

Summary of NBFCs, NEs. & Modarabas Sector

January 2019



Securities & Exchange Commission of Pakistan Specialized Companies Division Supervision and Enforcement Department

DISCLAIMER:

The information presented hereunder is based on information submitted by NBFIs through Specialized Companies Return System (SCRS) to SECP on monthly basis.

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SNAPSHOT OF NBFI INDUSTRY AS OF JANUARY 31, 2019

Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	22	37.72	3.13%
Mutual Funds (197) and Plans (88)	197	658.42	54.57%
Discretionary & Non-Discretionary Portfolios	-	191.70	15.89%
Pension Funds	19	27.58	2.29%
REIT Management Companies	4	05.67	0.47%
Real Estate Investment Trust (REIT Scheme)	1	46.14	3.82%
Investment Banks	9	57.62	4.78%
Non-Bank Microfinance Companies	26	110.37	9.15%
Leasing Companies	7	10.44	0.87%
Modarabas	28	54.13	4.49%
Private Equity Companies	2	00.18	0.02%
Private Equity Funds	3	06.49	0.54%
Total	318	1,206.46	100.00%

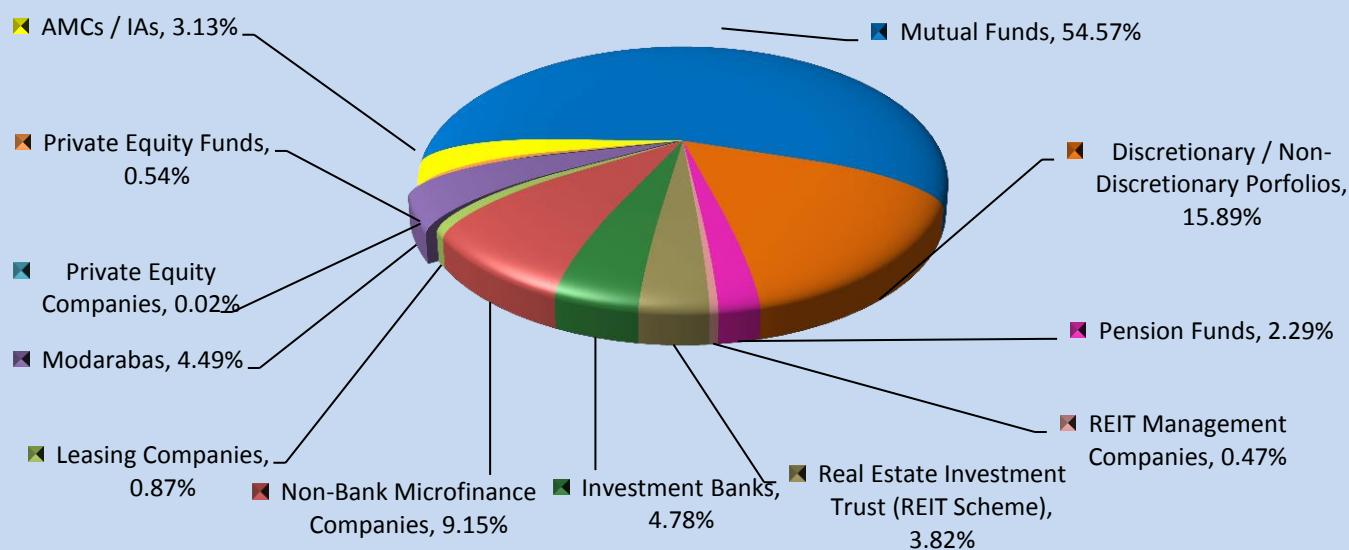
Note 1. Total Number of entities does not include plans (88) as they are not considered Notified Entities or NBFCs. These plans are managed under 21 different mutual funds.

Note 2. Direction no. 12 of 2017 dated April 27, 2017 requires AMCs to exclude the amount invested by fund of fund schemes in underlying funds managed by the same AMC while publishing the amount of assets under its management in advertisements. Accordingly, if the amount invested by fund of fund schemes in underlying funds of the same AMC (which is Rs50,134 million) is deducted from AUMs of the industry, the total assets under management of the industry amounted to the tune of Rs608,287million, as of January 31, 2019

Note 3. The information pertaining to RMCs is based on their latest available accounts for the 1st quarter ended on September 30, 2018, whereas, information of one REIT Management Company is based on available accounts for year ended on June 30, 2017.

Note 4. One NBFC (which holds licenses for Asset Management & Investment Advisory Services) has also been authorized to act as Private Equity Company. The company's assets are included in the assets of AMCs.

Snapshot of NBFI Industry as of January 31, 2019
(Percentage of total assets)

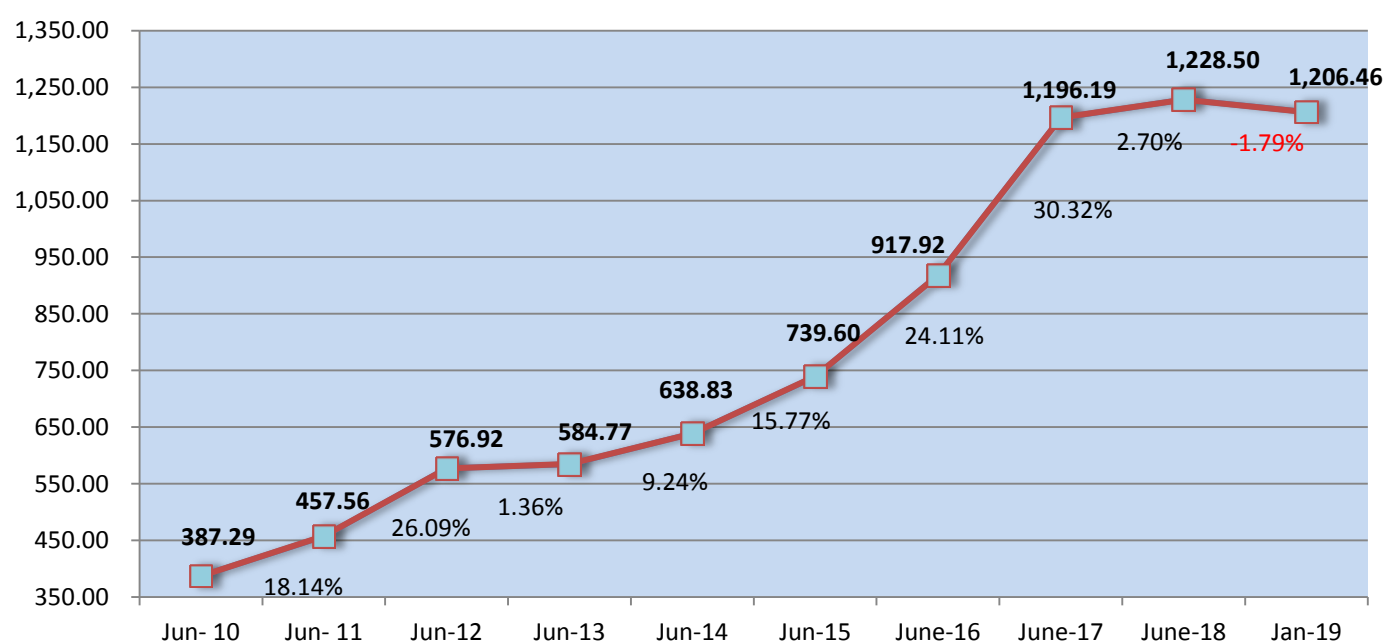


Trend of growth in Total Assets of NBFIs Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	June-16	June-17	June-18	Jan-19
Total Assets (Rs. In billion)	387.29	457.56	576.92	584.77	638.83	739.60	917.92	1,196.19	1,228.50	1,206.46
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	30%	3%	-1.79%
Growth since June 2010 till January 31, 2019	212%									
Compound Annual Growth Rate (June 2010 to January, 2019)	14.16%									

Trend of growth in Total Assets of NBFIs Industry

(Rs in billion & Growth figures in percentage)



Breakup of Shariah Compliant and Conventional Assets of NBFIs Industry

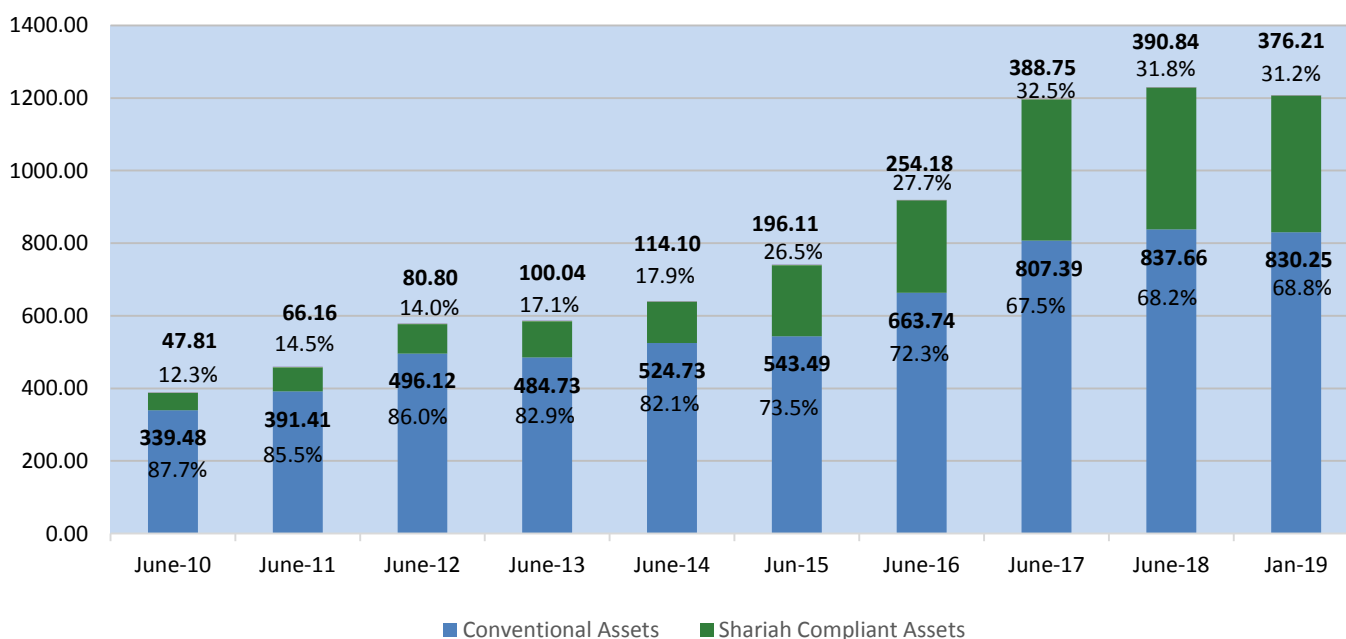
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	807.39	837.66	830.25
Shariah Compliant Assets*	47.81	66.16	80.80	100.04	114.10	196.11	254.18	388.75	390.84	376.21
Total Assets	387.29	457.57	576.92	584.77	638.83	739.60	917.92	1,196.14	1,228.50	1,206.46
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	67.5%	68.2%	68.8%
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	32.5%	31.8%	31.2%
Conventional Assets - Growth since June 2010 till Jan. 2019								144.57%		
Shariah Compliant Assets - Growth since June 2010 till Jan. 2019								686.88%		
Compound Annual Growth Rate (June 10 to Jan. 2019)-Conventional Assets								10.99%		
Compound Annual Growth Rate (June 10 to Jan. 2019)-Shariah Compliant Assets								27.18%		

Note. Shariah Compliant assets include assets of Shariah Compliant Mutual Funds, Shariah Compliant Pension Funds, REIT Scheme and Shariah compliant Modarabas, while rest of the assets of NBFIs industry are conventional assets.

