 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.

#### c) Basis of valuation of equity securities

The equity securities are valued on the basis of closing quoted market prices available at the stock exchange.

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.

#### a) Debt securities and other exposures

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

#### b) Equity Securities

In case of equity securities classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered as an indicator that the securities are impaired. If any such evidence exists for available for sale financial assets, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in income statement is reclassified from other comprehensive income to income statement. Impairment losses recognised on equity securities are not reversed through the income statement.

#### 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 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 distributors/ Management company received forms.. 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, ifapplicable.

#### 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 units 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

- Mark-up on deposits with banks and mark-up / return on investments in debt securities are recognised using effective yield method.
- 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.
- 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.

#### 3.12 Proposed distribution

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

| 4. | BANK BALANCES  | Note | 2016       | 2015    |
|----|--|------|------------|---------|
|    |  |      | (Rupees ii | n '000) |
|    | Balances with bank in:                                 |      |            |         |
|    | PLS saving deposit accounts under mark-up arrangements | 4.1  | 21,025     | 54,835  |
|    | Current account  | _    | 50         | 50      |
|    |  |      | 21,075     | 54,885  |

**4.1** This represents bank accounts held with different banks. Mark-up rates on these accounts range between 4.00% - 6.50% p.a (2015: 5.00% - 9.00% p.a).

| 5. | INVESTMENTS                               | Note  | 2016             | 2015    |  |
|----|---|-------|------------------|---------|--|
|    |   |       | (Rupees in '000) |         |  |
|    | Available for sale                        |       |                  |         |  |
|    | - Listed equity securities                | 5.1   | 521,029          | 527,678 |  |
|    | - Unlisted equity securities              | 5.2   | 1,555            | -       |  |
|    | - Term Finance Certificates - Listed      | 5.3.1 | -                | -       |  |
|    | - Term Finance Certificates - Unlisted    | 5.3.2 | -                | 42,815  |  |
|    | - Government Securities                   | 5.4   | 179,960          | 199,513 |  |
|    | Loans and receivables - Commercial papers | 5.5   | 38,739           | -       |  |
|    |   | _     | 741.283          | 770.006 |  |

## 5.1 Listed equity securities - available for sale

Shares of listed companies - fully paid up ordinary shares of Rs. 10 each unless stated otherwise

## Number of shares

| Name of the Investee Company       | As at<br>July 1,<br>2015 | Purchases<br>during the<br>year         |   | Sales<br>during<br>the year             | ·         | value as<br>at June<br>30, 2016         | Gain / (loss)<br>on<br>investments<br>(net) | Dividend income | Under All<br>Shares<br>Islamic<br>Index | Market<br>value as a<br>percentage<br>of total<br>investments | of net      | Par value as<br>a percentage<br>of issued<br>capital of<br>the<br>investee |
|------------------------------------|--------------------------|---|---|---|-----------|---|---|-----------------|---|---|-------------|--|
| (Rupees in '000) company           |                          |   |   |   |           |   |   |                 |   |   |             | company  |
| Commercial Banks                   |                          |   |   |   |           |   |   |                 |   |   |             |  |
| Bank Alfalah Limited               | 613,000                  | -                                       | - | 613,000                                 | -         | -                                       | (386)                                       | -               | No                                      | -   | -           | -  |
| Habib Bank Limited                 | 126,971                  | 292,800                                 | - | 106,200                                 | 313,571   | 61,949                                  | 1,970                                       | 2,310           | No                                      | 8.36%   | 8.09%       | 0.02%  |
| MCB Bank Limited                   | -                        | 273,600                                 | - | 8,000                                   | 265,600   | 58,437                                  | 297   | 1,366           | No                                      | 7.88%   | 7.63%       | 0.02%  |
| United Bank Limited                | -                        | 139,500                                 | - | 139,500                                 | -         | -                                       | (1,829)                                     | 287             | No                                      | -   | -           | -  |
|                                    | 739,971                  | 705,900                                 | - | 866,700                                 | 579,171   | 120,386                                 | 52  | 3,963           |   | 16.24%  | 15.72%      |  |
| Personal Goods                     |                          | , |   |   | •         | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |   |                 |   |   |             |  |
| Nishat Mills Limited               | -                        | 176,500                                 | - | 146,000                                 | 30,500    | 3,291                                   | (1,325)                                     | 331             | Yes                                     | 0.44%   | 0.43%       | 0.01%  |
|                                    | -                        | 176,500                                 | - | 146,000                                 | 30,500    | 3,291                                   | (1,325)                                     | 331             |   | 0.44%   | 0.43%       |  |
| Construction and Materials         |                          | , , , , , , ,                           |   | , | ,         |   | ( ) /                                       |                 |   |   |             |  |
| D.G.Khan Cement Company Limited    | 229.000                  | 234,900                                 | _ | 311,000                                 | 152,900   | 29,126                                  | 3,487                                       | 1,033           | Yes                                     | 3.93%   | 3.80%       | 0.03%  |
| Kohat Cement Limited               | -                        | 69,800                                  | - | 35,100                                  | 34,700    | 9,089                                   | 874   | 531             | Yes                                     | 1.23%   | 1.19%       | 0.02%  |
| Lucky Cement Limited               | 63,100                   | 34,200                                  | _ | 30,500                                  | 66.800    | 43,320                                  | 596   | 492             | Yes                                     | 5.84%   | 5.66%       | 0.02%  |
| Fauji Cement Company Limited       | -                        | 686,500                                 | - | 686,500                                 | -         | -                                       | (2,178)                                     | 175             | Yes                                     | -   | -           | 0.00%  |
| Pioneer Cement Limited             | _                        | 261,000                                 | - | 31,000                                  | 230,000   | 24,702                                  | 10  | 1.247           | Yes                                     | 3.33%   | 3.23%       | 0.10%  |
| Cherat Cement Company Limited      | _                        | 152,500                                 | _ | -                                       | 152,500   | 18,235                                  | -   | 153             | Yes                                     | 2.46%   | 2.38%       | 0.09%  |
| Maple Leaf Cement Factory Limited  | 355,500                  | 194,000                                 | _ | 549.500                                 | 132,300   | -                                       | 11,028                                      | 164             | Yes                                     | -   | 2.50/0      | 0.0570   |
| Maple Lear Cement ractory Limited  | 647,600                  | 1,632,900                               |   | 1,643,600                               | 636,900   | 124,472                                 | 13,817                                      | 3,795           | 163                                     | 16.79%  | 16.26%      |  |
| Electricity                        | 047,000                  | 1,032,300                               |   | 1,043,000                               | 030,300   | 124,472                                 | 15,017                                      | 3,733           |   | 10.75/0   | 10.20/0     |  |
| The Hub Power Company Limited      | 286,500                  | 524,200                                 | _ | 513.500                                 | 297,200   | 35,682                                  | 3,998                                       | 3.388           | Yes                                     | 4.81%   | 4.66%       | 0.03%  |
| K-Electric Limited (Rs. 3.5 each)  | ,                        | 4,489,000                               | - | 3,945,500                               | 2,800,000 | ,                                       | (3,797)                                     | -               | Yes                                     | 3.04%   | 2.95%       | 0.03%  |
| Kot Addu Power Company Limited     | 260,500                  | 4,465,000                               |   | 170,000                                 | 90,500    | 8,077                                   | 1,238                                       | 1,715           | Yes                                     | 1.09%   | 1.06%       | 0.01%  |
| Kot Adda Power Company Limited     |                          | 5,013,200                               |   | 4,629,000                               | 3,187,700 |   |   | 5.103           | 162                                     | 8.94%   | 8.67%       | 0.01%  |
| Oil and Car                        | 2,803,500                | 5,013,200                               |   | 4,629,000                               | 3,187,700 | 00,327                                  | 1,439                                       | 5,103           |   | 8.94%   | 8.07%       |  |
| Oil and Gas                        | 24.000                   |   | _ | 050                                     | 22.050    | 10 240                                  | ΔE  | 075             | V                                       | 1 400/  | 1 250/      | 0.030/   |
| Attock Petroleum Limited           | 24,600                   | -                                       |   | 950                                     | 23,650    | 10,348                                  | 45  | 875             | Yes                                     | 1.40%   | 1.35%       | 0.03%  |
| Oil and Gas Development Company Li |                          | 213,000                                 | - | -                                       | 213,000   | 29,409                                  | - (1.241)                                   | 131             | No                                      | 3.97%   | 3.84%       | 0.00%  |
| Pakistan State Oil Company Limited | 56,300                   | 85,200                                  | - | 50,200                                  | 91,300    | 34,279                                  | (1,241)                                     | 434             | No                                      | 4.62%   | 4.48%       | 0.03%  |
| Pakistan Oilfields Limited         | 43,900                   | 41,800                                  | - | 85,700                                  |           |   | (4,758)                                     | 575             | Yes                                     | -   | - 0.040/    | - 0.040/   |
| Mari Petroleum Company             | -                        | 71,400                                  | - | 63,700                                  | 7,700     | 6,993                                   | 293   | 50              | Yes                                     | 0.94%   | 0.91%       | 0.01%  |
| Pakistan Petroleum Limited         | -                        | 327,800                                 | - | 222,300                                 | 105,500   | 16,358                                  | (2,040)                                     | 97              | Yes                                     | 2.21%   | 2.14%       | 0.01%  |
| Food Burdensus                     | 124,800                  | 739,200                                 | - | 422,850                                 | 441,150   | 97,387                                  | (7,701)                                     | 2,162           |   | 13.14%  | 12.72%      |  |
| Food Producers Engro Foods Limited | 165,000                  | 46,600                                  |   | 211,600                                 |           |   | 3,825                                       |                 | Yes                                     |   |             |  |
| Engro Foods Limited                | 165,000                  | 46,600                                  |   | 211,600                                 |           |   | 3,825                                       |                 | 162                                     |   | <del></del> | -  |
| Chemicals                          | 103,000                  | 40,000                                  |   | 211,000                                 |           |   | 3,023                                       |                 |   |   |             |  |
| Engro Fertilizer Limited           | 348,000                  | 40,000                                  | - | 388,000                                 | _         | _                                       | 1,670                                       | 478             | Yes                                     | _   | _           | _  |
| Engro Corporation Limited          | 159,300                  | 202,000                                 | - | 247,500                                 | 113,800   | 37,892                                  | 10,431                                      | 1,887           | Yes                                     | 5.11%   | 4.95%       | 0.02%  |
| Fauji Fertilizer Bin Qasim Limited | 421,500                  |   | - | 456,000                                 | 100,000   | 5,301                                   | (1,541)                                     | 304             | No                                      | 0.72%   | 0.69%       | 0.01%  |
| Fatima Fertilizer Company          | -                        | 437,000                                 | - | 437,000                                 | -         | -                                       | (4,777)                                     | -               | Yes                                     | -   | -           | -  |
| I.C.I. Pakistan Limited            |                          | -                                       | - | -                                       | -         | -                                       | -   | -               | No                                      |   |             | -  |
|                                    | 928,800                  | 813,500                                 | - | 1,528,500                               | 213,800   | 43,193                                  | 5,783                                       | 2,669           |   | 5.83%   | 5.64%       |  |
|                                    |                          |   |   |   |           |   |   |                 |   |   |             |  |