Breakup of Shariah compliant and Conventional Assets of NBFIs Industry

(Rs in billion & Percentage of Total Assets)



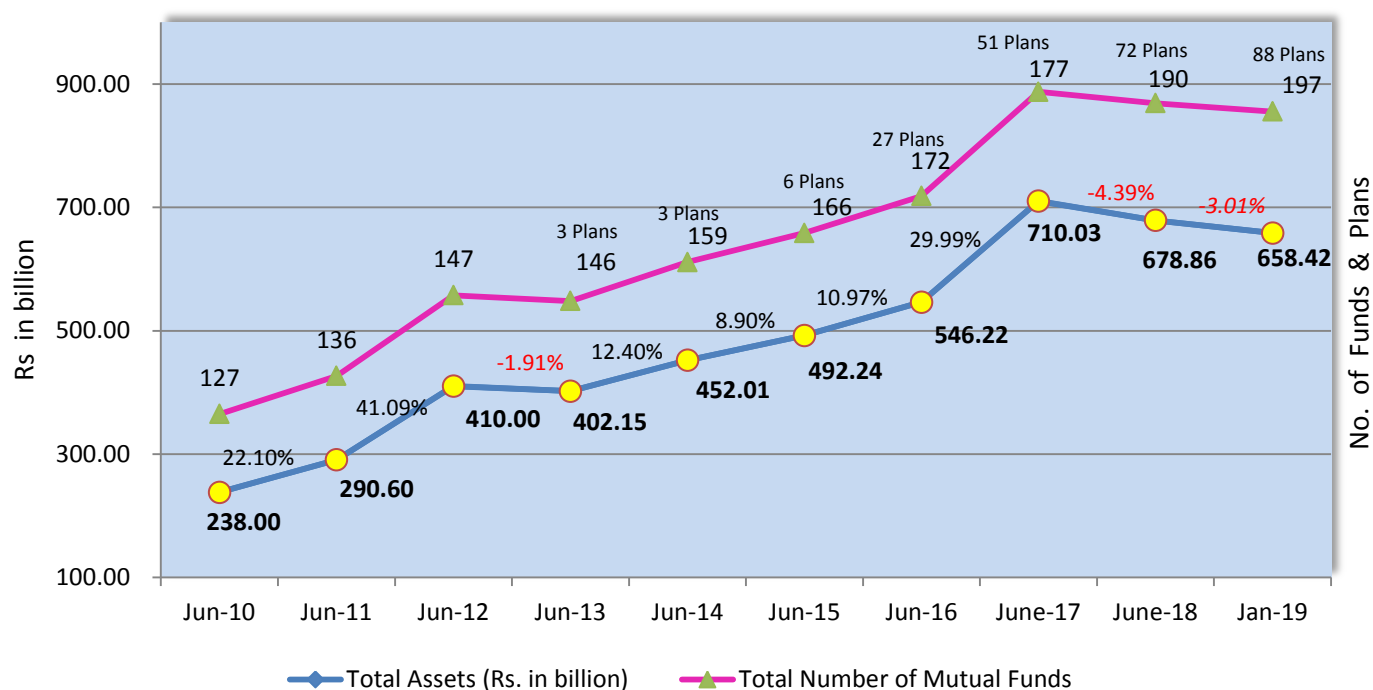
MUTUAL FUNDS & PLANS

Trend of Total Assets and Number of Mutual Funds & Plans

(Rs in billion)

Period	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	710.03	678.86	658.42
Growth since last June	-	22.10%	41.09%	-1.91%	12.40%	8.90%	10.97%	29.99%	-4.39%	-3.01%
Number of Mutual Funds	127	136	147	146	159	166	172	177	190	197
Number of Plans	-	-	-	3	3	6	27	51	72	88
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	228	262	285
Growth since June 2010 till Jan 2019							177%			
Compound Annual Growth Rate (June 10 to Jan 19)							12.59%			

Trend of Total Assets & Number of Mutual Funds & Plans
(Annual Growth of total assets in percentages)



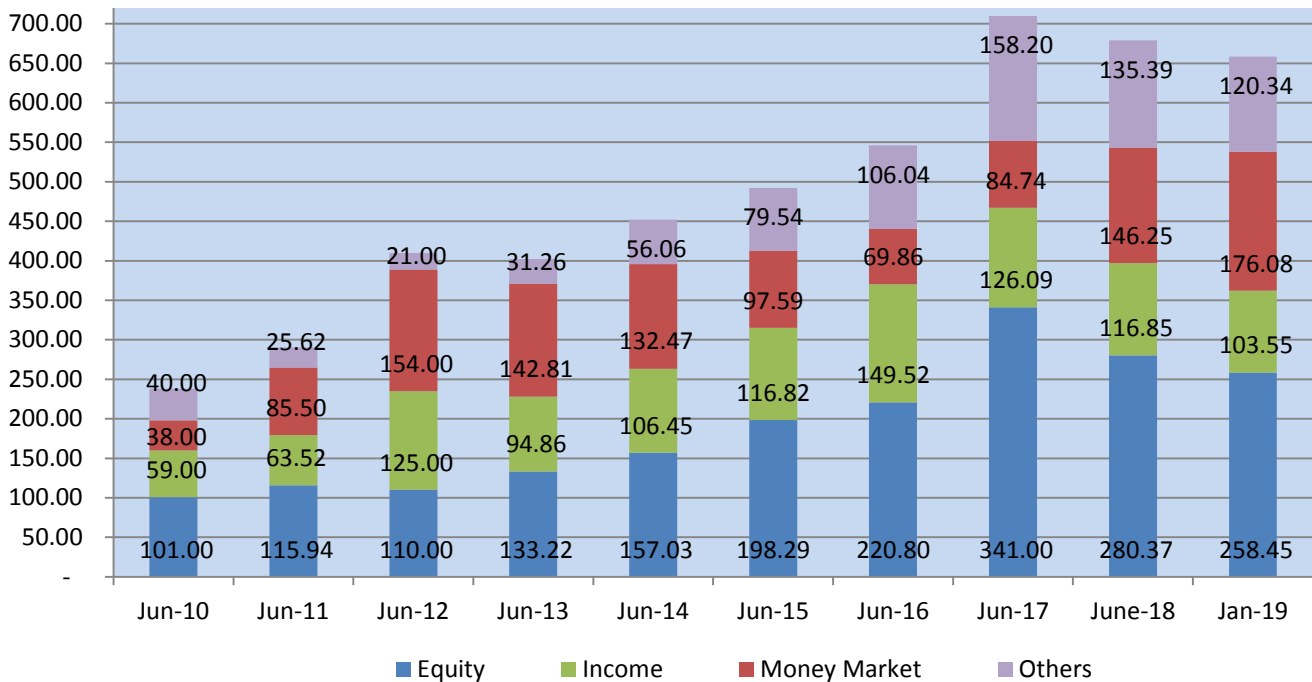
Trend of Category-Wise position of Total Assets of Mutual Funds

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	341.00	280.37	258.45
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	126.09	116.85	103.55
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	84.74	146.25	176.08
Others	40.00	25.62	21.00	31.26	56.06	79.54	106.04	158.20	135.39	120.34
Total	238.00	290.58	410.00	402.15	452.01	492.24	546.22	710.03	678.86	658.42

Note. Others Include Asset Allocation, Aggressive Asset Allocation, Aggressive Income, Balanced, Capital Protected, Commodity, Fund of Funds, Index Tracker and Sector Specific Funds.

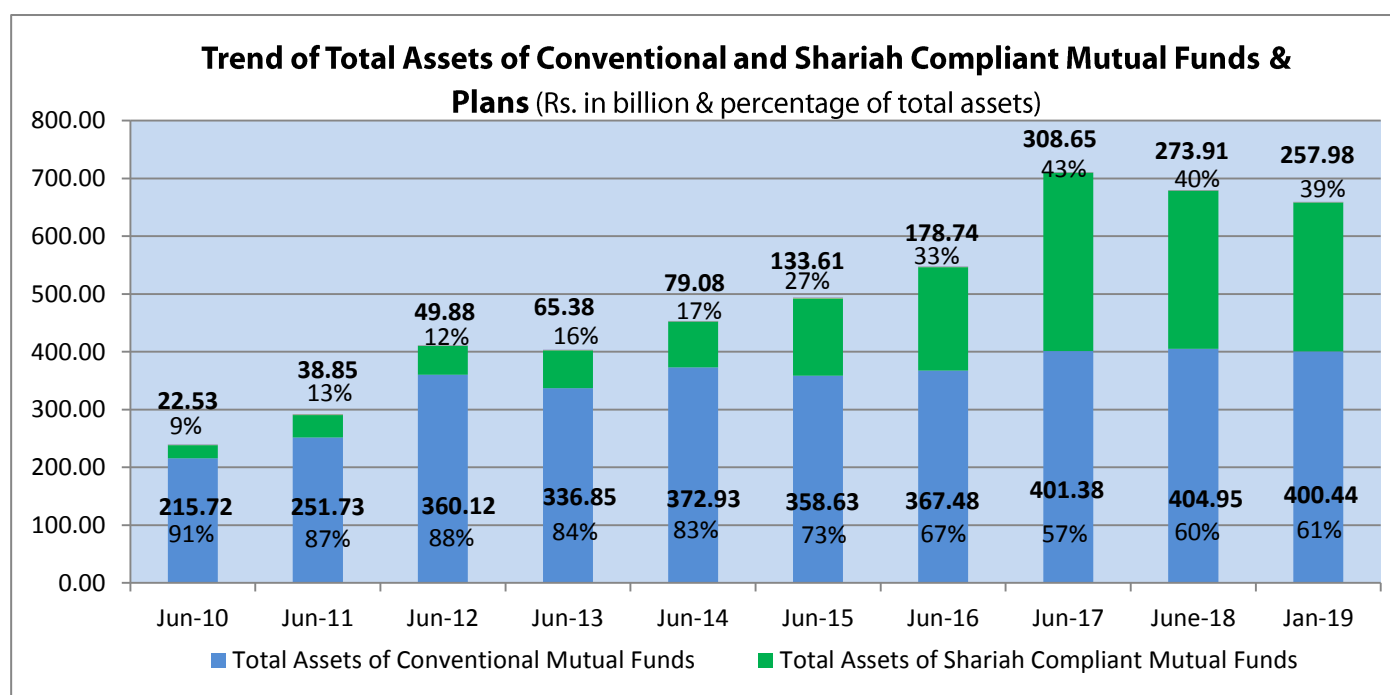
Trend of Category-Wise position of Total Assets of Mutual Funds & Plans (Rs in billion)



Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

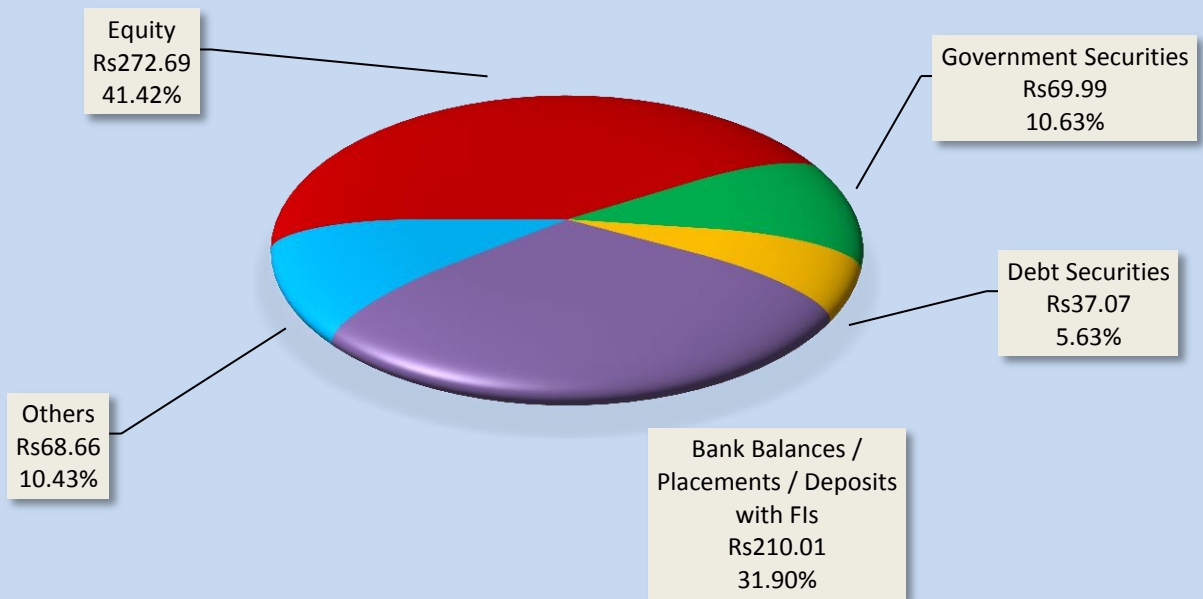
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	401.38	404.95	400.44
Total Assets of Shariah Compliant Mutual Funds	22.53	38.85	49.88	65.38	79.08	133.61	178.74	308.65	273.91	257.98
Total Assets of Mutual Funds	238.25	290.58	410.00	402.23	452.01	492.24	546.22	710.03	678.86	658.42
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	57%	60%	61%
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	43%	40%	39%
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	9.22%	0.89%	-1.11%
Shariah Compliant Mutual Fund - Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.96%	33.78%	72.68%	-11.26%	-5.82%
Conventional Mutual Funds - Growth since June 2010 till Jan 2019							85.63%			
Shariah Compliant Mutual Fund -Growth since June 2010 till Jan 2019							1045.04%			
Compound Annual Growth Rate (June 10 to Jan 19)-Conventional Mutual Funds							7.48%			
Compound Annual Growth Rate (June 10 to Jan 19)-Shariah Compliant Mutual Fund							32.86%			



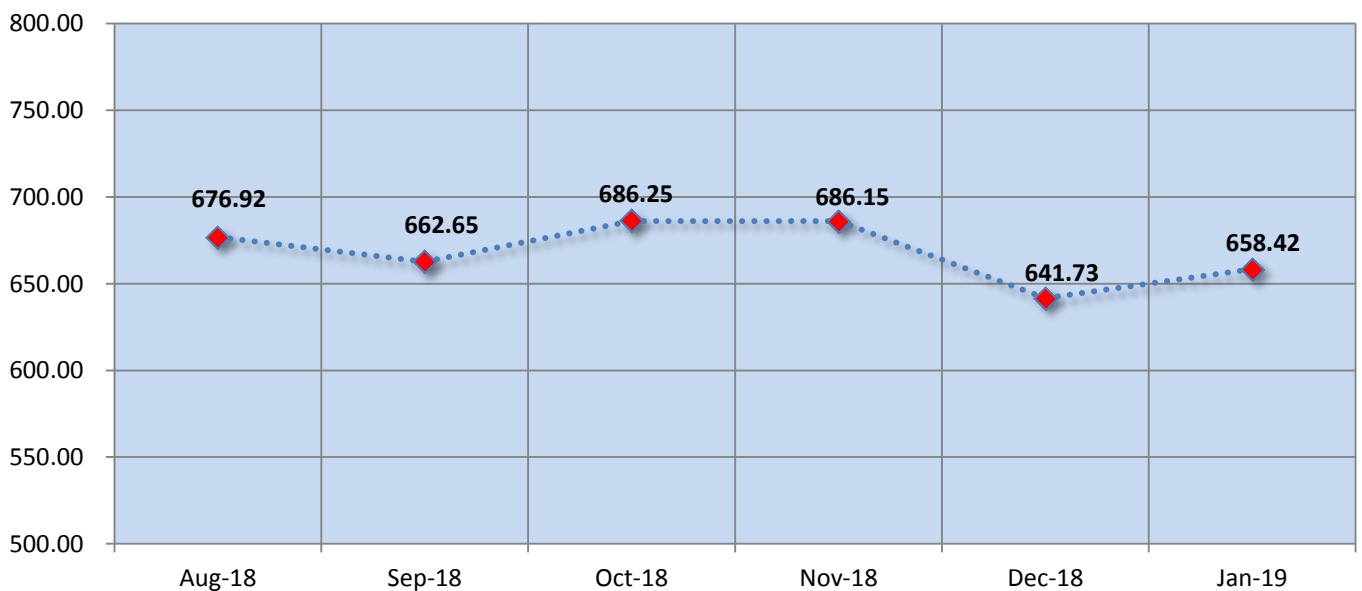
Asset Allocation of Mutual Funds

Asset Allocation of Mutual Funds as of January 31, 2019
(Rs in billion & percentage of Total Assets)



Trend of Total Assets of Mutual Funds

Trend of Total Assets of Mutual Funds during the last 6 Months
(Rs. in billion)



Detail of Investor Accounts in Open End Mutual Funds

Description	# of investor accounts as at January 31, 2019 (With balance > 0) - At AMC Level	Value of investment as at January 31, 2019 (Rs. in millions)	% of total investment value
Resident			
Individuals	291,824	215,222.85	34.23%
Associated Banks/DFIs/AMCs	65	34,714.75	5.52%
Other Banks/DFIs	162	13,876.20	2.21%
Insurance Companies	319	25,930.64	4.12%
Other financial institutions	158	12,025.12	1.91%
Other Corporates	2,503	151,489.66	24.09%
Fund of funds	65	44,735.64	7.11%
Retirement funds	2,675	96,085.00	15.28%
Trusts/NGOs/Societies/Foundations/Charities	1,145	32,920.39	5.24%
Foreign			
Individuals	344	1,569.73	0.25%
Non-Individuals	14	193.6309311	0.03%
TOTAL	299,274	628,763.60	100.00%

Note 1. Number of investor accounts as at January 31, 2019 (Having Zero balance)= 241,798,
 Number of investor accounts as at January 31, 2019 (With balance > 0)= 299,274,
 Total number of investor accounts (with zero balance and greater than zero balance) as at January 31, 2019 = 541,072

Note 2. The above table shows the number of investor accounts in open end mutual funds only.

Note 3. The number of investors' accounts is different from the number of investors in mutual fund industry i.e. If Investor A has opened three accounts with three different Asset management companies, the same shall be reported as three investor accounts instead of one investor.

VOLUNTARY PENSION SCHEMES / FUNDS

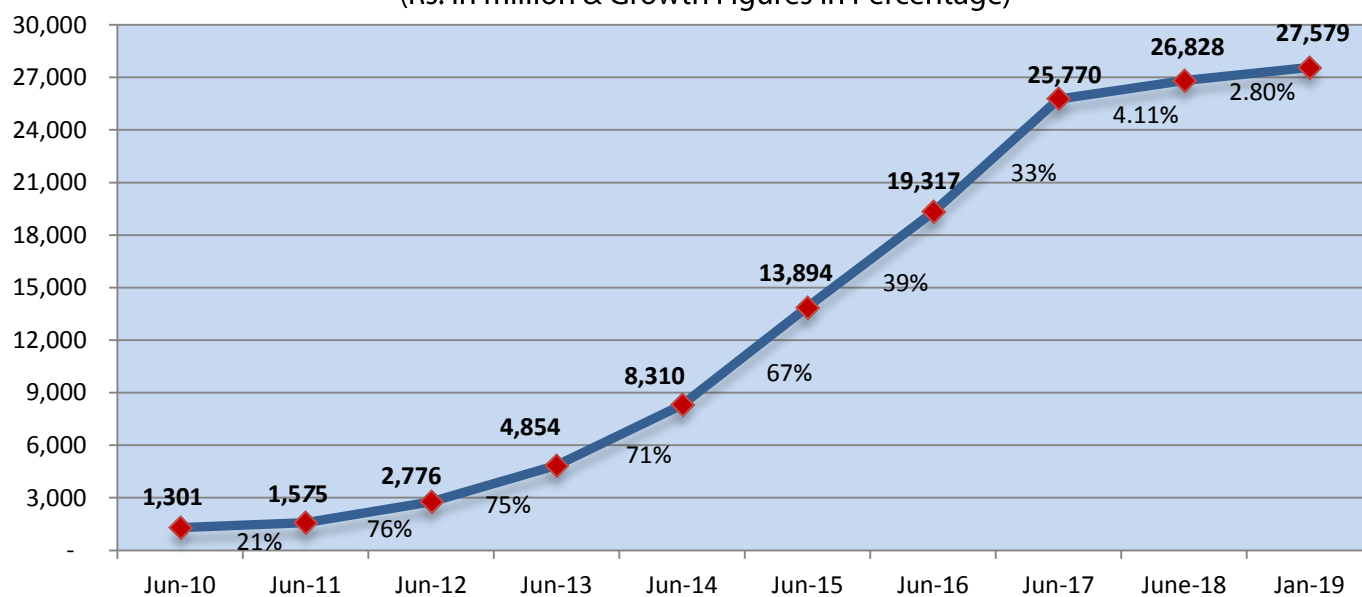
Trend of Total Assets of Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	25,770	26,828	27,579
Growth since last June	-	21%	76%	75%	71%	67%	39%	33%	4.11%	2.80%

Trend of Total Assets of Pension Funds

(Rs. in million & Growth Figures in Percentage)



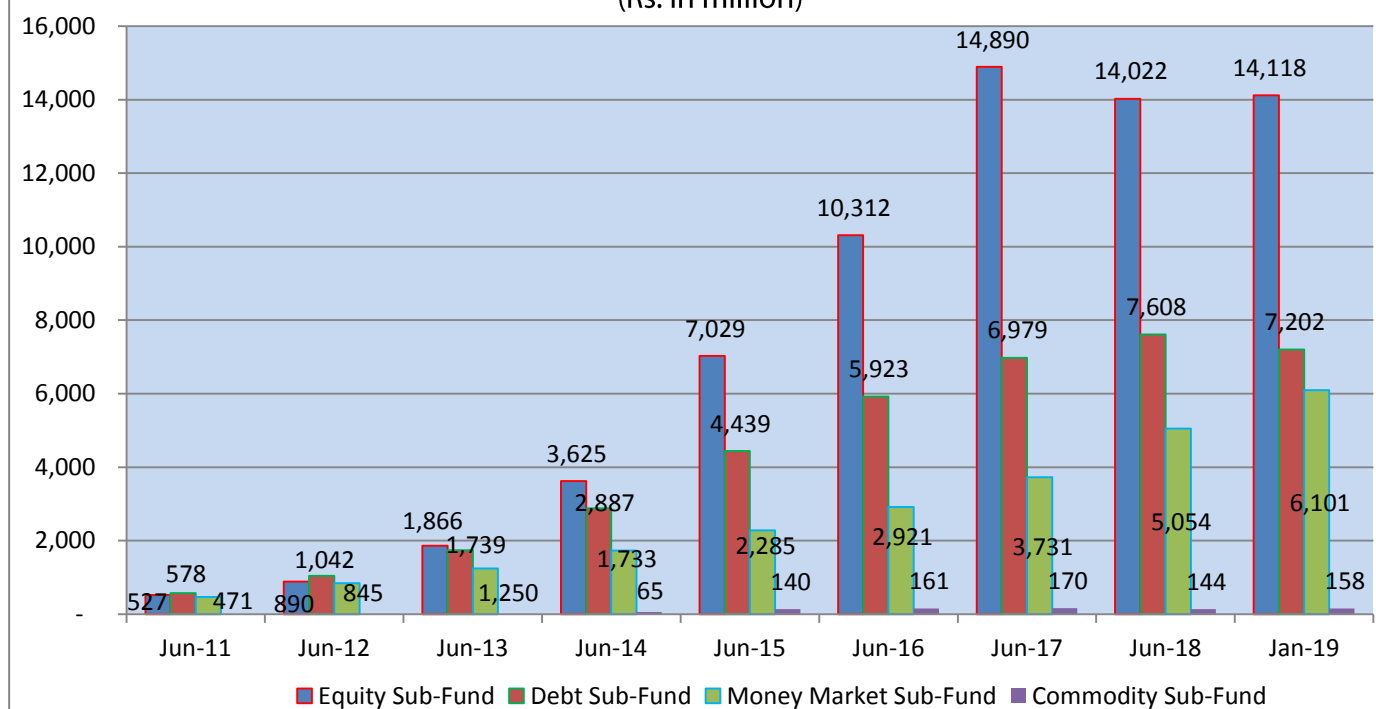
Category-Wise Position of Total Assets of Pension Funds

(Rs in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	14,890	14,022	14,118
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,979	7,608	7,202
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,731	5,054	6,101
Commodity Sub-Fund	-	-	-	65	140	161	170	144	158
Total	1,576	2,777	4,855	8,310	13,894	19,317	25,770	26,828	27,579

Category-wise Position of Total Assets of Pension Funds

(Rs. in million)

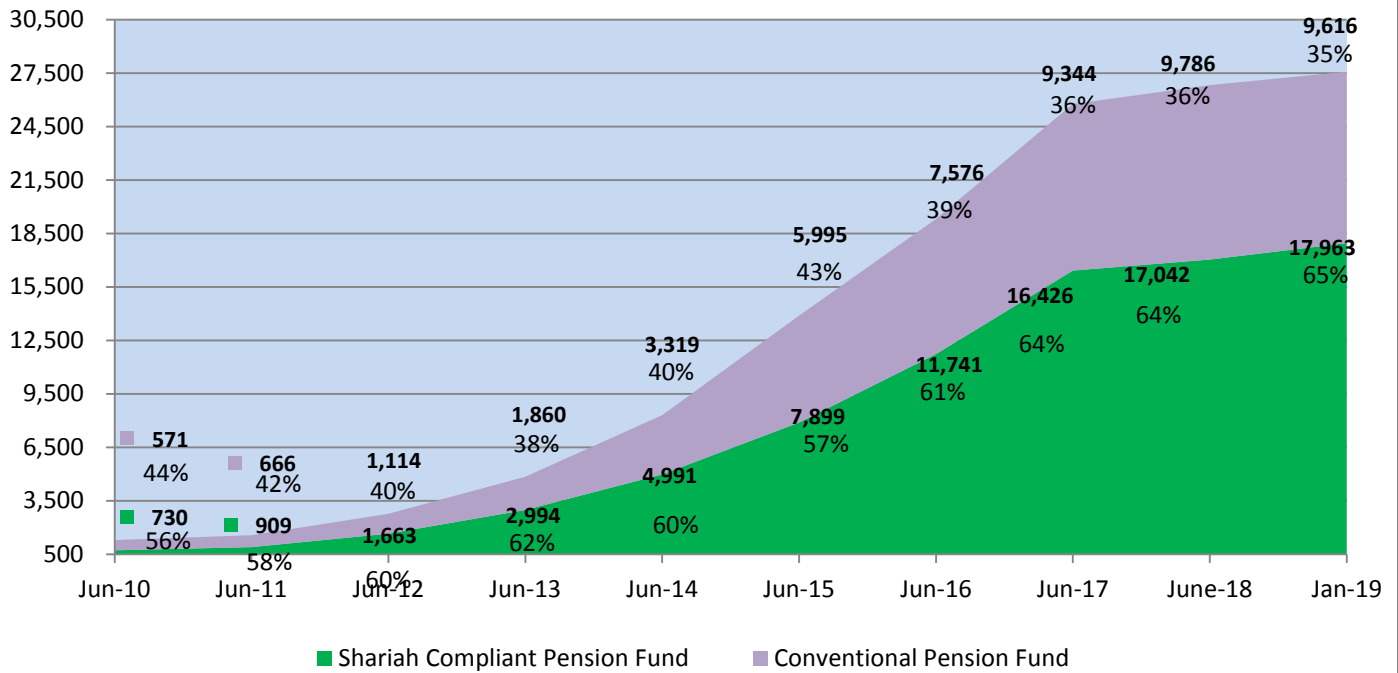


Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs. in million)

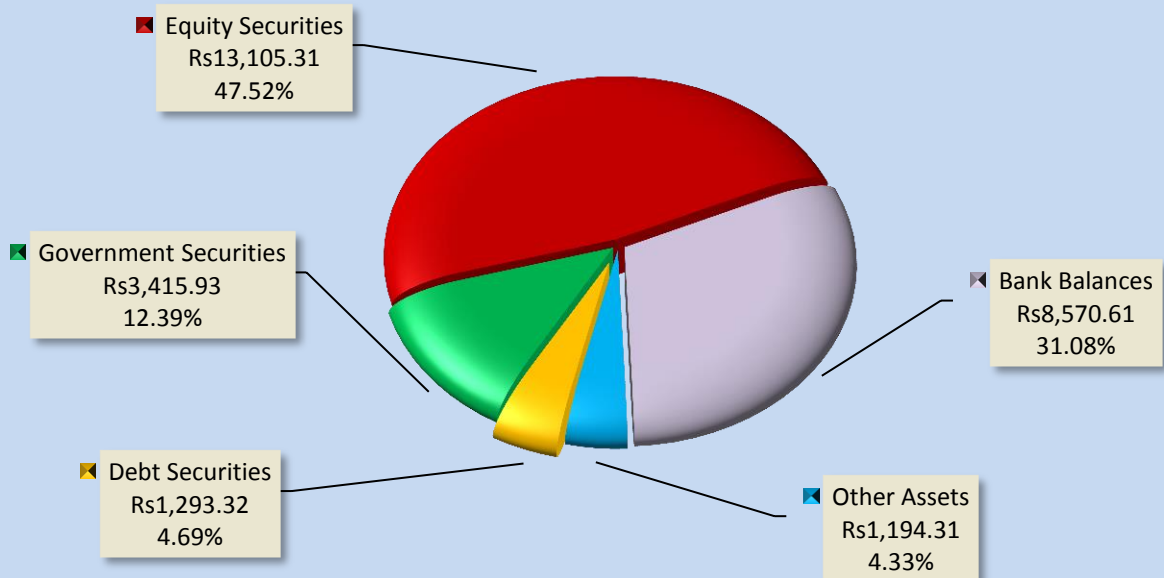
Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19	
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	16,426	17,042	17,963	
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	9,344	9,786	9,616	
Total assets of Pension Funds	1,301	1,575	2,777	4,854	8,310	13,894	19,317	25,770	26,828	27,579	
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%	64%	65%	
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%	36%	35%	
Compound Annual Growth Rate (June 2010 to Jan. 2019)-Shariah Compliant Pension Fund								45.77%			
Compound Annual Growth Rate (June 2010 to Jan. 2019)-Conventional Pension Fund								38.97%			