|  |  | res |
|--|--|-----|
|  |  |     |

| Name of the Investee Company              | As at<br>July 1,<br>2015 | Purchases<br>during the<br>year | •         | Sales<br>during<br>the year<br>(Rupe | As at<br>June<br>30, 2016<br>es in '000) | Market<br>value as<br>at June<br>30, 2016 | Gain / (loss)<br>on<br>investments<br>(net) | Dividend<br>income | Under All<br>Shares<br>Islamic<br>Index | Market<br>value as a<br>percentage<br>of total<br>investments | of net | Par value as<br>a percentage<br>of issued<br>capital of<br>the<br>investee<br>company |
|---|--------------------------|---------------------------------|-----------|--------------------------------------|--|---|---|--------------------|---|---|--------|---|
| Household Goods                           |                          |                                 |           |                                      |  |   |   |                    |   |   |        |   |
| Pak Elektron Limited                      | 292,000                  | 67,000                          | 41,750    | 166,750                              | 234,000                                  | 15,128                                    | (290)                                       | 331                | Yes                                     | 2.04%   | 1.98%  | 0.05%   |
|   | 292,000                  | 67,000                          | 41,750    | 166,750                              | 234,000                                  | 15,128                                    | (290)                                       | 331                |   | 2.04%   | 1.98%  | •   |
| General Industries                        |                          |                                 |           |                                      |  |   |   |                    |   |   |        |   |
| Packages Limited                          | -                        | 34,250                          | -         | 10,000                               | 24,250                                   | 15,429                                    | (858)                                       | 257                | Yes                                     | 2.08%   | 2.02%  | 0.03%   |
| Synthetic Products Enterprises Limited    | 544,500                  | -                               | -         | 544,500                              | -  | -   | 8,590                                       | 137                | Yes                                     |   | -      | -   |
|   | 544,500                  | 34,250                          | -         | 554,500                              | 24,250                                   | 15,429                                    | 7,732                                       | 394                |   | 2.08%   | 2.02%  |   |
| Media                                     |                          |                                 |           |                                      |  |   |   |                    |   |   |        |   |
| HUM Network Limited (Rs. 1 each)          | 1,355,000                | ) -                             | -         | 1,355,000                            | -  | -   | (4,372)                                     | 159                | No                                      |   | -      | -   |
|   | 1,355,000                | ) -                             | -         | 1,355,000                            | -  | -   | (4,372)                                     | 159                |   | -   | -      |   |
| Fixed Line Telecommunication              |                          |                                 |           |                                      |  |   |   |                    |   |   |        |   |
| P.T.C.L. "A"                              |                          | 815,000                         | -         | 815,000                              | -  | -   | (920)                                       | -                  | Yes                                     |   | -      | -   |
|   | -                        | 815,000                         | -         | 815,000                              | -  | -   | (920)                                       | -                  |   | -   | -      | •   |
| Pharma and Bio Tech                       |                          |                                 |           |                                      |  |   |   |                    |   |   |        |   |
| Ferozsons Laboratories Limited            | -                        | 24,350                          | -         | 24,350                               | -  | -   | (4,436)                                     | -                  | Yes                                     | -   | -      | -   |
| GlaxoSmithKline Pakistan                  | -                        | 83,600                          | -         | -                                    | 83,600                                   | 17,314                                    | -   | 334                | Yes                                     | 2.34%   | 2.26%  | 0.03%   |
| The Searle Company Limited                |                          | 102,550                         | -         | 69,100                               | 33,450                                   | 17,934                                    | 1,591                                       | -                  | Yes                                     | 2.42%   | 2.34%  | 0.03%   |
|   | -                        | 210,500                         | -         | 93,450                               | 117,050                                  | 35,248                                    | (2,845)                                     | 334                |   | 4.76%   | 4.60%  |   |
| Automobile Assemblers                     |                          |                                 |           |                                      |  |   |   |                    | .'                                      |   |        | •   |
| Indus Motor Company Limited               | 24,200                   | -                               | -         | 24,200                               | -  | -   | 3,444                                       | 165                | No                                      | -   | -      | -   |
| Honda Atlas Cars Pakistan Limited         | -                        | 135,900                         | -         | 135,900                              | -  | -   | 3,257                                       | -                  | Yes                                     | -   | -      | -   |
| Hinopak Motors Limited                    | -                        | 18,700                          | -         | 18,700                               | -  | -   | (319)                                       | -                  | Yes                                     | -   | -      | -   |
| Pak Suzuki Motor Company Limited          | 63,000                   | -                               | -         | 63,000                               | -  | -   | 2,485                                       | -                  | Yes                                     | -   | -      | -   |
|   | 87,200                   | 154,600                         | -         | 241,800                              | -  | -   | 8,867                                       | 165                | II.                                     | -   | -      | 1   |
| Automobile Parts and Accessories          |                          |                                 |           |                                      |  |   |   |                    | II                                      |   |        |   |
| General Tyre & Rubber Company of Pakistan | -                        | 74,600                          | -         | 74,600                               | -  | -   | 306   | -                  | Yes                                     | -   | -      | -   |
| , , , , ,                                 | -                        | 74,600                          | -         | 74,600                               | -  | -   | 306   | -                  | II.                                     | -   | -      | 1   |
| Engineering                               |                          | ,                               |           | ,                                    |  |   |   |                    | i.                                      |   |        | •   |
| Amreli Steels Limited                     | -                        | 339,000                         | -         | 339,000                              | -  | -   | (2,931)                                     | -                  | Yes                                     | -   | -      | -   |
| Crescent Steel and Allied Products        | -                        | 171,500                         | -         | 171,500                              | -  | -   | (1,215)                                     | 257                | Yes                                     | -   | -      | -   |
| International Steels Limited              | -                        | 344,500                         | -         | 344,500                              | -  | -   | (1,318)                                     | -                  | No                                      | -   | -      | -   |
| Mughal Iron & Steel Industries Limited    | 175,000                  | 412,375                         | -         | 584,875                              | 2,500                                    | 168                                       | 10,996                                      | 161                | Yes                                     | 0.02%   | 0.02%  | 0.00%   |
| <u> </u>                                  | 175,000                  | 1,267,375                       | · -       | 1,439,875                            | 2,500                                    | 168                                       | 5,532                                       | 418                |   | 0.02%   | 0.02%  |   |
| Non Life Insurance                        |                          | ,,                              |           | ,,                                   | /  |   | . ,   |                    | ı                                       |   | /0     | •   |
| Adamjee Insurance Company Limited         | -                        | 323,500                         | -         | 323,500                              | -  | -   | 26  | 698                | No                                      | -   | -      | -   |
| ,   | -                        | 323,500                         | -         | 323,500                              | -  | -   | 26  | 698                |   | -   | -      | •   |
|   | 7,863,371                | 12,074,62                       | 25 41,750 | ,                                    | 5 5,467,02                               | 1 521,02                                  |   | 20,522             |   | 70.28%  | 68.06% |   |
| Cost of investments at Ivas 20, 2016      |                          |                                 |           |                                      |  |   | 474 120                                     |                    |   |   |        |   |

Cost of investments at June 30, 2016

474,139

**5.1.1** Investments include shares having market value aggregating to Rs. 40.508 million that have been pledged with National Clearing Company of Pakistan Limited for guaranteeing settlement of the Fund's trades in terms of Circular No. 11 dated October 23, 2007 issued by the SECP.