Trend of Total Assets of Conventional and Shariah Compliant Pension Funds (Rs in million & percentage of Total Assets)



Asset Allocation of Pension Funds

Asset Allocation of Pension Funds as of January 31, 2019 (Rs in million & Percentage of Total Assets)



Detail of Investor Accounts in Pension Funds

Description	# of investor accounts as at January 31, 2019 (With balance > 0) - At AMC Level	Value of investment as at January 31, 2019 (Rs. in millions)	% of total investment value
Resident			
Individuals	30,411	23,980.03	88.69%
Associated Banks/DFIs/AMCs	16	2,513.40	9.30%
Other financial institutions	1	334.476	1.24%
Foreign			
Individuals	6	210.08	0.78%
Non-Individuals	-	-	0.00%
Total	30,434	27,037.98	100.00%

Note. 1. Number of investor accounts as at January 31, 2019 (Having Zero balance)= 10,170,
 Number of investor accounts as at January 31, 2019 (With balance > 0)= 30,434,
 Total number of investor accounts (with zero balance and greater than zero balance) as at January 31, 2019= 40,604

Note. 2. The number of investors' accounts is different from the number of investors in pension fund industry i.e. If Investor A has opened three accounts with three different pension fund managers, the same shall be reported as three investor accounts instead of one investor.

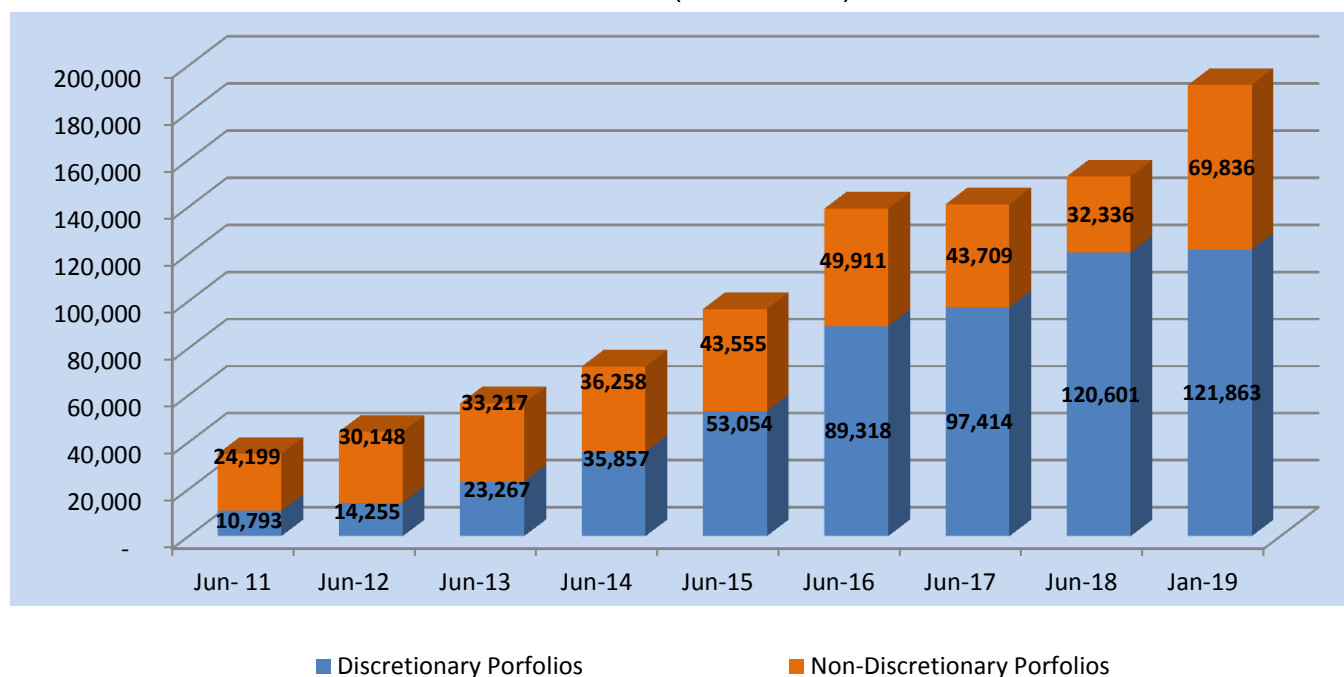
DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS

Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs. in million)

Description	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	97,414	120,601	121,863
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,709	32,336	69,836
Total Assets of Portfolios	34,992	44,403	56,484	72,115	96,609	139,229	141,123	152,937	191,699

Trend of Total Assets of Discretionary / Non-Discretionary Portfolios
(Rs in million)

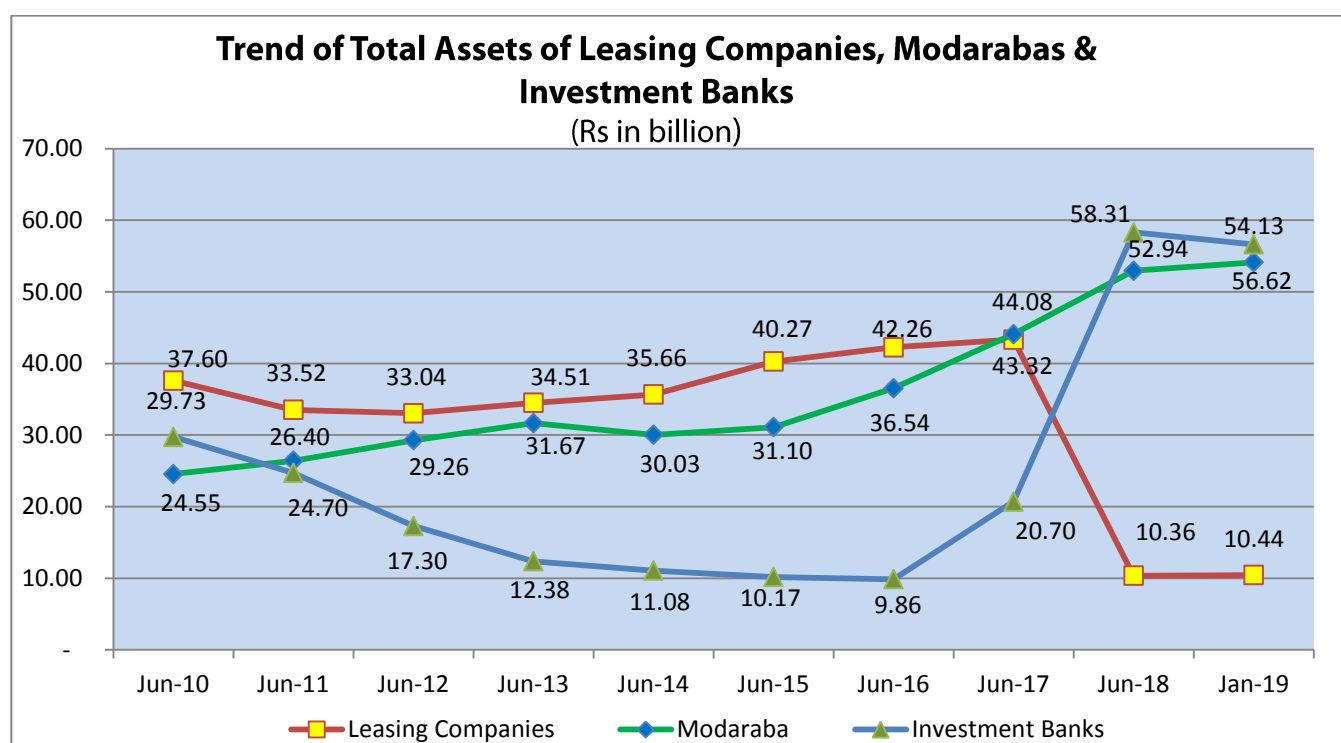


LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

Trend of Total Assets of Leasing Companies, Modarabas and Investment Banks

(Rs in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jan-19
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.32	10.36	10.44
Modaraba	24.55	26.40	29.26	31.67	30.03	31.10	36.54	44.08	52.94	54.13
Investment Banks	29.73	24.70	17.30	12.38	11.08	10.17	9.86	20.70	58.31	56.62



Note 1. Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd.