## 5.2 Unlisted equity securities - Available for sale

Shares of unlisted companies - fully paid up ordinary shares of Rs. 10 each unless stated otherwise

| Name of the Investee Company                         |   | Numb                              | er of shar | es                               |                                 |  | Carrying val<br>percentag |               |
|--|---|-----------------------------------|------------|----------------------------------|---------------------------------|--|---------------------------|---------------|
|  |   | Purchases<br>during the<br>period | •          | Sales<br>during<br>the<br>period | As at<br>June 30,<br>2016<br>(R | Carrying<br>value as at<br>June 30,<br>2016<br>Lupees in '000) | Total<br>Investments      | Net<br>Assets |
| Pharma and Bio Tech                                  |   |                                   |            |                                  |                                 |  |                           |               |
| GlaxoSmithKline Consumer Healthcare Pakistan Limited | - | -                                 | 25,080     | -                                | 25,080                          | 1,555  | 0.21%                     | 0.20%         |
|  | - | -                                 | 25,080     | -                                | 25,080                          | 1,555  | 0.21%                     | 0.20%         |
|  |   |                                   |            |                                  |                                 |  |                           |               |
|  | - | -                                 | 25,080     | -                                | 25,080                          | 1,555  | 0.21%                     | 0.20%         |
| Cost of investments at June 30, 2016                 |   |                                   |            |                                  |                                 |  |                           |               |

**<sup>5.2.1</sup>** This represents shares of GlaxoSmithKline Consumer Healthcare Pakistan Limited, a subsidiary of GlaxoSmithKline plc, which were received due to demerger of GlaxoSmithKline Pakistan Limited on April 01, 2016. These are stated at break up value of Rs. 62.00 per share as trading in shares has not yet commenced. The Company has submitted its listing application with the Pakistan Stock Exchange Limited which is currently pending.

## 5.3 Term Finance Certificates - Available for sale investments

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

### 5.3.1 Term Finance Certificates - Listed

|                                    |                        | Number of                       | certificates                             |                        |  | Market value as      | a percentage of |
|------------------------------------|------------------------|---------------------------------|--|------------------------|--|----------------------|-----------------|
| Name of the Investee Company       | As at July 01,<br>2015 | Purchases<br>during the<br>year | Sales /<br>Matured<br>during the<br>year | As at June<br>30, 2016 | Market value/<br>Carrying value*<br>as at June 30,<br>2016 | Total<br>Investments | Net Assets      |
|                                    |                        |                                 |  |                        | (Rupees in '000)   |                      |                 |
| Financial Services                 |                        |                                 |  |                        |  |                      |                 |
| Saudi Pak Leasing Company          |                        |                                 |  |                        |  |                      |                 |
| Limited - note 5.3.3               | 6,000                  | -                               | -  | 6,000                  | -  | -                    | -               |
|                                    | 6,000                  | -                               | -  | 6,000                  | -  | -                    | -               |
|                                    | 6,000                  | -                               | -  | 6,000                  | -  | -                    | -               |
| Cost of investments at June 30, 20 | 16                     |                                 |  |                        | 15,197   |                      |                 |

<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.

#### 5.3.2 Term Finance Certificates - Unlisted

|                                   |                        | Number of                       | certificates                             |                        |   | Market value as a    | percentage of |
|-----------------------------------|------------------------|---------------------------------|--|------------------------|---|----------------------|---------------|
| Name of the Investee Company      | As at July 01,<br>2015 | Purchases<br>during the<br>year | Sales /<br>Matured<br>during the<br>year | As at June<br>30, 2016 | Market value as at June 30, 2016 (Rupees in '000) | Total<br>Investments | Net Assets    |
| Commercial Banks                  |                        |                                 |  |                        |   |                      |               |
| Bank AL Habib Limited             | 3,000                  | -                               | 3,000                                    | -                      | -   | -                    |               |
|                                   | 3,000                  | -                               | 3,000                                    | -                      | -   | -                    | -             |
| Multi Utilities                   |                        |                                 |  |                        |   |                      |               |
| WAPDA Sukuk                       | 5,700                  | -                               | 5,700                                    | -                      | -   | -                    | -             |
|                                   | 5,700                  | -                               | 5,700                                    | -                      | -   | -                    | -             |
|                                   | 8,700                  | -                               | 8,700                                    | _                      | -   | -                    | <u>-</u>      |
| Cost of investments at June 30, 2 | 016                    |                                 |  |                        |   |                      |               |

**5.3.3** 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. 15.197 million equivalent to 100% of the amount outstanding has been made.

 $\textbf{5.3.4} \ \ \text{Significant terms and conditions of Term Finance Certificates outstanding at June 30, 2016 are:}$ 

| Name of security                  | Remaining<br>principal (per<br>TFC) | Mark-up rate (per annum) | Issue date | Maturity date |
|-----------------------------------|-------------------------------------|--------------------------|------------|---------------|
| Saudi Pak Leasing Company Limited | 2,533                               | 6% Fixed Rate            | 13-Mar-08  | 13-Mar-17     |