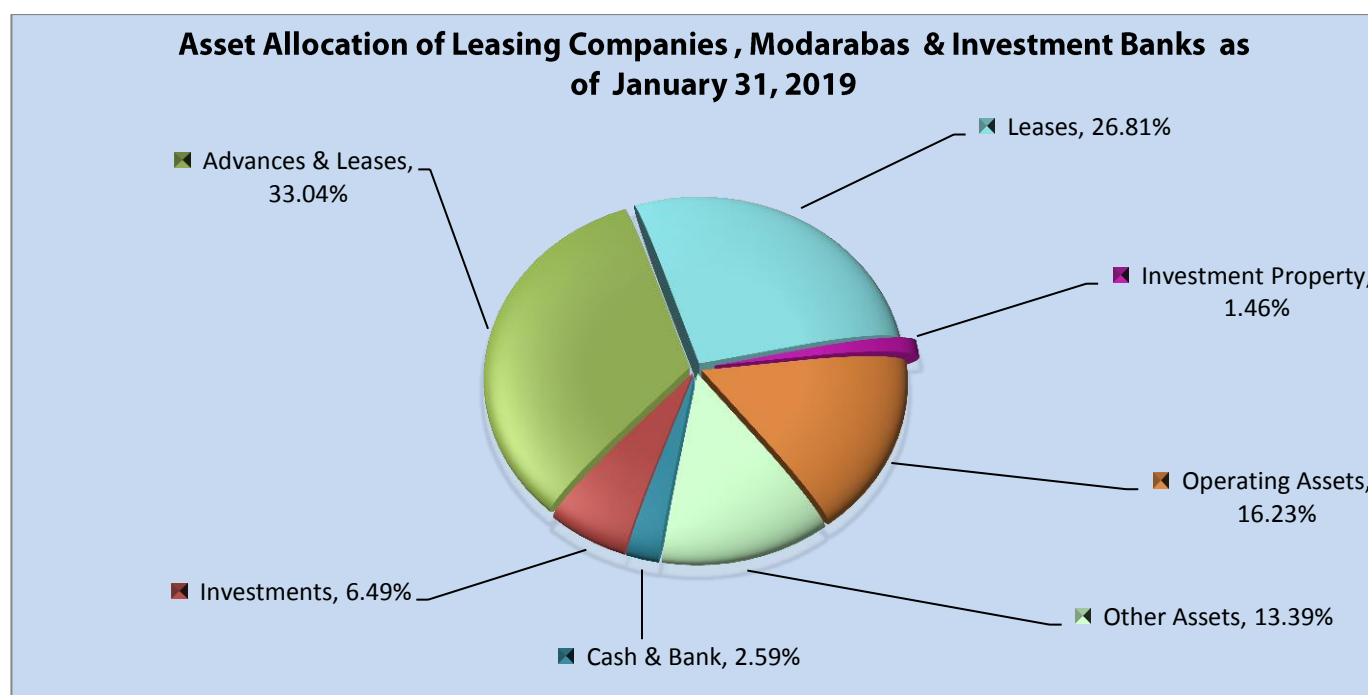
Note 2. Total Assets of Modarabas include previous month's information of one Modaraba, which did not file its returns through SCRS for the month of January 2019.

Note 3. Total assets, total liabilities, equity and deposits etc. of investment banks increased significantly in February 2018 mainly due to change of license status of Orix Leasing Pakistan Limited from leasing to investment finance services.

Asset Allocation of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

Category	Cash & Bank	Investments	Advances & Leases	Lease	Investment Property	Operating Assets	Other Assets	Total
Leasing Companies	590	133	1,031	6,784	147	166	1,591	10,442
Modarabas	2,059	3,104	12,613	7,723	1,178	16,676	10,558	53,911
Investment Banks	481	4,609	26,322	17,922	447	2,797	4,044	56,622
Total	3,130	7,846	39,966	32,429	1,772	19,639	16,193	120,975

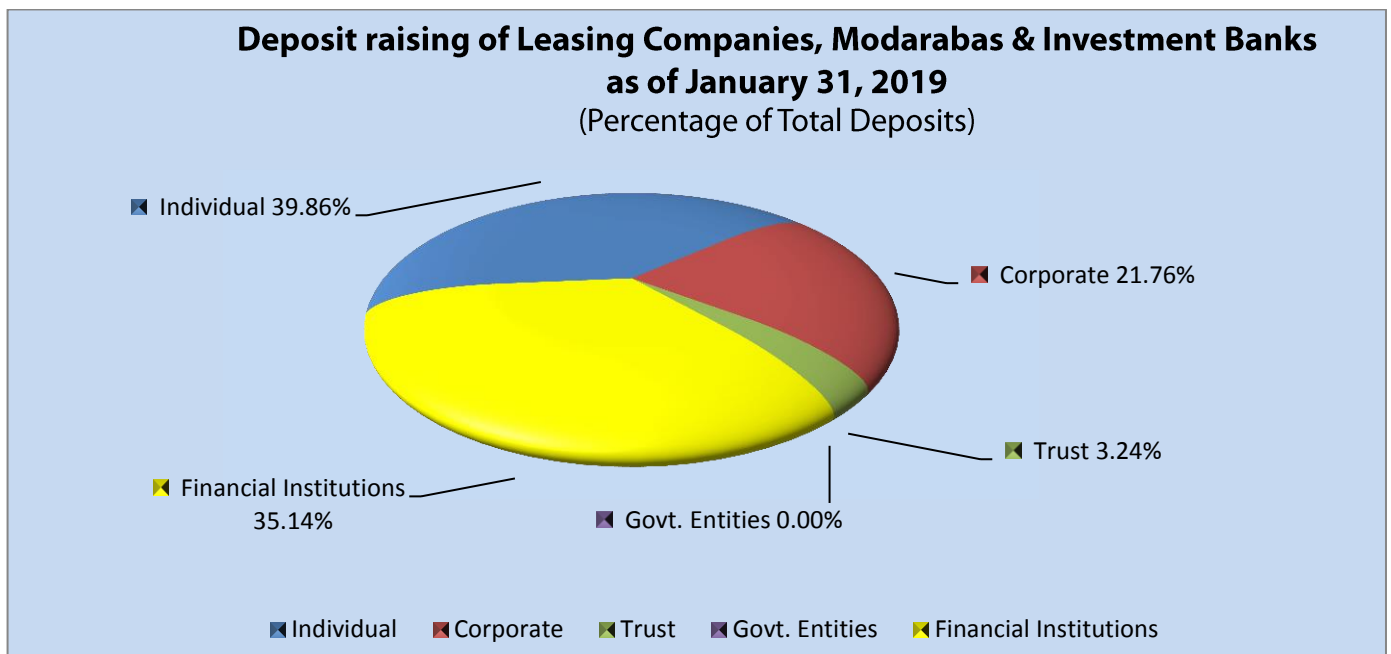


Note 1. Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd.

Note 2. Total Assets of Modarabas do not include information pertaining to one Modaraba, which did not file its returns through SCRS for the month of January 2019.

Deposit raising of Leasing Companies, Modarabas & Investment Banks

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks	Total	
Individual	408.13	1,548.76	4,057.09	6,130.68	39.86%
Corporate	96.11	2,873.90	366.16	3,346.25	21.76%
Trust	10.00	248.28	222.16	498.22	3.24%
Govt. Entities	-	-	-	-	0.00%
Financial Institutions	-	5,305.00	-	5,405.00	35.14%
Total	514.24	9,975.94	4,645.41	15,380.15	100.00%



Note 1: Total of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd.

Note 2: Total of Modarabas does not include information pertaining to one Modaraba, which did not file its returns through SCRS for the month of January 2019.

Leverage profile of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

Category	Equity	Liabilities	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	4,870.80	5,302.67	10,442.00	46.6%	50.8%
Modarabas	21,383.23	31,944.73	53,911.00	39.7%	59.25%
Investment Banks	30,040.52	23,648.43	56,622.00	53.1%	41.8%

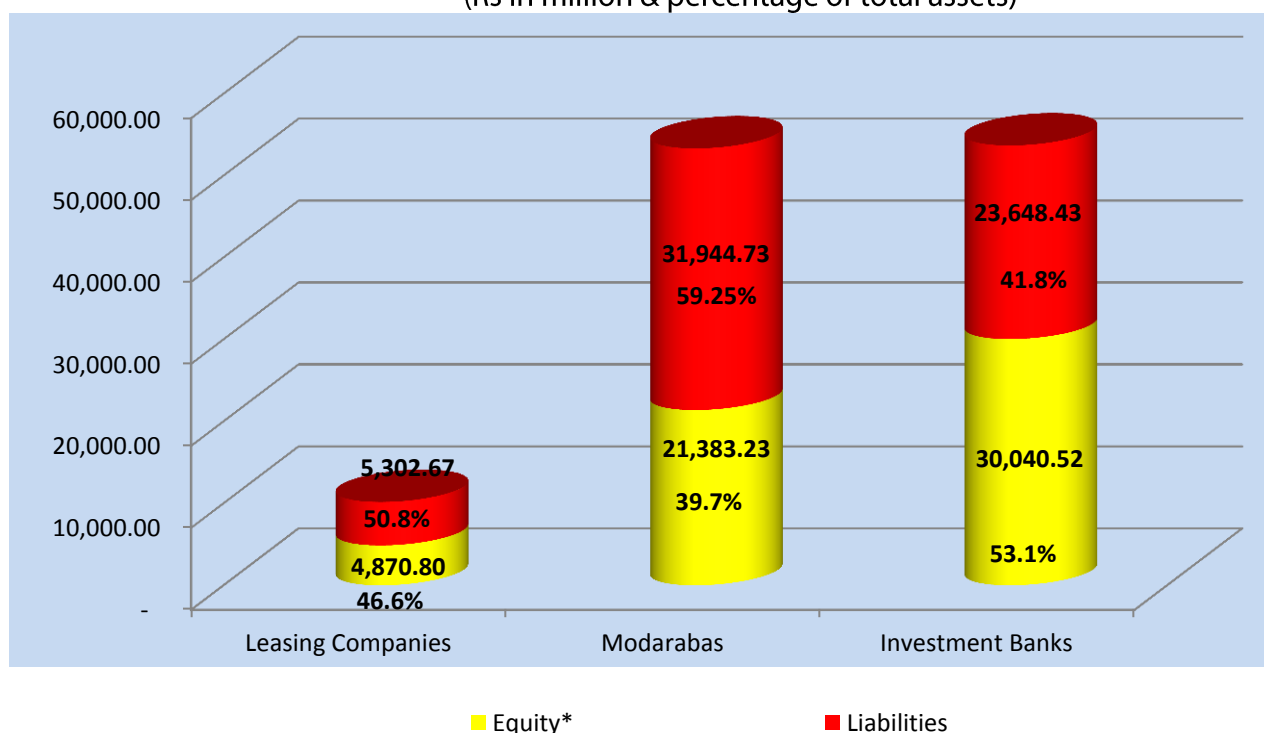
Note 1. Equity and liabilities do not include deficit / surplus on revaluation of fixed assets

Note 2. Information pertaining to Investment Banks does not include data of Pakistan Development Fund Ltd.

Note 3. Information pertaining to Modarabas does not include data of one Modaraba, which did not file its returns through SCRS for the month of January 2019.

Leverage profile of Leasing Cos, Modarabas & Investment Banks as of January 31, 2019

(Rs in million & percentage of total assets)



ADDITIONAL REPORTS PERTAINING TO MUTUAL FUNDS/PLANS:

Category wise Break up of Assets under Management – Collective Investment Schemes (Conventional and Shariah Compliant)

- a) The Total AUMs given in the said reports represent Net Assets of Open-end funds.

Region wise Issuance & Redemptions in Collective Investment Schemes (Conventional and Shariah Compliant)

- a) These reports do not include the transactions conducted by funds of funds.