# 5.4 Investment in Government Securities - Available for sale

|              | Issue Date   | Tenor   |                                    | Face   | value                                    |   |   | Market value as                                | a percentage of                                 |
|--------------|--|---|------------------------------------|--|--|---|---|--|---|
|              |  |   | As at July<br>1, 2015              | Purchases<br>during the<br>year                | Sales /<br>Matured<br>during the<br>year | As at June 30,<br>2016  | Market Value<br>as at June 30,<br>2016                                  | Total<br>Investment                            | Net Asset                                       |
|              |  |   |                                    |  | (Rupees                                  | in '000)  |   |  |   |
|              | Treasury bill  |   |                                    |  |  |   |   |  |   |
|              | May 14, 2015   | 6 months  | 50,000                             | -  | 50,000                                   | -   | -   | -  | -   |
|              | June 11, 2015  | 6 months  | 100,000                            | -  | 100,000                                  | -   | -   | -  | -   |
|              | July 9, 2015   | 6 months  | -                                  | 16,000   | 16,000                                   | -   | -   | -  | -   |
|              | August 6, 2015   | 3 months  | -                                  | 76,000   | 76,000                                   | -   | -   | -  | -   |
|              | October 29, 2015   | 3 months  | -                                  | 13,000   | 13,000                                   | -   | -   | -  | -   |
|              | December 10, 2015  | 3 months  | -                                  | 40,000   | 40,000                                   | -   | -   | -  | -   |
|              | January 21, 2016   | 12 months   | -                                  | 50,500   | 21,000                                   | 29,500  | 28,571  | 3.85%  | 3.73%   |
|              | February 18, 2016  | 3 months  | -                                  | 32,000   | 32,000                                   | -   | -   | -  | -   |
|              | March 3, 2016  | 3 months  | -                                  | 35,000   | 35,000                                   | -   | -   | -  | -   |
|              | March 3, 2016  | 12 months   | -                                  | 55,000   | 55,000                                   | -   | -   | -  | -   |
|              | March 31, 2016   | 3 months  | -                                  | 6,500  | 6,500                                    | -   | -   | -  | -   |
|              | May 26, 2016   | 3 months  | -                                  | 35,000   | -  | 35,000  | 34,732  | 4.69%  | 4.54%   |
|              | June 23, 2016  | 3 months  | -                                  | 26,000   | -  | 26,000  | 25,685  | 3.46%  | 3.36%   |
|              |  |   | 150,000                            | 385,000  | 444,500                                  | 90,500  | 88,988  | 12.00%   | 11.63%  |
|              | Pakistan Investment Bond   | •   |                                    |  |  |   |   |  |   |
|              | July 17, 2014  | 3 years   | 50,000                             | _  | 14,000                                   | 36,000  | 37,919  | 5.12%  | 4.95%   |
|              | July 17, 2014  | 5 years   | -                                  | 37,000   | 9,000                                    | 28,000  | 32,160  | 4.34%  | 4.20%   |
|              | March 26, 2015   | 3 years   | -                                  | 20,000   | -  | 20,000  | 20,893  | 2.82%  | 2.73%   |
|              |  | - /   | 50,000                             | 57,000   | 23,000                                   | 84,000  | 90,972  | 12.28%   | 11.88%  |
|              | Grand Total  |   | 200,000                            | 442,000  | 467,500                                  | 174,500   | 179,960   | 24.28%   | 23.51%  |
|              |  |   |                                    |  |  |   |   |  |   |
|              |  | 20. 2046  |                                    |  |  |   | 475.000   |  |   |
|              | Cost of investments at Jun   | e 30, 2016  |                                    |  |  | =   | 175,802   |  |   |
| 5.5          | Cost of investments at Jun Investment in Commercia   |   | s and receiv                       | ables  |  | _   | 175,802   |  |   |
| 5.5          |  |   | s and receiv                       | ables<br>Placements<br>made during<br>the year | Income<br>3 Accrued                      | =<br>Matured<br>during the<br>year                            | As at June  | Percentage of<br>total value<br>of investments | Percentage of Net<br>Assets                     |
| 5.5          | Investment in Commercia  |   | s and receiv                       | Placements<br>made during<br>the year          | S Accrued                                | during the<br>year  | As at June<br>30,2016   | total value                                    | Percentage of Net<br>Assets                     |
| 5.5          | Investment in Commercia Name of Bank   | l papers - Loan   | s and receiv                       | Placements<br>made during<br>the year          | S Accrued                                | during the<br>year  | As at June<br>30,2016   | total value<br>of investments                  | Assets  |
| 5.5          | Investment in Commercia  | l papers - Loan   | s and receiv                       | Placements<br>made during<br>the year          | S Accrued                                | during the<br>year  | As at June<br>30,2016   | total value<br>of investments                  | -   |
| 5.5<br>5.5.1 | Investment in Commercial Name of Bank  Pak Electron Limited (5.5.1   | l papers - Loan   |                                    | Placements<br>made during<br>the year<br>      | 2,257                                    | during the<br>year<br>(Rupees in '                            | As at June<br>30,2016<br>000)   | total value of investments                     | Assets  |
|              | Investment in Commercial Name of Bank  Pak Electron Limited (5.5.1   | I papers - Loan  L)  vestment carrie                              | s mark-up at                       | Placements made during the year 36,482         | 2,257                                    | during the<br>year<br>(Rupees in '                            | As at June<br>30,2016<br>000)   | total value of investments                     | Assets 5.06% 2015                               |
| 5.5.1        | Investment in Commercial Name of Bank  Pak Electron Limited (5.5.3) The certificate of inv.  Net unrealised gain on re-  | l papers - Loan  L)  vestment carrie  measurement or sale         | s mark-up at                       | Placements made during the year 36,482         | 2,257                                    | during the<br>year<br>(Rupees in '<br>-<br>-<br>um and mature | As at June 30,2016  000)38,739  s on July 29, 20                        | total value of investments 5.23% 016.          | Assets 5.06% 2015                               |
| 5.5.1        | Name of Bank  Pak Electron Limited (5.5.3  The certificate of inv.  Net unrealised gain on reclassified as available for Market value of investments   | l papers - Loan  L)  vestment carrie  measurement or sale         | s mark-up at                       | Placements made during the year 36,482         | 2,257                                    | during the<br>year<br>(Rupees in '<br>-<br>-<br>um and mature | As at June 30,2016  000)38,739  s on July 29, 20  Note                  | 5.23%  2016 (Rupees                            | 2015<br>in '000)                                |
| 5.5.1        | Investment in Commercial Name of Bank  Pak Electron Limited (5.5.3  The certificate of investment of the commercial of t | l papers - Loan  vestment carrie  measurement or sale             | s mark-up at                       | Placements made during the year 36,482         | 2,257                                    | during the<br>year<br>(Rupees in '<br>-<br>-<br>um and mature | As at June 30,2016  000) 38,739  s on July 29, 20  Note  5.1, 5.2 & 5.3 | 5.23%  2016 (Rupees 741,283                    | 2015<br>in '000)<br>770,006                     |
| 5.5.1        | Investment in Commercial Name of Bank  Pak Electron Limited (5.5.3  The certificate of investment of the commercial of t | l papers - Loan  vestment carrie  measurement or sale  accurities | s mark-up at<br><b>of investme</b> | Placements made during the year 36,482         | 2,257                                    | during the<br>year<br>(Rupees in '<br>-<br>-<br>um and mature | As at June 30,2016  000) 38,739  s on July 29, 20  Note  5.1, 5.2 & 5.3 | 5.23%  2016 (Rupees 741,283                    | 2015<br>in '000)<br>770,006<br>726,447<br>(497) |
| 5.5.1        | Investment in Commercial Name of Bank  Pak Electron Limited (5.5.3  The certificate of investment of the commercial of t | l papers - Loan  vestment carrie  measurement or sale  accurities | s mark-up at<br><b>of investme</b> | Placements made during the year 36,482         | 2,257                                    | during the<br>year<br>(Rupees in '<br>-<br>-<br>um and mature | As at June 30,2016  000) 38,739  s on July 29, 20  Note  5.1, 5.2 & 5.3 | 5.23%  2016 (Rupees 741,283                    | 2015<br>in '000)<br>770,006                     |

#### 5.6.1 Movement in provision against investments

|    | Opening balance  | 15,694   | 17,149   |
|----|--|----------|----------|
|    | Add: Charge for the year                                     | 3,177    | 19,490   |
|    | Less: Reversals made during the year                         | (1,196)  | (20,945) |
|    | Net charge   | 1,981    | (1,455)  |
|    | Closing balance  | 17,675   | 15,694   |
| 6. | DIVIDEND RECEIVABLE AND ACCRUED MARK-UP                      |          |          |
|    | Dividend receivable  | 737      | 367      |
|    | Mark-up accrued on PIBs                                      | 3,793    | 2,543    |
|    | Mark-up accrued on deposits with banks                       | 24       | -        |
|    | Mark-up / return accrued on Term Finance Certificates        | 1,123    | 1,639    |
|    |  | 5,677    | 4,549    |
|    |  |          |          |
| 7. | ADVANCES, DEPOSITS, PREPAYMENTS AND  Note                    | 2016     | 2015     |
|    | OTHER RECEIVABLES  | (Rupees  | in '000) |
|    |  |          |          |
|    | Security deposit with National Clearing Company of Pakistan  |          |          |
|    | Limited  | 3,016    | 3,016    |
|    | Security deposit with Central Depository Company of Pakistan |          |          |
|    | Limited  | 100      | 100      |
|    | Advance against subscription of Term Finance                 |          |          |
|    | Certificates (TFC)   | 25,000   | 25,000   |
|    | Principal receivable from TFC and other receivables          | -        | 3        |
|    | Receivable against Pre-Call TFC 7.1                          | 14,973   | -        |
|    | Prepaid annual rating fee                                    | 168      | 120      |
|    |  | 43,257   | 28,239   |
|    | Less: Provision in respect of advance against subscription   |          |          |
|    | of Term Finance Certificates 7.2                             | (25,000) | (25,000) |
|    |  | 18,257   | 3,239    |

- 7.1 This pertains to TFC of Bank Al-Habib having maturity of June 30, 2021 which has been pre-called on June 29, 2016. The principal and accrued mark-up have subsequently been received on July 04, 2016.
- 7.2 The Fund had subscribed towards the term finance certificates of an issuer as Pre-IPO investor on January 09, 2008. Under the agreement, the issuer was required to complete the public offering by October 09, 2008. However, no public offering has been carried out by the issuer as at June 30, 2016. In addition, profit on the advance against subscription, due after six months from the date of subscription, has also not been received by the Fund. As at June 30, 2016, the advance against subscription has been fully provided in accordance with the provisioning policy of the Fund as approved by the Board of Directors of the Management Company.

| 8. | PAYABLE TO HBL ASSET MANAGEMENT<br>LIMITED - MANAGEMENT COMPANY | Note | 2016<br>(Rupees in | 2015<br>1 <b>'000)</b> |
|----|---|------|--------------------|------------------------|
|    | Management fee  | 8.1  | 1,249              | 1,280                  |
|    | Sindh Sales Tax   | 8.2  | 203                | 218                    |
|    | Sales load payable  |      | 13                 | 24                     |
|    | Allocation of expenses related to registrar services,           |      |                    |                        |
|    | accounting, operation and valuation services                    | 14   | 62                 | -                      |
|    |   | _    | 1,527              | 1,522                  |

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 two percent per annum for the current year (2015: two percent per annum).