Number of new accounts opened in Collective Investment Schemes

- a) These reports do not include the accounts opened by the funds of funds for investment in other funds.
- b) Such investor accounts exist which are invested in both Shariah compliant and Conventional funds. Therefore, such accounts are reported twice by the AMCs i.e. both in conventional funds and shariah compliant funds.

Region wise Assets under Management

- a) These reports do not include the accounts and investments by funds of funds for investment in other funds. Such investor accounts exist which are invested in both Shariah compliant and Conventional funds. Therefore, such accounts are reported twice by the AMCs i.e. both in conventional funds and shariah compliant funds.

Category wise Issuance & Redemption in Conventional Collective Investment Schemes during the month

(Rs. in million)

Fund Category	Gross Issuance	Gross Redemptions	Net Issuance/ (Redemptions)
Aggressive Income	1,562.40	1,084.83	477.57
Asset Allocation	98.83	2,672.08	-2,573.25
Balanced	11.20	92.20	-81.00
Capital Protected	0.00	19.57	-19.57
Commodity	0.00	0.00	0.00
Equity	3,152.34	3,560.57	-408.23
Fund Of Funds	0.10	81.87	-81.77
Income	4,414.44	3,790.42	624.02
Index Tracker	0.10	0.40	-0.30
Money Market	43,956.81	40,786.44	3,170.37
Total	53,196.22	52,088.38	1,107.84

Category wise Issuance & Redemption in Shariah Compliant Collective Investment Schemes during the month

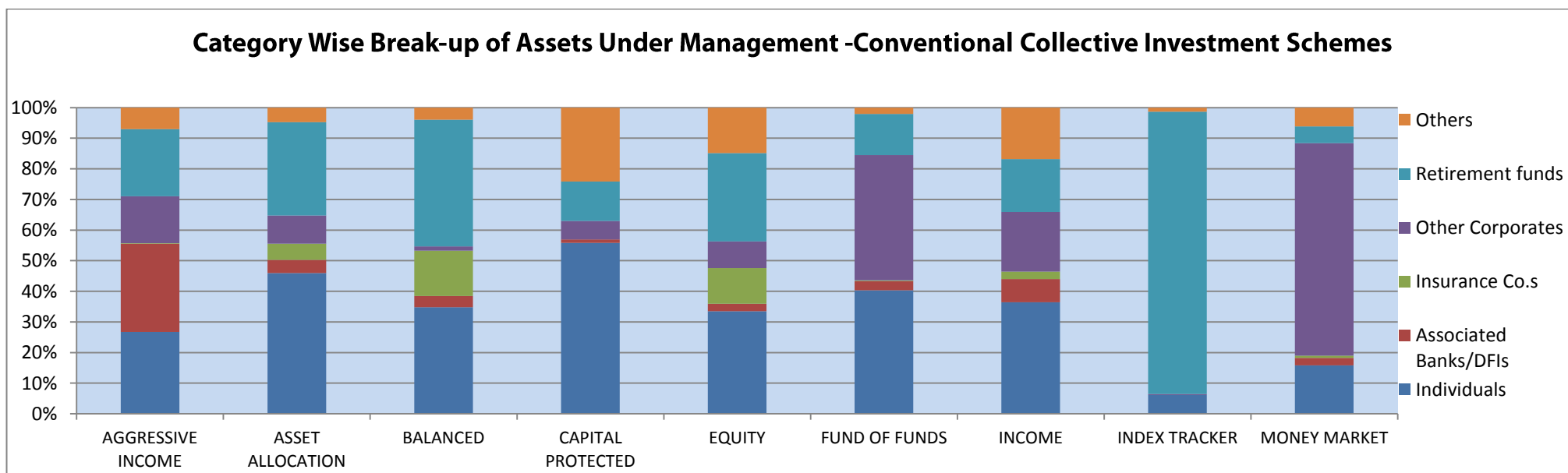
(Rs. in million)

Fund Category	Gross Issuance	Gross Redemptions	Net Issuance/ (Redemptions)
Islamic Aggressive Income	14.12	55.00	-40.88
Islamic Asset Allocation	501.50	1,477.68	-976.09
Islamic Balanced	208.00	363.00	-155.00
Islamic Capital Protected	0.00	1.64	-1.64
Islamic Commodity	42.00	9.00	33.00
Islamic Equity	5,694.15	6,831.62	-1,137.47
Islamic Fund Of Funds	542.70	1,888.08	-1,345.38
Islamic Income	7,302.87	7,511.98	-209.11
Islamic Index Tracker	138.00	64.00	74.00
Islamic Money Market	6,815.95	4,465.30	2,350.65
Total	21,259.29	22,667.30	-1,407.92

Category Wise Break up of Assets Under Management -Conventional Collective Investment Schemes

(Rs. in million)

Fund Category	Aggressive Income	Asset Allocation	Balanced	Capital Protected	Equity	Fund Of Funds	Income	Index Tracker	Money Market
Individuals	1,521.97	5,592.08	1,376.09	1,306.97	46,623.51	3,280.76	17,167.29	26.70	23,075.18
Associated Banks/DFIs	1,645.13	530.33	143.16	26.32	3,463.47	242.41	3,579.36	0.00	3,610.53
Insurance Companies	10.29	637.60	588.97	0.00	16,149.05	20.55	1,164.62	0.00	1,013.04
Other Corporates	870.47	1,118.43	54.11	141.94	12,170.61	3,321.95	9,181.86	1.62	101,419.81
Retirement funds	1,253.10	3,713.28	1,634.24	302.15	40,170.27	1,095.17	8,125.80	402.98	7,983.36
Others	399.44	577.80	157.39	564.95	20,721.12	165.87	7,941.36	5.95	9,026.07
Total	5,700.40	12,169.52	3,953.95	2,342.33	139,298.02	8,126.71	47,160.28	437.25	146,127.98

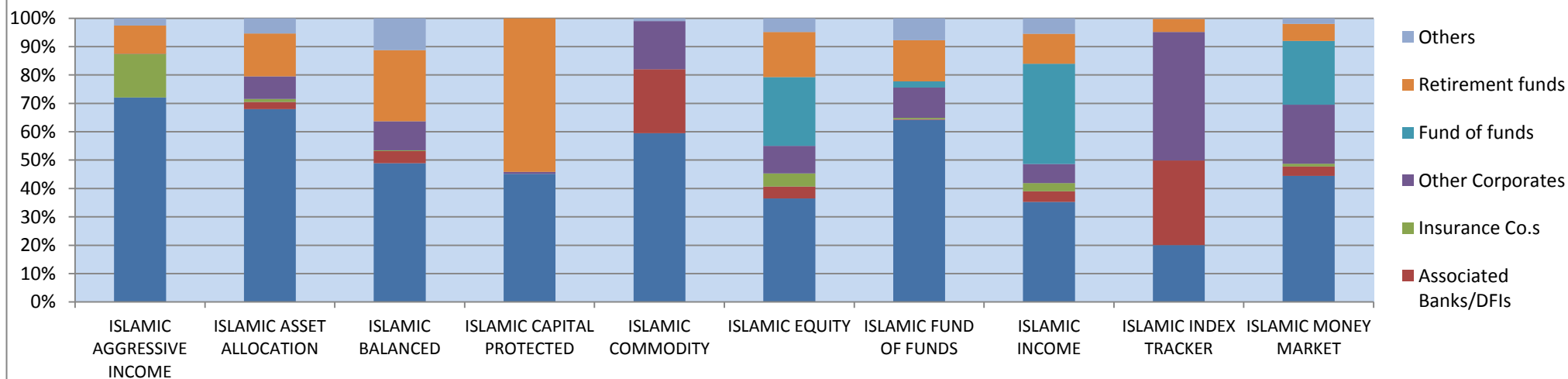


Category Wise Break up of Assets Under Management - Shariah Compliant Collective Investment Schemes

(Rs. in million)

Fund Category	Islamic Aggressive Income	Islamic Asset Allocation	Islamic Balanced	Islamic Capital Protected	Islamic Commodity	Islamic Equity	Islamic Fund Of Funds	Islamic Income	Islamic Index Tracker	Islamic Money Market
Individuals	318.75	18,645.64	3,382.00	52.69	172.00	32,748.60	31,909.78	16,767.71	345.00	9,845.71
Associated Banks/DFIs	0.00	715.25	300.00	0.00	65.00	3,733.97	111.88	1,760.67	515.00	733.10
Insurance Companies	68.14	275.54	15.00	0.00	0.00	4,212.90	200.18	1,376.58	0.00	202.09
Other Corporates	0.31	2,191.17	710.00	0.87	49.00	8,677.47	5,301.89	3,201.82	780.00	4,603.16
Fund of funds	0.00	0.00	0.00	0.00	0.00	21,759.21	1,101.14	16,810.71	0.00	4,981.52
Retirement funds	43.97	4,136.49	1,739.00	63.23	0.00	14,240.67	7,188.90	5,009.48	81.00	1,334.06
Others	11.33	1,484.16	774.00	0.00	3.00	4,373.99	3,856.26	2,599.19	3.00	436.38
Total	442.50	27,448.26	6,920.00	116.79	289.00	89,746.81	49,670.03	47,526.15	1,724.00	22,136.02

Category Wise Break-up of Assets Under Management - Shariah Compliant Collective Investment Schemes



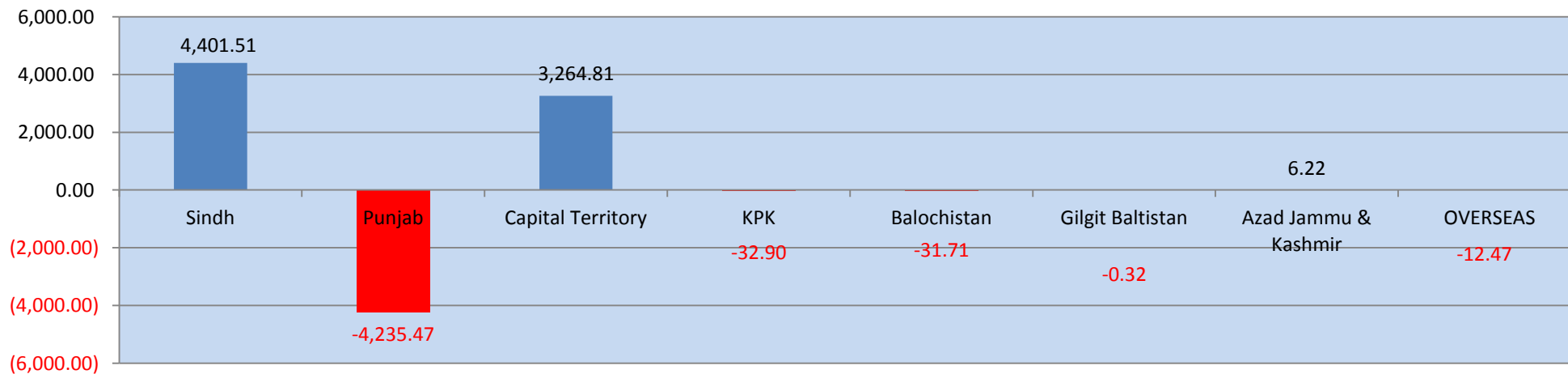
Region wise Issuance & Redemptions in Conventional Collective Investment Schemes during the month