#### 

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, 2016 is as follows:

#### Amount of Funds Under Management (Average NAV)

Tariff per annum

Upto Rs. 1,000 million

Rs. 0.7 million or 0.20% p.a. of NAV, whichever is higher

On an amount exceeding Rs. 1,000 million

Rs. 2.0 million plus 0.10% p.a. of NAV, exceeding Rs. 1,000 million

9.2 The Sindh Government had levied Sindh Sales Tax at the rate of 14% on the remuneration of the Central Depository Company of Pakistan through Sindh Sales Tax on Services Act, 2011 effective from July 1,2015.

| 10. | PAYABLE TO SECURITIES AND EXCHANGE | Note | 2016          | 2,015 |
|-----|------------------------------------|------|---------------|-------|
|     | COMMISSION OF PAKISTAN             |      | (Rupees in '0 | 00)   |
|     | Annual fee                         | 10.1 | 629           | 646   |

10.1 Under the provisions of the Non Banking Finance Companies & Notified Entities Regulations, 2008, a collective investment scheme categorised as balanced scheme is required to pay as annual fee to the SECP, an amount equal to 0.085% (2015: 0.085%) of the average annual net assets of the scheme. The Fund has been categorised as a balanced scheme by the Management Company.

| 11. | ACCRUED EXPENSES AND OTHER LIABILITIES                       | Note | 2016    | 2015     |
|-----|--|------|---------|----------|
|     |  |      | (Rupees | in '000) |
|     | Auditors' remuneration                                       |      | 328     | 309      |
|     | Federal Excise Duty  | 11.1 | 6,610   | 4,258    |
|     | Payable to unit holders against redemption                   |      | 1,302   | 19       |
|     | Payable to HBL Money Market Fund against conversion of units |      | -       | 2,010    |
|     | Payable to brokers   |      | 420     | 1,129    |
|     | Withholding tax payable                                      |      | 304     | 1,933    |
|     | Provision for Workers' Welfare Fund                          | 11.2 | 9,495   | 9,495    |
|     | Payable to HBL Stock Fund                                    |      | -       | 43,926   |
|     | Other payables   |      | 25      | 57       |
|     |  |      | 18,484  | 63,136   |

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.

The Honourable Sindh High Court (SHC) through its recent order dated June 02, 2016, in CPD-3184 of 2014 (and others) filed by various taxpayers, has interalia declared that Federal Excise Act 2005 (FED Act) on services, other than shipping agents and related services, is ultra vires to the Constitution from July 01,2011. The Honourable Sindh High Court in its decision dated July 16, 2016 in respect of constitutional petition filed by the management companies of mutual funds has also granted relief to the management companies of mutual funds based on its order dated June 02, 2016.

Sindh revenue Board and Federal Board of Revenue have filed appeals before Honourable Supreme Court against the Sindh High Court's decision of June 02, 2016. Therefore, as a matter of abundant caution, without prejudice to the above, the Management Company has made a provision with effect from June 13, 2013, aggregating to Rs. 7.096 million out of which 0.486 million have been paid to Management Company. Had the provision not been made, the Net Assets Value (NAV) per unit of the Fund as at June 30, 2016 would have been higher by Rs. 0.8466 per unit (2015: Rs. 0.5873 per unit). However, after the exclusion of the mutual funds from federal statute on FED from July 01, 2016, the Fund has discontinued making the provision in this regard.

11.2 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, various constitutional petitions have been filed by certain CISs through their

trustees and other affected entities in the Honourable High Court of Sindh (the Court) and Honourable Lahore High Court (LHC), challenging the applicability of WWF to the CISs.

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 appeals against both the decisions have been filed and the matter is pending adjudication.

Pending the decision of the said constitutional petition, the Management Company, as a matter of abundant caution, has maintained the provision for WWF amounting to Rs. 9.495 million

However, after the exclusion of the Mutual Funds from federal statute on Workers Welfare Fund, from 1st July 2015, the Fund has discontinued making the provision in this regard. Had the provision not been maintained, the Net Asset Value (NAV) per unit of the Fund as June 30, 2016 would have been higher by Rs. 1.2161 per unit (June 30, 2015: Rs. 1.1755 per unit).

| 12. | MARK-UP / RETURN ON INVESTMENTS                      | 2016    | 2015     |
|-----|--|---------|----------|
|     |  | (Rupees | in '000) |
|     | Term Finance Certificates                            | 3,176   | 5,286    |
|     | Government Securities                                | 13,615  | 12,193   |
|     | Commercial Paper                                     | 2,257   |          |
|     |  | 19,048  | 17,479   |
| 13. | MARK-UP ON DEPOSITS WITH BANKS                       |         |          |
|     | Mark-up on savings accounts                          | 2,159   | 6,831    |
|     |  | 2,159   | 6,831    |
| 1.4 | ALLOCATION OF EVERNICE DELATED TO DECISEDAD CEDVICES |         |          |

#### 14. ALLOCATION OF EXPENSES RELATED TO REGISTRAR SERVICES, ACCOUNTING, OPERATION AND VALUATION SERVICES

Securities and Exchange Commission of Pakistan through its SRO 1160(I)/2015 dated November 25, 2015 has revised the Non-Banking Finance Companies and Notified Entities Regulation, 2008. In the revised regulations a new clause 60(3)(s) has been introduced allowing the management company to charge "fees and expenses related to registrar services, accounting, operation and valuation services related to CIS maximum upto 0.1% of average annual net assets of the Scheme or actual whichever is less" from the mutual funds managed by it.

The expenses represent the allocation of expenses relating to registrar services, accounting, operation and valuation services at 0.1% of average net annual assets of the fund with effect from November 25, 2015.

| 15. | AUDITORS' REMUNERATION  | 2016 | 2015     |
|-----|---|------|----------|
|     |   |      | in '000) |
|     | Statutory audit fee   | 275  | 275      |
|     | Half yearly review fee  | 55   | 55       |
|     | Reporting on compliance with the Code of Corporate Governance | 5    | 5        |
|     | Out of pocket expenses  | 87   | 93       |
| 16. | TAXATION  | 422  | 428      |
| TO. | IAXATION  |      |          |

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 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 other than capital gains / loss to the unit holders. The Fund has not recorded any tax liability in respect of income relating to the current year as the Management Company has distributed at least 90 percent of the Fund's accounting income for the year ended June 30, 2016 as reduced by capital gains (whether realised or unrealised) to its unit holders in the form of cash.

#### 17. 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:

| 17.1 | Transactions during the year  | 2016<br>(Rupees i | 2015<br>in '000) |
|------|---|-------------------|------------------|
|      | HBL Asset Management Limited - Management Company Management fee                                    | 19,544            | 20,278           |
|      | Allocation of expenses related to registrar services, accounting, operation and valuation services  | 436               | -                |
|      | Habib Bank Limited - Sponsor  | 16 462            | 626              |
|      | Issue of 170,869 units (2015: 6,656 units) Issue of bonus units - Nil (2015: 316,139 bonus units)   | 16,462            | 29,745           |
|      | Bank charges paid during the year   | 10                | 16               |
|      | Mark-up earned during the year  | 642               | 2,449            |
|      | Mark-up received during the year  | 674               | 2,468            |
|      | Dividend income earned during the year  | 2,310             | 3,439            |
|      | Dividend income received during the year  | 2,310             | 3,439            |
|      | Purchase of 292,800 shares (2015: 212,828 shares) Sale of 106,200 shares (2015: 328,800 shares)     | 56,520<br>19,876  | 38,799<br>47,788 |
|      | Gain on sale of shares  | 1,970             | 17,941           |
|      | Cam on sale of shares   | 2,570             | 17,311           |
|      | Executive and their relatives   |                   |                  |
|      | Redemption of 22,310 units (2015: 2,029 units)  | 2,133             | 202              |
|      | Profit earned on redemption of units  | 131               | 2                |
|      | Central Depository Company of Pakistan Limited - Trustee  |                   |                  |
|      | Trustee remuneration  | 1,686             | 1,520            |
|      | Central Depository service charges  | 122               | 167              |
|      | Directors of connected persons  |                   |                  |
|      | Issue of units - Nil (2015: 10,712 units)   | -                 | 1,025            |
|      | Issue of bonus units - Nil (2015: 14,103 units)   | -                 | 1,327            |
|      | Redemption of units - Nil (2015: 3,083 units)   | -                 | 300              |
|      | Profit earned on redemption of units  | -                 | 6                |
| 17.2 | Amounts outstanding as at year end  |                   |                  |
|      | HBL Asset Management Limited - Management Company   |                   |                  |
|      | Management fee payable  | 1,249             | 1,280            |
|      | Sales tax payable   | 203               | 218              |
|      | Allocation of expenses related to registrar services, accounting,                                   |                   |                  |
|      | operation and valuation services  | 62                | -                |
|      | Sales load payable  | 13                | 24               |
|      | Habib Bank Limited - Sponsor  |                   |                  |
|      | Investment held in the Fund: 6,755,856 units (2015: 6,584,987 units)                                | 662,394           | 625,464          |
|      | Bank balances   | 13,959            | 47,210           |
|      | Profit receivable on bank deposits  | 24                | 56               |
|      | Ordinary shares held in Habib Bank Limited: 313,571 ordinary shares (2015: 126,971 ordinary shares) | 61.040            | 27 210           |
|      | Stidles (2013. 120,571 ordinary stidles)  | 61,949            | 27,318           |
|      | HBL Money Market Fund - Associate Payable to HBL Money Market Fund against conversion of units      | _                 | 2,010            |
|      |   |                   | •                |
|      | Central Depository Company of Pakistan Limited - Trustee  | 430               | 120              |
|      | Remuneration payable Sindh Sales Tax  | 128<br>18         | 126              |
|      | Siliuli Sulcs Tux   | 10                | -                |
|      | Directors of connected persons  |                   |                  |
|      | Investment held in the Fund: Nil units (2015: 282,754 units)  | -                 | 26,857           |
|      |   |                   |                  |

#### PARTICULARS OF INVESTMENT COMMITTEE AND FUND MANAGER 18.

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

|   | Name                | Designation                               | Qualification | Experience in<br>years |
|---|---------------------|---|---------------|------------------------|
| 1 | Mr. Rehan N. Shaikh | Chief Executive Officer                   | B.Com         | 21                     |
| 2 | Mr. Amir Khan       | Head of Research and Business Development | MBA           | 23                     |
| 3 | Ms. Samia Aslam     | Fund Manager                              | MBA & CFA     | 10                     |

**18.1** Ms. Samia Aslam is the Fund Manager of HBL Multi Asset Fund. She is a Chartered Financial Analyst and has obtained Masters in Business Administration. She is also the Fund Manager of HBL Stock Fund and HBL Islamic Stock Fund.

#### 19. TOP TEN BROKERS / DEALERS BY PERCENTAGE OF COMMISSION PAID

## Top ten brokers during the year ended June 30, 2016

- **Taurus Securities Limited**
- 2 **AKD Securities Limited**
- 3 Arif Habib Limited
- Elixir Securities Pakistan (Private) Limited 4 5 6 7
- Pearl Securities Limited
- Al Habib Capital Markets (Private) Limited
- **Next Capital Limited**
- 8 **IGI Finex Securities Limited**
- JS Global Capital Limited
- Foundation Securities (Private) Limited

Top ten brokers during the year ended June 30, 2015

- Al Habib Capital Markets (Private) Limited
- **BMA Capital Management Limited**
- Elixir Securities Pakistan (Private) Limited
- Foundation Securities (Private) Limited
- Global Securities Pakistan Limited
- 2 3 4 5 6 7 Habib Metropolitan Financial Services
  JS Global Capital Limited
- Optimus Capital Management (Private) Limited 8
- Standard Capital Securities (Private) Limited
- Topline Securities (Private) Limited

| 20. PATTERN OF UNIT HOLDING |                | 2016             |            |  |  |  |
|-----------------------------|----------------|------------------|------------|--|--|--|
|                             | Number of unit | Investment       | Percentage |  |  |  |
|                             | holders        | amount           | investment |  |  |  |
|                             |                | (Rupees in '000) |            |  |  |  |
| Individuals                 | 110            | 90,590           | 11.83%     |  |  |  |
| Associated companies        | 1              | 662,394          | 86.53%     |  |  |  |
| Retirement funds            | 1              | 2,142            | 0.28%      |  |  |  |
| Others                      | 3              | 10,380           | 1.36%      |  |  |  |
|                             | 115            | 765,506          | 100.00%    |  |  |  |
|                             |                | 2015             | _          |  |  |  |
|                             | Number of unit | Investment       | Percentage |  |  |  |
|                             | holders        | amount           | investment |  |  |  |
|                             |                | (Rupees in '000) |            |  |  |  |
| Individuals                 | 139            | 103,070          | 13.43%     |  |  |  |
| Associated companies        | 1              | 625,464          | 81.52%     |  |  |  |
| Retirement funds            | 2              | 3,287            | 0.43%      |  |  |  |
| Others                      | 3              | 35,428           | 4.62%      |  |  |  |
|                             | 145            | 767,249          | 100.00%    |  |  |  |

#### 21. ATTENDANCE AT MEETINGS OF BOARD OF DIRECTORS

The 52nd, 53rd, 54th, 55th, and 56th board meetings were held on September 30,2015, October 30, 2015, February 09, 2016, April 08, 2016 and April 29, 2016 respectively. Information in respect of attendance by directors in the meetings is as follows:

|                           | Nui                         | mber of meeting | gs               |                                   |
|---------------------------|-----------------------------|-----------------|------------------|-----------------------------------|
| Name of Director          | Name of Director Held Atten |                 | Leave<br>granted | Meeting not attended              |
| 1 Mr. Towfiq Habib Chinoy | 5                           | 4               | 1                | 53rd Meeting                      |
| 2 Mr. Rehan N. Shaikh     | 5                           | 5               | -                |                                   |
| 3 Mr. Rizwan Haider       | 5                           | 4               | 1                | 52nd Meeting                      |
| 4 Mr. Salahuddin Manzoor  | 5                           | 3               | 2                | 52nd and 55th Meeting             |
| 5 Mr. Salim Amlani        | 2                           | 2               | -                |                                   |
| 6 Ms. Sadia Khan          | 5                           | 1               | 4                | 52nd, 55th, 54th and 56th Meeting |
| 7 Ms. Sima Kamil          | 5                           | 3               | 2                | 52nd and 54th Meeting             |
| 8 Mr. Ayaz Ahmed          | 3                           | 3               | -                |                                   |

#### 22. FINANCIAL RISK MANAGEMENT

The Fund primarily invests in a portfolio of equity and money market investments such as shares of listed companies, government securities and in other money market instruments. These activities are exposed to a variety of financial risks: market risk, credit risk and liquidity risk.

#### 22.1 Market risk

Market risk 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.

## 22.1.1Currency risk

Currency risk 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.

# 22.1.2Interest rate risk

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

# a) Sensitivity analysis for variable rate instruments

As at June 30, 2016, the Fund does not hold any variable rate instruments, that could expose the Fund to cash flows interest rate risk.

#### b) Sensitivity analysis for fixed rate instruments

As at June 30, 2016, the Fund holds Treasury Bills and Pakistan Investment Bonds 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 Markets Association on June 30, 2016, with all other variables held constant, the net assets would have been lower by Rs. 1,780,100 (2015: Rs. 1,990,335). In case of 100 basis points decrease in KIBOR and rates announced by the Financial Markets Association on June 30, 2016, with all other variables held constant, the net assets would have been higher by Rs. 1,821,243 (2015: Rs. 3,303,326).

The composition of the Fund's investment portfolio, KIBOR and rates announced by Financial Markets Association is expected to change over time. Therefore, the sensitivity analysis prepared as of June 30, 2016 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.

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|   |               |         | 20         | 016                 |           |             |
|---|---------------|---------|------------|---------------------|-----------|-------------|
|   |               |         | Exposed    | to Yield / Interest | rate risk |             |
|   | Yield /       | •       |            | More than           |           | Not exposed |
|   | Interest rate | Total   | Upto three | three months        | More than | to Yield /  |
|   | (%)           |         | months     | and upto one        | one year  | Interest    |
|   |               |         |            | year                |           | rate risk   |
| On-balance sheet financial instruments    |               |         |            | (Rupees in '000) -  |           |             |
| on bulance sheet imandial instruments     |               |         |            | (nupces in coo)     |           |             |
| Financial assets                          |               |         |            |                     |           |             |
| Bank balances                             | 4.00 - 6.50   | 21,075  | 21,075     | -                   | -         | -           |
| Investments                               | 5.92 - 6.18   | 741,283 | 38,739     | 88,988              | 90,972    | 522,584     |
| Dividend receivable and accrued mark-up   |               | 5,677   | -          | -                   | -         | 5,677       |
| Advances, deposits and other receivables  |               | 18,257  | -          | -                   | -         | 18,257      |
|   |               | 786,292 | 59,814     | 88,988              | 90,972    | 546,518     |
| Financial liabilities                     |               |         |            |                     |           |             |
| Payable to HBL Asset Management Limited - |               |         |            |                     |           |             |
| Management Company                        |               | 1,527   | -          | -                   | -         | 1,527       |
| Payable to Central Depository Company of  |               |         |            |                     |           |             |
| Pakistan Limited - Trustee                |               | 146     | -          | -                   | -         | 146         |
| Payable to Securities and Exchange        |               |         |            |                     |           |             |
| Commission of Pakistan                    |               | 629     | -          | -                   | -         | 629         |
| Accrued expenses and other liabilities    | _             | 2,379   | -          | -                   | -         | 2,379       |
|   |               | 4,681   | -          | -                   | -         | 4,681       |
| On-balance sheet gap                      | -             | 781,611 | 59,814     | 88,988              | 90,972    | 541,837     |
| Off-balance sheet financial instruments   |               | -       | -          | -                   | -         | -           |
| Off-balance sheet gap                     | -<br>-        | -       | -          | -                   | -         | -           |
|   | =             |         |            | ·                   |           |             |