(Rs. in million)

Region	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
Sindh	20,489.40	16,087.89	4,401.51
Punjab	24,044.94	28,280.41	-4,235.47
Capital Territory	8,134.71	4,869.90	3,264.81
KPK	323.34	356.24	-32.90
Balochistan	2.37	34.09	-31.71
Gilgit Baltistan	0.01	0.33	-0.32
Azad Jammu & Kashmir	16.66	10.44	6.22
Overseas	21.48	33.95	-12.47
Total	53,032.91	49,673.24	3,359.67

Net Sales/ (Redemptions) in Conventional Collective Investment Schemes during the month

(Rs. in million)



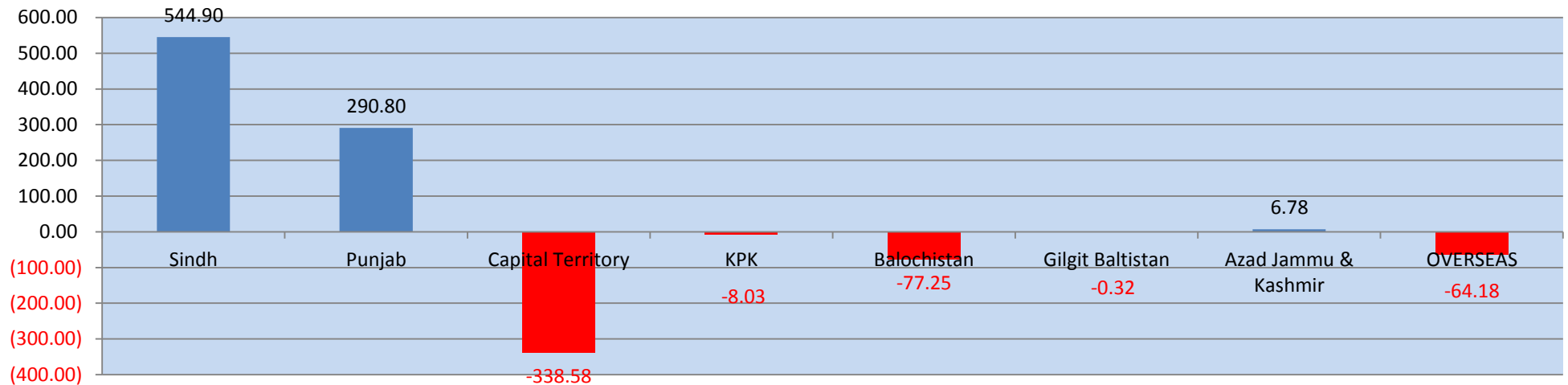
Region wise Issuance & Redemptions in Shariah Compliant Collective Investment Schemes during the month

(Rs. in million)

Region	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
Sindh	10,649.07	10,104.16	544.90
Punjab	5,177.09	4,886.29	290.80
Capital Territory	1,418.38	1,756.96	-338.58
KPK	379.93	387.96	-8.03
Balochistan	28.53	105.78	-77.25
Gilgit Baltistan	1.67	1.99	-0.32
Azad Jammu & Kashmir	23.97	17.20	6.78
Overseas	225.76	289.95	-64.18
Grand Total	17,904.40	17,550.28	354.12

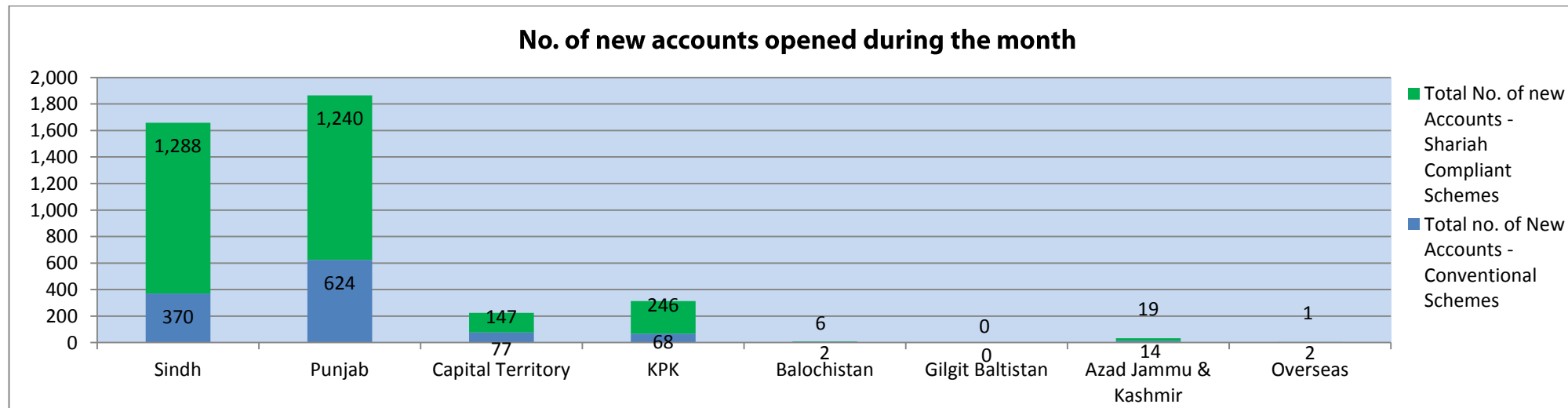
Net Sales/ (Redemptions) in Shariah Compliant Collective Investment Schemes during the month

(Rs. in million)



Number of New Accounts Opened in Collective Investment Schemes during the month

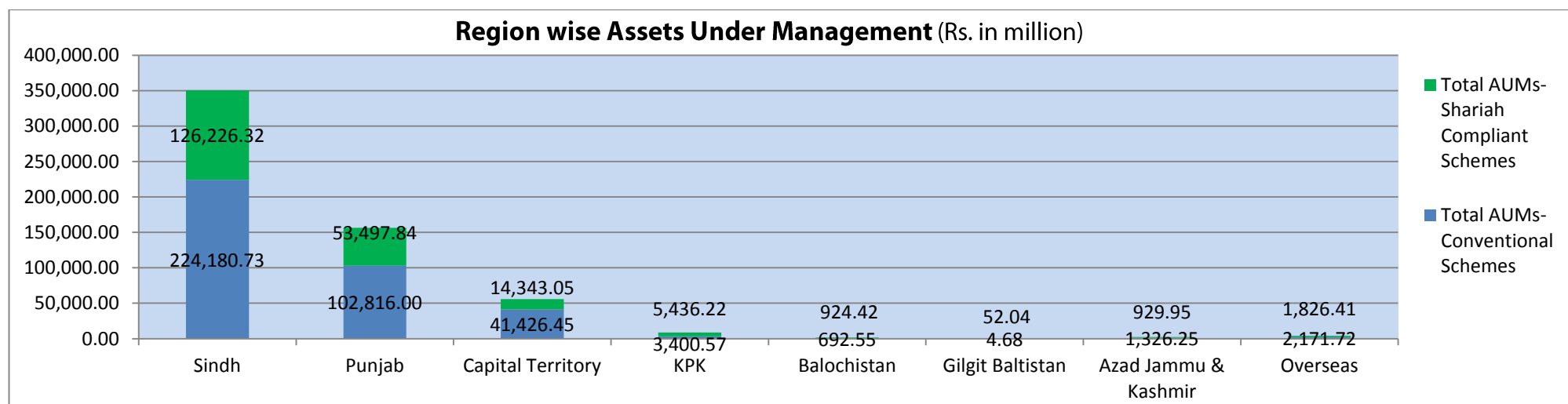
Region	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Sindh	359	11	370	1,267	21	1,288
Punjab	602	22	624	1,234	6	1,240
Capital Territory	72	5	77	146	1	147
KPK	68	0	68	246	0	246
Balochistan	2	0	2	6	0	6
Gilgit Baltistan	0	0	0	0	0	0
Azad Jammu & Kashmir	14	0	14	19	0	19
Overseas	2	0	2	1	0	1
Total	1,119	38	1,157	2,919	28	2,947



Region-wise Assets Under Management

(Rs. in million)

Region	Conventional Schemes						Shariah Compliant Schemes					
	Individual		Non-Individual		Total		Individual		Non-Individual		Total	
	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs
Sindh	108,839.00	51,202.72	3,539.00	172,978.01	112,378.00	224,180.73	97,955.00	61,129.26	2,433.00	65,097.06	100,388.00	126,226.32
Punjab	66,282.00	37,194.49	2,065.00	65,621.51	68,347.00	102,816.00	65,883.00	37,260.77	1,203.00	16,237.06	67,086.00	53,497.84
Capital Territory	11,443.00	6,844.62	345.00	34,581.83	11,788.00	41,426.45	12,509.00	9,037.44	203.00	5,305.61	12,712.00	14,343.05
KPK	8,116.00	2,525.50	113.00	875.07	8,229.00	3,400.57	9,765.00	4,614.99	71.00	821.23	9,836.00	5,436.22
Balochistan	1,578.00	504.67	18.00	187.88	1,596.00	692.55	740.00	592.56	10.00	331.85	750.00	924.42
Gilgit Baltistan	61.00	4.68	1.00	0.00	62.00	4.68	66.00	22.51	3.00	29.53	69.00	52.04
Azad Jammu & Kashmir	2,368.00	1,282.83	5.00	43.42	2,373.00	1,326.25	1,405.00	886.21	6.00	43.74	1,411.00	929.95
OVERSEAS	674.00	2,044.77	8.00	126.96	682.00	2,171.72	812.00	1,825.41	3.00	1.00	815.00	1,826.41
Total	199,361.00	101,604.27	6,094.00	274,414.66	205,455.00	376,018.95	189,135.0	115,369.15	3,932.00	87,867.09	193,067.00	203,236.2





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