# 

|   |               |         | Exposed to Yield / Interest rate risk |              |           | _                |
|---|---------------|---------|---------------------------------------|--------------|-----------|------------------|
|   | Yield /       | •       |                                       | More than    |           | Not exposed to   |
|   | Interest rate | Total   | Upto three                            | three months | More than | Yield / Interest |
|   | (%)           |         | months                                | and upto one | one year  | rate risk        |
|   |               |         |                                       | year         |           |                  |
| On-balance sheet financial instruments (Rupees in '000) |               |         |                                       |              |           |                  |
| Financial assets  |               |         |                                       |              |           |                  |
| Bank balances   | 5.00 - 9.00   | 54,885  | 54,885                                | -            | -         | -                |
| Investments   | 6.72 - 11.25  | 770,006 | -                                     | 145,769      | 96,559    | 527,678          |
| Dividend receivable and accrued mark-up                 |               | 4,549   | -                                     | -            | -         | 4,549            |
| Advances, deposits and other receivables                |               | 3,239   | -                                     | -            | -         | 3,239            |
|   |               | 832,679 | 54,885                                | 145,769      | 96,559    | 535,466          |

2015

|   |               |         | Exposed    | to Yield / Interest | rate risk |                  |
|---|---------------|---------|------------|---------------------|-----------|------------------|
|   | Yield /       | •       |            | More than           |           | Not exposed to   |
|   | Interest rate | Total   | Upto three | three months        | More than | Yield / Interest |
|   | (%)           |         | months     | and upto one        | one year  | rate risk        |
|   |               |         |            | year                |           |                  |
| On-balance sheet financial instruments    |               |         |            | (Rupees in '000) -  |           |                  |
| Financial liabilities                     |               |         |            |                     |           |                  |
| Payable to HBL Asset Management Limited - |               |         |            |                     |           |                  |
| Management Company                        |               | 1,522   | -          | -                   | -         | 1,522            |
| Payable to Central Depository Company of  |               |         |            |                     |           |                  |
| Pakistan Limited - Trustee                |               | 126     | -          | -                   | -         | 126              |
| Payable to Securities and Exchange        |               |         |            |                     |           |                  |
| Commission of Pakistan                    |               | 646     | -          | -                   | -         | 646              |
| Accrued expenses and other liabilities    |               | 49,383  | -          | -                   | -         | 49,383           |
|   |               | 51,677  | -          | -                   | -         | 51,677           |
| On-balance sheet gap                      |               | 781,002 | 54,885     | 145,769             | 96,559    | 483,789          |
| Off-balance sheet financial instruments   |               | -       | -          | -                   | -         | -                |
| Off-balance sheet gap                     |               | -       | -          | -                   | -         | -                |

# 22.1.3Price Risk

Price risk 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 instrument traded in the market.

The Fund also manages its exposure to price risk by analysing the investment portfolio by industrial sectors and benchmarking the sector weighting to that of the KSE-100 Index. The Fund's policy is to concentrate the investment portfolio in sectors where management believe the Fund can maximise the returns derived for the level of risk to which the Fund is exposed. The table below is a summary of the significant sector concentrations within the equity portfolio.

| Sector wise portfolio      | 201           | 2016          |  |
|----------------------------|---------------|---------------|--|
|                            | Fund's equity | KSE-100       |  |
|                            | Portfolio (%) | benchmark     |  |
|                            |               | Portfolio (%) |  |
| Oil and Gas                | 18.64%        | 16.37%        |  |
| Chemicals                  | 8.27%         | 13.69%        |  |
| Commercial Banks           | 23.04%        | 22.76%        |  |
| Electricity                | 12.69%        | 4.42%         |  |
| Household Goods            | 2.89%         | 0.69%         |  |
| Construction and Materials | 23.82%        | 11.32%        |  |
| Engineering                | 0.03%         | 0.36%         |  |
| General Industries         | 2.95%         | 1.07%         |  |
| Pharma and Bio Tech        | 7.04%         | 3.04%         |  |
| Personal Goods             | 0.63%         | 1.01%         |  |
| Others                     | 0.00%         | 25.27%        |  |
| Total                      | 100.00%       | 100.00%       |  |

| Sector wise portfolio      | 201           | 15            |
|----------------------------|---------------|---------------|
|                            | Fund's equity | KSE-100       |
|                            | Portfolio (%) | benchmark     |
|                            |               | Portfolio (%) |
| Oil and Gas                | 10.12%        | 17.00%        |
| Chemicals                  | 19.23%        | 14.50%        |
| Commercial Banks           | 8.12%         | 24.70%        |
| Electricity                | 12.92%        | 8.90%         |
| Household Goods            | 4.58%         | 0.80%         |
| Construction and Materials | 17.70%        | 9.70%         |
| Food Producers             | 4.74%         | 4.90%         |
| Engineering                | 1.87%         | 0.30%         |
| Automobile Assemblers      | 10.93%        | 2.60%         |
| Media                      | 4.13%         | 1.50%         |
| General Industries         | 5.66%         | 1.00%         |
| Others                     | 0.00%         | 14.10%        |
| Total                      | 100.00%       | 100.00%       |

In case of 5% increase / decrease in KSE-100 index on June 30, 2016, with all other variables heldconstant, other components of equity and the net assets of the Fund would increase / decrease by Rs. 7.849 million (2015: Rs. 28.714 million) as a result of gains / losses on equity securities classified as available for sale.

The analysis is based on the assumption that the equity index had increased / decreased by 5% with all other variables held constant and all the Fund's equity instruments moved according to the historical correlation with the index. This represents management's best estimate of a reasonable possible shift in the KSE-100 index, having regard to the historical volatility of the index. The composition of the Fund's investment portfolio and the correlation thereof to the KSE index, is expected to change over the time. Accordingly, the sensitivity analysis prepared as of June 30, 2016 is not necessarily indicative of the effect on the Fund's net assets of future movements in the level of KSE-100 index.

#### 22.2 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, 2016 and June 30, 2015:

|  | 2016     | 2015     |
|--|----------|----------|
|  | (Rupees  | in '000) |
| Bank balances by rating category             |          |          |
| A1+ (PACRA)                                  | 6,813    | 7,645    |
| A-1+ (JCR-VIS)                               | 14,262   | 47,240   |
|  | 21,075   | 54,885   |
| Term finance certificates by rating category |          |          |
| AAA  | -        | 25,978   |
| AA   | -        | 16,837   |
|  | <u> </u> | 42,815   |
| Government Securities                        | 179,960  | 199,513  |
| Investment in commercial paper               | 38,739   |          |
| Dividend and profit receivable               | 5,677    | 4,549    |
| Advances, deposits and other receivables     | 18,257   | 3,239    |
|  |          |          |

The maximum exposure to credit risk before any credit enhancement as at June 30, 2016 is the carryin amount of the financial assets.

At June 30, 2016, all of Fund's debt securities which have impaired have been fully provided for.

#### 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 creditworthy counterparties thereby mitigating any significant concentrations of credit risk.

#### 22.3 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 o the next business day. Such procedure would continue until the outstanding redemption requests come down to a leve 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.

|  | 2016    |            |               |          |  |  |
|--|---------|------------|---------------|----------|--|--|
|  | Total   | Upto three | Over three    | Over one |  |  |
|  |         | months     | months and    | year     |  |  |
|  |         |            | upto one year |          |  |  |
| Financial liabilities (excluding unit holders' fund) |         | (Rupe      | es in '000)   |          |  |  |
| Payable to HBL Asset Management Limited -            |         |            |               |          |  |  |
| Management Company                                   | 1,527   | 1,527      | -             | -        |  |  |
| Payable to Central Depository Company of             |         |            |               |          |  |  |
| Pakistan Limited - Trustee                           | 146     | 146        | -             | -        |  |  |
| Payable to Securities and Exchange Commission        |         |            |               |          |  |  |
| of Pakistan  | 629     | 629        | -             | -        |  |  |
| Accrued expenses and other liabilities               | 2,379   | 2,379      | -             | -        |  |  |
|  | 4,681   | 4,681      | -             | -        |  |  |
| Unit holder's fund                                   | 765,506 | 765,506    | -             | -        |  |  |

|  | 2015                               |         |                 |      |  |
|--|------------------------------------|---------|-----------------|------|--|
|  | Total Upto three Over three Over o |         |                 |      |  |
|  |                                    | months  | months and upto | year |  |
|  |                                    |         | one year        |      |  |
| Financial liabilities (excluding unit holders' fund) |                                    | (Rup    | ees in '000)    |      |  |
| Payable to HBL Asset Management Limited -            |                                    |         |                 |      |  |
| Management Company                                   | 1,522                              | 1,522   | -               | -    |  |
| Payable to Central Depository Company of             |                                    |         |                 |      |  |
| Pakistan Limited - Trustee                           | 126                                | 126     | -               | -    |  |
| Payable to Securities and Exchange Commission        |                                    |         |                 |      |  |
| of Pakistan  | 646                                | 646     | -               | -    |  |
| Accrued expenses and other liabilities               | 49,383                             | 49,383  | -               | -    |  |
|  | 51,677                             | 51,677  | -               | -    |  |
| Unit holder's fund                                   | 767,249                            | 767,249 | -               | -    |  |

#### 23. 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 22, the Fund endeavours to invest the subscriptions received in appropriate investments while maintaining sufficient liquidity to meet redemptions, such liquidity being augmented by short-term borrowing arrangements (which can be entered if necessary) or disposal of investments where necessary.

#### 24. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

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 i.e. listed equity shares are based on the quoted market prices at the close of trading on the period end date. The quoted market price used for financial assets held by the Fund is current bid price.

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.

IFRS 13, 'Fair Value Measurements' 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 that the entity can access at the measurement date (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).

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy:

|  | Note | June 30, 2016              |             |             |              |           |          |         |         |
|--|------|----------------------------|-------------|-------------|--------------|-----------|----------|---------|---------|
|  |      | Carrying amount Fair Value |             |             |              |           |          |         |         |
|  |      | Available-for-             | Loans and   | Other       | Total        | Level 1   | Level 2  | Level 3 | Total   |
|  |      | sale                       | receivables | financial   |              |           |          |         |         |
|  |      |                            |             | liabilities |              |           |          |         |         |
| On-balance sheet financial instruments                 |      |                            |             | (R          | upees in '00 | 0)        |          |         |         |
| Financial assets measured at fair value                |      |                            |             |             |              |           |          |         |         |
| Investments  |      |                            |             |             |              |           |          |         |         |
| - Listed equity securities                             |      | 521,029                    | -           | -           | 521,029      | 521,029   | -        | -       | 521,029 |
| - Government Securities                                |      | 179,960                    | -           | -           | 179,960      | -         | 179,960  | -       | 179,960 |
| - Term Finance Certificates - Listed                   |      |                            | -           | -           | -            | -         | -        | -       | -       |
|  |      | 700,989                    | -           | -           | 700,989      | 521,029   | 179,960  | -       | 700,989 |
| Financial assets not measured at fair value            | 24.1 |                            |             |             |              |           |          |         |         |
| Bank balances  |      | -                          | 21,075      | -           | 21,075       |           |          |         |         |
| Investments  |      |                            |             |             |              |           |          |         |         |
| - Un-Listed equity securities                          | 5.2  | 1,555                      | -           | -           | 1,555        |           |          |         |         |
| <ul> <li>Loans and receivables - Placements</li> </ul> |      | -                          | 38,739      | -           | 38,739       |           |          |         |         |
| Dividend receivable and accrued mark-up                |      | -                          | 5,677       | -           | 5,677        |           |          |         |         |
| Advances, deposits and other receivables               |      | -                          | 18,089      | -           |              |           |          |         |         |
|  |      | 1,555                      | 83,580      | -           | 85,135       |           |          |         |         |
| Financial liabilities not measured at fair value       | 24.1 |                            |             |             |              |           |          |         |         |
| Payable to HBL Asset Management Limited -              |      |                            |             |             |              |           |          |         |         |
| Management Company                                     |      | -                          | -           | 1,527       | 1,527        |           |          |         |         |
| Payable to Central Depository Company of               |      |                            |             |             |              |           |          |         |         |
| Pakistan Limited - Trustee                             |      | -                          | -           | 146         | 146          |           |          |         |         |
| Payable to Securities and Exchange                     |      |                            |             |             |              |           |          |         |         |
| Commission of Pakistan                                 |      | _                          | -           | 629         | 629          |           |          |         |         |
| Accrued expenses and other liabilities                 |      | _                          | -           | 2,379       | 2,379        |           |          |         |         |
|  |      | _                          | -           | 4,681       | 4,681        |           |          |         |         |
|  |      |                            |             | .,002       | .,002        |           |          |         |         |
|  |      |                            |             |             |              |           |          |         |         |
|  |      |                            |             |             | June 30,     | 2015      |          |         |         |
|  |      |                            | Carrying a  | mount       | Julie 30,    | , 2015    | Fair Val | ue      |         |
|  |      | Available-for-             | , .         |             | Total        | Level 1 L |          |         | tal     |
|  |      | sale                       | receivables |             |              |           |          |         |         |
|  |      | Suic                       |             | liabilities |              |           |          |         |         |
|  |      |                            |             | (5)         | . 100        | 0)        |          |         |         |
| On-balance sheet financial instruments                 |      | (Rupees in '000)           |             |             |              |           |          |         |         |
| Financial assets measured at fair value                |      |                            |             |             |              |           |          |         |         |
| Investments  |      |                            |             |             |              |           |          |         |         |
| - Listed equity securities                             |      | -                          | -           | -           | -            | -         | -        |         |         |
| - Government Securities                                |      | 199,513                    | -           | -           | 199,513      | - 1       | 99,513   | - 199,  |         |
| - Term Finance Certificates - Listed                   |      | -                          | -           | -           | -            | -         | -        |         |         |
| - Term Finance Certificates - Unlisted                 |      | 42,815                     | -           | -           | 42,815       |           | 2,815    | - 42,8  |         |
|  |      | 242,328                    | -           | -           | 242,328      | - 2       | 12,328   | - 242,  | 328     |

|   |      | June 30, 2015   |              |                          |            |                               |
|---|------|-----------------|--------------|--------------------------|------------|-------------------------------|
|   |      | Carrying amount |              |                          | Fair Value |                               |
|   |      | Available-fo    | r- Loans and | Other                    | Total      | Level 1 Level 2 Level 3 Total |
|   |      | sale            | receivables  | financial<br>liabilities |            |                               |
| Financial assets not measured at fair value   | 24.1 |                 |              |                          |            |                               |
| Bank balances   |      | -               | 50           | -                        | 50         |                               |
| Dividend receivable and accrued mark-up   |      | -               | 4,549        | -                        | 4,549      |                               |
| Advances, deposits and other receivables  |      |                 | 3,119        | -                        | 3,119      |                               |
|   |      | -               | 7,718        | -                        | 7,718      |                               |
| Financial liabilities not measured at fair value<br>Payable to HBL Asset Management Limited - | 24.1 |                 |              |                          |            |                               |
| Management Company  |      | -               | -            | 1,522                    | 1,522      |                               |
| Payable to Central Depository Company of  |      |                 |              |                          |            |                               |
| Pakistan Limited - Trustee  |      | -               | -            | -                        | -          |                               |
| Payable to Securities and Exchange  |      |                 |              |                          |            |                               |
| Commission of Pakistan  |      | -               | -            | 646                      | 646        |                               |
| Accrued expenses and other liabilities  |      |                 | -            | 49,383                   | 49,383     |                               |
|   |      | _               | -            | 51,551                   | 51,551     |                               |

**<sup>24.1</sup>** The Fund has not disclosed the fair values for these financial assets and financial liabilities, as these are either short term in nature or reprice frequently. Therefore, their carrying amounts are reasonable approximation of fair value.

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

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 said circular. The Management Company classified the Fund as 'Balanced Scheme' in accordance with the said circular. As at June 30, 2016, the Fund is compliant with all the requirements of the said circular except for clause 2 (iv) which requires that the rating of any debt security in the portfolio shall not be lower than A- (A Minus).

| Name of Non-Complaint<br>Investment | Type of<br>Investment | Value of<br>Investment<br>before | Provision<br>held<br>(if any) | Value of<br>Investment<br>after | % of Net<br>Assets | % of Gross<br>Assets |
|-------------------------------------|-----------------------|----------------------------------|-------------------------------|---------------------------------|--------------------|----------------------|
|                                     |                       | Provision                        |                               | Provision                       |                    |                      |
|                                     |                       | (Ru                              | upees in '000)                |                                 |                    |                      |
| Saudi Pak Leasing                   |                       |                                  |                               |                                 |                    |                      |
| Company Limited                     | TFC                   | 15,197                           | 15,197                        | -                               | -                  | -                    |
| <b>Dewan Cement Limited</b>         | Advance               | 25,000                           | 25,000                        | -                               | -                  | -                    |

### 26. 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 August 26, 2016.

### 27. GENERAL

Figures have been rounded off to the nearest thousand rupees.

| Fe              | or HBL Asset Management Limited |
|-----------------|---------------------------------|
|                 | (Management Company)            |
|                 |                                 |
|                 |                                 |
| Chief Executive | Director                        |